



First Data[™]

b>yond the transaction

2013 First Quarter Financial Results

April 30, 2013

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 are provided in the Appendix of this presentation or as part of our Financial Results Press Release accompanying this presentation which can be found at <http://investor.firstdata.com>.



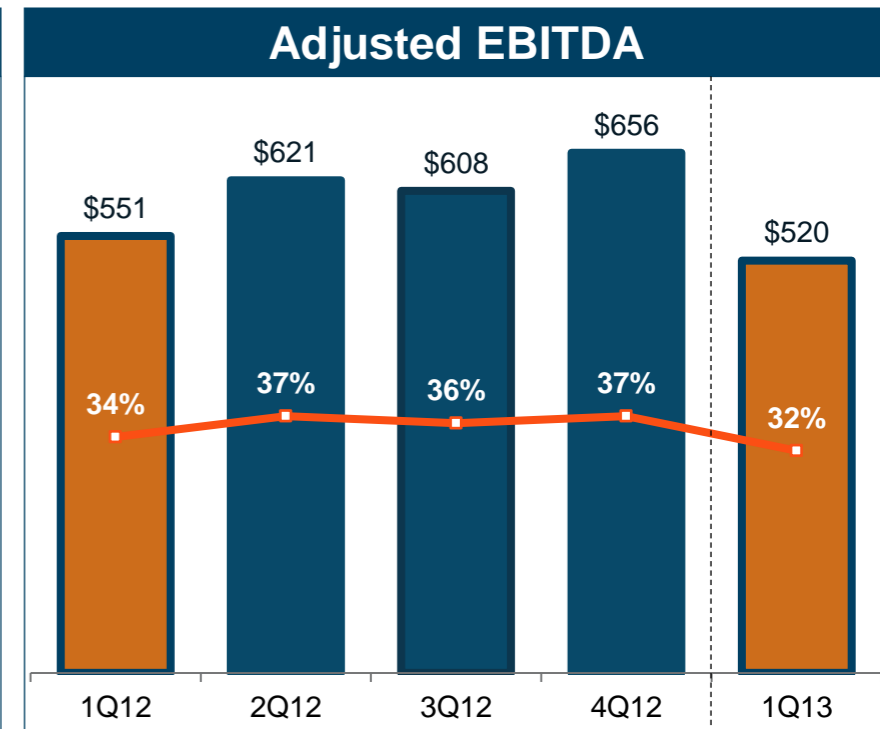
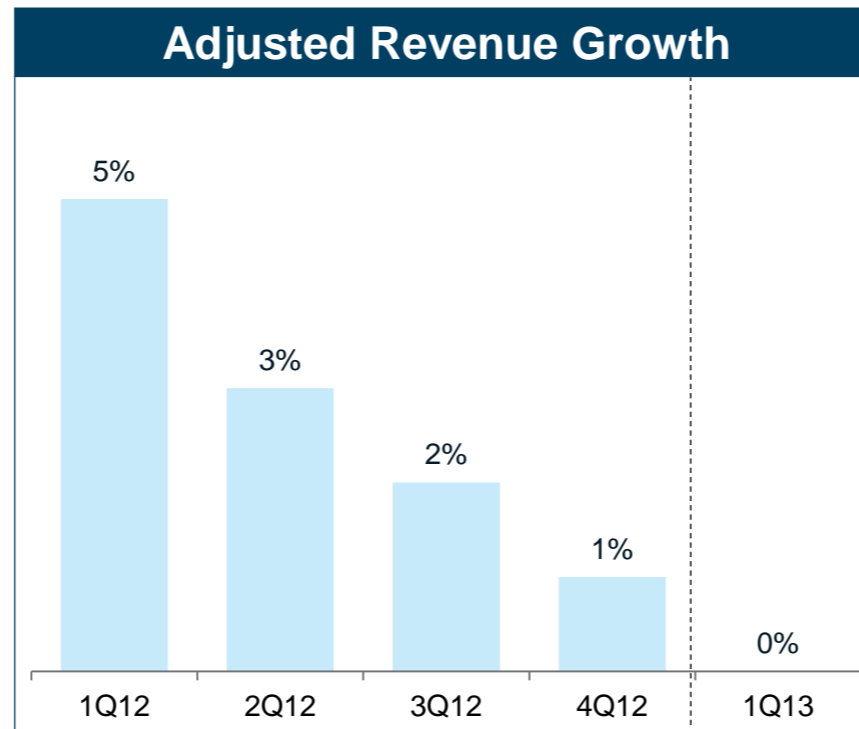
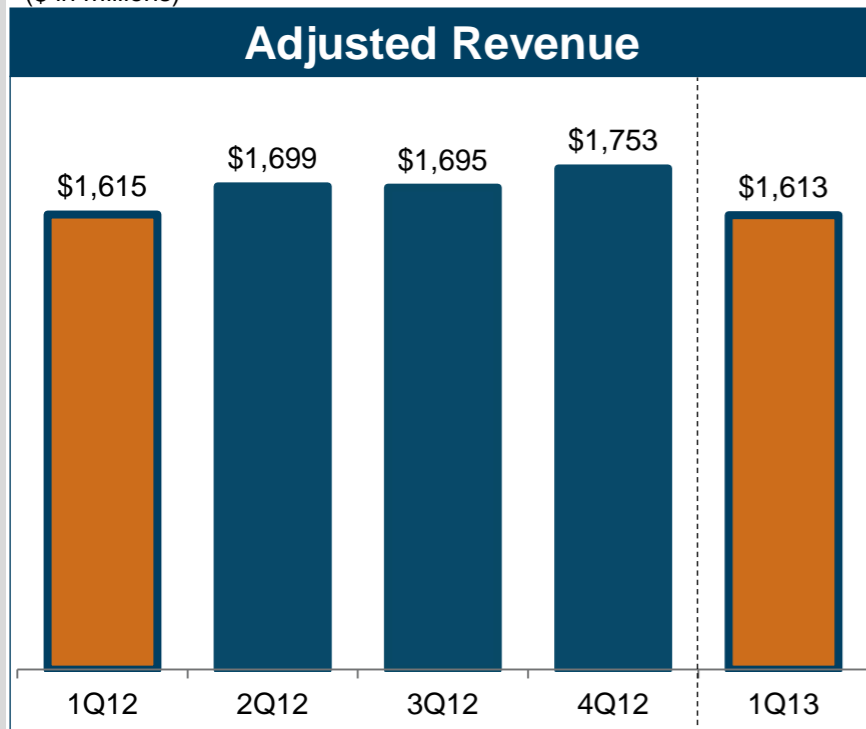
Ray Winborne

Chief Financial Officer

1Q13 Consolidated Operating Results

- ▶ Consolidated revenue of \$2.6 billion, up 1%
- ▶ Net loss attributable to First Data \$337 million, \$185 million increase over prior year
- ▶ Adjusted revenue \$1.6 billion, flat year-over-year
- ▶ Adjusted EBITDA \$520 million, down 6%

(\$ in millions)

