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

FOR QUARTER ENDED MARCH 31, 1999
COMMISSION FILE NUMBER 0-14948

FISERV, INC.

| (Exact name of Registrant as specified in its charter) |  |
| :---: | :---: |
| (State or other jurisdiction of incorporation or organization) | (I.R.S. Employer Identification No.) |
| 255 FISERV DRIVE, BROOKFIELD, WI. | 53045 |
| (Address of principal executive office) | (Zip Code) |
| Registrant's telephone number, including area code: | (414) 8795000 |
| Indicate by check mark whether the Registrant (1) h to be filed by Section 13 or $15(\mathrm{~d})$ of the Securitie the preceding 12 months (or for such shorter period required to file such reports), and (2) has been subju requirements for the past 90 days. Yes (X) No ( ) | led all reports required hange Act of 1934 during the Registrant was to such filing |
| At March 31, 1999, 82,239,000 shares of common stock outstanding. | the Registrant were |

Exhibit Index appears at page 9.

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PART I. FINANCIAL INFORMATION

FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
for the Three-Month Periods Ended March 31, 1999 and 1998

<TABLE>
<CAPTION>
<S>
REVENUES
\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{Three-Months Ended March 31,} \\
\hline 1999 & 1998 \\
\hline \multicolumn{2}{|l|}{(In thousands except per share amounts)} \\
\hline <C> & <C> \\
\hline \$337,129 & \$273,829 \\
\hline 159,546 & 128,183 \\
\hline 30,620 & 27,396 \\
\hline 63,973 & 52,373 \\
\hline 14,768 & 14,198 \\
\hline 4,548 & 3,464 \\
\hline 3,051 & \((1,169)\) \\
\hline 276,506 & 224,445 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline OPERATING INCOME & 60,623 & 49,384 \\
\hline Interest expense-net & 3,985 & 3,367 \\
\hline INCOME BEFORE INCOME TAXES & 56,638 & 46,017 \\
\hline Income tax provision & 23,222 & 18,867 \\
\hline NET INCOME & \$33,416 & \$27,150 \\
\hline NET INCOME PER SHARE: & & \\
\hline Basic & \$0.41 & \$0.34 \\
\hline Diluted & \$0.39 & \$0.33 \\
\hline SHARES USED IN COMPUTING NET INCOME PER SHARE: Basic & 82,153 & 80,573 \\
\hline Diluted & 85,253 & 83,198 \\
\hline
\end{tabular}

See notes to consolidated financial statements.
<S>
ASSETS
Cash and cash equivalents
Accounts receivable
Securities processing receivables
Prepaid expenses and other assets
Trust account investments
Other investments
Deferred income taxes
Property and equipment-net
Internally generated computer software-net
Intangible assets-net
TOTAL

LIABILITIES AND SHAREHOLDERS' EQUITY
Accounts payable
Securities processing payables
Short-term borrowings
Accrued expenses
Accrued income taxes
Deferred revenues
Trust account deposits
Deferred income taxes
Long-term debt
TOTAL LIABILITIES
SHAREHOLDERS' EQUITY:
Common stock issued, 83,439,000 and
83,253,000 shares, respectively
Additional paid-in capital
Accumulated other comprehensive income
Accumulated earnings
Treasury stock, at cost \((1,200,000\) shares)
TOTAL SHAREHOLDERS' EQUITY
\begin{tabular}{|c|c|}
\hline \[
\begin{gathered}
\text { March 31, } \\
1999
\end{gathered}
\] & \[
\begin{gathered}
\text { December 31, } \\
1998
\end{gathered}
\] \\
\hline \multicolumn{2}{|c|}{(In thousands)} \\
\hline <C> & <C> \\
\hline \$81,476 & \$71,558 \\
\hline 248,771 & 246,851 \\
\hline 1,690,231 & 1,402,650 \\
\hline 86,540 & 83,453 \\
\hline 1,189,078 & 1,098,773 \\
\hline 273,461 & 180,099 \\
\hline - & 14,545 \\
\hline 184,915 & 179,434 \\
\hline 82,794 & 85,821 \\
\hline 608,723 & 595,154 \\
\hline \$4,445,989 & \$3,958,338 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|}
\hline \$59,453 & \$65,385 \\
\hline 1,452,322 & 1,207,838 \\
\hline 139,657 & 38,350 \\
\hline 159,446 & 150,519 \\
\hline 19,611 & 14,768 \\
\hline 119,902 & 107,286 \\
\hline 1,184,523 & 1,098,773 \\
\hline 9,483 & - - \\
\hline 355,132 & 389,622 \\
\hline 3,499,529 & 3,072,541 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|}
\hline 834 & 833 \\
\hline 452,130 & 448,877 \\
\hline 63,868 & 39,875 \\
\hline 472,058 & 438,642 \\
\hline \((42,430)\) & \((42,430)\) \\
\hline 946,460 & 885,797 \\
\hline
\end{tabular}

