UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934.
For the quarterly period ended June 30, 2000
or
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934. For the transition period from $\qquad$ to $\qquad$
Commission file number 0-14948
-------
FISERV, INC.

(Exact name of Registrant as specified in its charter)


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 ( )

As of July 14, 2000, there were $123,224,000$ shares of common stock, $\$ .01$ par value, of the Registrant outstanding.

1
PART I. FINANCIAL INFORMATION
ITEM I. FINANCIAL STATEMENTS

| $\begin{aligned} & \text { FISERV, I } \\ & \text { CONSOLIDATE } \\ & \text { (In thousands, } \end{aligned}$ | NC. AND SUB D STATEMENT except per (Unaudited) | DIARIES <br> OF INCOME <br> are amount |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <TABLE> |  |  |  |  |
| <CAPTION> |  |  |  |  |
|  | Three Mo Ju | $\begin{aligned} & \text { hs Ended } \\ & 30, \end{aligned}$ | Six Mon Jun | Ended <br> 30, |
|  | 2000 | 1999 | 2000 | 1999 |
| Revenues | \$416,434 | \$343,252 | \$812,836 | \$680,381 |
| <S> | <C> | <C> | <C> | <C> |
| Cost of revenues: |  |  |  |  |
| Salaries, commissions and payroll related costs | 198,029 | 163,619 | 387,601 | 323,165 |
| Data processing expenses, rentals and telecommunication costs | 28,457 | 26,904 | 56,569 | 57,524 |
| Other operating expenses | 78,371 | 69,510 | 153,598 | 133,483 |
| Depreciation and amortization of property and equipment | 17,419 | 14,891 | 34,168 | 29,659 |
| Amortization of intangible assets | 15,626 | 4,825 | 22,802 | 9,373 |
| Amortization (capitalization) of internally generated computer software-net | (856) | 989 | (244) | 4,040 |
| Total cost of revenues | 337,046 | 280,738 | 654,494 | 557,244 |
| Operating income | 79,388 | 62,514 | 158,342 | 123,137 |
| Interest expense - net | $(6,000)$ | $(4,315)$ | $(11,806)$ | $(8,300)$ |
| Realized gain from sale of investment | 2,928 | - | 2,928 | - |
| Income before income taxes | 76,316 | 58,199 | 149,464 | 114,837 |



See notes to consolidated financial statements.

3

FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Dollars in thousands)
(Unaudited)

| Cash flows from operating activities: Net income | \$88,184 | \$67,754 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Deferred income taxes | 8,209 | 6,111 |
| Depreciation and amortization of property and equipment | 34,168 | 29,659 |
| Amortization of intangible assets | 22,802 | 9,373 |
| Amortization of internally generated computer software | 19,085 | 19,256 |
|  | 172,448 | 132,153 |
| Changes in assets and liabilities, net of effects from acquisitions of businesses: |  |  |
| Accounts receivable | 2,533 | 22,937 |
| Prepaid expenses and other assets | $(8,826)$ | 8,620 |
| Accounts payable and accrued expenses | $(14,531)$ | $(11,499)$ |
| Deferred revenues | 3,114 | 717 |
| Accrued income taxes | 24,698 | 4,632 |
| Securities processing receivables and payables - net | $(76,494)$ | $(36,201)$ |
| Net cash provided by operating activities | 102,942 | 121,359 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(43,563)$ | $(35,808)$ |
| Capitalization of internally generated computer software | $(19,329)$ | $(15,216)$ |
| Payment for acquisitions of businesses, net of cash acquired | $(48,691)$ | $(87,250)$ |
| Investments | 232,615 | $(188,811)$ |
| Net cash provided by (used in) investing activities | 121,032 | $(327,085)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from short-term obligations - net | 36,950 | 40,240 |
| Proceeds from (repayments of) long-term obligations - net | $(16,598)$ | 2,679 |
| Issuance of common stock | 16,463 | 5,113 |
| Purchases of treasury stock | $(9,884)$ | - |
| Trust account deposits | $(258,946)$ | 148,575 |
| Net cash (used in) provided by financing activities | $(232,015)$ | 196,607 |
| Change in cash and cash equivalents | $(8,041)$ | $(9,119)$ |
| Beginning balance | 80,554 | 71,558 |
| Ending balance | \$72,513 | \$62,439 |

See notes to consolidated financial statements.

