

# THE FUTURE OF FINANCIAL SERVICES

2013 INVESTOR DAY



FIS

## SAFE HARBOR PROVISION

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Our discussions today, including this presentation and any comments made by management, contain forward-looking statements within the meaning of the U.S. federal security 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 February 12, 2013, our annual report on Form 10-K for 2011, our quarterly reports on Form 10-Q and our other filings with the SEC. We undertake no obligation to update or revise any forward-looking statements.



## USE OF NON-GAAP MEASURES

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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.

These non-GAAP measures include:

- Organic revenue
- Adjusted earnings before interest, taxes, depreciation and amortization (EBITDA)
- Adjusted net earnings
- Free cash flow

These 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 financial measures. Further, FIS' non-GAAP measures may be calculated differently from similarly titled measures of other companies. Additional information about these non-GAAP measures is provided in the appendix to this presentation. Reconciliations to the related GAAP measures are provided in the Investor Relations section of the FIS Web site, [www.fisglobal.com](http://www.fisglobal.com).

## Strategic Overview

Frank Martire  
Chairman and CEO

## Strategic Performance

Gary Norcross  
President and COO

## Global Trends

Rob Heyvaert  
FIS CEVP & Capco  
CEO

## Shareholder Value

Mike Hayford  
Chief Financial  
Officer

## Q & A

Executive Panel

# STRATEGIC OVERVIEW

**Frank Martire**  
Chairman & CEO

2013 INVESTOR DAY



FIS

## AGENDA: STRATEGIC OVERVIEW

..... **FIS: Leading the Market**

..... **Executing Our Strategy**

..... **Driving Shareholder Return**

## FIS TODAY

Revenue	\$5.8B
EBITDA	\$1.7B
Operating Cash Flow	\$1.2B
Clients	14,000+
Countries	100+
Employees	35,000+

### MARKET LEADERSHIP



**#1** ON THE 2012  
FINTECH 100

FORTUNE  
**500**

The Forbes Global

**20**  
**00**

Refer to [www.investor.fisglobal.com](http://www.investor.fisglobal.com) for reconciliation of GAAP to non-GAAP items. See appendix for description of non-GAAP financial measures.

# FIS: A PROFILE OF LEADERSHIP

**STRONG  
MARKET  
LEADERSHIP**

**HIGH  
RECURRING  
REVENUE**

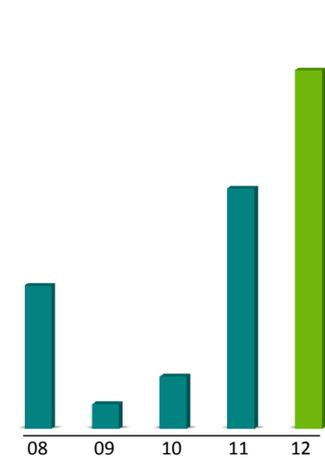
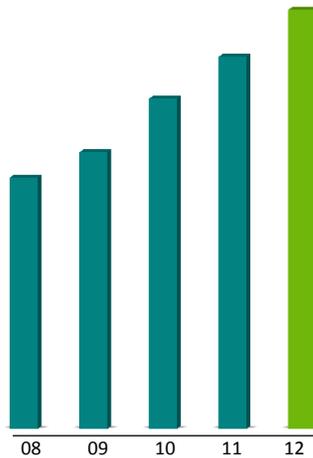
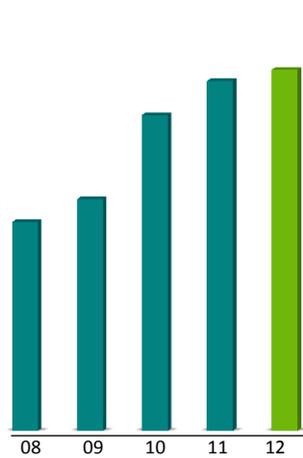
**CONSISTENT EPS  
GROWTH**

**STRONG  
CASH GENERATION**

**RETURNING  
CASH TO  
SHAREHOLDERS**



**#1** ON THE 2012  
**FINTECH 100**



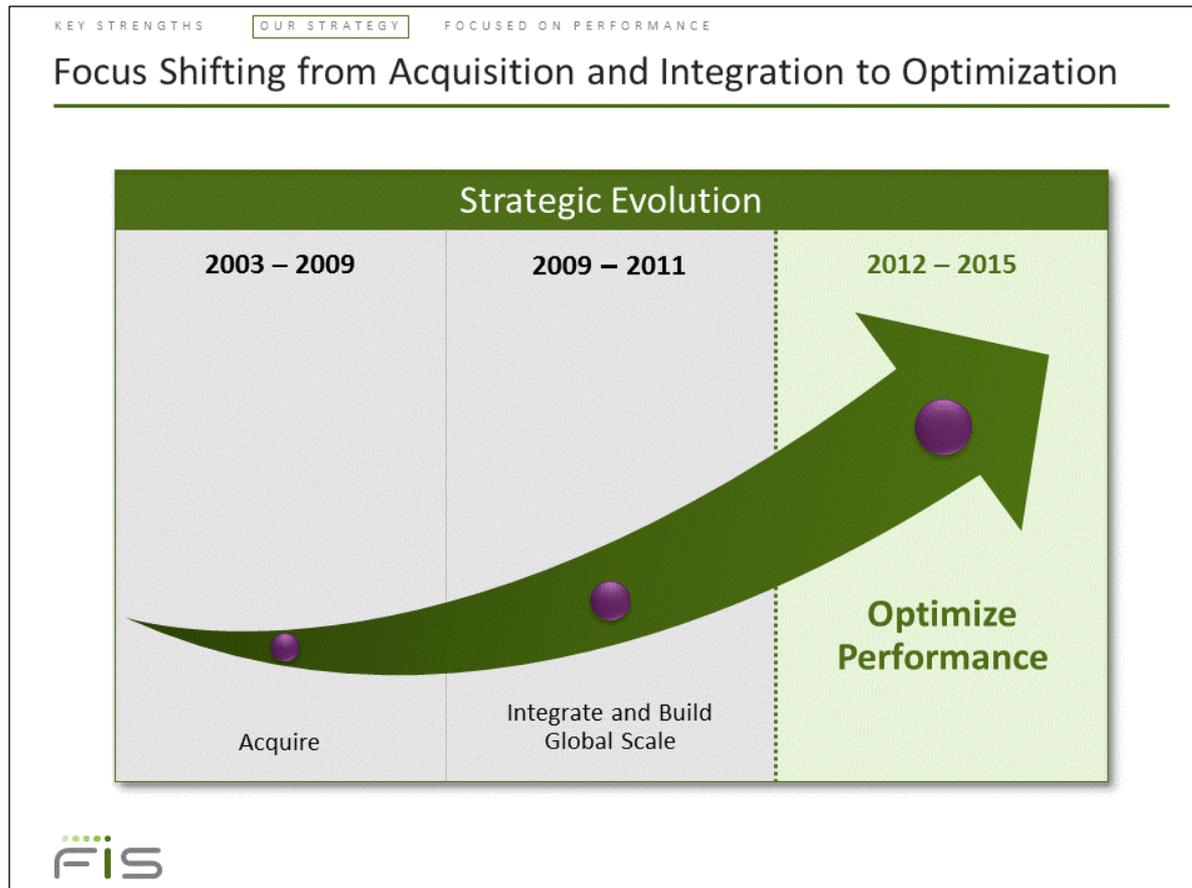
Excludes 2010 leveraged recapitalization.

# AGENDA: STRATEGIC OVERVIEW

## ..... Executing Our Strategy

# CONTINUED STRATEGIC FOCUS ON OPTIMIZATION

## 2012 INVESTOR DAY



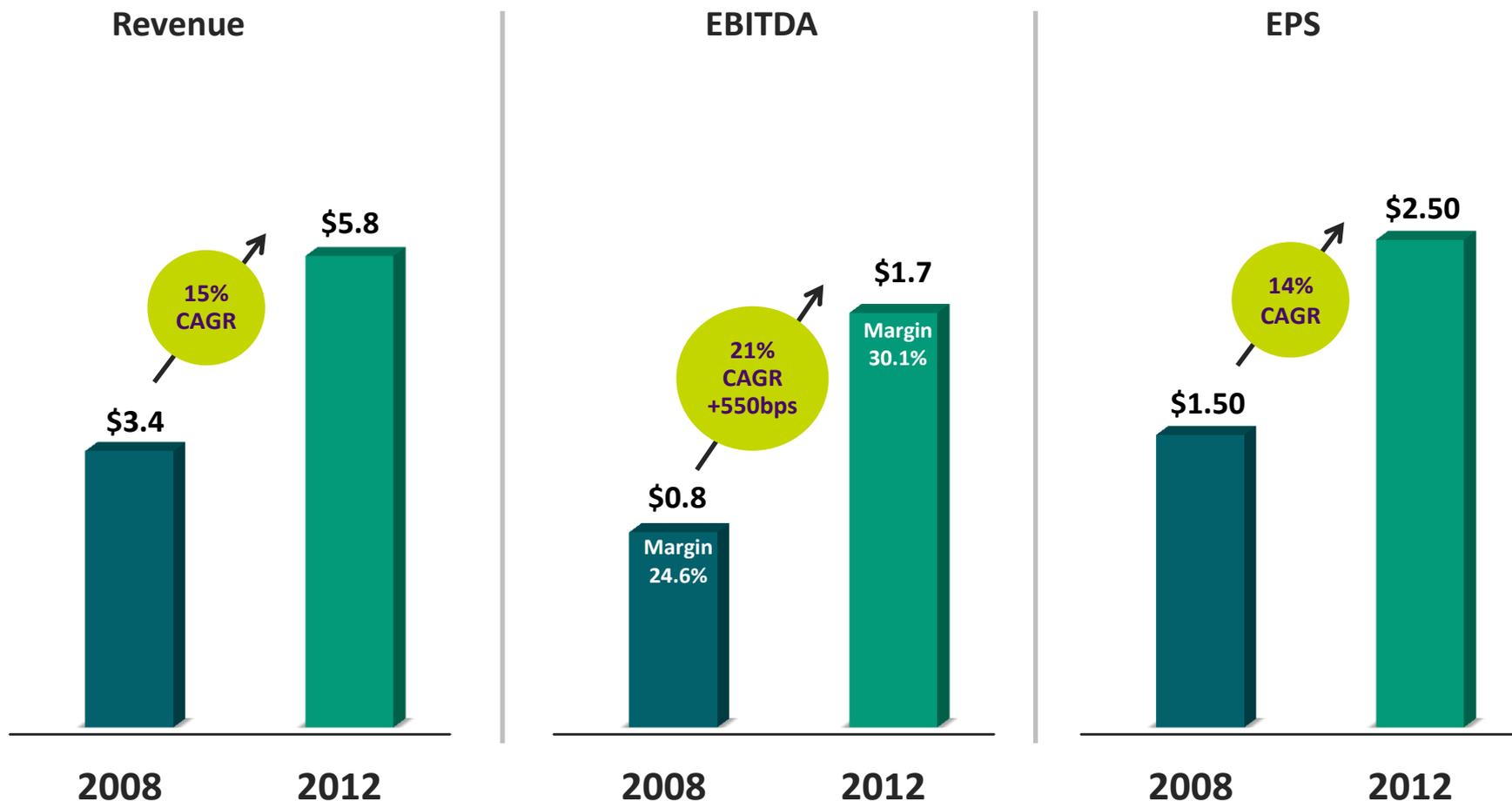
## EXECUTING CONSISTENT STRATEGY

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1. Expand client relationships
2. Buy, build or partner to add solutions to cross sell
3. Leading market through transformation
4. Continuous improvement to drive margin expansion

# FIVE YEARS OF STRONG PERFORMANCE AND CONSISTENT EXECUTION

(\$B except per share data)



## CONTINUING TO DELIVER ON OUR COMMITMENTS

GROWTH METRIC	FEB 2012 GUIDANCE	2012 RESULTS
Revenue (Organic)	3% to 5%	✓
EBITDA	5% to 7%	✓
Margin Expansion	40 to 80 bps	✓
EPS	10% to 15%	✓

## FOCUSED ON DRIVING SUSTAINABLE VALUE

Expanding Client Relationships



Investing in Innovation



Developing Tomorrow's Leaders



## WELL POSITIONED TO ACHIEVE MID-TERM FINANCIAL TARGETS

METRIC	2012 to 2015
Organic Revenue (CAGR)	+4% to 7%
Adjusted EBITDA margin	+30 to 50 bps per year
Adjusted EPS (CAGR)	+12% to 15%
Operating cash flow	~ \$5B cumulative
Debt-to-EBITDA	2.0x to 2.5x

