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 September 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 October 12, 2000, there were $123,712,000$ shares of common stock, $\$ .01$ par value, of the Registrant outstanding.

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PART I. FINANCIAL INFORMATION
ITEM I. FINANCIAL STATEMENTS

FISERV, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share amounts)
(Unaudited)

## <TABLE> <br> <CAPTION>

## <S>

Revenues
Cost of revenues:
Salaries, commissions and payroll related costs
Data processing expenses, rentals
and telecommunication costs
Other operating expenses
Depreciation and amortization of property and equipment
Amortization of intangible assets
Amortization of internally generated computer software-net

Total cost of revenues

| Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: |
| 2000 | 1999 | 2000 | 1999 |
| $\begin{aligned} & <C> \\ & \quad \$ 406,189 \end{aligned}$ | $\begin{aligned} & <C> \\ & \$ 352,663 \end{aligned}$ | $\begin{aligned} & <C> \\ & \$ 1,219,025 \end{aligned}$ | $\begin{aligned} & \langle C\rangle \\ & \$ 1,033,044 \end{aligned}$ |
| 198,617 | 171,174 | 586,218 | 494,339 |
| 27,405 | 27,346 | 83,974 | 84,870 |
| 74,290 | 67,014 | 227,888 | 200,497 |
| 18,249 | 16,132 | 52,417 | 45,791 |
| 8,357 | 5,359 | 31,159 | 14,732 |
| 1,048 | 1,069 | 804 | 5,109 |
| 327,966 | 288,094 | 982,460 | 845,338 |
| 78,223 | 64,569 | 236,565 | 187,706 |
| $(5,295)$ | $(4,913)$ | $(17,101)$ | $(13,213)$ |
| 2,907 | 0 | 5,835 | 0 |
| 75,835 | 59,656 | 225,299 | 174,493 |


| Income tax provision | 31,093 | 24,459 |  | 92,373 |  | 71,542 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ 44,742 | \$ 35,197 | \$ | 132,926 | \$ | 102,951 |
| Net income per share: |  |  |  |  |  |  |
| Basic | \$ 0.36 | \$ 0.29 | \$ | 1.08 | \$ | 0.83 |
| Diluted | \$ 0.35 | \$ 0.28 | \$ | 1.05 | \$ | 0.81 |
| Shares used in computing net income per share: |  |  |  |  |  |  |
| Basic | 123,434 | 123,226 |  | 123,016 |  | 123,318 |
| Diluted | 127,045 | 125,974 |  | 126,330 |  | 127,052 |

</TABLE>
See notes to consolidated financial statements.

## 2

FISERV, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS
(Dollars in thousands)

<TABLE>
<CAPTION>

\section*{<S>}

ASSETS
Cash and cash equivalents
\begin{tabular}{|c|c|}
\hline \$ 93,927 & \$ 80,554 \\
\hline 263,924 & 235,350 \\
\hline 2,804,710 & 2,196,068 \\
\hline 92,949 & 89,378 \\
\hline 1,361,012 & 1,298,120 \\
\hline 329,160 & 335,573 \\
\hline 207,877 & 195,333 \\
\hline 89,488 & 90,292 \\
\hline 857,955 & 787,042 \\
\hline \$6,101,002 & \$5,307,710 \\
\hline
\end{tabular}
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
\begin{tabular}{|c|c|}
\hline \$ 79,093 & \$ 66,400 \\
\hline 2,388,260 & 1,764,382 \\
\hline 181,600 & 234,350 \\
\hline 183,219 & 176,443 \\
\hline 10,332 & 12,736 \\
\hline 129,605 & 131,476 \\
\hline 1,373,175 & 1,298,120 \\
\hline 58,940 & 59,963 \\
\hline 466,223 & 472,824 \\
\hline 4,870,447 & 4,216,694 \\
\hline
\end{tabular}

Shareholders' equity:
Common stock issued, 125,387,700 shares 1,254 1,254
Additional paid-in capital 454,136 458,550
Accumulated other comprehensive income
105,360 125,026

Accumulated earnings
Treasury stock, at cost, \(1,688,200\) and
2,804,400 shares, respectively
709,436 576,510
otal shareholders' equity
Total
\((39,631)\)
\((70,324)\)

Securities processing receivables
\begin{tabular}{cc} 
September 30, & December 31, \\
2000 & 1999 \\
\(------------------------------------1 ~\)
\end{tabular}