4

FISERV, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Principles of Consolidation

The consolidated financial statements for the three and six month periods ended June 30, 2000 and 1999 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).
2. Shares Used in Computing Net Income per Share

<TABLE>
<CAPTION>
<S>
Weighted average number of common
shares outstanding-basic
\begin{tabular}{|c|c|c|c|}
\hline Three Months June 30, 2000 & Ended
\[
1999
\] & \multicolumn{2}{|l|}{Six Months Ended June 30, 2000 1999} \\
\hline <C> & \[
\begin{aligned}
& \langle\mathrm{C}> \\
& \quad \text { In th }
\end{aligned}
\] & \[
\begin{aligned}
& \text { <C> } \\
& \text { ds) }
\end{aligned}
\] & <C> \\
\hline 122,991 & 123,498 & 122,807 & 123,364 \\
\hline 3,410 & 3,804 & 3,165 & 4,227 \\
\hline 126,401 & 127,302 & 125,972 & 127,591 \\
\hline
\end{tabular}
common equivalent shares outstanding-diluted
</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. Common equivalent shares consist of stock options and are computed using the treasury stock method.

## 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 consisted of the following:

|  | $\begin{gathered} \text { June } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (In thousands) |  |
| Unrealized gain on investments | \$61,937 | \$87,162 |
| Internally generated capitalized software | 31,331 | 30,858 |
| Excess of tax over book depreciation and amortization | 19,212 | 19,438 |
| Other | 17,094 | 9,268 |
| Purchased incomplete software technology | $(45,357)$ | $(47,663)$ |
| Accrued expenses not currently deductible | $(27,218)$ | $(25,407)$ |
| Deferred revenues | $(14,036)$ | $(13,693)$ |
| Total | \$42,963 | \$59,963 |

4. Supplemental Cash Flow Information


## </TABLE>

Revenues
Revenues increased 21.3\% from $\$ 343.3$ million in the second quarter of 1999 to
$\$ 416.4$ million in the current second quarter, and $19.5 \%$ from $\$ 680.4$ million in
the first six months of 1999 to $\$ 812.8$ million in the comparable current period.
Revenue growth was derived from sales to new clients, cross-sales to existing
clients, growth in transaction volume experienced by existing clients, price
increases and revenues from acquired businesses. Revenues from acquired
businesses approximated $45 \%$ of total revenue growth in the first six months of 2000 .

Cost of Revenues
Cost of revenues increased $20.1 \%$ from $\$ 280.7$ million in the second quarter of 1999 to $\$ 337.0$ million in the current second quarter, and $17.5 \%$ from $\$ 557.2$ million in the first six months of 1999 to $\$ 654.5$ million in the first six
months of 2000. The make up of cost of revenues has been affected by business
acquisitions, changes in the mix of the Company's business and operational efficiencies.

Amortization of Intangible Assets
Amortization of intangible assets increased from $\$ 4.8$ million in the second quarter of 1999 to $\$ 15.6$ million in the current second quarter, and from $\$ 9.4$ million in the first six months of 1999 to $\$ 22.8$ million in the first six months of 2000. During the second quarter of 2000 , the Company recorded a charge of $\$ 8.0$ million for impairment of goodwill associated with consolidation of certain ancillary product lines in the Company's software businesses.

Operating Income
Operating income increased $27.0 \%$ from $\$ 62.5$ million in the second quarter of
1999 to $\$ 79.4$ million in the current second quarter, and increased $28.6 \%$ from $\$ 123.1$ million in the first six months of 1999 to $\$ 158.3$ million in the first six months of 2000. As a percentage of revenues, operating margins were higher during both the second quarter and first six months of 2000 when compared to the prior year periods due primarily to increased operating leverage of existing operations and higher operating margins associated with certain acquisitions.

Realized Gain from Sale of Investment
During the second quarter of 2000 , the Company sold 100,000 shares of Knight
Trading Group, Inc. resulting in a realized gain of $\$ 2.9$ million. As of June 30, 2000, the Company owns $3,304,930$ shares of Knight Trading Group, Inc.