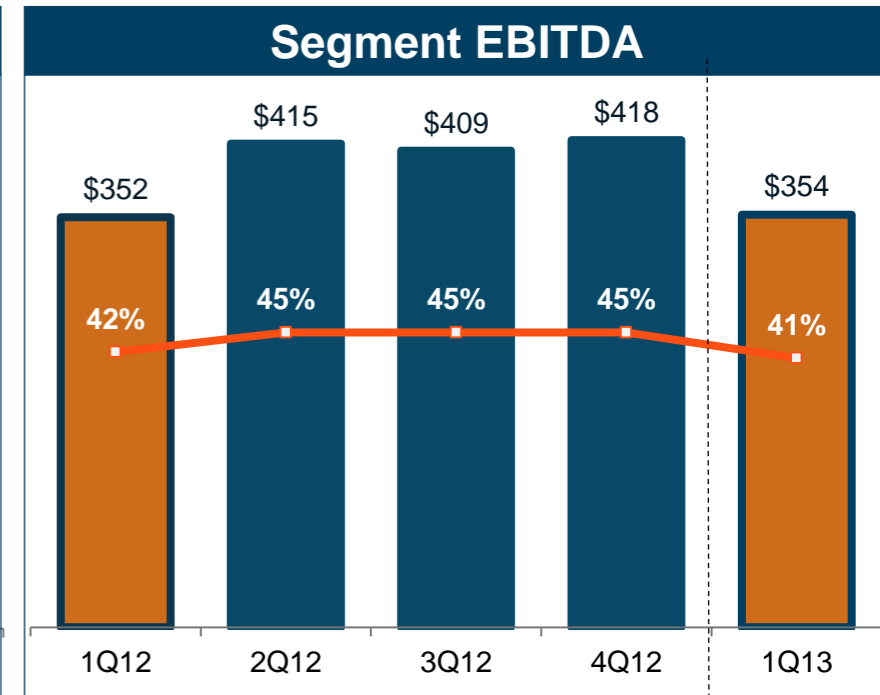
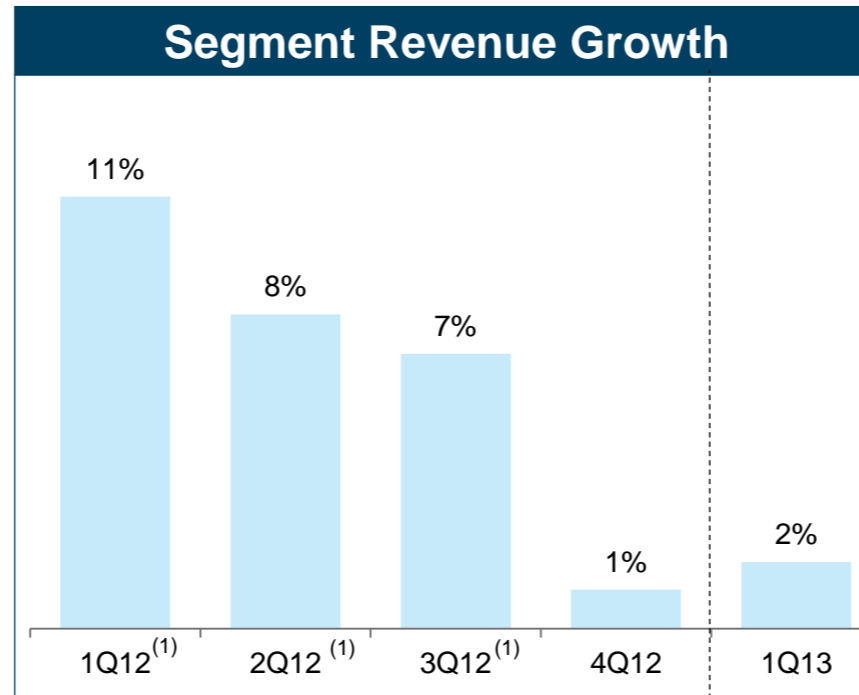
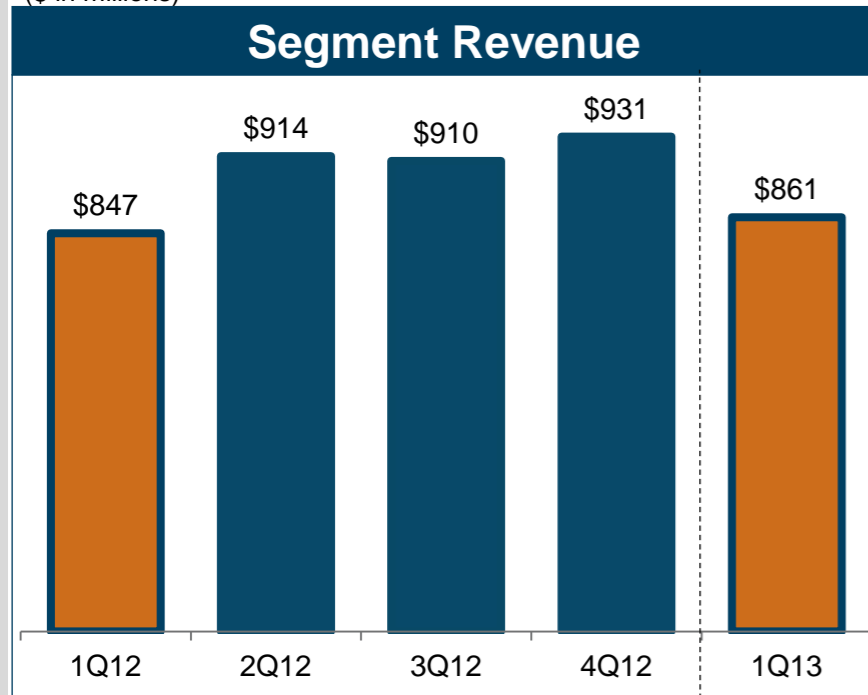


See Appendix pages 16 – 19

1Q13 Retail and Alliance Services Results

- ▶ Revenue up \$14 million or 2%
- ▶ Merchant revenue up 1%
 - Normalized growth: transactions up 8% and revenue per transaction down 5%
- ▶ Product revenue up 4%
 - Strong growth in Prepaid; continued decline in check volumes
- ▶ EBITDA up \$2 million or 1%
 - Expense includes \$5 million provision for an uncollectible receivable

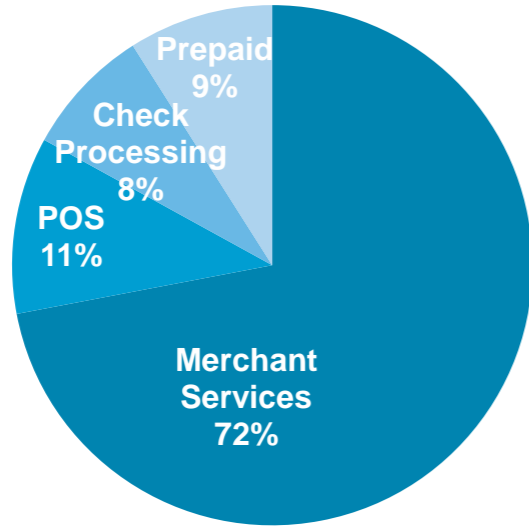
(\$ in millions)



(1) Include benefit of lower debit interchange rates and additional BAMS processing revenue
See Appendix page 20