\title{
FISERV, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS \\ for the Three-Month Periods Ended March 31, 1999 and 1998
}

\section*{<TABLE> \\ <CAPTION>}
\begin{tabular}{|c|c|c|}
\hline < & Three & \\
\hline & 1999 & 1998 \\
\hline & ( In & \\
\hline <S> & <C> & <C> \\
\hline CASH FLOWS FROM OPERATING ACTIVITIES: & & \\
\hline Net income & \$33,416 & \$27,150 \\
\hline Adjustments to reconcile net income to net cash provided by operating activities: & & \\
\hline Deferred income taxes & 7,138 & 1,252 \\
\hline Depreciation and amortization of property and equipment & 14,768 & 14,198 \\
\hline Amortization of intangible assets & 4,548 & 3,464 \\
\hline Amortization (capitalization) of internally generated computer software-net & 3,051 & \((1,169)\) \\
\hline & 62,921 & 44,895 \\
\hline Cash provided (used) by changes in assets and liabilities, net of effects from acquisitions of businesses: & & \\
\hline Accounts receivable & \((1,964)\) & \((16,123)\) \\
\hline Prepaid expenses and other assets & (200) & 2,180 \\
\hline Accounts payable and accrued expenses & 2,521 & \((5,788)\) \\
\hline Deferred revenue & 11,736 & 14,471 \\
\hline Income taxes payable & 4,974 & 10,009 \\
\hline Securities processing receivables and payables-net & \((43,097)\) & 33,169 \\
\hline Net cash provided by operating activities & 36,891 & 82,813 \\
\hline CASH FLOWS FROM INVESTING ACTIVITIES: & & \\
\hline Capital expenditures & \((19,736)\) & \((14,822)\) \\
\hline Other investments & \((50,569)\) & 2,723 \\
\hline Payment for acquisition of businesses & \((19,888)\) & \((86,227)\) \\
\hline Trust account investments & \((92,244)\) & 45,263 \\
\hline Net cash provided (used) by investing activities & \((182,437)\) & \((53,063)\) \\
\hline CASH FLOWS FROM FINANCING ACTIVITIES: & & \\
\hline Increase (decrease) in short-term obligations-net & 100,450 & \((41,275)\) \\
\hline Increase (decrease) in long-term obligations-net & \((33,990)\) & 91,520 \\
\hline Issuance (purchases) of common stock-net & 3,254 & \((36,518)\) \\
\hline Trust account deposits & 85,750 & \((49,722)\) \\
\hline Net cash provided (used) by financing activities & 155,464 & \((35,995)\) \\
\hline Change in cash & 9,918 & \((6,245)\) \\
\hline Beginning balance & 71,558 & 89,377 \\
\hline Ending balance & \$81,476 & \$83,132 \\
\hline
\end{tabular}
</TABLE>


## </TABLE>

Basic income per share is computed using the weighted average number of common shares outstanding during the periods. Diluted income per 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 (liability) asset as of March 31, 1999 and December 31, 1998 are as follows:

## <S>

Purchased incomplete software technology
Accrued expenses not currently deductible
Deferred revenues
Other
Internally generated capitalized software
Excess of tax over book depreciation and amortization
Unrealized gain on investments
TOTAL

| $\begin{gathered} \text { MARCH 31, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ |
| :---: | :---: |
| (In thousands) |  |
| <C> | <C> |
| \$51,122 | \$52,276 |
| 26,948 | 25,329 |
| 14,391 | 14,558 |
| $(12,609)$ | $(5,512)$ |
| $(33,946)$ | $(35,188)$ |
| $(10,803)$ | $(9,167)$ |
| $(44,586)$ | $(27,751)$ |
| $(\$ 9,483)$ | \$14,545 |

</TABLE>
4. SUPPLEMENTAL CASH FLOW INFORMATION
<TABLE>
<CAPTION>

| $\begin{array}{r} Q \\ 1999 \end{array}$ | $\begin{aligned} & 31, \\ & 1998 \end{aligned}$ |
| :---: | :---: |
| (In thousands) |  |
| <C> | <C> |
| \$12,34 | \$8,793 |
| 3,96 | 2,433 |
| 1,45 | 9,682 |

5. SHAREHOLDERS' EQUITY

The Company declared a 3 -for-2 common stock split to shareholders of record as of April 16, 1999, payable on April 30, 1999. No effect has been given to this action in the accompanying financial statements.