Income Tax Provision
Income taxes were computed at 41\% in both 2000 and 1999. The 41\% rate is
expected to apply throughout the current year.
Net Income
Net income for the second quarter increased $31.1 \%$ from $\$ 34.3$ million in 1999 to
$\$ 45.0$ million in 2000. Net income for the first six months increased $30.2 \%$ from $\$ 67.8$ million in 1999 to $\$ 88.2$ million in 2000 . Net income per share--diluted for the second quarter was $\$ .34$ in 2000 , before recognizing $\$ .02$ per share from the realized gain on sale of investment, compared to $\$ .27$ in 1999. Net income per share--diluted for the first six months of 2000 was $\$ .68$, before recognizing $\$ .02$ per share from the realized gain on sale of investment, compared to $\$ .53$ in the comparable 1999 period.

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 outsourcing, systems and services; Securities processing and trust services; and "All other and corporate". Summarized financial information by business segment is as
follows:

<TABLE>
<CAPTION>
\begin{tabular}{cc} 
Three Months Ended & \multicolumn{2}{c}{ Six Months Ended } \\
June 30, & June 30, \\
2000 & 1999
\end{tabular}

Revenues:
Financial institution outsourcing, systems and services
\begin{tabular}{|c|c|c|c|}
\hline \$313,092 & \$262,423 & \$606,180 & \$522,809 \\
\hline 87,727 & 65,868 & 174,174 & 127,130 \\
\hline 15,615 & 14,961 & 32,482 & 30,442 \\
\hline \$416,434 & \$343,252 & \$812,836 & \$680,381 \\
\hline \$60,519 & \$45,144 & \$109,855 & \$89,415 \\
\hline 20,449 & 18,624 & 50,396 & 36,000 \\
\hline \((1,580)\) & \((1,254)\) & \((1,909)\) & \((2,278)\) \\
\hline \$79,388 & \$62,514 & \$158,342 & \$123,137 \\
\hline
\end{tabular}

Securities processing and trust services
All other and corporate
Total

Operating income:
Financial institution outsourcing, systems and services
Securities processing and trust services
All other and corporate
Total
--------- -------
</TABLE>
Revenues in the financial institution outsourcing, systems and services business segment increased from $\$ 262.4$ million in the second quarter of 1999 to $\$ 313.1$ million in the current second quarter, and increased from $\$ 522.8$ million in the first six months of 1999 to $\$ 606.2$ million in the comparable current period. Operating income in the financial institution outsourcing, systems and services business segment increased from $\$ 45.1$ million in the second quarter of 1999 to $\$ 60.5$ million in the current second quarter, and increased from $\$ 89.4$ million in the first six months of 1999 to $\$ 109.9$ million in the first six months of 2000 . Operating income and margin increases over prior periods were primarily due to continued revenue growth, increased operating leverage of existing operations and the impact of certain acquisitions.

Revenues in the securities processing and trust services business segment increased from $\$ 65.9$ million in the second quarter of 1999 to $\$ 87.7$ million in the current second quarter, and increased from $\$ 127.1$ million in the first six months of 1999 to $\$ 174.2$ million in the comparable current period. Year-to-date revenue growth was primarily derived from increased transaction volumes from existing clients and from the acquisitions of JWGenesis Clearing Corporation acquired in June 1999 and Resources Trust Company acquired in May 2000. Operating income in this business segment increased from $\$ 18.6$ million in the second quarter of 1999 to $\$ 20.4$ million in the current second quarter, and increased from $\$ 36.0$ million in the first six months of 1999 to $\$ 50.4$ million in the first six months of 2000. Operating margins in the second quarter were lower than the prior period due to several factors including stronger trust services revenue which generates a lower margin than securities processing services and an increase in reserves for customer receivables. Year-to-date operating margins were consistent with the comparable prior period.

