

Agenda

REGISTRATION AND BREAKFAST

7:00 AM-8:00 AM FREEDOM HALL

GENERAL SESSION

8:00 AM-9:50 AM BOARDROOM

Welcome

Peter Poillon, Senior Vice President, Investor Relations

Company Overview

Frank Bisignano, Chairman and Chief Executive Officer

Spotlight on Growth: Clover Platform

Guy Chiarello, President

Spotlight on Growth: Bank Digitization and eCommerce

Dan Charron, Executive Vice President, Head of Global Business Solutions

Spotlight on Growth: ISV and Agent

Jeff Shanahan, Executive Vice President, Co-Head of GBS North America

Spotlight on Growth: STAR and Fraud Solutions

Barry McCarthy, Executive Vice President, Head of Network and Security Solutions

BREAK

9:50 AM-10:10 AM

FREEDOM HALL FOYER

GENERAL SESSION

10:10 AM-12:00 PM

BOARDROOM

Spotlight on Growth: Issuer APIs and Adjacent Markets

Andrew Gelb, Executive Vice President, Head of Global Financial Solutions

Spotlight on Growth: Brazil and Argentina

Gustavo Marin, Executive Vice President, Head of Latin America Region

Spotlight on Growth: India

Ivo Distelbrink, Executive Vice President, Head of Asia Pacific Region

Financial Overview

Himanshu Patel, Executive Vice President, Chief Financial Officer

A & Q

LUNCH AND SOLUTIONS SHOWCASE

12:00 PM-2:00 PM FREEDOM HALL

First Data





Safe Harbor

- > Statements in this presentation regarding First Data Corporation's business which are not historical facts are "forward-looking statements."
- ➤ All forward-looking statements are inherently uncertain as they are based on various expectations and assumptions concerning future events and they are subject to numerous known and unknown risks and uncertainties which could cause actual events or results to differ materially from those projected.
- > Please refer to the Company's meaningful cautionary statements contained in the appendix of this presentation for a more detailed list of risks and uncertainties.
- > Reconciliation to Non-GAAP measures and description of usefulness are provided in the Appendix of this presentation, or as part of our Financial Results Press Releases which can be found at investor.firstdata.com.
- > Note: All growth percentages and margin comparisons included in this presentation are year-over-year unless otherwise stated.





Unrivaled scale and capabilities



#1 Merchant Acquirer

6 MillionBusiness Locations

#3 U.S. Debit Network

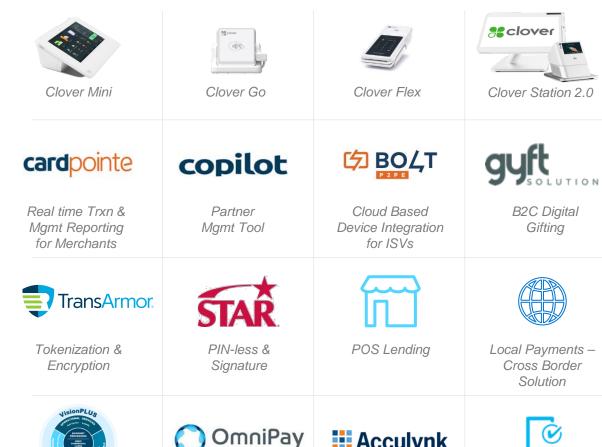
1 Million STAR Locations **#1** Global Issuer Processor

4,000 Financial Institutions

Most Complete Array of Solutions in the Industry

- 93B transactions processed annually, approximately 3,000 per second
- Engaged by nearly all of the top 50 Fortune 500 companies
- > \$2.4T in global payment volume
- Process 4 out of 10 transactions at the point-of-sale in the US
- > Leader in eCommerce
- > 1B+ card accounts on file globally
- Process for 5 of the top 7 U.S. private label cards and 25 of the top 50 U.S. general purpose credit issuers
- 121M STAR cards issued, with a network of 3,000+ Financial Institutions

Technology innovation: the fabric of First Data



- **Significant** technology investment and unmatched global capabilities
- **Driven by deep** understanding of trends and customer needs
- **Broad portfolio** of differentiated, cutting-edge solutions



Global Merchant Acquiring Platform



Online Debit Solution



Global PFAC - Single Integration Interface



GFS APIs &

Microservices

#clover

INSIGHTS

Data Analytics

Fraud Al

Learning

FRAUD

Card-not-Present Payments Solutions

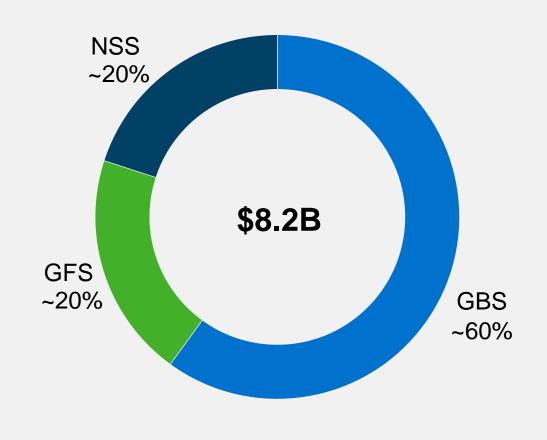
VisionPlus 10

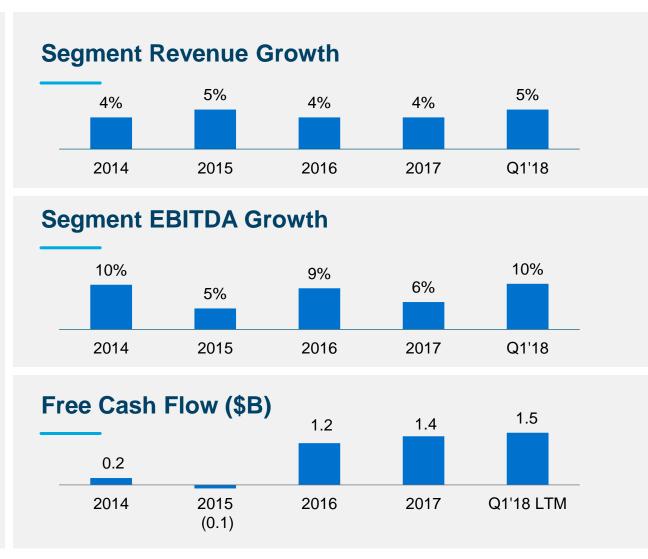
Executing against our commitments

Enter the ISV business	\otimes	Further scale Clover platform	\otimes
Invest in eCommerce solutions	\otimes	Grow security and fraud solutions	\otimes
Revitalize/transform SMB Direct	\otimes	Expand internationally	\otimes
Add new STAR transaction types	\otimes	Increase free cash flow	\bigcirc
Enter adjacent markets in GFS	\otimes	Pay down debt to approach 4X by end of '19	
Continue to win large merchant and FI deals globally	\otimes		

Historical revenue & EBITDA

2017 Total Segment Revenue





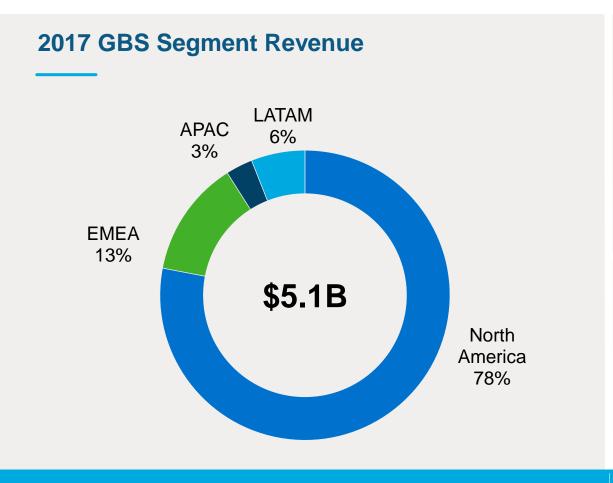
^{1. 2017} segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

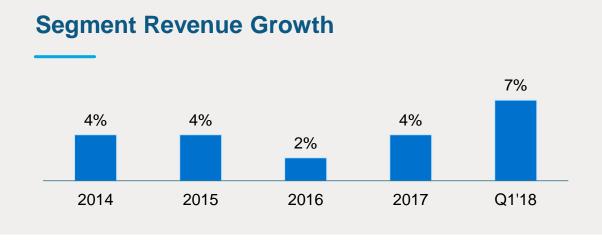


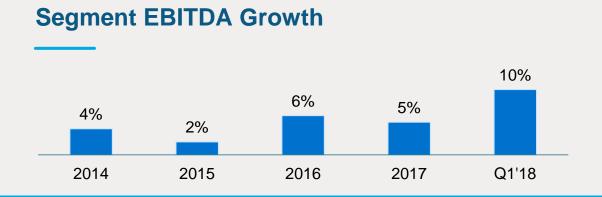
^{2. 2014-2017} segment revenue and segment EBITDA growth are shown on a organic constant currency basis prior to adoption of the New Reporting Standards.

^{3.} Q1'18 segment revenue and segment EBITDA growth are shown on a organic constant currency basis and reflect adoption of the New Reporting Standards.

Global Business Solutions







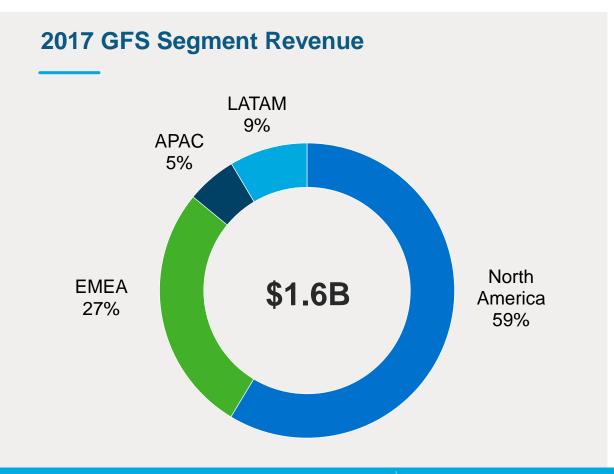
#1 Global Acquirer

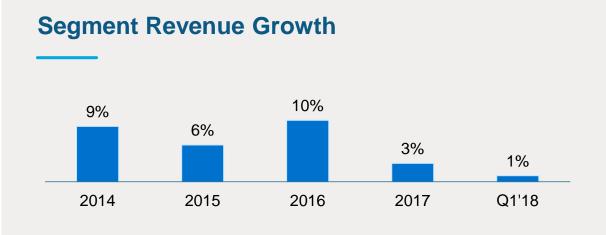
\$2.4T in Processed Volume

^{1. 2017} GBS segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

^{2. 2014-2017} GBS segment revenue and segment EBITDA growth are shown on a organic constant currency basis prior to adoption of the New Reporting Standards. 10 3. Q1'18 GBS segment revenue and segment EBITDA growth are shown on a organic constant currency basis and reflect adoption of the New Reporting Standards.

Global Financial Solutions







#1 Global Issuer Processor

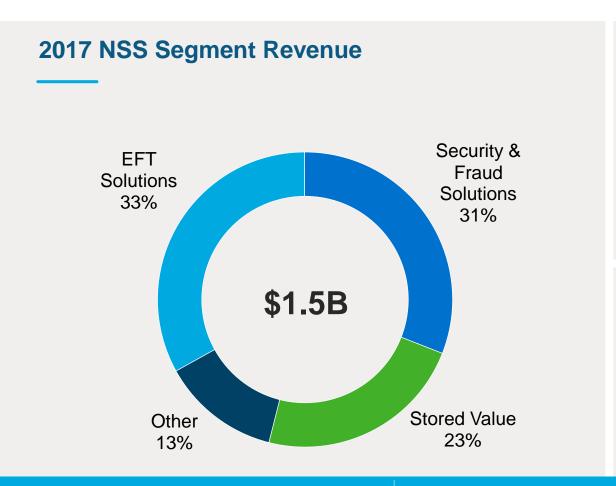
1B+ Accounts

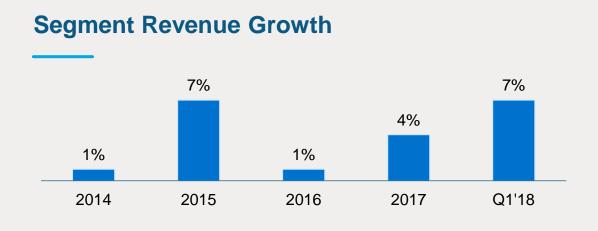
1,300+ Financial Institutions

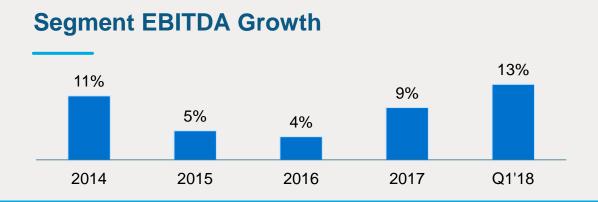
^{1. 2017} GFS segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

^{2. 2014-2017} GFS segment revenue and segment EBITDA growth are shown on a organic constant currency basis prior to adoption of the New Reporting Standards.

Network & Security Solutions







#3 U.S. Debit Network

Leader in Prepaid

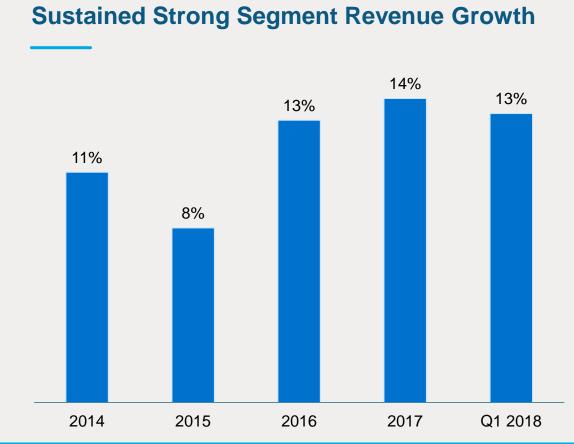
Leader in Security & Fraud

^{1. 2017} NSS segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

^{2. 2014-2017} NSS segment revenue and segment EBITDA growth are shown on a organic constant currency basis prior to adoption of the New Reporting Standards.