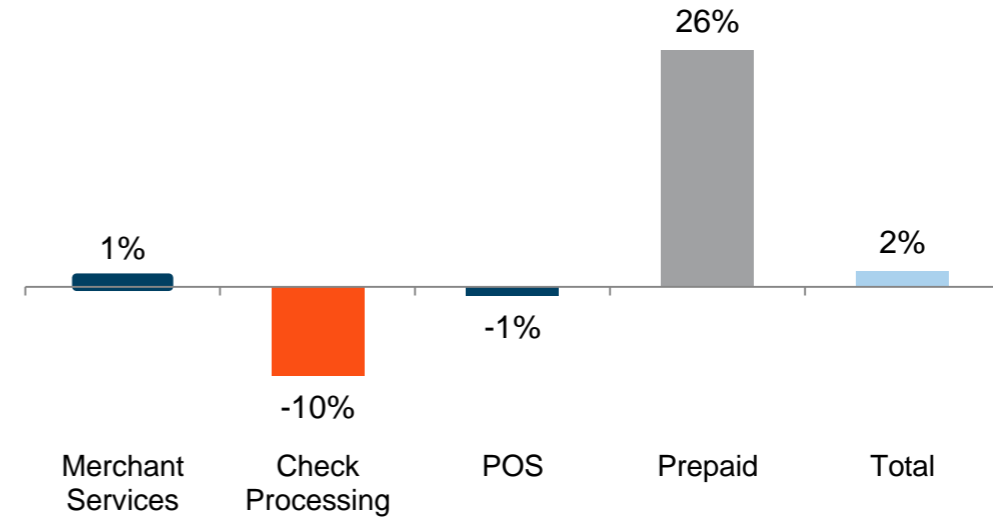
1Q13 Retail & Alliance Services Drivers

Segment Revenue Mix

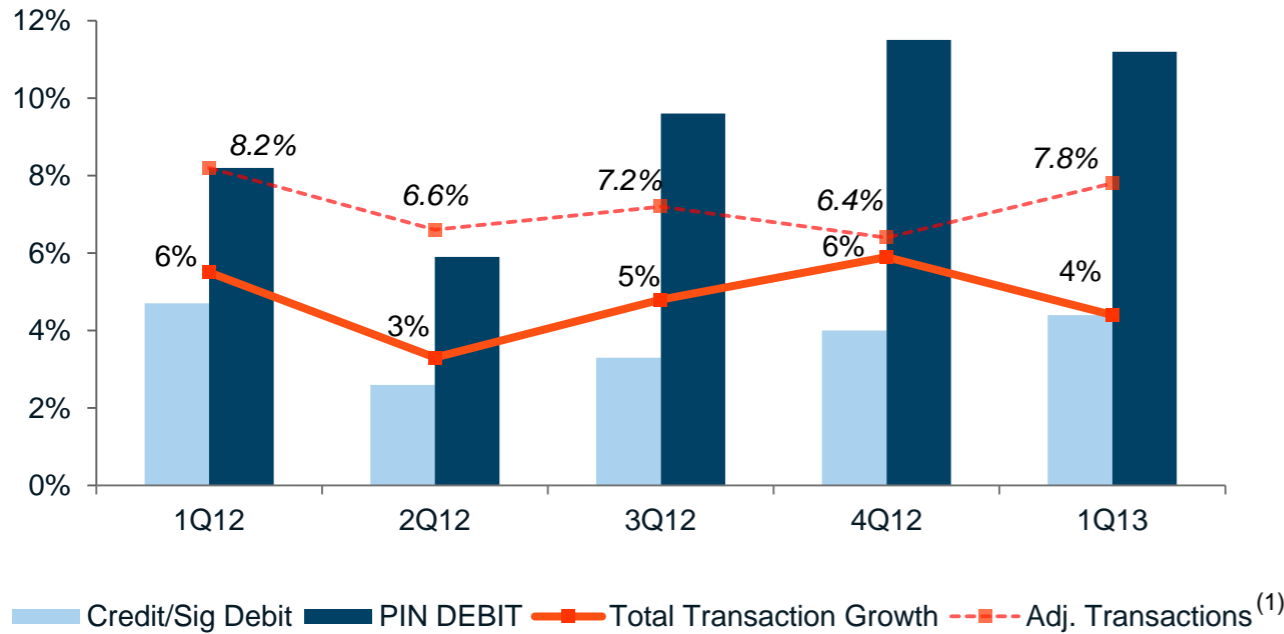


Merchant Composition	
Alliances	45%
RSA	27%
Indirect	21%
Other	7%

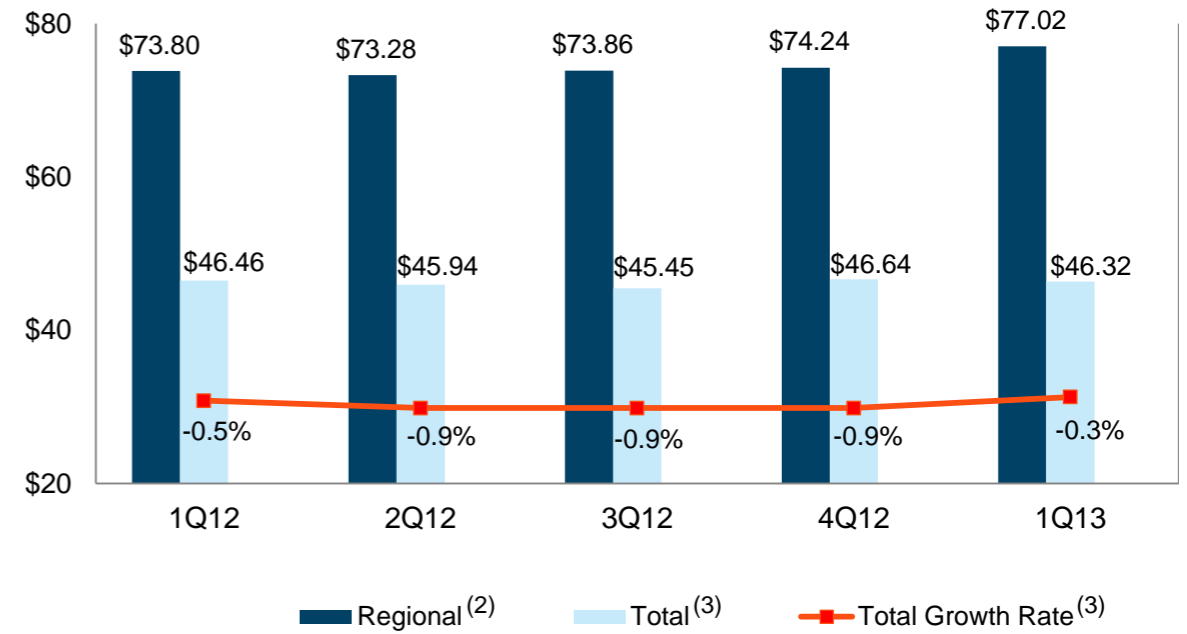
Segment Revenue Mix Growth vs. prior year



Transaction Growth by Card Type vs. prior year



Average Ticket

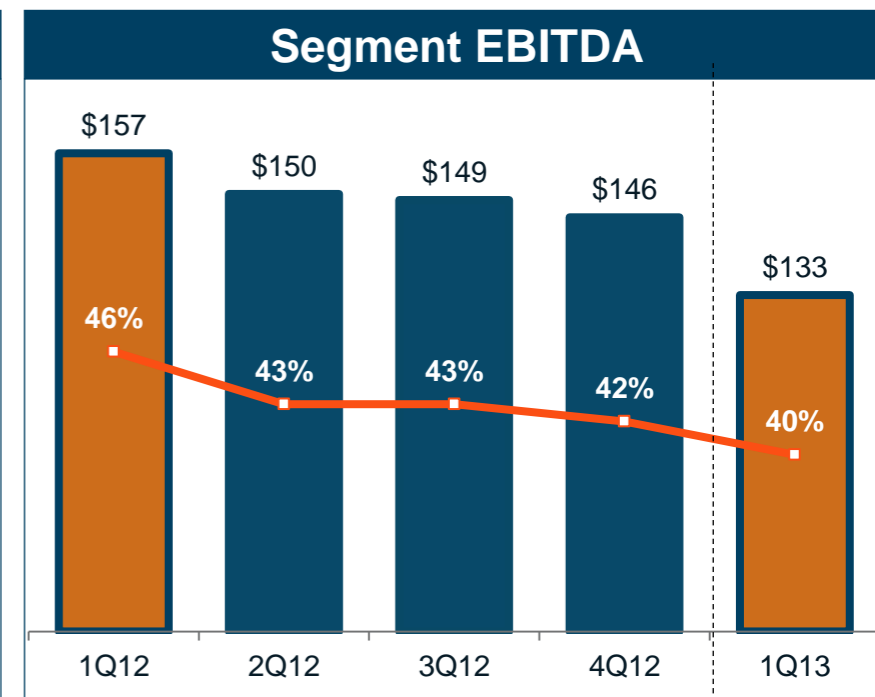
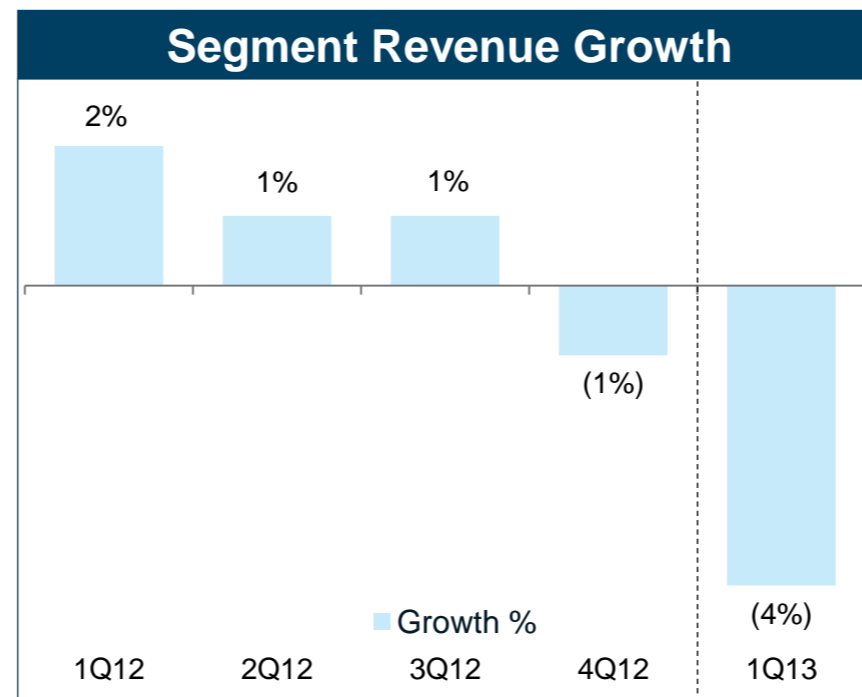
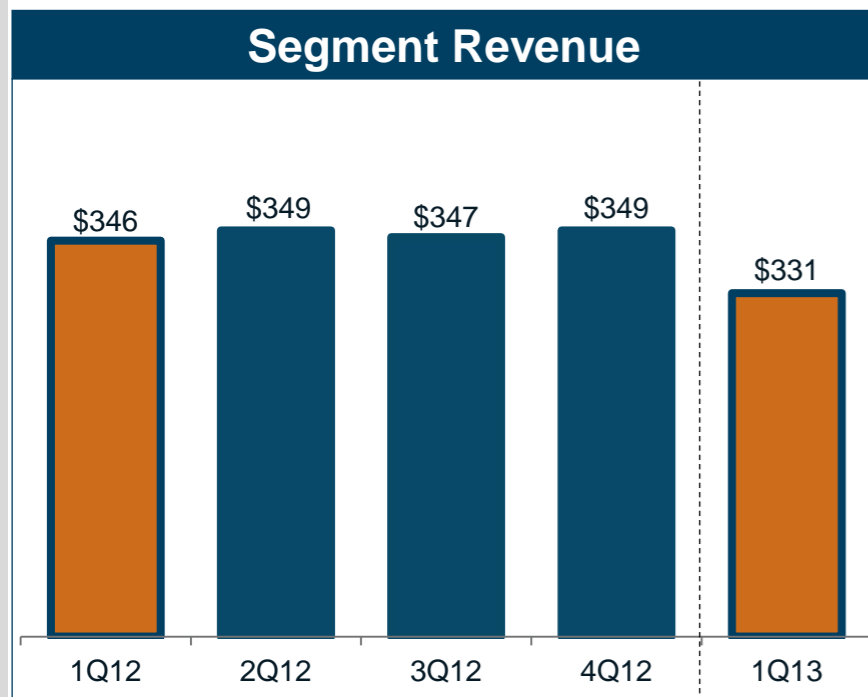


(1) Adjusted for specific customer losses, customer deconversions related to our former Chase Paymentech alliance and leap year
 (2) A proxy for processed volumes that are more closely aligned with spread-based merchant discount
 (3) Includes all merchants and all card types

