FIRST DATA CORP Form 424B4 October 15, 2015 Table of Contents

> Filed Pursuant to Rule 424(b)(4) Registration No. 333-205750

160,000,000 Shares

#### FIRST DATA CORPORATION

#### **Class A Common Stock**

This is an initial public offering of shares of Class A common stock of First Data Corporation. We are offering 160,000,000 shares of our Class A common stock.

Prior to this offering, there has been no public market for our Class A common stock. The initial public offering price of our Class A common stock is \$16.00 per share. Our Class A common stock has been approved for listing on the New York Stock Exchange (NYSE) under the symbol FDC.

Upon consummation of this offering, we will have two classes of common stock: our Class A common stock and our Class B common stock. The rights of the holders of Class A common stock and Class B common stock will be identical, except with respect to voting, conversion, and transfer restrictions applicable to the Class B common stock. Each share of Class A common stock will be entitled to one vote. Each share of Class B common stock will be entitled to ten votes and will be convertible into one share of Class A common stock automatically upon transfer, subject to certain exceptions.

After the completion of this offering, Kohlberg Kravis Roberts & Co. L.P. and its affiliates (collectively, KKR) will continue to control a majority of the voting power of our common stock. As a result, we will be a controlled company within the meaning of the corporate governance standards of the NYSE. See Principal Stockholders.

Investing in our Class A common stock involves risk. See <u>Risk Factors</u> beginning on page 19 to read about factors you should consider before buying shares of our Class A common stock.

Neither the Securities and Exchange Commission (SEC) nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this prospectus. Any representation to the contrary is a criminal offense.

	Per	· Share	Total
Initial public offering price	\$	16.00	\$2,560,000,000
Underwriting discounts and commissions	\$	0.52	\$ 83,200,000
Proceeds, before expenses, to us <sup>(1)</sup>	\$	15.48	\$2,476,800,000

<sup>(1)</sup> See Underwriting (Conflicts of Interest).

To the extent that the underwriters sell more than 160,000,000 shares of our Class A common stock, the underwriters have the option to purchase up to an additional 24,000,000 shares from us at the initial public offering price, less the underwriting discounts and commissions, within 30 days of the date of this prospectus.

The underwriters expect to deliver the shares against payment in New York, New York on or about October 20, 2015.

#### Joint Book-Running Managers

Citigroup	Morgan	Stanley		<b>BofA Merrill Lynch</b>	KKR
Barclays	Credit Suisse	Deutsche	Bank Securities	Goldman, Sachs & Co.	HSBC
Mizuho Securi	ties PNC Capital Ma		SunTrust Robinso Janagers	n Humphrey Wells Fargo	Securities
Allen & Comp	any LLC		BBVA	Cowen and	Company

Prospectus dated October 14, 2015.

You should rely only on the information contained in this prospectus or in any free writing prospectus that we authorize to be delivered to you. We and the underwriters have not authorized anyone to provide any information or to make any representations other than those contained in this prospectus or in any free writing prospectuses we have prepared. We and the underwriters take no responsibility for, and can provide no assurance as to the reliability of, any other information that others may provide you. We are offering to sell, and seeking offers to buy, these securities only in jurisdictions where offers and sales are permitted. The information contained in this prospectus is accurate only as of the date of this prospectus, regardless of the time of delivery of this prospectus or of any sale of the securities. Our business, financial condition, results of operations, and prospects may have changed since that date.

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Unless otherwise indicated or the context otherwise requires, financial data in this prospectus reflects the consolidated business and operations of First Data Corporation and its consolidated subsidiaries. Unless the context otherwise requires, all references herein to First Data, FDC, the Company, we, our, or us refer to First Data Corporation consolidated subsidiaries.

Amounts in this prospectus and the consolidated financial statements included in this prospectus are presented in U.S. Dollars rounded to the nearest million, unless otherwise noted. The accounting policies set out in the audited consolidated financial statements contained elsewhere in this prospectus have been consistently applied to all periods presented.

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#### MARKET, RANKING, AND OTHER INDUSTRY DATA

The data included in this prospectus regarding markets, ranking, and other industry information are based on reports of government agencies or published industry sources, and estimates are based on First Data management sknowledge and experience in the markets in which First Data operates. The Nilson Report, an industry source we cite in this prospectus, is generally published monthly. Data regarding the industries in which we compete and our market position and market share within these industries are inherently imprecise and are subject to significant business, economic, and competitive uncertainties beyond our control, but we believe they generally indicate size, position, and market share within these industries. Our own estimates are based on information obtained from our trade and business organizations and other contacts in the markets in which we operate. We are responsible for all of the disclosure in this prospectus, and we believe these estimates to be accurate as of the date of this prospectus or such other date stated in this prospectus. However, this information may prove to be inaccurate because of the method by which we obtained some of the data for the estimates or because this information cannot always be verified with complete certainty due to the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process, and other limitations and uncertainties. As a result, you should be aware that market, ranking, and other similar industry data included in this prospectus, and estimates and beliefs based on that data, may not be reliable. Neither we nor the underwriters can guarantee the accuracy or completeness of any such information contained in this prospectus.

## TRADEMARKS, SERVICE MARKS, AND TRADE NAMES

Solely for convenience, the trademarks, service marks, and trade names referred to in this prospectus are presented without the <sup>®</sup> and symbols, but such references are not intended to indicate, in any way, that we will not assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensors to these trademarks, service marks, and trade names. All trademarks, service marks, and trade names appearing in this prospectus are the property of their respective owners.

## **BASIS OF PRESENTATION**

A substantial portion of our business is conducted through alliances with banks and other institutions. Where we discuss the operations of our Global Business Solutions segment, such discussions include our alliances because they generally do not have their own operations (other than certain majority owned and equity method alliances) and are part of our core operations. Our alliance structures take on different forms, including consolidated subsidiaries, equity method investments, and revenue sharing arrangements. Under the alliance program, we and a bank or other institution form a venture, either contractually or through a separate legal entity. Merchant contracts may be contributed to the venture by us and/or the bank or institution. The banks or other institutions generally provide card association sponsorship, clearing, and settlement services. These institutions typically act as a merchant referral source when the institution has an existing banking or other relationship. We provide transaction processing and related functions. Both we and our alliance partners may provide management, sales, marketing, and other administrative services. The alliance structure allows us to be the processor for multiple financial institutions, any one of which may be selected by the merchant as their bank partner.

## NON-GAAP FINANCIAL MEASURES

This prospectus contains non-GAAP financial measures that are financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with generally accepted accounting principles in the United States (GAAP). Specifically, we make use of the non-GAAP financial measures Adjusted EBITDA, Adjusted Net Income, and Covenant EBITDA.

Adjusted EBITDA represents:

Net income or loss attributable to First Data, plus

Interest expense, net;

Income tax (benefit) expense;

Depreciation and amortization;

Stock-based compensation; and

Other adjustments as described in Note (8) to Prospectus Summary Summary Historical Consolidated Financial and Other Data. Adjusted Net Income represents:

Net income or loss attributable to First Data, plus

Stock-based compensation;

Loss on debt extinguishment;

Amortization of acquisition intangibles; and

Other adjustments as described in Note (9) to Prospectus Summary Summary Historical Consolidated Financial and Other Data.

We also make use of the non-GAAP financial measure Covenant EBITDA which is used to measure covenant compliance in agreements governing certain of our indebtedness. See Management s Discussion and Analysis of

Financial Condition and Results of Operations Liquidity and Capital Resources Guarantees and covenants.

Adjusted EBITDA, Adjusted Net Income, and Covenant EBITDA are not recognized terms under GAAP and do not purport to be alternatives to net income (loss) attributable to First Data as a measure of operating performance or to cash flows from operating activities as a measure of liquidity. Additionally, these measures are not intended to be a measure of free cash flow available for management s discretionary use as they do not consider certain cash requirements such as interest payments, tax payments, and debt service requirements. The presentations of these measures have limitations as analytical tools and should not be considered in isolation, or as a substitute for analysis of our results as reported under GAAP. Management believes that Adjusted EBITDA and Adjusted Net Income are helpful in highlighting trends because they exclude the results of decisions that are outside the control of operating management. Management believes that the presentation of Covenant EBITDA is useful to provide additional information to investors about items that will impact the calculation of EBITDA that is used to determine covenant compliance under the agreements governing certain of our existing indebtedness. Management compensates for the limitations of using non-GAAP financial measures by using them to supplement GAAP results to provide a more complete understanding of the factors and trends affecting the business than GAAP results alone. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which companies operate, and capital investments.

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# GLOSSARY

- APIs Application Program Interfaces
- EFT Electronic Funds Transfer
- EMV Europay, MasterCard and Visa
- GSPs Group Services Providers
- ISOs Independent Sales Organizations
- ISVsIndependent Software VendorsPCIPayment Card Industry
- POS Point-of-Sale
- PSPs Payment Services Providers
- SMBs Small and Medium-Sized Businesses
- SDKs Software Developer Toolkits
- VARs Value-Added Resellers

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# A LETTER FROM FRANK BISIGNANO

I joined First Data in the first half of 2013 because I saw a global leader in the rapidly innovating payments industry. First Data s central position in global electronic payments was undeniable. The company served millions of businesses around the world and processed more than 2,000 transactions per second. It had a financial services processing business with hundreds of millions of card accounts on file, owned a leading independent debit network, and operated an acquiring business that processed more than 40% of U.S. electronic payment volume, or roughly 10% of U.S. GDP. I considered First Data waterfront property.

Yes, the business had its challenges continuous management change, a restructuring plan largely based on selling assets, \$24.5 billion of debt, and flat revenue growth the year before I joined. But I knew that payments was a growth industry, that technology was the great enabler, and that First Data had a fabulous set of assets and clients with whom it could do so much more. Simply put, I saw a unique opportunity the potential for strong, profitable growth coupled with deleveraging, on an unparalleled scale.

I also saw that achieving this potential would require transforming this company. In the past two years, we ve laid a strong foundation, and we are continuing to invest in innovation, infrastructure, and leadership. And we are just getting started.

Today, First Data offers investors the opportunity to join what I believe will be one of the most significant transformations in our industry. We will focus on three main areas: growing First Data profitably, continuing to improve our balance sheet through deleveraging and opportunistic debt refinancing, and building a durable enterprise that can withstand the uncertainties of our global economy.

This prospectus describes in detail our business and strategy, our progress, and how we re positioned well for the future. In this letter, I want to share my personal perspective on the foundation we ve built, the transformation underway, and our journey ahead.

# Laying the Foundation

As the journey began, it became immediately apparent that we weren t working on change, we were working on transformation. We needed to all row in the same direction, deliver integrated solutions, and truly manage the company as a global business.

With more than 24,000 employees in a company that was unsure of its direction, it was critical to have everyone completely aligned around a clear mission and purpose. When I arrived, fewer than 300 employees owned stock in this company. That wasn t sufficient. So in July 2013, we fundamentally changed our compensation and benefits structure. We decided that *all* employees would become *owner-associates* and have an equity stake in our future. Our managers, in particular, would receive equity as a significant component of their annual compensation.

We also decided that rather than selling assets to manage our balance sheet, we would invest and build. First Data s broad array of assets represented to us a source of tremendous competitive advantage. They gave us an opportunity to integrate our offerings and provide clients enterprise solutions on a scale our competitors could not rival.

We have global clients and we intend to further globalize our solutions. But our company was not organized to truly support our global aspirations. We recently reorganized First Data into three global lines of business. The individual geographies now report directly to me with the dissolution of our previous International segment.

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# **Our Transformation**

We have what so many innovators often lack the ability to distribute to a large client base. We have a unique opportunity to invest in innovation, integrate new innovations into our existing offerings, and leverage the scale of our distribution. Our team s deep expertise in technology, commerce, security, operations, and control can all be harnessed to vertically extend our relationships with our clients.

We are focused on embedding innovation deeply into First Data. *Clover*, a Silicon Valley start-up that we acquired just a few months before I joined, was the first of many examples to follow of First Data s ability to execute from concept to commercialization, at scale. We brought *Clover s* integrated point-of-sale operating system to market in 11 months. After *Clover*, we acquired five additional innovative commerce technology start-ups, and we now have nearly 200 employees in Silicon Valley and Silicon Alley.

But buying start-ups is not the hard part. We are proud of our ability to retain the key founders and employees of each of the start-ups we have acquired, while commercializing their innovations. We know how to manage technology and technologists.

Our vision is to be the industry s grand collaborator. Our core belief is that through collaboration, we will help our clients grow their business through greater choice. In the past two years, we have partnered on a variety of innovations and agreements with major and emerging networks, prominent global financial institutions, marquee brands, and leading technology companies large and small.

