SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q
(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

$$
\text { For the quarterly period ended June 30, } 1996
$$

OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to $\qquad$ .
Commission File Number 0-25346
TRANSACTION SYSTEMS ARCHITECTS, INC.
(Exact name of registrant as specified in its charter)

Delaware 47-0772104
(State or other jurisdiction of incorporation or organization)
(I.R.S. Employer Identification No.)

330 South 108th Avenue
Omaha, Nebraska 68154
(Address of principal executive offices, including zip code)
(402) 390-7600
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(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.


Indicate the number of shares outstanding of each of the issuers classes of common stock as of the latest practicable date:

22,473,848 shares of Class A Common Stock at July 31, 1996
2,971, 252 shares of Class B Common Stock at July 31, 1996

TRANSACTION SYSTEMS ARCHITECTS, INC.
FOR THE QUARTERLY PERIOD ENDED JUNE 30, 1996
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TRANSACTION SYSTEMS ARCHITECTS, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (IN THOUSANDS)

June 30, September 30,
1996
1995
(unaudited)

## ASSETS

Current assets:

Cash and cash equivalents
Receivables, net
Other

-...........

Total current assets
Property and equipment, net Software, net
Intangible assets, net
Installment receivables
Investment and notes receivable Other

Total assets

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

| Current portion of long-term debt | \$ | 741 | \$ | - |
| :---: | :---: | :---: | :---: | :---: |
| Current portion of capital lease obligations |  | 314 |  | 456 |
| Accounts payable |  | 5,654 |  | 4,949 |
| Accrued employee compensation |  | 3,861 |  | 4,564 |
| Accrued liabilities |  | 6,273 |  | 7,407 |
| Income taxes |  | 4,607 |  | 3,264 |
| Deferred revenue |  | 18,753 |  | 19,487 |
| Total current liabilities |  | 40,203 |  | 40,127 |
| g-term debt |  | 1,421 |  | - |
| ital lease obligations |  | 126 |  | 318 |

Capital lease obligations

Total liabilities

Stockholders' equity:
Class A Common Stock
Class B Common Stock
Additional paid-in capital
Accumulated translation adjustments
Accumulated deficit
Treasury stock, at cost

Total stockholders' equity

Total liabilities and stockholders' equity

76,661
12, 338
5, 083
7,206
1, 029
7,275
2, 046
\$ 111,638
-----------
\$ 35,507 39, 589 3,697 78,793

9,513
5,908
2, 027
1,505
500 1,896

- 100,142
--------------------

| 78,793 |
| :---: |
| 9,513 |
| 5,908 |
| 2, 027 |
| 1,505 |
| 500 |
| 1,896 |
| 100, 142 |



[^0]TRANSACTION SYSTEMS ARCHITECTS, INC.
CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY
FOR THE NINE MONTHS ENDED JUNE 30, 1996
(UNAUDITED AND IN THOUSANDS)

|  | Class A <br> Common <br> Stock |  | Class B Common Stock |  | Additional Paid-in Capital |  | Accumulated Translation Adjustments |  | Accumulated Deficit |  | Treasury <br> Stock |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, September 30, 1995 | \$ | 56 | \$ | 7 | \$ | 92,641 | \$ | (354) | \$ | $(32,641)$ | \$ | (12) | \$ | 59,697 |
| Issuance of Class A Common Stock |  |  |  |  |  | 162 |  |  |  |  |  |  |  | 162 |
| Two-for-one stock split |  | 56 |  | 8 |  | (64) |  |  |  |  |  |  |  | 0 |
| Exercise of stock options |  |  |  |  |  | 818 |  |  |  |  |  |  |  | 818 |
| Net Income |  |  |  |  |  |  |  |  |  | 9,129 |  |  |  | 9,129 |
| Translation adjustments |  |  |  |  |  |  |  | 82 |  |  |  |  |  | 82 |
| Balance, June 30, 1996 | \$ | 112 | \$ | 15 | \$ | 93,557 | \$ | (272) | \$ | $(23,512)$ | \$ | (12) | \$ | 69,888 |
|  |  |  |  |  |  | ------ |  | ---- |  | ----- |  |  |  |  |

See notes to condensed consolidated financial statements.