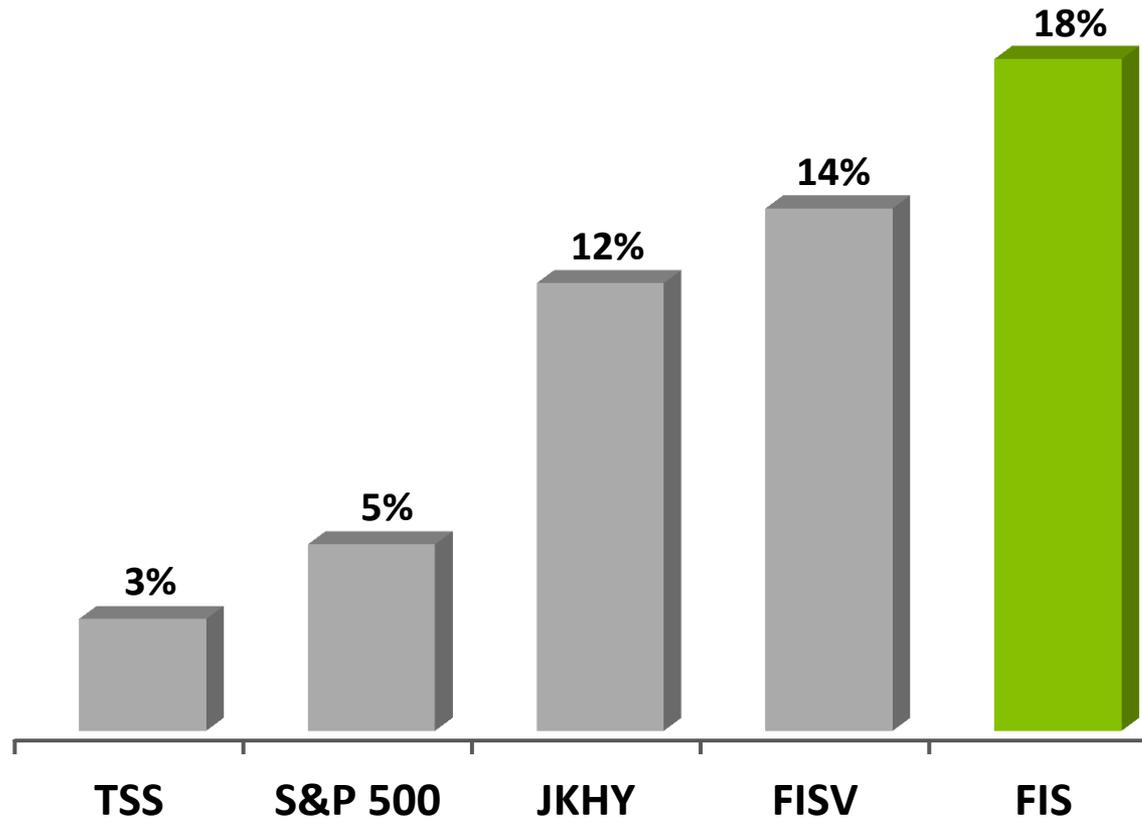
Mid-term financial targets presented at Investor Day on 2/14/2012.

## AGENDA: STRATEGIC OVERVIEW

### ..... Driving Shareholder Return

## DELIVERING STRONG RETURNS

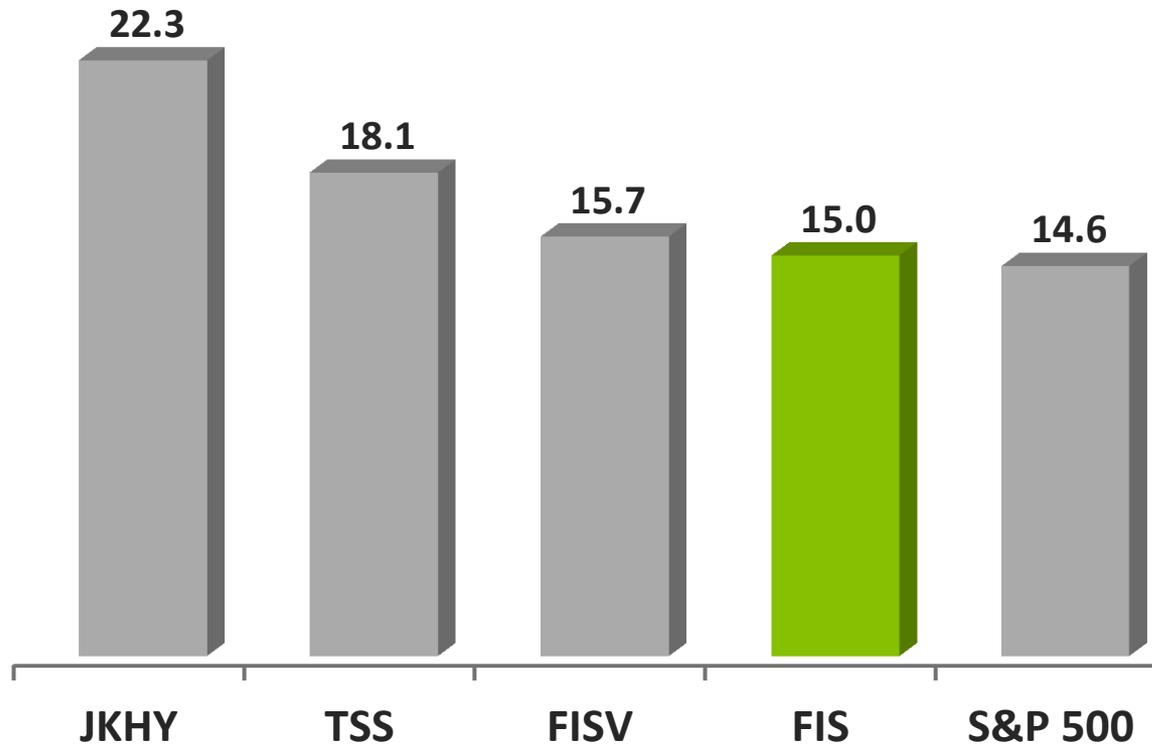
### Trailing 5-Year EPS Growth Plus Dividend Yield



Reflects historical 5-year EPS CAGR as of 12/31/2012 plus current dividend yield.

## COMPELLING VALUE PROPOSITION

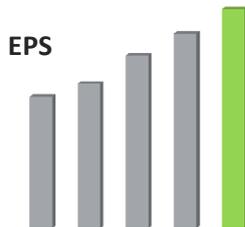
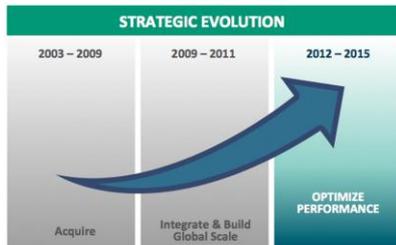
### Price-to-Earnings



Reflects LTM EPS as of 12/31/2012 and closing prices as of 2/6/2013.

## KEY MESSAGES TODAY

**#1** ON THE 2012  
**FINTECH 100**



### Strong Market Momentum

- Expanding in all markets, strong fundamentals

### Exciting Opportunities in High-growth Markets and Transformational Initiatives

### Consistent Strategy, Focused on Optimization

### Focused on Shareholder Return

- Driving sustainable performance
- Deploying capital in value-enhancing ways

# STRATEGIC PERFORMANCE

**Gary Norcross**

President & COO

2013 INVESTOR DAY



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# AGENDA: STRATEGIC PERFORMANCE

..... Global Position

..... Global Trends

..... Global Execution

## UNMATCHED GLOBAL REACH AND DISTRIBUTION



**NORTH AMERICA**  
*15,000 employees*

**EUROPE**  
*2,000 employees*

**LATIN AMERICA**  
*10,000 employees*

**ASIA PACIFIC**  
*8,000 employees*

**35,000+ Employees Worldwide**

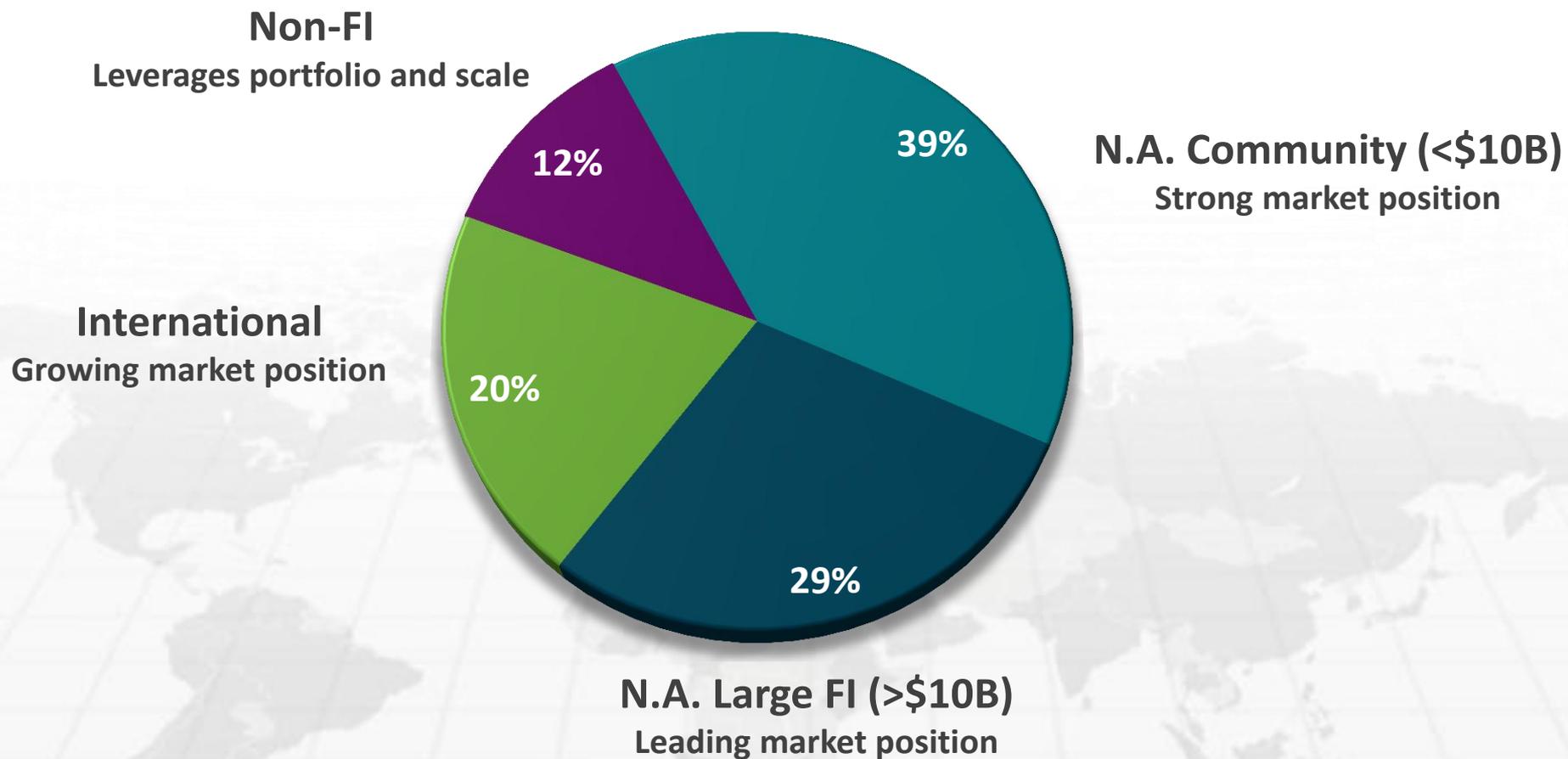
## UNMATCHED GLOBAL PROCESSING SCALE

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Financial Services Worldwide

## BROADEST MARKET COVERAGE



# COMPREHENSIVE SOLUTIONS ACROSS ALL MARKET SEGMENTS

	<\$10B NORTH AMERICA	>\$10B NORTH AMERICA	INTERNATIONAL
Market Attributes	<ul style="list-style-type: none"> <li>• Large number of institutions</li> <li>• Single-source buyers</li> <li>• Fully-integrated technology</li> </ul> <p><b>2013 projected spend: \$17B</b> <b>Moderate growth</b></p>	<ul style="list-style-type: none"> <li>• ~100 institutions</li> <li>• Sophisticated buyers</li> <li>• Increased services spend</li> </ul> <p><b>2013 projected spend: \$40B</b> <b>Higher growth</b></p>	<ul style="list-style-type: none"> <li>• In-house developed</li> <li>• Limited outsourcing to-date</li> <li>• Complicated architectures</li> </ul> <p><b>2013 projected spend: \$133B</b> <b>Highest growth</b></p>
FIS Advantages	<ul style="list-style-type: none"> <li>• Strong market position</li> <li>• Highly rated products</li> <li>• Increasing market share</li> </ul>	<ul style="list-style-type: none"> <li>• Increasing market strength</li> <li>• Unmatched combination of assets and services</li> <li>• Unique ability to deliver complex solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Global distribution network</li> <li>• Expanded product offerings</li> <li>• Size and scale to compete effectively</li> </ul>

Source: IDC Financial Insights Worldwide Banking IT Spending Guide, July 2012

# COMPREHENSIVE AND TRANSFORMATIONAL CAPABILITIES



# RECOGNIZED FOR CAPABILITIES AND EXECUTION



**#1** ON THE 2012  
**FINTECH 100**

*"It is impressive to see a technology solutions provider such as FIS continue to grow its revenues in one of the most challenging and competitive times in our industry."*

– Karen Massey, Senior Analyst  
IDC Financial Insight



*"BPO Innovator of the Year"*

*"Most Significant Contributor to the BPO Industry"*

*"Use of Technology for Operational Excellence"*



Ranked "Leader" Retail Core Banking Magic Quadrant



Leader of the Pack

Tightest Integration in the Industry

*..."award for breadth of its cash management products and services and the depth of integration across its entire product suite."* –Aite

# POSITIONED TO CAPITALIZE ON THE MARKET OPPORTUNITY AND GROW

- 300+ technology solutions
- Strong transformational capabilities
  - Professional services
  - Business consulting
  - BPO/ITO

**Solution Breadth**

**Market Reach**

- Serving all sizes of financial institution
- 35,000 employees across the globe
- Local presence in more than 100 countries

**Unmatched  
Global  
Position**

**Client Relationships**

**Industry Expertise**

- Relationships with 14,000+ financial institutions
- High-trust and loyal clients create strong opportunity

- 40+ years of FinTech experience
- Business consultancy offers unique intellectual property