International momentum





~\$1.8B Total Revenue

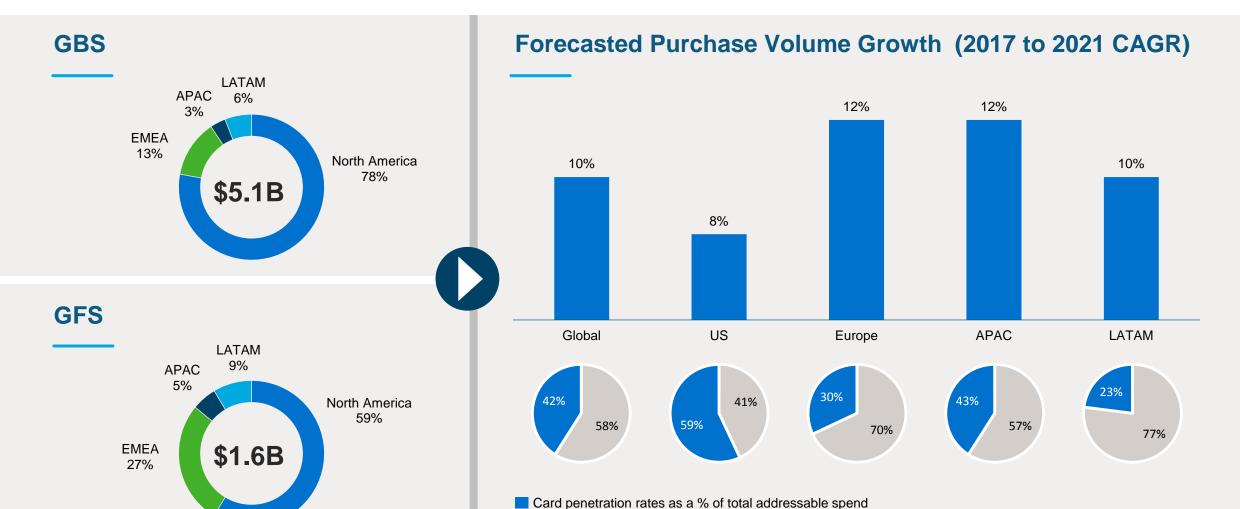
100+ Countries

~22% of Revenue

^{1. 2017} international segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

^{2. 2014-2017} international segment revenue growth is shown on a organic constant currency basis prior to adoption of the New Reporting Standards.

Global footprint poised for growth



^{1. 2017} segment revenue reflects New Reporting Standards (see Form 8-K filed on April 16, 2018).

^{2.} Source IMF, World Bank, Nilson, and Bernstein.

Rapidly growing businesses

Business / Product	Recent growth	Driven by technology innovation
Clover	50%+ GPV	\checkmark
eCommerce	Double digit	\checkmark
International	Double digit	\checkmark
ISV and Agent	Double digit	\checkmark
STAR	Mid-single digit	\checkmark
Security & Fraud	Double digit	\checkmark

Significant growth driven by recent technology investments

Key takeaways



First Data is a **technology innovator**...



with a history of strong execution...



and significant amount of high growth revenue...



with strategic capital allocation opportunities

Today's speakers











Software is (still) "eating the world"



Point of sale is becoming critical real estate



Experiences drive more engaged merchants

Clover value proposition



For merchants

- Intuitive and easy-to-use software
- Enterprise-grade analytics and insights
- Comprehensive integrated hardware suite
- > Established developer community enabling leading apps for business owners



For developers

- > Open architecture
- Scalable and modular platform
- > Established merchant base
- Access to First Data's industry-leading distribution channels

Open platform architecture

Clover App Market Categories











Vertically integrated hardware

Clover Station 2

Clover Hardware Suite



Fully-integrated EMV



Larger 14" display & 8-core, state-of-the-art processor



Printer with customer-facing display & contactless payments



Fingerprint reader for employee login



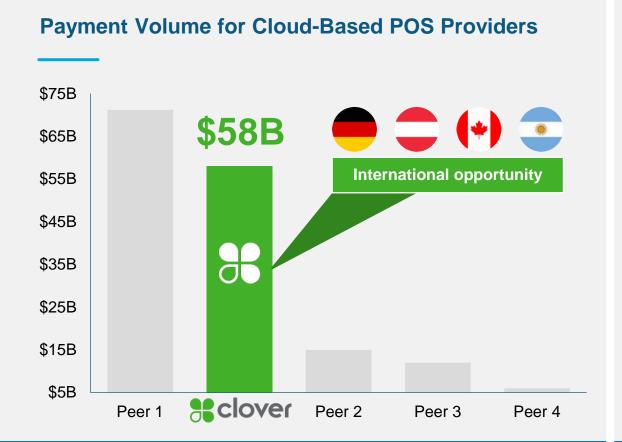


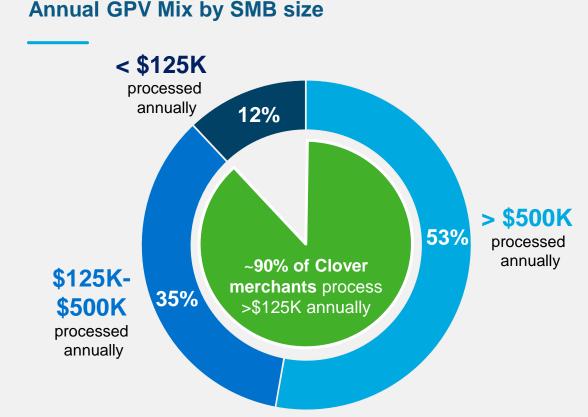
Clover All Over





Clover snapshot: fastest growing at-scale provider





50%+
Volume growth

270M+
Unique cards processed

Peers include Lightspeed, Square, TouchBistro, and Upserve. Clover and Peer 1 data is Q1'18 annualized. All other peer data is as of 2017. Source: Publicly available disclosures and marketing materials.

Clover Annual GPV mix by SMB size, volume growth, and unique cards processed as of Q1'18.



Clover growth strategy

- 1 Extending our lead
 - > Accelerated investment in product

- 2 Expanding our reach
 - > Opening up new distribution channels



Tripled our engineering staff in recent years

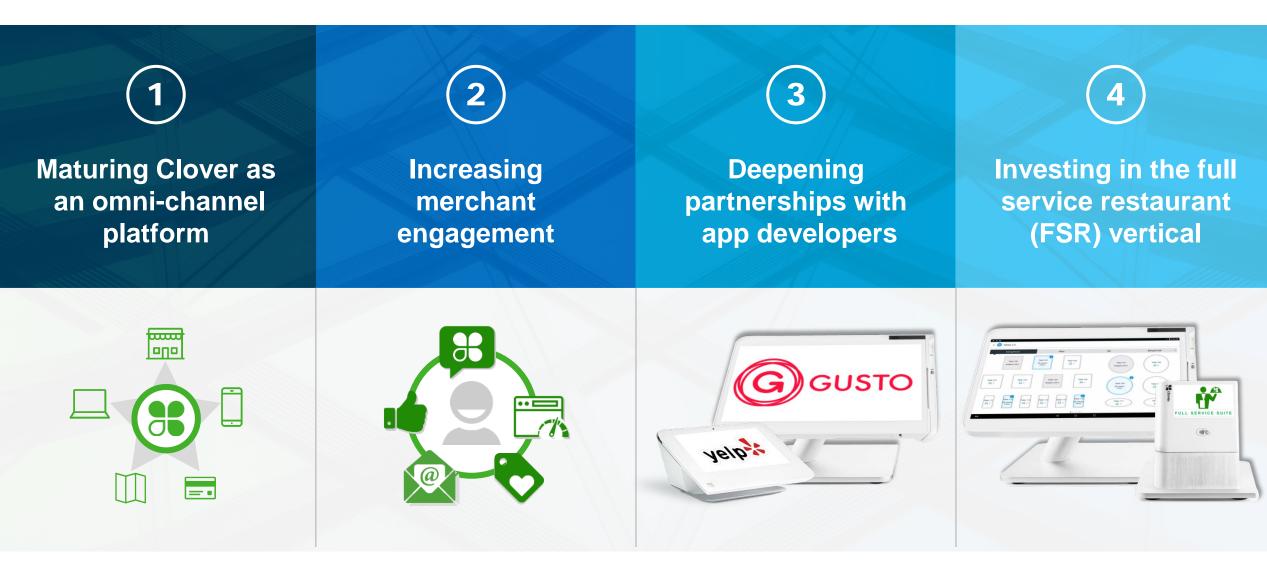


Faster product release cycles



Active business development pipeline

Extending our lead



First Data

Expanding our reach

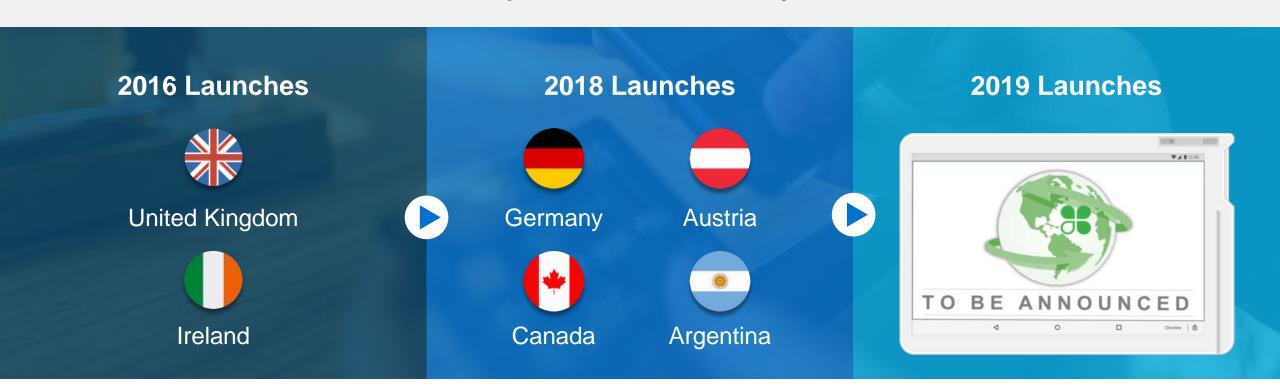


First Data

Clover international expansion

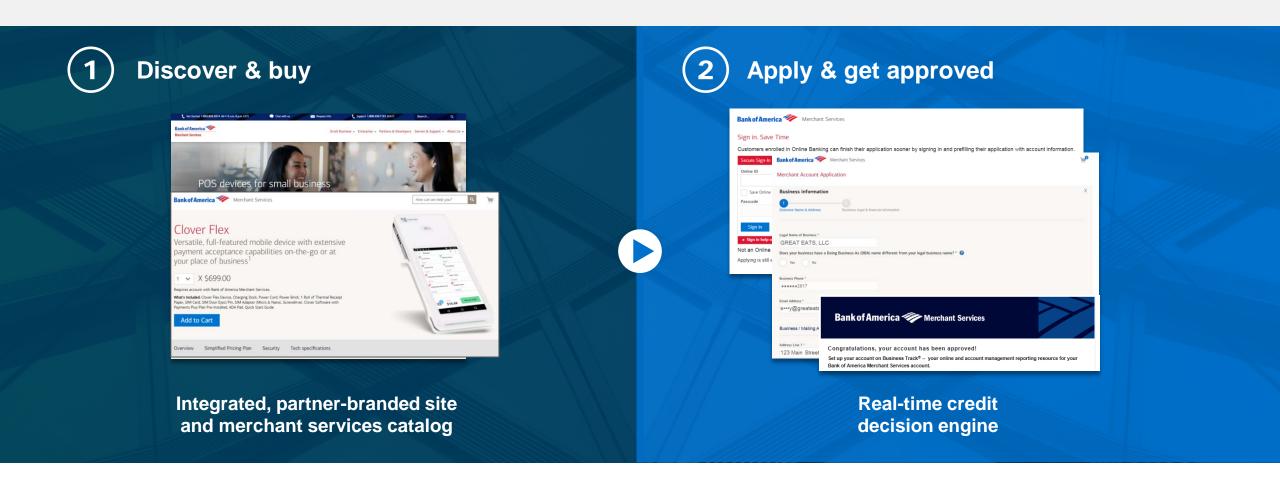


Clover expanding to four new countries in 2018; more planned for 2019 and beyond



Bank partner digital sign-up

Launching a bank partner-branded, online shopping and sign-up experience for Clover



Clover accelerating ISV capabilities

The Clover Platform provides ISVs with multiple integration options



Fully Integrated

Clover provides the operating system and hardware for third-party software



Semi-Integrated

Clover provides payment capability via a connection to a PC-based solution

Key takeaways

1 Scaled SMB platform

- Leading player in quick service restaurants and retail
- Taking share in upper end of SMB
- Significant interest from developers

2 Investing to extend lead

- Maturing Clover as an omni-channel platform
- Deepening partnerships with app developers
- Investing in the FSR vertical

3 Expanding distribution

- > Entering four new countries in 2018 with more to come
- Launching bank partnerbranded digital sign-up
- Accelerating ISV capabilities





Spotlight on Growth: Bank Digitization and eCommerce

Dan Charron

Executive Vice President, Head of Global Business Solutions

First Data

Bank and retail distribution channels

1,500 Distribution Partners

Referral Partners















SUNTRUST

























ZIONS BANK.

+ thousands of other leading bank and retail partners around the globe

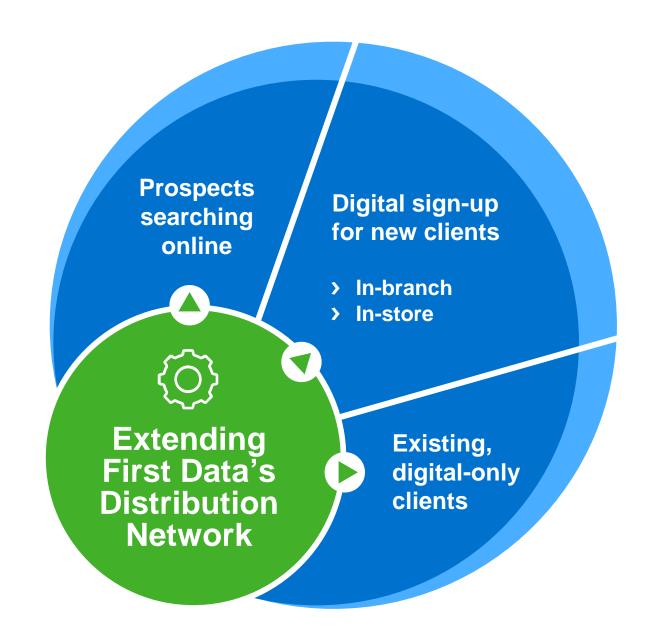




Extending the reach of our partners

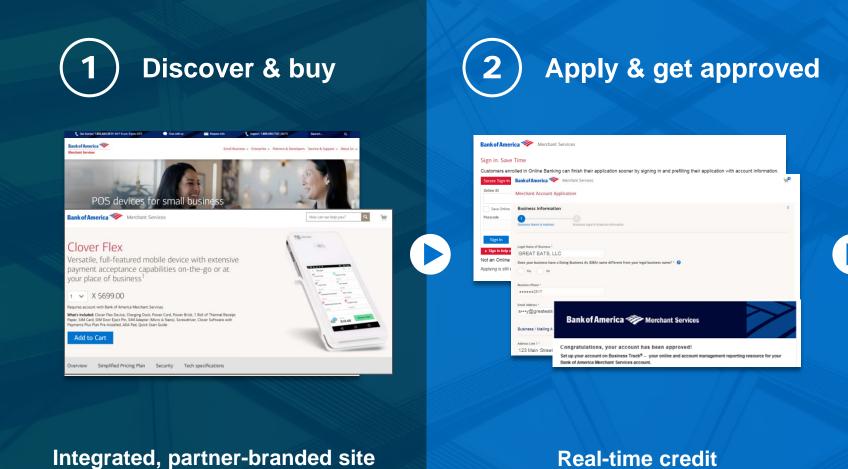
The digital opportunity

- > Reach new types of clients
- Penetrate deeper into existing base
- > Transform application process
- Deliver approval in minutes