TRANSACTION SYSTEM ARCHITECTS, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED AND IN THOUSANDS)

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation
Amortization
Extraordinary loss
Increase in receivables, net
Decrease in contracts in progress
Increase in other current assets
Decrease in installment receivables
Increase in other assets
Increase (decrease) in accounts payable
Decrease in accrued employee compensation
Increase (decrease) in accrued liabilities
Increase in income tax liabilities
Increase (decrease) in deferred revenue

Net cash provided by operating activities

Cash flows from investing activities:
Purchases of property and equipment Additions to software
Acquisiton of businesses, net of cash acquired Additions to investment and notes receivable

Net cash used in investing activities

Cash flows from financing activities:
Proceeds from issuance of Preferred Stock
Proceeds from issuance of Class B Common Stock and Warrants Proceeds from issuance of Class A Common Stock
Payment of Preferred Stock Dividends
Purchase of Treasury Stock
Proceeds from exercise of stock options
Proceeds from long-term debt
Payments of long-term debt
Payments on capital lease obligations

Net cash provided by financing activities
Effect of exchange rate fluctuations on cash

Net increase (decrease) in cash and cash equivalents Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period


[^1]
## 1. GENERAL

Transaction Systems Architects, Inc. (TSA or the Company) was formed on November 2 , 1993 for the purpose of acquiring all of the outstanding capital stock of Applied Communications, Inc. (ACI) and Applied Communications Inc Limited (ACIL). The Company did not have substantive operations prior to the acquisition of ACI and ACIL. On January 3, 1994, the Company acquired U.S. Software, Inc. (USSI)

The condensed consolidated financial statements at June 30, 1996 and for the three and nine months then ended are unaudited and reflect all adjustments (consisting only of normal recurring adjustments) which are, in the opinion of management, necessary for a fair presentation of the financial position and operating results for the interim periods. The condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto, together with management's discussion and analysis of financial condition and results of operations, contained in the Company's Form 10-K for the fiscal year ended September 30, 1995. The results of operations for the nine months ended June 30, 1996 are not necessarily indicative of the results for the entire fiscal year ending September 30, 1996.

## 2. NET INCOME PER COMMON AND EQUIVALENT SHARE

Net income per common and equivalent share is based on the weighted average number of common equivalent shares outstanding during each period. Common equivalent shares include Redeemable Preferred Stock and Redeemable Convertible Class B Common Stock and Warrants. Pursuant to Securities and Exchange Commission Staff Accounting Bulletin No. 83, all shares and options issued since inception (November 2, 1993) have been treated as if they were outstanding for all periods prior to December 31, 1994, including periods in which the effect is antidillutive. For periods subsequent to December 31, 1994, net income per common and common equivalent share is determined by dividing net income by the weighted average number of shares of common stock and dilutive common equivalent shares outstanding during each period using the treasury stock method.

## 3. PUBLIC OFFERINGS

The Company completed an initial public offering in March 1995. The Company sold $2,412,500$ shares of Class $A$ Common Stock at a price of $\$ 15$ per share resulting in net proceeds to the Company, after deducting the underwriting discount and offering expenses, of approximately $\$ 32.3$ million.

In August 1995, the Company completed the issuance of an additional 1,000,000 shares of Class A Common Stock through a public offering, resulting in net proceeds to the Company, after deducting the underwriting discount and offering expenses, of approximately $\$ 22.4$ million.

The Company used a portion of the March 1995 initial public offering proceeds to repay all outstanding bank indebtedness.

## 4. STOCK SPLIT

On June 7, 1996, the Company's Board of Directors authorized a two-for-one stock split effected in the form of a $100 \%$ stock dividend to be distributed on July 1, 1996 to shareholders of record on June 17, 1996. All references in the condensed consolidated financial statements to number of shares and per share amounts have been restated to retroactively reflect the stock split.

## 5. ACQUISITIONS AND SUBSEQUENT EVENT

On October 2, 1995, the Company acquired the capital stock of M.R. GmbH, a German software company, for $\$ 3.4$ million. The acquisition was accounted for under the purchase method and was financed with existing cash and future payments to the sellers.

