# FIS

# Fourth Quarter 2015 Earnings Call

February 9, 2016



### Agenda

ΤΟΡΙϹ	SPEAKER
Business Summary	<b>Gary Norcross,</b> President and CEO
Financial Summary	<b>Woody Woodall,</b> 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 February 9, 2016, our annual report on Form 10-K for 2014 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 <u>www.fisglobal.com</u>.

# **Business Summary**

### **Gary Norcross**

President and CEO



# **2015 Highlights**

- \$6.6 BILLION revenue; up 7% on a constant currency basis
- \$3.22 adjusted EPS; up 6% on a constant currency basis
- \$605 MILLION returned to shareholders

For a description of non-GAAP measures and a reconciliation of GAAP to non-GAAP measures, see Appendix.



### **SunGard Acquisition Strategic Rationale**

- ✓ **CONTRIBUTES** growth with new offerings and markets
- ✓ ENHANCES client base with deepening of relationships
- ✓ **STRENGTHENS** depth of talent and leadership
- ✓ **DRIVES** financial performance

### **SunGard Integration Update**

### Milestones to date

- Consolidation of corporate personnel ahead of plan
- Combined company leadership established
- U.S. payroll and benefits transitioned
- New brand roll-out completed

### • Synergy expectations tracking confidently

- Exit 2016 with cost synergy run-rate of \$100 million
- Exit 2017 with cost synergy run-rate of \$200 million

# **Full Year Operational Highlights**

Integrated Financial Solutions	Clear2Pay	<b>Global Financial Solutions</b>
Growth in digital	Growth in real-time	Contract expansion in
Core takeaways	payment processing	Brazil
Increases in EMV card	Good example of	IP-led solution sales
production	disciplined M&A	successes
		Long-term positive
		position in Asia Pacific

### **Consistent Execution of Strategy**

- Investing for GROWTH
- MAINTAINING a strong balance sheet
- Returning cash to our SHAREHOLDERS





# **FINANCIAL SUMMARY**

### Woody Woodall

Chief Financial Officer



# Consolidated Results

(\$ millions, adjusted, except per share data)

METRICS	Q4	Full Year
Revenue	\$ 1,922	\$ 6,643
Growth (Y/Y)	13.8%	3.4%
Constant Currency Growth (Y/Y)	17.5%	7.2%
EBITDA	\$ 624	\$ 2,033
Growth (Y/Y)	18.7%	5.5%
Constant Currency Growth (Y/Y)	21.0%	7.8%
EBITDA Margin	32.5%	30.6%
Net Earnings	\$ 278	\$ 930
EPS	\$ 0.93	\$ 3.22

For a description of non-GAAP measures and a reconciliation of GAAP to non-GAAP measures, see Appendix.



### **Integrated Financial Solutions**

(\$ millions, adjusted)

METRICS	Q4	Full Year
Revenue	\$ 1,020	\$ 3,929
Growth (Y/Y)	3.1%	1.6%
EBITDA	\$ 405	\$ 1 <i>,</i> 570
Growth (Y/Y)	2.8%	1.9%
EBITDA Margin	39.7%	40.0%

For a description of non-GAAP measures and a reconciliation of GAAP to non-GAAP measures, see Appendix.

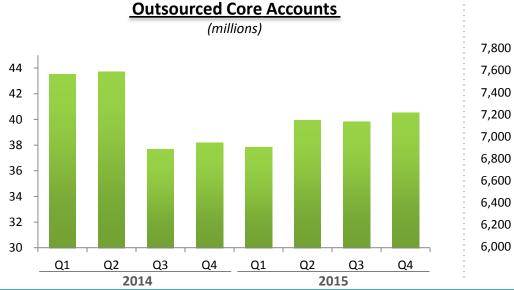


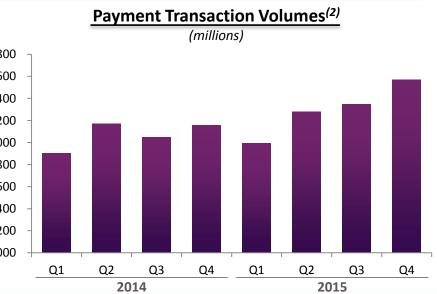
### **Integrated Financial Solutions**

<b>Revenue Contribution – Q4 &amp; Full Year</b>									
(\$ millions)									
	Q4								
Payment Solutions	\$ 422	0%	\$ 1,643	-2%					
<b>Business Solutions</b>	296	3%	1,141	3%					
Banking Solutions	303	8%	1,146	6%					
Total Integrated <sup>(1)</sup>	\$ 1,020	3%	\$ 3,929	2%					

