



First Data[™]

b>yond the transaction

2013 Second Quarter Financial Results

July 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>.



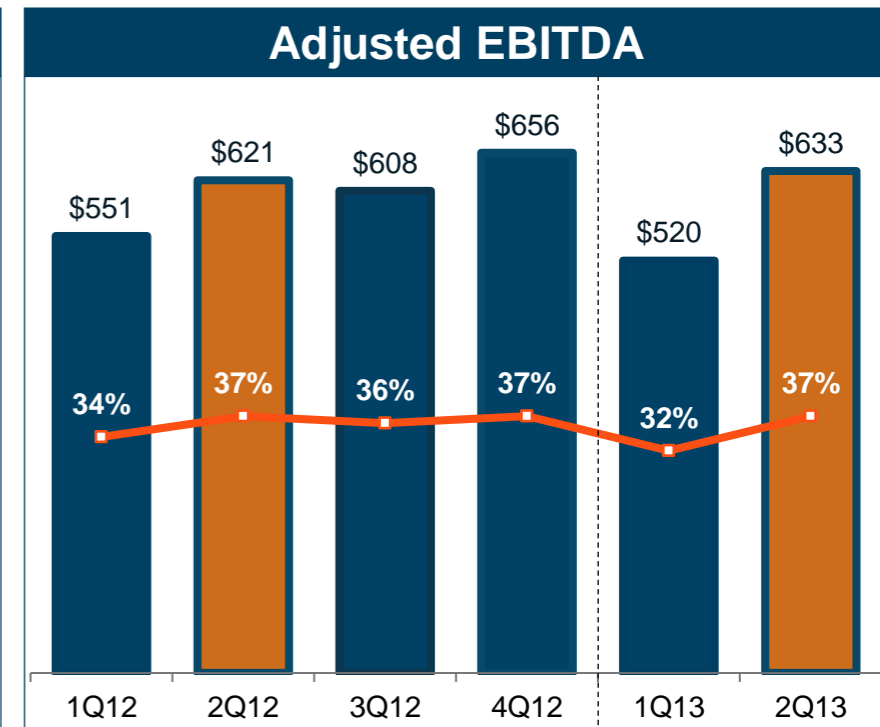
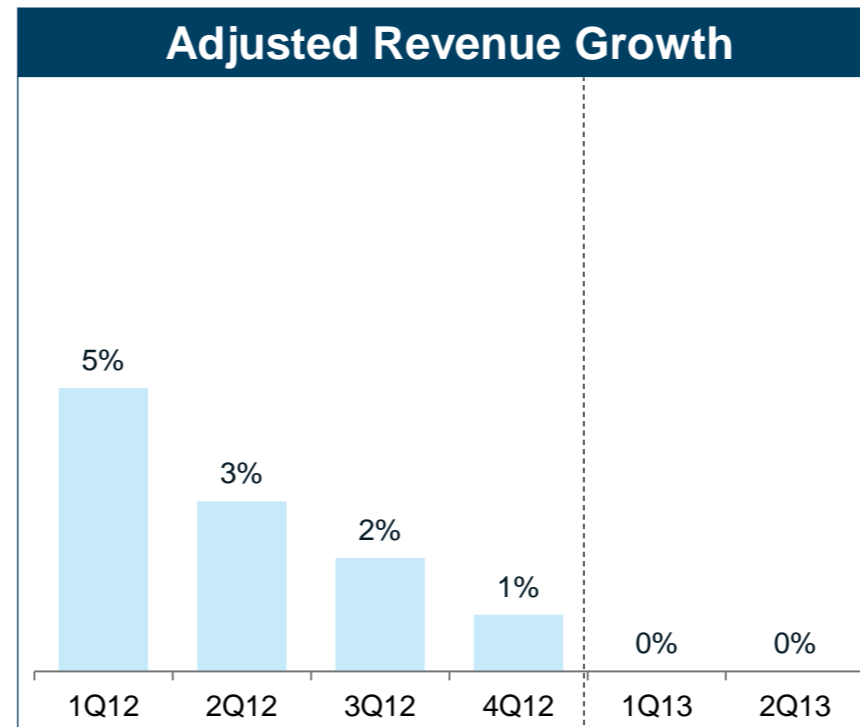
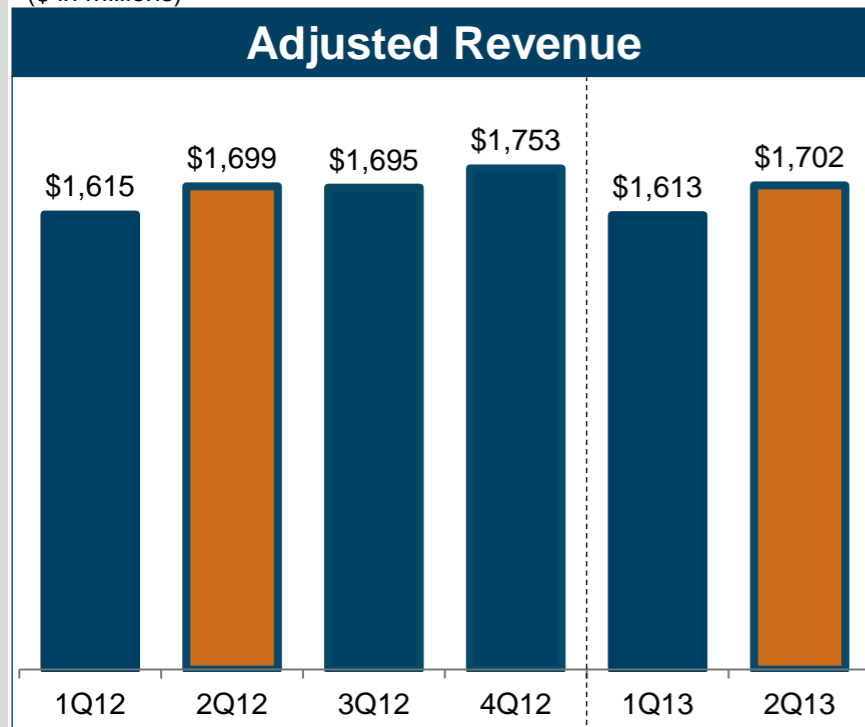
Ray Winborne

Chief Financial Officer

2Q13 Consolidated Operating Results

- ▶ Consolidated revenue of \$2.7 billion, up 1%
- ▶ Net loss attributable to First Data \$189 million, \$32 million increase over prior year
- ▶ Adjusted revenue \$1.7 billion, flat year-over-year
- ▶ Adjusted EBITDA \$633 million, up 2%

(\$ in millions)

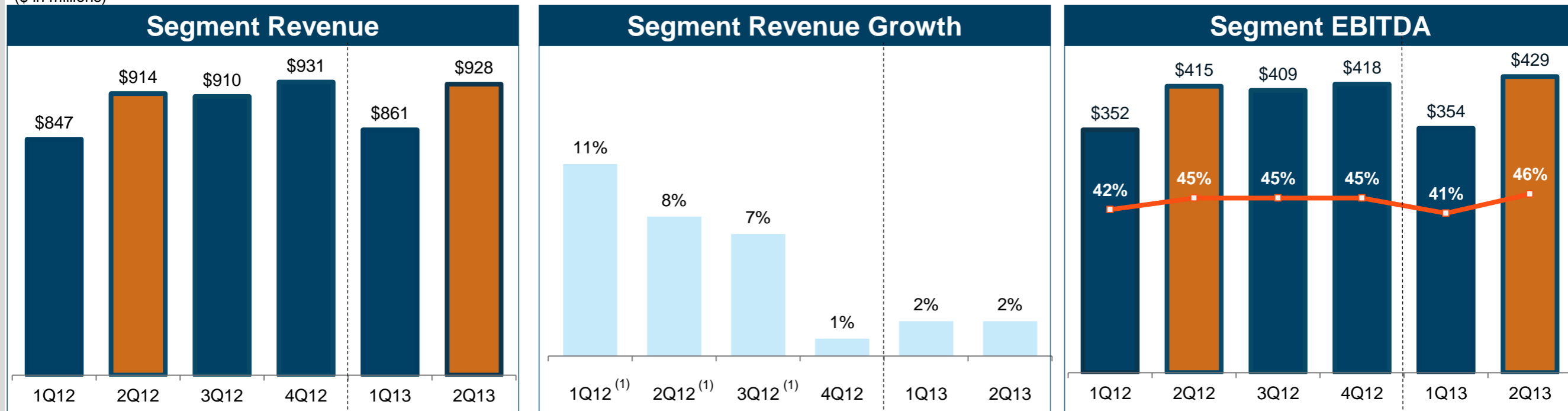


See Appendix pages 16 - 19

2Q13 Retail and Alliance Services Results

- ▶ Revenue up \$14 million or 2%
- ▶ Merchant revenue up 3%
 - Normalized growth: transactions up 7% and revenue per transaction down 4%
- ▶ Product revenue down 1%
 - Growth in Prepaid; continued decline in check volumes
- ▶ EBITDA up \$14 million or 3%
 - Margin improved to 46%