The long-term debt on the accompanying condensed consolidated balance sheet consists of future payments payable to the former owners of M.R. GmbH. The debt is payable in installments of $\$ 745,000$ in December 1996, $\$ 745,000$ in December 1997 and \$367,000 in December 1998.

On June 3, 1996, the Company acquired substantially all of the net assets of TXN Solution Integrators (TXN), a Canadian partnership, for $\$ 3.6$ million in cash and the assumption of certain liabilities of TXN. The acquisition was accounted for under the purchase method of accounting and, accordingly, the cost in excess of the fair value of the net tangible assets acquired was allocated to software ( $\$ 350,000$ ) and goodwill ( $\$ 2,000,000$ ).

The following represents pro forma results of operations for the three and nine months ended June 30, 1996 and 1995 as if the TXN acquistion had occurred October 1, 1994 (in thousands except per share amounts):

|  | $\begin{aligned} & \text { Three mo } \\ & 1996 \end{aligned}$ | $\begin{gathered} \text { June 30, } \\ 1995 \end{gathered}$ | Nine months ended June 301996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | \$41, 229 | \$31, 272 |  | 6,321 |  | 8,278 |
| Net income before extraordinary loss | \$ 3,306 | \$ 3, 086 | \$ | 9,458 |  | 4,382 |
| Net income | \$ 3,306 | \$ 3,086 | \$ | 9,458 |  | 1,632 |
| Net income per share | \$ . 12 | \$ . 13 | \$ | . 35 |  | . 07 |

The pro forma financial information are shown for illustrative purposes only and are not necessarily indicative of the future results of operations of the Company or results of operations of the Company that would have actually occurred had the transaction been in effect for the periods presented

On July 15, 1996, the Company and Grapevine Systems, Inc. (Grapevine) announced the execution of a stock exchange agreement between the two companies. The agreement provides that, upon consumation of the share exchange, stockholders of Grapevine will receive approximately 370,000 shares of TSA Class A Common Stock in exchange for $100 \%$ of Grapevine's common stock and Grapevine will become a wholly-owned subsidiary of TSA. The share exchange will be accounted for as a pooling of interests and, accordingly, historical financial data in reports filed after the consumation of the share exchange will be restated to include Grapevine.

## 6. INVESTMENT AND NOTES RECEIVABLE

In January 1996, the Company entered into a transaction with Insession, Inc. (Insession) whereby the Company loaned Insession $\$ 3.5$ million under a promissory note and acquired a $7.5 \%$ minority interest in Insession for $\$ 1.5$ million. The promissory note bears an interest rate of prime plus $0.25 \%$ and is payable in January 1999 ( $\$ 1.0$ million), January 2000 ( $\$ 1.0$ million) and January 2001 ( $\$ 1.5$ million) and is secured by future royalties owed by the Company to Insession.

The Company has a $\$ 2.275$ million note receivable from a start-up transaction processing business. The note bears an interest rate of prime plus $1.0 \%$ and is payable in quarterly installments of $\$ 250,000$ commencing in June 1998. The note is secured primarily by computer equipment and accounts receivable.

RESULTS OF OPERATIONS
The following table sets forth certain financial data and the percentage of total revenues of the company for the periods indicated:

|  | Three Months Ended June 30, |  |  |  |  |  |  |  | Nine Months Ended June 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  |  |  | 1995 |  |  |  | 1996 |  |  |  | 1995 |  |  |
|  | Amount |  | \% of |  |  | Amount | \% of Revenue |  | Amount |  | \% of Revenue |  | Amount |  | \% of Revenue |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Software license fees | \$ | 19,853 | 49.8 | \% | \$ | 14,234 | 48.9 | \% | \$ | 55,614 | 50.3 | \% | \$ | 39,721 | 48.6\% |
| Maintenance fees |  | 9, 022 | 22.6 |  |  | 7,530 | 25.9 |  |  | 25,786 | 23.3 |  |  | 21,567 | 26.4 |
| Services |  | 10,043 | 25.2 |  |  | 6,137 | 21.1 |  |  | 25,778 | 23.3 |  |  | 17,230 | 21.1 |
| Hardware, net |  | 977 | 2.4 |  |  | 1,200 | 4.1 |  |  | 3,279 | 3.0 |  |  | 3,283 | 4.0 |
| Total revenues |  | 39,895 | 100.0 |  |  | 29,101 | 100.0 |  |  | 110,457 | 100.0 |  |  | 81,801 | 100.0 |


