SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549
FORM 10-Q
Quarterly Report Under Section 13 or $15(d)$
of the Securities Exchange Act of 1934

For Quarter Ended September 30, 1996
Commission file number 0-14948
FISERV, INC.
(Exact name of Registrant as specified in its charter)

## WISCONSIN

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(State or other jurisdiction of
incorporation or organization)
255 FISERV DRIVE, BROOKFIELD, WI.
(Address of principal executive office)

39-1506125
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(I. R. S. Employer Identification No.)

53045
(Zip Code)

Registrant's telephone number, including area code: (414) 8795000
Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes (X) No ( )

At September 30, 1996, 45,233,000 shares of common stock of the Registrant were outstanding.

Exhibit Index appears at page 8.

PART I. FINANCIAL INFORMATION

<TABLE>
FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME for the Three and Nine-Month Periods Ended September 30, 1996 and 1995
<CAPTION>
<S>
Revenues
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{2}{|l|}{Three Months Ended September 30,} & \multicolumn{2}{|l|}{Nine Months Ended September 30, 1996 1995} \\
\hline <C> & <C> & <C> & <C> \\
\hline \$196,585 & \$176,922 & \$587,759 & \$507,571 \\
\hline 92,604 & 84,069 & 274,280 & 240,144 \\
\hline 20,938 & 22,829 & 69,735 & 69,506 \\
\hline 36,459 & 28,731 & 106,115 & 89,379 \\
\hline 10,703 & 9,731 & 31,317 & 28,525 \\
\hline 5,214 & 4,805 & 15,771 & 11,156 \\
\hline (285) & \((1,879)\) & \((1,768)\) & \((5,411)\) \\
\hline 165,633 & 148,286 & 495,450 & 433,299 \\
\hline 30,952 & 28,636 & 92,309 & 74,272 \\
\hline 4,294 & 6,413 & 15,025 & 12,687 \\
\hline 26,658 & 22,223 & 77,284 & 61,585 \\
\hline 10,929 & 9,111 & 31,686 & 25,250 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Net income & \$15,729 & \$13,112 & \$45,598 & \$36,335 \\
\hline Net income per common and common equivalent share & \$0.34 & \$0.29 & \$0.99 & \$0.84 \\
\hline Shares used in computing net income per share & 46,265 & 45,864 & 46,094 & 43,395 \\
\hline
\end{tabular}
</TABLE>
See notes to consolidated financial statements.
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FISERV, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

|  | $\begin{gathered} \text { September } 30, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (In thousands) |  |
| ASSETS |  |  |
| Cash and cash equivalents | \$69,036 | \$59,743 |
| Accounts receivable | 159,620 | 154,628 |
| Prepaid expenses and other assets | 53,075 | 63,893 |
| Due on sale of securities |  | 97,446 |
| Trust account investments | 911,338 | 834,286 |
| Other investments | 28,792 | 55,748 |
| Deferred income taxes | 33,098 | 39,527 |
| Property and equipment-net | 145,230 | 148,343 |
| Internally generated computer software-net | 76,368 | 73,863 |
| ```Identifiable intangible assets relating to acquisitions-net .....................``` | 53,113 | 57,270 |
| Goodwill-net | 295,198 | 300,552 |
| Total | \$1,824,868 | \$1,885,299 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Accounts payable | \$42,504 | \$43,948 |
| Accrued expenses | 59,427 | 59,614 |
| Accrued income taxes | 5,553 | 6,116 |
| Deferred revenues | 48,852 | 40,754 |
| Trust account deposits | 892,511 | 917,189 |
| Long-term debt | 289,864 | 381,361 |
| Other long-term obligations | 1,501 | 2,055 |
| Total liabilities | 1,340,212 | 1,451,037 |
| Stockholders' equity: |  |  |
| Common stock outstanding, 45,233,000 and 44,887,000 shares, respectively ....... | 452 | 449 |
| Additional paid-in capital | 320,631 | 315,800 |
| Unrealized gain on investments | 15,279 | 15,268 |
| Accumulated earnings .................... | 148,294 | 102,745 |
| Total stockholders' equity | 484,656 | 434,262 |
| Total | \$1,824,868 | \$1,885,299 |

See notes to consolidated financial statements.
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| <TABLE> |  |  |
| :---: | :---: | :---: |
| FISERV, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS for the Nine-Month Periods Ended September 30, 199 | and 1995 |  |
| <CAPTION> |  |  |
|  | Nine Months Ended September 30, |  |
|  | 1996 | 1995 |
|  | (In thousands) |  |
| <S> | <C> | <C> |
| Cash flows from operating activities: |  |  |
| Net income | \$45,598 | \$36,335 |
| Adjustments to reconcile income to net cash provided by operating activities: |  |  |
| Deferred income taxes | 6,429 | 13,638 |
| Depreciation and amortization of property and equipment | 31,317 | 28,525 |
| Amortization of intangible assets | 15,771 | 11,156 |
| Capitalization of internally generated computer software-net | $(1,768)$ | $(5,411)$ |