(\$ in millions)

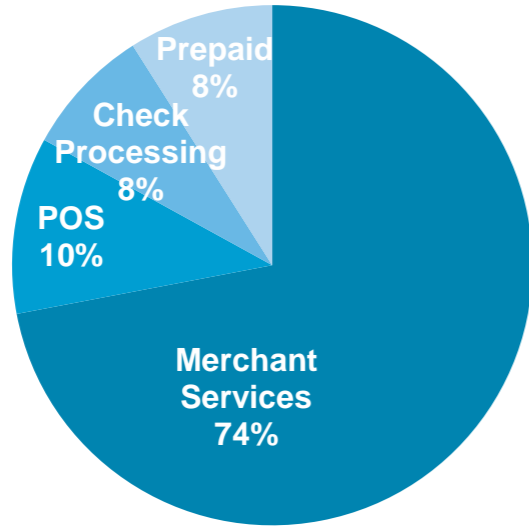


(1) Include benefit of lower debit interchange rates and additional BAMS processing revenue that begin in the fourth quarter of 2011.

See Appendix page 20

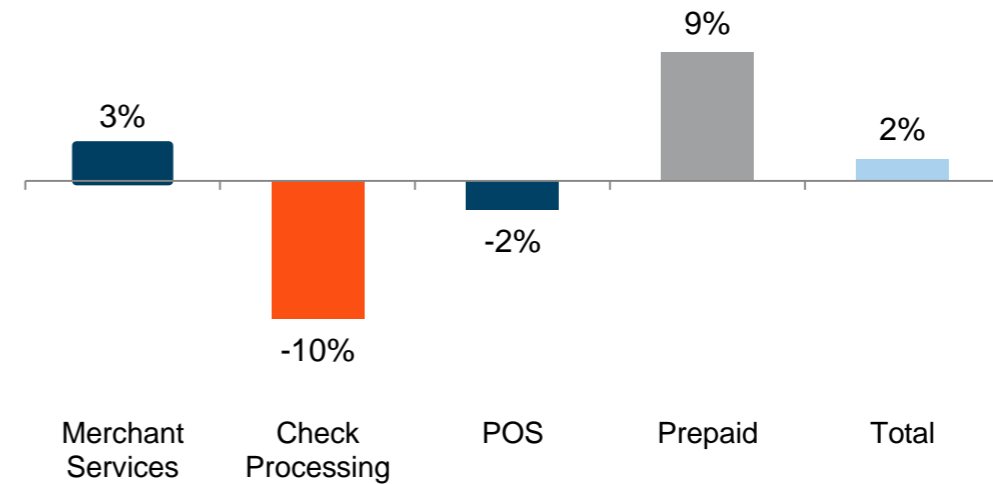
2Q13 Retail & Alliance Services Drivers

Segment Revenue Mix

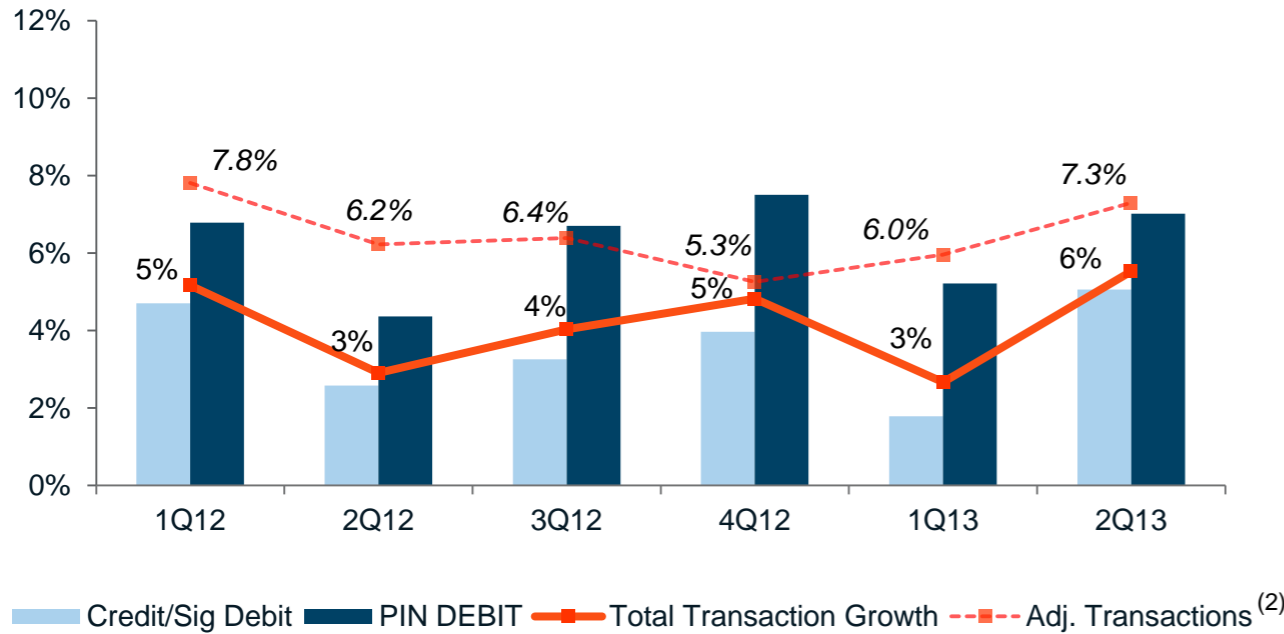


Merchant Composition	
Alliances	44%
RSA	27%
Indirect	21%
Other	8%

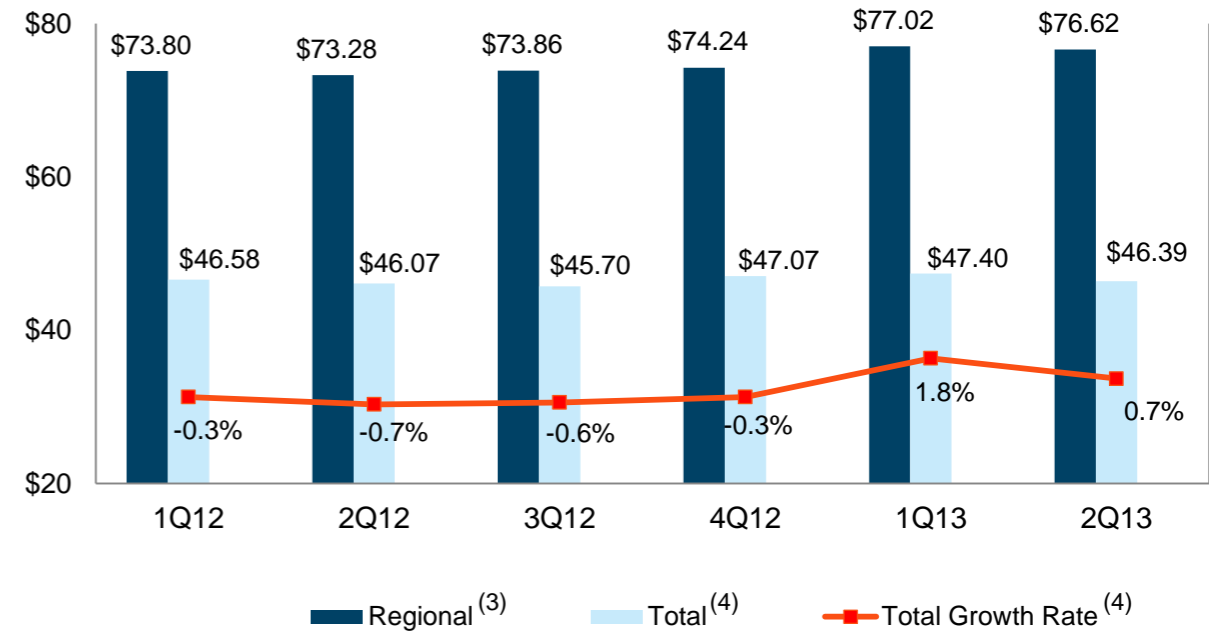
Segment Revenue Mix Growth vs. prior year



