

# Second Quarter 2016 Earnings Call

July 26, 2016



# **Agenda**

TOPIC	SPEAKER
Business Summary	Gary Norcross,  President and CEO
Financial Summary	Woody Woodall, Chief Financial Officer



### **Disclosures**

#### **Forward-Looking Statements**

Our discussions today, including this presentation and any comments made by management, contain "forward-looking statements" within the meaning of the U.S. federal securities laws. Any statements that refer to future events or circumstances, including our future strategies or results, or that are not historical facts, are forward-looking statements. Actual results could differ materially from those projected in forward-looking statements due to a variety of factors, including the risks and uncertainties set forth in our earnings press release dated July 26, 2016, our annual report on Form 10-K for 2015 and our other filings with the SEC. We undertake no obligation to update or revise any forward-looking statements. Please see the appendix for additional details on forward-looking statements.

#### **Non-GAAP Measures**

This presentation will reference certain non-GAAP financial information. For a description and reconciliation of non-GAAP measures presented in this document, please see the Appendix attached to this presentation or visit the Investor Relations section of the FIS website at www.fisglobal.com.



# **Business Summary**

**Gary Norcross** 

President and CEO



## **Second Quarter Highlights**

RESULTS exceeded expectations

POSITIVE outlook for remainder of 2016

CONFIDENCE in integration efforts and targets

ROBUST sales pipeline



## **Second Quarter Highlights**

### Integrated Financial Solutions

- Regulatory-driven growth in enterprise, governance, risk and compliance
- Continued strong performance in digital solutions
- EMV card production driving favorable growth

#### Global Financial Solutions

- Continued IP-led growth in I&W
- Expanding relationships with clients
- Momentum continues in India

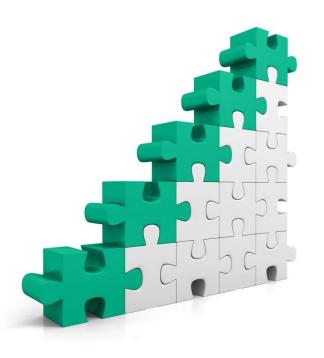


## **Consistent Execution of Strategy**

Invest for GROWTH

• **DE-LEVER** the balance sheet

Executive FOCUS on integration





# **FINANCIAL SUMMARY**

**Woody Woodall** 

**Chief Financial Officer** 



### **Consolidated Non-GAAP Results**

Second Quarter and Six Months (YTD) 2016 (\$ millions)

Q2 METRICS	Q2 2016	Y-o-Y vs Q2 2015
Adj. Revenue	\$ 2,364	5.4% Organic <sup>(1)</sup>
Adj. EBITDA	\$ 696	<b>12.7%</b> <sup>(2)</sup>
Adj. EBITDA Margin	29.4%	220 bps <sup>(2)</sup>
Adj. EPS	\$ 0.90	21.6%
YTD METRICS	YTD 2016	Y-o-Y vs YTD 2015
YTD METRICS  Adj. Revenue	<b>YTD 2016</b> \$ 4,626	Y-o-Y vs YTD 2015 4.8% Organic(1)
Adj. Revenue	\$ 4,626	4.8% Organic <sup>(1)</sup>

<sup>(1)</sup> Organic revenue growth adjusts for FX translation and M&A activity, for a detailed definition see Appendix



<sup>(2)</sup> Adj. EBITDA and Adj. EBITDA Margin y-o-y growth calculated on an Adjusted Combined basis, for a detailed definition see Appendix

## **Integrated Financial Solutions**

Second Quarter and Six Months (YTD) 2016 (\$ millions)

Q2 METRICS	Q2 2016	Y-o-Y vs Q2 2015
Revenue	\$ 1,162	8.3% Organic <sup>(1)</sup>
Adj. EBITDA	\$ 450	<b>8.7</b> % <sup>(2)</sup>
Adj. EBITDA Margin	38.7%	~Flat <sup>(2)</sup>
YTD METRICS	YTD 2016	Y-o-Y vs YTD 2015
YTD METRICS Revenue	YTD 2016 \$ 2,283	Y-o-Y vs YTD 2015 6.9% Organic(1)



<sup>(1)</sup> Organic revenue growth adjusts for FX translation and M&A activity, for a detailed definition see Appendix