Prepaid expenses and other assets
89,378
Trust account investments
335,573
Property and equipment-net
Internally generated computer software - net
Intangible assets - net
90,292

Total
-----------------------------------------
</TABLE>
See notes to consolidated financial statements.

| Nine Months Ended September 30, |  |
| :---: | :---: |
| 2000 | 1999 |
| <C> | <C> |
| \$ 132,926 | \$ 102,951 |
| 10,588 | 7,132 |
| 52,417 | 45,791 |
| 31,159 | 14,732 |
| 26,537 | 26,221 |
| 253,627 | 196,827 |
| $(19,409)$ | 20,141 |
| $(2,063)$ | 7,809 |
| 9,876 | 6,043 |
| $(2,159)$ | $(6,304)$ |
| 16,597 | 5,675 |
| 15,236 | $(54,873)$ |
| 271,705 | 175,318 |
| $(58,266)$ | $(52,663)$ |
| $(25,733)$ | $(21,112)$ |
| $(88,440)$ | $(200,428)$ |
| 283,999 | $(287,503)$ |
| 111,560 | (561, 706 ) |
| $(52,750)$ | 30,662 |
| $(7,629)$ | 113,153 |
| $(9,884)$ | $(20,103)$ |
| 17,161 | 5,601 |
| $(316,790)$ | 261,420 |
| $(369,892)$ | 390,733 |
| 13,373 | 4,345 |
| 80,554 | 71,558 |
| \$ 93,927 | \$ 75,903 |

See notes to consolidated financial statements.
$</$ TABLE $>$

## 4

FISERV, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Principles of Consolidation

The consolidated financial statements for the three and nine month periods ended September 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.
Certain amounts reported in 1999 have been reclassified to conform to the 2000 presentation. 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

| Three Sep | $\begin{aligned} & \text { Ended } \\ & 30, \end{aligned}$ | Nine Sep | $\begin{aligned} & \text { Ended } \\ & 30, \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| 2000 | 1999 | 2000 | 1999 |
| <C> | <C> | <C> | <C> |
| (In thousands) |  |  |  |
| 123,434 | 123,226 | 123,016 | 123,318 |
| 3,611 | 2,748 | 3,314 | 3,734 |

Weighted average number of common and common equivalent shares outstanding-diluted

| 127,045 | 125,974 | 126,330 |
| :---: | :---: | :---: | | 127,052 |
| :---: |
| $========================================================$ |

</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:

|  | $\begin{gathered} \text { September } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Unrealized gain on investments | \$ 74,684 | \$ 87,162 |
| Internally generated capitalized software | 36,690 | 36,858 |
| Excess of tax over book depreciation and amortization | 16,775 | 13,438 |
| Other | 15,153 | 9,268 |
| Purchased incomplete software technology | $(44,204)$ | $(47,663)$ |
| Accrued expenses not currently deductible | $(28,173)$ | $(25,407)$ |
| Deferred revenues | $(11,985)$ | $(13,693)$ |
| Total | \$ 58,940 | \$ 59,963 |

4. Supplemental Cash Flow Information

|  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | (in thousands) |  |  |
| Interest paid |  | 20,941 |  | 16,630 |
| Income taxes paid |  | 66,255 |  | 55,627 |
| Liabilities assumed in acquisitions of businesses |  | 401,520 |  | 250,391 |

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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 relative
percentage which certain items in the Company's consolidated statements of
income bear to revenues.

<TABLE>
<CAPTION>
\begin{tabular}{ccc}
\begin{tabular}{rl} 
Three Months Ended \\
September 30,
\end{tabular} & \multicolumn{2}{c}{\begin{tabular}{c} 
Nine Months Ended \\
September 30,
\end{tabular}} \\
2000 & 1999 & 2000
\end{tabular}
-_---

\section*{</TABLE>}

Revenues
Revenues increased \(15.2 \%\) from \(\$ 352.7\) million in the third quarter of 1999 to \(\$ 406.2\) million in the current third quarter and \(18.0 \%\) from \(\$ 1,033.0\) million in the first nine months of 1999 to \(\$ 1,219.0\) 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 nine months of 2000.

