# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, DC 20549

FORM 8-K

# CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported)	January 28, 2009			
FAIR	ISAAC CORPORATION	<u>ON</u>		
(Exact na	me of registrant as specified in its cha	arter)		
<u>Delaware</u>	<u>1-11689</u>	<u>94-1499887</u>		
(State or other jurisdiction	(Commission	(IRS Employer		
of incorporation)	File Number)	Identification No.)		
901 Marquette Avenue, Suite 3200		FF 402 2222		
Minneapolis, Minnesota		<u>55402-3232</u>		
(Address of principal executive offices)		(Zip Code)		
Registrant's telephone number, including area code		612-758-5200		
Check the appropriate box below if the Form 8-K filir following provisions ( <i>see</i> General Instruction A.2. below):	ng is intended to simultaneously satisfy the fil	ling obligation of the registrant under any of the		
☐ Written communications pursuant to Rule 425 unde	r the Securities Act (17 CFR 230.425)			
Soliciting material pursuant to Rule 14a-12 under the	ne Exchange Act (17 CFR 240.14a-12)			
☐ Pre-commencement communications pursuant to Ru	ıle 14d-2(b) under the Exchange Act (17 CFI	R 240.14d-2(b))		
☐ Pre-commencement communications pursuant to Ru	ıle 13e-4(c) under the Exchange Act (17 CFF	R 240.13e-4(c))		

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Item 2.02. Results of Operations and Financial Condition. Item 9.01. Financial Statements and Exhibits.

Signature

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Exhibit 99.1

#### Item 2.02. Results of Operations and Financial Condition.

On January 28, 2009, Fair Isaac Corporation (the "Company") reported its financial results for the quarter ended December 31, 2008. See the Company's press release dated January 28, 2009, which is furnished as Exhibit 99.1 hereto and incorporated by reference in this Item 2.02.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

#### **Exhibit Description**

99.1 Press Release dated January 28, 2009

#### SIGNATURE

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

#### FAIR ISAAC CORPORATION

By: /s/ Charles M. Osborne

Charles M. Osborne

Executive Vice President and Chief Financial

Officer

Date: January 28, 2009

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### EXHIBIT INDEX

Exhibit No.Description99.1Press Release dated January 28, 2009

Manner of Filing
Filed Electronically

#### Fair Isaac Announces First Quarter 2009 Results

## Earnings per share from continuing operations of \$0.25, including net charges related to previously announced cost reductions of \$0.12 per share

MINNEAPOLIS--(BUSINESS WIRE)--January 28, 2009--Fair Isaac Corporation (NYSE:FIC), the leading provider of analytics and decision management technology today announced financial results for its first fiscal quarter ended December 31, 2008.

#### First Quarter Fiscal 2009 Results

The company reported first quarter revenues of \$163.5 million in fiscal 2009 versus \$190.1 million reported in the prior year period. Income from continuing operations for the first quarter of fiscal 2009 totaled \$12.1 million, or \$0.25 per diluted share, versus \$20.8 million, or \$0.41 per diluted share, reported in the prior year period. As previously announced, first quarter results included a \$5.7 million after-tax restructuring charge for workforce and facility reductions, or \$0.12 cents per diluted share.

"Despite the sustained downturn in the global economy and the markets Fair Isaac serves, we remain focused on executing our strategy and maintaining profitability," stated Mark Greene, Chief Executive Officer. "Fair Isaac has a strong balance sheet and substantial free cash flow, which gives us agility and flexibility in today's turbulent financial markets. In addition, we benefit from a global customer base and a broad portfolio of industry-leading solutions for risk management that are particularly relevant in this challenging time."

#### First Quarter Fiscal 2009 Revenue Highlights

Revenues for first quarter fiscal 2009 across each of the company's four operating segments were as follows:

- *Strategy Machine*® *Solutions* revenues were \$87.6 million in the first quarter compared to \$97.4 million in the prior year quarter, or a decrease of 10%, primarily due a decline associated with fraud, marketing solutions and collections and recovery, partially offset by an increase in revenues derived from consumer products.
- *Scoring Solutions* revenues were \$34.1 million in the first quarter compared to \$42.7 million in the prior year quarter, or a decrease of 20%, primarily due to a decrease in revenues derived from our credit bureau risk scores.
- *Professional Services* revenues were \$27.8 million in the first quarter compared to \$36.0 million in the prior year quarter, or a decrease of 23%, primarily due to a decline associated with customized analytic implementation services, collections and recovery services and customer management services partially offset by an increase in revenues derived from tools services.