We have also invested significantly in our technology infrastructure, both in management expertise and dollars. We worked equally on our operations and our service models to deliver to our clients expectations. And maintaining a robust control environment is a core responsibility that we have to our clients and regulators. We view our technology infrastructure, operations, and control environment as mission-critical to our long-term success.

First Data had been both an underinvested and undermanaged business. Before I arrived, there were five people on our Management Committee. Critical functions such as operations, technology, and operating control were not even at the table. Diversity on the team was limited at best. Today, I m honored to partner with 15 members of my Management Committee who are diverse in every aspect, and we are proud of our inclusive environment. Below the Management Committee, we have also injected new leadership talent into First Data. Over two thirds of our 150 most senior employees have been hired since I joined.

While making these investments, we ve also taken significant steps to strengthen our balance sheet. In the summer of 2014, we raised \$3.5 billion of equity to pay down debt in one of the largest-ever U.S. private placements. As part of that capital raise, KKR chose to invest another \$1.2 billion in First Data, including capital from its own balance sheet, solidifying First Data as KKR s largest investment ever and the largest on its own balance sheet. The most revealing part of that capital raise was that we attracted significant interest from *new* investors who understood our transformation.

# The Journey Ahead

Almost daily, when I meet prospective and existing clients, their receptiveness to our new solutions gives me incredible confidence in our future. They love the innovations, but they are equally delighted to learn that a trusted name like First Data can be their partner for a broad array of commerce solutions. We are unlocking the power of enterprise solutions at First Data.

Our transformation is just starting. We are only now beginning to see the benefits of offering our clients enterprise solutions. Our pipeline of innovations webstore-in-a-box solutions, virtual gift card capabilities, solutions for alternative lenders, next-generation network fraud solutions, among others are just beginning to enter the market. And key members of our Management Committee have been here less than one year.

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We love the hand that we have we have millions of clients, we know how to innovate and collaborate, our leadership bench is deep, and being in business with KKR has been great. We have much work to do, and we know First Data has not yet truly arrived. We know we are on the right path, and we know we will get there.

I would like to extend my gratitude to First Data s many clients around the world. This company would not be where it is today without your support. We are truly dedicated to helping you grow your business, as we know we cannot win if you do not prosper.

I would also like to thank all of the owner-associates of First Data worldwide. The changes we have undergone in the past few years have been significant to say the least, and I deeply appreciate your tenacity and loyalty to this storied company. I am honored to be in business with each and every one of you, and consider it my personal responsibility to ensure that First Data is a great place for you to work and prosper.

As we embark on this journey as a public company, we intend to be transparent with all of our owners about what s working well, and what is not. We will work hard to achieve the full potential of this company and make you proud to be a part of First Data.

Sincerely yours,

Frank J. Bisignano

Chairman and Chief Executive Officer

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#### **PROSPECTUS SUMMARY**

This summary highlights certain significant aspects of our business and this offering. This is a summary of information contained elsewhere in this prospectus, is not complete and does not contain all of the information that you should consider before making your investment decision. You should carefully read the entire prospectus, including the information presented under the sections entitled Risk Factors and Special Note Regarding Forward-Looking Statements and the consolidated financial statements and the notes thereto, before making an investment decision. This summary contains forward-looking statements that involve risks and uncertainties.

#### **Our Company**

First Data sits at the center of global electronic commerce. We believe we offer our clients the most complete array of integrated solutions in the industry, covering their needs across next-generation commerce technologies, merchant acquiring, issuing, and network solutions. We serve our clients in 118 countries, reaching approximately 6 million business locations and over 4,000 financial institutions. We believe we have the industry s largest distribution network, driven by our partnerships with many of the world s leading financial institutions, our direct sales force, and a network of distribution partners. We are the largest merchant acquirer, issuer processor, and independent network services provider in the world, enabling businesses to accept electronic payments, helping financial institutions issue credit, debit and prepaid cards, and routing secure transactions between them. In 2014, we processed 74 billion transactions globally, or over 2,300 per second, and processed 28% of the world s eCommerce volume. In our largest market, the United States, we acquired \$1.7 trillion of payment volume, accounting for nearly 10% of U.S. GDP last year.

Our company is organized around three primary lines of business:

**Global Business Solutions (GBS)** This segment provides retail point-of-sale (POS) merchant acquiring and eCommerce services as well as next-generation offerings such as mobile payment services, webstore-in-a-box solutions, and our cloud-based *Clover* point-of-sale operating system, which includes a marketplace for proprietary and third-party business apps.

**Global Financial Solutions (GFS)** This segment provides credit solutions for bank and non-bank issuers. These include credit and retail private-label card processing within the United States and international markets, as well as licensed financial software systems, such as our *VisionPLUS* bank processing application, and lending solutions. GFS also provides financial institutions with a suite of related services including card personalization and embossing, statement printing, client service, and remittance processing.

**Network & Security Solutions (NSS)** This segment provides a wide range of value-added solutions that we sell to clients in our GBS and GFS segments, smaller financial institutions, and other enterprise clients. These solutions include our electronic funds transfer (EFT) network solutions, such as our *STAR Network*, our debit card processing solutions, our stored value network solutions, such as *Money Network*, *ValueLink*, *Gyft*, and *Transaction Wireless*, and our security and fraud solutions, such as *TransArmor* and *TeleCheck*. This segment also supports our other digital strategies, including online and mobile banking, and our business supporting mobile wallets.

Our business is characterized by transaction related fees, multi-year contracts, and a diverse client base, which allows us to grow alongside our clients. Our multi-year contracts allow us to achieve a high level of recurring revenues with

the same clients. Our business also generally requires minimal incremental capital expenditures and working capital to support additional revenue within our existing business lines.

In 2014, we generated \$11.2 billion of revenue, \$1.4 billion of operating profit, and had a net loss attributable to First Data of \$458 million, reflecting an increase of 3%, 28% and 52% (decrease of loss), respectively, over 2013. For the same period, we generated segment revenues (which exclude reimbursable fees and other items) of \$6.9 billion, Adjusted EBITDA of \$2.7 billion, and Adjusted Net Income of \$488 million, reflecting an increase of 3%, 9% and 232%, respectively, over 2013. For additional information regarding our segment revenues and non-GAAP financial measures, including a reconciliation of Adjusted EBITDA and Adjusted Net Income to net income attributable to First Data, see Summary Historical Consolidated Financial and Other Data.

## **Our Distribution Platform**

We deliver our solutions around the world through a broad set of distribution channels. We believe these channels, collectively, give us one of the largest sales forces in our industry, enabling us to reach clients of all sizes, types, and industry verticals in a cost-effective manner. Our large distribution platform often makes us an attractive partner for established and emerging commerce solution providers.

For GBS, we believe we have the industry s largest network of bank partnerships for merchant acquiring, including equity alliances with eight large banks around the world in which we have a controlling or material equity stake, and over 80 revenue sharing partnerships. Our bank partnerships include some of the largest financial institutions in the world, such as Bank of America Corporation, Wells Fargo, The PNC Financial Services Group, Citigroup, SunTrust Banks, Lloyds Banking Group, Allied Irish Banks, ICICI Bank, and ABN AMRO Group.

In addition, we have a large direct sales force, and we partner with over 1,100 third parties who actively re-sell our solutions, including independent sales agents, independent sales organizations (ISOs), payment services providers (PSPs), independent software vendors (ISVs), and value-added resellers (VARs) who often have specialized sales capabilities to reach into local communities, small businesses, eCommerce channels, or specific industry verticals. We also have over 1,600 referral arrangements with bank and non-bank partners.

For GFS, we have a large direct sales force and reach a broad base of smaller financial institutions through group service providers (GSPs).

For NSS, we leverage the distribution platforms of GBS and GFS, and also distribute through a direct sales force.

# **Our Transformation**

In 2013, we began transforming our business by investing in next-generation commerce solutions aimed at helping our clients grow their businesses, investing in our client-facing teams to enhance their reach and effectiveness, and recruiting a new group of experienced leaders into critical positions across the Company.

We have moved beyond payment processing. We believe our long-term success will be driven by focusing on helping our clients grow their businesses by providing them with a suite of new commerce-enabling technologies as well as our broad set of existing solutions. Our focus on innovation combined with the direct relationships we enjoy with many businesses and financial institutions, and the critical nature of the services we already provide many clients positions us well to quickly develop, commercialize, and deliver new commerce solutions to our clients.

We have many opportunities, in our view, to sell our expanded set of commerce solutions. We intend to sell these products to *new* clients through all of our major existing distribution channels, often through more enhanced product bundling. In addition, given the large size of our existing client base, we believe we have an outsized opportunity to sell our new solutions to *existing* clients, many of whom may not be aware of the availability of our next-generation commerce solutions nor that these solutions are designed to easily integrate into their existing First Data solutions.

**First Data** s focus on innovation has accelerated. In the last three years, we have acquired six commerce-focused technology start-ups: *Clover, Perka, Gyft, SpreeCommerce, EasyWay Ordering*, and *Transaction Wireless*; we now employ nearly 200 employees in Silicon Valley and Silicon Alley; and we have partnered with some of the world s leading technology companies to deliver commerce-enabling solutions.

Since 2013, we have launched many innovative solutions. For example, we launched *Clover*, a tablet-based integrated POS system that can harness the creativity of third-party developer solutions, to target the small and medium-sized business (SMB) market; with *Clover* we aim to create the largest open architecture operating system for commerce-enabling solutions and applications for business owners. Recognizing the growing desire for analytics, we launched *Insightics*, an innovative cloud-based software solution that unlocks the power of big data behind payment transactions for the SMB market. Seeing the growing need for security solutions, we launched *TransArmor*, an encryption and tokenization solution for business owners, and we partnered with a leading chip technology company to build a comprehensive EMV (Europay, MasterCard and Visa) solution for card issuers. Seeing the growing interest in the virtualization of payment cards, we acquired *Gyft* and *Transaction Wireless*, significantly increasing our capabilities in the issuance and distribution of virtual cards. Finally, we launched a web / mobile-enabled version of our *VisionPLUS* software application with improved features for multi-currency, multi-wallet, and prepaid cards, and we commercialized functionality for enabling consumer alerts and card controls on our U.S. issuing platform.

We are investing to enhance our client-facing teams. We believe we can grow our business and serve our clients better by investing to improve the effectiveness of our client-facing teams. Given our now-expanded solution suite, we believe we have more opportunities to conduct enterprise selling to new and existing clients, and more opportunities to sell new innovations into our large existing base of clients. For example, we are building out enterprise coverage teams, and we believe initiatives like these should help drive new sales and increase client loyalty and retention.

We have also focused heavily on adding new executive talent to First Data. Led by Chairman and CEO Frank Bisignano, our Management Committee has been significantly reconstituted and expanded, bringing to First Data deep expertise from leading global organizations in technology, financial services, payments, cyber-security, operations, and controls. Beyond the Management Committee, over two thirds of our top 150 executives have joined First Data since May 2013, injecting a significant level of new talent into the Company s leadership.

# **Benefitting from Industry Trends**

We believe First Data is strongly positioned to take advantage of several global industry trends:

*Consumer payments are continuing to shift from cash to electronic*, including in the United States, where, according to The Nilson Report dated December 2014, credit and debit card purchase volumes are projected to increase by 65% and 49%, respectively, from 2013 to 2018;

*Consumer shopping continues to shift from brick and mortar locations to online*, as global eCommerce spending as a percentage of total global retail spending is projected to increase from 6% in 2013 to 9% in 2018 according to a report by *eMarketer* dated December 23, 2014 (the eMarketer Report );

*SMB owners are increasingly demanding next-generation technology* such as tablet-based POS systems and devices that accept mobile payments: for example, 67% of restaurant businesses surveyed by *Hospitality Technology* in December 2014 are planning to add new functionality, features and/or modules to current POS software in 2015;

*Given recent payment data breaches, clients are increasingly demanding robust security and fraud solutions,* resulting in projected spending of \$125 billion in 2015, according to a report by *IDC* dated December 2014 (the IDC Report ); and

*Financial institutions continue to outsource and leverage technology providers* given their constrained budgets and growing industry complexity.

We believe First Data is well positioned to take advantage of all of these trends given the breadth of our solutions and our global operating scale.

#### **Our Competitive Strengths**

We believe First Data has many competitive advantages that position us favorably in the global marketplace and will help us drive growth in the future.

#### Our Industry Leadership and Large Scale Give Us Operating Advantages

Based on our size, scale, and global footprint, we are a leading provider in our industry. Our clients include some of the largest and best known global retail and financial institutions, as well as millions of smaller businesses and banks across the world. We are:

#1 in global merchant acquiring;

#1 in global issuer processing;

#1 in independent network services; and

a world leader in global eCommerce.

Our scale enables us to cost-effectively leverage our fixed technology and operations infrastructure, helping us to produce high operating margins, incur low marginal capital expenditures, and generate strong operating cash flow. Our scale also allows us to efficiently develop, acquire, and commercialize next-generation technologies globally.