Cost of Revenues
Cost of revenues increased \(13.8 \%\) from \(\$ 288.1\) million in the third quarter of 1999 to \(\$ 328.0\) million in the current third quarter, and \(16.2 \%\) from \(\$ 845.3\) million in the first nine months of 1999 to \(\$ 982.5\) million in the first nine 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.

Operating Income
Operating income increased \(21.1 \%\) from \(\$ 64.6\) million in the third quarter of 1999 to \(\$ 78.2\) million in the current third quarter, and increased \(26.0 \%\) from \(\$ 187.7\) million in the first nine months of 1999 to \(\$ 236.6\) million in the first nine months of 2000. As a percentage of revenues, operating margins were higher during both the third quarter and first nine months of 2000 when compared to the prior year periods due primarily to increased transaction volume and increased operating leverage of existing operations.

Realized Gain from Sale of Investment
During the first nine months of 2000, the Company sold 200,000 shares of Knight Trading Group, Inc. resulting in a realized gain of \(\$ 5.8\) million. As of September 30, 2000, the Company owns 3,204,930 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 third quarter increased \(27.1 \%\) from \(\$ 35.2\) million in 1999 to \(\$ 44.7\) million in 2000. Net income for the first nine months increased \(29.1 \%\) from \(\$ 103.0\) million in 1999 to \(\$ 132.9\) million in 2000 . Net income per share-diluted for the third quarter was \(\$ 0.34\) in 2000 , before recognizing a \(\$ 0.01\) per share realized gain from sale of investment, compared to \(\$ 0.28\) in 1999. Net income per share-diluted for the first nine months of 2000 was \(\$ 1.02\), before recognizing a \(\$ 0.03\) per share realized gain from sale of investment, compared to \(\$ 0.81\) in the comparable 1999 period.

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}{|c|c|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{Three Months Ended September 30,} & \multicolumn{4}{|c|}{Nine Months Ended September 30,} \\
\hline & 2000 & 1999 & & & & 99 \\
\hline & \multicolumn{6}{|c|}{(In thousands)} \\
\hline <S> & <C> & <C> & < & & & \\
\hline \multicolumn{7}{|l|}{Revenues:} \\
\hline Financial institution outsourcing, systems & & & & & & \\
\hline and services & \$307,135 & \$270,264 & \$ & 913,315 & \$ & 793,073 \\
\hline Securities processing and trust services & 82,672 & 66,428 & & 256,846 & & 193,558 \\
\hline All other and corporate & 16,382 & 15,971 & & 48,864 & & 46,413 \\
\hline \multicolumn{7}{|l|}{--} \\
\hline Total & \$406,189 & \$352,663 & & 219,025 & & ,033,044 \\
\hline -- & & & & & & \\
\hline \multicolumn{7}{|l|}{Operating income:} \\
\hline Financial institution outsourcing, systems and services & \$ 56,893 & \$ 48,203 & \$ & 166,748 & \$ & 137,618 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline Securities processing and trust services All other and corporate & \[
\begin{aligned}
& 22,383 \\
& (1,053)
\end{aligned}
\] & & \[
\begin{array}{r}
16,980 \\
(614)
\end{array}
\] & & \[
\begin{aligned}
& 72,779 \\
& (2,962)
\end{aligned}
\] & & \[
\begin{aligned}
& 52,980 \\
& (2,892)
\end{aligned}
\] \\
\hline -- & & & & & & & \\
\hline Total & \$ 78,223 & \$ & 64,569 & \$ & 236,565 & \$ & 187,706 \\
\hline
\end{tabular}
</TABLE>

Revenues in the financial institution outsourcing, systems and services business segment increased from \(\$ 270.3\) million in the third quarter of 1999 to \(\$ 307.1\) million in the current third quarter, and increased from \(\$ 793.1\) million in the first nine months of 1999 to \(\$ 913.3\) million in the comparable current period. Operating income in the financial institution outsourcing, systems and services business segment increased from \(\$ 48.2\) million in the third quarter of 1999 to \(\$ 56.9\) million in the current third quarter, and increased from \(\$ 137.6\) million in the first nine months of 1999 to \(\$ 166.7\) million in the first nine months of 2000.