Transaction Growth by Card Type vs. prior year ⁽¹⁾



Average Ticket ⁽¹⁾

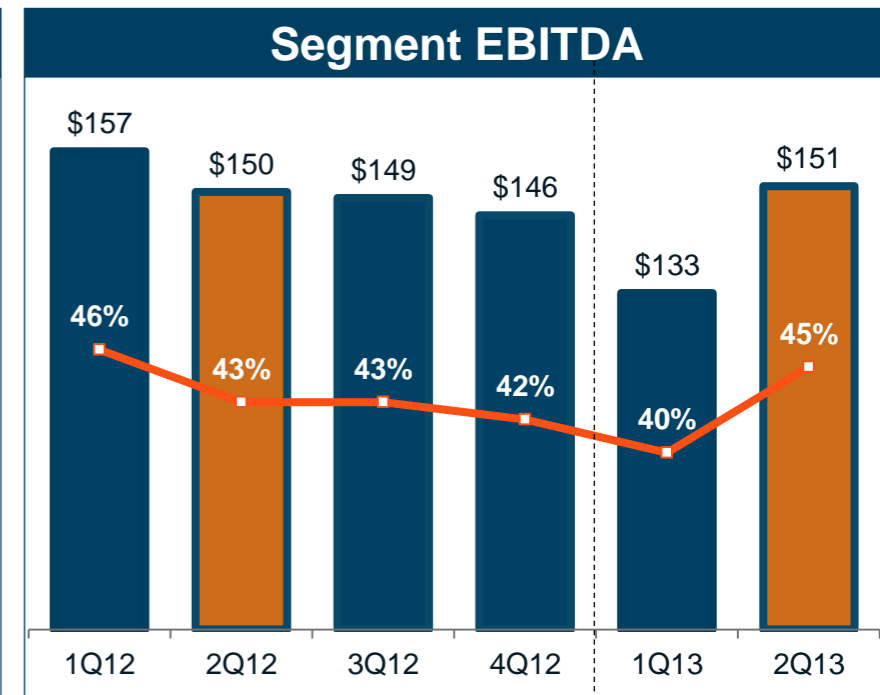
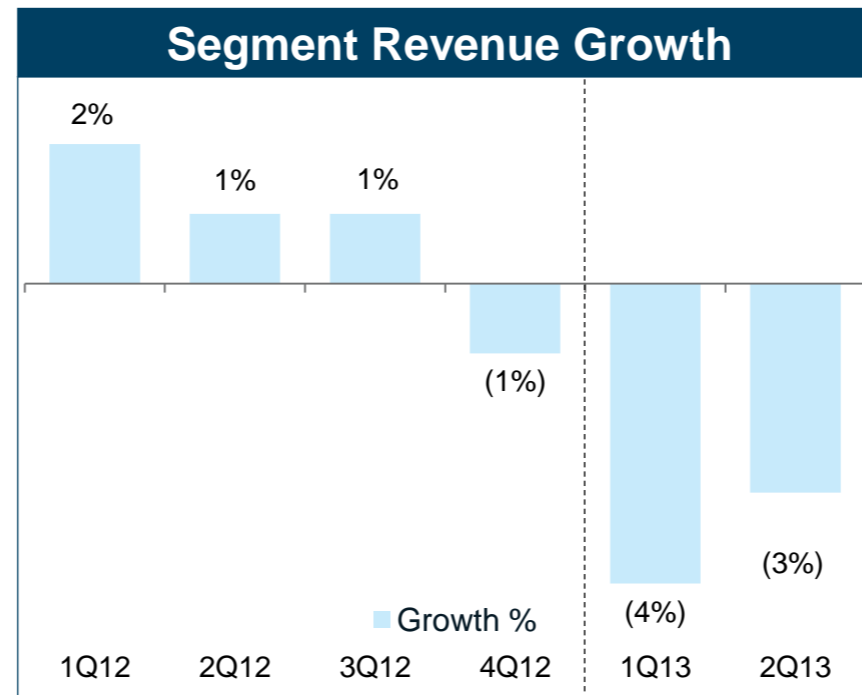
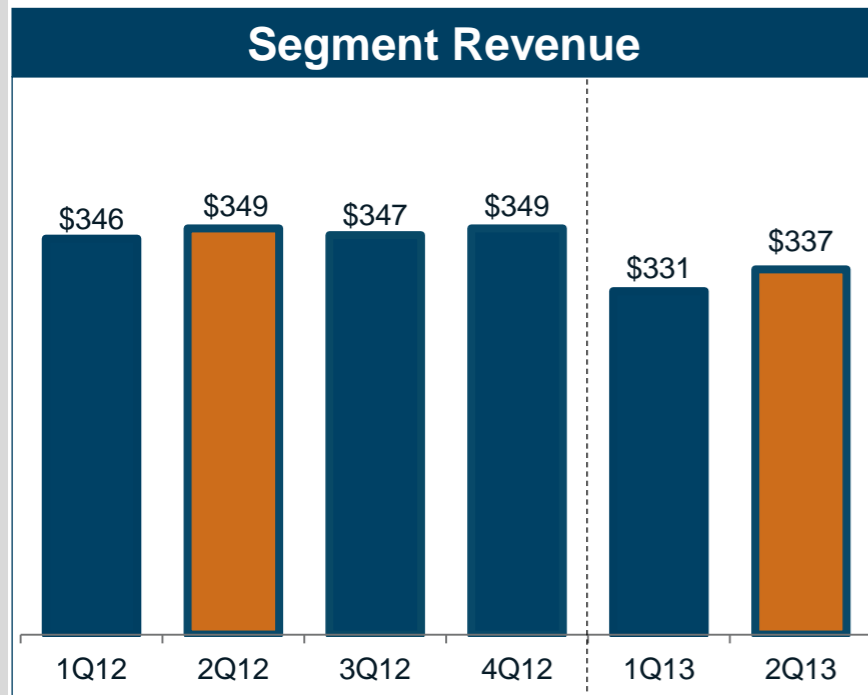


(1) Transaction growth rates and Average Ticket adjusted to reflect updated information
 (2) Adjusted for specific customer losses, customer deconversions related to our former Chase Paymentech alliance and leap year
 (3) A proxy for processed volumes that are more closely aligned with spread-based merchant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

2Q13 Financial Services Results

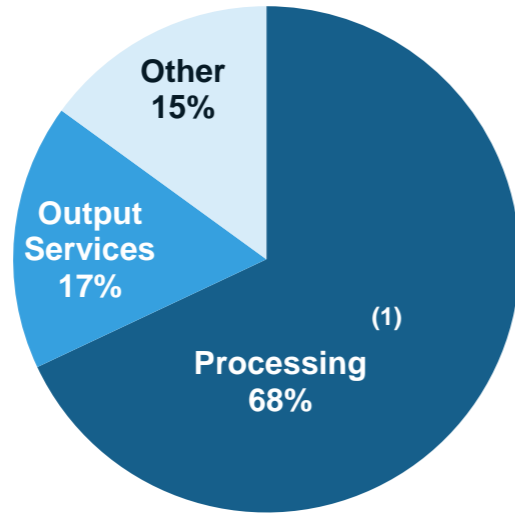
- ▶ Revenue down \$12 million or 3%
 - \$8 million impact from divestitures
 - New business and volume growth offset by lost business and pricing
 - Continued growth in active accounts on file
- ▶ EBITDA flat
 - Lower expenses driven by targeted cost reductions
 - Margin improved to 45%