First Data

Digitizing the SMB lifecycle



3 Get service



Real-time credit decision engine

Merchant self-service and dashboard

First Data

and merchant services catalog

Discover & buy

1 APIs allow integration into any digital property

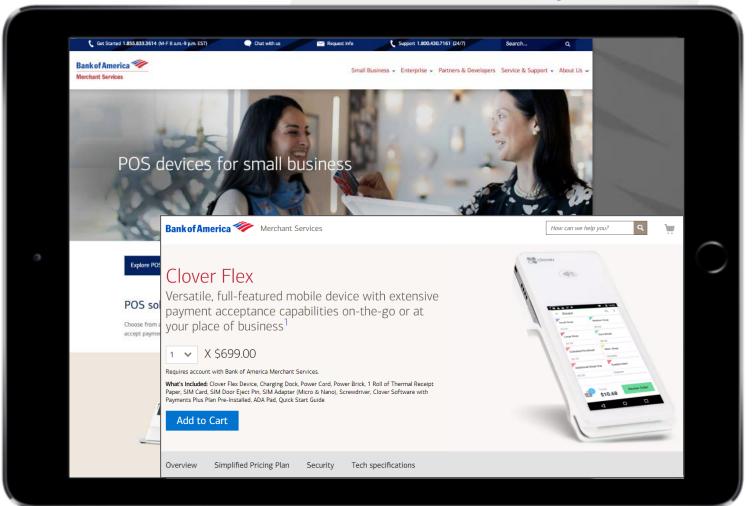


2 Attractive, intuitive shopping experience



3 Includes Clover ecosystem and more

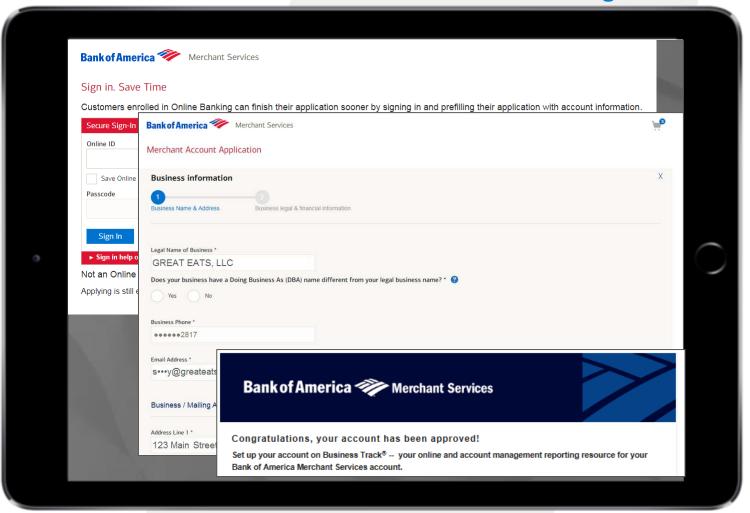
New merchant sales platform



Apply & get approved

Simple and fast application process **Conditional approval** capabilities **Instant decisions with** higher approval rates

New risk engine



Get service

1 Anywhere, any way

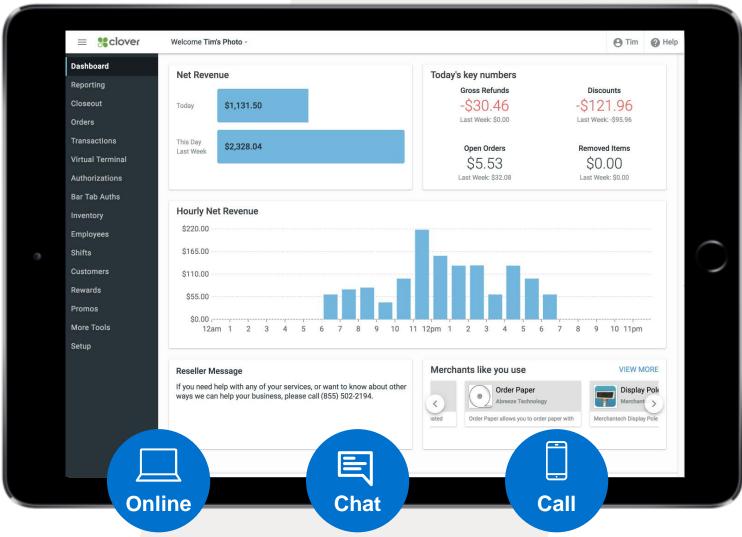


2 Simple interface with actionable intelligence



3 Library of value-added services

Upgraded dashboard



Solution showcase







BBVA Compass

Our partners have powerful digital brands



Millions of potential clients

Millions of digital visitors

6M+

Business banking accounts

100M+

Annual small business visits







BBVA Compass













Creates clear differentiation

	Distribution	Digitized SMB enrollment experience	Leading POS platform
First Data.			
Technology disruptors			
Traditional acquirers			

Driving clear benefits

1 Expands addressable market

Transforms the merchant experience

Lowers cost to acquire and serve

> New sales opportunities

> More accounts

> Greater productivity

> More revenue

> Lower cost to acquire

> Higher retention

Future opportunities

Extend to Retail Partners

verizon\(^{\sqrt{}}





Go International









Cross-sell Software Services











eCommerce & Mobile Payments

Growth strategy

1 Extend our single platform

 Dozens of countries and hundreds of payment methods

 Recent expansion into India, Mexico, Australia, and China Win with differentiated solutions

 Optimized routing, disbursements, and mobile payments

Driving higher-margin, valueadded service revenues Focus on highgrowth sectors

Marketplaces, on-demand platforms, and aggregators

Winning clients such as Lyft and Yapstone

Single platform for cross-border commerce

Global reach



250+
Payment methods



ONE PLATFORM ONE CONNECTION ONE CONTRACT

Solutions focused on our clients' needs





Global processing



Local payment types



Hundreds of currencies



FI partnerships





In-country rates



Optimized routing



Fraud tools



Global support





Digital disbursements



Payment facilitator



Mobile applications



Authorization optimization

Our differentiated solutions



Optimized online transaction routing

 Optimized across network cost and authorization rates



Digital disbursements

Instant digital payouts to consumers and businesses



Mobile applications

> Payments services for mobile apps: order ahead, connected car



On-demand platforms



Marketplaces



Aggregators



Key takeaways

1 Digital enrollment

- > Investments in new technology
- > Extends reach of our partners
- > Leverages our unique capabilities

2 eCommerce & mobile payments

- > One platform, one connection, one contract
- > Differentiated solutions

Capturing share in high-growth sectors







- > Platform summary | Distribution partners and merchants
- > Agent channel overview
- > ISV channel overview
- > Growth opportunities | Roadmap

Reseller platform

AGENT

LEAD SUBMISSION



MERCHANT ACTIVATION

MERCHANT ACQUIRING

ISV





Partner management system

Automated underwriting & boarding

Customer management

Product enrollment

Commission processing

Device deployment

Advanced support ticketing

Risk monitoring

Portfolio analytics

Merchant portal

Virtual & retail terminal

Mobile app

Real-time reporting

Integrated payments

Gateway

Developer-friendly APIs

Bolt P2PE

Payment security

P2PE

Tokenization

\$65B+

Annual payment volume

~20%

YoY growth

~\$0.5B

Annual revenue

~15%

YoY growth

Agent channel 101

Overview

- Network of independent contractors
- > Resellers of our product and services
- First Data owns the merchant contract and pays revenue share
- Go to market under First Data brand
- > First Data controls pricing to the merchant

~140,000 4,000+ Agents Active merchants \$60B+ ~\$0.4B Annual Annual payment volume revenue 15%+ 10%+ **Payment** Revenue volume growth growth

ISV market overview

10,000+ ISVs



Many yet to integrate payments

Large addressable market

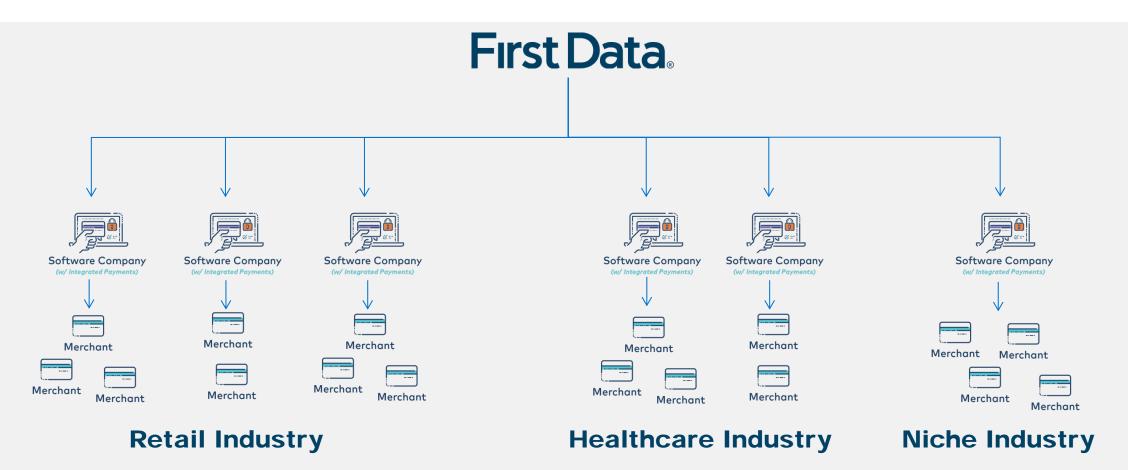
Fast growing market

- Double-digit growth
- Significant number of ISVs have yet to integrate payments
- Many ISVs that integrate payments have yet to monetize payments

Excellent lifetime economics

- > Low merchant churn
- Revenue share to ISVs is low because of low competition from acquirers

Our philosophy on the ISV market



One-to-many relationship

First Data

Our rapidly growing ISV distribution channel

20+ ISVs signed per

month

~\$50M

Annual revenue

\$5B+

Annual payment volume

50%+

Volume & revenue growth

First Data

cardconnect.



ISV growth strategies

Short-term objectives

Medium-term objectives



Integrate Bolt and CardPointe with Clover



Power U.S. ISVs to serve international markets



Offer instant enrollment



Establish local presence in international markets



Generate referrals back to ISV partners

Key takeaways

1 Rapidly taking share

- > ISV channel
- Agent channel

2 Strong existing capabilities

- CardConnect
- > BluePay
- ➤ CoPilot
- CardPointe
- > BOLT

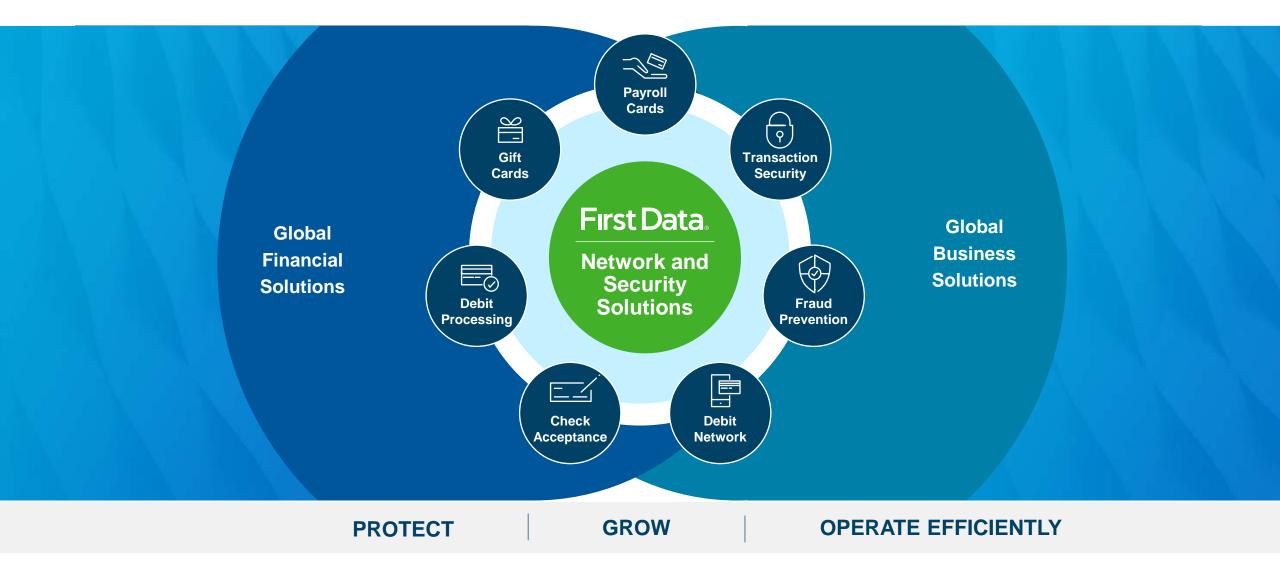
Key strategies to drive growth

- > Robust technical roadmap
- International expansion
- > ISV referral engine





NSS: Value-added services helping clients succeed



First Data

Spotlighted growth opportunities



STAR expansion



Security & Fraud Solutions

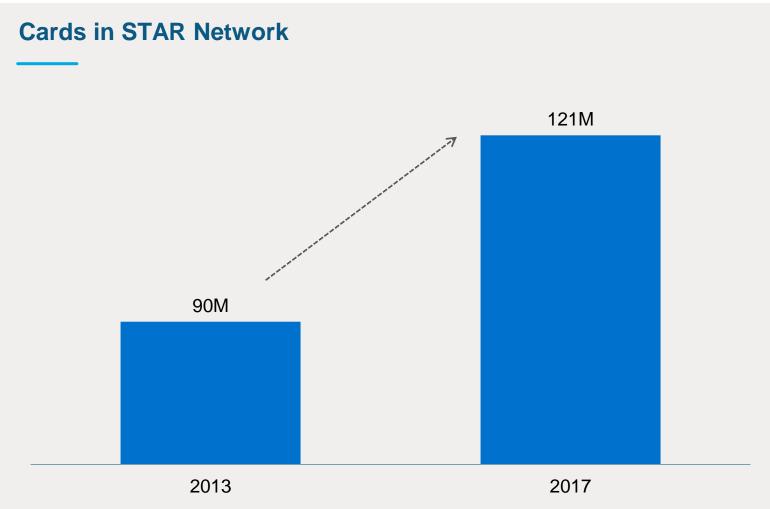
Driving growth



> Any transaction > Securely > Any time > Efficiently > Any channel Maximizing choice

STAR already a First Data success story

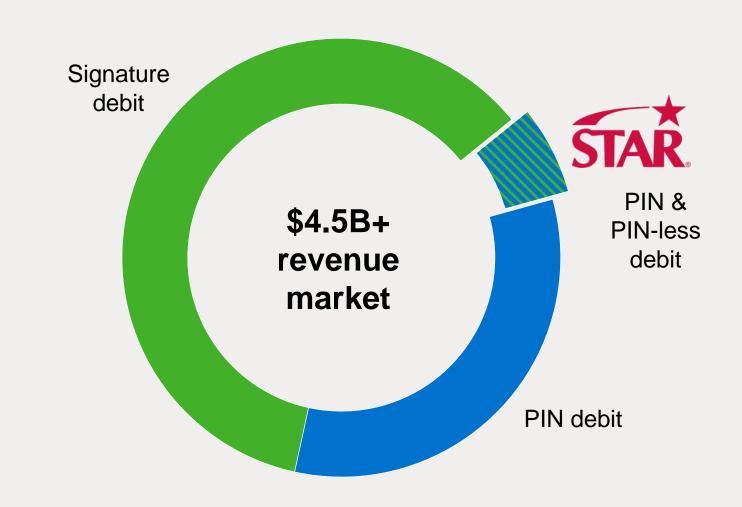




U.S. debit market

\$4.5B+
Debit network revenues

60%+
Margins



Two types of debit transactions

PIN & PIN-less Debit (single message)