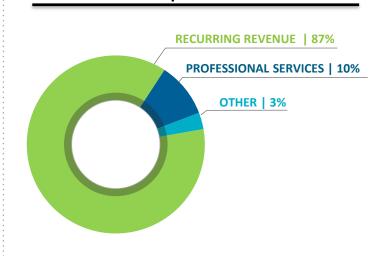
<sup>(2)</sup> Adj. EBITDA and Adj. EBITDA Margin y-o-y growth calculated on an Adjusted Combined basis, for a detailed definition see Appendix

## **Integrated Financial Solutions**

#### **Revenue Contribution**

(\$ millions)										
	Q2	ORGANIC GROWTH	Six Months	ORGANIC GROWTH						
Banking and Wealth	\$ 514	9.7%	\$ 1,003	7.4%						
Payments	458	8.3%	907	7.5%						
Corporate and Digital	190	4.8%	375	4.3%						
Total Integrated Solutions <sup>(1)</sup>	\$1,162	8.3%	\$2,283	6.9%						

#### **Revenue Composition – Six Months**



#### **Organic Revenue Drivers**

#### **BANKING AND WEALTH**

- Regulatory growth in enterprise, governance, risk and compliance
- Output Solutions growth

#### **PAYMENTS**

- Continued EMV card production
- Mobile wallet enablement
- Fraud volume processing growth

#### **CORPORATE AND DIGITAL**

- Ongoing growth in digital solutions
- Difficult license comparable vs. prior year quarter



### **Global Financial Solutions**

Second Quarter and Six Months (YTD) 2016 (\$ millions)

Q2 METRICS	Q2 2016	Y-o-Y vs Q2 2015
Revenue	\$ 1,048	2.9% Organic <sup>(1)</sup>
Adj. EBITDA	\$ 287	<b>9.2</b> % <sup>(2)</sup>
Adj. EBITDA Margin	27.4%	210 bps <sup>(2)</sup>
YTD METRICS	YTD 2016	Y-o-Y vs YTD 2015
YTD METRICS Revenue	YTD 2016 \$ 2,038	Y-o-Y vs YTD 2015  3.6% Organic <sup>(1)</sup>



<sup>(1)</sup> Organic revenue growth adjusts for FX translation and M&A activity, for a detailed definition see Appendix

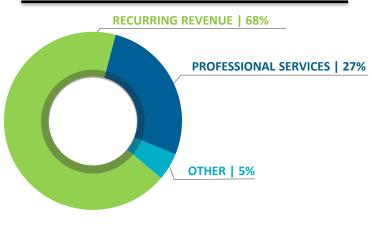
<sup>(2)</sup> Adj. EBITDA and Adj. EBITDA Margin y-o-y growth calculated on an Adjusted Combined basis, for a detailed definition see Appendix

### **Global Financial Solutions**

#### **Revenue Contribution**

(\$ millions) ORGANIC Six ORGANIC Q2 **GROWTH GROWTH Months** Institutional and \$ 516 5.4% \$ 1,020 5.4% Wholesale Banking and 387 0.5% 738 2.2% **Payments** Consulting 1.3% 280 144 1.6% **Total Global** \$1,048 \$2,038 2.9% 3.6% Solutions<sup>(1)</sup>

## Revenue Composition – Six Months



#### Organic Revenue Drivers

# INSTITUTIONAL AND WHOLESALE

- Continued growth in Buy-Side Solutions
- Capital Markets driven by posttrade derivatives utility

#### **BANKING AND PAYMENTS**

- Deal signing in India and growth in prior projects
- Difficult license comparable vs. prior year quarter

#### **CONSULTING**

- Performance in line with expectations
- Book-to-bill continues to improve
- Uncertainty of Brexit impact



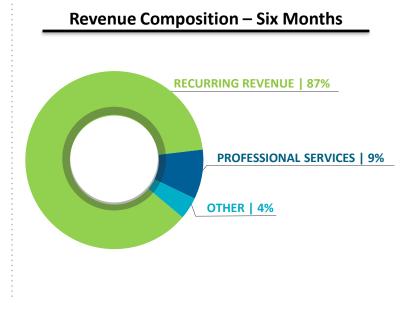
## **Corporate and Other**

Second Quarter and Six Months (YTD) 2016 (\$ millions)