# GLOBAL TRENDS

**Rob Heyvaert**

FIS CEVP & Capco CEO

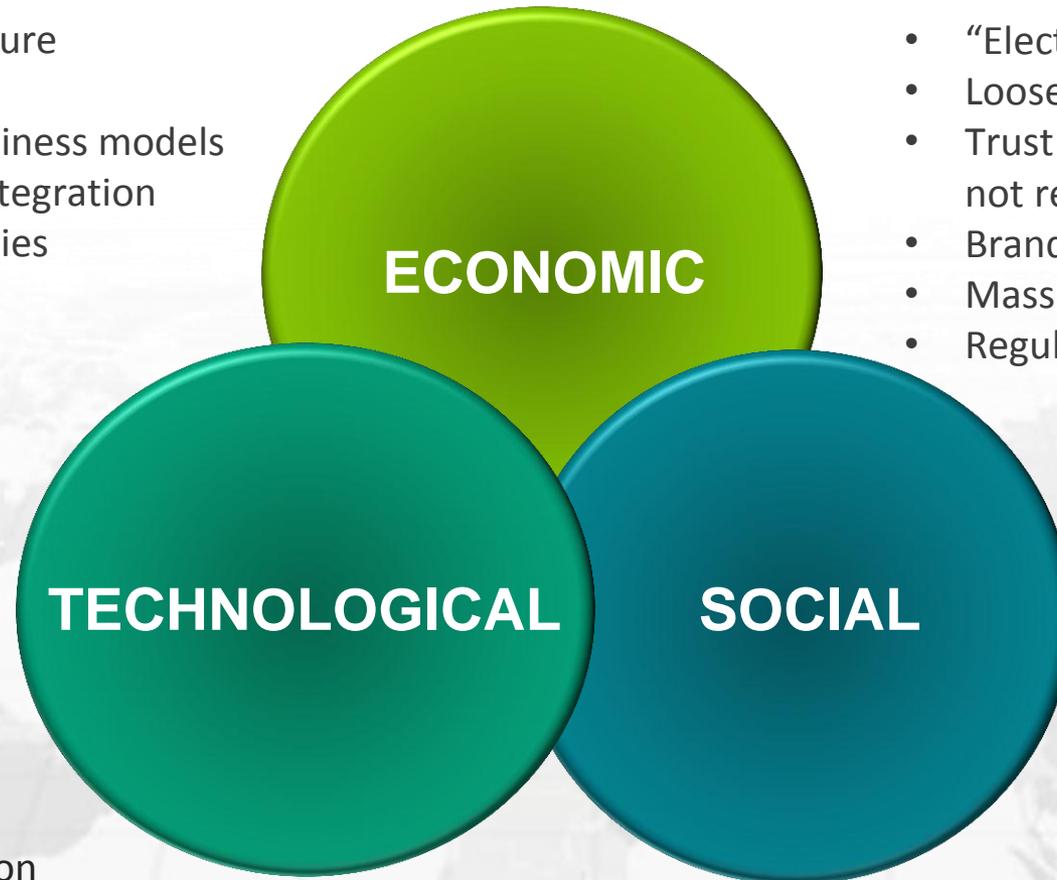
2013 INVESTOR DAY



FIS

## THE MARKET DYNAMIC IS CHANGING

- Intense cost pressure
- Surplus capacity
- New entrants/business models
- Supply chain disintegration
- Emerging economies



- “Electronification” of society
- Loosening of networks
- Trust based on data, not relationships
- Brand/product switching
- Mass empowerment
- Regulation

- Internet
- Cloud
- Miniaturization
- Componentization
- Standardization

# THE MARKET DYNAMIC PROVIDES OPPORTUNITY FOR FINANCIAL SERVICES



## THESE NEEDS ARE DRIVING TRANSFORMATION OVER THE NEXT FIVE YEARS

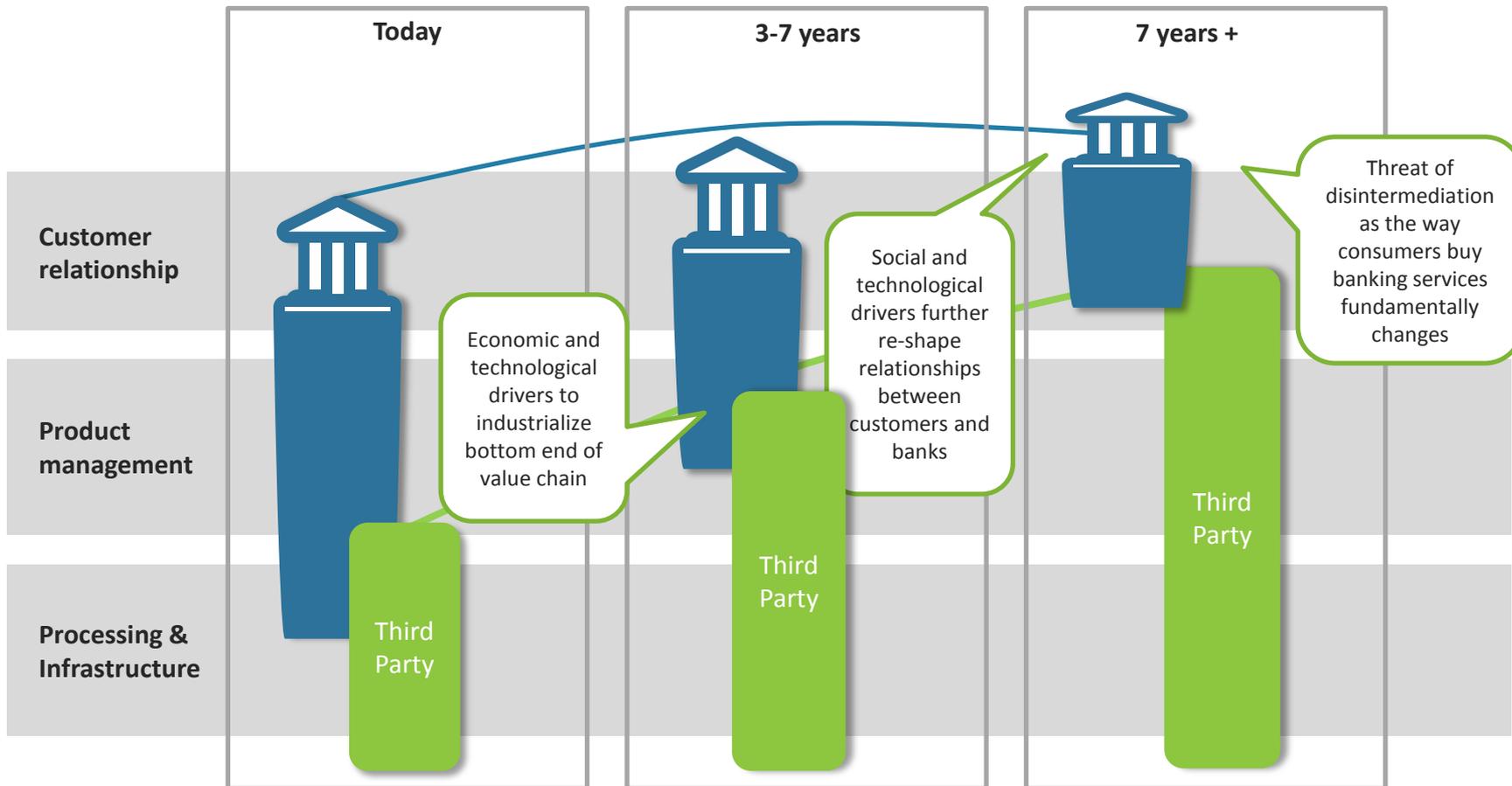
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*Global Financial Services need to innovate and reduce cost by \$800B\* to return to a sustainable 15% ROE*



\* Assumes FI revenue declines by 10%

# THESE NEEDS ARE DRIVING TRANSFORMATION OVER THE NEXT FIVE YEARS



## FIS HAS THE CAPABILITIES

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1. ..... **Breadth of Solutions**



2. ..... **Global Scale**



3. ..... **Expert Innovation**



# GLOBAL EXECUTION

**Gary Norcross**

President & COO

2013 INVESTOR DAY



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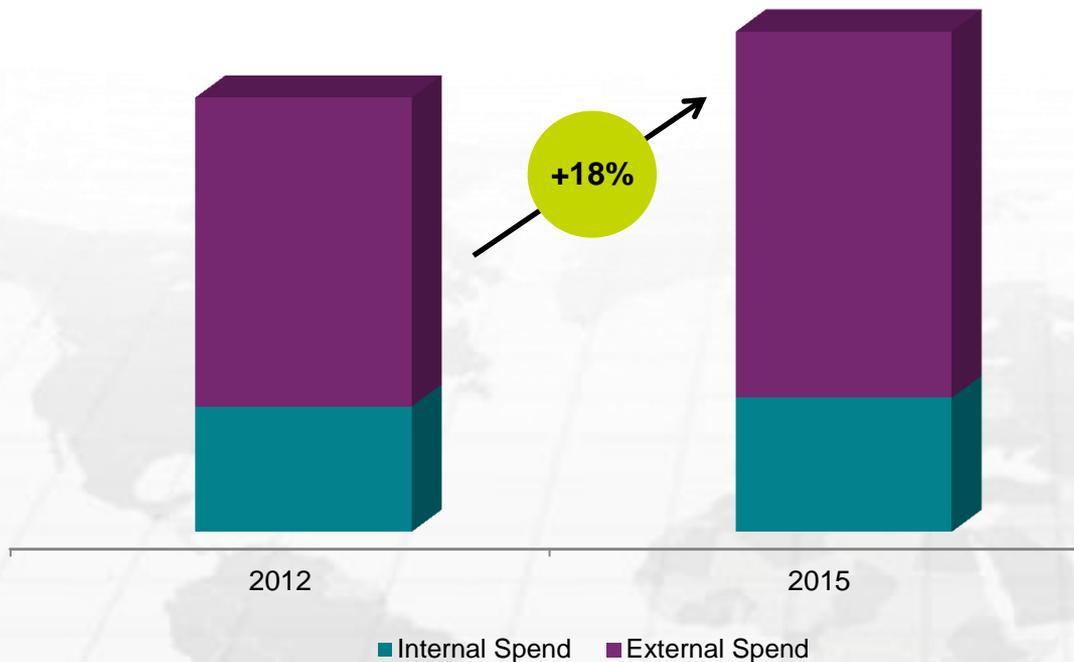
## THERE ARE FOUR KEY GROWTH DRIVERS

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1. Capitalize on the Demand for Outsourcing
2. Expand Wallet Share of Existing Customers
3. Develop Innovative New Products
4. Optimize Our Operations

## TRENDS IN GLOBAL IT SHIFT SPEND TO THIRD PARTY PARTNERS

### SPEND IS SHIFTING TO EXTERNAL PROVIDER

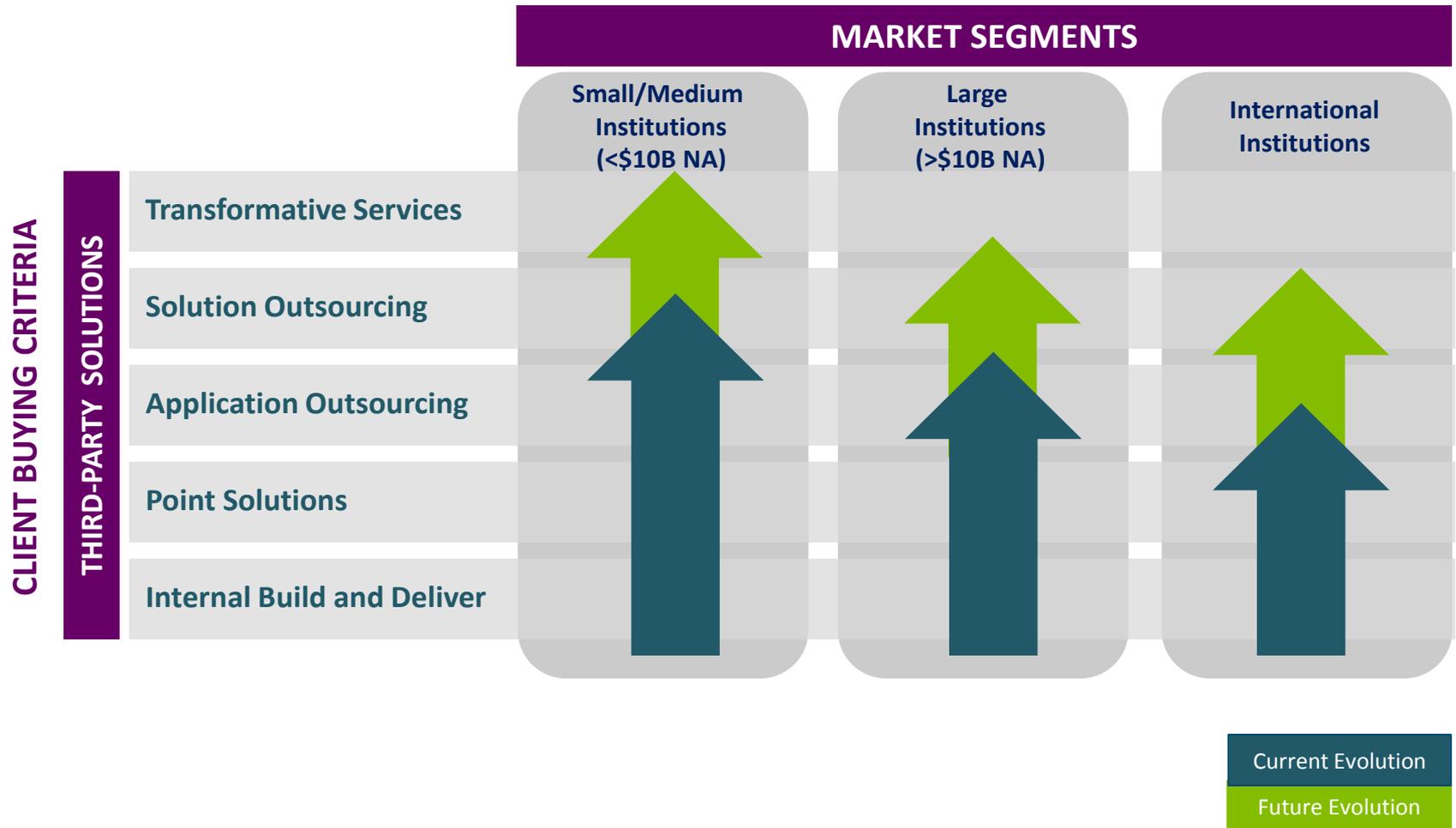


*“The allocation to internal spending is on a slow and steady decline as banks push resources towards external software and services.”*

– CELENT

Source: Celent IT Spending in Banking: A Global Perspective (January 2013) Represents bank IT spend excluding hardware.