## We Deliver Integrated Solutions Across the Commerce Value Chain

We believe we offer our clients the most complete array of integrated solutions in the industry, covering their needs across next-generation commerce technology, merchant acquiring, issuing, and network solutions. We believe this differentiates us from our competition and will continue to drive growth in the future.

Our suite of commerce-enabling solutions includes a range of products for businesses and financial institutions of all sizes and types that help our clients grow their business, interact with their customers, and manage their operations. These solutions include, among others, POS, mobile and online payment acceptance and the *Clover* operating system for business clients, and debit processing, *STAR Network* and online banking for financial institution clients.

# We Have a Large and Diverse Distribution Platform

We sell our commerce-enabling solutions through a combination of channels that provide us with a large, global distribution platform. Our distribution channels allow us to reach clients of all types and sizes. Our distribution platform includes equity and revenue sharing alliances with bank partners, direct sales, referral partnerships with bank and non-bank entities, and indirect sales through third-party re-sellers.

## We Have a Global Footprint Enabling Us to Reach Clients Around the World

We have operations in 36 countries and serve clients in 118 countries around the world directly and indirectly. We have well-established businesses and partnerships to serve clients in large developed economies and have also made strategic investments and developed key partnerships in fast-growing emerging markets where the penetration of electronic payments is lower, such as India and Brazil. We believe our global breadth is an increasing competitive advantage as multi-national organizations, such as retailers, restaurant chains, and financial institutions, want to work with a single trusted technology partner across multiple geographies to deploy various solutions.

# Our Broad-Based Client Service Capabilities Differentiate Us

Most clients view their payments systems as mission-critical infrastructure for their businesses. In addition, our clients around the world are also facing increasing operating complexity due to new technologies, such as mobile payments, and the implementation of new regulations and standards, such as the EMV liability shift in the United States beginning in October 2015. Our ability to provide our clients with broad-based client service is a major competitive advantage, especially against emerging companies that often lack deep client service capabilities.

#### We Have Powerful, Proprietary Technology Platforms

We own and operate proprietary technology platforms which give us a wide range of capabilities that distinguish First Data in the global marketplace and provide us with significant competitive advantages. Our powerful technology platforms are strategically positioned around the world to meet the different technical needs of our large, diversified client base and support our global operations. We develop and maintain our platforms in-house, which enables us to ensure they are highly stable, secure, and scalable with substantial excess capacity to expand our capabilities without the need for material new investment.

# We Have a Strong Controls Operation

We have built a strong controls operation that helps us manage our risks and work collaboratively with our clients on control-related issues. This provides us with a stable controls environment around enterprise risk management, underwriting and credit risk, third-party risk, and regulatory compliance, among other areas. It also makes us an attractive third-party provider for all of our clients, but particularly for our financial institution clients and partners, who are under intense regulatory scrutiny. We believe these capabilities help us retain and win clients.

# Our Experienced, World-Class Management Team Has a Track Record of Execution

Beginning with the hiring of Frank Bisignano, our Chairman and Chief Executive Officer and the former co-chief operating officer of JPMorgan Chase & Co., in April 2013, we have built a world-class management team as part of our transformation efforts. Beyond the Management Committee, over two thirds of our top 150 management executives have been hired since May 2013, bringing with them extensive operating experience in the financial services, payments, and technology industries and a track record of execution at leading public companies.

## **Our Strategies**

Our competitive strengths have positioned us favorably to pursue a variety of opportunities around the world. We plan to grow our business and improve our operations by executing on the following strategies.

## Help Our Clients Grow Their Businesses Through Our Expanded Set of Solutions

We believe our success will be driven by our focus on helping our clients grow their businesses. We intend to achieve this by providing our clients with innovative, next-generation commerce solutions along with our broad set of existing solutions. Our focus on innovation combined with the direct relationships we enjoy with many businesses and financial institutions, and the critical nature of the services we already provide to many clients positions us well, in our view, to quickly develop, commercialize, and deploy new commerce innovation to our clients.

We have many opportunities, in our view, to sell our expanded set of commerce solutions. We intend to sell these products to *new* clients through all of our major existing distribution channels, often through more enhanced product bundling. In addition, given the large size of our existing client base, we believe we have an outsized opportunity to sell our new solutions to *existing* clients, many of whom may not be aware of the availability of our next generation commerce solutions nor that these solutions are designed to easily integrate into their existing First Data solutions.

# Continue Our Greater Focus on Innovation

We drive innovation through a combination of building organically, partnering with other technology innovators, and selectively pursuing acquisitions all approaches in which we have significant experience. We believe we are an attractive partner and often the acquirer-of-choice for next-generation commerce technology companies, who seek to leverage our large distribution network and existing client base to deploy their solutions. Within the past three years, we acquired and are commercializing the solutions of six commerce-focused technology start-ups: *Clover, Perka, Gyft, SpreeCommerce, EasyWay Ordering*, and *Transaction Wireless*. We also partner with many leading technology companies to deliver commerce-enabling solutions.

Our innovation investments are focused on helping our clients attract new customers, interact in more innovative ways with their customers, understand their customers better, and protect their and their customers data and other information.

# **Enhance Our Client-Facing Teams**

We believe we can grow our business and serve our clients better by investing in our client-facing personnel. Given our now-expanded solution suite, we believe we have more opportunities to conduct enterprise selling to new and existing clients, and more opportunities to sell new innovations into our large existing base of clients. We believe these initiatives should help drive new sales and increase client loyalty and retention.

We are undertaking key initiatives to enhance the effectiveness of our client-facing teams, including expanding our sales force, building our enterprise coverage teams, deepening our focus on select attractive verticals, and expanding our distribution partnerships.

# Grow Our eCommerce Business

Our leading eCommerce presence positions us well to continue to capitalize on this fast-growing segment. We are focused on improving the eCommerce technical capabilities we provide our clients, expanding our relationships with businesses whose presence is primarily online, and increasing sales of eCommerce to brick and mortar businesses.

We plan to strengthen our core eCommerce technical capabilities and global reach through significant ongoing investments. We are also focused on expanding our relationships with businesses whose presence is primarily online by, among other things, widening our integration with other eCommerce infrastructure partners. We also plan to increase the penetration of eCommerce sales to existing brick and mortar businesses through solutions such as *Payeezy*, increased bundling of eCommerce with other First Data solutions, and selling eCommerce solutions to clients who currently lack an online presence.

# Expand Our Clover Operating System

We acquired *Clover*, an open architecture, integrated POS operating system, in December 2012. At the time of acquisition, *Clover* had less than a dozen employees, none or only partially developed software, hardware options, and distribution strategy. Since then, we have grown *Clover* to 53 engineers, launched three versions *Clover Station*, *Clover Mobile* and *Clover Mini* and built a robust open architecture platform that can service a broad array of business clients. Within *Clover*, we also offer a cloud-based *Clover App Market* for business applications.

Our goal with *Clover* is to create the largest open architecture platform of commerce-enabling solutions and applications for business owners. We believe we can achieve this goal by leveraging the breadth and scale of our distribution channels, and selling into our large existing client base. The recently launched *Clover Mini*, for example, will compete in the high-volume traditional POS terminal space, and will, over time, likely become First Data s preferred terminal solution for acquiring clients. We are still in the early stages of this journey, so *Clover* has not yet had an opportunity to have a material impact on our financial performance to date, but we believe that *Clover* can play a significant role in our future growth.

# Expanding the STAR Network s Capabilities

We intend to drive the *STAR Network* s growth by expanding its functionality and by cross-selling it more effectively with other First Data solutions. We have already expanded *STAR* s available card holder verification methods from PIN to now also include PIN-less. We are also investing in more advanced fraud capabilities for *STAR*, and we will continue to consider additional enhancements to *STAR* s capabilities. We believe financial institutions, businesses, and commerce technology companies are increasingly looking for additional network options. This, coupled with the expanded array of solutions we sell to these business and financial services client bases, creates more opportunities for us to cross-sell *STAR* issuance and *STAR* acceptance with our other issuing and acquiring solutions.

# Expand Our Global Footprint and Offerings

We have expanded globally over the past 15 years, including recently in India and Brazil, and we intend to continue to expand our global footprint by making strategic investments and developing key partnerships in attractive new markets. This strategy allows us to expand our offerings by selling many of our integrated solutions, including several

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recently developed next-generation products, to our non-U.S. client base

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in existing and new markets. The realignment of our operating segments into GBS, GFS and NSS in the second quarter of 2015 was designed to establish global lines of businesses that support our client base and allow us to further globalize our solutions while working seamlessly with our teams across our regions. We are selective in determining which markets to enter and typically consider a range of factors before entering a new country or region, including local market size, growth, profitability, commerce and technology trends, regulatory and other risks, required investments, management resources, and the potential return on investment.

# Continue to Enhance Our Operating Efficiencies

Our focus on cost optimization will remain a persistent part of our culture. We will leverage the deep operating expertise of our management team to identify opportunities to improve our operating efficiencies and continue to leverage our fixed technology and operations infrastructure as our business grows. We plan to execute on this strategy by implementing various initiatives, including productivity improvements, pursuing improved terms with vendors, implementing a location strategy to consolidate our work force in more efficient regional hubs, and strengthening our offshoring and outsourcing programs.

## Manage Our Capital Structure to Enhance Free Cash Flow Generation

We intend to proactively manage our capital structure to reduce our interest expense and increase our free cash flow, which could be used to further de-leverage our consolidated balance sheet. For example, giving effect to this offering, the 2014 Equity Recapitalization (as defined below), and the 2015 Refinancing (as defined below), in less than two years we will have raised \$6.1 billion in equity capital to reduce debt and reduced our annual interest expense by approximately \$760 million (including the effect of the full repayment of debt of First Data Holdings Inc. (FDH or Holdings ) in 2014).

We believe refinancing opportunities can further enhance free cash flow generation. After this offering and the related use of proceeds, we will have approximately \$18.8 billion of long-term borrowings outstanding with a weighted average cost of approximately 6.83%. In the current market environment, we believe there may be material refinancing opportunities of our debt at lower interest rates. Over \$10.0 billion of our notes become callable on more favorable terms over the 12 months commencing August 31, 2015 (before giving effect to the use of proceeds from this offering), with approximately \$1.4 billion in the second half of 2015 and \$8.6 billion in the first half of 2016. For example, in the third quarter of 2015, we refinanced our \$1.6 billion aggregate principal amount of 7.375% senior secured first lien notes and \$510 million of 8.875% senior secured first lien notes that became callable on more favorable terms in June and August of 2015, respectively, with \$1.0 billion of term loans priced at the London Interbank Offered Rate (LIBOR) plus 375 basis points and \$1.2 billion of new 5.375% senior secured first lien notes (the 2015 Refinancing ).

#### **Recent Changes in Our Capital Structure**

In an effort to reduce interest expense and increase liquidity, we have recently made changes to our capital structure. In July 2014, we partially redeemed our 6.75% senior secured first lien notes due 2020, 10.625% senior unsecured notes due 2021, 11.25% senior unsecured notes due 2021, and 11.75% senior unsecured subordinated notes due 2021 with the proceeds from the July 2014 issuance of \$3.5 billion of Class B common stock of FDH, our direct parent company, in a private placement and we repriced term loans under our senior secured credit facilities (collectively, the

2014 Equity Recapitalization ). On June 2, 2015, we refinanced our senior secured revolving credit facility and increased the amount available under this facility to \$1.25 billion. In addition, in the third quarter of 2015, we completed the 2015 Refinancing.

#### **Risks Related to Our Business and this Offering**

Investing in our Class A common stock involves substantial risk, and our ability to successfully operate our business is subject to numerous risks. Risk factors related to our business include: our susceptibility to the global economy, political, and other conditions and trends in consumer, business, and government spending; changes in industry trends, the competitive landscape, and the market for electronic commerce; intense competition worldwide in the financial services, payments, and technology industries; our dependence on our merchant alliances; our ability to obtain new clients or renew existing contracts; risks related to security breaches or failures of our systems or technology; risks related to our contracts with merchants, financial institutions, and other third parties; failure to achieve cost-savings or successfully integrate acquisitions; our substantial level of indebtedness and restrictions imposed by our debt agreements; and other financial, legal, and regulatory risks. Risk factors related to this offering include: the dual class structure of our common stock concentrating voting control with KKR; and the control of us by KKR and the risk that its interests may conflict with ours or yours in the future.

Any of the factors set forth under Risk Factors may limit our ability to successfully execute our business strategy. You should carefully consider all of the information set forth in this prospectus and, in particular, should evaluate the specific factors set forth under Risk Factors in deciding whether to invest in our Class A common stock.