METRICS	Q2 2016	YTD 2016		
Adj. Revenue	\$ 154	\$ 305		
Adj. EBITDA	\$ (41)	\$ (81)		

Q2 2016 and Six Months 2016 Adj. EBITDA inclusive of \$78M and \$154M of Corporate Expense, respectively

Revenue Contribution								
(\$ millions)								
	Q2	ORGANIC GROWTH	Six Months	ORGANIC GROWTH				
Public Sector and Education	\$ 60	6.4%	\$ 118	6.8%				
Global Commercial Services	70	-0.7%	139	-7.4%				
Retail Check Processing	25	-6.6%	49	-6.5%				
Total Corporate and Other <sup>(1)</sup>	\$154	1.3%	\$305	-1.8%				





## **Cash Flow and Capital Allocation Strategy**

### Cash flow generation

- \$291 million Q2 2016 free cash flow and \$629 million year-to-date

### Maintaining a strong balance sheet

- \$11.1 billion debt outstanding as of June 30, 2016
- De-lever the balance sheet through debt reduction and EBITDA growth

### Shareholder returns

- Return of \$86 million to shareholders through dividends in the quarter
- Return of \$171 million to shareholders through dividends year-to-date



### **FY 2016 Guidance Increase**

METRIC	Original Guidance	Revised Guidance
Organic Revenue Growth	3.0% to 4.0%	4.0% to 5.0%
Adjusted EPS Growth, as adjusted	\$3.70 to \$3.80 +15% to 18%	\$3.75 to \$3.85 +16% to 20%



# **APPENDIX**



## **Debt Summary**

(\$ in millions)

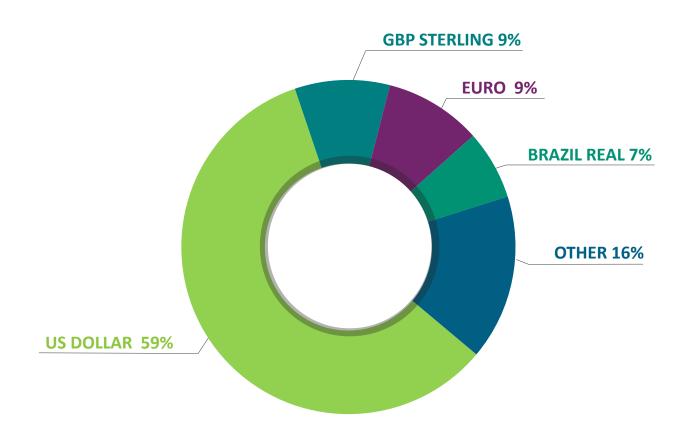
		J	un 30,		Dec 31,
	Rate		2016	2	.015 <sup>(1)</sup>
Revolver (2019 Maturity)	L+125 bps	\$	1,625	\$	1,250
Undrawn revolver capacity	15 bps		1,375		1,750
Term Loan <i>(2017 Maturity)</i>	L+125 bps		600		1,300
Term Loan (2018 Maturity)	L+125 bps		1,500		1,500
2017 Notes (June)	1.450%		300		300
2018 Notes (April)	2.000%		250		250
2018 Notes (October)	2.850%		750		750
2020 Notes (October)	3.625%		1,750		1,750
2022 Notes (March)	5.000%		700		700
2022 Notes (October)	4.500%		500		500
2023 Notes (April)	3.500%		1,000		1,000
2024 Notes (June)	3.875%		700		700
2025 Notes (October)	5.000%		1,500		1,500
Other	Various		(54)		(56)
Total Debt		\$	11,121	\$	11,444
Veighted-Average Interest Rate			3.4%		3.3%

<sup>(1)</sup> December 31, 2015 debt is adjusted to include debt issuance costs. Per FASB issued Accounting Standard Update 2015-03, as of January 2016, debt issuance costs are recorded as a reduction to debt. All calculations related to debt are based on debt gross of debt issuance costs.