# Revenue Composition – Full Year

### Key Drivers of Recurring Revenue





<sup>(1)</sup> Amounts may not sum due to rounding

<sup>(2)</sup> Historical volumes do not adjust for the effect of divestitures in prior year periods

# **Global Financial Solutions**

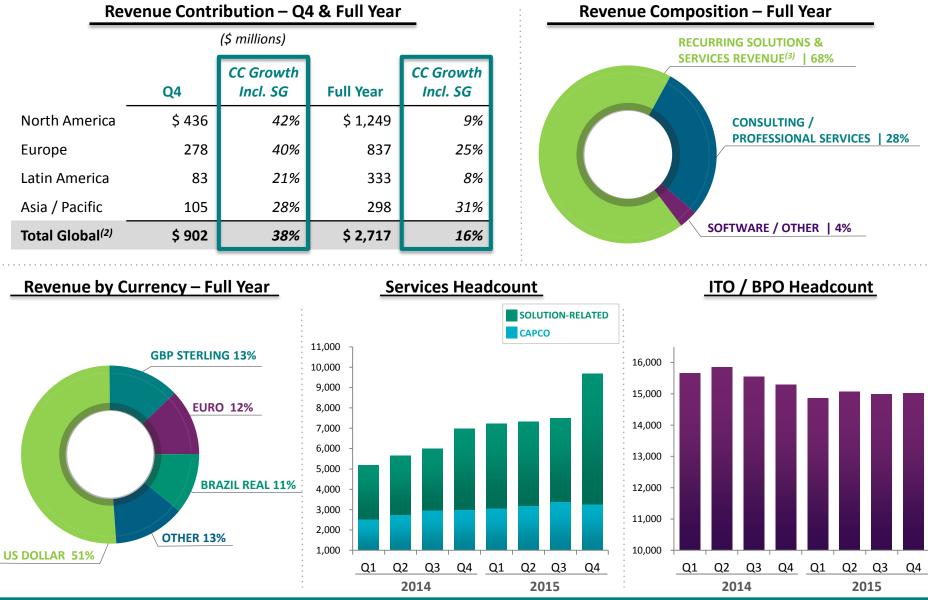
(\$ millions, adjusted)

METRICS	Q4	Full Year
Revenue	\$ 902	\$ 2,717
Growth (Y/Y)	28.7%	6.2%
Constant Currency Growth (Y/Y)	37.7%	15.7%
EBITDA	\$ 259	\$ 629
Growth (Y/Y)	49.6%	15.2%
Constant Currency Growth (Y/Y)	58.4%	25.2%
EBITDA Margin	28.7%	23.1%

For a description of non-GAAP measures and a reconciliation of GAAP to non-GAAP measures, see Appendix.



# **Global Financial Solutions**<sup>(1)</sup>



<sup>(1)</sup> Includes addition of SunGard

<sup>(2)</sup> Amounts may not sum due to rounding

<sup>(3)</sup> Includes transaction processing, maintenance, and long-term contractual professional services

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

• Free cash flow of \$399 million in Q4 and \$921 million Full Year 2015

### Maintaining a strong balance sheet

- \$11.5 billion debt outstanding as of December 31, 2015
- Focus on deleveraging

### Shareholder Returns

- Return of \$605 million to shareholders

### 2016 Guidance

METRIC	GUIDANCE					
Organic Revenue Growth	3.0% to 4.0%					
Adjusted EBITDA	\$2.84 to \$2.90 billion					
Earnings per share, as adjusted Growth, as adjusted	\$3.70 to \$3.80 + 15% to 18%					
Free cash flow conversion	~ adjusted net earnings					

- ✓ INVESTING in growth
- ✓ MARKET leadership

 Committed to delivering superior SHAREHOLDER RETURNS



# **APPENDIX**



### **2016 Guidance – Additional Assumptions**

METRIC	GUIDANCE	Currency Drivers of FX Impact
Negative F/X Impact to Revenue	~ 150 million	Brazilian Real Euro
Adjusted D&A (Excludes Purchase Accounting Amort.)	~ 570 million	Indian Rupee
Net Interest Expense	~ 370 million	
Effective Tax Rate	~ 35.0%	
Minority Interest	~ 20 million	
Diluted Weighted Average Shares Outstanding	~ 331 million	
Capital Expenditure	~ 6.0% of Revenue	
Run-Rate Synergies Exiting 2016	~ 100 million	

# **Debt Summary**

(\$ in millions)