(\$ in millions)

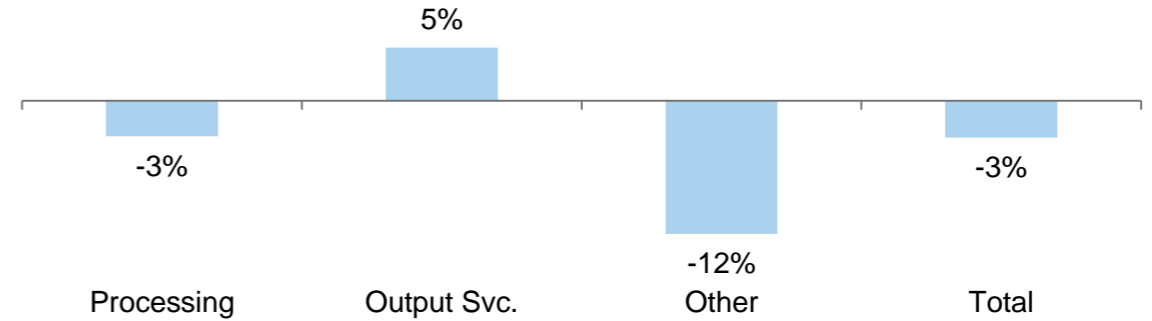


2Q13 Financial Services Drivers

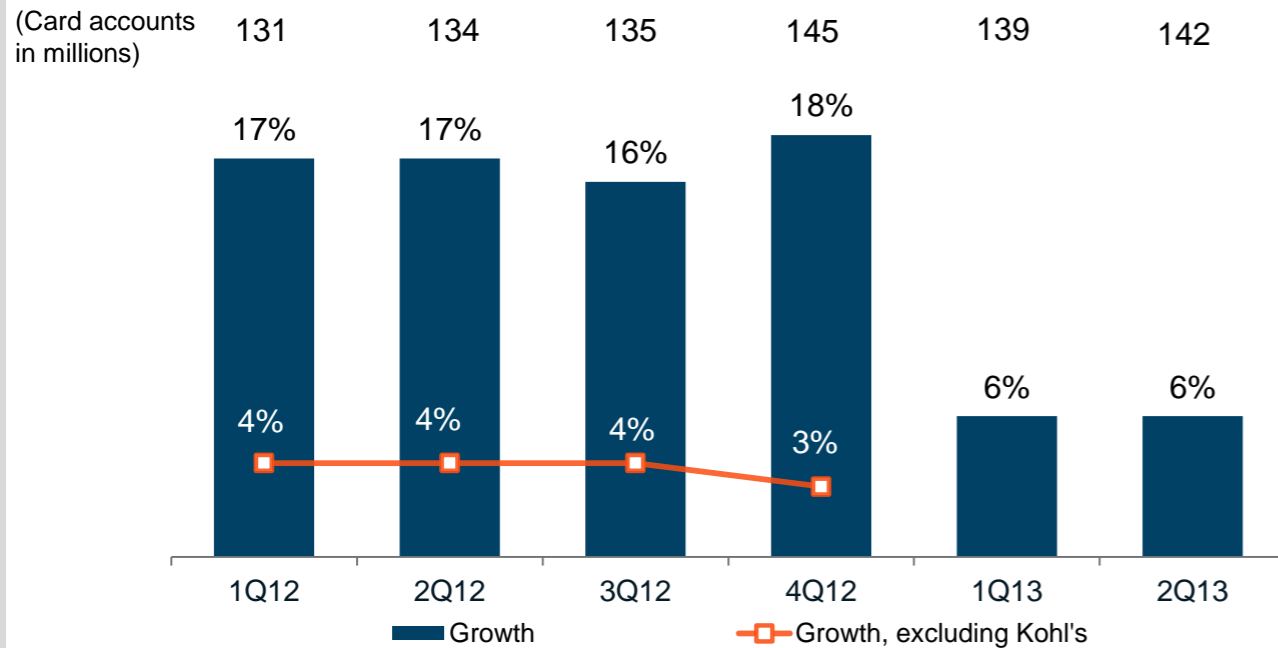
Segment Revenue Mix



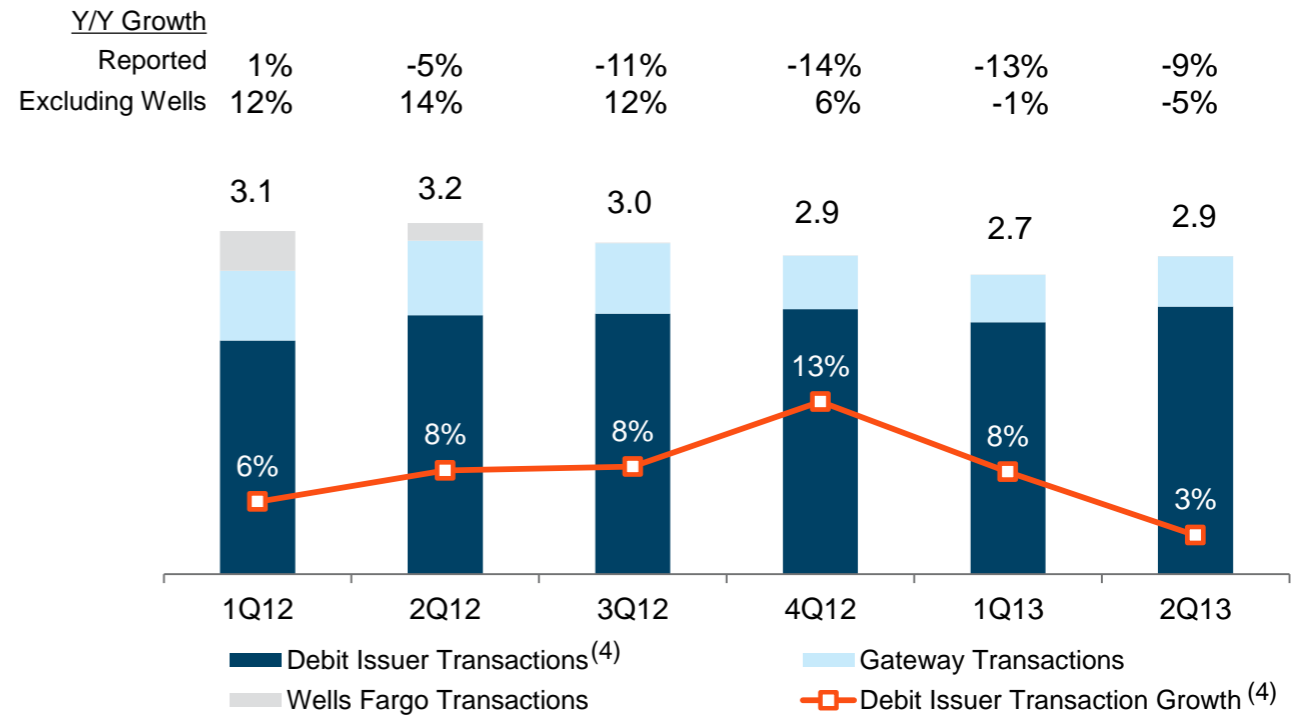
Segment Revenue Mix Growth vs. prior year



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

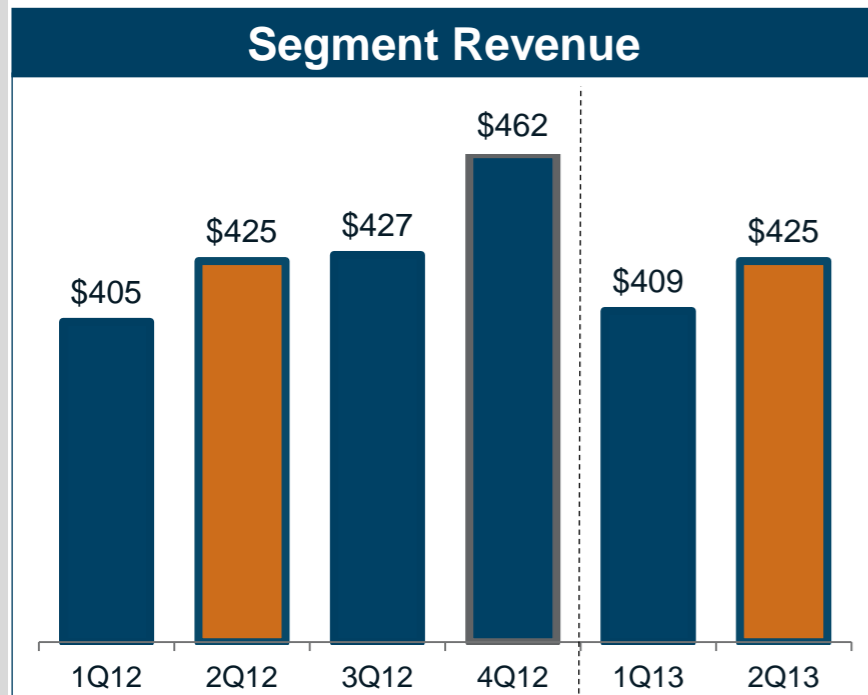
(3) Domestic debit issuer transactions include signature and PIN debit transactions, STAR and non-STAR branded