# **GFS Revenue by Currency**

Six Months (YTD)





## **Forward-Looking Statements**

This presentation and today's webcast contain "forward-looking statements" within the meaning of the U.S. federal securities laws. Statements that are not historical facts, including statements about anticipated financial outcomes, including any earnings guidance of the Company, business and market conditions, outlook, foreign currency exchange rates, expected dividends and share repurchases, the Company's sales pipeline and anticipated profitability and growth, as well as other statements about our expectations, hopes, intentions, or strategies regarding the future, are forward-looking statements. These statements relate to future events and our future results, and involve a number of risks and uncertainties. Forward-looking statements are based on management's beliefs, as well as assumptions made by, and information currently available to, management. Any statements that refer to beliefs, expectations, projections or other characterizations of future events or circumstances and other statements that are not historical facts are forward-looking statements.

Actual results, performance or achievement could differ materially from those contained in these forward-looking statements. The risks and uncertainties that forward-looking statements are subject to include, without limitation:

- •the risk that acquired businesses will not be integrated successfully, or that the integration will be more costly or more time-consuming and complex than anticipated;
- •the risk that cost savings and other synergies anticipated to be realized from acquisitions may not be fully realized or may take longer to realize than expected;
- •the risk of doing business internationally;
- •changes in general economic, business and political conditions, including the possibility of intensified international hostilities, acts of terrorism, changes in either or both the United States and international lending, capital and financial markets, and currency fluctuations;
- •the effect of legislative initiatives or proposals, statutory changes, governmental or other applicable regulations and/or changes in industry requirements, including privacy regulations;
- •the risks of reduction in revenue from the elimination of existing and potential customers due to consolidation in, or new laws or regulations affecting, the banking, retail and financial services industries or due to financial failures or other setbacks suffered by firms in those industries;
- •changes in the growth rates of the markets for our solutions;
- •failures to adapt our solutions to changes in technology or in the marketplace;
- •internal or external security breaches of our systems, including those relating to unauthorized access, theft, corruption or loss of personal information and computer viruses and other malware affecting our software or platforms, and the reactions of customers, card associations, government regulators and others to any such events;



## **Forward-Looking Statements**

- •the risk that implementation of software (including software updates) for customers or at customer locations may result in the corruption or loss of data or customer information, interruption of business operations, exposure to liability claims or loss of customers;
- •the reaction of current and potential customers to communications from us or regulators regarding information security, risk management, internal audit or other matters;
- •competitive pressures on pricing related to our solutions including the ability to attract new, or retain existing, customers;
- •an operational or natural disaster at one of our major operations centers; and
- •other risks detailed under "Risk Factors" and other sections of our Annual Report on Form 10-K for the fiscal year ended December 31, 2015 and other filings with the SEC.

Other unknown or unpredictable factors also could have a material adverse effect on our business, financial condition, results of operations and prospects. Accordingly, readers should not place undue reliance on these forward-looking statements. These forward-looking statements are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict. Except as required by applicable law or regulation, we do not undertake (and expressly disclaim) any obligation and do not intend to publicly update or review any of these forward-looking statements, whether as a result of new information, future events or otherwise.



### Non-GAAP Financial Information and Reconciliation

Generally Accepted Accounting Principles (GAAP) is the term used to refer to the standard framework of guidelines for financial accounting. GAAP includes the standards, conventions, and rules accountants follow in recording and summarizing transactions and in the preparation of financial statements. In addition to reporting financial results in accordance with GAAP, the company has provided non-GAAP financial measures, which it believes are useful to help investors better understand its financial performance, competitive position and prospects for the future. For these reasons, management also uses these measures in part to assess its performance.

These non-GAAP measures include: adjusted revenue, EBITDA, adjusted EBITDA adjusted EBITDA margin, adjusted combined revenue, adjusted combined EBITDA margin, constant currency revenue, organic revenue growth, adjusted net earnings from continuing operations (including per share amounts), adjusted cash flow from operations, and free cash flow. These non-GAAP measures may be used in this release and/or in the attached supplemental financial information.

Any non-GAAP measures should be considered in context with the GAAP financial presentation and should not be considered in isolation or as a substitute for GAAP measures. Further, FIS' non-GAAP measures may be calculated differently from similarly titled measures of other companies. Reconciliations of these non-GAAP measures to related GAAP measures, including footnotes describing the specific adjustments, are provided in the attached schedules and in the Investor Relations section of the FIS web site, www.fisglobal.com.