Total comprehensive income for the three months ended March 31, 1999 and 1998 was $\$ 57.4$ million and $\$ 27.2$ million, respectively. The increase in comprehensive income during the quarter ended March 31, 1999 is primarily due to unrealized gains on investments since December 31, 1998. The Company owns 1,702,465 shares of common stock of Knight/Trimark Group, Inc. and 900,000 shares of common stock of The BISYS Group, Inc. Common stock of both companies trade on the NASDAQ National Market System. The Company has valued its investment in Knight/Trimark Group, Inc. at a discount from market value as a result of sale restrictions.
6. BUSINESS SEGMENT INFORMATION

The Company is a leading independent provider of financial data processing systems and related information management services and products to financial institutions and other financial intermediaries. The Company's operations have been classified into three business segments: financial institution data
processing and software services, securities processing and trust services and other (including corporate). Summarized financial information by business segment for the three-months ended March 31, 1999 and 1998 is as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1999 & 1998 \\
\hline & \multicolumn{2}{|c|}{(In thousands)} \\
\hline <S> & <C> & <C> \\
\hline REVENUES: & & \\
\hline Financial institution data processing and & & \\
\hline software services & \$260,386 & \$209,088 \\
\hline Securities processing and trust services & 61,262 & 54,136 \\
\hline Other & 15,481 & 10,605 \\
\hline Total & \$337,129 & \$273,829 \\
\hline OPERATING INCOME: & & \\
\hline Financial institution data processing and software services & \$44,271 & \$35,291 \\
\hline Securities processing and trust services & 17,376 & 16,741 \\
\hline Other & \((1,024)\) & \((2,648)\) \\
\hline Total & \$60,623 & \$49,384 \\
\hline
\end{tabular}
</TABLE>
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
AND RESULTS OF OPERATIONS
RESULTS OF OPERATIONS
The following table sets forth, for the periods indicated, the results of
operations as a percentage of revenues represented by certain income and expense
items and the percentage change in those items.
<TABLE>
<CAPTION>

|  |  | 1998 | Percentage Increase (Decrease) |
| :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> |
| Revenues | 100.0 | 100.0 | 23.1 |
| Salaries and related costs | 47.3 | 46.8 | 24.5 |
| Data processing costs | 9.1 | 10.0 | 11.8 |
| Other operating expenses | 19.0 | 19.1 | 22.1 |
| Depreciation and amortization | 4.4 | 5.2 | 4.0 |
| Amortization of intangible assets | 1.3 | 1.3 | 31.3 |
| Amortization (capitalization) of software-net | 0.9 | (0.4) | - |
| Total cost of revenues | 82.0 | 82.0 | 23.2 |
| Operating income | 18.0 | 18.0 | 22.8 |

REVENUES
Revenues increased $23.1 \%$ from $\$ 273.8$ million in the first quarter of 1998 to $\$ 337.1$ million in the current first quarter. Approximately $45 \%$ of this growth resulted from the inclusion of revenues from the date of purchase of acquired companies and approximately 55\% 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 $23.2 \%$ from $\$ 224.4$ million in the first quarter of 1998 to $\$ 276.5$ million in the current first quarter. The make up of cost of revenues has been affected by changes in the mix of the Company's business as sales of software and related support activities have enjoyed an increasing percentage of total revenues. In addition, amortization of internally generated computer software increased as a percentage of revenues due to the write down of certain ancillary software products to net realizable value.

OPERATING INCOME
Operating income increased $22.8 \%$ from $\$ 49.4$ million in the first quarter of 1998 to $\$ 60.6$ million in the current first quarter.

INCOME TAX PROVISION
Income taxes were computed at 41\% in both 1999 and 1998, which rate is expected to apply throughout the current year.

NET INCOME
Net income grew 23.1\% from $\$ 27.2$ million in the first quarter of 1998 to $\$ 33.4$ million in the current first quarter. Net income per share-diluted increased $\$ .06$ from $\$ 0.33$ in the first quarter of 1998 to $\$ 0.39$ in the current first quarter. The increase in net income per share-diluted over 1998 was consistent with management expectations and historical growth rates.

YEAR 2000 SYSTEMS EVALUATION
The Company provides data processing and other related services to financial institutions of all kinds. The Company has substantially completed the Year 2000 renovation, testing and implementation of its mission critical proprietary systems used in providing service to its clients. Testing and implementation of the remaining non-mission critical systems, which are not material to the Company's business, are expected to be completed by mid-1999.