(4) Excludes Gateway and Wells Fargo transactions

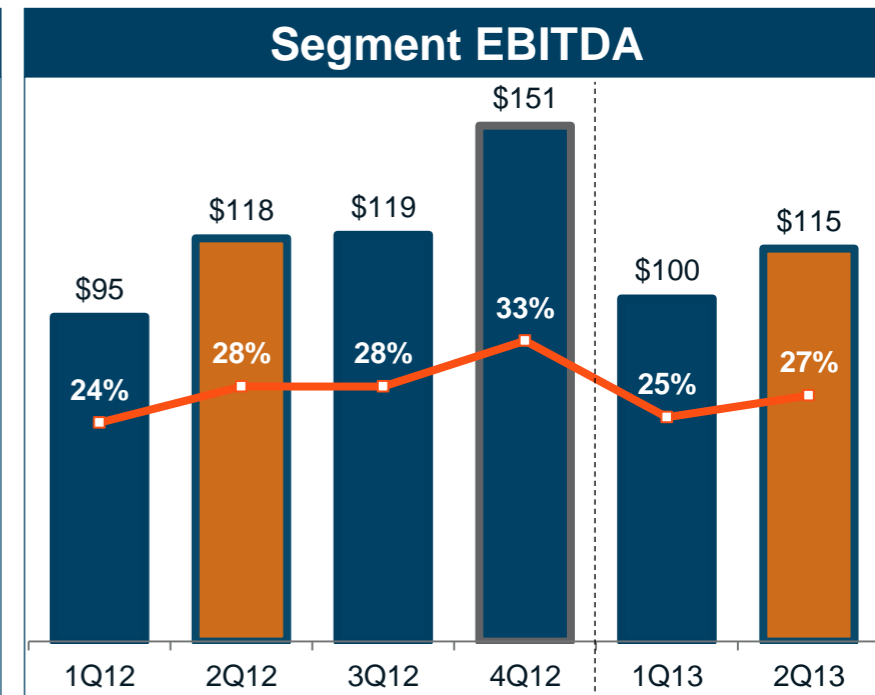
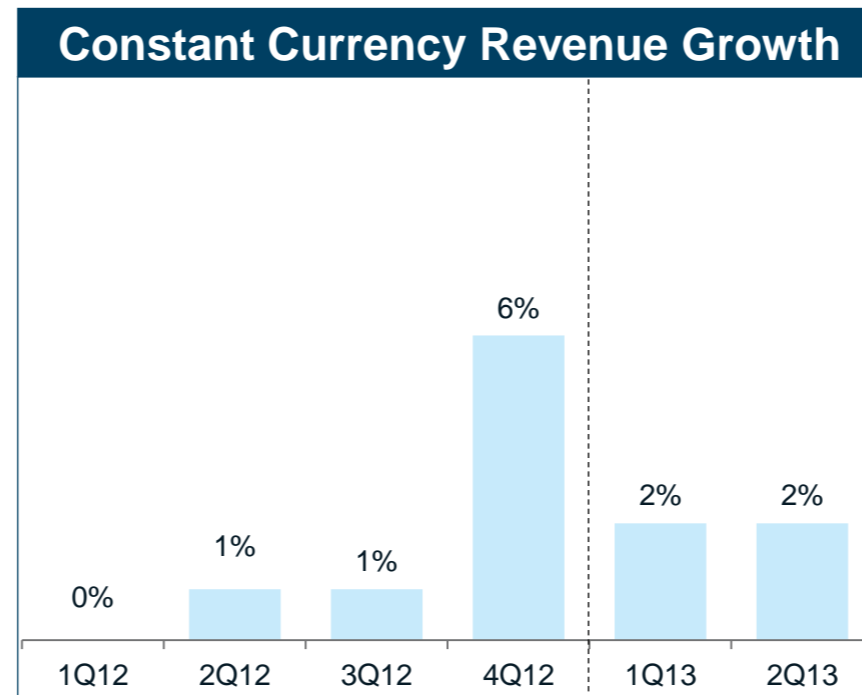
2Q13 International Results

- ▶ Revenue \$425 million, flat year-over-year (up 2% on a constant currency basis)
 - Merchant acquiring revenue up 6% on 11% transaction volume growth
 - Continued headwinds in issuing on customer losses
 - Prior year benefitted from a \$7 million one-time software license fee
- ▶ EBITDA down \$2 million or 2% (up 1% on a constant currency basis)
 - Foreign currency headwind of \$3 million

(\$ in millions)