- > ATM protocol adopted for POS
- One message (authorization + settlement)
- Historically required a physical PIN pad

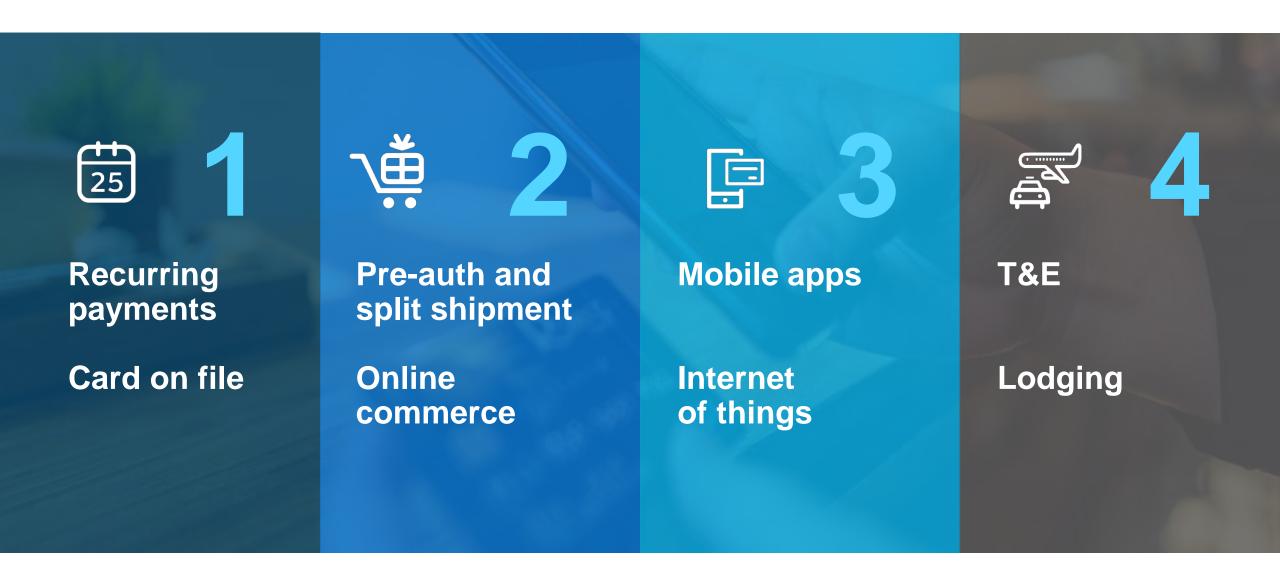
Domestic debit networks Card present

Signature Debit (dual message)

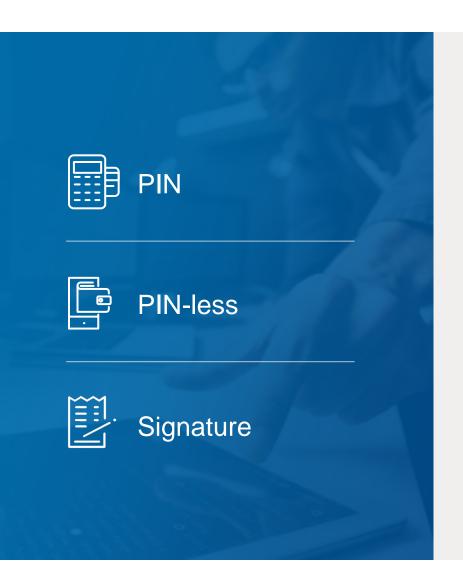
- Credit card protocol adopted for debit
- > Two messages (authorization, then settlement)
- Historically authenticated with signature

Global networks All transactions, all channels

STAR new use cases



Now a full service debit network

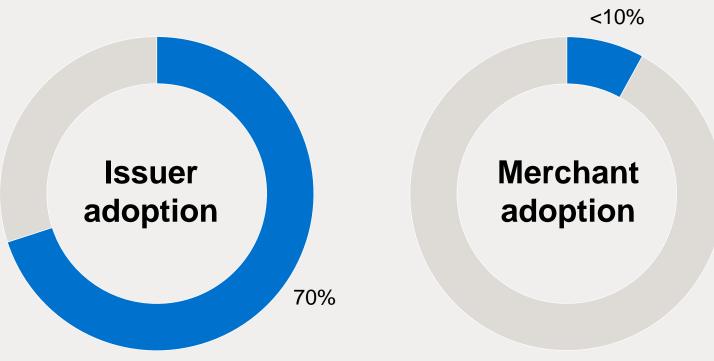




PIN-less success







STAR is uniquely positioned to win

STAR signature



2017 Key milestone

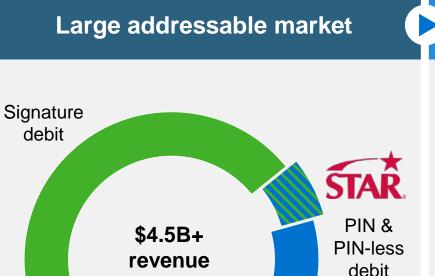
> First live transaction

2018 Acceleration

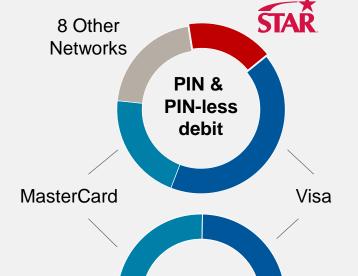
- Walmart went live in March
- Expect to follow PIN-less adoption curve
- Significant sales, implementation, and execution work to deliver

Significant growth opportunity

PIN debit



market



Opportunity to grow share

Our goals to win

- Expand leadership in PIN
- Expand rapidly in PIN-less

- Challenge the incumbents
- Compete for all transactions

Grow overall market share from 7% to 10%

Signature

debit



STAR Positioned for growth



Goal:

Drive growth of new transaction types

Merchant PIN-less penetration

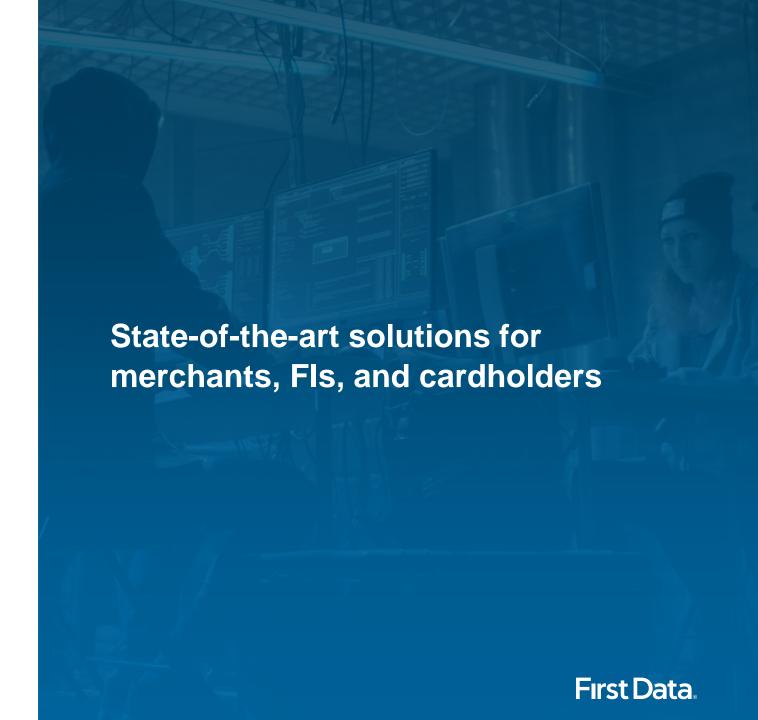
Merchant signature adoption

Issuer signature adoption



Keeping commerce safe





Real threat with massive risk

The New York Times

Equifax Says Cyberattack May Have Affected 143 Million in the U.S.

9,198,580,293

Data records lost or stolen since 2013

Money

Chili's Is the Latest Place to Be Hit With a Data Breach. Here's What You Should Know.

THE WALL STREET JOURNAL.

Saks, Lord & Taylor Hit With Data Breach. Millions of credit cards exposed by hackers...

Impact







3,496



Every second **58**

Security & Fraud suite and opportunity

Issuer Solutions



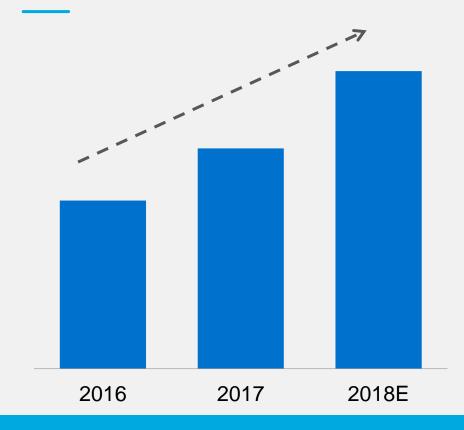


Merchant Solutions





Security & Fraud Revenue



~\$270M business growing mid-teens

Security & Fraud opportunity



EMV

EMV has shifted fraud online, but POS threats remain



Digital

Mobile is accelerating the risk



Impact

Losses and prevention costs continue to increase

Multi-billion dollar revenue market

Fraud Detect superior capabilities

Fraud Detect

Rest of the market



- > Machine learning
- > Artificial intelligence

- > Static parameters
- > Reliant on humans



- > 93B transactions annually
- > Global visibility

Narrow datasets



- > Cybersecurity experts
- > Managed algorithms

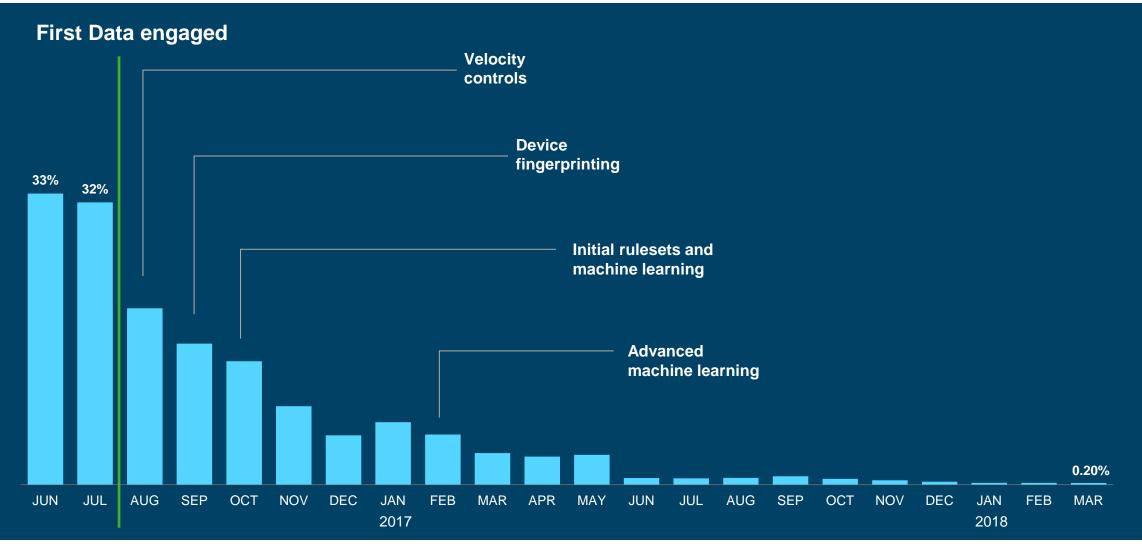
Limited experience

Fraud Detect winning formula



First Data

Success story: new mobile app for large global merchant



Key wins









Security & Fraud positioned for growth



Goal:

Become the market leader

Increase penetration of existing clients

Win new clients

Grow internationally

Key takeaways

1 STAR

- > Differentiated signature debit network
- > Expanded addressable market
- > Investments paying off

2 Security & Fraud

- > Comprehensive solution suite
- Cutting-edge technology
- > Proven client success stories





Spotlight on Growth: Issuer APIs and Adjacent Markets

Andrew Gelb

Executive Vice President, Head of Global Financial Solutions

First Data

Our broad solution set is a competitive advantage

Single platform for all product types...













Debit

Retail

Commercial

Loans

Prepaid

...across the entire account lifecycle







Card personalization



Account processing



Customer communications



Loyalty



Risk & fraud



Service & operations

Industry dynamics are creating additional opportunities

Trends Impacting FIs First Data Strategic Response Digitization Enabling APIs and microservices Addressing the international Globalization market more broadly **Extending beyond Product diversification** core card processing

Digital tools are a fundamental differentiator



APIs



Developer portal



Global applications

We have already delivered key digital solutions



FI Developer Portal launched in 2017



575 APIs available to developers



Loyalty & Customer Service applications built from microservices

The benefits of digital tools are significant

Impact of digital architecture

- Faster deployment of solutions
- Direct consumer engagement
- Extensive configurability