#### **Corporate History and Information**

We were incorporated in Delaware in 1989 and were spun off from American Express in a public offering in 1992. On September 24, 2007, we were acquired by KKR that resulted in our equity becoming privately held (the 2007 Merger ). Our principal executive offices are located at 225 Liberty Street, 29<sup>th</sup> Floor, New York, New York 10281. The telephone number of our principal executive offices is (800) 735-3362. Our Internet address is *www.firstdata.com*. Information on our web site does not constitute part of this prospectus.

On October 13, 2015, First Data Holdings Inc. (FDH or Holdings), our direct parent company, merged with and into First Data Corporation, with First Data Corporation being the surviving entity (the HoldCo Merger). Following the Holdco Merger, the Company has two classes of common stock, Class A common stock and Class B common stock, with the holders of our Class A common stock entitled to one vote per share, and the holders of our Class B common stock entitled to ten votes per share. In connection with the HoldCo Merger, all shares of FDH capital stock were converted into shares of Class B common stock, and we also effected a 3.16091-for-one reverse stock split of our capital stock (the Reverse Stock Split). We refer to these transactions collectively as the Reorganization.

#### About KKR

Founded in 1976 and led by Henry Kravis and George Roberts, KKR is a leading investment firm with approximately \$101.6 billion in assets under management as of June 30, 2015. With offices around the world, KKR manages assets through a variety of investment funds and accounts covering multiple asset classes. KKR seeks to create value by bringing operational expertise to its portfolio companies and through active oversight and monitoring of its investments. KKR complements its investment expertise and strengthens interactions with investors through its client relationships and capital markets platforms. KKR & Co. L.P. is publicly traded on the NYSE (NYSE: KKR).

# The Offering

Class A common stock offered	160,000,000 shares.
Underwriters option to purchase additional shares of Class A common stock	al 24,000,000 shares.
Class A common stock to be outstanding immediately after this offering	160,000,000 shares (or 184,000,000 shares if the underwriters exercise in full their option to purchase additional shares).
Class B common stock to be outstanding immediately after this offering	719,030,067 shares.
Total common stock to be outstanding immediately after this offering	879,030,067 shares (or 903,030,067 shares if the underwriters exercise in full their option to purchase additional shares).
Voting rights	Upon consummation of this offering, the holders of our Class A common stock will be entitled to one vote per share, and the holders of our Class B common stock will be entitled to ten votes per share.
	Each share of Class B common stock may be converted into one share of Class A common stock at the option of the holder with our prior written consent.
	If, on the record date for any meeting of the stockholders, the number of shares of Class B common stock then outstanding is less than 10% of the aggregate number of shares of Class A common stock and Class B common stock outstanding, then each share of Class B common stock will automatically convert into one share of Class A common stock.
	In addition, each share of Class B common stock will convert automatically into one share of Class A common stock upon any transfer, except for certain transfers to other holders of Class B common stock or their affiliates or to certain unrelated third parties as described under Description of Capital Stock Common Stock Conversion and Restrictions on Transfer.

Holders of Class A common stock and Class B common stock will vote together as a single class on all matters unless otherwise required by law.

Upon consummation of this offering, assuming no exercise of the underwriters option to purchase additional shares, (1) holders of Class A common stock will hold approximately 2% of the combined voting power of our outstanding common stock and approximately 18% of our total equity ownership and (2) holders of Class B

	common stock will hold approximately 98% of the combined voting power of our outstanding common stock and approximately 82% of our total equity ownership.
	If the underwriters exercise their option to purchase additional shares in full, (1) holders of Class A common stock will hold approximately 2% of the combined voting power of our outstanding common stock and approximately 20% of our total equity ownership and (2) holders of Class B common stock will hold approximately 98% of the combined voting power of our outstanding common stock and approximately 80% of our total equity ownership. See Description of Capital Stock Common Stock Voting Rights.
	The rights of the holders of Class A common stock and Class B common stock are identical, except with respect to voting, conversion, and transfer restrictions applicable to the Class B common stock. See Description of Capital Stock Common Stock for a description of the material terms of our common stock.
Use of proceeds	We estimate that the net proceeds to us from this offering, after deducting underwriting discounts and commissions, will be approximately \$2.5 billion (or \$2.8 billion, if the underwriters exercise in full their option to purchase additional shares). See Use of Proceeds.
	We intend to use the net proceeds from this offering to redeem all \$510 million aggregate principal amount of our 11.25% senior unsecured notes due 2021, approximately \$1.6 billion aggregate principal amount of our 12.625% senior unsecured notes due 2021, and to pay applicable premiums and related fees and expenses, and for general corporate purposes.
Directed share programs	At our request, the underwriters have reserved up to 4.25% of the shares of Class A common stock being offered by this prospectus for sale at the initial public offering price to our directors, officers and other individuals associated with them, all of our employees to the extent permitted by local securities laws and regulations, and certain of our affiliates and/or their employees. The sales will be made at our direction by Morgan Stanley & Co. LLC, an underwriter of this offering, and its affiliates through a directed share program. We do not know if these persons will choose to purchase all or any portion of these reserved shares, but any purchases they do make will reduce the number of shares available to the general public. Any reserved shares not so purchased will be offered by the underwriters to the general public on the same terms as the other

shares of Class A common stock. Any shares sold in the directed share program to our directors, executive officers or stockholders who have entered into lock-up agreements described in Underwriting (Conflicts of Interest) No Sales of Similar Securities shall be subject to the provisions of such lock-up agreements. Other participants in the directed share program

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	offered through Morgan Stanley & Co. LLC shall be subject to a substantially similar lock-up with respect to any shares sold to them pursuant to that program.
	In addition, at our request, the underwriters have reserved up to 0.75% of the shares of Class A common stock being offered by this prospectus for sale through the LOYAL3 platform at the initial public offering price to certain of our clients and individual investors. See Underwriting (Conflicts of Interest) Directed Share Programs.
	We may adjust in our discretion the allocation between directed shares sold through Morgan Stanley & Co. LLC and directed shares sold through the LOYAL3 platform.
Risk factors	See Risk Factors beginning on page 19 and other information included in this prospectus for a discussion of factors you should carefully consider before deciding to invest in our Class A common stock.
Dividend policy	We do not currently anticipate paying any dividends on our common stock immediately following this offering. Following this offering and upon repayment of certain outstanding indebtedness, we may reevaluate our dividend policy. Any future determinations relating to our dividend policies will be made at the discretion of our board of directors (the Board ) and will depend on various factors. See Dividend Policy.
Conflicts of interest	KKR beneficially owns (through its investment in New Omaha Holdings L.P. ( New Omaha )) in excess of 10% of our issued and outstanding common stock. Because KKR Capital Markets LLC, an affiliate of KKR, is an underwriter and KKR beneficially owns in excess of 10% of our issued and outstanding common stock, KKR Capital Markets LLC is deemed to have a conflict of interest under Rule 5121 ( Rule 5121 ) of the Financial Industry Regulatory Authority, Inc. ( FINRA ). Accordingly, this offering is being made in compliance with the requirements of Rule 5121. Pursuant to that rule, the appointment of a qualified independent underwriter is not required in connection with this offering as the members primarily responsible for managing the public offering do not have a conflict of interest, are not affiliates of any member that has a conflict of interest, are not affiliates of paragraph (f)(12)(E) of Rule 5121. KKR Capital Markets LLC will not confirm sales of the securities to any account over which it exercises discretionary authority without the specific written approval of the account holder. See Underwriting (Conflicts of Interest).

NYSE ticker symbol

FDC

Unless we indicate otherwise or the context otherwise requires, all information in this prospectus:

gives effect to the Reorganization;

assumes no exercise of the underwriters option to purchase additional shares of our Class A common stock; and

does not reflect (1) 34,266,989 shares of Class B common stock issuable upon the exercise of options outstanding as of August 31, 2015, at a weighted average exercise price of \$11.09 per share, 14,326,198 of which were then vested and exercisable, 24,088,377 shares of Class B common stock issuable upon vesting of outstanding restricted stock awards (which restricted stock awards do not entitle the holder thereof to any of the rights or privileges of a stockholder unless and until the shares have been issued), and 3,906,046 shares of Class B common stock issuable upon settlement of outstanding restricted stock units, (2) 6,643,656 shares of Class A common stock issuable upon the exercise of options, with an exercise price equal to the price at which shares of Class A common stock are sold in this offering, and 3,875,466 shares of restricted Class A common stock, all of which we intend to issue in connection with this offering under our new 2015 Omnibus Incentive Plan (as defined herein), none of which are expected to vest within 180 days of this offering, (3) 71,182,033 shares of Class A common stock, plus additional shares convertible into shares of Class A common stock subject to outstanding awards granted under our 2007 Equity Plan (as defined herein), available for future issuance under the 2015 Omnibus Incentive Plan, which we intend to adopt in connection with this offering, and (4) 6,327,292 shares of Class A common stock reserved for future issuance under our Employee Stock Purchase Plan (as defined herein), which we intend to adopt in connection with this offering. See Management Compensation Discussion and Analysis Compensation Actions During 2015 Equity-Based Grants in Connection with this Offering.

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#### Summary Historical Consolidated Financial and Other Data

Set forth below is summary historical consolidated financial and other data of First Data Corporation as of the dates and for the periods indicated. The summary historical financial data as of December 31, 2013 and 2014 and for the years ended December 31, 2012, 2013 and 2014 have been derived from our historical consolidated financial statements included elsewhere in this prospectus, and the summary historical financial data as of December 31, 2012 have been derived from our historical consolidated financial statements not included in this prospectus, each of which have been audited by Ernst & Young LLP. The summary historical financial data as of June 30, 2015 and for the six month periods ended June 30, 2014 and 2015 have been derived from our unaudited consolidated financial statements included elsewhere in this prospectus, which have been prepared on a basis consistent with our annual audited consolidated financial statements. The summary historical financial data as of June 30, 2014 have been derived from our historical consolidated financial statements. In the opinion of management, such unaudited financial data reflect all adjustments, consisting only of normal and recurring adjustments, necessary for a fair presentation of the results for these periods. The results of operations for the interim periods are not necessarily indicative of the results for the full year or any future period.

The summary historical consolidated financial and other data should be read in conjunction with Unaudited Pro Forma Consolidated Financial Statements, Selected Historical Consolidated Financial Data, Management s Discussion and Analysis of Financial Condition and Results of Operations, and our consolidated financial statements and related notes included elsewhere in this prospectus.

	Year Ei	nded Decem	Six Months Ended June 30,			
(in millions, except shares and per share data)	2012 2013 2014			2014 (unau	2015 udited)	
Statement of Operations Data:						
Revenues <sup>(1)</sup> :	\$10,680	\$ 10,809	\$11,152	\$ 5,477	\$ 5,567	
Expenses:						
Cost of services (exclusive of items shown below)	2,781	2,723	2,668	1,300	1,369	
Cost of products sold	330	328	330	160	161	
Selling, general and administrative	1,913	1,980	2,043	1,010	1,046	
Reimbursable debit network fees, postage and other	3,362	3,507	3,604	1,805	1,799	
Depreciation and amortization	1,192	1,091	1,056	528	503	
Other operating expenses, net <sup>(2)</sup>	28	56	13	7	20	
Operating profit	1,074	1,124	1,438	667	669	
Interest income	9	11	11	7	2	
Interest expense	(1,896)	(1,867)	(1,739)	(927)	(813)	
Loss on debt extinguishment <sup>(3)</sup>	(56)	(79)	(274)	(3)		
Other income (expense) <sup>(4)</sup>	(94)	(47)	161	83	11	
	(2,037)	(1,982)	(1,841)	(840)	(800)	
Loss before income taxes and equity earnings in affiliates	(963)	(858)	(403)	(173)	(131)	

Income tax expense (benefit)	(243)	105	82	77	13
Equity earnings in affiliates	158	188	220	108	114
Net loss	(562)	(775)	(265)	(142)	(30)
Less: Net income attributable to noncontrolling interests and redeemable noncontrolling interest	174	177	193	93	108
Net loss attributable to First Data	\$ (736)	\$ (952)	\$ (458)	\$ (235)	\$ (138)
Pro forma net income per share: <sup>(5)</sup>					
Basic			\$ 0.29		\$ 0.00
Diluted			\$ 0.29		\$ 0.00

(in millions arout shares and	Yea	ar Ended Dece		Six Months Ended June 30,			
(in millions, except shares and per share data)	2012	2013	2014	2014 (ui	2015 naudited)		
Pro forma weighted average common shares outstanding: <sup>(5)</sup>							
Basic Diluted			889,037,680 897,337,046		891,391,168 902,403,851		
Cash Flow Data:							
Net cash provided by operating activities	\$ 803	\$ 715	\$ 1,035	\$ 389	\$ 453		
Net cash provided by (used in) investing activities	(397)	(353)	(329)	17	(387)		
Net cash (used in) financing activities	(285)	(532)	(743)	(278)	(70)		
Balance Sheet Data (at period end):							
Cash and cash equivalents			\$ 358		\$ 348		
Total assets (including settlement assets of \$7,558 (2014) and \$8,031							
(June 30, 2015))			34,200		34,497		
Total debt (including current portion of long-term debt)			20,921		21,028		
Total First Data stockholder s equity (deficit)			(570)		(827)		
Other Financial Data (unaudited):							
Pro forma interest expense <sup>(6)</sup>			\$ 1,297		\$ 655		
Segment Revenue <sup>(7)</sup>	\$ 6,682	\$ 6,684	6,904	\$ 3,371	3,420		
Adjusted EBITDA <sup>(8)</sup>	2,436	2,449	2,663	1,295	1,265		
Adjusted Net Income <sup>(9)</sup>	27	147	488	113	215		
<b>Operating Data (unaudited):</b>							
North America merchant							
transactions <sup>(10)</sup>	38,806	40,445	41,453	20,438	21,005		
International merchant transactions <sup>(11)</sup>	4,867	5,338	6,030	2,848	3,244		
North America card accounts on file <sup>(12)</sup>	676	692	714	697	726		
International card accounts on file <sup>(13)</sup>	98	115	132	125	137		
Network transactions <sup>(14)</sup>	16,299	16,763	17,435	8,486	9,167		

(1) Includes processing fees, administrative service fees, and other fees charged to merchant alliances accounted for under the equity method of \$181 million, \$164 million, and \$160 million for the years ended December 31, 2014,

2013 and 2012, respectively, and \$98 million for the six months ended June 30, 2015 and \$90 million for the six months ended June 30, 2014.