| Expenses: |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of software license fees: |  |  |  |  |  |  |  |  |  |  |  |
| Software costs | 5,085 | 12.7 |  | 2,750 | 9.4 |  | 13,516 | 12.2 |  | 8,859 | 10.8 |
| Amortization of purchased software | 783 | 2.0 |  | 792 | 2.7 |  | 2,356 | 2.1 |  | 2,374 | 2.9 |
| Purchased contracts in progress | - | - |  | - | - |  | - | - |  | 2,956 | 3.6 |
| Cost of maintenance and services | 10,158 | 25.5 |  | 7,009 | 24.1 |  | 27,245 | 24.7 |  | 19,358 | 23.7 |
| Research and development | 3,567 | 8.9 |  | 3,620 | 12.4 |  | 10,944 | 9.9 |  | 8,816 | 10.8 |
| Selling and marketing | 7,935 | 19.9 |  | 7,313 | 25.1 |  | 23,594 | 21.4 |  | 20,286 | 24.8 |
| General and administrative: |  |  |  |  |  |  |  |  |  |  |  |
| General and administrative costs | 6,852 | 17.2 |  | 4,324 | 14.9 |  | 18,226 | 16.5 |  | 13,288 | 16.2 |
| Amortization of goodwill and purchased |  |  |  |  |  |  |  |  |  |  |  |
| Total expenses | 34,537 | 86.6 |  | 25,858 | 88.9 |  | 96,333 | 87.2 |  | 76,231 | 93.2 |
| Operating income | 5,358 | 13.4 |  | 3,243 | 11.1 |  | 14,124 | 12.8 |  | 5,570 | 6.8 |
| Other income (expense): |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | 444 | 1.1 |  | 282 | 1.0 |  | 1,580 | 1.4 |  | 617 | 0.8 |
| Interest expense | (39) | (0.1) |  | (27) | (0.1) |  | (145) | (0.1) |  | $(1,674)$ | (2.0) |
| Other | (99) | (0.2) |  | 58 | 0.2 |  | (180) | (0.2) |  | 98 | 0.1 |
| Total other | 306 | 0.8 |  | 313 | 1.1 |  | 1,255 | 1.1 |  | (959) | (1.2) |
| Income before income taxes | 5,664 | 14.2 |  | 3,556 | 12.2 |  | 15,379 | 13.9 |  | 4,611 | 5.6 |
| Provision for income taxes | $(2,413)$ | (6.0) |  | (718) | (2.5) |  | $(6,250)$ | (5.7) |  | (834) | (1.0) |
| Net income before extraordinary loss | 3,251 | 8.1 |  | 2,838 | 9.8 |  | 9,129 | 8.3 |  | 3,777 | 4.6 |
| Extraordinary loss | - | - |  | - | - |  | - | - |  | $(2,750)$ | (3.4) |
| Net income | 3,251 | 8.1 | \% | 2,838 | 9.8 | \% | \$ 9,129 | 8.3 | \% | 1,027 | 1.3\% |
|  |  |  |  | ----- |  |  |  |  |  |  |  |

## REVENUES

Total revenues for the third quarter of fiscal 1996 increased $37.1 \%$ or $\$ 10.8$ million over the comparable period in fiscal 1995. Of this increase, $\$ 5.6$ million of the growth resulted from a 39.5\% increase in software license fee revenue, $\$ 3.9$ million from a $63.6 \%$ increase in services revenue and $\$ 1.5$ million from a $19.8 \%$ increase in maintenance fee revenue.

Total revenues for the first three quarters of fiscal 1996 increased $35.0 \%$ or $\$ 28.7$ million over the comparable period in fiscal 1995. Of this increase, $\$ 15.9$ million of the growth resulted from a $40.0 \%$ increase in software license fee revenue, $\$ 8.5$ million from a $49.6 \%$ increase in services revenue and $\$ 4.2$ million from a $19.6 \%$ increase in maintenance fee revenue.