Global applicability

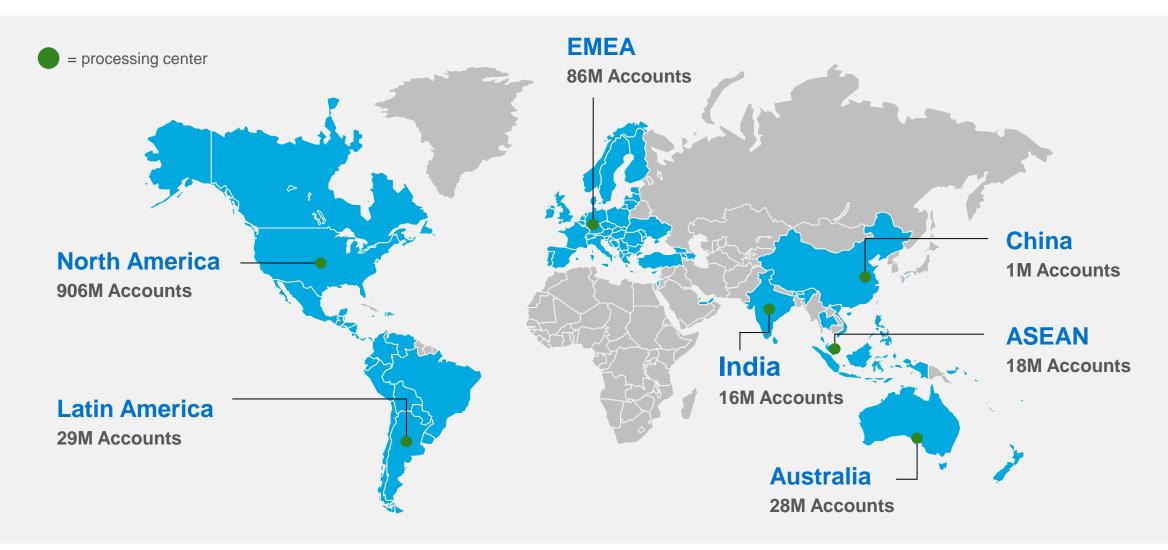
Benefits to our business

- Enables faster revenue realization
- > Creates a new revenue stream

> Embeds our solutions with clients

> Eases integration with emerging partners

Most comprehensive global processing footprint





Our global processing strategy has been deliberate

VisionPLUS



Continuing to build scale on existing processing platforms

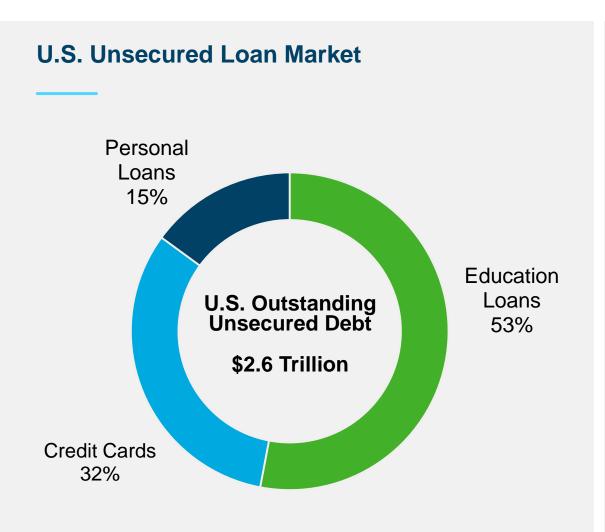


Establishing new processing centers in growth areas

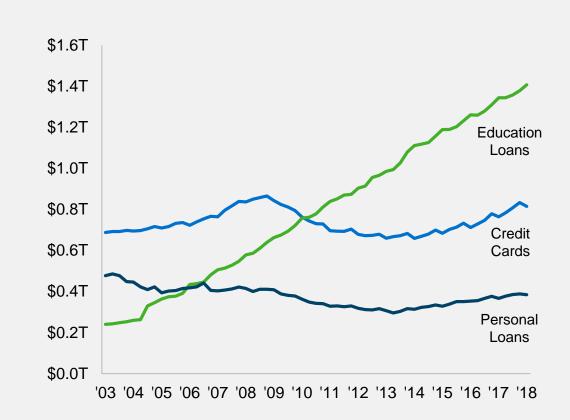


Selectively selling licensing solutions

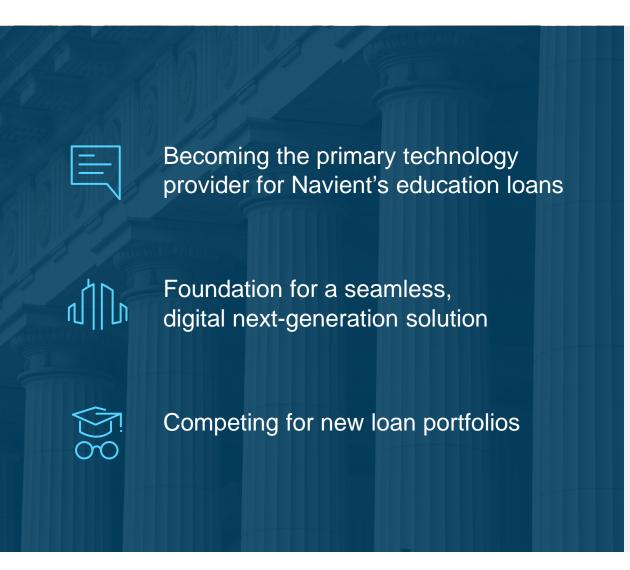
Product diversification creates substantial opportunity

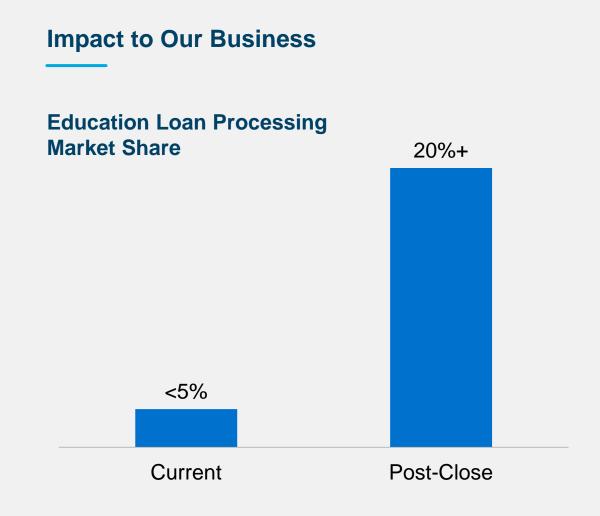


U.S. Consumer Unsecured Debt Outstanding



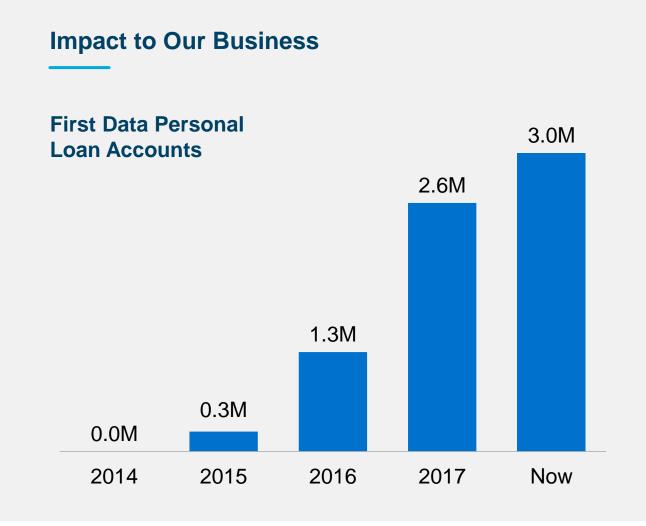
Strategic deal underpins our education loans strategy





Growing momentum in personal loan space





Demonstrated success with increased market share































\$125M+ of annualized revenue won since the beginning of 2017

Key takeaways

1 Digitization

- > Transformation to APIs and microservices
- > New opportunities for First Data and our clients

2

Globalization

- Leading global processing franchise
- Significant untapped global opportunity

3

Product diversification

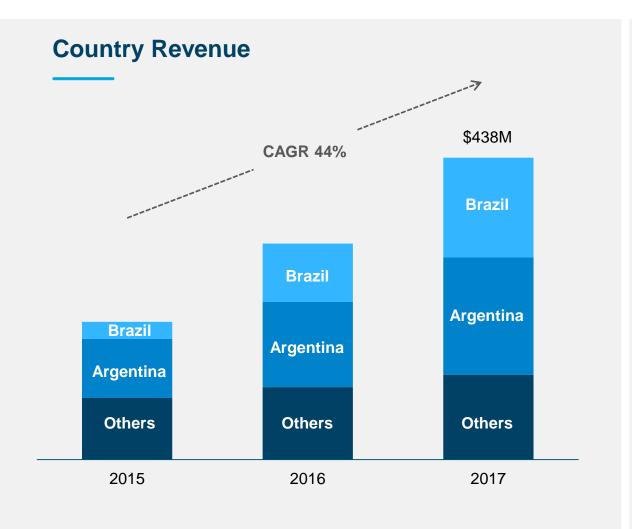
- Growth in education and personal loans
- > Large new markets for expansion

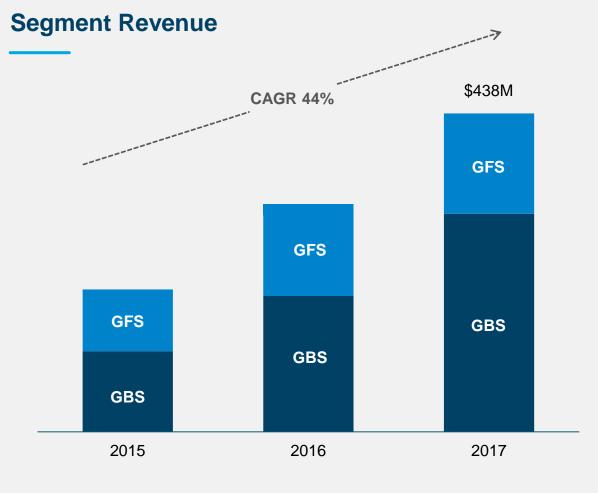
First Data



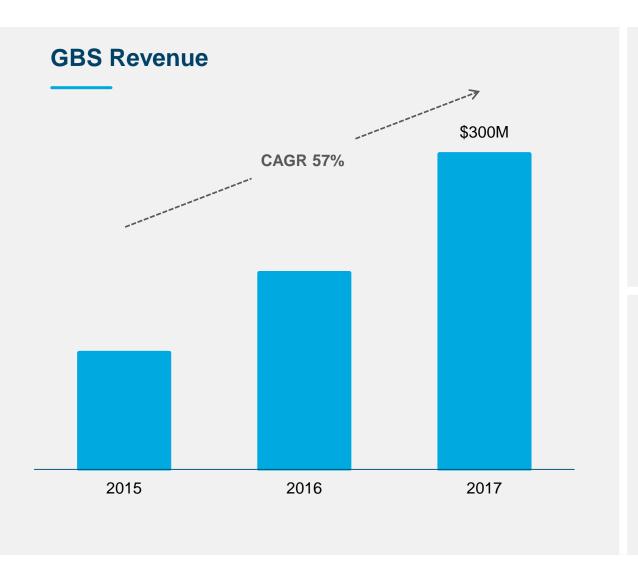


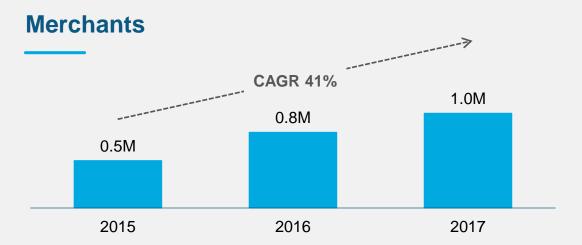
LATAM revenue

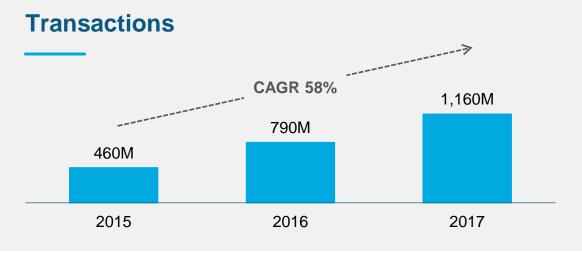




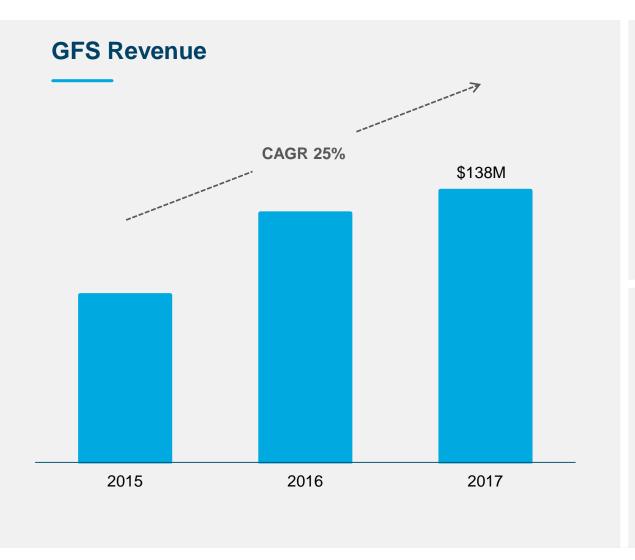
LATAM GBS business momentum

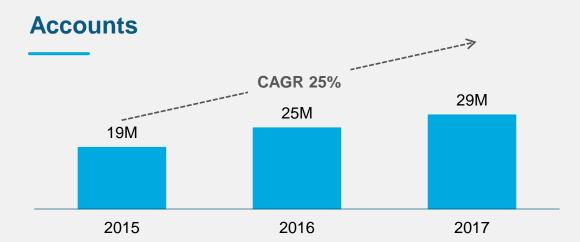


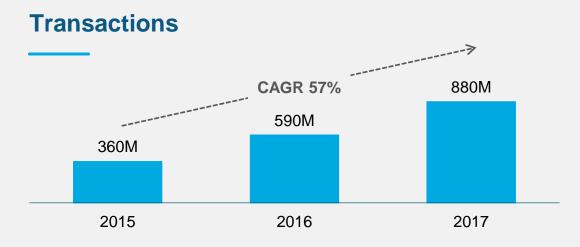




LATAM GFS business momentum







Brazil GBS growth opportunities

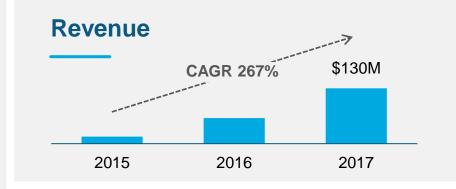
Our unique formula: empower our partners



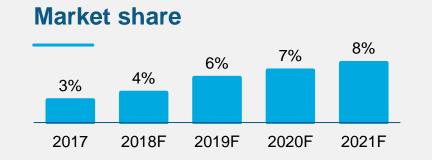




- New partnerships live in 2018
 - Sicredi 1,611 branches
 - Crefisa 1,030 branches





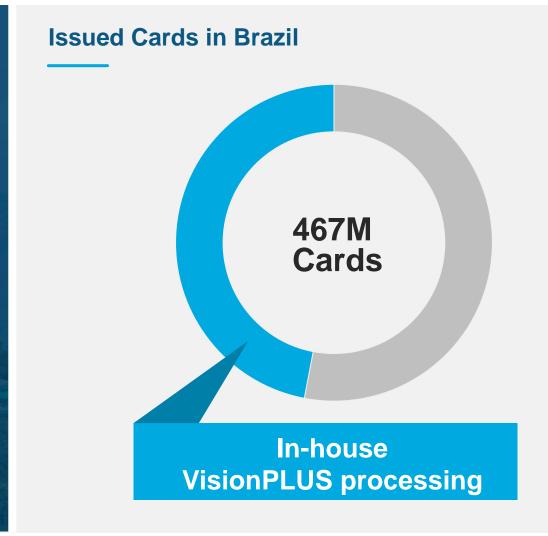


Brazil GFS growth opportunities

Introducing issuing processing services in 2019

New Global FI Developer Portal will accelerate time to market

Strategic collaborations with issuers on digital transformation leveraging VisionPLUS 10



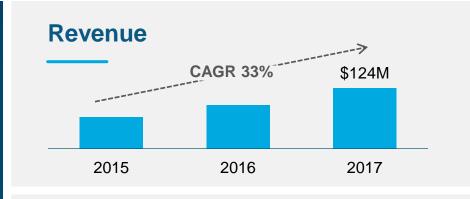
Argentina GBS growth opportunities

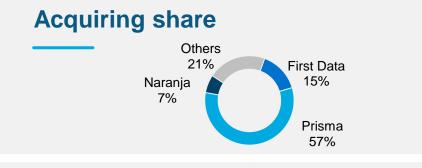
Robust 33% growth, but historically hampered by exclusivity

Profound changes in the market will create new opportunities

First Data obtained a Visa license on June 1

Multi-acquirer market opens in Q4 2018







Argentina GFS growth opportunities

Steady growth despite prohibition from processing Visa cards

> PRISMA client exclusivity ends fully in 2022

VisionPLUS 10 will provide the most differentiated and digitally enabled platform for all card types and loans





Latin America is rich with opportunities



Key takeaways

1 Brazil opportunities

- > Leveraging new bank partnerships to take share in acquiring
- Greenfield opportunity in issuer processing