- (2) Other operating expenses, net includes restructuring, net; impairments; and litigation and regulatory settlements, as applicable to the periods presented.
- (3) Represents loss incurred due to early extinguishment of debt.
- (4) Includes investment gains and (losses), derivative financial instruments gains and (losses), divestitures, net, non-operating foreign currency exchange gains and (losses) and other, as applicable to the periods presented.
- (5) Gives effect to the Reorganization, the 2015 Refinancing, this offering and the related use of proceeds, and, for the year ended December 31, 2014 only, the 2014 Equity Recapitalization and the repayment of all outstanding debt of FDH, which occurred during 2014, as if each had occurred on January 1, 2014. See Unaudited Pro Forma Consolidated Financial Statements.
- (6) Gives effect to the 2015 Refinancing, the 2014 Equity Recapitalization, and this offering and the related use of proceeds, as if each had occurred on January 1, 2014. See Unaudited Pro Forma Consolidated Financial Statements.

(7) A reconciliation of Segment Revenues to our Revenues is as follows:

				Six mont	hs ended
	Year e	ended Decem	Jun	e 30,	
(in millions)	2012	2013	2014	2014	2015
Segment Revenues	\$ 6,682	\$ 6,684	\$ 6,904	\$3,371	\$3,420
Adjustments for non-wholly owned entities	73	39	57	16	40
ISO commission expense	563	579	587	285	308
Reimbursable debit network fees, postage,					
and other	3,362	3,507	3,604	1,805	1,799
Revenues	\$10,680	\$ 10,809	\$11,152	\$5,477	\$ 5,567

See the Segment Information notes to our consolidated financial statements included elsewhere in this prospectus.

(8) EBITDA, a measure used by management to measure operating performance, is defined as net income (loss) attributable to First Data before interest expense, net, income tax (benefit) expense, and depreciation and amortization. EBITDA is not a recognized term under GAAP and does not purport to be an alternative to net income (loss) attributable to First Data as a measure of operating performance or to cash flows from operating activities as a measure of liquidity. Additionally, EBITDA is not intended to be a measure of free cash flow available for management s discretionary use as it does not consider certain cash requirements such as interest payments, tax payments and debt service requirements. The presentation of EBITDA has limitations as an analytical tool and should not be considered in isolation, or as a substitute for analysis of our results as reported under GAAP. Management believes that EBITDA is helpful in highlighting trends because EBITDA excludes the results of decisions that are outside the control of operating management. Management compensates for the limitations of using non-GAAP financial measures by using them to supplement GAAP results to provide a more complete understanding of the factors and trends affecting the business than GAAP results alone. Because not all companies use identical calculations, these presentations of EBITDA may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which companies operate and capital investments.

Adjusted EBITDA is defined as EBITDA further adjusted to exclude certain items and other adjustments and is used by management as a measure of operating performance. We believe that the inclusion of supplementary adjustments to EBITDA applied in presenting Adjusted EBITDA are appropriate to provide additional information to investors about certain material non-cash items and about non-recurring items that we do not expect to continue at the same level in the future. Because not all companies use identical calculations, this presentation of Adjusted EBITDA may not be comparable to other similarly titled measures of other companies.

Adjusted EBITDA is the profit (loss) measurement we utilize in the Segment Information notes to our consolidated financial statements included elsewhere in this prospectus.

EBITDA and Adjusted EBITDA are calculated as follows:

	Year Ei	Six Months Ended June 30,				
(in millions)	2012	2013				015
Net loss attributable to First Data	\$ (736)	\$ (952)	\$ (458)	\$ (235)	\$	(138)
Interest expense, net	1,887	1,856	1,728	920		811
Income tax (benefit) expense	(243)	105	82	77		13
Depreciation and amortization(a)	1,331	1,212	1,163	582		557
EBITDA	2,239	2,221	2,515	1,344		1,243
Stock-based compensation(b)	12	38	50	34		23
Other items(c)	150	129	(95)	(52)		50
Cost of alliance conversions and data center,						
technology and savings initiatives(d)	77	68	20	13		5
KKR related items(e)	34	32	27	14		11
Debt issuance costs(f)	14	5	3	3		
Loss on debt extinguishment	56	79	274	3		
Adjustments for non-wholly owned						
entities(g)	(102)	(81)	(86)	(42)		(43)
Amortization of initial payments for new						
contracts(h)	(44)	(42)	(45)	(22)		(24)
Adjusted EBITDA	\$ 2,436	\$ 2,449	\$ 2,663	\$ 1,295	\$	1,265

- (a) Includes amortization of equity method investments included in Equity earnings in affiliates within the consolidated statements of operations and initial payments for new contracts included as contra-revenue within Transaction and processing service fees within the consolidated statements of operations.
- (b) Represents stock-based compensation recognized as expense.
- (c) Includes adjustments to exclude the official check and money order businesses due to the Company s wind down of these businesses, restructuring, certain retention bonuses, litigation and regulatory settlements, and Other income as presented in the consolidated statements of operations included elsewhere in this prospectus, which includes divestitures, impairments, derivative gains and (losses), and non-operating foreign currency gains and (losses).
- (d) Represents costs directly associated with the strategy to have First Data operate Bank of America N.A. s legacy settlement platform and costs associated with the termination of our former Chase Paymentech alliance in 2008, both of which are considered business optimization projects, and other technology initiatives.
- (e) Represents KKR fees for management, consulting, financial and other advisory services.
- (f) Represents costs associated with refinancing and modifying our debt structure.
- (g) Net adjustment to reflect our proportionate share of alliance EBITDA within the Global Business Solutions segment, equity earnings in affiliates, and amortization related to equity method investments not included in segment EBITDA. See the Segment Information notes to our consolidated financial statements included elsewhere in this prospectus.

- (h) Represents adjustment for amortization of initial payments for new contracts which is included in Adjusted EBITDA.
- (9) Adjusted Net Income, a measure used by management to measure operating performance, is not a recognized term under GAAP and does not purport to be an alternative to net income (loss) attributable to First Data as a measure of operating performance or to cash flows from operating activities as a measure of liquidity. Additionally, Adjusted Net Income is not intended to be a measure of free cash flow available for management s discretionary use as it does not consider certain cash requirements such as interest payments, tax payments and debt service requirements. The presentation of Adjusted Net Income has limitations as an analytical tool and should not be considered in isolation, or as a substitute for analysis of our results as reported under GAAP. Management believes that Adjusted Net Income is helpful in highlighting trends because

Adjusted Net Income excludes the results of decisions that are outside the control of operating management. Management compensates for the limitations of using non-GAAP financial measures by using them to supplement GAAP results to provide a more complete understanding of the factors and trends affecting the business than GAAP results alone. Because not all companies use identical calculations, these presentations of Adjusted Net Income may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which companies operate and capital investments.

Adjusted Net Income is calculated as follows and reflects items net of taxes as applicable to the periods presented:

	Year Ended December 31,			Six Months Ended June 30,			
(in millions after-tax)	2012	2012 2013 2014 20			2	015	
Net loss attributable to First Data	\$(736)	\$ (952)	\$(458)	\$ (235)	\$	(138)	
Stock-based compensation(a)	8	38	50	34		19	
Loss on debt extinguishment	36	79	274	3			
Mark-to-market adjustment for derivatives and							
euro-denominated debt(b)	64	53	(82)	1		(33)	
Amortization of acquisition intangibles(c)	532	721	657	332		275	
Restructuring, impairment, litigation and other(d)	123	208	47	(22)		92	
Adjusted Net Income	\$ 27	\$ 147	\$ 488	\$ 113	\$	215	

- (a) Stock-based compensation expense recognized as selling, general, and administrative expense in the consolidated statements of operations included elsewhere in this prospectus.
- (b) Represents mark-to-market activity related to our undesignated hedges, ineffectiveness of our designated hedges, and mark-to-market activity on our euro-denominated debt held in the United States.
- (c) Represents amortization of intangibles established in connection with the 2007 Merger and acquisitions we have made since 2007.
- (d) Includes net restructuring, impairments, litigation and regulatory settlements, investment gains and losses, net divestitures, amortization of deferred financing costs, and integration costs, as applicable to the periods presented.
- (10) North America merchant transactions in our GBS segment include acquired Visa and MasterCard credit and signature debit, American Express and Discover, PIN-debit, electronic benefits transactions, processed-only, and gateway customer transactions at the POS. North America merchant transactions reflect 100% of alliance transactions.
- (11) International merchant transactions in our GBS segment include Visa, MasterCard, and other payment network merchant acquiring transactions for clients outside the United States and Canada. Transactions include credit, POS, POS gateway, and ATM transactions.
- (12) North America card accounts on file in our GFS segment reflect the average number of bankcard and retail accounts during the periods presented.
- (13) International card accounts on file in our GFS segment reflect bankcard and retail accounts outside the United States and Canada as of the end of the periods presented.

(14) Network transactions include the debit issuer processing transactions, *STAR Network* issuer transactions, and closed loop and open loop POS transactions.

### **RISK FACTORS**

An investment in our Class A common stock involves risk. You should carefully consider the following risks as well as the other information included in this prospectus, including Selected Historical Consolidated Financial Data, Management s Discussion and Analysis of Financial Condition and Results of Operations, and our consolidated financial statements and related notes, before investing in our Class A common stock. Any of the following risks could materially and adversely affect our business, financial condition, or results of operations. The selected risks described below, however, are not the only risks facing us. Additional risks and uncertainties not currently known to us or those we currently view to be immaterial may also materially and adversely affect our business, financial condition, or results of operations. In such a case, the trading price of the Class A common stock could decline and you may lose all or part of your investment.

#### **Business and Operational Risks**

## Global economic, political, and other conditions may adversely affect trends in consumer, business, and government spending, which may adversely impact the demand for our services and our revenue and profitability.

Financial services, payments, and technology industries in which we operate depend heavily upon the overall level of consumer, business, and government spending. A sustained deterioration in the general economic conditions (including distress in financial markets, turmoil in specific economies around the world, and additional government intervention), particularly in the United States or Europe, or increases in interest rates in key countries in which we operate may adversely affect our financial performance by reducing the number or average purchase amount of transactions involving payment cards. A reduction in the amount of consumer spending could result in a decrease of our revenue and profits.

Adverse economic trends may accelerate the timing, or increase the impact of, risks to our financial performance. Such trends may include, but are not limited to, the following:

Declining economies, foreign currency fluctuations, and the pace of economic recovery can change consumer spending behaviors, such as cross-border travel patterns, on which a significant portion of our revenues are dependent.

Low levels of consumer and business confidence typically associated with recessionary environments and those markets experiencing relatively high unemployment, may cause decreased spending by cardholders.

Budgetary concerns in the United States and other countries around the world could affect the United States and other specific sovereign credit ratings, impact consumer confidence and spending, and increase the risks of operating in those countries.

Emerging market economies tend to be more volatile than the more established markets we serve in the United States and Europe, and adverse economic trends may be more pronounced in such emerging markets.

Financial institutions may restrict credit lines to cardholders or limit the issuance of new cards to mitigate cardholder defaults.

Uncertainty and volatility in the performance of our clients businesses may make estimates of our revenues, rebates, incentives, and realization of prepaid assets less predictable.