## 7

Liquidity and Capital Resources
The following table summarizes the Company's primary sources (uses) of funds for the six months ended June 30, 2000 and 1999:

| 2000 | 1999 |
| :---: | :---: |
| (In thousands) |  |
| \$179,436 | \$157,560 |
| $(76,494)$ | $(36,201)$ |
| 102,942 | 121,359 |
| 36,950 | 40,240 |
| $(16,598)$ | 2,679 |
| $(26,331)$ | $(40,236)$ |
| \$96,963 | \$124,042 |

Long-term obligations amounted to $\$ 457.2$ million at June 30,2000 and included $\$ 343.6$ million advanced under an aggregate of $\$ 575$ million in revolving credit facilities. The Company has used a significant portion of its cash flow from operations for acquisitions and capital expenditures with any remainder used to reduce long-term debt. The Company believes that its cash flow from operations together with other available sources of funds will be adequate to meet its funding requirements. In the event that the Company makes significant future acquisitions, however, it may raise funds through additional borrowings or issuances of securities.

Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995 Except for the historical information contained herein, the matters discussed in this Form 10-Q are forward-looking statements that involve risks and uncertainties, including but not limited to economic, competitive, governmental and technological factors affecting the Company's operations, markets, services and related products, prices and other factors discussed in the Company's prior filings with the Securities and Exchange Commission. Although the Company believes that the assumptions underlying the forward-looking statements contained herein are reasonable, any of the assumptions could be inaccurate. Therefore, there can be no assurance that the forward-looking statements included in this Form $10-Q$ will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by the Company or any other person that the objectives and plans of the Company will be achieved.

8
PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits

The exhibits listed in the accompanying exhibit index are filed as part of this Quarterly Report on Form 10-Q.
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended June 30, 2000.

## 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)
Date July 24, 2000
by /s/ Kenneth R. Jensen
KENNETH R. JENSEN
Senior Executive Vice President, Chief
Financial Officer, Treasurer and
Assistant Secretary
9
FISERV, INC.
EXHIBIT INDEX TO QUARTERLY REPORT ON FORM 10-Q For the Quarterly Period ended June 30, 2000
(11) Statement regarding computation of per share earnings (included in Part 1, page 5).
(27) Financial data schedule.
<ARTICLE> 5
<MULTIPLIER> 1,000

| <S> | <C> |  |
| :---: | :---: | :---: |
| <PERIOD-TYPE> | 6-MOS |  |
| <FISCAL-YEAR-END> |  | DEC-31-2000 |
| <PERIOD-START> |  | JAN-01-2000 |
| <PERIOD-END> |  | JUN-30-2000 |
| <CASH> |  | 72,513 |
| <SECURITIES> |  | 291,987 |
| <RECEIVABLES> |  | 242,540 |
| <ALLOWANCES> |  | 0 |
| <INVENTORY> |  | 0 |
| <CURRENT-ASSETS> |  | 4,576,946 |
| <PP\&E> |  | 209,943 |
| <DEPRECIATION> |  | 0 |
| <TOTAL-ASSETS> |  | 5,993,969 |
| <CURRENT-LIABILITIES> |  | 4,401,978 |
| <BONDS> |  | 0 |
| <PREFERRED-MANDATORY> |  | 0 |
| <PREFERRED> |  | 0 |
| <COMMON> |  | 1,254 |
| <OTHER-SE> |  | 1,156,305 |
| <TOTAL-LIABILITY-AND-EQUITY> |  | 5,993,969 |
| <SALES> |  | - 0 |
| <TOTAL-REVENUES> |  | 812,836 |
| <CGS> |  | 0 |
| <TOTAL-COSTS> |  | 631,936 |
| <OTHER-EXPENSES> |  | 22,558 |
| <LOSS-PROVISION> |  | 0 |
| <INTEREST-EXPENSE> |  | 11,806 |
| <INCOME-PRETAX> |  | 149,464 |
| <INCOME-TAX> |  | 61,280 |
| <INCOME-CONTINUING> |  | 88,184 |
| <DISCONTINUED> |  | 0 |
| <EXTRAORDINARY> |  | 0 |
| <CHANGES> |  | 0 |
| <NET-INCOME> |  | 88,184 |
| <EPS-BASIC> |  | 0.72 |
| <EPS-DILUTED> |  | 0.70 |

