

# FIRST QUARTER 2014 EARNINGS CALL SUPPLEMENTAL MATERIALS

May 1, 2014



# **Agenda**

TOPIC	SPEAKER
First Quarter 2014 Highlights	Frank Martire, Chairman and CEO
Operations Review	Gary Norcross, President and Chief Operating Officer
Financial Summary	Woody Woodall, Chief Financial Officer



#### **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 May 1, 2014, our annual report on Form 10-K for 2013 and our other filings with the SEC. We undertake no obligation to update or revise any forward-looking statements.



#### **Use of Non-GAAP Measures**

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 revenue
- Adjusted earnings before interest, taxes, depreciation and amortization (adjusted EBITDA)
- Adjusted EBITDA margin
- Adjusted net earnings
- Adjusted cash flow from operations
- Free cash flow

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 net earnings. 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 of these non-GAAP measures to related GAAP measures are provided in the Investor Relations section of the FIS Web site, <a href="https://www.fisglobal.com">www.fisglobal.com</a>.



# FIRST QUARTER 2014 HIGHLIGHTS

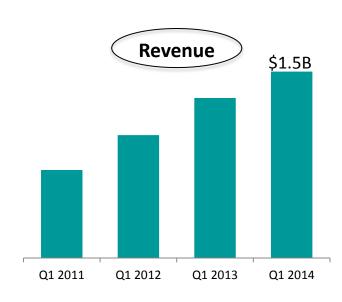
**Frank Martire** 

Chairman and CEO



# First Quarter 2014 Highlights Consistent Execution of Growth Strategy

- \$1.5 BILLION revenue, up 4% organic
- \$0.68 adjusted EPS, up 10%
- \$248 MILLION adjusted cash flow from operations
- \$245 MILLION returned to shareholders
- HIGH visibility into future growth





# **OPERATIONS REVIEW**

#### **Gary Norcross**

President and Chief Operating Officer



#### **Operational Highlights**

Capitalizing on GLOBAL market trends

• **INVESTING** in growth markets

Delivering INNOVATION

Driving GROWTH



#### **Key Takeaways**





# **FINANCIAL SUMMARY**

**Woody Woodall** 

**Chief Financial Officer** 



# **Consolidated Results - Adjusted**

(\$ Millions, except per share data)

METRICS	2014	2013
Revenue Growth Organic growth	\$ 1,529 3% 4%	\$ 1,478
<b>EBITDA</b> <i>Growth</i>	\$ 445 <i>4%</i>	\$ 428
EBITDA Margin	29.1%	29.0%
Net Earnings Growth	\$ 197 <i>8%</i>	\$ 182
<b>EPS</b> <i>Growth</i>	\$ 0.68 10%	\$ 0.62



### **Financial Solutions** | (\$ Millions, Adjusted)

METRICS	2014	2013
Revenue Growth Organic growth	\$ 587 2% 2%	\$ 575
EBITDA	\$ 227	\$ 228
EBITDA Margin	38.7%	39.6%



# **Payment Solutions** | (\$ Millions, Adjusted)

METRICS	2014	2013
Revenue Growth Organic growth	\$ 629 3% 3%	\$ 612
EBITDA	\$ 264	\$ 258
EBITDA Margin	42.1%	42.2%



#### **International Solutions** | (\$ Millions, Adjusted)

METRICS	2014	2013
Revenue Growth Organic growth	\$ 314 8% 10%	\$ 292
EBITDA	\$ 59	\$ 59
EBITDA Margin	18.8%	20.3%



### Non-GAAP Reconciliation – Earnings Per Share

	2014		_2013_	
GAAP net earnings per share from continuing operations	\$	0.53	\$	0.50
Adjustments:				
Acquisition-related amortization		0.13		0.14
Gain on previously held minority interest in mFoundry				(0.02)
Contract Settlement		0.02		
Adjusted EPS	\$	0.68	\$	0.62
Growth		10%		-
Shares Outstanding:				
Weighted Average - Diluted		291.9		295.5
Period End - Diluted		290.5		
Period End - Basic		286.8		



# Free Cash Flow | (\$ Millions)

Q1 2014		Q1 2013	
\$	223	\$	208
	28	\$	<del>-</del>
	(3)		14
\$	248	\$	221
	(90)		(74)
\$	158	\$	148
	\$	2014 \$ 223 28 (3) \$ 248 (90)	2014 2 \$ 223 \$ 28 \$ (3) \$ 248 \$ (90)

Calculations may differ due to rounding.