Our clients may decrease spending for value-added services.

Government intervention, including the effect of laws, regulations, and/or government investments in our clients, may have potential negative effects on our business and our relationships with our clients or otherwise alter their strategic direction away from our products.

A weakening in the economy could also force some retailers to close, resulting in exposure to potential credit losses and declines in transactions, and reduced earnings on transactions due to a potential shift to large discount merchants. Additionally, credit card issuers may reduce credit limits and become more selective in their card issuance practices. Changes in economic conditions could adversely impact our future revenues and profits and result in a downgrade of our debt ratings, which may lead to termination or modification of certain contracts and make it more difficult for us to obtain new business. Any of these developments could have a material adverse impact on our overall business and results of operations.

# Our ability to anticipate and respond to changing industry trends and the needs and preferences of our clients and consumers may affect our competitiveness or demand for our products, which may adversely affect our operating results.

Financial services, payments, and technology industries are subject to rapid technological advancements, new products and services, including mobile payment applications, evolving competitive landscape, developing industry standards, and changing client and consumer needs and preferences. We expect that new services and technologies applicable to the financial services, payments, and technology industries will continue to emerge. These changes in technology may limit the competitiveness of and demand for our services. Also, our clients and their customers continue to adopt new technology for business and personal uses. We must anticipate and respond to these changes in order to remain competitive within our relative markets. For example, our ability to provide innovative point-of-sale technology to our merchant clients could have an impact on our Global Business Solutions business. In addition, failure to develop value-added services that meet the needs and preferences of our clients could have an adverse effect on our ability to compete effectively in our industry. Furthermore, clients and their customers potential negative reaction to our products and services can spread quickly through social media and damage our reputation before we have the opportunity to respond. If we are unable to anticipate or respond to technological changes or evolving industry standards on a timely basis, our ability to remain competitive could be materially adversely affected.

# Substantial and increasingly intense competition worldwide in the financial services, payments, and technology industries may materially and adversely affect our overall business and operations.

Financial services, payments, and technology industries are highly competitive and our payment solutions compete against all forms of financial services and payment systems, including cash and checks, and electronic, mobile, and eCommerce payment platforms. If we are unable to differentiate ourselves from our competitors, drive value for our clients and/or effectively align our resources with our goals and objectives, we may not be able to compete effectively. Our competitors may introduce their own value-added or other services or solutions more effectively than we do, which could adversely impact our growth. We also compete against new entrants that have developed alternative payment systems, eCommerce payment systems, and payment systems for mobile devices. Failure to compete effectively against any of these competitive threats could have a material adverse effect on us. In addition, the highly competitive nature of our industry could lead to increased pricing pressure which could have a material impact on our overall business and results of operations.

# Potential changes in the competitive landscape, including disintermediation from other participants in the payments value chain, could harm our business.

We expect that the competitive landscape will continue to change, including:

Rapid and significant changes in technology, resulting in new and innovative payment methods and programs that could place us at a competitive disadvantage and that could reduce the use of our products.

Competitors, clients, governments, and other industry participants may develop products that compete with or replace our value-added products and services.

Participants in the financial services, payments, and technology industries may merge, create joint ventures, or form other business combinations that may strengthen their existing business services or create new payment services that compete with our services.

New services and technologies that we develop may be impacted by industry-wide solutions and standards related to migration to EMV chip technology, tokenization, or other safety and security technologies. Failure to compete effectively against any of these competitive threats could have a material adverse effect on us.

# The market for our electronic commerce services is evolving and may not continue to develop or grow rapidly enough for us to maintain and increase our profitability.

If the number of electronic commerce transactions does not continue to grow or if consumers or businesses do not continue to adopt our services, it could have a material adverse effect on the profitability of our business, financial condition, and results of operations. We believe future growth in the electronic commerce market will be driven by the cost, ease-of-use, and quality of products and services offered to consumers and businesses. In order to consistently increase and maintain our profitability, consumers and businesses must continue to adopt our services, including our merchant suite, *Clover, Perka*, and *Gyft* solutions.

### We depend, in part, on our merchant relationships and alliances to grow our Global Business Solutions business. If we are unable to maintain these relationships and alliances, our business may be adversely affected.

Our alliance structures take on different forms, including consolidated subsidiaries, equity method investments, and revenue sharing arrangements. Under our alliance program, a bank or other institution forms an alliance with us on an exclusive basis, either contractually or through a separate legal entity. Merchant contracts may be contributed to the alliance by us and/or the bank or institution. The banks and other institutions generally provide card association sponsorship, clearing, and settlement services and typically act as a merchant referral source when the institution has an existing banking or other relationship with such merchant. We provide transaction processing and related functions. Both we and our alliance partners may also provide management, sales, marketing, and other administrative services. The alliance structure allows us to be the processor for multiple financial institutions, any one of which may be selected by the merchant as its bank partner. We rely on the growth of our merchant relationships, alliances, and other distribution channels to support our business. There can be no guarantee that we will achieve this growth. In addition, our contractual arrangements with our merchants and merchant alliance partners are for fixed terms and may also allow for early termination upon the occurrence of certain events. There can be no assurance that we will be able to renew our contractual arrangements with these merchants or merchant alliance partners on similar terms or at all. The loss of merchant relationships or alliance and financial institution partners could negatively impact our business and result in a reduction of our revenue and profit.

# Failure to obtain new clients or renew client contracts on favorable terms could adversely affect results of operations and financial condition.

Most of our sales involve long-term contracts, which generally require a notice period prior to their scheduled expiration if a client chooses not to renew. Some of these contracts may also allow for early termination upon the occurrence of certain events such as a change in control. While a vast majority of our contracts remain in effect through their scheduled expiration, we may face pricing pressure in obtaining and retaining our larger Global Business Solutions and Global Financial Solutions clients. Some of our competitors may offer more attractive fees to our current and prospective clients, or other services that we do not offer. Larger clients may be able to seek lower prices from us when they renew a contract, when a contract is extended,

or when the client s business has significant volume changes. They may also reduce services if they decide to move services in-house. Further, our SMB clients may exert pricing pressure due to pricing competition or other economic needs or pressures such clients experience from their customers. On some occasions, this pricing pressure results in lower revenue from a client than we had anticipated based on our previous agreement with that client. This reduction in revenue could result in an adverse effect on our business, operating results, and financial condition.

For potential clients of our Global Business Solutions and Global Financial Solutions segments, switching from one vendor of core processing or related software and services (or from an internally-developed system) to a new vendor is a significant undertaking. As a result, potential clients often resist change. We seek to overcome this resistance through strategies such as making investments to enhance the functionality of our software. However, there can be no assurance that our strategies for overcoming potential clients reluctance to change vendors will be successful, and this resistance may adversely affect our growth.

### Security breaches or attacks on our systems may have a significant effect on our business.

In order to provide our services, we process, store, and transmit sensitive business information and personal consumer information, including, but not limited to, names, bankcard numbers, home or business addresses, Social Security numbers, driver s license numbers, and bank account numbers. Under the card network rules and various federal and state laws, we are responsible for information provided to us by merchants, ISOs, third-party service providers, and other agents. The confidentiality of such sensitive business information and personal consumer information that resides on our systems is critical to our business because we require such information to approve merchant accounts, process transactions, and protect against fraud. We cannot be certain that the security measures and procedures we have in place to protect this sensitive data will be successful or sufficient to counter all current and emerging technology threats designed to breach our systems in order to gain access to confidential information. The increasing sophistication of cyber criminals may increase the risk of a security breach of our systems. A breach of our products or systems processing or storing sensitive business information or personal consumer information could lead to claims against us, reputational damage, loss of our financial institution sponsorship, loss of clients and their customers confidence, as well as imposition of fines and damages, or potential restrictions imposed by card networks on our ability to process transactions, all of which could have a material adverse effect on our revenues, profitability, financial condition, and future growth. In addition, as security threats continue to evolve we may be required to invest additional resources to modify the security of our systems, which could have a material adverse effect on our results of operations.

# We may experience breakdowns in our processing systems that could damage client relations and expose us to liability.

Our core business depends heavily on the reliability of our processing systems. A system outage could have a material adverse effect on our business, financial condition, and results of operations. Not only would we suffer damage to our reputation in the event of a system outage, but we may also be liable to third parties. Many of our contractual agreements with financial institutions require us to pay penalties if our systems do not meet certain operating standards. To successfully operate our business, we must be able to protect our processing and other systems from interruption, including from events that may be beyond our control. Events that could cause system interruptions include, but are not limited to, fire, natural disaster, unauthorized entry, power loss, telecommunications failure, computer viruses, terrorist acts, and war. Although we have taken steps to protect against data loss and system failures, there is still risk that we may lose critical data or experience system failures. To help protect against these events, we perform the vast majority of disaster recovery operations ourselves, but we also utilize select third parties for certain operations, particularly outside of the United States. To the extent we outsource our disaster recovery, we are at risk of the vendor s unresponsiveness or other failures in the event of breakdowns in our systems. In addition,

our property and business interruption insurance may not be adequate to compensate us for all losses or failures that may occur.

# We may experience software defects, computer viruses, and development delays, which could damage client relations, our potential profitability and expose us to liability.

Our products are based on sophisticated software and computing systems that often encounter development delays, and the underlying software may contain undetected errors, viruses, or defects. Defects in our software products and errors or delays in our processing of electronic transactions could result in additional development costs, diversion of technical and other resources from our other development efforts, loss of credibility with current or potential clients, harm to our reputation, fines imposed by card networks, or exposure to liability claims. In addition, we rely on technologies supplied to us by third parties that may also contain undetected errors, viruses or defects that could have a material adverse effect on our business, financial condition and results of operations. Although we attempt to limit our potential liability for warranty claims through disclaimers in our software documentation and limitation-of-liability provisions in our license and other agreements with our clients, we cannot assure that these measures will be successful in limiting our liability.

### Our merchants may be unable to satisfy obligations for which we may also be liable.

We are subject to the risk of our merchants being unable to satisfy obligations for which we may also be liable. For example, we and our merchants acquiring alliances may be subject to contingent liability for transactions originally acquired by us that are disputed by the cardholder and charged back to the merchants. If we or the alliance is unable to collect this amount from the merchant because of the merchant s insolvency or other reasons, we or the alliance will bear the loss for the amount of the refund paid to the cardholder. We have an active program to manage our credit risk and often mitigate our risk by obtaining collateral. It is possible, however, that a default on such obligations by one or more of our merchants could have a material adverse effect on our business.

# Fraud by merchants or others could have a material adverse effect on our business, financial condition, and results of operations.

We may be subject to potential liability for fraudulent electronic payment transactions or credits initiated by merchants or others. Examples of merchant fraud include when a merchant or other party knowingly uses a stolen or counterfeit credit, debit or prepaid card, card number, or other credentials to record a false sales transaction, processes an invalid card, or intentionally fails to deliver the merchandise or services sold in an otherwise valid transaction. Criminals are using increasingly sophisticated methods to engage in illegal activities such as counterfeiting and fraud. It is possible that incidents of fraud could increase in the future. Failure to effectively manage risk and prevent fraud would increase our chargeback liability or other liability. Increases in chargebacks or other liability could have a material adverse effect on our business, financial condition, and results of operations.

# Future consolidation of financial institution clients or other client groups may adversely affect our financial condition.

In recent years, we have been negatively affected by the substantial consolidation in the bank industry. Bank industry consolidation affects existing and potential clients in our service areas, primarily in Global Business Solutions and Global Financial Solutions. Our alliance strategy could also be negatively affected by consolidations, especially where the banks involved are committed to their internal merchant processing businesses that compete with us. Bank consolidation has led to an increasingly concentrated client base, resulting in a changing client mix for Global Financial Solutions as well as increased price compression. Further consolidation in the bank industry or other client base could have a negative impact on us, including a loss of revenue and price compression.

### We rely on various financial institutions to provide clearing services in connection with our settlement activities. If we are unable to maintain clearing services with these financial institutions and are unable to find a replacement, our business may be adversely affected.

We rely on various financial institutions to provide clearing services in connection with our settlement activities. If such financial institutions should stop providing clearing services we must find other financial institutions to provide those services. If we are unable to find a replacement financial institution we may no longer be able to provide processing services to certain clients, which could negatively impact our revenue and earnings.

# Because we rely on third-party vendors to provide products and services, we could be adversely impacted if they fail to fulfill their obligations.

Our business is dependent on third-party vendors to provide us with certain products and services. The failure of these vendors to perform their obligations in a timely manner could adversely affect our operations and profitability. In addition, if we are unable to renew our existing contracts with our most significant vendors, we might not be able to replace the related product or service at the same cost, which would negatively impact our profitability.