The growth in software license fee revenue for both the third quarter and first three quarters of fiscal 1996 is the result of increased demand for the Company's BASE24 products and a continued growth of the installed base of customers paying monthly license fee (MLF) revenue. MLF revenue was \$5.7 million in the third quarter of fiscal 1996 compared to $\$ 3.3$ million in the third quarter of fiscal 1995. MLF revenue was $\$ 15.3$ million in the first three quarters of fiscal 1996 compared to $\$ 9.0$ million in the first three quarters of fiscal 1995.

The growth in services revenue for both the third quarter and first three quarters of fiscal 1996 is the result of increased demand for technical and project management services which is a direct result of the increased installed base of the Company's BASE24 products.

The increase in maintenance fee revenue for both the third quarter and first three quarters of fiscal 1996 is a result of the continued growth of the installed base of the Company's BASE24 products.

## EXPENSES

Total operating expenses for the third quarter of fiscal 1996 increased $33.6 \%$ or $\$ 8.7$ million over the comparable period in fiscal 1995. Total operating expenses for the first three quarters of fiscal 1996 increased $26.4 \%$ or $\$ 20.1$ million over the comparable period in fiscal 1995. The primary reason for the overall increase in operating expenses is the increase in staff required to meet the increased demand for the Company's products and services. Total staff increased from 921 at June 30, 1995 to 1, 236 at June 30, 1996.

The Company's operating margin for the third quarter of fiscal 1996 was 13.4\% as compared to $11.1 \%$ for the comparable period in fiscal 1995. On a year-to-date basis, the operating margin increased from $6.8 \%$ in fiscal 1995 to $12.8 \%$ in fiscal 1996. These improvements are primarily due to the impact of the growth in the Company's recurring revenues (MLF's, maintenance and facilities management fees). Also contributing to the year-to-date increase was the charge for purchased contracts in progress in fiscal 1995 of which there is no similar charge in fiscal 1996.

The Company's gross margin (total revenues minus cost of software and cost of maintenance and services) for the third quarter of fiscal 1996 was $59.8 \%$ as compared to $63.7 \%$ for the comparable period in fiscal 1995. The decline in gross margin is primarily due to the accelerated growth in services business which typicially has a lower gross margin than software license fees. On a year-to-date basis, the gross margin increased from 59.0\% in fiscal 1995 to $61.0 \%$ in fiscal 1996. The year-to-date growth in services business is not as great as experienced in the third quarter of fiscal 1996.

Research and development and selling and marketing costs decreased as a percentage of total revenues for both the third quarter of fiscal 1996 and year-to-date. These decreases as a percentage of total revenues are also a result of the increase in the Company's recurring revenues. The Company's capitalized software development costs continue to be approximately $\$ 300,000$ per quarter.

General and administrative costs as a percentage of total revenues increased to $17.2 \%$ in the third quarter of fiscal 1996 from $14.9 \%$ in the third quarter of fiscal 1995. This increase as a percentage of total revenues is due primarily to the increase in reserves for possible bad debts and the hiring of additional staff to support the Company's growth.

EBITDA. The Company's earnings before interest expense, income taxes, depreciation and amortization (EBITDA) increased $44.5 \%$ from $\$ 5.7$ million in the third quarter of fiscal 1995 to $\$ 8.3$ million for the third quarter of fiscal 1996. On a year-to-date basis, EBITDA increased $43.1 \%$ from $\$ 15.9$ million in fiscal 1995 to $\$ 22.8$ million in fiscal 1996. These increases can be attributable to the continued growth in both recurring and non-recurring revenues more than offsetting the growth in operating expenses. EBITDA is not intended to represent cash flows for the periods.

OTHER INCOME AND EXPENSE. Other income and expense consists primarily of interest income derived from short-term investments and interest expense on indebtedness. The growth in interest income is due to the investment of a portion of the public offering proceeds received in March and August of 1995. The decrease in interest expense is due to the repayment of indebtedness out of the proceeds of the Company's March 1995 public offering.