Refer to www.investor.fisglobal.com for reconciliation of GAAP to non-GAAP items. See appendix for description of non-GAAP financial measures.



#### **Executing Capital Allocation Strategy**

#### Investing for growth

- Innovation
- Product and market expansion
- Strategic, tuck-in acquisitions

#### Maintaining a strong balance sheet

- \$4.8 billion debt outstanding as of March 31
- 2.6 times debt-to-EBITDA

#### Returning cash to shareholders

- \$70 million in dividends, 9% increase to \$0.24 per share in Q1
- \$175 million in share repurchases, new \$2 billion program approved in Q1



#### **2014 Financial Outlook**

METRIC	RANGE		
Organic revenue growth	4.5% to 6.5%		
Earnings per share, as adjusted  Growth	\$3.05 to \$3.16 + 8% to 12%		
Free cash flow conversion	~ adjusted net earnings		



#### **KEY TAKEAWAYS**

**✓** Consistent **EXECUTION** 

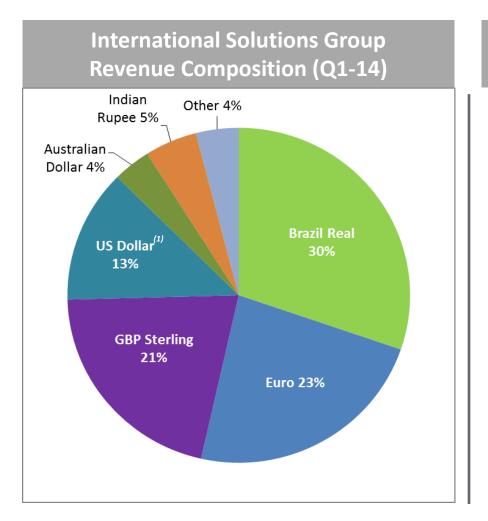
- **✓ ON TRACK** to achieve full-year targets
- **✓ DISCIPLINED** capital allocation
- **✓** Focused on **SHAREHOLDER RETURNS**



# **APPENDIX**



#### **Foreign Currency**



#### Costs

- Majority of costs within <u>International</u>
   <u>Solutions Group</u> are denominated in local currencies, reducing P&L impact
- Costs related to captive operation in India are carried in <u>Financial Solutions Group</u>

<sup>(1)</sup> Represents International contracts that are contracted in US Dollars versus local currencies.



# **Debt Summary** | (\$ Millions)

	Rate	Mar 31, 2014		•		ec 31, 2013
Revolver	L+125 bps	\$	443	\$ 29		
Undrawn revolver capacity (1)	25 bps		1,557	1,971		
Term Loan (2017 Maturity)	L+125 bps	1	L,863	1,963		
2018 Notes	2.000%		250	250		
2020 Notes	7.875%		500	500		
2022 Notes	5.000%		700	700		
2023 Notes	3.500%	1	L,000	1,000		
Other	Various		23	 27		
Total Debt		\$ 4	1,779	\$ 4,469		
Weighted-Average Interest Rate			3.6%	4.0%		
Leverage Ratio			2.6	2.4		

 $<sup>^{(1)}</sup>$  Excludes letters of credit issued under the revolver of \$0.8 million in both periods.



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

- Organic revenue includes adjusted revenue plus pre-acquisition revenue for companies acquired during the applicable reporting periods. Organic revenue excludes the impact of foreign currency fluctuation.
- Adjusted revenue (2014) includes reported revenue and is increased by \$9 million for a negotiated contract cash settlement
  for the extinguishment of certain contractual minimums with a reseller. Although the 2014 cash settlement has no
  contractual performance obligation, under GAAP the cash settlement revenue is amortized in this circumstance over the
  remaining relationship with the reseller. Adjusted EBITDA (2014) is also adjusted for this settlement.
- EBITDA is earnings from continuing operations before interest, taxes, depreciation and amortization.
- Adjusted net earnings excludes the after-tax impact of acquisition-related amortization and, for 2014, includes the after-tax impact of adjusted revenue.
- Adjusted cash flow from operations is GAAP cash flow from operations as adjusted for the net change in settlement assets
  and obligations and certain payments for contingent purchase price and incentive compensation programs associated with
  the 2010 acquisition of Capco.
- Adjusted net earnings per diluted share, or adjusted EPS, is equal to adjusted net earnings divided by weighted average diluted shares outstanding.
- Free cash flow is adjusted operating cash flow 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.