|  | 97,347 | 84,243 |
| :---: | :---: | :---: |
| Cash provided (used) by changes in assets and liabilities, net of effects from acquisitions of businesses: |  |  |
| Accounts receivable | $(5,117)$ | $(1,818)$ |
| Prepaid expenses and other assets | 10,332 | $(8,877)$ |
| Accounts payable and accrued expenses | $(1,385)$ | $(14,045)$ |
| Deferred revenue | 8,009 | 2,225 |
| Income taxes payable | (983) | 1,012 |
| Net cash provided by operating activities | 108,203 | 62,740 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(26,144)$ | $(33,563)$ |
| Investments and other assets | 26,956 | 19,432 |
| Payment for acquisition of businesses | $(7,860)$ | $(253,082)$ |
| Trust account investments | 20,464 | 20,973 |
| Net cash provided (used) by investing activities | 13,416 | $(246,240)$ |
| Cash flows from financing activities: |  |  |
| Borrowings and other long-term obligations-net | $(92,459)$ | 225,135 |
| Issuance of common stock | 4,834 | 1,083 |
| Trust account deposits | $(24,701)$ | 10,253 |
| Net cash provided (used) by financing activities | $(112,326)$ | 236,471 |
| Change in cash | 9,293 | 52,971 |
| Beginning balance | 59,743 | 29,683 |
| Ending balance | \$69,036 | \$82,654 |

</TABLE>
See notes to consolidated financial statements.
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FISERV, INC. AND SUBSIDIARIES NOTES TO FINANCIAL STATEMENTS

1. Principles of Consolidation

The consolidated balance sheet as of September 30, 1996 and the related consolidated statements of income and cash flows for the three and nine-month periods ended September 30, 1996 and 1995 are unaudited. In the opinion of management, all adjustments necessary for a fair presentation of such financial statements have been included. Such adjustments consisted only of normal recurring items. Interim results are not necessarily indicative of results for a full year. The financial statements and notes are presented as permitted by Form 10-Q, and do not contain certain information included in the annual financial statements and notes of Fiserv, Inc. and subsidiaries (the Company or the Registrant).
2. Shares Used in Computing Net Income per Share

|  | $\begin{gathered} \text { Three Months Endec } \\ \text { September } 30 \text {, } \\ 1996 \\ 1995 \end{gathered}$ |  | $\begin{aligned} & \text { Nine Months Ended } \\ & \text { September } 30, \\ & 1996 \quad 1995 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Weighted average number of common shares outstanding ..................... | 45,197 | 44,844 | 44,765 | 42,450 |
| Shares issuable upon exercise of options reduced by the number of shares which could have been purchased with the |  |  |  |  |
| proceeds of such exercise | 1,068 | 1,020 | 1,329 | 945 |
| Shares used | 46,265 | 45,864 | 46,094 | 43,395 |

Income per common and common equivalent share is computed using the weighted average number of common and dilutive common equivalent shares outstanding during the periods.

## 3. Accounting for Income Taxes

Deferred income taxes reflect the net tax effects of (a) temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes, and (b) operating and tax credit carryforwards. Significant components of the Company's net deferred tax asset as of September 30, 1996 and December 31, 1995 are as follows:

| September 30, | December 31, |
| :---: | ---: |
| 1996 | 1995 |


|  | (In thousands) |  |
| :---: | :---: | :---: |
| Allowance for doubtful accounts | \$1,719 | \$2,319 |
| Accrued expenses not currently deductible | 5,576 | 7,769 |
| Deferred revenue | 9,201 | 9,122 |
| Other | 1,301 | 1,728 |
| Net operating loss and credit carryforwards | 5,544 | 6,739 |
| Purchased incomplete software technology | 62,654 | 66,305 |
| Deferred costs | $(6,332)$ | $(9,143)$ |
| Internally generated capitalized software . | $(31,311)$ | $(30,283)$ |
| Excess of tax over book depreciation and amortization ............................ | $(4,635)$ | $(4,419)$ |
| Unrealized gain on investments | $(10,619)$ | $(10,610)$ |
| Total deferred income taxes | \$33,098 | \$39,527 |

4. Supplemental Cash Flow Information

|  | Nine Months Ended <br> September <br> 30, |
| :--- | :--- |
| 1996 |  |

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND

 RESULTS OF OPERATIONSResults of Operations
The following table sets forth, for the periods indicated, the relative percentage which certain items in the Company's consolidated statements of income bear to revenues.

| Three Months Ended | Nine Months Ended |
| :---: | :---: |
| September 30, | September 30, |
| 1996 | 1995 |$\quad 1996 \quad 1995$

(Percent of Revenues)

| Revenues | 100.00\% | 100.00\% | 100.00\% | 100.00\% |
| :---: | :---: | :---: | :---: | :---: |
| Salaries and related costs | 47.11 | 47.51 | 46.67 | 47.32 |
| Data processing costs | 10.65 | 12.90 | 11.86 | 13.69 |
| Other operating expenses | 18.55 | 16.24 | 18.05 | 17.61 |
| Depreciation and amortization | 5.44 | 5.50 | 5.33 | 5.62 |
| Amortization of intangible assets | 2.65 | 2.72 | 2.68 | 2.20 |
| Capitalization of software-net | (0.14) | (1.06) | (0.30) | (1.07) |
| Total cost of revenues | 84.26 | 83.81 | 84.29 | 85.37 |
| Operating income | 15.74 | 16.19 | 15.71 | 14.63 |