1Q13 Financial Services Results

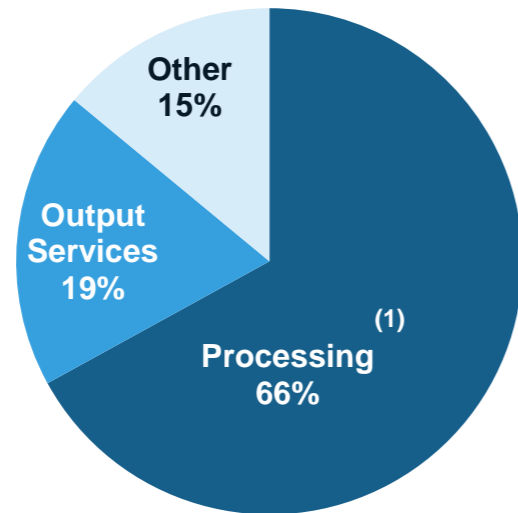
- ▶ Revenue down \$15 million or 4%
 - \$7 million impact from divestitures
 - New business and volume growth offset by lost business and pricing
 - Within credit processing, continued growth in active accounts on file
- ▶ EBITDA down \$24 million or 15%
 - Higher technology and operations costs

(\$ in millions)

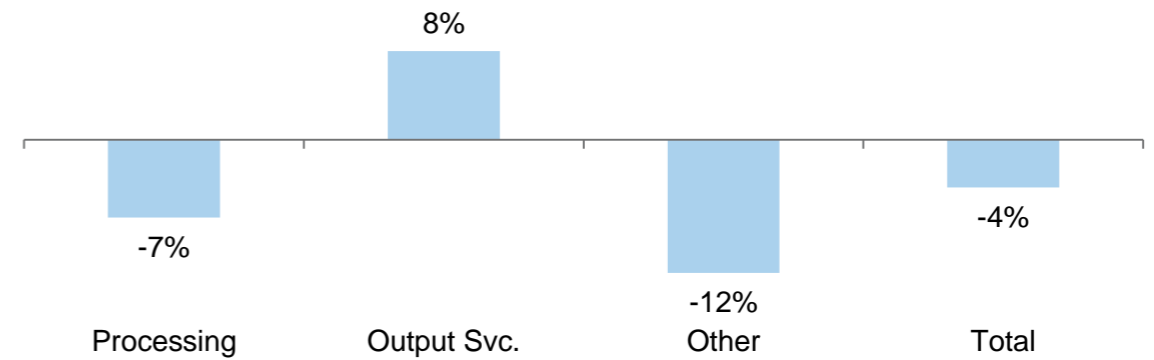


1Q13 Financial Services Drivers

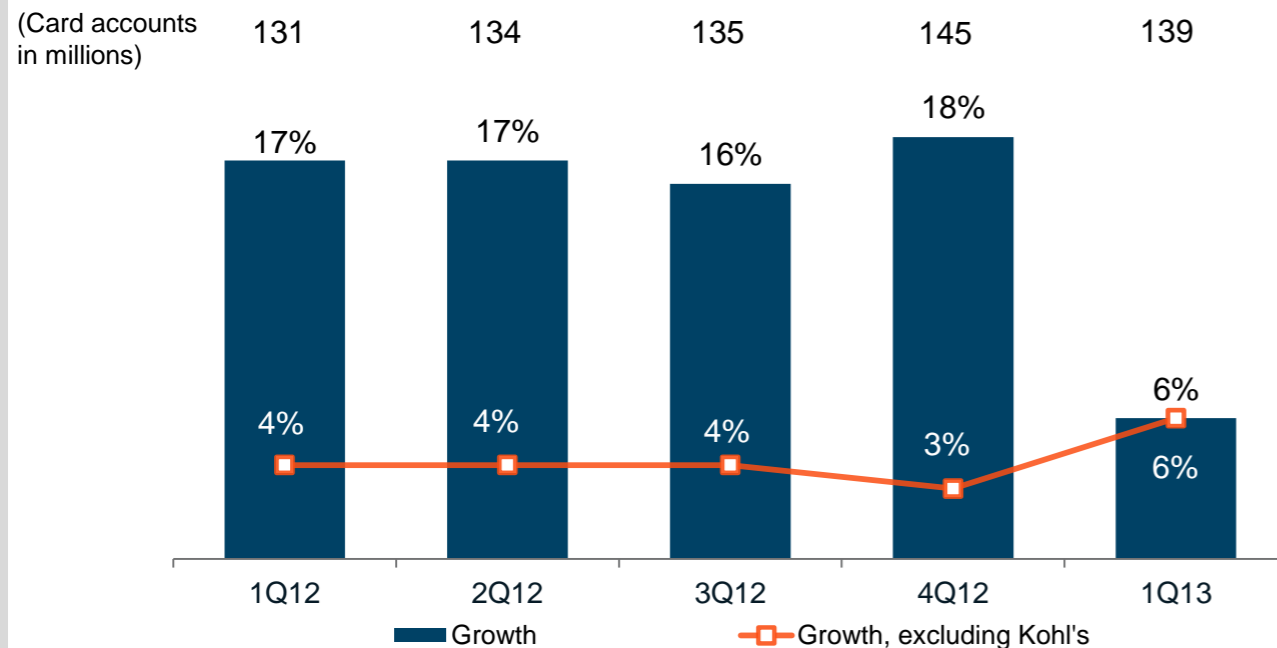
Segment Revenue Mix



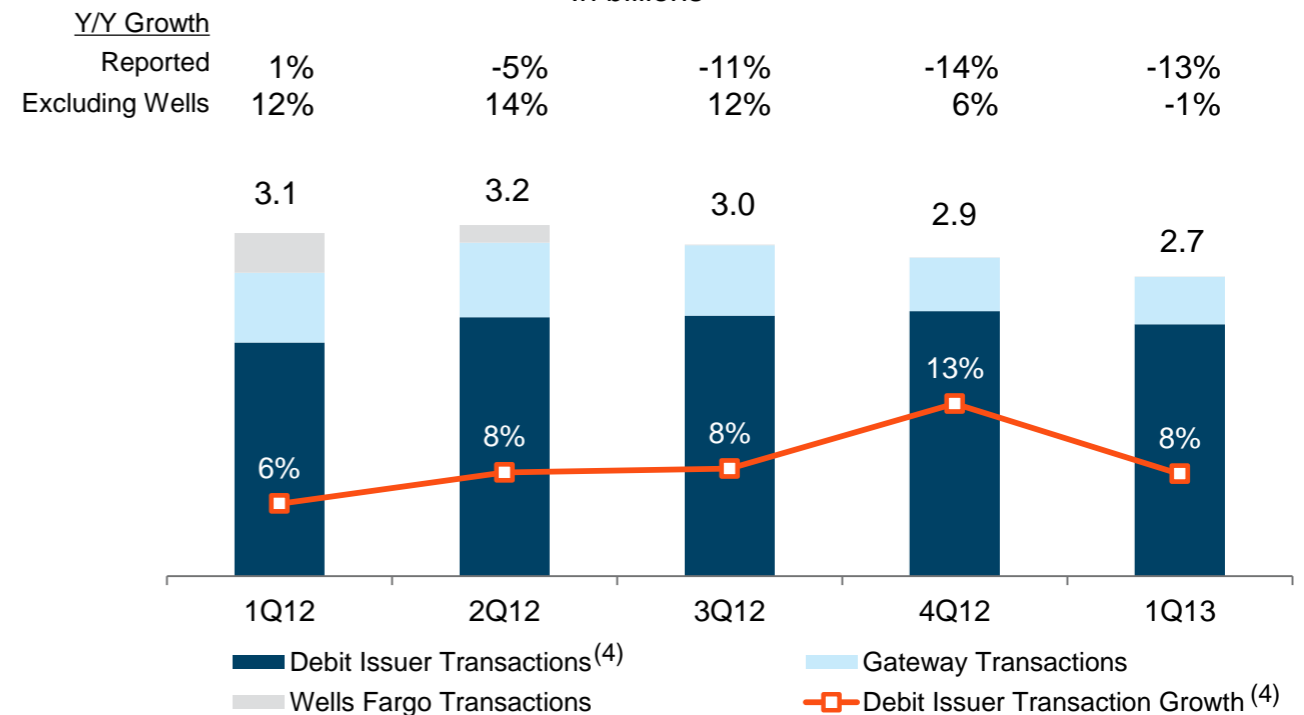
Segment Revenue Mix Growth vs. prior year



Active Card Accounts on File Growth⁽²⁾ vs. prior year



Debit Issuer Transactions⁽³⁾ In billions



(1) Includes credit and retail card and debit processing and network services

(2) Active Card Accounts on File include bank card and retail accounts that had a balance or any activity during the last month of the quarter