	Rate	[	Dec 31, 2015	Dec 31, 2014				
Revolver (2019 Maturity)	L+125 bps	\$ 1,250		\$ 1,250 \$				
Undrawn revolver capacity	15 bps		1,750		2,205			
Term Loan <i>(2017 Maturity)</i>	L+125 bps		1,300		1,300			
Term Loan (2018 Maturity)	L+125 bps		1,500		-			
2017 Notes	1.450%		300		300			
2018 Notes	2.000%		250	250				
2018 Notes	2.850%		750	-				
2020 Notes	3.625%		1,750		-			
2022 Notes	5.000%		700		700			
2022 Notes	4.500%		500		-			
2023 Notes	3.500%		1,000		1,000			
2024 Notes	3.875%		700		700			
2025 Notes	5.000%		1,500		-			
Other	Various		13		23			
Total Debt		\$	11,513	\$	5,068			
Weighted-Average Interest Rate3.4%3.1								
Fixed to Floating Ratio, including interest rate	swaps, is approxim	nately	80% as of Ja	anuary	2016			

### **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 our acquisition, completed on November 30, 2015 of SunGard (the "Acquisition"), disrupts current plans and operations;
- •the effects of the Acquisition on our financial results;
- •potential difficulties in employee retention as a result of the Acquisition;
- •disruption from the Acquisition, making it difficult to maintain business and operational relationships;
- •the risk that the acquired businesses will not be integrated successfully, may be more costly, 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 the Acquisition 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, and changes in either or both the United States and international lending, capital and financial markets;
- •the effect of legislative initiatives or proposals, statutory changes, governmental or other applicable regulations and/or changes in industry requirements, including privacy regulations;

### **Forward-Looking Statements**

•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 solutions to changes in technology or in the marketplace;

•internal or external security breaches of our systems, including those relating to the unauthorized access, theft, corruption or loss of personal information and computer viruses and other malware affecting our and software or platforms, and the reactions of customers, card associations, government regulators and others to any such events;

•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, 2014 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 constant currency revenue, adjusted revenue, EBITDA, adjusted EBITDA and adjusted EBITDA margin, adjusted net earnings from continuing operations (including per share amounts), adjusted cash flow from operations, free cash flow and organic revenue.

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**

Constant currency revenue is reported revenue excluding the impact of fluctuations in foreign currency exchange rates in the current year. Growth in revenue presented for 2015 year to date on a constant currency basis reflects a comparison of constant currency revenue for 2015 against 2014 adjusted revenue.

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 revenue (2015) includes reported revenue and is increased to adjust for the purchase accounting deferred revenue adjustment to estimated fair value, determined as fulfillment cost plus a normal profit margin. The deferred revenue adjustment represents revenue that would have been recognized in the normal course of business by SunGard but was not recognized due to GAAP purchase accounting adjustments.

Adjusted constant currency basis reflects adjusted revenue excluding the impact of fluctuations in foreign currency exchange rates.

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

Adjusted EBITDA excludes certain costs and other transactions which management deems non-recurring or unusual in nature, the removal of which improves comparability of operating results across reporting periods.

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

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

(continued)

Adjusted net earnings per diluted share, or adjusted EPS, reflects adjusted net earnings 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-recurring or unusual in nature and not indicative of future operating cash flows.

Free cash flow reflects 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.

2016 Organic revenue growth includes current period reported revenue excluding the impact of foreign currency translation over an adjusted prior period excluding impact of acquisitions and divestitures.

2015 IFS normalized revenue growth includes current period reported revenue excluding the impact of foreign currency translation over an adjusted prior period excluding impact of acquisitions, divestitures, and a change with a loyalty vendor which impacts the first three quarters of the year.

2015 GFS normalized revenue growth includes current period reported revenue excluding the impact of foreign currency translation over an adjusted prior period excluding impact of acquisitions, divestitures and a non-renewal of a non-strategic contract.