### **Definitions of Non-GAAP Financial Measures**

Adjusted revenue consists of reported revenue, increased to reverse the purchase accounting deferred revenue adjustment made upon the acquisition of SunGard. The deferred revenue adjustment represents revenue that would have been recognized in the normal course of business by SunGard under GAAP but was not recognized due to GAAP purchase accounting adjustments. The deferred revenue adjustment in purchase accounting was made entirely in the Corporate and Other segment; reported GAAP results for the IFS and GFS segments are not affected by this adjustment and therefore no adjusted revenue is presented for these segments.

EBITDA reflects earnings from continuing operations before interest, taxes, depreciation and amortization.

Adjusted EBITDA excludes certain costs and other transactions which management deems non-operational in nature, the removal of which improves comparability of operating results across reporting periods. Adjusted EBITDA for our segments is presented in conformity with Accounting Standards Codification 280, Segment Reporting. This measure is reported to the chief operating decision maker for purposes of making decisions about allocating resources to the segments and assessing their performance. For these reasons, this measure, as it relates to our segments, is excluded from the definition of non-GAAP financial measures under the Securities and Exchange Commission's Regulation G and Item 10(e) of Regulation S-K.

Adjusted EBITDA margin reflects adjusted EBITDA divided by adjusted revenue.

Adjusted combined revenue includes reported revenue for FIS and SunGard combined for periods in 2015 and excludes the impacts of SunGard businesses that were divested prior to SunGard being purchased by FIS.

Adjusted combined EBITDA includes EBITDA for FIS and SunGard combined for periods in 2015 and excludes certain costs and other transactions which management deems non-operational in nature, such as purchase accounting amortization, acquisition, integration and severance costs and restructuring costs, the removal of which improves comparability of operating results across reporting periods.

Adjusted combined EBITDA margin reflects adjusted combined EBITDA divided by adjusted combined revenue.



### **Definitions of Non-GAAP Financial Measures**

Constant currency revenue represents (i) adjusted revenue in respect of the consolidated results and corporate segment and (ii) reported revenue in respect of the IFS and GFS segments, in each case excluding the impact of fluctuations in foreign currency exchange rates in the current period.

Organic revenue growth is constant currency revenue, as defined above, divided by an adjusted revenue base which consists of adjusted combined revenue, further adjusted to exclude revenue of any divestitures by FIS and include pre-acquisition revenue for companies acquired by FIS, in addition to SunGard, during the applicable reporting period.

Adjusted net earnings from continuing operations excludes the impact of certain costs and other transactions which management deems non-operational in nature, the removal of which improves comparability of operating results across reporting periods. It also excludes the impact of acquisition-related purchase accounting amortization, which is recurring.

Adjusted net earnings per diluted share, or Adjusted EPS, reflects adjusted net earnings from continuing operations divided by weighted average diluted shares outstanding.

Adjusted cash flow from operations reflects GAAP cash flow from operations as adjusted for the net change in settlement assets and obligations, and excludes certain transactions that are closely associated with non-operating activities or are otherwise non-operational in nature and not indicative of future operating cash flows.

Free cash flow reflects adjusted cash flow from operations less capital expenditures. Free cash flow does not represent our residual cash flow available for discretionary expenditures, since we have mandatory debt service requirements and other non-discretionary expenditures that are not deducted from the measure.



# **Organic Revenue Growth Calculation**

**Second Quarter** 

	2016						
	Adjusted Revenue	FX	Constant Currency	Revenue	In Year Adjustments	Adjusted Base	Organic Growth
Integrated Financial Solutions	\$ 1,162	\$1	\$ 1,163	\$ 931	\$ 142	\$ 1,073	8.3%
Global Financial Solutions	1,048	21	1,069	555	483	1,038	2.9%
Corporate and Other	154	1	155	101	53	154	1.3%
Consolidated FIS	\$ 2,364	\$ 23	\$ 2,387	\$ 1,587	\$ 678	\$ 2,265	5.4%



# **Organic Revenue Growth Calculation**

Six Months (YTD)

	2016						
	Adjusted Revenue	FX	Constant Currency	Revenue	In Year Adjustments	Adjusted Base	Organic Growth
Integrated Financial Solutions	\$ 2,283	\$ 2	\$ 2,285	\$ 1,859	\$ 279	\$ 2,138	6.9%
Global Financial Solutions	2,038	61	2,099	1,067	958	2,025	3.6%
Corporate and Other	305	1	306	216	96	312	-1.8%
Consolidated FIS	\$ 4,626	\$ 64	\$ 4,690	\$ 3,142	\$ 1,333	\$ 4,475	4.8%