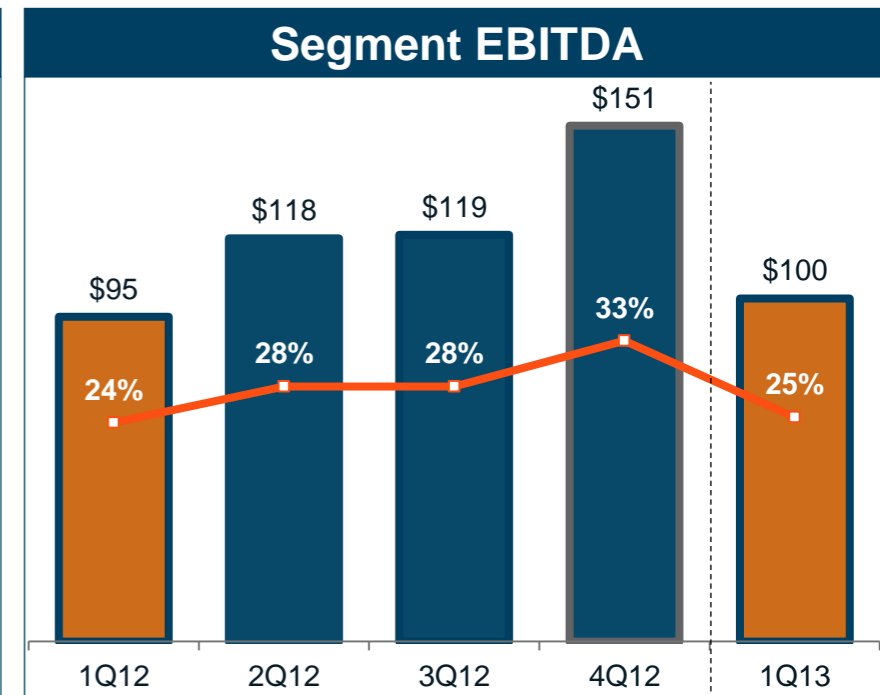
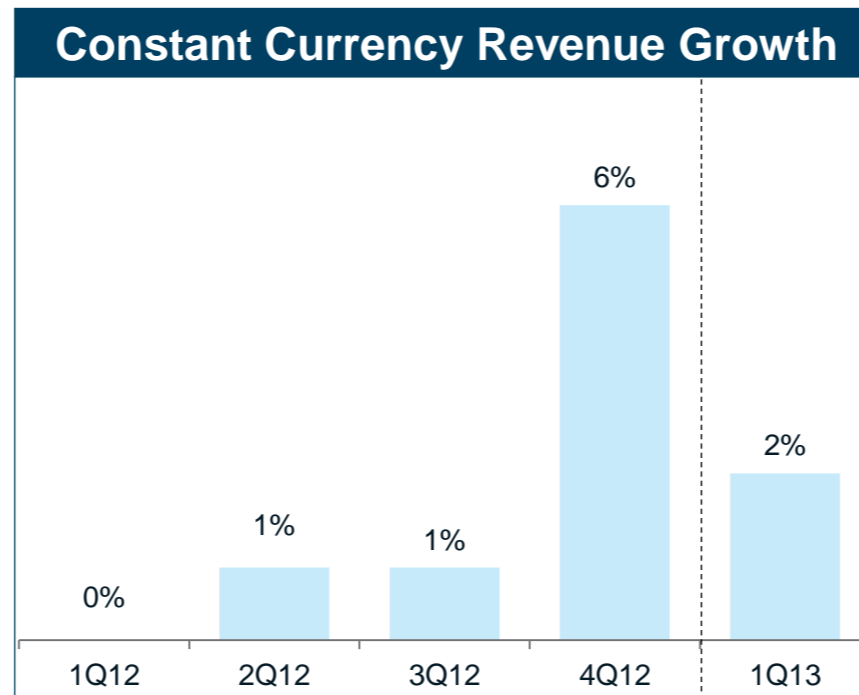
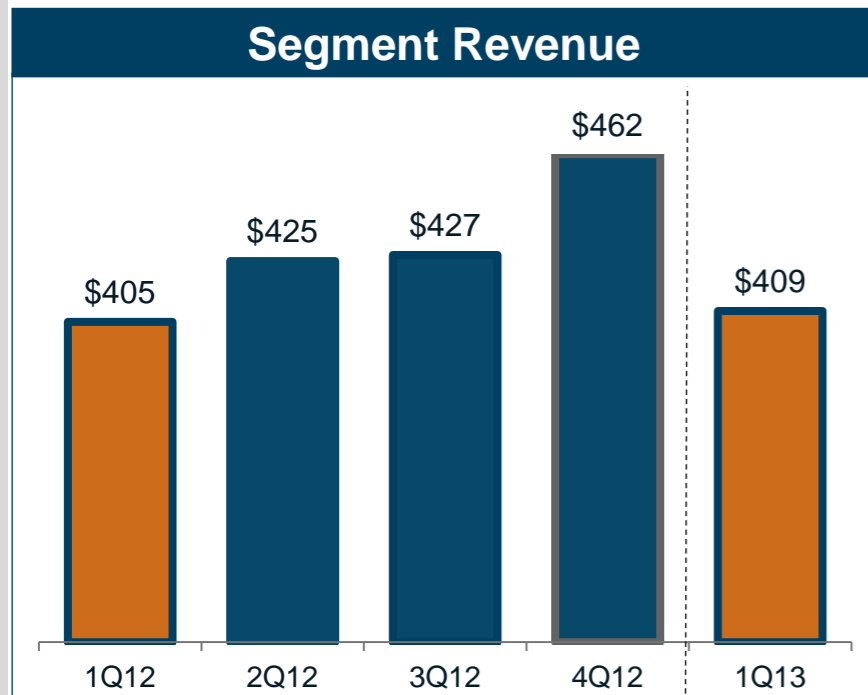
(3) Domestic debit issuer transactions include signature and PIN debit transactions, STAR and non-STAR branded

(4) Excludes Gateway and Wells Fargo transactions

1Q13 International Results

- ▶ Revenue up \$4 million or 1% (up 2% on a constant currency basis)
 - Merchant acquiring revenue up 10% on 11% transaction volume growth
 - Continued headwinds in issuing on customer losses
- ▶ EBITDA up \$5 million or 5% (up 7% on a constant currency basis)
 - Expenses held flat year-over-year
 - Margin improved to 25%

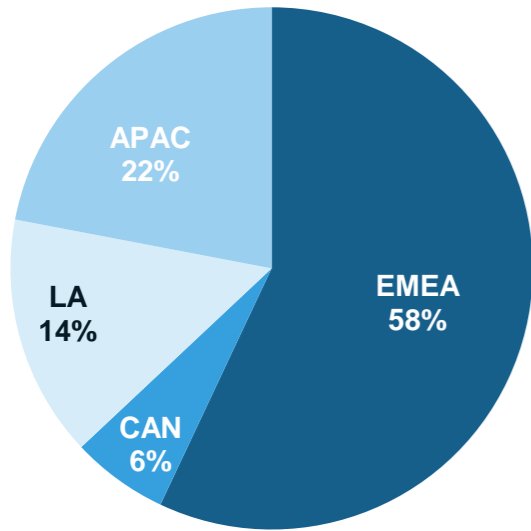
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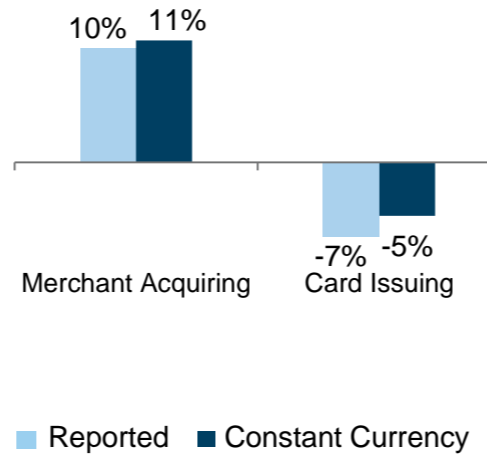
See Appendix pages 21 - 25