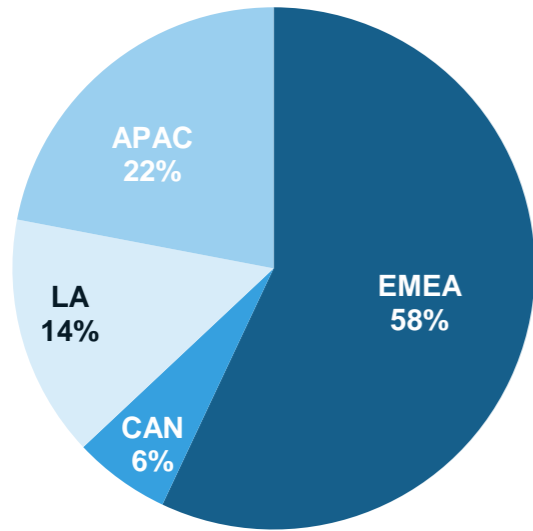


See Appendix pages 21 - 22

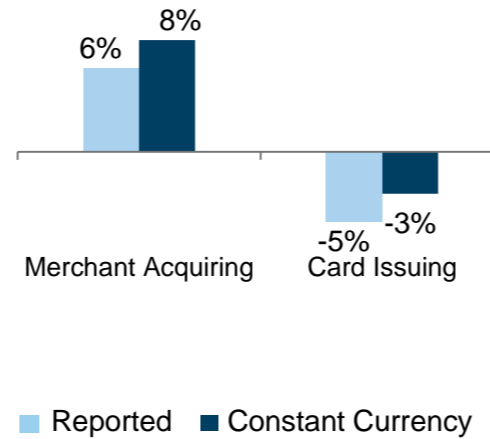


2Q13 International Drivers

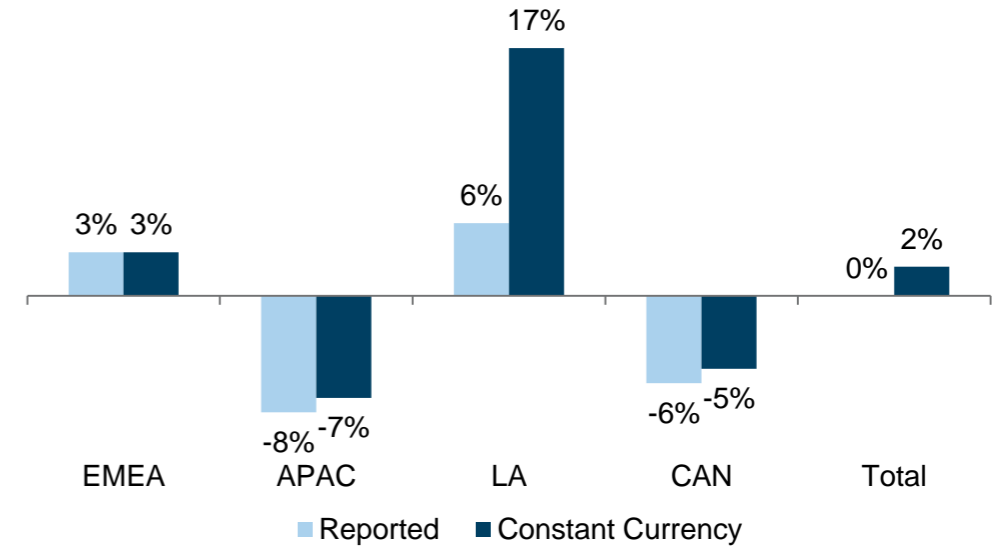
Segment Revenue Mix
By Region⁽¹⁾



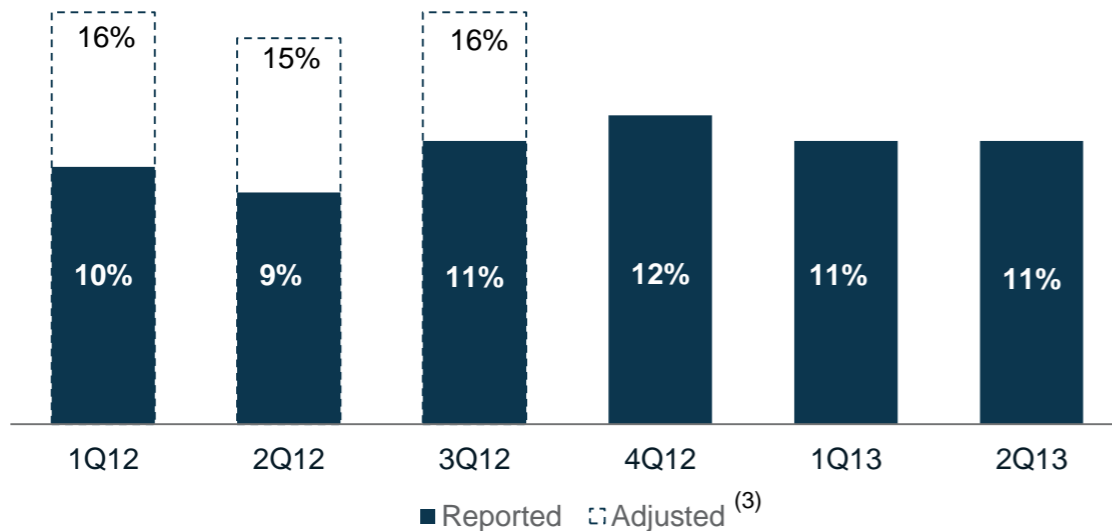
Segment Revenue Mix Growth
By Product



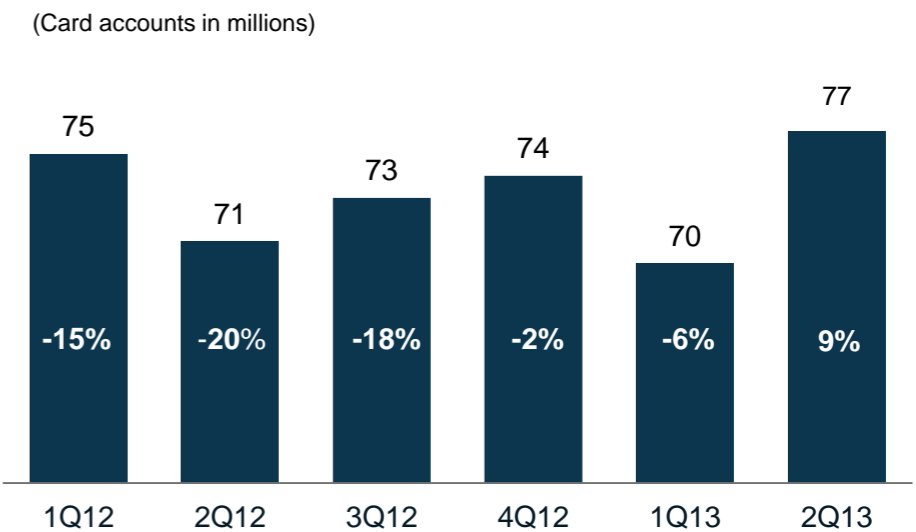
Segment Revenue Mix Growth
By Region⁽¹⁾



International Transactions⁽²⁾
vs. prior year



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

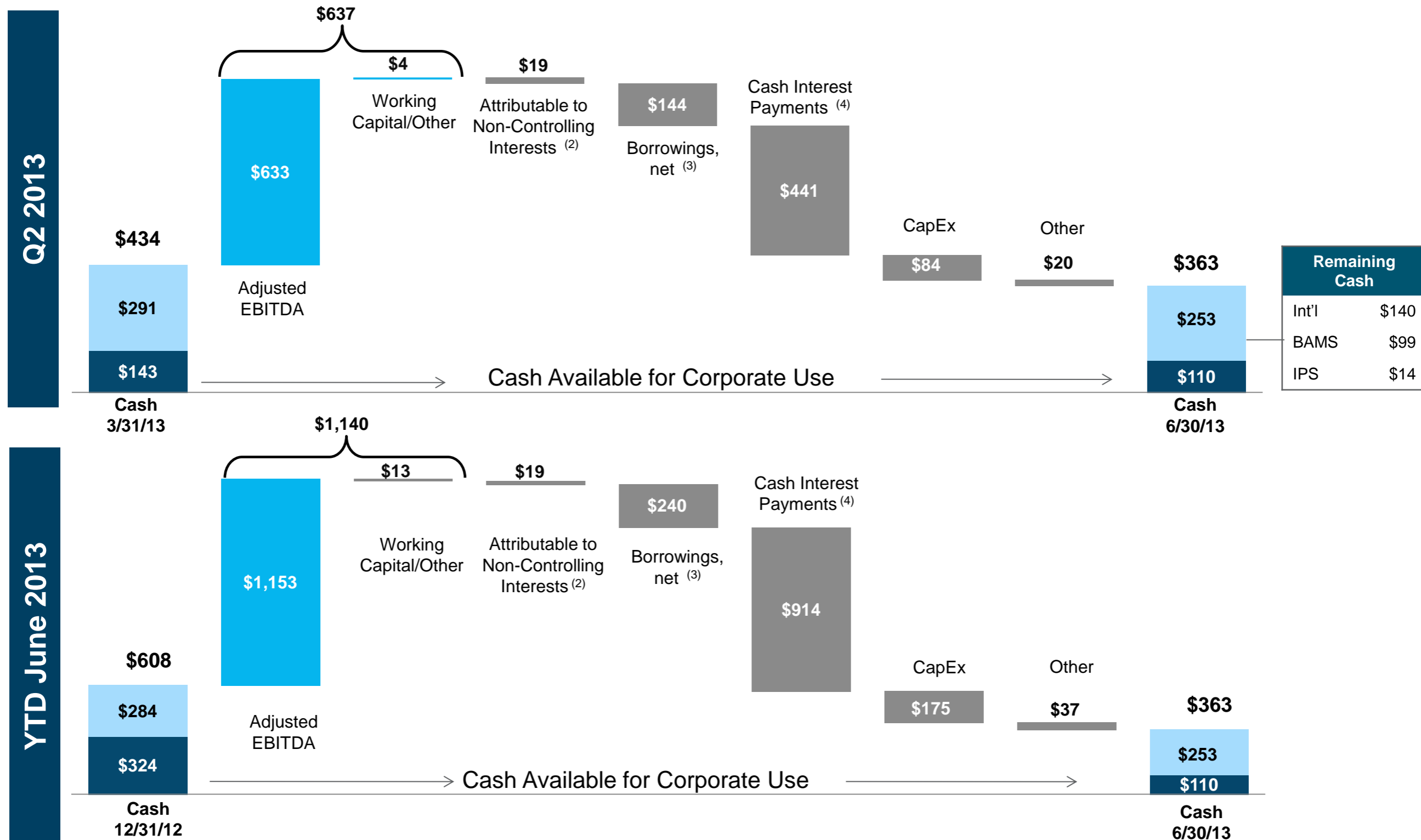


(1) Regions defined as: LA is Latin America, CAN is Canada, APAC is Asia Pacific, EMEA is Europe, Middle East and Africa
 (2) Include merchant acquiring and switching and debit issuer transactions for clients outside the U.S. Transactions include credit, signature and PIN debit transactions
 (3) 1Q12 – 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 23 - 24