### **Reconciliation of GAAP to Non-GAAP Financial Measures**

(\$ in Millions, Except Per Share Data, Unaudited)

				Th	ree Mo	nths End	led Ju	ne 30, 20	16			
	G	AAP	Acqui Defe Reve Adjus	erred	Integral and Seve	isition, ration, nd rance	Su	ıbtotal	Purchase Accountir Amortizati	ıg	Non-	GAAP
Processing and services revenue	\$	2,305	\$	59	\$	-	\$	2,364	\$	-	\$	2,364
Cost of revenues		1,600						1,600		47)		1,453
Gross profit		705		59		-		764	1	47		911
Selling, general and administrative expenses		422				(63)		359				359
Operating income		283		59		63		405	1	47		552
Other income (expense):												
Interest income (expense), net		(93)		-		-		(93)		-		(93)
Other income (expense), net		(1)						(1)				(1)
Total other income (expense)		(94)		-				(94)				(94)
Earnings (loss) from continuing operations before income taxes		189		59		63		311	1	47		458
Provision for income taxes		66		21		22		109		51		160
Earnings (loss) from continuing operations, net of tax		123		38		41		202		96		298
Earnings (loss) from discontinued operations, net of tax		1		-		_		1				1
Net earnings (loss)		124		38		41		203		96		299
Net (earnings) loss attributable to noncontrolling interest		(3)				_		(3)				(3)
Net earnings (loss) attributable to FIS common stockholders		121		38		41		200		96		296
Amounts attributable to FIS common stockholders												
Earnings (loss) from continuing operations, net of tax	\$	120	\$	38	\$	41	\$	199	\$	96	\$	295
Earnings (loss) from discontinued operations, net of tax		1				_		1				1
Net earnings (loss) attributable to FIS common stockholders		121		38		41		200		<u>96</u>		296
Net earnings (loss) per share - diluted from continuing operations attributable to FIS common stockholders	\$	0.36	\$	0.12	\$	0.12	\$	0.60		29	\$	0.90
Weighted average shares outstanding - diluted		329		329		329		329	3	29		329



### **Reconciliation of GAAP to Non-GAAP Financial Measures**

(\$ in Millions, Except Per Share Data, Unaudited)

	Six Months Ended June 30, 2016											
	GAAP		Acquisition Deferred Revenue Adjustment		Acquisition, Integration, and Severance Costs		Subtotal		Purchase Accounting Amortization		Non-	-GAAP
Processing and services revenue	\$	4,486	\$	140	\$	-	\$	4,626	\$	_	\$	4,626
Cost of revenues		3,153						3,153		(301)		2,852
Gross profit		1,333		140		-		1,473		301		1,774
Selling, general and administrative expenses		866		-	(	142)		724				724
Operating income		467		140		142		749		301		1,050
Other income (expense):				,								
Interest income (expense), net		(186)		-		-		(186)		-		(186)
Other income (expense), net		(2)						(2)				(2)
Total other income (expense)		(188)		_				(188)		_		(188)
Earnings (loss) from continuing operations before income taxes		279		140		142		561		301		862
Provision for income taxes		97		49		50		196		105		301
Earnings (loss) from continuing operations, net of tax		182		91		92		365		196		561
Earnings (loss) from discontinued operations, net of tax		11						1				1
Net earnings (loss)		183		91		92		366		196		562
Net (earnings) loss attributable to noncontrolling interest		(7)						(7)				(7)
Net earnings (loss) attributable to FIS common stockholders		176		91		92		359		196		555
Amounts attributable to FIS common stockholders												
Earnings (loss) from continuing operations, net of tax	\$	175	\$	91	\$	92	\$	358	\$	196	\$	554
Earnings (loss) from discontinued operations, net of tax		1						1				1
Net earnings (loss) attributable to FIS common stockholders		176		91		92		359		196		555
Net earnings (loss) per share - diluted from continuing operations attributable to FIS common stockholders	\$	0.53	\$	0.28	\$ (	0.28	\$	1.09	\$	0.60	\$	1.69
Weighted average shares outstanding - diluted		328		328		328		328		328		328