Argentina market opening

- > End of network exclusivity opens up market in acquiring and issuer processing
- ➤ Differentiated solution in VisionPLUS 10

Well positioned for growth

- Upcoming deregulation in additional markets creates opportunities
- > First Data's regional footprint and unique assets are in high demand

First Data

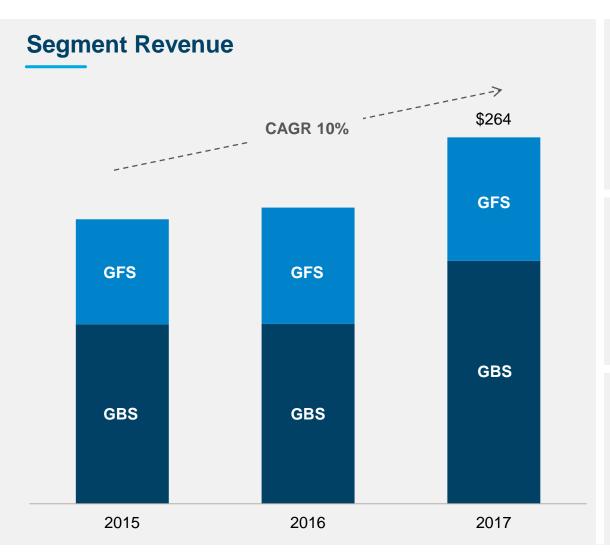


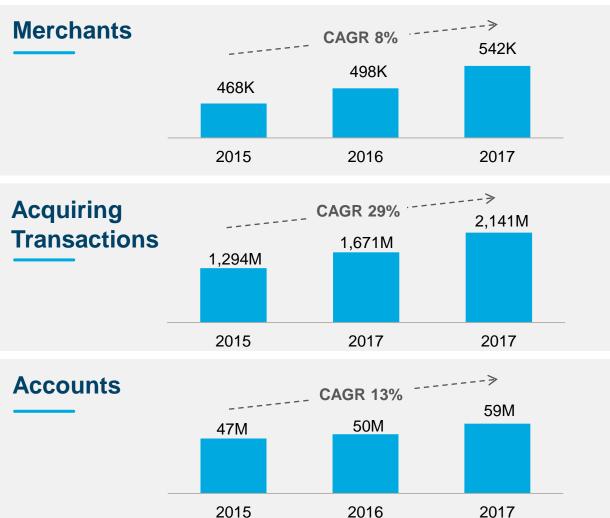


Spotlight on Growth:

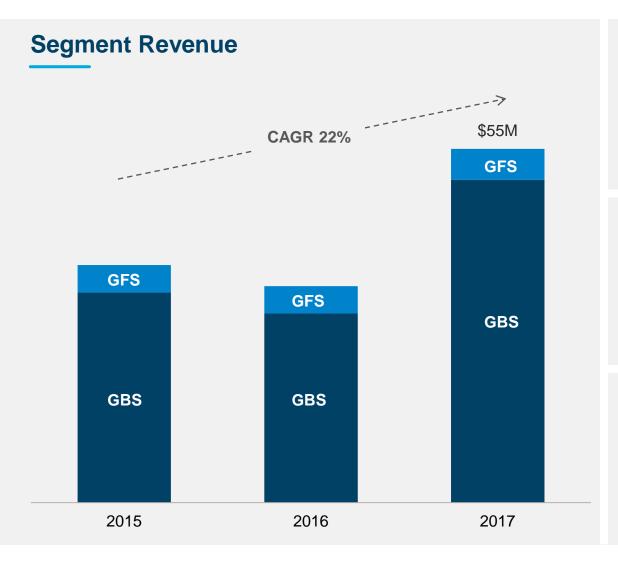
Executive Vice President, Head of Asia Pacific Region

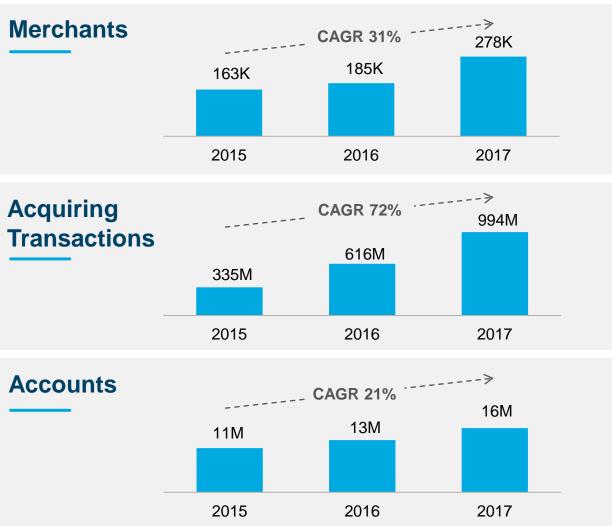
APAC overview





India overview





India spotlight



First Data

India payments market

A compelling opportunity driven by several long-term trends





Government policies driving digitization



Cash

Cards (Visa, MC, RuPay) Digital wallets (PPIs)

Real-time payments (UPI, IMPS)

ACH

90%+ of consumer expenditures

~\$140B
Payments
volume

~\$15B
Payments
volume

~\$130B
Payments
volume

~\$135B
Payments
volume

Market stats

\$1T+

Digital payments market (2023E)

60%+

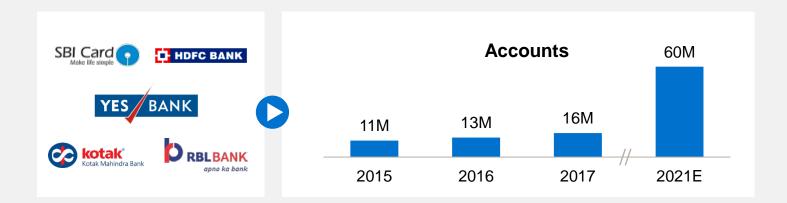
Card payments growth (2017)

2x

Growth in POS terminals (post de-monetization)

GFS India processing hub

First Data domestic VisionPLUS hub is a key differentiator



Cross-sell opportunities

Debit, switching, and ATM driving

Unsecured loans processing

Market stats

~35M (25% YoY)

Credit cards (2017)

~840M (10% YoY)

Debit cards (2017)

\$400M+

Processing revenue pool (2020E)

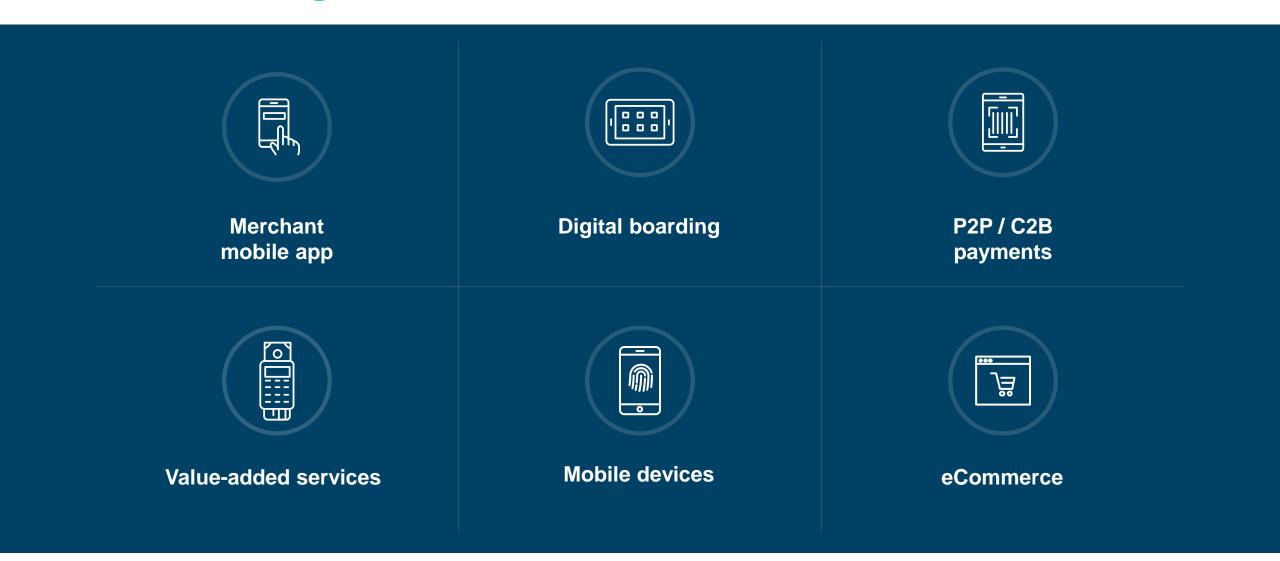
GBS India today



Key merchants and partners



GBS India digital stack



First Data

APAC: Growth opportunities across markets



Key takeaways

- 1 Strong secular growth
- > Early innings of electronic payment adoption
- Significant total addressable market
- > Government & technology catalyzing growth

- 2 Uniquely positioned
- > Top-tier acquirer with leading market share
- In-country issuer processing hub
- Innovative, technology-driven solutions





Highlighted today > Growth Opportunities > Guidance

Powerful financial attributes

Diversified revenue base Low customer and vertical concentration risk **Recurring revenue stream** Majority of revenue under multi-year contracts Capacity to scale Ability to add large incremental volume at a low cost High margins, low capex/working capital Strong cash flow conversion ~\$4.6B U.S. federal tax NOL at 12/31/17

Sizable fast-growing revenue base

\$3B+ in revenue growing 10%+

Increasing capital allocation flexibility

Multiple opportunities to create value as leverage declines

Spotlights on growth across First Data



GBS

- > Take share in ISV channel
- > Transform bank channel via digital sign-up
- > Expand Clover and eCommerce



GFS

- Win additional global mandates
- Drive innovation in digital
- Expand to adjacent markets



NSS

- Grow STAR PIN-less and Signature
- Deliver robust fraud solutions



International

- > Build on strong momentum in LATAM
- > Expand marketleading franchise in India

Portfolio optimization: increasing revenue growth

Recent Divestitures

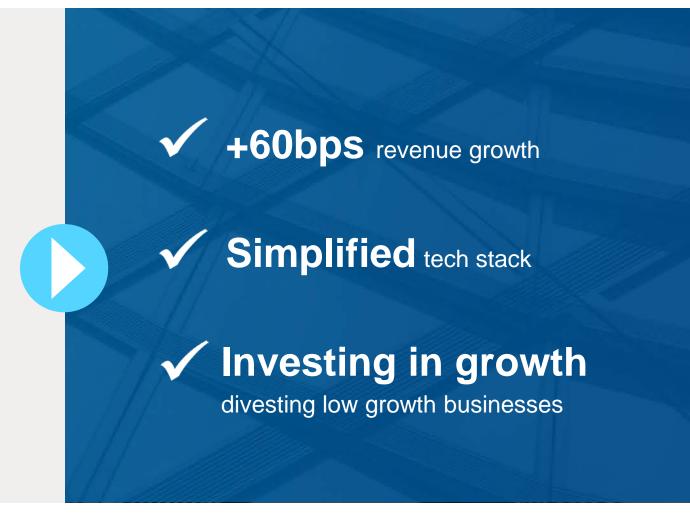
~\$0.6B

- Central & Eastern Europe / Greece
- > Baltics
- Australian ATM

Recent Acquisitions

~\$1.6B
Deployed

- CardConnect
- > BluePay
- Acculynk



Reflects significant transactions that have been signed or closed since the end of 2015.

^{2.} The revenue growth rate reflects the estimated impact of the transactions on full-year 2017 growth.

Rapidly growing businesses



Reaffirming 2018 guidance



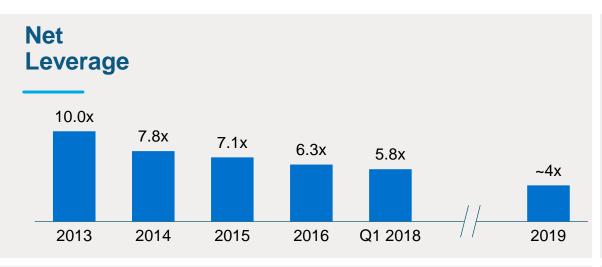
^{3.} Organic growth is defined as reported growth adjusted for the following: (1) excludes the impacts of year-over-year currency rate changes in the current period; (2) excludes the results of significant divestitures in the prior year period; (3) includes the results of significant acquisitions in the prior year period; and (4) is adjusted to retrospectively apply the New Reporting Standards to the prior year period

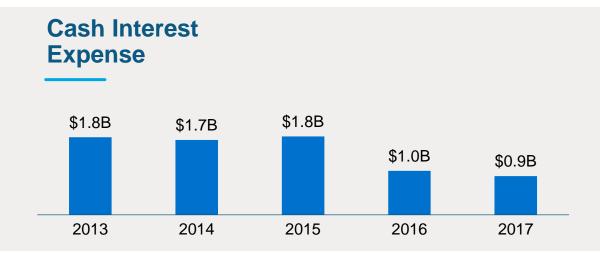
Medium-term guidance: 2019-2021

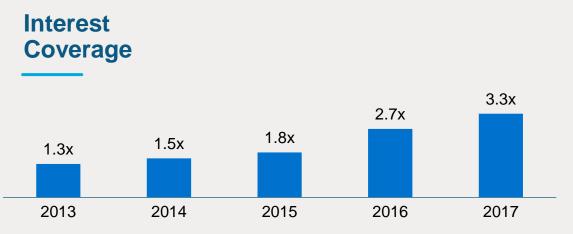
Segment Revenue Growth	Segment EBITDA Growth	Adjusted EPS Growth	Free Cash Flow	Leverage Target
Mid-single digit	Mid-to-high single digit	Low-double digit to mid-teens	\$5B+ cumulative 2019-2021	3.5 – 4.0x

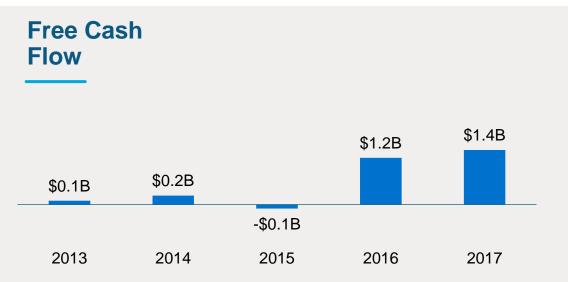
^{3.} Segment revenue and Segment EBITDA represent organic constant currency growth, defined as constant currency adjusted for acquisitions and divestitures in all periods.
4. Assumes FDC becomes a US Federal tax payer starting in 2021.

Rapidly improving capital structure









^{1.} Net leverage defined as net debt to Segment EBITDA. Q1 2018 LTM Segment EBITDA is proforma for full year trailing net impact of major acquisitions and divestitures, and is adjusted retrospectively for the adoption of the New Reporting Standards (see Form 8-K filed on April 16, 2018). 2. 2013 – 2017 net leverage and interest coverage are shown as reported in those periods (prior to adoption of the New Reporting Standards). 3. Interest coverage defined as Segment EBITDA to book interest expense. 4. See Appendix for reconciliation of Free Cash Flow and Net Leverage to the comparable GAAP equivalent.