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

	Three Months Ended December 31, 2015										
				Acqui	isition,					(	
			Acquisition	Integ	ration,						
			Deferred	a	nd	Sale of			Purchase		
			Revenue	Seve	erance	Gaming			Accounting		
	GAAP		Adjustment	Co	osts	Contracts	S	ubtotal	Amortizatio	1 1	Non-GAAP
Processing and services revenue	\$ 1,87	4.8	\$ 47.5	S	-	\$ -	\$	1,922.3	S	- \$	1,922.3
Cost of revenues	1,232	.6	-		-	-		1,232.6	(87.9	)	1,144.7
Gross profit	642	.2	47.5		-	-		689.7			777.6
Selling, general and administrative expenses	383	.4	-		(112.1)	-		271.3	-		271.3
Operating income	258	.8	47.5		112.1	-		418.4	87.9	•	506.3
Other income (expense):											
Interest income (expense), net	(74	.6)	-		-	-		(74.6)	-		(74.6)
Other income (expense), net	(8	.4)	-		3.1	-		(5.3)	-		(5.3)
Total other income (expense)	(83	.0)	-		3.1	-		(79.9)	-		(79.9)
Earnings (loss) from continuing operations before income taxes	175	.8	47.5		115.2	-		338.5	87.9	7	426.4
Provision for income taxes	64	.6	17.4		36.7	(8.6)		110.1	32.1	2	142.3
Earnings (loss) from continuing operations, net of tax	111	.2	30.1		78.5	8.6		228.4	55.1		284.1
Earnings (loss) from discontinued operations, net of tax	(0	.3)	-		-	-		(0.3)	-		(0.3)
Net earnings (loss)	110	.9	30.1		78.5	8.6		228.1	55.1	7	283.8
Net (earnings) loss attributable to noncontrolling interest	(5	.7)	-		-	-		(5.7)	-		(5.7)
Net earnings (loss) attributable to FIS common stockholders	10	5.2	30.1		78.5	8.6		222.4	55.	7	278.1
Amounts attributable to FIS common stockholders		_									
Earnings (loss) from continuing operations, net of tax	\$ 10	5.5	\$ 30.1	S	78.5	\$ 8.6	S	222.7	\$ 55.	7 5	278.4
Earnings (loss) from discontinued operations, net of tax	(0	.3)			-	-		(0.3)	-		(0.3)
Net earnings (loss) attributable to FIS common stockholders	10	5.2	30.1		78.5	8.6		222.4	55.	7	278.1
Net earnings (loss) per share - diluted from continuing operations attributable to FIS common stockholders	\$0.	35	\$ 0.10	s	0.26	\$ 0.03	s	0.74	\$ 0.1	) s	0.93
Weighted average shares outstanding - diluted	299	9.2	299.2		299.2	299.2		299.2	299.2		299.2

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

	Year Ended December 31, 2015										
				Acquisition,					(		
		Ac	quisition	Integration,							
		E	Deferred	and	Sale of			Purchase			
		F	levenue	Severance	Gaming	Global		Accounti	ıg		
	GAAP	Ad	ljustment	Costs	Contracts	Restructure	Subtotal	Amortizat	on	Non-GA	AAP
Processing and services revenue	\$ 6,595.2	2 \$	47.5	s -	s -	s -	\$ 6,642	2.7 \$	-	\$ 6,6	642.7
Cost of revenues	4,393.2		-	-	-	-	4,393	.2 (238	.6)	4,1	154.6
Gross profit	2,202.0		47.5	-	-	-	2,249	.5 23	3.6	2,4	488.1
Selling, general and administrative expenses	1,102.8		-	(171.3)	-	(44.6)	886	.9	-	8	886.9
Operating income	1,099.2		47.5	171.3	-	44.6	1,362	.6 23	3.6	1,6	601.2
Other income (expense):											
Interest income (expense), net	(183.4		-	-	-	-	(183	4)	-	(1	83.4)
Other income (expense), net	121.1		-	20.1	(139.4)	-	1	.8	-		1.8
Total other income (expense)	(62.3		-	20.1	(139.4)	-	(181	6)	-	(1	81.6)
Earnings (loss) from continuing operations before income taxes	1,036.9		47.5	191.4	(139.4)	44.6	1,181	.0 23	3.6	1,4	419.6
Provision for income taxes	378.8		17.4	62.1	(85.3)	14.6	387	.6 8.	2.3	4	469.9
Earnings (loss) from continuing operations, net of tax	658.1		30.1	129.3	(54.1)	30.0	793	.4 15	5.3	9	949.7
Earnings (loss) from discontinued operations, net of tax	(7.3		-	-	-	-	(7	3)	-		(7.3)
Net earnings (loss)	650.8		30.1	129.3	(54.1)	30.0	786	.1 150	5.3	9	942.4
Net (earnings) loss attributable to noncontrolling interest	(19.3		-	-	-	-	(19	3)	-	(	(19.3)
Net earnings (loss) attributable to FIS common stockholders	631.	5	30.1	129.3	(54.1)	30.0	76	5.8 15	6.3	9	923.1
Amounts attributable to FIS common stockholders		-							_		
Earnings (loss) from continuing operations, net of tax	\$ 638.	S S	30.1	\$ 129.3	\$ (54.1)	\$ 30.0	\$ 774	4.1 \$ 15	6.3	\$ 9	930.4
Earnings (loss) from discontinued operations, net of tax	(7.3		-	-	-	-	(7	3)	-		(7.3)
Net earnings (loss) attributable to FIS common stockholders	631.		30.1	129.3	(54.1)	30.0	76		6.3		923.1
Net earnings (loss) per share - diluted from continuing		-						_	=		
operations attributable to FIS common stockholders	\$ 2.2	S	0.10	\$ 0.45	\$ (0.19)	\$ 0.10	\$ 2.	68 \$ 0	.54	S	3.22
Weighted average shares outstanding - diluted	288.7		288.7	288.7	288.7	288.7	288	.7 28	3.7	2	288.7
									_		