# DEMAND GROWING ACROSS MARKET SEGMENTS

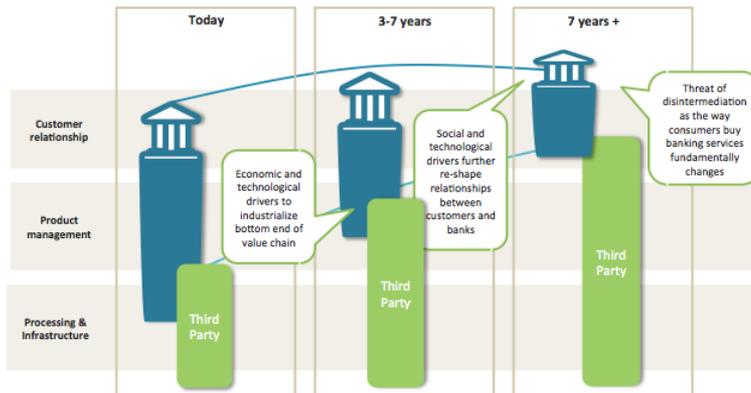


**Case Study:****FURTHER PENETRATE LARGE FI THROUGH EXTENDED SERVICES****Client Need:**

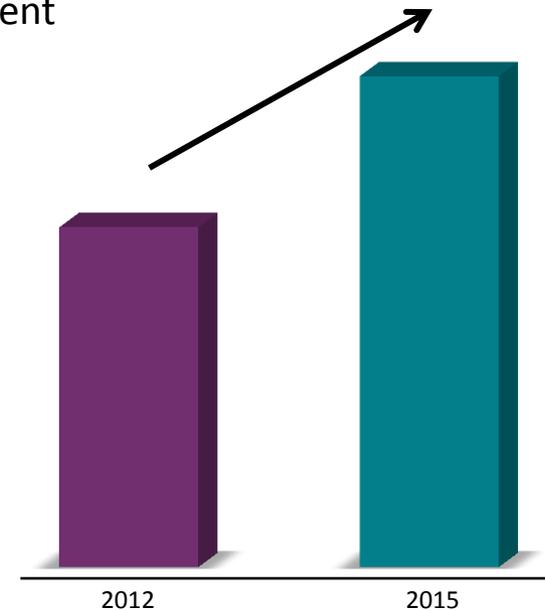
- Reduce costs
- Improve customer experience

**Extended FIS Services:**

- Infrastructure Services, Voice, Server, Desktop & Network Services, Expanded Payment Offerings

**Results:**

- 50% increase in revenue to FIS
- Substantial cost savings to client

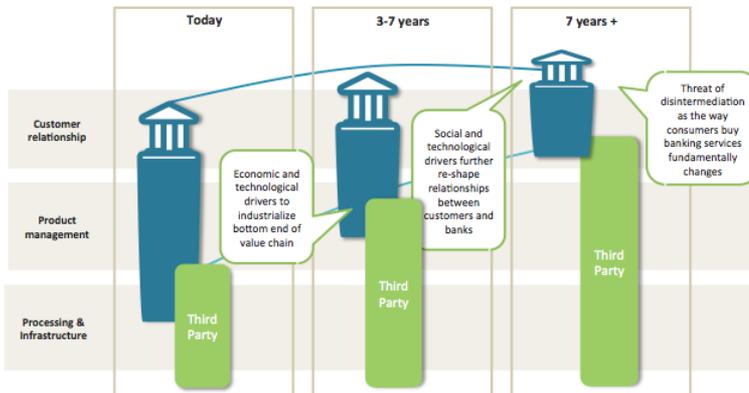


**Case Study:****TRANSFORMATIONAL “CHANGE-THE-BANK” INITIATIVE****FORMING THE FUTURE OF FINANCE THROUGH  
*changeSourcing*****Global Financial Institution****Client Need:**

Enhance delivery execution, drive cost benefits, improve time-to-market

**Results:**

Strategically transforming their cost base



*“This deal will result in service optimization while also achieving cost savings. Capco is an ideal partner based on a shared culture with a focus on both learning and innovation.”*

– Global Financial Institution

## FUNDAMENTAL BUSINESS PROVIDES A PLATFORM FOR GROWTH

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1. Longstanding client relationships

2. Steady recurring revenue

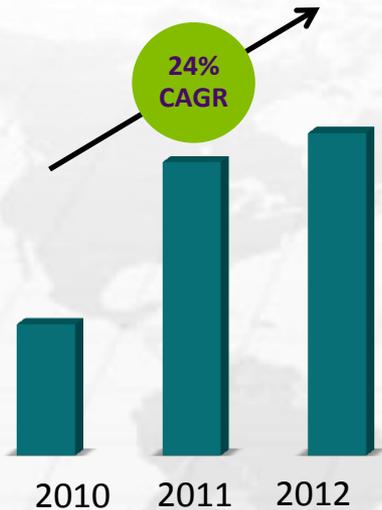
3. Leveragable intellectual property

4. Scalable distribution

# WE ARE SEEING STRONG REVENUE GROWTH IN GLOBAL MARKETS

## EMEA

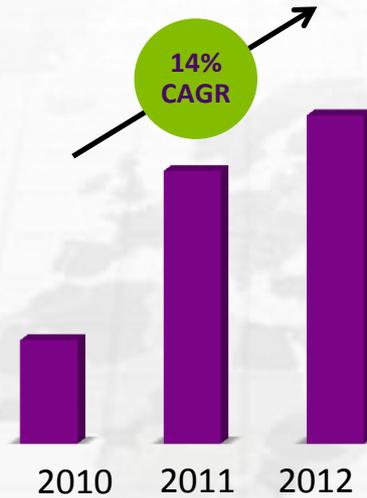
- Core Banking
- Payments
- Services
- Consulting



Steady to Improving

## Asia Pacific

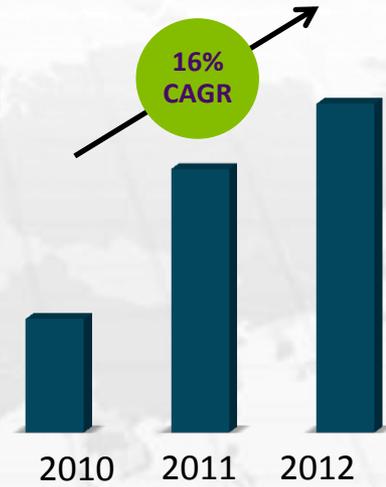
- Core Banking
- Payments
- Services



Accelerating

## LATAM

- Core Banking
- Payments
- Services

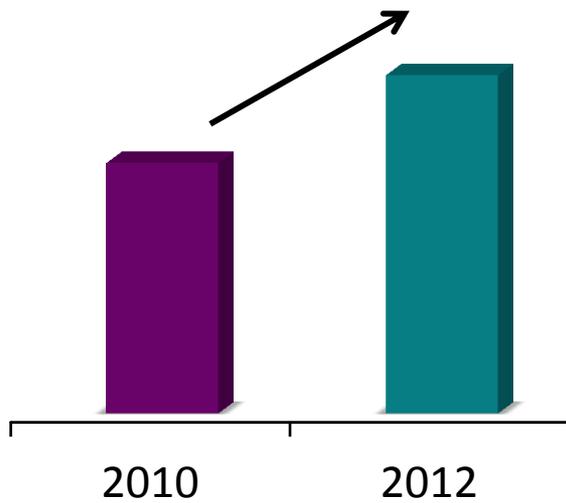


Accelerating

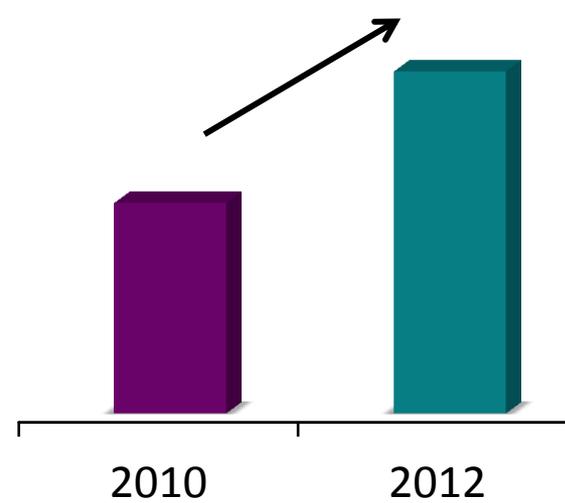
EMEA inclusive of December 2010 Capco acquisition.

## PROVEN AND EFFECTIVE GLOBAL DISTRIBUTION CHANNEL

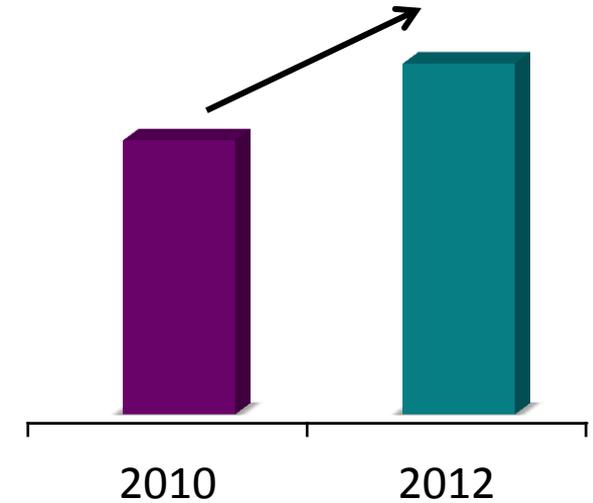
### Number of Deals



### Deals > \$25M



### Global New TCV

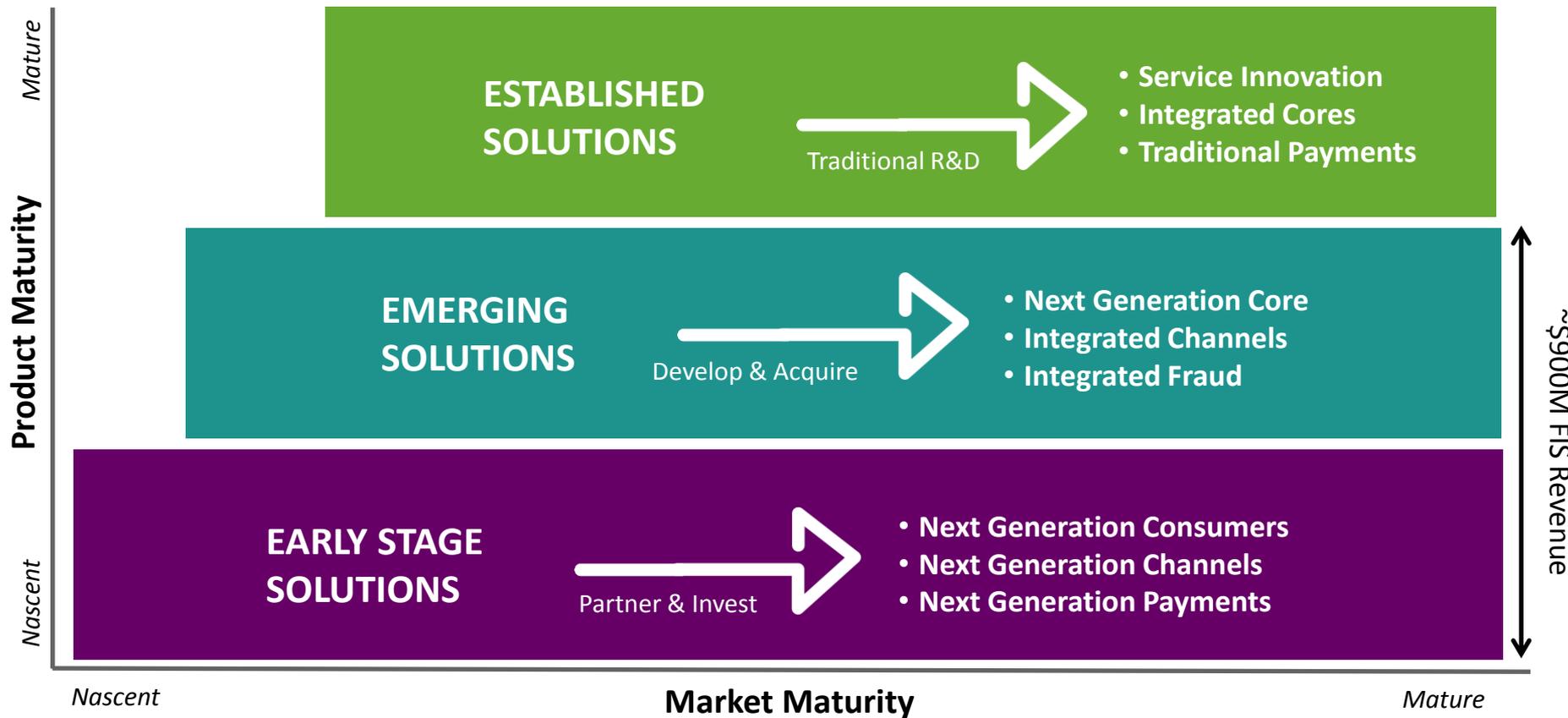


# EXPANDING CURRENT CLIENT RELATIONSHIPS

## REVENUE GROWTH BY TOP 25 CLIENTS: 2012 VS 2010



# OUR INVESTMENTS ALIGN WITH MARKET OPPORTUNITY



Case Study:

