

# First Data™ Fact Sheet

## Overview

First Data is a global technology leader in information commerce. The company serves more than 5.4 million merchant locations, more than 2,000 card issuers and their customers and millions of consumers worldwide. First Data processes transaction data of all kinds, harnesses the power of that data, and delivers innovations in secure infrastructure, intelligence and insight for its customers. From large financial institutions to the merchant around the corner, First Data supports its customers by helping them process and understand the intelligence behind every transaction.

Financial institutions, retailers large and small, utilities and healthcare organizations rely on First Data to empower them to build stronger, more profitable customer relationships as commerce continues to transform.

Today, *data is the new currency*. Advances in processing technology enable us to learn from each transaction. And by harnessing the power of data of all kinds, we help merchants and financial institutions grow their businesses and take advantage of new market opportunities.

Our innovations in secure infrastructure, intelligence and insight empower our clients to move beyond “electronic payments” to embrace data-driven commerce, which incorporates data intelligently into every transaction.

First Data offers solutions that make it fast, secure and reliable for people and businesses around the world to buy goods and services using virtually any form of payment, including credit, debit, private-label, smart and stored-value card solutions, wireless payments, RFID and ACH solutions. First Data also provides fraud protection and authentication solutions, check guarantee and verification services, Internet commerce and mobile solutions, and POS devices and service.

### Number of Employees:

Approximately 27,000

### CEO:

Michael D. Capellas

### CFO:

Phil Wall

### Executive Committee:

Michael D. Capellas, Thomas R. Bell, Jr., Peter Boucher, Ed Labry, David Money, Phil Wall, Grace Chen Trent and David Yates

### Headquarters:

Denver, Colorado, USA

### Major International Offices:

Europe, Australia and China

- Europe’s leading independent third-party credit and debit card transaction processor
- Largest independent Electronic Funds Transfer in Australia
- In China, First Data provides a variety of electronic payments technologies and processing services

## Financial Highlights

	2007 <sup>(i)</sup>	2006
Revenues	\$8.1 billion	\$7.1 billion
Income from Continuing Operations	\$162.5 million	\$847.7 million

(i) 2007 is presented on a combined basis and includes the successor period from September 25, 2007 through December 31, 2007, and the predecessor period from January 1, 2007 through September 24, 2007.

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## First Data Chronology

### 1969

Non-profit bankcard processing co-op, Mid-America Bankcard Association (MABA) formed in Omaha, Neb.

### 1971

First Data Resources (FDR) is incorporated to become a for-profit organization providing processing services to MABA. FDR had 110 employees and \$2 million in annual revenues.

### 1976

First Data Resources becomes the first processor of Visa and MasterCard bank-issued credit cards.

### 1980

American Express buys 80 percent of First Data Resources (the remaining 20 percent was purchased in five percent increments each subsequent year until June 1983).

### 1991

First Data begins card processing operations in the United Kingdom.

### 1992

First Data spins off from American Express and holds its IPO (NYSE: FDC).

The STAR Network was created.

First Data begins Electronic Funds Transfer (EFT) processing operations in Australia.

### 1994

First Financial Management Corp. acquires Western Union.

First Data provides card-issuing processing services in Mexico.

### 1995

First Data merged with First Financial Management Corporation, owner of Western Union Financial Services, Inc.

ValueLink introduces stored-value gift card program.

TeleCheck becomes a subsidiary of First Data, serving as the company's check acceptance arm.

### 1996

First Data Merchant Services is formed from the merger between Card Establishment Services and National Bancard Corp.

First Data divests MoneyGram.

First Data announces a 2-for-1 stock split.

### 1998

TeleCheck introduces its Electronic Check Acceptance service.

### 2000

Western Union, First Data Resources and First Data Merchant Services celebrate their 150th, 30th and 20th anniversaries, respectively.

First Data forms eONE Global to focus on emerging payment technologies.

### 2001

First Data Europe launches to expand presence in the European market.

First Data makes several acquisitions, including the following:

- 64 percent of NYCE, a provider of ATM and PIN-debit network services
- 90 percent of TASQ Technology, a provider of point-of-sale devices
- PaySys International, a card-processing software provider
- BidPay.com, a payment services provider for Internet auction markets

### 2002

Charlie Fote succeeds Ric Duques, becoming the company's second CEO since its IPO in 1992.

First Data announces a 2-for-1 stock split.

### 2003

First Data acquires TeleCash Kommunikations-Service GmbH, a Germany-based provider of point-of-sale terminals.

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## 2004

First Data merges with Concord EFS. The new combined entity offers greater choice, voice and innovation to the payments industry.

First Data acquires Cashcard Australia Limited and First Data Hellas in Greece.

Western Union Financial Services and Orlandi Valuta announce the opening of the 200,000th Agent location.

First Data divests NYCE and Global Cash Access.

## 2005

First Data completes acquisition of credit card processing unit from FincoBank.

Western Union purchases equity interest in Italian money transfer Agent and acquires Vigo Remittance Corp. expanding its consumer-to-consumer money transfer services to various countries, primarily in Latin America and the Caribbean.

First Data acquires EuroProcessing International, gaining a significant foothold in Central and Eastern Europe, and Austrian Payment Systems Services GmbH, a leading processor of cashless, card-based payment transactions. First Data enters Korea with the acquisition of Korea Mobile Payment Services.

First Data forms merchant alliances with International Card Services (Dutch market), BankWest (Australia) and Citibank.

Ric Duques returns as CEO and Chairman.

## 2006

First Data announces plans to separate Western Union into an independent, publicly traded company through a tax-free spin.

TeleCheck acquires ClearCheck services.

ABN AMRO and First Data team up to provide global payment processing.

First Data International completes acquisition of GZS expanding its position in the German market, and Argencard, a leading payment processor in Argentina and Uruguay.

First Data completes successful spinoff of Western Union.

## 2007

First Data announces agreement to be acquired by KKR.

Michael D. Capellas is named Chief Executive Officer.

Merger agreement with KKR closes in September. First Data becomes a privately-held company.

## 2008

First Data signs agreement with German-Based Cadooz to provide innovative prepaid card solutions.

San Francisco's Bay Area Rapid Transit (BART) and First Data implement nation's first trial of using mobile phones to pay for fares and food.

Colorado Rapids hope to make payments a contactless sport – team launches fan rewards technology.

## Current Rankings

### Fortune Rankings:

- First Data was ranked No.315 on the Fortune 500 list in 2008.
- First Data was ranked No.1 for the Financial Data Services Industry on the Fortune 500 list in 2007.
- First Data was the 5th largest Colorado Company based on revenue in 2007.
- First Data was ranked No.6 on Fortune's 2007 "America's Most Admired Companies" list for the Financial Data Services Industry.

### Global Finance Ranking:

- Global Finance ranked First Data as the "Best Electronic Commerce Provider" in its annual Best Treasury and Cash Management Banks and Providers Awards 2007.

### The Rocky Mountain News' Colorado Top 50:

- First Data was ranked No.8 among Colorado's Top 50 Companies.

## Media Contact

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