(\$ in Millions, Unaudited)

	Three Months Ended December 31, 2015							
	In	tegrated	0	Hobal				
	Financial		Fi	Financial		orporate		
	S	olutions	So	Solutions		nd Other	Other Conso	
Processing and services revenue	S	1,020.4	S	902.2	S	\$ (47.8)		1,874.8
Non-GAAP adjustments:								
Acquisition deferred revenue adjustment		-		-		47.5		47.5
Adjusted processing and services revenue from continuing operations	s	1,020.4	s	902.2	\$	(0.3)	s	1,922.3
Operating income (loss)	s	346.5	s	202.7	s	(290.4)	s	258.8
Non-GAAP adjustments:								
Acquisition deferred revenue adjustment		-		-		47.5		47.5
Acquisition, integration and severance costs		-		-		112.1		112.1
Purchase accounting amortization		-		4.3		83.6		87.9
Non-GAAP operating income (loss)		346.5		207.0		(47.2)		506.3
Depreciation and amortization from continuing operations		58.8		52.0		7.0		117.8
Adjusted EBITDA	\$	405.3	\$	259.0	\$	(40.2)	\$	624.1
Non-GAAP operating margin		34.0%		22.9%		N/M		26.3%
Adjusted EBITDA margin		39.7%		28.7%		N/M		32.5%

(\$ in Millions, Unaudited)

	Year Ended December 31, 2015							
	Integrated			Global				
	Financial		Financial		Corporate			
	Solutions		Solutions		and Other		Consolidated	
Processing and services revenue	\$	3,928.9	S	2,717.1	S	(50.8)	S	6,595.2
Non-GAAP adjustments:								
Acquisition deferred revenue adjustments		-		-		47.5		47.5
Adjusted processing and services revenue from continuing operations	s	3,928.9	\$	2,717.1	s	(3.3)	s	<b>6,642</b> .7
Operating income (loss)	\$	1,342.8	S	448.0	s	(691.6)	s	1,099.2
Non-GAAP adjustments:								
Acquisition deferred revenue adjustments		-		-		47.5		47.5
Acquisition, integration and severance costs		-		-		171.3		171.3
Global restructure		-		-		44.6		44.6
Purchase accounting amortization		-		4.4		234.2		238.6
Non-GAAP operating income (loss)	\$	1,342.8	\$	452.4	\$	(194.0)	S	1,601.2
Depreciation and amortization from continuing operations		226.8		176.5		28.1		431.4
Adjusted EBITDA	\$	1,569.6	\$	628.9	\$	(165.9)	\$	2,032.6
Non-GAAP operating margin		34.2%		16.7%		N/M		24.1%
Adjusted EBITDA margin		40.0%		23.1%		N/M		30.6%

### **Constant Currency Revenue Growth Calculation**

Fourth Quarter (\$ in millions)

	2015			2014	
	Reported	FX	Constant Currency	Reported Revenue	Constant Growth
Integrated Financial Solutions	\$ 1020.4	\$ 0.3	\$ 1020.7	\$ 989.3	3.2%
Global Financial Solutions	902.2	62.8	965.0	701.0	37.7%
Corporate	(0.3)	-	(0.3)	(1.2)	n/a
Revenue	\$1,922.3	\$63.1	\$1,985.4	\$1,689.1	17.5%

### **Constant Currency Revenue Growth Calculation**

Full Year (\$ in millions)

	2015			2014	
	Reported	FX	Constant Currency	Reported Revenue	Constant Growth
Integrated Financial Solutions	\$ 3,928.9	\$ 1.9	\$ 3,930.8	\$ 3,867.8	1.6%
Global Financial Solutions	2,717.1	241.5	2,958.6	2,557.3	15.7%
Corporate	(3.3)	(0.3)	(3.6)	(2.3)	n/a
Revenue	\$6,642.7	\$243.1	\$6,885.8	\$6,422.8	7.2%