1Q13 International Drivers

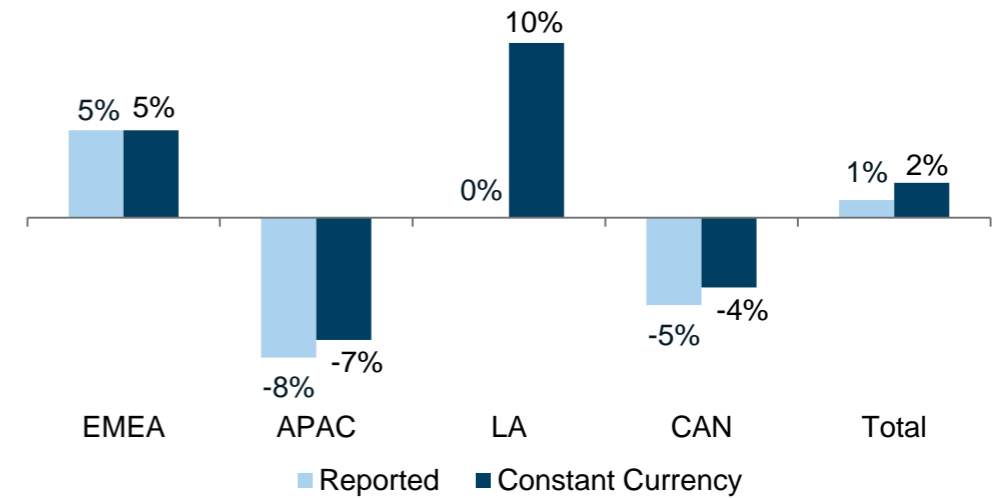
Segment Revenue Mix
By Region⁽¹⁾



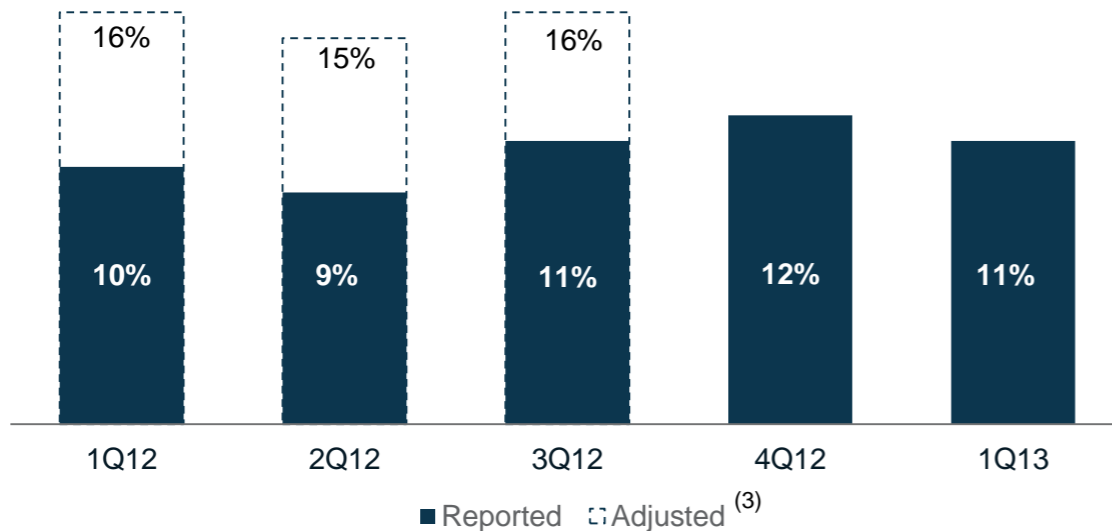
Segment Revenue Mix Growth
By Product



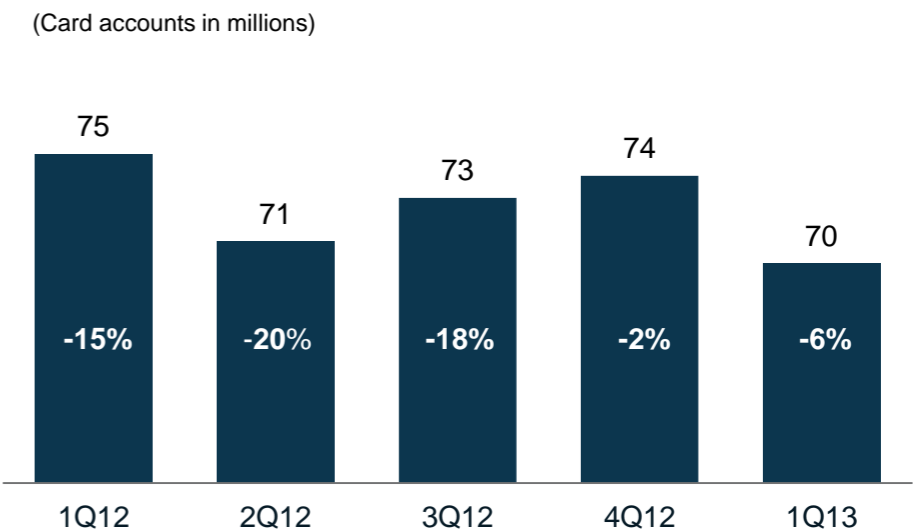
Segment Revenue Mix Growth
By Region⁽¹⁾



International Transactions⁽²⁾
vs. prior year



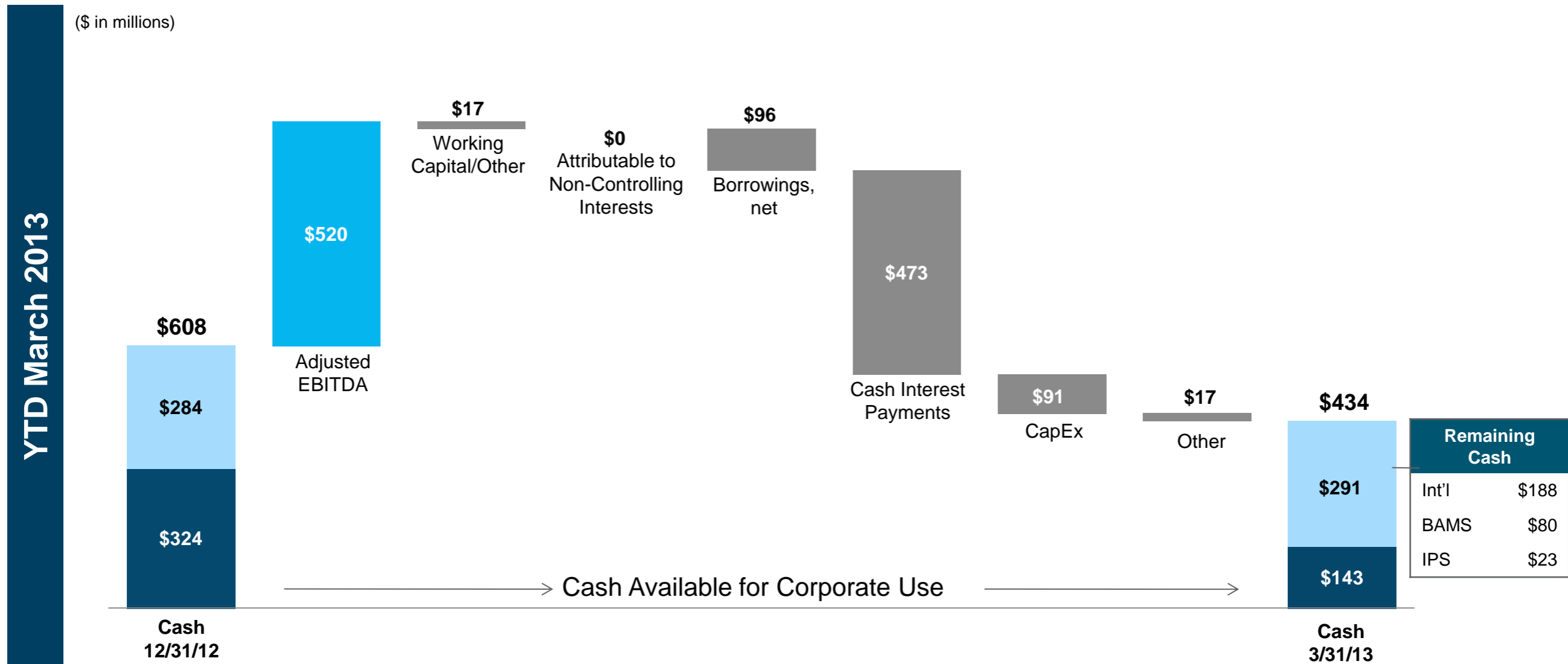
International Card Accounts on File⁽⁴⁾
vs. prior year



(1) Regions defined as: LA is Latin America, CAN is Canada, APAC is Asia Pacific, EMEA is Europe, Middle East and Africa
 (2) Include merchant acquiring and switching and debit issuer transactions for clients outside the U.S. Transactions include credit, signature and PIN debit transactions
 (3) 1Q12 – 3Q12 adjusted represents the impact of Chase moving transactions First Data processed back to their own platform
 (4) Card accounts on file include bankcard and retail
 See Appendix pages 21 - 25

2013 Cash Flow

- ▶ Operating cash flow before cash interest payments \$542
- ▶ Ended March with \$1.6 billion in unrestricted liquidity
- ▶ No revolver borrowing at March 31, 2013



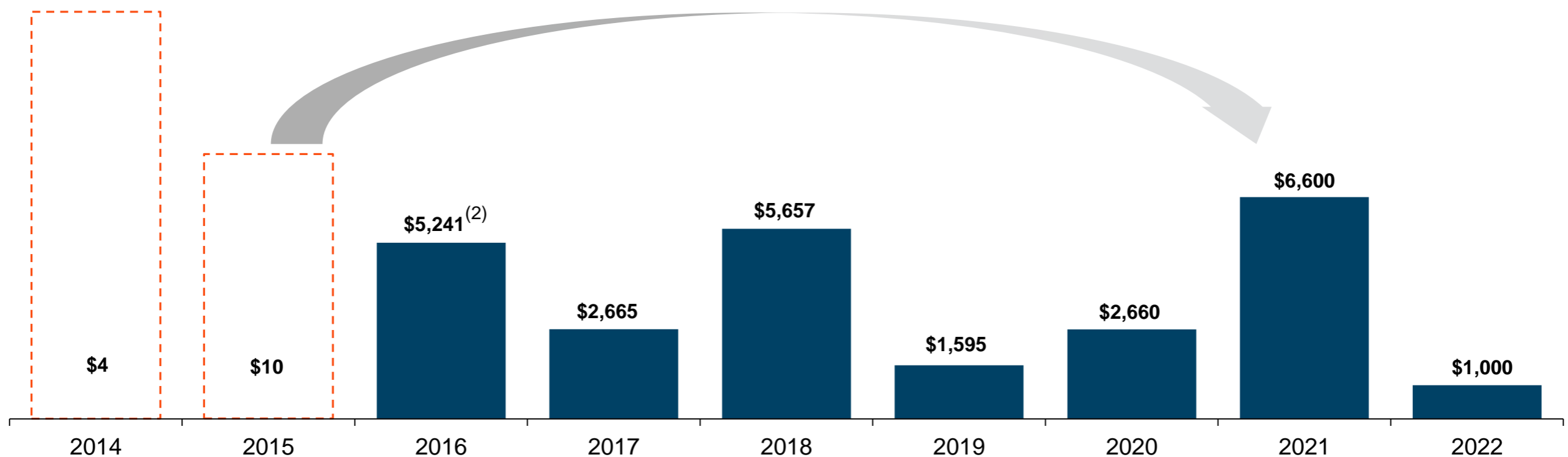
(1) Unrestricted liquidity = \$1.477B revolver + \$143M cash available for corporate use
 (2) Represents distributions to minority holders in excess of net income attributable to non-controlling interests (1Q13: \$39M-\$39M)
 (3) Includes short and long-term borrowings, net an debt modification proceeds and related financing costs, net
 (4) Represents cash interest paid on short-term and long-term debt service obligations