The Company has received Year 2000 disclosures prepared by its principal vendors indicating that they will be Year 2000 compliant in all material respects. The Company's contingency plans include actions required should any vendor experience Year 2000-related problems. In addition, the Company has no reason to believe that its clients will not be Year 2000 compliant in all material
respects, and in many cases has assisted its clients in their Year 2000 efforts.
The Company believes that it has and will continue to meet its Year 2000 compliance commitments using existing resources, without incurring significant incremental expenses. Although the Company does not maintain accounting records that separately identify all of the costs associated with its Year 2000 activities, it has estimated that commencing with 1996 such costs have approximated $\$ 15$ million a year. Estimated cost for the year 1999 when the entire project is scheduled for completion is approximately $\$ 10$ to $\$ 12$ million.

The disclosure set forth above contains forward-looking statements.
Specifically, such statements are contained in sentences including the words "will" or "expect" or "anticipate" or "could" or "should". Such forward-looking statements are subject to inherent risks and uncertainties that may cause actual results to differ materially from those contemplated by such forward-looking statements. The factors that may cause actual results to differ materially from those contemplated by the forward-looking statements include the failure by third parties to adequately remediate Year 2000 issues and the inability of the Company to test and implement remaining non-mission critical systems. Failure by the Company in making its proprietary systems Year 2000 compliant would have a material adverse effect on its business. However, the Company expects that its Year 2000 compliance efforts will be successful without any material adverse effects on its business.

LIQUIDITY AND CAPITAL RESOURCES
The following table summarizes the Company's primary sources of funds for the three months ended March 31, 1999 and 1998:

<TABLE>
<CAPTION>

</TABLE>
Long-term obligations amounted to $\$ 355.1$ million at March 31, 1999. The majority of this debt comprises $\$ 106.1$ million of senior notes due 1999 to 2005 and $\$ 184.7$ million advanced under a $\$ 330.0$ million unsecured line of credit and commercial paper facility which is reduced to $\$ 150.0$ million on May 17,1999 and expires on May 17, 2000. A facility fee of $.1 \%$ to . $2 \%$ per annum is payable on the $\$ 330.0$ million committed amount. The Company plans to refinance the entire facility on or before May 17, 1999.

The Company has historically applied a significant portion of its cash flow from operating activities and long-term borrowings to acquisitions. 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 March 31, 1999, the Registrant filed one report on Form 8 -K dated March 25, 1999. The Form $8-K$ disclosed an increase in the number of authorized shares of common stock from 150.0 million to 300.0 million, a $3-f o r-2$ stock split and the appointment of Leslie M. Muma as Chief Executive Officer, succeeding George D. Dalton who remains Chairman of the Company's Board of Directors.

## SIGNATURES

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)

<TABLE> <S> <C>
<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE MARCH
1999 10-Q AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH INFORMATION.
</LEGEND>
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & \\
\hline <PERIOD-TYPE> & 3-MOS & \\
\hline <FISCAL-YEAR-END> & & DEC-31-1999 \\
\hline <PERIOD-END> & & MAR-31-1999 \\
\hline <CASH> & & 81,476 \\
\hline <SECURITIES> & & 1,189,078 \\
\hline <RECEIVABLES> & & 248,771 \\
\hline <ALLOWANCES> & & 0 \\
\hline <INVENTORY> & & 0 \\
\hline <CURRENT-ASSETS> & & 3,296,096 \\
\hline <PP\&E> & & 184,915 \\
\hline <DEPRECIATION> & & 0 \\
\hline <TOTAL-ASSETS> & & 4,445,989 \\
\hline <CURRENT-LIABILITIES> & & 3,165,675 \\
\hline <BONDS> & & 0 \\
\hline <PREFERRED-MANDATORY> & & 0 \\
\hline <PREFERRED> & & 0 \\
\hline <COMMON> & & 834 \\
\hline <OTHER-SE> & & 945,626 \\
\hline <TOTAL-LIABILITY-AND-EQUITY> & & 4,445,989 \\
\hline <SALES> & & 0 \\
\hline <TOTAL-REVENUES> & & 337,129 \\
\hline <CGS> & & 0 \\
\hline <TOTAL-COSTS> & & 268,907 \\
\hline <OTHER-EXPENSES> & & 7,599 \\
\hline <LOSS-PROVISION> & & 0 \\
\hline <INTEREST-EXPENSE> & & 3,985 \\
\hline <INCOME-PRETAX> & & 56,638 \\
\hline <INCOME-TAX> & & 23,222 \\
\hline <INCOME-CONTINUING> & & 33,416 \\
\hline <DISCONTINUED> & & 0 \\
\hline <EXTRAORDINARY> & & 0 \\
\hline <CHANGES> & & 0 \\
\hline <NET-INCOME> & & 33,146 \\
\hline <EPS-PRIMARY> & & 0.41 \\
\hline <EPS-DILUTED> & & 0.39 \\
\hline
\end{tabular}
</TABLE>