Factors influencing our view on leverage

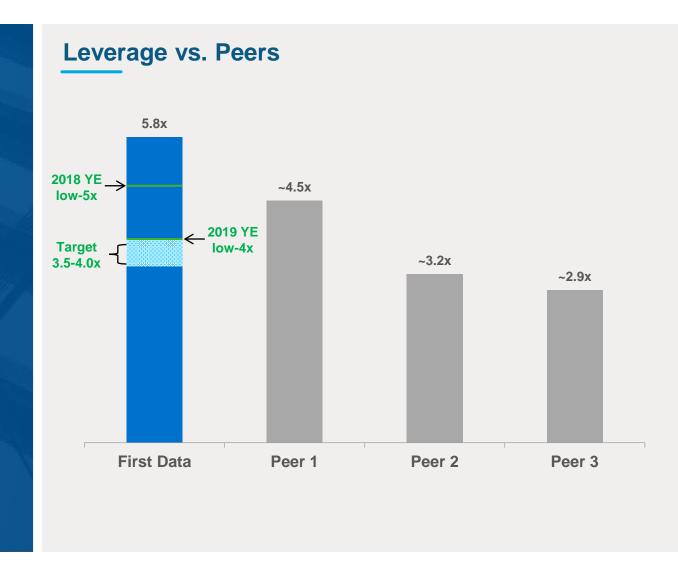
Medium-term leverage target: 3.5 – 4.0x

Multiple expansion opportunity likely diminishes as leverage nears 4.0x

This range is likely at or near investment grade

Rapidly approaching leverage of peers

Durable and stable business model supports a reasonable level of debt



^{1.} Leverage is defined as net debt to segment EBITDA. See reconciliation of total borrowings to net debt in the Appendix.

^{2.} Peer group consists of Worldpay, Global Payments, and TSYS. Peer group leverage ratios derived from 3/31/18 public company filings and adjusted to (1) align with First Data's definition of leverage and (2) the estimated proforma impact of closed acquisitions and divestitures.

Capital allocation framework

Above 4x Leverage Below 4x Leverage Return capital to shareholders **Primarily Further** focused debt reduction on debt reduction **Acquisitions**

Investment thesis



Strong Revenue Growth

- > Relentless focus on technology innovation
- > Unmatched distribution
- Scaled international business



- Powerful Cash Generation
- > Inherent operating leverage
- > Capital-light business
- > Sizable NOL



- Strategic Capital Allocation
- Debt reduction
- > Return capital to shareholders
- **→** M&A



Maximizing
Shareholder Returns

First Data

Key takeaways



First Data is a **technology innovator**...



with a history of strong execution...



and **significant** amount of **high growth revenue**...



with strategic capital allocation opportunities



Non-GAAP Reconciliation: Cash Flow from Operations to Free Cash Flow

		Year ended December 31,					
	2013	2014	2015	2016	2017	2018	
Net cash provided by operating activities ⁽¹⁾	\$ 715	\$ 1,035	\$ 795	\$ 2,111	\$ 2,047	\$ 534	
Capital expenditures	(379)	(567)	(602)	(477)	(518)	(139)	
Distributions and dividends paid to noncontrolling interests, redeemable noncontrolling interest, and other ⁽¹⁾	(224)	(266)	(312)	(418)	(170)	(27)	
Free cash flow	\$ 112	\$ 202	\$ (119)	\$ 1,216	\$ 1,359	\$ 368	

^{1.} The year ended December 31,2016 includes a \$123 million reclassification related to settlement activities to conform certain international joint ventures to our global policies, which increased "Cash and cash equivalents" and decreased "Accounts receivable" in our consolidated balance sheet.

Non-GAAP Reconciliation: Total Borrowings to Net Debt

	As of December 31,					As of March 31,	
	2013	2014	2015	2016	2017	2018	
Total Long-term borrowings	\$ 24,255	\$ 20,697	\$ 18,737	\$ 18,131	\$ 17,927	\$ 17,908	
Total Short-term and current portion of long-term borrowings	146	161	856	358	1,271	1,104	
Total borrowings	24,401	20,858	19,593	18,489	19,198	19,012	
Unamortized discount and unamortized deferred financing costs	563	226	184	156	126	120	
Total borrowings at par	24,964	21,084	19,777	18,645	19,324	19,132	
Less: Settlement lines of credit and other arrangements	(69)	(68)	(43)	(84)	205	164	
Gross debt	24,895	21,016	19,734	18,561	19,119	18,968	
Less: Cash and cash equivalents	(431)	(358)	(429)	(385)	(498)	(586)	
Net debt	\$24,464	\$ 20,648	\$ 19,305	\$ 18,176	\$ 18,621	\$ 18,382	
Trailing twelve months total segment EBITDA	2,449	2,663	2,730	2,888	3,104	3,172	
Leverage Ratio	10.0x	7.8x	7.1x	6.3x	6.0x	5.8x	

^{1. 2013} Long term borrowings includes Senior unsecured PIK notes held by First Data Holdings Inc. The notes were paid off during 2014.

^{2. 2017} and Q1'18 segment EBITDA shown on a proforma basis for full year trailing net impact of major acquisitions and divestitures in the quarter the transaction was consummated and adjusted retrospectively for the adoption of the New Reporting Standards

Non-GAAP Reconciliation: 2018 Guidance

Consolidated Revenue to Total Segment Revenue

	FY 2018 vs FY 2017
Consolidated revenue (at reported rates) 2018 at ASC 606 vs. 2017 at ASC 605	~(20)%
Adjustments	
+ Non wholly owned entities	
+ Reimbursable postage and other	
+ ASC 606 Adjustments	
Total segment revenue (at reported rates)	~6 – 7%
Memo: Total segment revenue (at constant currency)	~6 – 7%

Net Income to Total Segment EBITDA

	FY 2018 vs FY 2017
Net income attributable to FDC ¹ 2018 at ASC 606 vs. 2017 at ASC 605	~(35%) – (45%)
Adjustments (note: adjustments represent positive balances):	
+ Depreciation and amortization	
+ Interest expense, net	
+ Income tax expense	
+ Stock-based compensation	
+ ASC 606 Adjustments	
+ Other ²	
Total segment EBITDA (at reported rates)	~8 – 10%
Memo: Total segment EBITDA (at constant currency)	~8 – 10%

Net Income to Adj. Net Income

	FY 2018
Net income attributable to FDC 2018 at ASC 606 vs. 2017 at ASC 605	\$0.90-0.95
Adjustments (note: adjustments represent positive balances):	
+ Stock-based compensation	
+ Amortization of acquisition intangibles and deferred	
financing cost	
+ ASC 606 Adjustments	
+ Other ³	
Adjusted net income	\$1.42-1.47

Cash Flow from Operations to Free Cash Flow

	FY 2018
Cash (used in) / provided by operating activities	\$2.1B+
+ Adjustments ⁴	
Free cash flow (use) / source	\$1.4B+

- 1. Reflects a significant increase in tax expense in 2018 primarily driven by the Q4 2017 release of a valuation allowance against deferred tax assets associated with the U.S. federal NOL. The reversal of the valuation allowance resulted in a significant non-cash tax benefit in Q4 2017 and the recording of a normalized book tax rate in 2018.
- 2. Includes non wholly owned entities adjustment, loss on debt extinguishment, as well as other items.
- 3. Includes loss on debt extinguishment, gain/loss on divestitures, restructuring, impairment, litigation and other, as well as the impact of tax expense/(benefit) of the adjusted items
- 4. Includes capital expenditures and distributions to minority interest and other



Non-GAAP Reconciliation: 2017 Organic Constant Currency Growth

	Twelve months ended December 31,				Twelve mo	onths ended Dece	December 31,
	2017	2016	% B/(W) ⁽¹⁾	_	2017	2016	% B/(W) ⁽¹⁾
FDC Segment revenue	\$ 7,428	\$ 7,141	4%	FDC Segment EBITDA	\$ 3,072	\$ 2,892	6%
Currency impact	16	-		Currency impact	13	-	
Acquisitions/Divestitures(2)	-	40		Acquisitions/Divestitures(2)	-	18	
Normalized segment revenue growth ⁽³⁾	\$ 7,444	\$ 7,181	4%	Normalized segment EBITDA growth ⁽³⁾	\$ 3,085	\$ 2,910	6%
GBS revenue	\$ 4,262	\$ 4,063	5%	GBS EBITDA	\$ 1,824	\$ 1,725	6%
Currency impact	2	-		Currency impact	6	-	
Acquisitions/Divestitures(2)	_	53		Acquisitions/Divestitures ⁽²⁾		20	
Normalized GBS revenue growth ⁽³⁾	\$ 4,264	\$ 4,116	4%	Normalized GBS EBITDA growth ⁽³⁾	\$ 1,830	\$ 1,745	5%
GFS revenue	\$ 1,623	\$ 1,593	2%	GFS EBITDA	\$ 686	\$ 646	6%
Currency impact	13	-		Currency impact	7	-	
Acquisitions/Divestitures(2)	_	(6)		Acquisitions/Divestitures ⁽²⁾	_	(2)	
Normalized GFS revenue growth ⁽³⁾	\$ 1,636	\$ 1,587	3%	Normalized GFS EBITDA growth ⁽³⁾	\$ 693	\$ 644	8%
NSS revenue	\$ 1,543	\$ 1,485	4%	NSS EBITDA	\$ 729	\$ 666	9%
Acquisitions/Divestitures(2)	_	(7)		Acquisitions/Divestitures ⁽²⁾	_		
Normalized NSS revenue growth ⁽³⁾	\$ 1,543	\$ 1,478	4%	Normalized NSS EBITDA growth ⁽³⁾	\$ 729	<u>\$ 666</u>	9%

^{1. &}quot;B" means results in 2017 are better than results in 2016 "(W)" means results are worse.

^{2. &}quot;Acquisitions/Divestitures includes the following 2017 activity: the acquisitions of CardConnect and BluePay in GBS North America; the formation of the digital Banking JV in NSS (treated as a 50% digital banking revenue divestiture), and the divestiture of the GFS Baltics business. This line also includes the Australian ATM divestiture in GBS APAC in 2016.

^{3. 2017} and 2016 segment revenue and EBITDA are shown prior to adoption of the New Reporting Standards (see Form 8-K filed on April 16, 2018)

Non-GAAP Reconciliation: Q1'18 Organic Constant Currency Growth

	Three months ended March 31,		March 31,		Three mor	nths ended I	March 31,
	2018	2017	% B/(W) ⁽¹⁾	_	2018	2017	% B/(W) ⁽¹⁾
FDC segment revenue	\$ 2,080	\$ 1,872	11%	FDC segment EBITDA	\$ 730	\$ 650	12%
New revenue standard adjustments (ASC 606)	-	17		New revenue standard adjustments (ASC 606)	-	(8)	
FDC adjusted segment revenue	2,080	1,889	10%	FDC adjusted segment EBITDA	730	642	14%
Currency impact	(28)	-		Currency impact	(5)	-	
FDC CC adjusted segment revenue	2,052	1,889	9%	FDC CC adjusted segment EBITDA	725	642	13%
Acquisitions/Divestitures ⁽²⁾	-	58		Acquisitions/Divestitures ⁽²⁾	-	18	
Organic CC FDC segment revenue growth	\$ 2,052	\$ 1,947	5%	Organic CC FDC segment EBITDA growth	\$ 725	\$ 660	10%
GBS segment revenue	\$ 1,318	\$ 1,118	18%	GBS segment EBITDA	\$ 434	\$ 382	14%
New revenue standard adjustments (ASC 606)	-	32		New revenue standard adjustments (ASC 606)	-	(8)	
GBS adjusted segment revenue	1,318	1,150	15%	GBS adjusted segment EBITDA	434	374	16%
Currency impact	(15)	-		Currency impact	(2)	-	
GBS CC adjusted segment revenue	1,303	1,150	13%	GBS CC adjusted segment EBITDA	432	374	16%
Acquisitions/Divestitures ⁽²⁾	-	71		Acquisitions/Divestitures ⁽²⁾	-	20	
Organic CC GBS segment revenue growth	\$ 1,303	\$ 1,221	7%	Organic CC GBS segment EBITDA growth	\$ 432	\$ 394	10%

^{1. &}quot;B" means results in 2018 are better than results in 2017 "(W)" means results are worse.

^{2. &}quot;Acquisitions/Divestitures includes the following 2017 activity: the acquisitions of CardConnect and BluePay in GBS North America; the formation of the digital Banking JV in NSS (treated as a 50% digital banking revenue divestiture), and the divestiture of the GFS Baltics business.

Non-GAAP Reconciliation: Q1'18 Organic Constant Currency Growth

_	Three months ended March 31,		March 31,	_	Three mor	nths ended I	March 31,
	2018	2017	% B/(W) ⁽¹⁾		2018	2017	% B/(W) ⁽¹⁾
GFS segment revenue	\$ 400	\$ 393	2%	GFS segment EBITDA	\$ 166	\$ 154	8%
New revenue standard adjustments (ASC 606)	-	(1)		New revenue standard adjustments (ASC 606)	-	-	
GFS adjusted segment revenue	400	392	2%	GFS adjusted segment EBITDA	166	154	8%
Currency impact	(12)	-		Currency impact	(3)	-	
GFS adjusted CC segment revenue	388	392	(1%)	GFS CC adjusted segment EBITDA	163	154	6%
Acquisitions/Divestitures ⁽²⁾	-	(6)		Acquisitions/Divestitures ⁽²⁾	-	(2)	
Organic CC GFS segment revenue growth	\$ 388	\$ 386	1%	Organic CC GFS segment EBITDA growth	\$ 163	\$ 152	6%
NSS segment revenue	\$ 362	\$ 361	—%	NSS EBITDA	\$ 175	\$ 156	13%
New revenue standard adjustments (ASC 606)	-	(14)		New revenue standard adjustments (ASC 606)	-	-	
NSS adjusted segment revenue	362	347	4%	NSS adjusted segment EBITDA	175	156	13%
Currency impact	-	-		Currency impact	-	-	
NSS CC adjusted segment revenue	362	347	4%	NSS CC adjusted segment EBITDA	175	156	13%
Acquisitions/Divestitures ⁽²⁾	<u>-</u>	(7)		Acquisitions/Divestitures ⁽²⁾	_		
Organic CC NSS segment revenue growth	\$ 362	\$ 340	7%	Organic CC NSS segment EBITDA growth	\$ 175	\$ 156	13%

^{1. &}quot;B" means results in 2018 are better than results in 2017 "(W)" means results are worse.

^{2. &}quot;Acquisitions/Divestitures includes the following 2017 activity: the acquisitions of CardConnect and BluePay in GBS North America; the formation of the digital Banking JV in NSS (treated as a 50% digital banking revenue divestiture), and the divestiture of the GFS Baltics business.