EARLY STAGE SOLUTION:



PATENT PENDING



Key Client Requirements

✓ SIMPLIFY

✓ LOWER COST

✓ MANAGE RISK

Case Study:

# EARLY STAGE SOLUTION:

PATENT PENDING

Payment Method	Current	PayNet
ACH	Low Cost - Slow	Low Cost - Fast
WIRE	Expensive - Fast	Low Cost - Fast
CHECK	Expensive - Slow	Low Cost - Fast

390K

TRANSACTIONS  
PER QUARTER

170

PARTICIPATING FI's

550K

DDA's WITHIN  
PayNet

## Real Client Benefits and Participation

## Case Study:

EARLY STAGE SOLUTION: **Real-Time Me-To-Them Payments**

- Pay anyone with an email or mobile number
- Route to – checking, prepaid or giftcard, or other P2P payment providers
- Single, secure, trusted platform

**FIS Real-Time Money Movement**  
Leverages the FIS PayNet™ payment network and core system integration for real-time money movement

**FI Benefits**

- Revenue-generating
- Attract new customers and extend existing relationships
- Increase adoption of online services
- Better positioned to compete with non-traditional payment providers

Key Client Requirements



SIMPLIFY



LOWER COST

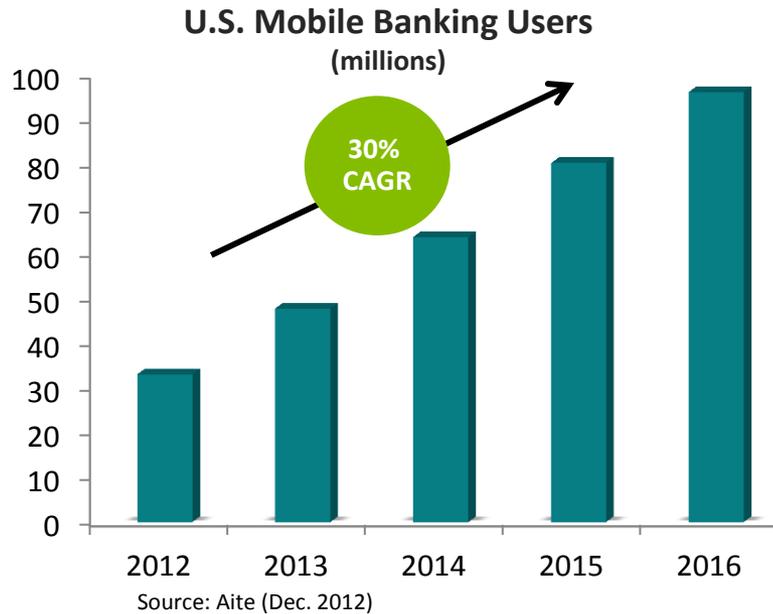


MANAGE RISK

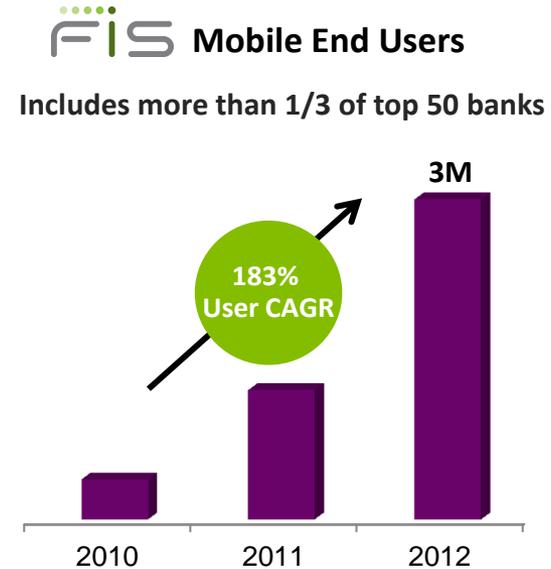
Case Study:

# EARLY STAGE SOLUTION: FIS MOBILE

## The Market for Mobile Users is Growing



## FIS User Adoption Accelerating



*Significant white space opportunity exists for FIS Mobile*

**Current penetration:**

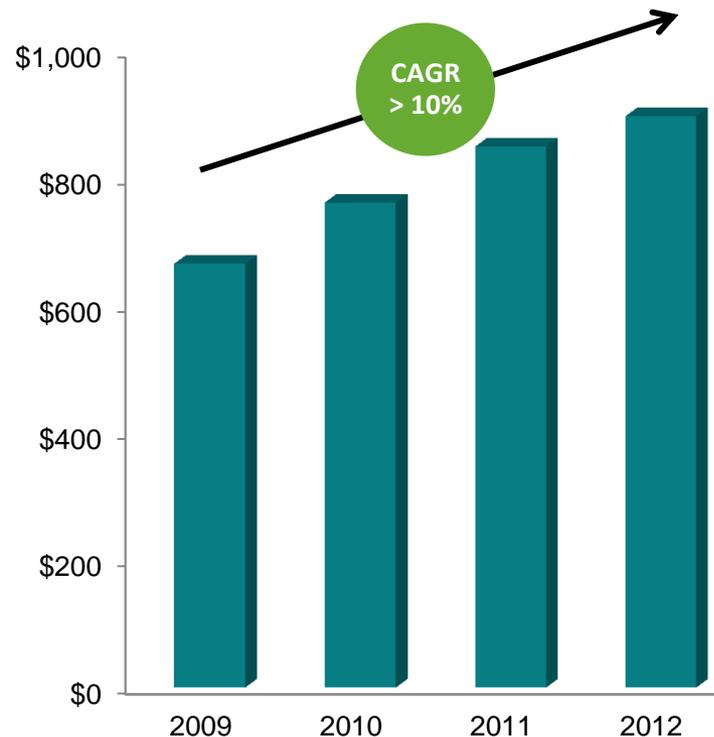
- 17% Core Banking
- 3% Card Issuer
- No penetration of Retail/Merchant

## OUR INNOVATION CONTINUES TO MAKE AN IMPACT

*15% of company revenue  
growing at  
2X overall growth rate*

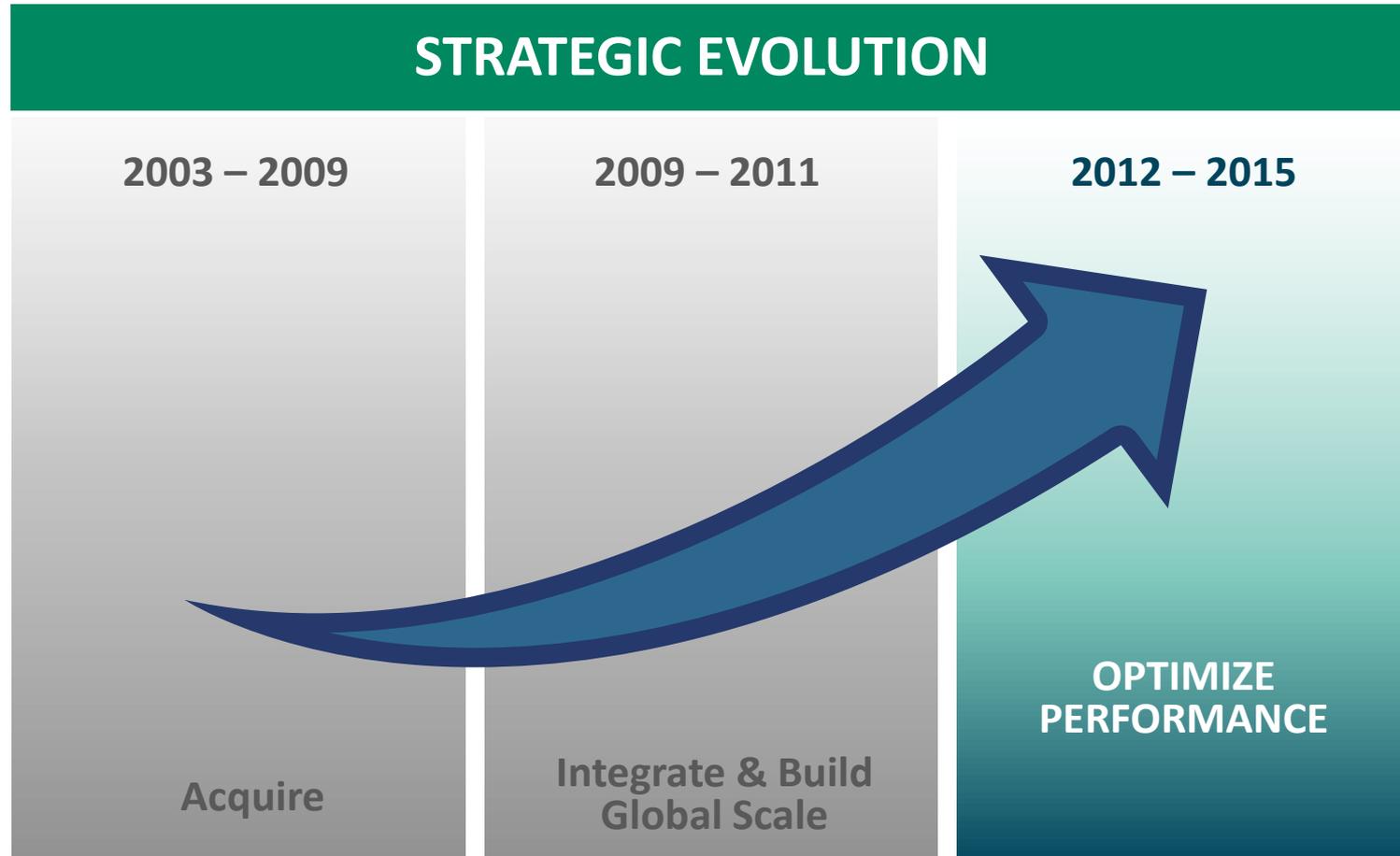
- Continue to focus on development, minority investment and acquisition
- Expedite strategic integration across all platforms
- Continue to leverage our global distribution network

FIS Innovation Revenue (\$M)

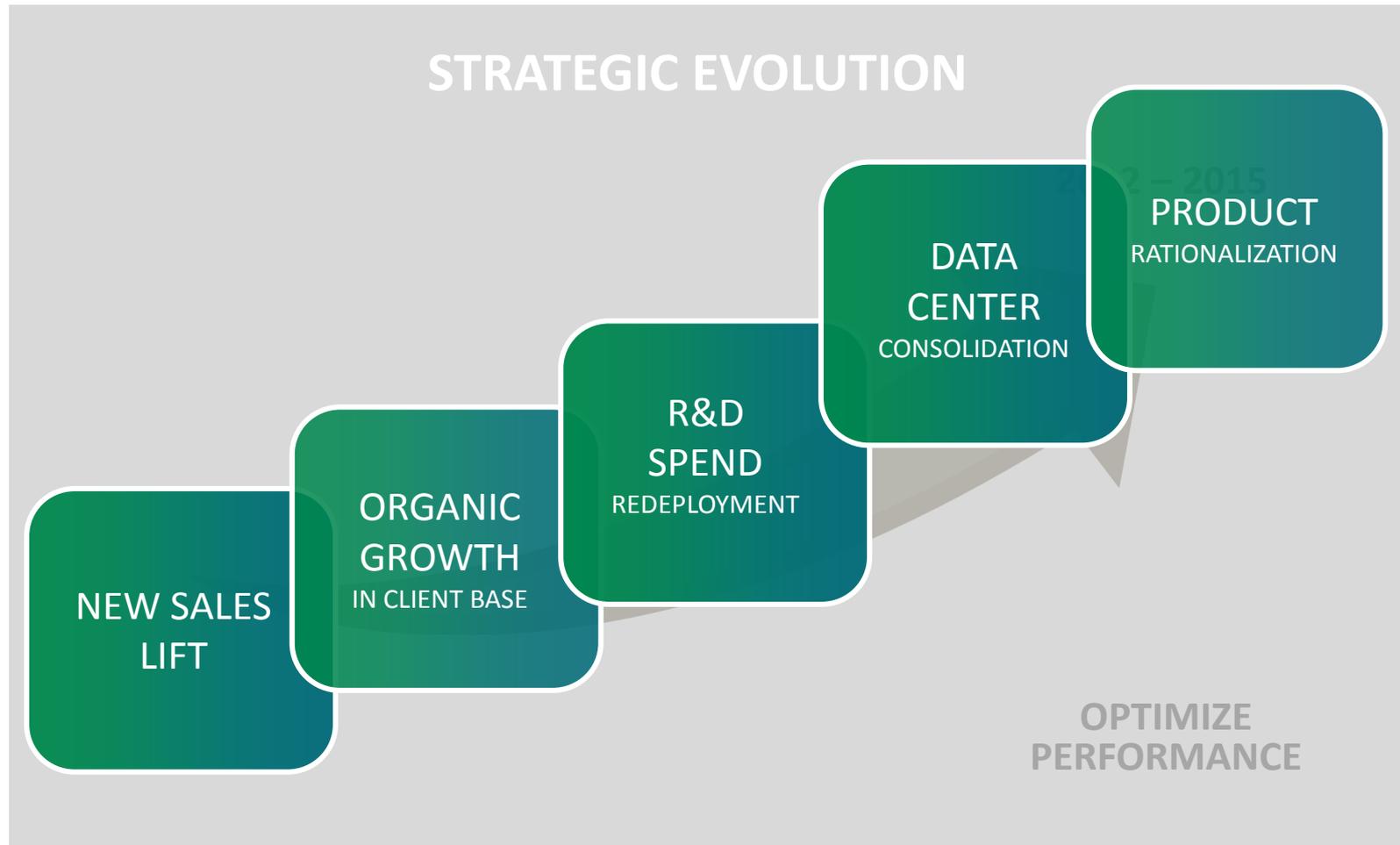


*Innovation revenue includes: next generation core, all channel, loyalty, internet banking, bill payment, fraud, compliance and mobile*