# Changes in card association and debit network fees or products could increase costs or otherwise limit our operations.

From time to time, card associations and debit networks increase the organization and/or processing fees (known as interchange fees) that they charge. It is possible that competitive pressures will result in us absorbing a portion of such increases in the future, which would increase our operating costs, reduce our profit margin, and adversely affect our business, operating results, and financial condition. In addition, the various card associations and networks prescribe certain capital requirements. Any increase in the capital level required would further limit our use of capital for other purposes.

### Our business may be adversely affected by geopolitical and other risks associated with operations outside of the United States and, as we continue to expand internationally, we may incur higher than anticipated costs and may become more susceptible to these risks.

We offer merchant acquiring, processing and issuing services outside of the United States, including in the United Kingdom, Germany, Argentina, Greece, India, and Australia, where our principal non-U.S. operations are located. Our revenues derived from these and other non-U.S. operations are subject to additional risks, including those resulting from social and geopolitical instability and unfavorable political or diplomatic developments, all of which could negatively impact our financial results.

As we expand internationally and grow our non-U.S. client base, we may face challenges due to the presence of more established competitors and our lack of experience in such non-U.S. markets, and we may also incur higher than anticipated costs. For example, we expanded our presence in Brazil in the third quarter of 2014 by launching our acquiring solution developed specifically for Brazil. If we are unable to successfully manage expenses relating to the international expansion of our business, our financial position and results of operations could be negatively impacted.

# Cost savings initiatives may not produce the savings expected and may negatively impact our other initiatives and efforts to grow our business.

In recent years, we have implemented certain measures aimed at improving our profitability and maintaining flexibility in our capital resources, including restructuring efforts to align the business with our strategic objectives

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and the introduction of cost savings initiatives. For example, in the fourth quarter of 2014, we began an off-shoring initiative to employ lower cost off-shore resources. We have forecasted cost savings from

these initiatives based on a number of assumptions and expectations which, if achieved, would improve our profitability and cash flows from operating activities. However, there can be no assurance the expected results will be achieved. In addition, these and any future spending reductions, if any, may negatively impact our other initiatives or our efforts to grow our business, which may negatively impact our future results of operations and increase the burden on existing management, systems, and resources.

### The ability to recruit, retain and develop qualified personnel is critical to our success and growth.

All of our businesses function at the intersection of rapidly changing technological, social, economic, and regulatory developments that requires a wide range of expertise and intellectual capital. For us to successfully compete and grow, we must retain, recruit, and develop the necessary personnel who can provide the needed expertise across the entire spectrum of our intellectual capital needs. In addition, we must develop our personnel to provide succession plans capable of maintaining continuity in our business. The market for qualified personnel, however, is competitive and we may not succeed in recruiting additional personnel or may fail to effectively replace current personnel who depart with qualified or effective successors. Our effort to retain and develop personnel may also result in significant additional expenses, which could adversely affect our profitability. We cannot assure that key personnel, including executive officers, will continue to be employed or that we will be able to attract and retain qualified personnel in the future. Failure to retain or attract key personnel could have a material adverse effect on us.

### Acquisitions and integrating such acquisitions create certain risks and may affect our operating results.

We have actively acquired businesses and may continue to make acquisitions of businesses or assets in the future. The acquisition and integration of businesses or assets involves a number of risks. The core risks are valuation (negotiating a fair price for the business), integration (managing the process of integrating the acquired company s people, products, technology, and other assets to extract the value and synergies projected to be realized in connection with the acquisition), regulation (obtaining necessary regulatory or other government approvals that may be necessary to complete acquisitions), and diligence (identifying undisclosed or unknown liabilities or restrictions that will be assumed in the acquisition).

In addition, acquisitions outside of the United States often involve additional or increased risks including, for example:

managing geographically separated organizations, systems and facilities;

integrating personnel with diverse business backgrounds and organizational cultures;

complying with non-U.S. regulatory requirements;

fluctuations in currency exchange rates;

enforcement of intellectual property rights in some non-U.S. countries;

difficulty entering new non-U.S. markets due to, among other things, consumer acceptance and business knowledge of these new markets; and

general economic and political conditions.

The process of integrating operations could cause an interruption of, or loss of momentum in, the activities of one or more of our combined businesses and the possible loss of key personnel. The diversion of management s attention and any delays or difficulties encountered in connection with acquisitions and the integration of the two companies operations could have an adverse effect on our business, results of operations, financial condition or prospects.

### **Financial Risks**

Our substantial leverage could adversely affect our ability to raise additional capital to fund our operations, limit our ability to react to changes in the economy or our industry, expose us to interest rate risk to the extent of our variable rate debt and prevent us from meeting our debt obligations.

We are highly leveraged. As of June 30, 2015, we had \$21.0 billion of total debt. Our high degree of leverage could have important consequences, including:

increasing our vulnerability to adverse economic, industry, or competitive developments;

requiring a substantial portion of cash flow from operations to be dedicated to the payment of principal and interest on our indebtedness, therefore reducing our ability to use cash flow to fund our operations, capital expenditures, and future business opportunities;

making it more difficult for us to satisfy our obligations with respect to our indebtedness, and any failure to comply with the obligations of our debt instruments, including restrictive covenants and borrowing conditions, could result in an event of default under the agreements governing such indebtedness;

restricting us from making strategic acquisitions or causing us to make non-strategic divestitures;

making it more difficult for us to obtain network sponsorship and clearing services from financial institutions or to obtain or retain other business with financial institutions;

limiting our ability to obtain additional financing for working capital, capital expenditures, product development, debt service requirements, acquisitions, and general corporate or other purposes; and

limiting our flexibility in planning for, or reacting to, changes in our business or market conditions and placing us at a competitive disadvantage compared to our competitors who are less highly leveraged and who, therefore, may be able to take advantage of opportunities that our leverage prevents us from exploiting. *Our financial condition and results of operations are dependent in part upon our ongoing ability to refinance our maturing indebtedness at attractive interest rates.* 

Successful execution of our business strategy is dependent in part upon our ability to manage our capital structure to reduce interest expense and enhance free cash flow generation. Our senior secured revolving credit facility has \$1.25 billion in commitments that are scheduled to mature in June 2020. In addition, approximately \$3.5 billion of obligations under our existing senior notes are scheduled to mature prior to December 31, 2020. We may not be able to refinance our senior secured credit facilities or our other existing indebtedness at or prior to their maturity at attractive rates of interest because of our high levels of debt, debt incurrence restrictions under our debt agreements or because of adverse conditions in credit markets generally.

### An increase in interest rates may negatively impact our operating results and financial condition.

Certain of our borrowings, including borrowings under our senior secured credit facilities to the extent the interest rate is not fixed by an interest rate swap, are at variable rates of interest. An increase in interest rates would have a negative impact on our results of operations by causing an increase in interest expense.

As of June 30, 2015, we had \$8.6 billion aggregate principal amount of variable rate long-term indebtedness as well as \$200 million of variable rate short-term indebtedness, of which interest rate swaps fix the interest rate on \$5.0 billion in notional amount. As a result, as of June 30, 2015, the impact of a 100 basis point increase in interest rates would increase our annual interest expense by approximately \$38 million.

#### Our debt agreements contain restrictions that limit our flexibility in operating our business.

The agreements governing our indebtedness contain various covenants that limit our ability to engage in specified types of transactions. These covenants limit our and certain of our subsidiaries ability to, among other things:

incur additional indebtedness or issue certain preferred shares;

pay dividends on, repurchase, or make distributions in respect of, our capital stock or make other restricted payments;

make certain investments;

sell certain assets;

create liens;

consolidate, merge, sell, or otherwise dispose of all or substantially all of our assets; and

enter into certain transactions with our affiliates.

A breach of any of these covenants could result in a default under one or more of these agreements, including as a result of cross-default provisions and, in the case of our senior secured revolving credit facility, permit the lenders to cease making loans to us. Upon the occurrence of an event of default under these agreements, the holders of our debt could elect to declare all amounts outstanding thereunder to be immediately due and payable and, in the case of our senior secured revolving credit facility, terminate all commitments to extend further credit. Such actions by these holders could cause cross-defaults under our other indebtedness. If we were unable to repay those amounts, the lenders under our senior secured credit facilities or holders of our assets as collateral under our senior secured notes. If the holders of our debt accelerate the repayment of borrowings, we may not have sufficient assets to repay our senior secured credit facilities or any other debt that may become due as a result of that acceleration and we could experience a material adverse effect on our financial condition and results of operations.

# Our consolidated balance sheet includes significant amounts of goodwill and intangible assets. The impairment of a significant portion of these assets would negatively affect our financial condition and results of operations.

Our consolidated balance sheet includes goodwill and intangible assets that represent approximately 60% of our total assets at June 30, 2015. These assets consist primarily of goodwill and client relationship intangible assets associated with our acquisitions. We also expect to engage in additional acquisitions, which may result in our recognition of additional goodwill and intangible assets. Under current accounting standards, we are required to amortize certain intangible assets over the useful life of the asset, while goodwill and certain other intangible assets are not amortized.

On a regular basis we assess whether there have been impairments in the carrying value of goodwill and certain intangible assets. If the carrying value of the asset is determined to be impaired, then it is written down to fair value by a charge to operating earnings. An impairment of a significant portion of goodwill or intangible assets could have a material adverse effect on our financial condition and results of operations.

### Our results of operations may be adversely affected by changes in foreign currency exchange rates.

We are subject to risks related to the changes in currency rates as a result of our investments in non-U.S. operations and from revenues generated in currencies other than the U.S. dollar. Revenue and profit generated by such non-U.S. operations will increase or decrease compared to prior periods as a result of changes in foreign currency exchange rates. From time to time, we utilize foreign currency forward contracts or other derivative instruments to mitigate the cash flow or market value risks associated with foreign currency-denominated transactions. These hedge contracts may not, however, eliminate all of the risks related to foreign

currency translation. In addition, we may become subject to exchange control regulations that restrict or prohibit the conversion of our other revenue currencies into U.S. dollars. Any of these factors could decrease the value of revenues and earnings we derive from our non-U.S. operations and have a material adverse impact on our business.

# Unfavorable resolution of tax contingencies could adversely affect our results of operations and cash flows from operations.

Our tax returns and positions are subject to review and audit by federal, state, local, and international taxing authorities. An unfavorable outcome to a tax audit could result in higher tax expense, thereby negatively impacting our results of operations as well as our cash flows from operations. We have established contingency reserves for material, known tax exposures relating to deductions, transactions, and other matters involving some uncertainty as to the proper tax treatment of the item. These reserves reflect what we believe to be reasonable assumptions as to the likely final resolution of each issue if raised by a taxing authority. While we believe that the reserves are adequate to cover reasonably expected tax risks, there is no assurance that, in all instances, an issue raised by a tax authority will be finally resolved at a financial cost not in excess of any related reserve. An unfavorable resolution, therefore, could negatively impact our effective tax rate, financial position, results of operations, and cash flows in the current and/or future periods.

### **Regulatory and Legal Risks**

# Failure to comply with, or changes in, laws, regulations and enforcement activities may adversely affect the products, services, and markets in which we operate.

We and our clients are subject to laws and regulations that affect the electronic payments industry in the many countries in which our services are used. In particular, our clients are subject to numerous laws and regulations applicable to banks, financial institutions, and card issuers in the United States and abroad, and, consequently, we are at times affected by these federal, state, and local laws and regulations. The U.S. government has increased its scrutiny of a number of credit card practices, from which some of our clients derive significant revenue. Regulation of the payments industry, including regulations applicable to us and our clients, has increased significantly in recent years. Failure to comply with laws and regulations applicable to our business may result in the suspension or revocation of licenses or registrations, the limitation, suspension or termination of services, and/or the imposition of consent orders or civil and criminal penalties, including fines which could have an adverse effect on our results of operation and financial condition.

We are subject to U.S. and international financial services regulations, a myriad of consumer protection laws, economic sanctions, laws and regulations, and anti-corruption laws, escheat regulations and privacy and information security regulations to name only a few. Changes to legal rules and regulations, or interpretation or enforcement of them, could have a negative financial effect on us. In particular, the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (the Dodd-Frank Act ), significantly changed the U.S. financial regulatory system by, among other things, creating the Consumer Financial Protection Bureau (the CFPB ) to regulate consumer financial products and services (including many offered by our clients), restrict debit card fees paid by merchants to issuer banks and allow merchants to offer discounts for different payment methods. CFPB rules, examinations, and enforcement actions may require us to adjust our activities and may increase our compliance costs. Changing regulations or standards in the area of privacy and data protection could also adversely impact us. In addition, certain of our alliance partners are subject to regulation by federal and state authority and, as a result, could pass through some of those compliance obligations to us.

# Failure to comply with the U.S. Foreign Corrupt Practices Act, anti-money laundering, economic and trade sanctions regulations, and similar laws could subject us to penalties and other adverse consequences.