Revenues in the securities processing and trust services business segment increased from \(\$ 66.4\) million in the third quarter of 1999 to \(\$ 82.7\) million in the current third quarter, and increased from \(\$ 193.6\) million in the first nine months of 1999 to \(\$ 256.8\) million in the comparable current period. Year-to-date revenue growth was derived from sales to new clients, increased transaction volumes from existing clients and the acquisitions of JWGenesis Clearing Corporation in June 1999 and Resources Trust Company in May 2000. Operating income in this business segment increased from \(\$ 17.0\) million in the third quarter of 1999 to \(\$ 22.4\) million in the current third quarter, and increased from \(\$ 53.0\) million in the first nine months of 1999 to \(\$ 72.8\) million in the first nine months of 2000 .

Liquidity and Capital Resources
The following table summarizes the Company's primary sources (uses) of funds during the nine months ended September 30, 2000 and 1999:
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline 2000 & \multicolumn{2}{|r|}{1999} \\
\hline \multicolumn{3}{|c|}{(In thousands)} \\
\hline <C> & & \\
\hline \$256,469 & \$ & 230,191 \\
\hline 15,236 & & \((54,873)\) \\
\hline 271,705 & & 175,318 \\
\hline \((52,750)\) & & 30,662 \\
\hline \((7,629)\) & & 113,153 \\
\hline \((32,791)\) & & \((26,083)\) \\
\hline \$178,535 & \$ & 293,050 \\
\hline
\end{tabular}
<S>
Cash provided by operating activities before changes
in securities processing receivables and payables - net
Securities processing receivables and payables - net
Cash provided by operating activities
Proceeds from (repayments of) short-term obligations-net 52,750)

30,662
Proceeds from (repayments of) long-term obligations-net
Increase in investments
Total
</TABLE>

Long-term obligations amounted to \(\$ 466.2\) million at September 30, 2000 and included \(\$ 369.2\) million advanced under an aggregate of \(\$ 575.0\) 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.

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 \(8-\mathrm{K}\) were filed during the quarter ended September 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) (R---------

Date
October 23, 2000
by /s/ Kenneth R. Jensen
KENNETH R. JENSEN
Senior Executive Vice President, Chief
Financial Officer, Treasurer and Assistant Secretary

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FISERV, INC.
EXHIBIT INDEX TO QUARTERLY REPORT ON FORM 10-Q For the Quarterly Period ended September 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
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & \\
\hline <PERIOD-TYPE> & 9-MOS & \\
\hline <EISCAL-YEAR-END> & & DEC-31-2000 \\
\hline <PERIOD-START> & & JAN-01-2000 \\
\hline <PERIOD-END> & & SEP-30-2000 \\
\hline <CASH> & & 93,927 \\
\hline <SECURITIES> & & 329,160 \\
\hline <RECEIVABLES> & & 263,924 \\
\hline <ALLOWANCES> & & 0 \\
\hline <INVENTORY> & & 0 \\
\hline <CURRENT-ASSETS> & & 4,616,522 \\
\hline <PP\&E> & & 207,877 \\
\hline <DEPRECIATION> & & 0 \\
\hline <TOTAL-ASSETS> & & 6,101,002 \\
\hline <CURRENT-LIABILITIES> & & 4,426,979 \\
\hline <BONDS> & & 0 \\
\hline <PREFERRED-MANDATORY> & & 0 \\
\hline <PREFERRED> & & 0 \\
\hline <COMMON> & & 1,254 \\
\hline <OTHER-SE> & & 1,229,301 \\
\hline <TOTAL-LIABILITY-AND-EQUITY> & & 6,101,002 \\
\hline <SALES> & & 0 \\
\hline <TOTAL-REVENUES> & & 1,219,025 \\
\hline <CGS> & & 0 \\
\hline <TOTAL-COSTS> & & 950,497 \\
\hline <OTHER-EXPENSES> & & 31,963 \\
\hline <LOSS-PROVISION> & & 0 \\
\hline <INTEREST-EXPENSE> & & 17,101 \\
\hline <INCOME-PRETAX> & & 225,299 \\
\hline <INCOME-TAX> & & 92,373 \\
\hline <INCOME-CONTINUING> & & 132,926 \\
\hline <DISCONTINUED> & & 0 \\
\hline <EXTRAORDINARY> & & 0 \\
\hline <CHANGES> & & 0 \\
\hline <NET-INCOME> & & 132,926 \\
\hline <EPS-BASIC> & & 1.08 \\
\hline <EPS-DILUTED> & & 1.05 \\
\hline
\end{tabular}
</TABLE>