## OPTIMIZE OUR OPERATIONS: FOCUS ON ORGANIC GROWTH & MARGIN EXPANSION



# OPTIMIZE OUR OPERATIONS: FOCUS ON ORGANIC GROWTH & MARGIN EXPANSION



## THE FORMULA FOR SUCCESS

STRONG MARKET POSITION



FAVORABLE MARKET DYNAMICS



FOCUS ON INNOVATION



PROVEN EXECUTION



INDUSTRY  
LEADING  
PERFORMANCE

# FINANCIAL OVERVIEW

**Mike Hayford**  
CFO

2013 INVESTOR DAY



FIS

## AGENDA: STRATEGIC OVERVIEW

..... **Compelling Business Model**

..... **Financial Targets**

..... **Capital Allocation Framework**

## BUSINESS MODEL IS COMPELLING

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**1. High recurring, stable revenue streams**

**2. Expanding margins**

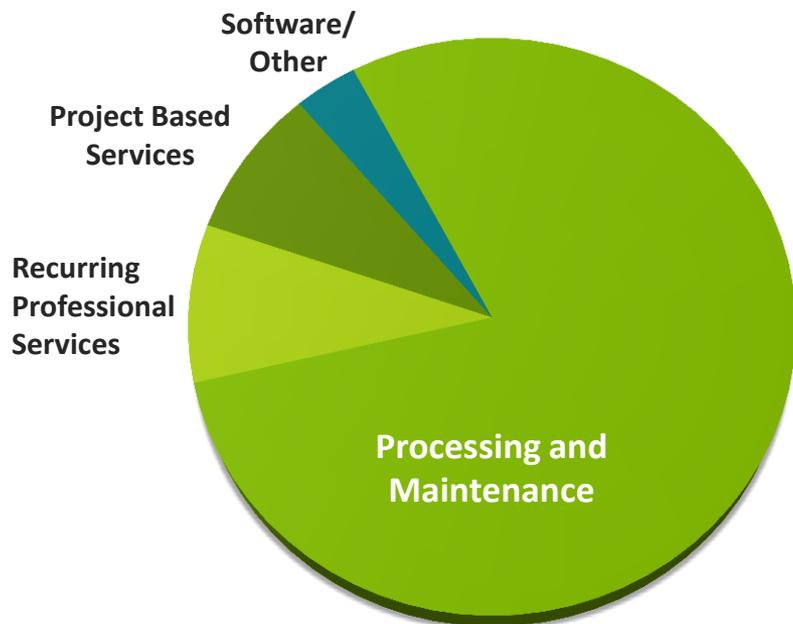


**4. Strong cash generation**

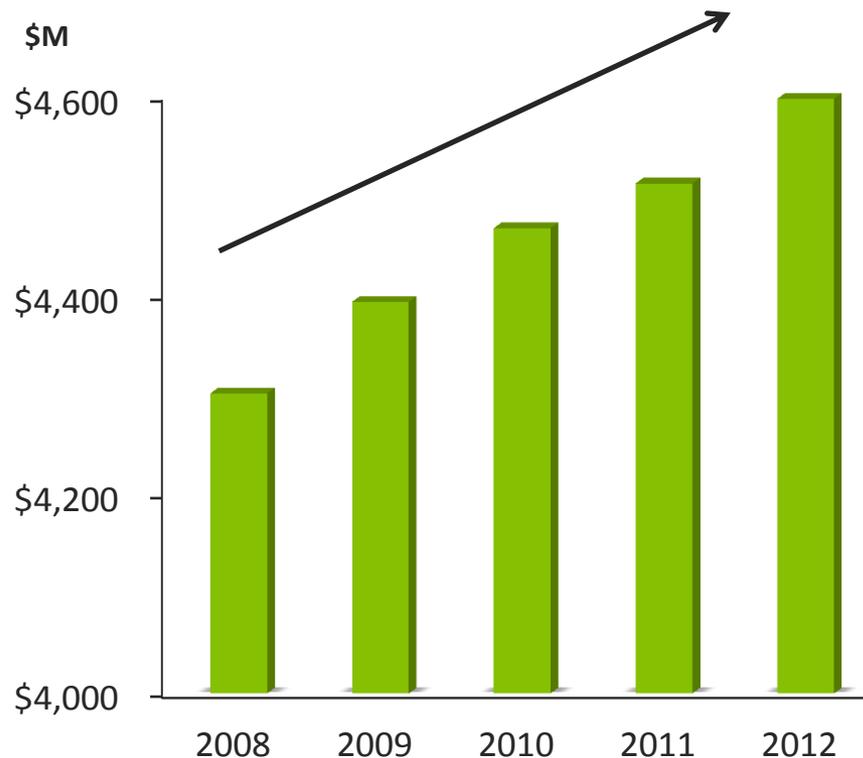
**3. Sustainable, consistent EPS growth**

# LONG-TERM CONTRACTS PROVIDE HIGH RECURRING REVENUE STREAMS

High Recurring Revenue

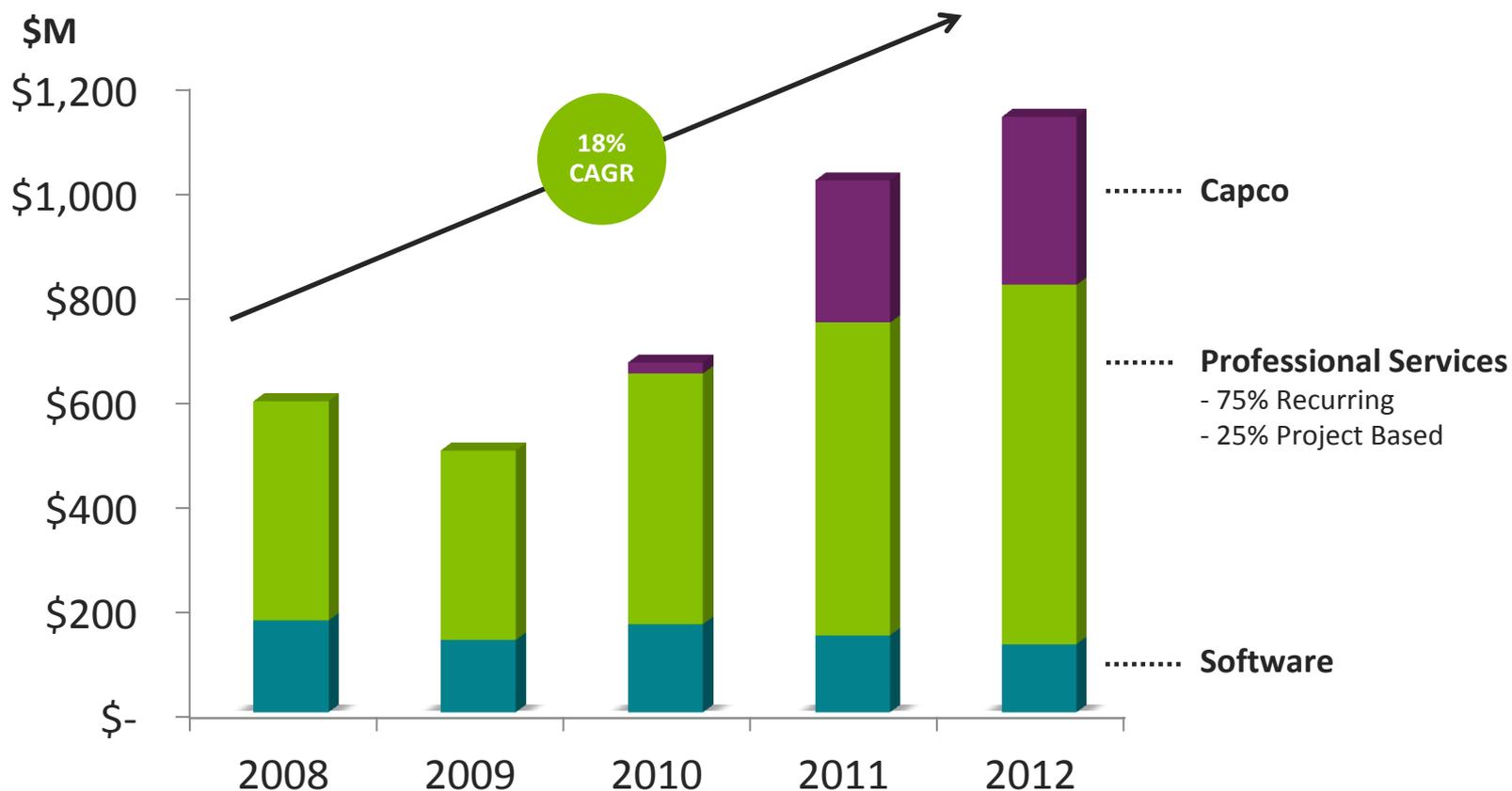


Processing and Maintenance



Note: Reflects FIS and Metavante pro forma 2008 and 2009 revenue.

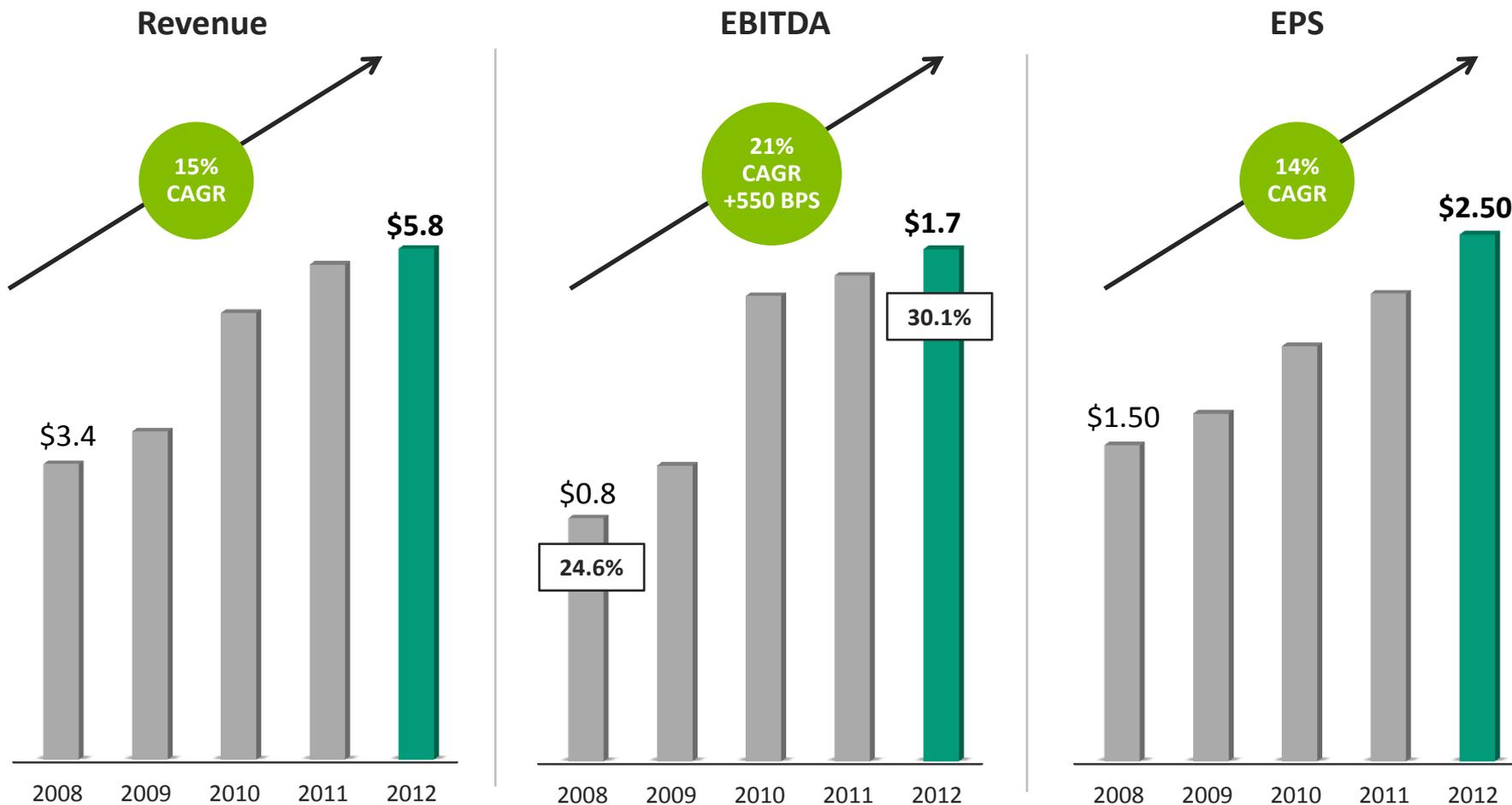
## MISSION CRITICAL SERVICES ARE RESILIENT AND GROWING



Note: Reflects FIS and Metavante pro forma 2008 and 2009 revenue and Capco revenue since 12/2/2010 acquisition date.