• *Analytic Software Tools* revenues increased to \$14.0 million in the first quarter compared to \$13.9 million in the prior year quarter, essentially flat with the prior year period.

#### **Bookings Highlights from Continuing Operations**

The bookings for the first quarter were \$52.5 million compared to \$92.7 million in the same period last year. The company defines a "new booking" as estimated future contractual revenues, including agreements with perpetual, multi-year and annual terms. Management regards the volume of new bookings achieved as one indicator of future revenues, but they are not comparable to, nor should they be substituted for, an analysis of the company's revenues.

#### **Balance Sheet and Cash Flow Highlights**

Cash and cash equivalents, and investments were \$298.8 million at December 31, 2008, as compared to \$271.2 million at September 30, 2008. Significant changes in cash and cash equivalents from September 30, 2008 include cash provided by operations of \$36.7 million and \$3.2 million received from the exercise of stock options and stock issued under an employee stock purchase plan. Cash used during the first quarter includes \$5.6 million related to purchases of property and equipment.

#### Outlook

In light of the continuing uncertainty in the global financial markets and the continued lack of visibility into our clients' spending intentions, we are not providing guidance at this time.

#### **Company to Host Conference Call**

The company will host a webcast today at 5:00 p.m. Eastern Time (4:00 p.m. Central Time/2:00 p.m. Pacific Time) to report its first quarter fiscal 2009 results and provide various strategic and operational updates. The call can be accessed at Fair Isaac's Web site at <a href="https://www.fairisaac.com">www.fairisaac.com</a> (follow the instructions on the Investor Relations page). A replay of the webcast will be available through February 28, 2009.

The webcast will also being distributed through the Thomson StreetEvents Network to both institutional and individual investors. Individual investors can listen to the call at <a href="https://www.fulldisclosure.com">www.fulldisclosure.com</a>, Thomson/CCBN's individual investor portal, powered by StreetEvents. Institutional investors can access the call via Thomson's password-protected event management site, StreetEvents (<a href="https://www.streetevents.com">www.streetevents.com</a>).

#### **About Fair Isaac Corporation**

Fair Isaac Corporation (NYSE:FIC) makes decisions smarter. The company's solutions and technologies for Enterprise Decision Management give businesses the power to automate more processes, and apply more intelligence to every customer interaction. Through increasing the precision, consistency and agility of their decisions, Fair Isaac clients worldwide increase sales, build customer value, cut fraud losses, manage credit risk, reduce operational costs, meet changing compliance demands and enter new markets more profitably. Founded in 1956, Fair Isaac powers hundreds of billions of decisions each year in financial services, insurance, telecommunications, retail, consumer branded goods, healthcare and the public sector. Fair Isaac also helps millions of individuals manage their credit health through the <a href="https://www.myfico.com">www.myfico.com</a> website. Visit Fair Isaac online at <a href="https://www.fairisaac.com">www.fairisaac.com</a>.

#### **Statement Concerning Forward-Looking Information**

Except for historical information contained herein, the statements contained in this news release that relate to Fair Isaac or its business are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, including the success of the Company's Decision Management strategy and reengineering plan, the maintenance of its existing relationships and ability to create new relationships with customers and key alliance partners, its ability to continue to develop new and enhanced products and services, its ability to recruit and retain key technical and managerial personnel, competition, regulatory changes applicable to the use of consumer credit and other data, the failure to realize the anticipated benefits of any acquisitions, continuing material adverse developments in global economic conditions, and other risks described from time to time in Fair Isaac's SEC reports, including its Annual Report on Form 10-K for the year ended September 30, 2008. If any of these risks or uncertainties materializes, Fair Isaac's results could differ materially from its expectations. Fair Isaac disclaims any intent or obligation to update these forward-looking statements.

Fair Isaac and Strategy Machine are trademarks or registered trademarks of Fair Isaac Corporation in the United States and in other countries.