2013 Cash Flow

Ended June with \$1.6 billion in unrestricted liquidity ⁽¹⁾

No revolver borrowing at June 30, 2013



(1) Unrestricted liquidity = \$1.469B revolver + \$110M cash available for corporate use

(2) Represents distributions to minority holders in excess of net income attributable to non-controlling interests (2Q13: \$63M-\$44M and YTD: \$102M-\$83M)

(3) Includes short and long-term term borrowings, net and 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 25

Proactively Managing Capital Structure

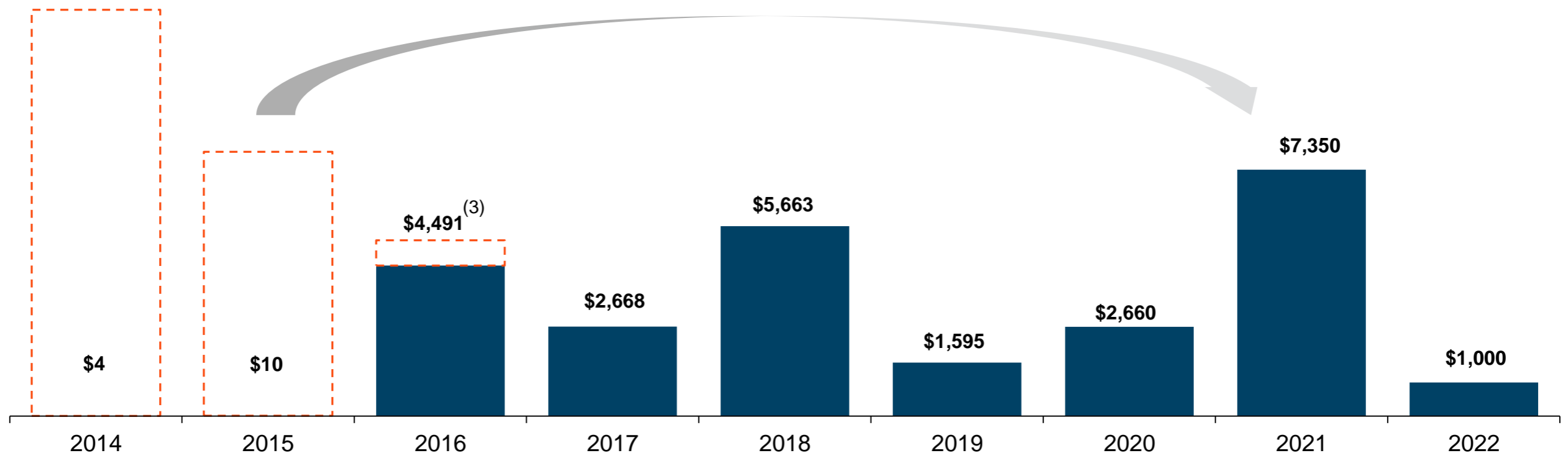
- ▶ Ample liquidity: \$1.5 billion revolving credit facility, plus cash available for corporate use ⁽¹⁾
- ▶ Significant headroom in only financial covenant (4.2 versus covenant of 6.25x)
- ▶ Full Year Cash Interest Estimate: 2013 - \$1.8 billion / 2014 - \$1.8 billion
- ▶ Since 2010, extended \$21 billion in debt maturities, \$1 billion of revolver capacity

Debt Maturity Profile ⁽²⁾

2014 - 2015 debt maturities

June 2010 : ~ **\$21B**

Today: ~ **\$0B**



(1) Revolving credit facility: \$0.5 billion matures 9/23/13

(2) As of 6/30/13; excludes short-term borrowings related primarily to revolving credit facility, outstanding settlement lines of credit and capital leases

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



Q&A



Appendix

Capital Structure

(\$ in millions)

Tranche	Rate	Maturity	Par Amount Pro-forma 6/30/13
Revolver (\$499 million)	L + 275	2013	0
Extended Revolver (\$1,016 million)	L + 400	2016	0
Term Loan	L + 400	2017	2,668 ⁽¹⁾
Term Loan	L + 400	2018	4,655 ⁽¹⁾
Term Loan	L + 400	2018	1,008 ⁽¹⁾
First Lien Notes	7.375%	2019	1,595 ⁽²⁾
First Lien Notes	8.875%	2020	510
First Lien Notes	6.75%	2020	2,150
Senior Secured	5.25%		\$12,586
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
Senior Unsecured Notes	12.625%	2021	3,000
Senior Unsecured	12.04%		\$4,600
Subordinated	11.25%	2016	1,750
Subordinated	11.75%	2021	750
Subordinated	11.40%		\$2,500
Other	3.68%		254
Holdco PIK Notes	11.50%	2016	1,854
Total Debt	7.96%		\$24,793
Cash			\$363
Net Debt			\$24,431

(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

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three months ended June 30,			Three months ended March 31,			Three months ended December 31,		
	2013	2012	Change	2013	2012	Change	2012	2011	Change
Consolidated Adjusted Revenue									
Adjusted revenue	\$ 1,701.7	\$ 1,699.1	0%	\$ 1,613.1	\$ 1,615.4	0%	\$ 1,752.6	\$ 1,734.5	1%
Adjustments for non-wholly-owned entities	7.8	15.6		15.5	21.1		24.7	35.0	
Official check and money order revenues	0.7	5.6		1.7	4.0		0.8	(1.6)	
ISO commission expense	123.3	118.9		115.8	116.2		115.2	111.5	
Reimbursable debit network fees, postage and other	875.3	846.3		844.8	807.3		863.5	808.4	
Consolidated revenues	<u>\$ 2,708.8</u>	<u>\$ 2,685.5</u>	1%	<u>\$ 2,590.9</u>	<u>\$ 2,564.0</u>	1%	<u>\$ 2,756.8</u>	<u>\$ 2,687.8</u>	3%

	Three months ended September 30,			Three months ended June 30,			Three months ended March 31,		
	2012	2011	Change	2012	2011	Change	2012	2011	Change
Consolidated Adjusted Revenue									
Adjusted revenue	\$ 1,694.9	\$ 1,661.0	2%	\$ 1,699.1	\$ 1,656.2	3%	\$ 1,615.4	\$ 1,537.3	5%
Adjustments for non-wholly-owned entities	11.8	46.6		15.6	50.1		21.1	48.0	
Official check and money order revenues	2.3	4.7		5.6	3.9		4.0	2.9	
ISO commission expense	120.6	99.7		118.9	100.6		116.2	91.7	
Reimbursable debit network fees, postage and other	844.4	919.8		846.3	939.0		807.3	864.3	
Consolidated revenues	<u>\$ 2,674.0</u>	<u>\$ 2,731.8</u>	-2%	<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 June 30,		Change
	2013	2012	
<u>Consolidated Adjusted EBITDA</u>			
Adjusted EBITDA	\$ 632.7	\$ 621.0	2%
Adjustments for non-wholly-owned entities	(0.4)	3.4	
Depreciation and amortization	(274.7)	(294.5)	
Interest expense	(472.2)	(480.7)	
Interest income	2.6	1.7	
Other items	(14.6)	(52.3)	
Income tax (expense) benefit	(11.5)	74.7	
Stock based compensation	(21.4)	(3.4)	
Official check and money order EBITDA	0.2	3.1	
Costs of alliance conversions	(18.7)	(22.2)	
KKR related items	(8.0)	(8.4)	
Debt issuance costs	(3.1)	0.2	
Net loss attributable to First Data Corporation	<u>\$ (189.1)</u>	<u>\$ (157.4)</u>	20%