# STRONG TRACK RECORD OF EXECUTION

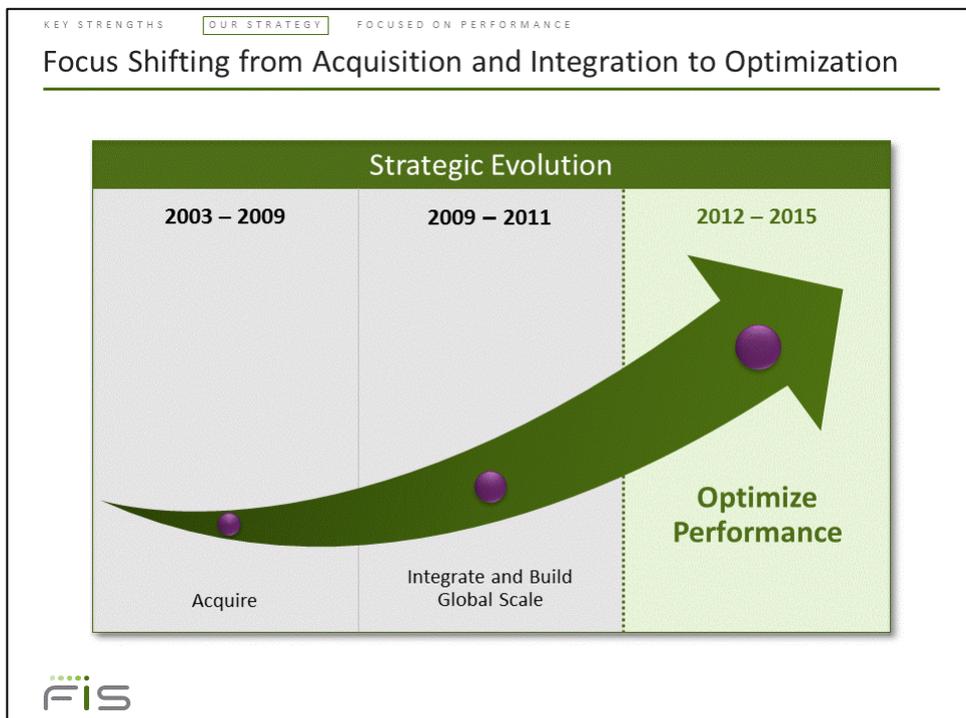
(\$ billions, except per share data)



Data for 2008 and 2009 reflects FIS reported results; Acquisitions included prospectively from date of acquisition. Refer to [www.investor.fisglobal.com](http://www.investor.fisglobal.com) for reconciliation of GAAP to non-GAAP items.

# EXECUTING THE STRATEGY

## INVESTOR DAY 2012



## DRIVING RESULTS

- Organic Growth
- Margin Expansion
- Double-Digit EPS Growth
- Disciplined Capital Allocation

# AGENDA: STRATEGIC OVERVIEW

## ..... Financial Targets

## 2013 FINANCIAL OUTLOOK

METRIC	2012 to 2015 OUTLOOK	2012 PERFORMANCE
Organic Revenue (CAGR)	+4% to 7%	✓
Adjusted EBITDA margin	+30 to 50 bps per year	✓
Adjusted EPS (CAGR)	+12% to 15%	✓
Operating cash flow	~ \$5B cumulative	✓
Debt-to-EBITDA	2.0x to 2.5x	✓

Mid-term financial targets presented at Investor Day on 2/14/2012.

## 2013 FINANCIAL OUTLOOK

METRIC	RANGE
Reported revenue growth	4% to 6%
Organic revenue growth	3% to 5%
Margin expansion	30 bps to 50 bps
Earnings per share, as adjusted <i>Growth</i>	\$2.77 to \$2.87 <i>+11% to 15%</i>
Free cash flow conversion	~ adjusted net earnings

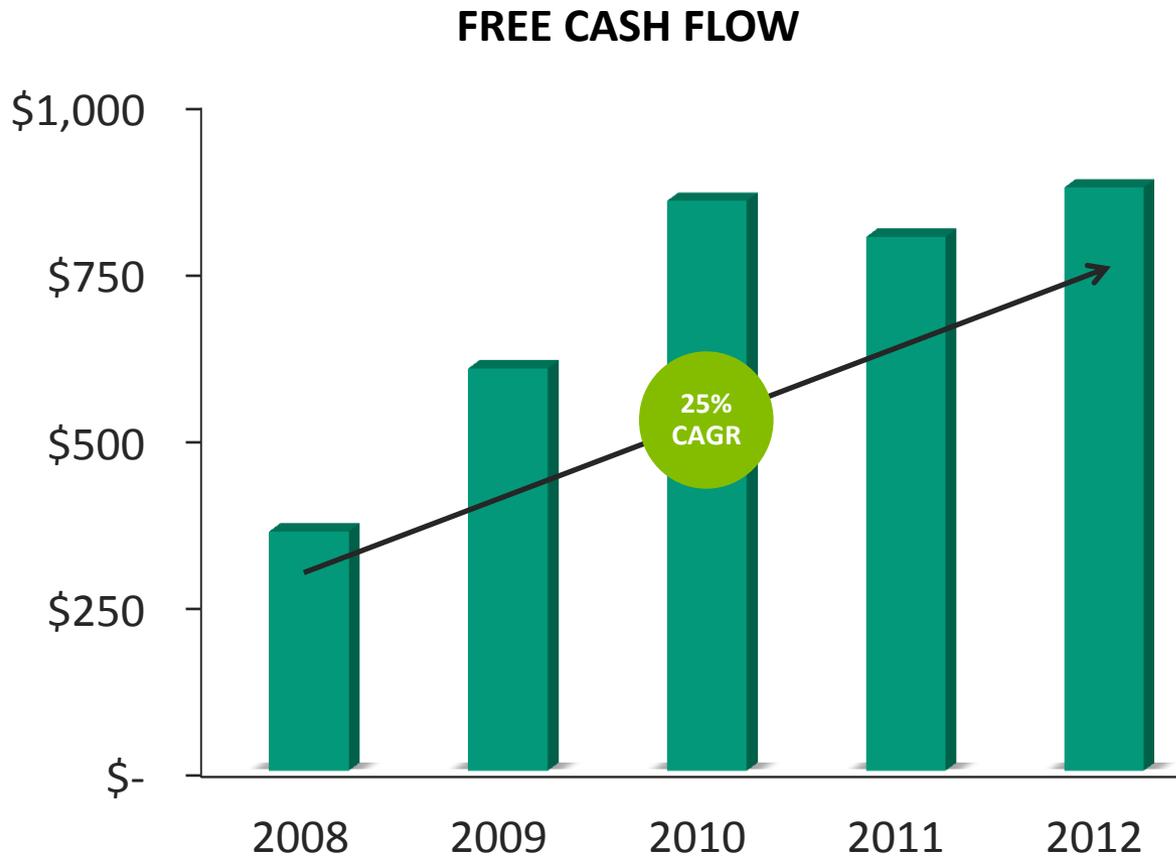
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## AGENDA: STRATEGIC OVERVIEW

### ..... Capital Allocation Framework

# SIGNIFICANT CASH GENERATION

(\$ millions)



Data for 2008 and 2009 reflects FIS reported results; Acquisitions included prospectively from date of acquisition.  
Refer to [www.investor.fisglobal.com](http://www.investor.fisglobal.com) for reconciliation of GAAP to non-GAAP items.

## CAPITAL ALLOCATION PRINCIPLES

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1.

### Maintain Strong Balance Sheet

- Preserve strong balance sheet, liquidity and investment grade credit ratings
  - Maintain flexibility to invest in growth
- 

2.

### Invest for Growth

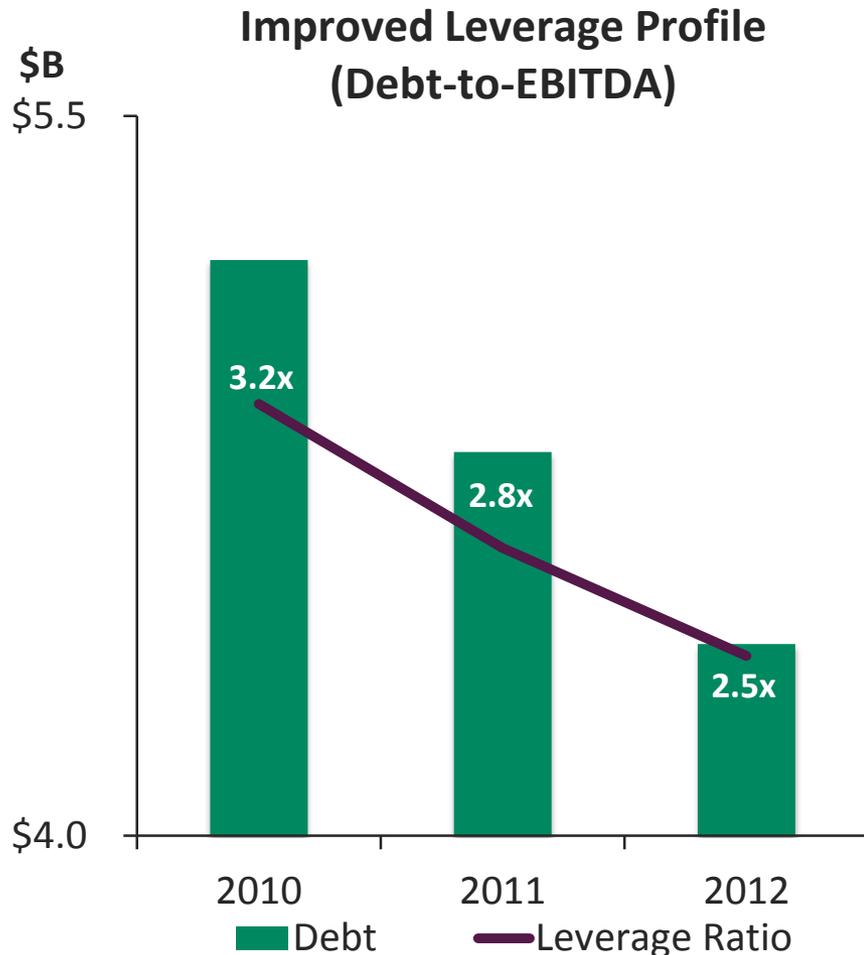
- New product development
  - Focus on innovation
  - Tuck-in acquisitions
- 

3.

### Return Capital to Shareholders

- Balanced approach to repurchases and dividends
- Focused on reducing shares outstanding
- Increased dividend by 10% in 2013

# 1. MAINTAIN A STRONG BALANCE SHEET

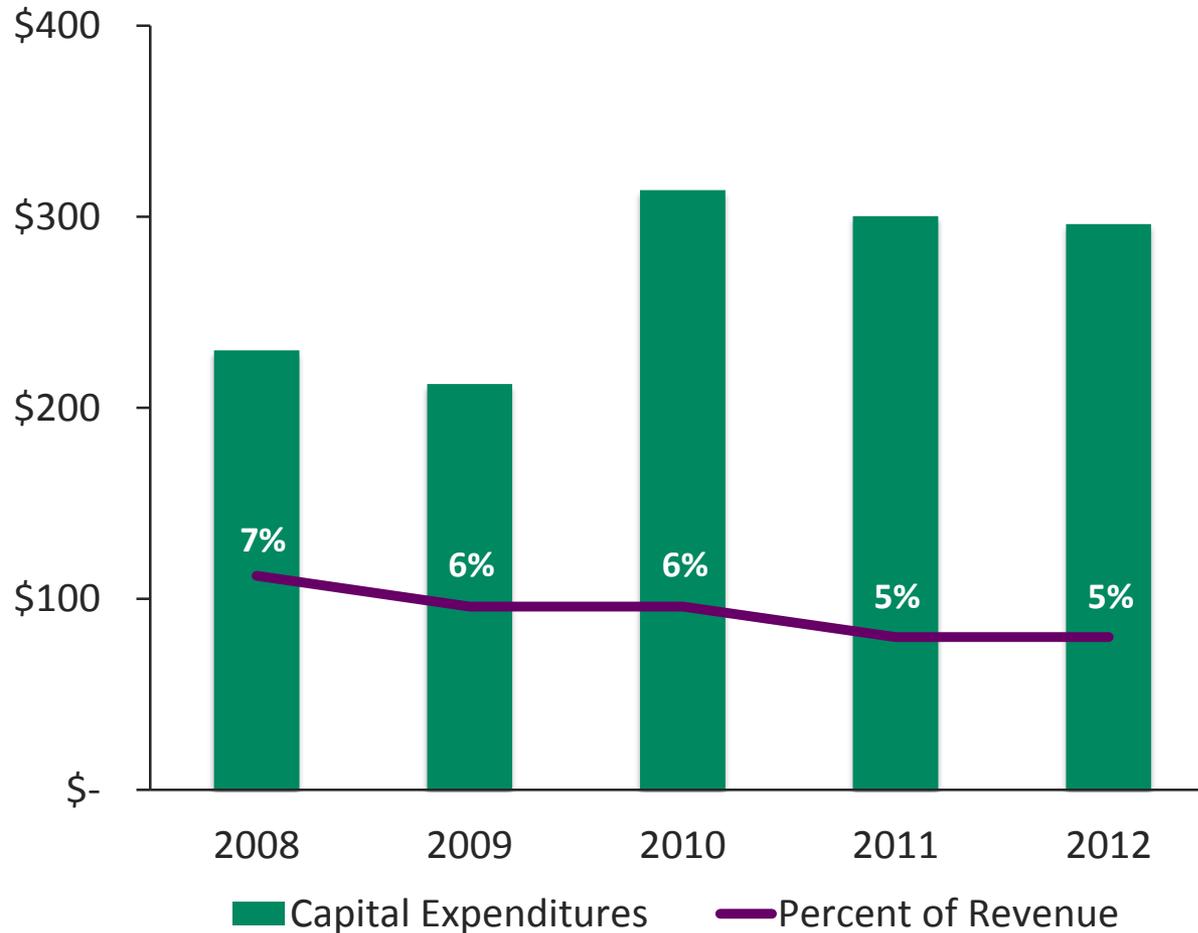


## Balance Sheet Strengths

- Mix shift from floating rate term loans to fixed rate bonds
- No near term refinancing requirements
- 4.9% weighted average interest rate as of 12/31/2012
- Investment grade ratings from S&P and Fitch