INCOME TAXES. The effective tax rate for the third quarter of fiscal 1996 was $42.6 \%$ as compared to $20.2 \%$ for the third quarter of fiscal 1995. The increase in the effective tax rate is principally the result of deferred tax assets which were recognized in the third quarter of fiscal 1995 which reduced the effective tax rate for that quarter.

As of June 30, 1996, the Company has deferred tax assets of approximately $\$ 11.5$ million and deferred tax liabilities of $\$ 0.1$ million. Each quarter, the Company evaluates its historical operating results as well as its projections for the next 24 months to determine the realizability of the deferred tax assets. This analysis indicated that $\$ 3.7$ of the deferred tax assets were more likely than not to be realized. Accordingly, the Company has recorded a valuation allowance of $\$ 7.8$ million as of June 30, 1996.

## BACKLOG

As of June 30, 1996 and 1995, the Company had non-recurring revenue backlog of $\$ 20.0$ million and $\$ 20.5$ million in software license fees and $\$ 11.0$ million and $\$ 7.5$ million in services, respectively. The Company includes in its nonrecurring revenue backlog all fees specified in contracts which have been executed by the Company to the extent that the Company contemplates recognition of the related revenue within one year. There can be no assurance that the contracts included in non-recurring revenue backlog will actually generate the specified revenues or that the actual revenues will be generated within the one year period.

As of June 30, 1996 and 1995, the Company had recurring revenue backlog of $\$ 65.0$ million and $\$ 49.1$ million, respectively. The Company defines recurring revenue backlog to be all monthly license fees, maintenance fees and facilities management fees specified in contracts which have been executed by the Company and its customers to the extent that the Company contemplates recognition of the related revenue within one year. There can be no assurance, however, that contracts included in recurring revenue backlog will actually generate the specified revenues.

## LIQUIDITY AND CAPITAL RESOURCES

As of June 30, 1996, the Company had working capital of $\$ 36.8$ million, cash and cash equivalents of $\$ 22.9$ million and a $\$ 10$ million bank line of credit of which there are no borrowings outstanding. The bank line of credit expires in June 1997.

During the nine months ended June 30, 1996, the Company's cash flow from operations amounted to $\$ 6.1$ million and cash used in investing activities amounted to $\$ 19.0$ million.

In the normal course of business, the Company evaluates potential acquisitions of complementary businesses, products or technologies. On October 2, 1995, the Company acquired the capital stock of a German software company for $\$ 3.4$ million. The acquisition was accounted for under the purchase accounting method and was financed with existing cash and future payments to the seller.

On January 24, 1996, the Company entered into a transaction with Insession, Inc. (Insession) whereby the term of the Company's ICE distribution rights was extended to September 2001. In addition, the Company

On June 3, 1996, the Company acquired substantially all of the net assets of TXN Solution Integrators (TXN) a Canadian partnership for $\$ 3.6$ million in cash and the assumption of certain liabilities of TXN. The acquisition was accounted for under the purchase accounting method and was financed with existing cash.

Management believes that the Company's working capital, cash flow generated from operations and borrowing capacity are sufficient to meet the Company's working capital requirements for the foreseeable future.
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
10.26 Revolving Conditional Line of Credit Agreement with Norwest Bank Nebraska N.A.
11.01 Statement re Computation of Per Share Earnings
27.00 Financial Data Schedule
(b) Reports on Form 8-K

Form 8-K (as amended) dated June 3, 1996, under Item 2, Acquisition or Disposition of Assets, was filed with the Securities and Exchange Commission reporting the acquisition of substantially all the net assets of TXN Solution Integrators. The financial statements in included in Form 8-K(A) are as follows:

Financial statements for TXN Solution Integrators (TXN) as of and for the year ended September 30, 1995 and the six months ended March 31, 1996.

Pro forma combined financial statements for TSA and TXN as of March 31, 1996 and for the year and six months ended September 30, 1995 and March 31, 1996, respectively.

## SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## Dated: August 5, 1996

TRANSACTION SYSTEMS ARCHITECTS, INC (Registrant)

## /S/ DWIGHT G. HANSON

Dwight G. Hanson
Controller
(Principal Accounting Officer)

Exhibit

## Number

Description
----------

Revolving Conditional Line of Credit Agreement with Norwest Bank Nebraska, N.A.