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
For the Quarters Ended December 31, 2008 and 2007
(In thousands, except per share data)
(Unaudited)

Quarter Ended

		December 31,			
	2008		2007		
Revenues	_ \$	163,460	\$	190,106	
Operating expenses:					
Cost of revenues		59,019		66,972	
Research and development		18,121		19,469	
Selling, general and administrative		54,769		66,759	
Amortization of intangible assets		3,247		3,063	
Restructuring		8,078		(445)	
Total operating expenses		143,234	·	155,818	
Operating income		20,226		34,288	
Other expense, net		(4,057)		(2,128)	
Income from continuing operations before income taxes		16,169	-	32,160	
Provision for income taxes		4,059		11,324	
Income from continuing operations		12,110	-	20,836	
Loss from discontinued operations		· <u>-</u>		(650)	
Net income	\$	12,110	\$	20,186	
				_	
Basic earnings (loss) per share:	•			0.40	
Continuing operations	\$	0.25	\$	0.42	
Discontinued operations				(0.02)	
Total	<u>\$</u>	0.25	\$	0.40	
Diluted earnings (loss) per share:					
Continuing operations	\$	0.25	\$	0.41	
Discontinued operations		-		(0.02)	
Total	\$	0.25	\$	0.39	
Shares used in computing earnings per share:					
Basic		48,478		50,042	
Diluted		48,522		51,200	

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
December 31, 2008 and September 30, 2008
(In thousands)
(Unaudited)

	December 31, 2008		September 30, 2008		
ASSETS:					
Current assets:					
Cash and cash equivalents	\$	157,206	\$	129,678	
Marketable securities		55,174		57,049	
Accounts receivable, net		114,395		141,571	
Prepaid expenses and other current assets		22,991		23,404	
Total current assets		349,766		351,702	
Marketable securities and investments		86,449		84,475	
Property and equipment, net		44,993		46,360	
Goodwill and intangible assets, net		711,089		738,550	
Other assets		55,653		54,166	
	\$	1,247,950	\$	1,275,253	
LIABILITIES AND STOCKHOLDERS' EQUITY:					
Current liabilities:					
Accounts payable and other accrued liabilities	\$	41,305	\$	54,837	
Accrued compensation and employee benefits		25,527		29,551	
Deferred revenue	-	39,539		38,243	
Total current liabilities		106,371		122,631	
Revolving line of credit		295,000		295,000	
Senior notes		275,000		275,000	
Other liabilities		22,015		20,681	
Total liabilities		698,386		713,312	
Stockholders' equity		549,564		561,941	
	\$	1,247,950	\$	1,275,253	

# FAIR ISAAC CORPORATION REVENUES BY SEGMENT For the Quarters Ended December 31, 2008 and 2007 (In thousands) (Unaudited)

Quarter Ended December 31.

	December 31,					
	20	800		2007		
Strategy machine solutions	\$	87,575	\$	97,427		
Scoring solutions		34,110		42,727		
Professional services		27,824		36,016		
Analytic software tools		13,951		13,936		
Total revenues	\$	163,460	\$	190,106		

## FAIR ISAAC CORPORATION

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
For the Quarters Ended December 31, 2008 and 2007
(In thousands)
(Unaudited)

Quarter Ended

	December 31,				
	2008			2007	
Cash flows from operating activities:					
Net income	\$	12,110	\$	20,186	
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation and amortization		9,583		9,713	
Share-based compensation		5,471		8,093	
Changes in operating assets and liabilities		7,159		9,654	
Other, net		2,341		390	
Net cash provided by operating activities		36,664		48,036	
Cash flows from investing activities:					
Purchases of property and equipment		(5,554)		(7,440)	
Net activity from marketable securities		(1,612)		12,127	
Other, net		1,300		1,362	
Net cash provided by (used in) investing activities		(5,866)		6,049	
Cash flows from financing activities:					
Net increase in revolving line of credit		-		20,000	
Proceeds from issuances of common stock		3,222		13,214	
Repurchases of common stock		-		(82,424)	
Other, net		(853)		(306)	
Net cash provided by (used in) financing activities		2,369		(49,516)	
Effect of exchange rate changes on cash		(5,639)		10	
Increase in cash and cash equivalents		27,528		4,579	
•		129,678		95,284	
Cash and cash equivalents, beginning of period	· c		<u></u>		
Cash and cash equivalents, end of period	<b>3</b>	157,206	\$	99,863	

#### CONTACT:

Fair Isaac Corporation

**Investors & Analysts:** 

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