## 2. INVESTING FOR GROWTH

### Deploying capital more efficiently



## 2. INVESTING FOR GROWTH

### M&A focused on product enhancement and innovation

#### RECENT TRANSACTIONS

Year	# of Deals	Total Cost
2010	2	\$400M
2011	2	20M
2012	3	64M
<b>Total</b>	<b>7</b>	<b>\$484M</b>

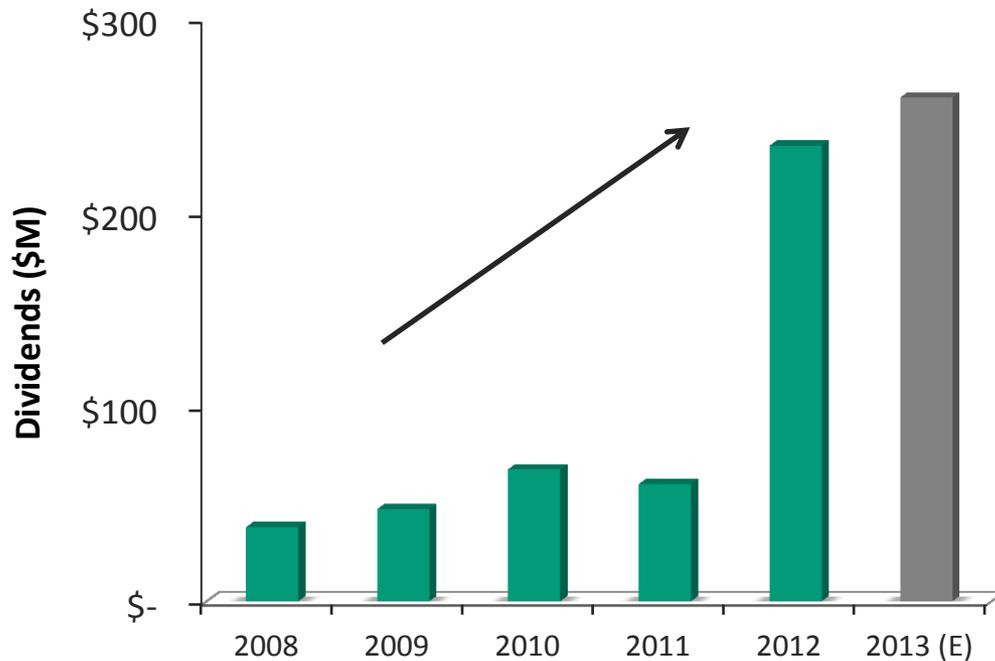
#### M&A STRATEGY

- Enhance organic growth and competitive differentiation
- Expand capabilities and solutions
- Leverage global distribution network
- Increase speed-to-market
- Financial and strategic value

### 3. RETURN CAPITAL TO SHAREHOLDERS

#### Dividend policy reflects ongoing confidence

#### Enhancing Shareholder Return

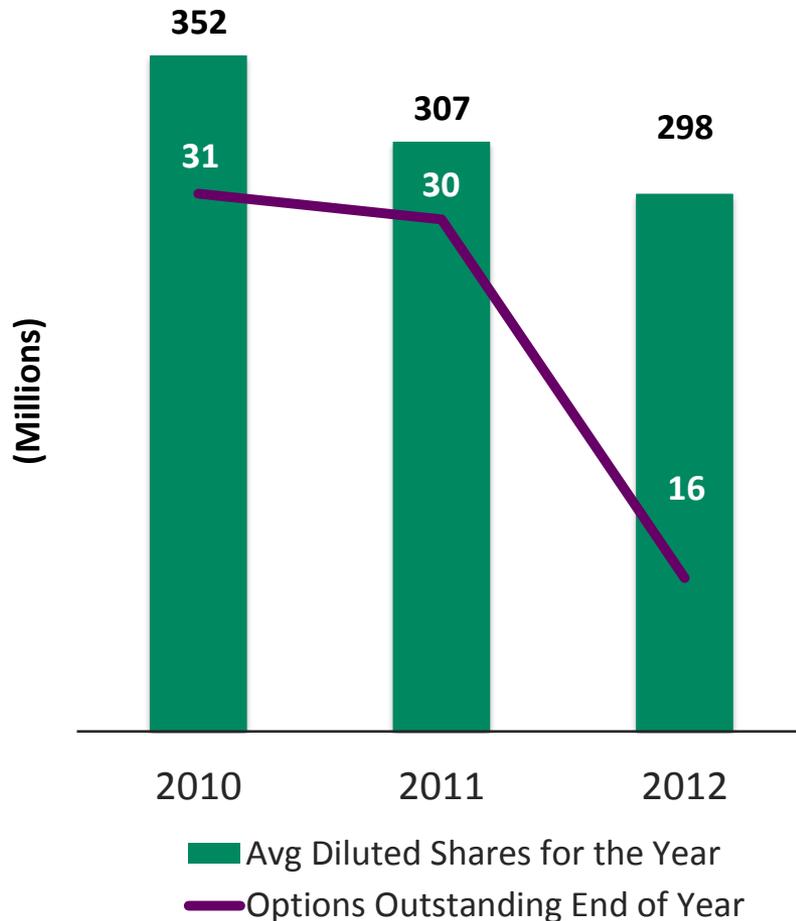


- Fourfold increase in dividend in February 2012
- Increased 10% to \$0.88 annually in January 2013
- Dividend policy evaluated annually

Payment of future quarterly dividends will be at the discretion of the Board.

### 3. RETURN CAPITAL TO SHAREHOLDERS

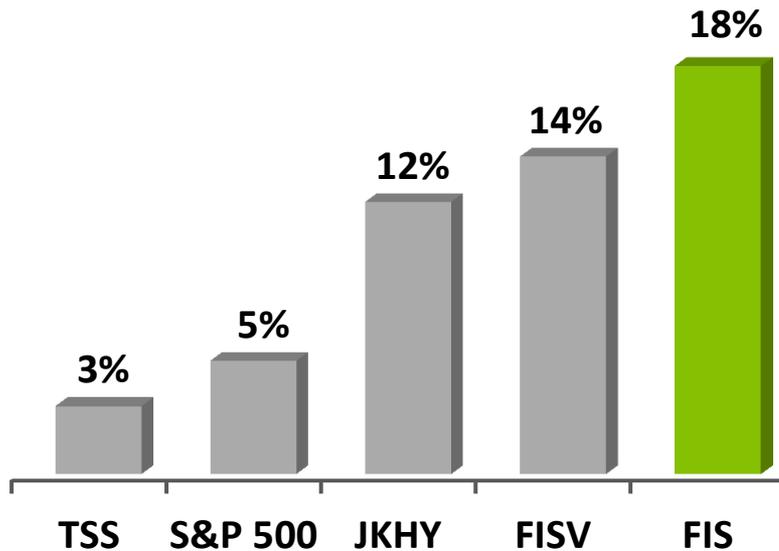
Focused on reducing shares outstanding



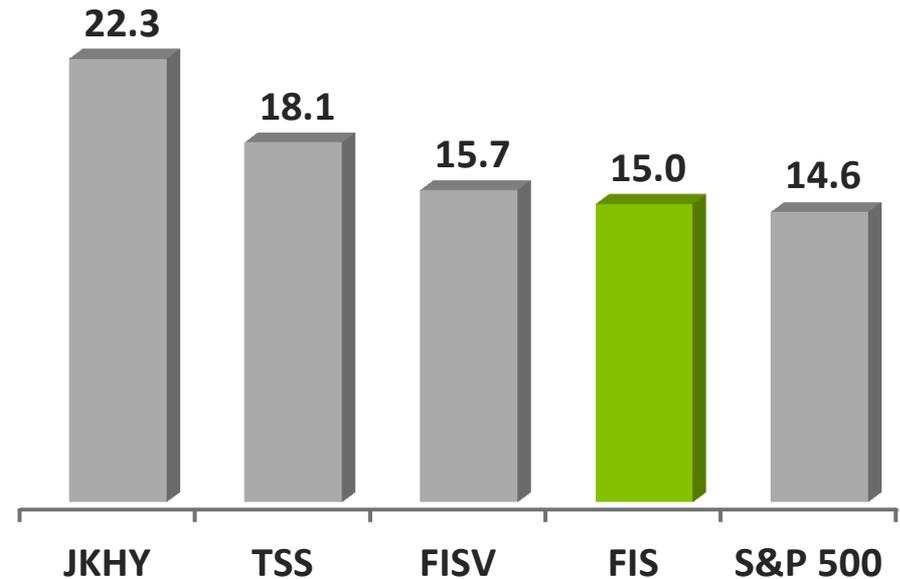
- ~\$250 million annual baseline repurchases
- Incremental buybacks from option proceeds
- Additional buybacks balanced against growth investments

## VALUE PROPOSITION IS COMPELLING

Trailing 5-Year EPS Growth  
Plus Dividend Yield



P/E Multiple Has Room to Expand



Reflects historical 5-year EPS CAGR as of 12/31/2012 plus current dividend yield.

Reflects LTM EPS as of 12/31/2012 and closing prices as of 2/6/2013.

# FIS: A PROFILE OF LEADERSHIP

**STRONG  
MARKET  
LEADERSHIP**

**HIGH  
RECURRING  
REVENUE**

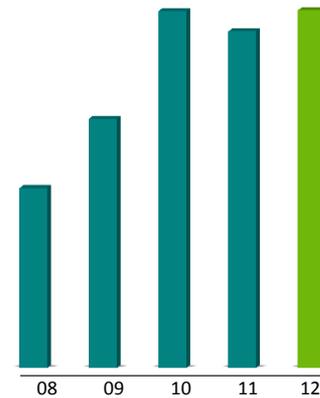
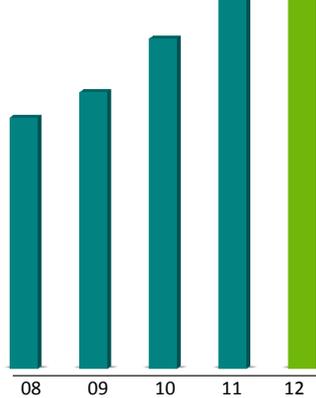
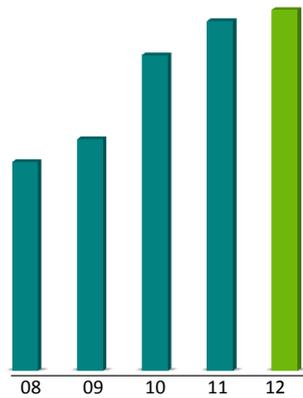
**CONSISTENT EPS  
GROWTH**

**STRONG  
CASH GENERATION**

**RETURNING  
CASH TO  
SHAREHOLDERS**



**#1** ON THE 2012  
**FINTECH 100**



Excludes 2010 leveraged recapitalization.



FIS

Q & A

# CLOSING REMARKS

**Frank Martire**  
Chairman & CEO

2013 INVESTOR DAY



FIS

# FOCUSED ON SHAREHOLDER RETURN

ORGANIC REVENUE GROWTH



MARGIN EXPANSION



DISCIPLINED CAPITAL ALLOCATION

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**= DOUBLE-DIGIT EPS GROWTH**

**+ DIVIDEND**

**SUPERIOR  
SHAREHOLDER  
RETURNS**



# Driving the Future of Financial Services

# APPENDIX



2013 INVESTOR DAY

FIS

# ASSUMPTIONS

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<b>2013 Assumptions</b>	<b>Estimated</b>
Effective tax rate	<b>32% to 33%</b>
Average diluted shares	<b>~295M</b>
Minority Interest	<b>\$20M to \$25M</b>
Capital Expenditures	<b>~5.5% of revenue</b>

# NON-GAAP FINANCIAL MEASURES

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

Adjusted EBITDA (2012 full year comparative data) excludes charges for payments and accelerated vesting of stock option and restricted stock grants associated with the departure or change in role of certain company executives.

Adjusted EBITDA (2011 full year comparative data) excludes a net benefit related to adjustments from the Capco acquisition.

Adjusted net earnings (2012 full year comparative data) exclude the after-tax impact of acquisition related amortization, debt refinancing costs, and charges for payments and accelerated vesting of stock option and restricted stock grants associated with the departure or change in role of certain company executives.

Adjusted net earnings (2011 comparative data) exclude the after-tax impact of acquisition related amortization, a non-cash charge related to an other than temporary decline in the market value of investments, debt refinancing costs and a net benefit related to adjustments from the Capco acquisition.

Adjusted net earnings per share is equal to adjusted net earnings divided by the weighted average diluted shares outstanding.

Free cash flow is GAAP operating cash flow less capital expenditures and excludes the net change in settlement assets and obligations. Operating cash flow in 2012 is adjusted to exclude a one-time tax payment attributable to the sale of the Healthcare Benefit Solutions Business.