See Appendix page 26

Proactively Managing Capital Structure

- ▶ Ample liquidity: \$1.5 billion revolving credit facility, plus cash available for corporate use
- ▶ Significant headroom in only financial covenant (4.2 versus covenant of 6.25x)
- ▶ Full Year Cash Interest Estimate: 2013 - \$1.8 billion / 2014 - \$1.8 billion
- ▶ Since August 2010, extended \$20 billion in debt maturities, \$1 billion of revolver capacity
- ▶ Re-priced \$3.7 billion in term loans in April; reduced rate by 100 basis points for \$37 million reduction in annual cash interest payments

Debt Maturity Profile ⁽¹⁾



(1) As of 3/31/13; excludes short-term borrowings related primarily to revolving credit facility, outstanding settlement lines of credit and capital leases. In addition, 2015 9.875% note extended to 2021 at 10.625% in April 2013

(2) Includes HoldCo PIK maturity of \$2,741 (\$1 billion original note plus accrued interest)



Q&A



Appendix

Capital Structure

(\$ in millions)

Tranche	Rate (1)	Maturity	Par Amount 3/31/2013 ⁽⁴⁾
Revolver (\$499 million)	L + 275	2013	0
Extended Revolver (\$1,016 million)	L + 400	2016	0
Extended Term Loan	L + 400	2017	2,665 ⁽³⁾
Extended Term Loan	L + 400	2018	4,649 ⁽¹⁾
Term Loan	L + 400	2018	1,008 ^{(1),(3)}
First Lien Notes	7.375%	2019	1,595 ⁽²⁾
First Lien Notes	8.875%	2020	510
Senior Secured	6.75%	2020	2,150 ⁽²⁾
Senior Secured	5.25%		\$12,577
Second Lien Notes	8.250%	2021	2,000
Second Lien PIK Toggle Notes	8.750%/10.00%	2022	1,000
Second Lien	8.42%		\$3,000
Senior Unsecured Notes	10.625%	2021	815
Senior Unsecured Notes	11.25%	2021	785 ⁽⁴⁾
Senior Unsecured Notes	12.625%	2021	3,000
Senior Unsecured	12.04%		\$4,600
Subordinated	11.25%	2016	\$2,500
Other	3.66%		245
Holdco PIK Notes	11.50%	2016	1,854
Total Debt	7.92%		\$24,776
Cash			\$434
Net Debt			\$24,342

(1) \$5 billion step up swaps (9/24/12 – 9/24/16) fixed at average 1.32%

(2) \$750 million swapped to floating receiving 3.11% and paying LIBOR flat, mandatory termination on swap 6/15/15

(3) L+500 Term Loans refinanced at L+400 in April 2013

(4) 2015 9.875% note extended to 2021 at 10.625% in April 2013

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	<u>Three months ended March 31,</u>			<u>Three months ended December 31,</u>			<u>Three months ended September 30,</u>		
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
<u>Consolidated Adjusted Revenue</u>									
Adjusted revenue	\$ 1,613.1	\$ 1,615.4	0%	\$ 1,752.6	\$ 1,734.5	1%	\$ 1,694.9	\$ 1,661.0	2%
Adjustments for non-wholly-owned entities	15.5	21.1		24.7	35.0		11.8	46.6	
Official check and money order revenues	1.7	4.0		0.8	(1.6)		2.3	4.7	
ISO commission expense	115.8	116.2		115.2	111.5		120.6	99.7	
Reimbursable debit network fees, postage and other	844.8	807.3		863.5	808.4		844.4	919.8	
Consolidated revenues	<u>\$ 2,590.9</u>	<u>\$ 2,564.0</u>	1%	<u>\$ 2,756.8</u>	<u>\$ 2,687.8</u>	3%	<u>\$ 2,674.0</u>	<u>\$ 2,731.8</u>	-2%

	<u>Three months ended June 30,</u>			<u>Three months ended March 31,</u>		
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
<u>Consolidated Adjusted Revenue</u>						
Adjusted revenue	\$ 1,699.1	\$ 1,656.2	3%	\$ 1,615.4	\$ 1,537.3	5%
Adjustments for non-wholly-owned entities	15.6	50.1		21.1	48.0	
Official check and money order revenues	5.6	3.9		4.0	2.9	
ISO commission expense	118.9	100.6		116.2	91.7	
Reimbursable debit network fees, postage and other	846.3	939.0		807.3	864.3	
Consolidated revenues	<u>\$ 2,685.5</u>	<u>\$ 2,749.8</u>	-2%	<u>\$ 2,564.0</u>	<u>\$ 2,544.2</u>	1%

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three months ended March 31,		Change
	2013	2012	
<u>Consolidated Adjusted EBITDA</u>			
Adjusted EBITDA	\$ 520.4	\$ 550.7	-6%
Adjustments for non-wholly-owned entities	3.1	(3.7)	
Depreciation and amortization	(272.2)	(309.1)	
Interest expense	(469.0)	(461.1)	
Interest income	2.7	2.5	
Other items	(22.0)	(14.0)	
Income tax (expense) benefit	(61.6)	108.2	
Stock based compensation	(9.2)	(3.6)	
Official check and money order EBITDA	1.3	1.7	
Costs of alliance conversions	(22.6)	(11.5)	
KKR related items	(8.1)	(8.4)	
Debt issuance costs	(0.2)	(4.2)	
Net loss attributable to First Data Corporation	<u>\$ (337.4)</u>	<u>\$ (152.5)</u>	121%

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three months ended March 31,		Change
	2013	2012	
Adjusted Expenses	\$ 1,092.7	\$ 1,064.7	3%
ISO Commission expense	115.8	116.2	
Reimbursable debit network fees, postage and other	844.8	807.3	
Depreciation and amortization	272.2	309.1	
Adjustments for non-wholly-owned entities	11.5	13.9	
Restructuring, net	23.0	5.8	
Impairments	(0.7)	-	
Official check and money order adjusted expenses	0.4	2.3	
Stock based compensation	9.2	3.6	
Cost of alliance conversions	22.6	11.5	
KKR Related items	8.1	8.4	
Debt issuance costs	0.2	4.2	
Consolidated expenses	<u>\$ 2,399.8</u>	<u>\$ 2,347.0</u>	2%

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three Months Ended			
	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012
<u>Consolidated Adjusted EBITDA</u>				
Adjusted EBITDA	\$ 550.7	\$ 621.0	\$ 608.5	\$ 655.5
Adjustments for non-wholly-owned entities	(3.7)	3.4	4.1	3.0
Depreciation and amortization	(309.1)	(294.5)	(293.5)	(294.5)
Interest expense	(461.1)	(480.7)	(488.6)	(467.4)
Interest income	2.5	1.7	2.1	2.5
Other items	(14.0)	(52.3)	(70.8)	(19.8)
Income tax benefit (expense)	108.2	74.7	69.4	(28.3)
Stock based compensation	(3.6)	(3.4)	(3.4)	(1.4)
Official check and money order EBITDA	1.7	3.1	1.4	0.2
Costs of alliance conversions	(11.5)	(22.2)	(22.8)	(20.7)
KKR related items	(8.4)	(8.4)	(8.4)	(8.4)
Debt issuance costs	(4.2)	0.2	(10.0)	0.3
Net loss attributable to First Data Corporation	<u>\$ (152.5)</u>	<u>\$ (157.4)</u>	<u>\$ (212.0)</u>	<u>\$ (179.0)</u>

Segment Non-GAAP Reconciliation

(\$ in millions)

Retail and Alliance Services Merchant Acquiring Revenue per Transaction ("RPT") (adjusted)

	Three Months Ended March 31, 2013			Three Months Ended March 31, 2012			RPT Growth
	Revenue	Transactions	RPT	Revenue	Transactions	RPT	
Merchant Acquiring	\$ 619.1	9,227.8	\$ 0.0671	\$ 613.3	8,834.8	\$ 0.0694	-3%
Adjustment ⁽¹⁾	(0.8)	(33.5)	NM	(7.8)	(302.5)	NM	NM
Adjusted Merchant Acquiring	<u>\$ 618.3</u>	<u>9,194.3</u>	\$ 0.0672	<u>\$ 605.5</u>	<u>8,532.3</u>	\$ 0.0710	-5%

(1) Adjusted to exclude the effects of Leap Year, customer deconversions related to our former Chase Paymentech Alliance and specific customer loss.