6
Revenues

- --------

Revenues increased $11.1 \%$ from $\$ 176.9$ million in the third quarter of 1995 to $\$ 196.6$ million in the current third quarter and $15.8 \%$ from $\$ 507.6$ million in the first nine months of 1995 to $\$ 587.8$ million in the comparable current period. Approximately $65 \%$ of the year-to-date growth in revenue resulted from the inclusion of revenues from the date of purchase of acquired companies and the remainder from increases in revenue from the addition of new clients, growth in the transaction volume experienced by existing clients and price increases.

## Cost of Revenues

Cost of revenues increased $11.7 \%$ from $\$ 148.3$ million in the third quarter of 1995 to $\$ 165.6$ million in the current third quarter, and $14.3 \%$ from $\$ 433.3$ million in the first nine months of 1995 to $\$ 495.5$ million in the first nine months of 1996. Year to date, these increases are slightly less than the increase in revenue for the periods due to improved operating margins.

Operating Income

- ----------------

Operating income increased $8.1 \%$ from $\$ 28.6$ million in the third quarter of 1995
to $\$ 31.0$ million in the current third quarter, and $24.3 \%$ from $\$ 74.3$ million in
the first nine months of 1995 to $\$ 92.3$ million in the first nine months of 1996 . As a percentage of revenues, operating margins were slightly lower during the current third quarter and improved slightly during the first nine months of 1996 when compared to the comparable prior year periods. The decrease in the current quarter resulted from charges related to the disposition of a business and the year to date increase was primarily due to changes in the mix of business, including the impact of acquisitions.

## Interest Expense - Net

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As a result of substantial debt reductions and slightly lower effective rates, interest expense decreased $\$ 2.1$ million in the third quarter of 1996 and $\$ 2.3$ million for the first nine months of 1996 when compared to amounts incurred for the comparable 1995 periods.

Income Tax Provision
Income taxes were computed at $41 \%$ in both 1996 and 1995. The 41\% rate is expected to apply throughout the current year.

Net Income

- ----------

Net income grew 20.0\% from $\$ 13.1$ million in the third quarter of 1995 to $\$ 15.7$ million in the comparable 1996 quarter and $25.5 \%$ from $\$ 36.3$ million in the first nine months of 1995 to $\$ 45.6$ million in the comparable current period. Net income per share increased $\$ .05$ from $\$ .29$ in the third quarter of 1995 to $\$ .34$ in the current third quarter and $\$ .15$ from $\$ .84$ in the first nine months of 1995 to $\$ .99$ in the first nine months of 1996 . The increase in net income per share over 1995 was consistent with management expectations and historical growth rates.

Liquidity and Capital Resources
During the nine months ended September 30, 1996, cash increased $\$ 9.3$ million comprising primarily $\$ 108.2$ million net cash provided by operating activities, $\$ 22.8$ million decrease in investments and $\$ 4.8$ million from issuance of common stock, which was partially offset by $\$ 7.9$ million for the acquisition of businesses, $\$ 92.5$ million net repayment of long-term debt and $\$ 26.1$ million for capital expenditures. Long-term obligations amounted to $\$ 291.4$ million at September 30, 1996. The majority of this debt comprises $\$ 112.9$ million of senior notes due 1997 to 2001 and $\$ 158.3$ million advanced under a $\$ 225$ million unsecured line of credit and commercial paper facility which reduces $\$ 15$ million in May 1998, $\$ 60$ million in May 1999 and expires in May 2000. A facility fee of $0.10 \%$ to $0.20 \%$ per annum is required on the line.

The Company has historically applied a significant portion of its cash flow from operating activities and proceeds of its common stock offerings to acquisitions and the reduction of long-term debt and invests the remainder in short-term obligations until it is needed for further acquisitions or operating purposes.

The Company believes that its cash flow from operating activities together with other available sources of funds will be adequate to meet its funding requirements. However, in the event that the Company makes significant future acquisitions, it may raise funds through additional borrowings or issuance of securities.

PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K.

- -------------------------------------------------
(a) Exhibits Index to exhibits
(11) Statement regarding computation of per share earnings (included on page 5, Part 1).
(b) Reports on Form 8-K During the quarter ended September 30, 1996, the Registrant filed a report on Form 8-K, dated July 25, 1996, relating to a proposal to perform item processing services for Canadian Imperial Bank of Canada.

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Fiserv, Inc.
(Registrant)

Date: October 22, 1996
by /S/ EDWARD P. ALBERTS
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Senior Vice President, Finance
and Controller

8

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This schedule contains summary financial information extracted from the
September 1996 10-Q and is qualified in its entirety by reference to such
information.
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