Statement re Computation of Per Share Earnings

Financial Data Schedule

Norwest Bank Nebraska, N.A.
Post Office Box 3408
Omaha, Nebraska 68103

June 26, 1996

Mr. Gregory J. Duman
Chief Financial Officer
Transaction Systems Architects, Inc.
Applied Communications, Inc.
U.S. Software, Inc.

330 South 108th Avenue
Omaha, NE 68154-2684
Dear Greg:
We are pleased to advise you that Norwest Bank Nebraska, National Association (the "Bank") has approved the renewal of your revolving conditional line of credit (the "Line") for your companies subject to the following terms and conditions:

BORROWER
The credit facility will be provided to Transaction Systems Architects, Inc., Applied Communications, Inc. and U.S. Software, Inc. as co-borrowers (the "Borrowers").

CREDIT FACILITY
$\$ 10,000,000$ revolving conditional line of credit to support short term cash needs of Borrowers.

TERM AND RATE
The Line will have an ultimate maturity of June 30,1997 and will be priced at 200 basis points over the 30 day LIBOR floating. The Line will then re-price every 30 days corresponding to the time period established in the base rate. Interest will be payable monthly.

COLLATERAL
The Line will be secured with a first security interest in the accounts receivable of Borrowers.

FINANCIAL REPORTING
The Borrowers will provide the Bank a copy of its 10(Q) report within 60 days of each quarter end and its $10(\mathrm{~K})$ report within 120 days of the fiscal year end.

From time to time the Borrowers will provide the Bank such additional information regarding the financial condition of the Borrowers as the Bank may reasonably require.

FINANCIAL COVENANTS
The Borrowers will maintain a minimum working capital level of $\$ 6,000,000$ during the term of this agreement. Working capital shall mean the total of current assets minus the total of current liabilities of the Borrowers. Current assets are cash and other assets that are expected to be converted into cash, sold or consumed within one year or less. For this definition, prepaid expenses will not be classified as current assets. Current liabilities are obligations of the Borrowers that are expected to be liquidated in one year or less. All debt to affiliates, stockholders, officers or employees will be classified as a current liability.

The Borrowers will inform the Bank of any material change relating to a cahnge in the dividend policy, changes in management or additional indebtedness.

MISC.
The line may be terminated if adverse conditions develop at any time, whether before or after acceptance of this letter, affecting the Borrowers' affairs, financial or otherwise.

All reasonable expenses, charges, costs and fees of the Bank incurred in connection with the loan, including all fees and expenses of attorneys retained by Bank will be paid by the Borrowers.

We appreciate the opportunity to provide this credit facility to you. If you have any questions or concerns, please feel free to give me a call.

Your signature below indicates that you have read this letter, that you
understand its terms and that you are authorized by the Borrowers to approve its terms and do so.

Sincerely,
NORWEST BANK NEBRASKA
NATIONAL ASSOCIATION
By: /S/ DEEANN K. WENGER
Its Assistant Vice President
(Telephone: 536-2627)
Accepted this 28 day of June, 1996. The proceeds of the loans if any, made under the Line will be used for business purposes exclusively.

Transaction Systems Architects, Inc.
Applied Communications, Inc.
By: /S/ GREGORY J. DUMAN

## Its: CFO

By: /S/ GREGORY J. DUMAN

Its: CFO
By: /S/ JOHN MOREY
Its: CFO

TRANSACTION SYSTEMS ARCHITECTS, INC. statement of net income per common and equivalent share

For the three months ended June 30, 1996:

Weighted average common shares outstanding Common equivalent shares from stock options granted (using the treasury method)

Shares used in computation

Net income

Net income per common and equivalent share

For the three months ended June 30, 1995:
Weighted average common shares outstanding
Common equivalent shares from stock options granted (using the treasury method)

Shares used in computation

Net income

Net income per common and equivalent share

25,445, 000
1,357, 000

26, 802, 000
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\$3,251, 000
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\$ 0.12
----------------
$23,152,000$
1,219,000

24,371, 000
----------------
\$ 2, 838, 000
-----------
\$ 0.12
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[^0]:    See notes to condensed consolidated financial statements.

[^1]:    See notes to condensed consolidated financial statements.