International Non-GAAP Reconciliation

(\$ in millions)

International Segment Revenue (Constant Currency)

	<u>Three Months Ended March 31,</u>			<u>Three Months Ended June 30,</u>		
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
Segment Revenue	\$ 404.9	\$ 415.3	-3%	\$ 424.6	\$ 451.5	-6%
Foreign exchange impact (1)	9.5			31.2		
Segment Revenue on a constant currency basis	<u>\$ 414.4</u>	<u>\$ 415.3</u>	0%	<u>\$ 455.8</u>	<u>\$ 451.5</u>	1%

	<u>Three Months Ended September 30,</u>			<u>Three Months Ended December 31,</u>		
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
Segment Revenue	\$ 427.0	\$ 453.0	-6%	\$ 461.9	\$ 441.5	5%
Foreign exchange impact (1)	29.0			4.3		
Segment Revenue on a constant currency basis	<u>\$ 456.0</u>	<u>\$ 453.0</u>	1%	<u>\$ 466.2</u>	<u>\$ 441.5</u>	6%

(1) Foreign exchange impact represents the difference between actual 2012 revenue and 2012 revenue calculated using 2011 exchange rates.

International Non-GAAP Reconciliation

(\$ in millions)

	Three months ended March 31,		Change
	2013	2012	
<u>International Segment Revenue By Line of Business (Constant Currency)</u>			
International segment revenue - merchant acquiring	\$ 201.1	\$ 182.4	10%
Foreign exchange impact (1)	1.2		
International segment revenue - merchant acquiring on a constant currency basis	<u>\$ 202.3</u>	<u>\$ 182.4</u>	11%
International segment revenue - card issuing	\$ 207.5	\$ 222.5	-7%
Foreign exchange impact (1)	4.2		
International segment revenue - card issuing on a constant currency basis	<u>\$ 211.7</u>	<u>\$ 222.5</u>	-5%

(1) Foreign exchange impact represents the difference between actual 2013 revenue and 2013 revenue calculated using 2012 exchange rates.

International Non-GAAP Reconciliation

(\$ in millions)

	Three Months Ended March 31,		Change
	2013	2012	
International Segment Revenue (Constant Currency By Region)			
EMEA revenue	\$ 235.5	\$ 223.3	5%
Foreign exchange impact (1)	(0.7)		
EMEA revenue on a constant currency basis	<u>\$ 234.8</u>	<u>\$ 223.3</u>	5%
APAC revenue	\$ 89.6	\$ 97.1	-8%
Foreign exchange impact (1)	0.4		
APAC revenue on a constant currency basis	<u>\$ 90.0</u>	<u>\$ 97.1</u>	-7%
LA revenue	\$ 59.2	\$ 59.0	0%
Foreign exchange impact (1)	5.6		
LA revenue on a constant currency basis	<u>\$ 64.8</u>	<u>\$ 59.0</u>	10%
Canada revenue	\$ 24.3	\$ 25.5	-5%
Foreign exchange impact (1)	0.1		
Canada revenue on a constant currency basis	<u>\$ 24.4</u>	<u>\$ 25.5</u>	-4%
International Segment Revenue (Constant Currency)			
Segment revenue	\$ 408.6	\$ 404.9	1%
Foreign exchange impact (1)	5.4		
Segment revenue on a constant currency basis	<u>\$ 414.0</u>	<u>\$ 404.9</u>	2%

(1) Foreign exchange impact represents the difference between actual 2013 revenue and 2013 revenue calculated using 2012 exchange rates.

International Non-GAAP Reconciliation

(\$ in millions)

<u>International Segment EBITDA (Constant Currency)</u>	<u>Three Months Ended March 31,</u>		<u>Change</u>
	<u>2013</u>	<u>2012</u>	
International segment EBITDA	\$ 100.4	\$ 95.4	5%
Foreign exchange impact (1)	2.0		
International segment EBITDA on a constant currency basis	<u>\$ 102.4</u>	<u>\$ 95.4</u>	7%

(1) Foreign exchange impact represents the difference between actual 2013 EBITDA and 2013 EBITDA calculated using 2012 exchange rates.

International Non-GAAP Reconciliation

(\$ in millions)

International Segment EMEA Region Revenue By Line of Business (Constant Currency)	Three Months Ended March 31,		Change
	2013	2012	
EMEA revenue - merchant acquiring	\$ 129.2	\$ 116.1	11%
Foreign exchange impact (1)	(0.7)		
EMEA revenue - merchant acquiring on a constant currency basis	<u>\$ 128.5</u>	<u>\$ 116.1</u>	11%
EMEA revenue – card issuing	\$ 106.3	\$ 107.2	-1%
Foreign exchange impact (1)	-		
EMEA revenue – card issuing on a constant currency basis	<u>\$ 106.3</u>	<u>\$ 107.2</u>	-1%
International Segment Canada Region Revenue By Line of Business (Constant Currency)			
Canada revenue - merchant acquiring	\$ 17.4	\$ 17.8	-2%
Foreign exchange impact (1)	0.1		
Canada revenue - merchant acquiring on a constant currency basis	<u>\$ 17.5</u>	<u>\$ 17.8</u>	-2%

(1) Foreign exchange impact represents the difference between actual 2013 revenue and 2013 revenue calculated using 2012 exchange rates.

Cash Flow Non-GAAP Reconciliation

(\$ in millions)

	<u>Three Months Ended March 31, 2013</u>	<u>Three Months Ended March 31, 2012</u>
Adjusted EBITDA	\$ 520	\$ 551
Total working capital/other	(17)	(148)
	<u>\$ 503</u>	<u>\$ 403</u>
Net cash provided by (used in) operating activities	\$ 69	\$ (54)
Cash interest payments	473	495
Net cash provided by operating activities excluding cash interest payments	542	441
Net Income Attributable to noncontrolling interests	(39)	(38)
	<u>\$ 503</u>	<u>\$ 403</u>
	<u>Last Twelve Months Ended March 31, 2013</u>	
Net cash provided by operating activities	\$ 890	
Cash interest payments	1,756	
Net cash provided by operating activities excluding cash interest payments	<u>\$ 2,646</u>	

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

Statements in this presentation regarding First Data Corporation (the “Company”) which are not historical facts are forward-looking statements. You can identify forward-looking statements because they contain words such as “believes,” “expects,” “may,” “will,” “should,” “seeks,” “intends,” “plans,” “estimates,” or “anticipates” or similar expressions which concern our strategy, plans, projections or intentions. Examples of forward-looking statements include, but are not limited to, all statements the Company makes relating to revenue, EBITDA, earnings, margins, growth rates and other financial results for future periods. Forward-looking statements are based on the Company’s current expectations and assumptions regarding its business, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. The Company’s actual results may differ materially from those contemplated by the forward-looking statements, which are neither statements of historical fact nor guarantees or assurances of future performance. Important factors that could cause actual results to differ materially from those in the forward-looking statements include: (a) no adverse impact on the Company’s business as a result of its high degree of leverage; (b) successful conversions under service contracts with major clients; (c) successfully adjusting to the new U.S. financial regulatory reform legislation and regulations; (d) successful implementation and improvement of processing systems to provide new products, improved functionality and increased efficiencies; (e) anticipation of and response to technological changes, particularly with respect to e-commerce and mobile commerce; (f) no further consolidation among client financial institutions or other client groups which has a significant impact on Company client relationships and no material loss of business from significant customers of the Company; (g) achieving planned revenue growth throughout the Company, including in the merchant alliance program which involves several alliances not under the sole control of the Company and each of which acts independently of the others, and successful management of pricing pressures through cost efficiencies and other cost-management initiatives; (h) successfully managing the credit and fraud risks in the Company’s business units and the merchant alliances, particularly in e-commerce and mobile markets; (i) no material breach of security of any of the Company’s systems; (j) continuing development and maintenance of appropriate business continuity plans for the Company’s processing systems based on the needs and risks relative to each such system; (k) no unanticipated changes in laws, regulations, credit card association rules or other industry standards affecting the Company’s businesses which require significant product redevelopment efforts, reduce the market for or value of its products or render products obsolete; (l) continuation of the existing interest rate environment so as to avoid unanticipated increases in interest on the Company’s borrowings; (m) no significant adverse movement in foreign currency exchange rates (n) no unanticipated developments relating to lawsuits, investigations or similar matters; (o) no catastrophic events that could impact the Company’s or its major customer’s operating facilities, communication systems and technology or that has a material negative impact on current economic conditions or levels of consumer spending; (p) successfully managing the potential both for patent protection and patent liability and other risks that are set forth in the “Risk Factors” and “Management Discussion and Analysis of Results of Operations and Financial Condition” sections of the Annual Report on Form 10-K for the period ended December 31, 2012.