Notice to Investors, Prospective Investors and the Investment Community; Cautionary Information Regarding Forward-Looking Statements

Certain matters we discuss in our public statements may constitute forward-looking statements. You can identify forward-looking statements because they contain words such as "believes," "expects," "may," "will," "should," "seeks," "intends," "plans," "estimates," "anticipates," "guides," "provides guidance," "provides outlook," or similar expressions which concern our strategy, plans, projections or intentions. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future, including all statements we make relating to revenue, earnings before net interest expense, income taxes, depreciation, and amortization (EBITDA), earnings per share, margins, growth rates, cashflow, free cashflow, and other financial results for future periods are forward-looking statements. By their nature, forward-looking statements speak only as of the date they are made; are not statements of historical fact or guarantees of future performance; and are subject to risks, uncertainties, assumptions or changes in circumstances that are difficult to predict or quantify. Actual results could differ materially and adversely from our forward-looking statements due to a variety of factors, including the following: (1) adverse impacts from global economic, political, and other conditions affecting trends in consumer, business, and government spending; (2) our ability to anticipate and respond to changing industry trends, including technological changes and increasing competition; (3) our ability to successfully renew existing client contracts on favorable terms and obtain new clients; (4) our ability to prevent a material breach of security of any of our systems; (5) our ability to implement and improve processing systems to provide new products, improve functionality, and increase efficiencies; (6) the successful management of our merchant alliance program which involves several alliances not under our sole control and each of which acts independently of the others; (7) our successful management of credit and fraud risks in our business units and merchant alliances, particularly in the context of eCommerce and mobile markets; (8) consolidation among financial institution clients or other client groups that impacts our client relationships; (9) our ability to use our net operating losses without restriction to offset income for US tax purposes; (10) our ability to improve our profitability and maintain flexibility in our capital resources through the implementation of cost savings initiatives; (11) the acquisition or disposition of a material business or assets; (12) our ability to successfully value and integrate acquired businesses; (13) our high degree of leverage; (14) adverse impacts from currency exchange rates or currency controls imposed by any government or otherwise; (15) changes in the interest rate environment that increase interest on our borrowings or the interest rate at which we can refinance our borrowings; (16) the impact of new laws, regulations, credit card association rules, or other industry standards; and (17) new lawsuits, investigations, or proceedings, or changes to our potential exposure in connection with pending lawsuits, investigations or proceedings, and various other factors set forth in our Annual Report on Form 10-K for the period ended December 31, 2017, including in Item 1 - Business, Item 1A - Risk Factors, and Item 7 - Management's Discussion and Analysis of Financial Condition and Results of Operations.

Existing and prospective investors are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date they are made. The Company undertakes no obligation to update or revise any forward-looking statement as a result of new information, future developments or otherwise.

Frank Bisignano

Chairman and Chief Executive Officer



Frank Bisignano is Chairman and Chief Executive Officer of First Data Corporation.

Since arriving at First Data in 2013, Bisignano has worked to rapidly transform the 46-year-old company from its position as the world's largest traditional payment processor into a technology innovator for the 21st Century, bringing an array of new products and services designed to help enterprises large and small grow their business. In June 2014, First Data announced an historic private placement of \$3.5 billion of equity in the company, followed by its \$2.6 billion initial public offering in October 2015, the largest U.S. IPO of the year. These transactions, along with substantial refinancing of First Data's debt in 2015, served to ratify the transformation begun under Bisignano's leadership and set the course for the company's future.

Prior to joining First Data, Bisignano was the Co-Chief Operating Officer for JPMorgan Chase and the CEO of Mortgage Banking at JPMorgan Chase. Under Bisignano's leadership, the Mortgage Banking unit reported 2012 net income of \$3.3 billion, another impressive turnaround compared with a net loss of \$2.1 billion in 2011. Earlier in his career, Bisignano was the chief executive officer for Citigroup's Global Transactions Services business and a member of Citigroup's Management Committee. During his time at Citigroup, he managed Citigroup's successful business continuity plan, which involved relocating 16,000 employees displaced by 9/11.

Throughout his career, Bisignano has supported employment initiatives for veterans and military spouses. While at JPMorgan Chase, he was a founder of the 100,000 Jobs Mission and Bisignano's commitment to veterans has continued at First Data through the First Data Salutes program. A strong proponent of diversity, Bisignano also helped create eight affinity groups to provide networking and support for First Data's diverse group of employees.

Bisignano is a member of the Board of Directors of Humana Inc. Among his non-profit commitments, he serves on the boards of the Partnership for New York City, the National September 11 Memorial and Museum, The Perelman Center for Performing Arts at the World Trade Center, the Mount Sinai Health System, the advisory board for the Institute for Veterans and Military Families (IVMF), and is a trustee of the Battery Conservancy and St. Patrick's Cathedral. In addition to being a Centennial Society member of The Economic Club of New York, he also serves on the boards of the Metro Atlanta Chamber and The Commerce Club of Atlanta. Bisignano was previously vice chairman of the Options Clearing Corporation and a board member for the Depository Trust and Clearing Corporation, the Alliance for Downtown New York, the Lower Manhattan Cultural Council, and PENCIL.

In 2010, Bisignano was awarded Syracuse University's Chancellor's Medal for Outstanding Achievement for his innovation in technology & education. In 2014, Bisignano received the Colonel Michael Endres Leadership Award for Individual Excellence in Veteran Employment from the U.S. Chamber of Commerce. The New York Institute of Technology honored Bisignano in May 2014 with a Doctor of Commercial Science degree for his achievements in business and his philanthropic endeavors. In May 2017, Syracuse bestowed Bisignano with an Honorary Doctorate of Law degree for his distinguished business career and his work in championing higher education and supporting the disadvantaged.

Bisignano was born and raised in Brooklyn, New York. He has three children, Morgan, Alexa, and Henry. He and his wife, Tracy, reside in New Jersey.

Guy Chiarello

President



A renowned global leader in finance and commerce, Guy Chiarello has been at the forefront of banking, technology & innovation for more than 30 years. Guy has led product development and technology for three Fortune 500 companies, advised some of the biggest names in Silicon Valley and Wall Street, and is recognized around the world as one of the most prominent technology leaders in the industry.

Guy has served as the President of First Data since 2013. His leadership has driven a transformation in First Data product development, bringing numerous innovations to market and aided in acquiring several companies including CardConnect and BluePay in 2017. Guy also played an integral role in guiding First Data to its IPO in 2015 when the company raised \$2.8 billion.

Guy personally has been recognized multiple times by Institutional Investor magazine among its "Top Tech 50" and by Information Week as a "Global CIO Top 50", was a NASSCOM CIO of the Year and is considered a key advisor by many leading technology company CEOs in the industry.

Prior to First Data, Guy was the Chief Information Officer at JPMorgan Chase from 2007-2013, where he led global technology across all lines of business in more than 60 countries. Guy also served as the CIO of Morgan Stanley, where he began his career in financial services.

Guy serves as an executive committee member or advisor to a number of nonprofits, including New York Hall of Science (NYSCI), NPower, Kelly Cares, and The Leukemia and Lymphoma Society (LLS) of NJ.

He is a graduate of The College of New Jersey (TCNJ), where he has received distinction for both athletic and professional achievements. Guy has been happily married to Denise for more than 30 years, and his greatest joy is spending time with his wife, children, and grandchildren.

Dan Charron

Executive Vice President, Head of Global Business Solutions



Dan Charron serves as Executive Vice President, Global Business Solutions, with operations in North America, EMEA, APAC and LATAM it provides First Data's 6 million clients across the world with the products, services and solutions they need to grow their business. Charron is responsible for First Data's client and partner relationships worldwide and will target strategic expansion of the firm's footprint, both in terms of geographic reach and the depth and breadth of solution offerings for clients all around the globe.

Prior to his arrival at First Data, Charron spent 14 years at Chase Paymentech, the global payment processing business of JPMorgan Chase & Co. He joined that company in 2000, taking on roles of increasing responsibility, culminating in his appointment as president in 2013. Prior to Paymentech, Charron was a managing partner at US Web-CKS, a global internet consultancy, and served in multiple executive roles at Total System Services (TSYS), a credit card processor, merchant acquirer and bank credit card issuer.

As an industry leader, Charron serves on the Board of Directors of the Electronic Transactions Association (ETA), an international trade association that influences, monitors and helps shape the payments industry. He has served as Chairman of the Board of Merchantlink, a company that offers cloud-based payment gateway and data security solutions to hotels, restaurants and retailers. Dan is on the Board of Directors for the Georgia Chamber of Commerce.

Charron is a graduate of the United States Military Academy at West Point. After his military service, Charron received a master's degree in business administration from the J. Mack Robinson College of Business at Georgia State University.

Jeff Shanahan

Executive Vice President, Co-Head of GBS North America



As Executive Vice President, Jeff manages the Partner Solutions business within First Data, comprised of the ISV, Agent and ISO channels. He is a member of First Data's Management Committee and reports to Chairman and CEO Frank Bisignano.

Jeff previously served as President and CEO of CardConnect. He joined the company in 2006, and in 2014, Jeff was appointed CEO of CardConnect and worked toward the vision of turning the business into a payments technology company and moving beyond the resale of tech solutions, as had been done since its founding as an ISO.

Jeff led CardConnect's growth through several acquisitions, the merger with FinTech Acquisition Corp., which made CardConnect a publicly traded company, and finally the 2017 acquisition by First Data.

A graduate of Pennsylvania State University, with a degree in Management Science and Information Systems, Jeff has more than 15 years of experience in managing operations, leading technology development and implementing business process automation. Prior to joining CardConnect, Jeff served as a Senior Manager at Capgemini and in the years preceding, worked as a Project Manager at Merck and as a Management Consultant for Booz Allen.

Barry McCarthy

Executive Vice President, Head of Network and Security Solutions



Barry McCarthy serves as executive vice president and leads First Data's Network and Security Solutions (NSS). As Head of NSS, Barry is a member of First Data's Management Committee and reports directly to Chairman and CEO Frank Bisignano.

The NSS segment includes the following solutions: STAR debit network; debit processing; gift card; Money Network paycard; Telecheck ACH/check; fraud & security; online and mobile banking; and government. These solutions bring together our enterprise approach, and support the firm's proprietary distribution channels, as well as third parties.

In previous roles, Barry was responsible for the turn-around of the company's \$2.0 billion Financial Services segment, and the turn-around of the company's merchant business in Asia. In addition, he led First Data's historic collaboration with Apple™ on Apple Pay™, and started the partnership with AliPay.

Prior to joining First Data, Barry has held other executive positions at VeriSign, MagnaCash, Wells Fargo, and Procter & Gamble. In the community, Barry serves on several community boards. Currently, he serves as chairman of the state-wide FinTechAtlanta initiative, a new and unique public-private partnership sponsored by the Governor of Georgia.

Barry earned an MBA from the Kellogg School of Management at Northwestern University.

Andrew Gelb

Executive Vice President, Head of Global Financial Solutions



Andrew Gelb joined First Data in October 2014 and is Executive Vice President, Head of Global Financial Solutions. In this role, Andrew is responsible for First Data's issuing solutions suite globally. This includes credit and retail card processing, loans processing, customer communications, plastics personalization, remittance services, commercial payments, and licensed financial software systems, among others. Andrew is a member of First Data's Management Committee and reports to CEO Frank Bisignano.

Prior to his arrival at First Data, Andrew had a distinguished career at Citi where he held a variety of roles around the globe. Most recently, he served as Managing Director and Head of Citi's North America Treasury and Trade Solutions business, a leading provider of banking services such as Cash Management, Trade Solutions, and Commercial & Prepaid Cards to Corporates, Financial Institutions and the Public Sector.

During nearly two decades at Citi, Andrew held leadership positions within Citi's Securities and Fund Services business as Head of Securities and Fund Services in EMEA, as well as Global Head of Direct Custody. He also led Strategy & Planning for Citi Transaction Services and the Cash Management business in Japan. Andrew joined the bank in 1997 and spent his first two years rotating through Citi's businesses in Nigeria, Indonesia, Singapore, New Zealand and the United States.

Andrew serves on the Board of Directors of MineralTree, which received a Series B investment from First Data in early 2015 and provides B2B accounts payable solutions for small and mid-sized businesses.

He earned his MBA at Cornell University's Johnson Graduate School of Management and his BA at Oberlin College.

Gustavo Marin

Executive Vice President, Head of Latin America Region



Gustavo Marin joined First Data in 2015 as executive vice president and head of First Data's Latin America Region. Marin is a member of First Data's Management Committee and reports directly to Chairman and CEO Frank Bisignano.

First Data provides payment technology solutions to more than 100 financial institutions and 1 million merchants throughout Central and South America, as well as the Caribbean. With offices in Buenos Aires, São Paulo, Mexico City, Montevideo, Bogotá and Panamá, First Data employs approximately 1,500 people in the region.

Gustavo began his career at Citibank in 1981. He served as General Manager for Citibank in Paraguay and Peru during the 1990's, where he was responsible for building and managing regional presence and delivering global capabilities locally.

In 2001, Marin was appointed CEO of Citibank Brazil. And then, in 2004, he assumed the responsibility of CEO of Citi's Institutional Clients Group for Latin America and was appointed member of Citi's Corporate Investment Banking (CIB), Management Committee, and Citi's Senior Leadership Committee.

He is a board member of ISA-CTEEP, the largest energy transmission company in Latin America, TAESA, another leading energy company, as well as SAPORE, the largest Latin America independent company of industrial restaurants.

Based in São Paulo in Brazil, Marin holds degrees in Finance and Accounting from Universidad de la Republica – Uruguay.

Ivo Distelbrink

Executive Vice President, Head of Asia Pacific Region



Ivo Distelbrink joined First Data in 2016 and is executive vice president and head of First Data's Asia Pacific (APAC) region. Based in Singapore, Ivo reports directly to Chairman and CEO Frank Bisignano and is also a member of First Data's Management Committee.

First Data is a leading eCommerce and mobile technology provider, merchant acquirer, issuer processor to financial institutions and businesses across APAC, with operations in Australia, South Korea, India, China, Hong Kong, Singapore, Malaysia, and New Zealand. Since its entry into the region in 1992, First Data has expanded its footprint to serve clients in 18 APAC countries, including Indonesia, Thailand, Vietnam and the Philippines.

With more than 20 years of global banking experience, coupled with extensive regional knowledge, Distelbrink joined First Data from Bank of America Merrill Lynch (BAML), where he most recently held the role of Managing Director and Regional Head of Global Transaction Services (GTS) for APAC. Prior to joining BAML in 2010, Distelbrink spent 16 years with Citigroup holding various roles, including Managing Director and Regional Head of Treasury & Trade Solutions, GTS; Managing Director and China GTS Head; CEO & Corporate Bank Head for New Zealand; and COO and Director of Strategic Planning for Global Corporate Banking in Brazil.

Distelbrink holds a business degree from Erasmus University's Rotterdam School of Management and is fluent in Dutch, English, and Portuguese. He is married with three children.

Himanshu Patel

Executive Vice President, Chief Financial Officer



Himanshu Patel is First Data's EVP, Chief Financial Officer, a role he was appointed to in September 2015. He is a member of First Data's Management Committee. Himanshu previously served as First Data's EVP, Strategy, Planning, & Business Development since June 2013.

As CFO, Himanshu has been pivotal in transforming the company's balance sheet, including First Data's \$2.8 billion IPO, the largest IPO of 2015, its \$3.5 billion private placement in 2014, one of the largest U.S. private offerings ever, and over \$10 billion in debt refinancings. Additionally, he has overseen a number of strategic acquisitions and initiatives for the company.

Before joining First Data in 2013, Himanshu was at JPMorgan Chase & Co. for 16 years, most recently as a Managing Director leading strategy for the Chase mortgage banking division. Prior to this, from 2001 to 2011, he was a senior equity analyst for JPMorgan. Himanshu is a CFA® charterholder and holds a Bachelor of Science in finance and marketing from New York University's Stern School of Business.