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three months ended June 30,		Change	
	2013	2012		
Adjusted Expenses	\$ 1,069.0	\$ 1,078.1	\$ (9.1)	-1%
ISO Commission expense	123.3	118.9		
Reimbursable debit network fees, postage and other	875.3	846.3		
Depreciation and amortization	274.7	294.5		
Adjustments for non-wholly-owned entities	14.9	13.8		
Restructuring, net	26.0	16.4		
Impairments	0.6	11.2		
Litigation	3.0	2.1		
Official check and money order adjusted expenses	0.5	2.5		
Stock based compensation	21.4	3.4		
Cost of alliance conversions	18.7	22.2		
KKR related items	8.0	8.4		
Debt issuance costs	3.1	(0.2)		
Consolidated expenses	<u>\$ 2,438.5</u>	<u>\$ 2,417.6</u>	\$ 20.9	1%

Consolidated Non-GAAP Reconciliation

(\$ in millions)

	Three Months Ended				
	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	March 31, 2013
Consolidated Adjusted EBITDA					
Adjusted EBITDA	\$ 550.7	\$ 621.0	\$ 608.5	\$ 655.5	\$ 520.4
Adjustments for non-wholly-owned entities	(3.7)	3.4	4.1	3.0	3.1
Depreciation and amortization	(309.1)	(294.5)	(293.5)	(294.5)	(272.2)
Interest expense	(461.1)	(480.7)	(488.6)	(467.4)	(469.0)
Interest income	2.5	1.7	2.1	2.5	2.7
Other items	(14.0)	(52.3)	(70.8)	(19.8)	(22.0)
Income tax benefit (expense)	108.2	74.7	69.4	(28.3)	(61.6)
Stock based compensation	(3.6)	(3.4)	(3.4)	(1.4)	(9.2)
Official check and money order EBITDA	1.7	3.1	1.4	0.2	1.3
Costs of alliance conversions	(11.5)	(22.2)	(22.8)	(20.7)	(22.6)
KKR related items	(8.4)	(8.4)	(8.4)	(8.4)	(8.1)
Debt issuance costs	(4.2)	0.2	(10.0)	0.3	(0.2)
Net loss attributable to First Data Corporation	\$ (152.5)	\$ (157.4)	\$ (212.0)	\$ (179.0)	\$ (337.4)

Segment Non-GAAP Reconciliation

(\$ in millions)

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

	Three Months Ended June 30, 2013			Three Months Ended June 30, 2012			RPT Growth
	Revenue	Transactions	RPT	Revenue	Transactions	RPT	
Merchant Acquiring	\$ 686.2	9,743.5	\$ 0.0704	\$ 668.6	9,233.1	\$ 0.0724	-3%
Adjustment ⁽¹⁾	(0.8)	(38.0)	NM	(1.8)	(188.0)	NM	NM
Adjusted Merchant Acquiring	<u>\$ 685.4</u>	<u>9,705.5</u>	\$ 0.0706	<u>\$ 666.8</u>	<u>9,045.1</u>	\$ 0.0737	-4%

(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)

	Three Months Ended March 31,			Three Months Ended June 30,		
	2012	2011	Change	2012	2011	Change
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%

	Three Months Ended September 30,			Three Months Ended December 31,		
	2012	2011	Change	2012	2011	Change
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%

	Three Months Ended March 31,		
	2013	2012	Change
Segment Revenue	\$ 408.6	\$ 404.9	1%
Foreign exchange impact (2)	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 2012 revenue and 2012 revenue calculated using 2011 exchange rates.

(2) 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 June 30,		Change
	2013	2012	
International Segment Revenue (Constant Currency) (adjusted)			
Segment revenue	\$ 424.9	\$ 424.6	0%
Foreign exchange impact (1)	7.8		
Segment revenue on a constant currency basis	\$ 432.7	\$ 424.6	2%
One-time license fee		(7.0)	
Adjusted segment revenue on a constant currency basis	\$ 432.7	\$ 417.6	4%
International Segment Expense (Constant Currency)			
Segment expense	\$ 309.7	\$ 307.1	1%
Foreign exchange impact (2)	4.6		
Segment expense on a constant currency basis	\$ 314.3	\$ 307.1	2%
International Segment EBITDA (Constant Currency)			
Segment EBITDA	\$ 115.2	\$ 117.5	-2%
Foreign exchange impact (3)	3.2		
Segment EBITDA on a constant currency basis	\$ 118.4	\$ 117.5	1%

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

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

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

International Non-GAAP Reconciliation

(\$ in millions)

	Three Months Ended June 30,		Change
	2013	2012	
International Segment Revenue (Constant Currency By Region)			
EMEA revenue	\$ 247.5	\$ 241.2	3%
Foreign exchange impact (1)	0.5		
EMEA revenue on a constant currency basis	<u>\$ 248.0</u>	<u>\$ 241.2</u>	3%
APAC revenue	\$ 90.6	\$ 98.2	-8%
Foreign exchange impact (1)	0.7		
APAC revenue on a constant currency basis	<u>\$ 91.3</u>	<u>\$ 98.2</u>	-7%
LA revenue	\$ 61.0	\$ 57.8	6%
Foreign exchange impact (1)	6.4		
LA revenue on a constant currency basis	<u>\$ 67.4</u>	<u>\$ 57.8</u>	17%
Canada revenue	\$ 25.8	\$ 27.4	-6%
Foreign exchange impact (1)	0.2		
Canada revenue on a constant currency basis	<u>\$ 26.0</u>	<u>\$ 27.4</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 June 30,		Change
	2013	2012	
<u>International Segment Revenue By Line of Business (Constant Currency)</u>			
International segment revenue – merchant acquiring	\$ 209.8	\$ 197.0	6%
Foreign exchange impact (1)	2.3		
International segment revenue – merchant acquiring on a constant currency basis	<u>\$ 212.1</u>	<u>\$ 197.0</u>	8%
International segment revenue – card issuing	\$ 215.1	\$ 227.6	-5%
Foreign exchange impact (1)	5.5		
International segment revenue – card issuing on a constant currency basis	<u>\$ 220.6</u>	<u>\$ 227.6</u>	-3%
<u>International Segment EMEA Region Revenue By Line of Business (Constant Currency)</u>			
<u>Three Months Ended June 30,</u>			
	2013	2012	Change
EMEA region revenue – merchant acquiring	\$ 134.2	\$ 127.6	5%
Foreign exchange impact (1)	(0.3)		
EMEA region revenue – merchant acquiring on a constant currency basis	<u>\$ 133.9</u>	<u>\$ 127.6</u>	5%
EMEA region revenue – card issuing	\$ 113.3	\$ 113.6	0%
Foreign exchange impact (1)	0.8		
EMEA region revenue – card issuing on a constant currency basis	<u>\$ 114.1</u>	<u>\$ 113.6</u>	0%

(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)

Cash Flow Non-GAAP Reconciliation

	Three Months Ended June 30, 2013	Last Twelve Months Ended June 30, 2013
Adjusted EBITDA	\$ 633	\$ 2,417
Total working capital/other	4	(130)
	<u>\$ 637</u>	<u>\$ 2,287</u>
Net cash provided by operating activities	\$ 240	\$ 682
Cash interest payments	441	1,782
Net cash provided by operating activities excluding cash interest payments	681	2,464
Net Income Attributable to noncontrolling interests	(44)	(177)
	<u>\$ 637</u>	<u>\$ 2,287</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) no adverse impacts from any increase or spread of the European crisis involving sovereign debt and the Euro; (c) no adverse impacts from currency exchange rates or currency controls imposed by any government or otherwise; (d) successful conversions under service contracts with major clients; (e) successfully adjusting to the new U.S. financial regulatory reform legislation and regulations; (f) successful implementation and improvement of processing systems to provide new products, improved functionality and increased efficiencies; (g) anticipation of and response to technological changes, particularly with respect to e-commerce and mobile commerce; (h) 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; (i) 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; (j) successfully managing the credit and fraud risks in the Company’s business units and the merchant alliances, particularly in e-commerce and mobile markets; (k) no material breach of security of any of the Company’s systems; (l) 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; (m) 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; (n) continuation of the existing interest rate environment so as to avoid unanticipated increases in interest on the Company’s borrowings; (o) no significant adverse movement in foreign currency exchange rates (p) no unanticipated developments relating to lawsuits, investigations or similar matters; (q) 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; (r) 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 and Quarterly Report on Form 10-Q for the period ended March 31, 2013.