We operate our business around the world, including in certain foreign countries with developing economies, where companies often engage in business practices that are prohibited by U.S. and U.K. regulations, including the United States Foreign Corrupt Practices Act, (the FCPA) and the U.K. Bribery Act. Such laws

prohibit improper payments or offers of payments to foreign governments and their officials and political parties by the U.S. and other business entities for the purpose of obtaining or retaining business. We have implemented policies to discourage such practices; however, there can be no assurance that all of our employees, consultants, and agents, including those that may be based in or from countries where practices that violate U.S. laws may be customary, will not take actions in violation of our policies, for which we may be ultimately responsible.

In addition, we are subject to anti-money laundering laws and regulations, including the Bank Secrecy Act, as amended by the USA Patriot Act of 2001 (the BSA ). Among other things, the BSA requires money services businesses (such as money transmitters and providers of prepaid access) to develop and implement risk-based anti-money laundering programs, report large cash transactions and suspicious activity, and maintain transaction records. Our subsidiary Money Network Financial LLC provides prepaid access for various open loop prepaid programs for which it is the program manager and therefore must meet the requirements of the Financial Crimes Enforcement Network, the agency that enforces the BSA.

We are also subject to certain economic and trade sanctions programs that are administered by the Treasury Department s Office of Foreign Assets Control (OFAC) which prohibit or restrict transactions to or from or dealings with specified countries, their governments, and in certain circumstances, their nationals, and with individuals and entities that are specially-designated nationals of those countries, narcotics traffickers, and terrorists or terrorist organizations.

Similar anti-money laundering and counter terrorist financing and proceeds of crime laws apply to movements of currency and payments through electronic transactions and to dealings with persons specified in lists maintained by the country equivalents to OFAC lists in several other countries and require specific data retention obligations to be observed by intermediaries in the payment process. Our businesses in those jurisdictions are subject to those data retention obligations.

Failure to comply with any of these laws and regulations or changes in this regulatory environment, including changing interpretations and the implementation of new or varying regulatory requirements by the government, may result in significant financial penalties, reputational harm, or change the manner in which we currently conduct some aspects of our business, which could significantly affect our results of operations or financial condition.

### Changes in credit card association or other network rules or standards could adversely affect our business.

In order to provide our transaction processing services, several of our subsidiaries are registered with Visa and MasterCard and other networks as members or service providers for member institutions. As such, we and many of our clients are subject to card association and network rules that could subject us or our clients to a variety of fines or penalties that may be levied by the card associations or networks for certain acts or omissions by us, acquiring clients, processing clients, and merchants. Visa, MasterCard, and other networks, some of which are our competitors, set the rules and standards with which we must comply. The termination of our member registration or our status as a certified service provider, or any changes in card association or other network rules or standards, including interpretation and implementation of the rules or standards, that increase the cost of doing business or limit our ability to provide transaction processing services to or through our clients, could have an adverse effect on our business, results of operations, and financial condition.

# Failure to protect our intellectual property rights and defend ourselves from potential patent infringement claims may diminish our competitive advantages or restrict us from delivering our services.

Our trademarks, patents, and other intellectual property are important to our future success. The *First Data* trademark and trade name and the *STAR* trademark and trade name are intellectual property rights which are individually material to us. These trademarks and trade names are widely recognized and associated with quality and reliable service. Loss of the proprietary use of the *First Data* or *STAR* trademarks and trade names or a diminution in the perceived quality associated with them could harm the growth of our businesses. We also rely

on proprietary technology. It is possible that others will independently develop the same or similar technology. Further, we use open source architecture in connection with our solutions, in particular our *Clover* open architecture platform. Companies that incorporate open source platforms into their solutions have, from time to time, faced claims challenging the ownership of such platforms. As a result, we could be subject to suits by parties claiming ownership of what we believe to be open source software. We cannot guarantee that we can protect our trade secrets, know-how, or other proprietary information. Our patents could be challenged, invalidated or circumvented by others, and may not be of sufficient scope or strength to provide us with any meaningful protection or advantage. If we are unable to maintain the proprietary nature of our technologies, we could lose competitive advantages and be materially adversely affected. Additionally, the laws of certain non-U.S. countries where we do business or contemplate doing business in the future may not recognize intellectual property rights or protect them to the same extent as do the laws of the United States. Adverse determinations in judicial or administrative proceedings could prevent us from selling our services or prevent us from preventing others from selling competing services, and thereby may have a material adverse effect on the business and results of operations. Additionally, claims have been made, are currently pending, and other claims may be made in the future, with regard to our technology allegedly infringing on a patent or other intellectual property rights. Unfavorable resolution of these claims could either result in us being restricted from delivering the related product or service or result in a settlement that could be materially adverse to us.

### Failure to comply with state and federal antitrust requirements could adversely affect our business.

Through our merchant alliances, we hold an ownership interest in several competing merchant acquiring businesses while serving as an electronic processor for those businesses. In order to satisfy state and federal antitrust requirements, we actively maintain an antitrust compliance program. Notwithstanding our compliance program, it is possible that perceived or actual violations of state or federal antitrust requirements could give rise to regulatory enforcement investigations or actions. Regulatory scrutiny of, or regulatory enforcement action in connection with, compliance with state and federal antitrust requirements could have a material adverse effect on our reputation and business.

# We are the subject of various legal proceedings which could have a material adverse effect on our revenue and profitability.

We are involved in various litigation matters. We are also involved in or are the subject of governmental or regulatory agency inquiries or investigations and make voluntary self-disclosures to government or regulatory agencies from time to time. Our insurance or indemnities may not cover all claims that may be asserted against us, and any claims asserted against us, regardless of merit or eventual outcome, may harm our reputation. If we are unsuccessful in our defense in these litigation matters, or any other legal proceeding, we may be forced to pay damages or fines, enter into consent decrees, and/or change our business practices, any of which could have a material adverse effect on our revenue and profitability.

### Risks Related to this Offering and Ownership of Our Class A Common Stock

# No market currently exists for our Class A common stock, and an active, liquid trading market for our Class A common stock may not develop, which may cause our Class A common stock to trade at a discount from the initial offering price and make it difficult for you to sell the Class A common stock you purchase.

Prior to this offering, there has not been a public market for our Class A common stock. We cannot predict the extent to which investor interest in us will lead to the development of a trading market or how active and liquid that market may become. If an active and liquid trading market does not develop or continue, you may have difficulty selling any of our Class A common stock that you purchase. The initial public offering price for the shares was determined by

negotiations between us and the underwriters and may not be indicative of prices that will prevail in the open market following this offering. The market price of our Class A common stock may decline below the initial offering price, and you may not be able to sell your shares of our Class A common stock at or above the price you paid in this offering, or at all.

# You will incur immediate and substantial dilution in the net tangible book value of the shares you purchase in this offering.

Prior stockholders have paid substantially less per share of our common stock than the price in this offering. The initial public offering price of our Class A common stock is substantially higher than the pro forma as adjusted net tangible book deficit per share of outstanding common stock prior to completion of the offering. Based on our pro forma net tangible book deficit as of June 30, 2015 and upon the issuance and sale of 160,000,000 shares of Class A common stock by us, if you purchase our Class A common stock in this offering, you will pay more for your shares than the amounts paid by our existing stockholders for their shares and you will suffer immediate dilution of approximately \$34.79 per share in pro forma as adjusted net tangible book value. Dilution is the amount by which the offering price paid by purchasers of our Class A common stock in this offering will exceed the pro forma as adjusted net tangible book deficit per share of our common stock upon completion of this offering. If the underwriters exercise their option to purchase additional shares, or if outstanding options to purchase our Class B common stock are exercised, you will experience additional dilution. You may experience additional dilution upon future equity issuances or the exercise of stock options to purchase Class A common stock granted to our employees, executive officers, and directors under our 2015 Omnibus Incentive Plan or other equity compensation plans. See Dilution.

#### Our stock price may change significantly following the offering, and you may not be able to resell shares of our Class A common stock at or above the price you paid or at all, and you could lose all or part of your investment as a result.

The initial public offering price for the shares was determined by negotiations between us and the underwriters. You may not be able to resell your shares at or above the initial public offering price due to a number of factors such as those listed in Business and Operational Risks and the following:

results of operations that vary from the expectations of securities analysts and investors;

results of operations that vary from those of our competitors;

changes in expectations as to our future financial performance, including financial estimates and investment recommendations by securities analysts and investors;

technology changes, changes in consumer behavior or changes in clients relationships in our industry;

security breaches related to our systems or those of our clients, alliance partners, or competitors;

changes in economic conditions for companies in our industry;

changes in market valuations of, or earnings and other announcements by, companies in our industry;

declines in the market prices of stocks generally, particularly those of global payment companies;

strategic actions by us or our competitors;

announcements by us, our competitors or our alliance partners of significant contracts, new products, acquisitions, joint marketing relationships, joint ventures, other strategic relationships, or capital commitments;

changes in general economic or market conditions or trends in our industry or the economy as a whole and, in particular, in the consumer spending environment;

changes in business or regulatory conditions;

future sales of our Class A common stock or other securities;

investor perceptions of the investment opportunity associated with our Class A common stock relative to other investment alternatives;

the public s response to press releases or other public announcements by us or third parties, including our filings with the SEC;

announcements relating to litigation or governmental investigations;

guidance, if any, that we provide to the public, any changes in this guidance, or our failure to meet this guidance;

the development and sustainability of an active trading market for our stock;

changes in accounting principles; and

other events or factors, including those resulting from system failures and disruptions, natural disasters, war, acts of terrorism or responses to these events.

Furthermore, the stock market may experience extreme volatility that, in some cases, may be unrelated or disproportionate to the operating performance of particular companies. These broad market and industry fluctuations may adversely affect the market price of our Class A common stock, regardless of our actual operating performance. In addition, price volatility may be greater if the public float and trading volume of our Class A common stock is low.

In the past, following periods of market volatility, stockholders have instituted securities class action litigation. If we were involved in securities litigation, it could have a substantial cost and divert resources and the attention of executive management from our business regardless of the outcome of such litigation.

# Because we have no plans to pay cash dividends on our Class A common stock for the foreseeable future, you may not receive any return on investment unless you sell your Class A common stock for a price greater than your purchase price.

We do not expect to pay any cash dividends on our Class A common stock for the foreseeable future. We currently intend to retain any additional future earnings to finance our operations and growth, including the repayment of our outstanding indebtedness. Going forward, any decision to pay cash dividends or other distributions on our Class A common stock will be at the discretion of our Board and will depend on our earnings, financial condition, operation results, capital requirements, and contractual, regulatory and other restrictions on the payment of dividends by us or by our subsidiaries to us, and other factors that our Board deems relevant. See Dividend Policy.

As a result, you may not receive any return on an investment in our Class A common stock unless you sell our Class A common stock for a price greater than your purchase price.

# If securities analysts do not publish research or reports about our business or if they downgrade our stock or our sector, our stock price and trading volume could decline.

The trading market for our Class A common stock will rely in part on the research and reports that industry or financial analysts publish about us or our business. We do not control these analysts. Furthermore, if one or more of the analysts who do cover us downgrade our stock or our industry, or the stock of any of our competitors, or publish

inaccurate or unfavorable research about our business, the price of our stock could decline. If one or more of these analysts stop covering us or fail to publish reports on us regularly, we could lose visibility in the market, which in turn could cause our stock price or trading volume to decline.

# Transformation into a listed public company will increase our costs and may disrupt the regular operations of our business.

Since 2007, we have operated as a privately owned company and we expect to incur additional legal, regulatory, finance, accounting, investor relations and other administrative expenses as a result of having

publicly traded common stock. In addition, while we are currently in compliance with portions of the Sarbanes-Oxley Act of 2002 (the Sarbanes-Oxley Act ), we will be required under the Sarbanes-Oxley Act, as well as rules adopted by the SEC and the NYSE, to implement specified corporate governance practices that currently do not apply to us as a private company.

We are currently a voluntary filer and not subject to the periodic reporting requirements of the SEC. Upon completion of this offering, we will become obligated to file with the SEC annual and quarterly information and other reports. We will also be required to ensure that we have the ability to prepare financial statements on a timely basis that fully comply with all SEC reporting requirements and maintain effective internal controls over financial reporting.

The additional demands associated with being a public company may disrupt regular operations of our business by diverting the attention of some of our senior management team away from revenue producing activities to management and administrative oversight, adversely affecting our ability to attract and complete business opportunities and increasing the difficulty in both retaining professionals and managing and growing our businesses. In addition, failure to comply with any laws or regulations applicable to us as a public company may result in legal proceedings and/or regulatory investigations, and may cause reputational damage. Any of these effects could harm our business, financial condition and results of operations.

# Future sales, or the perception of future sales, by us or our existing stockholders in the public market following this offering could cause the market price for our Class A common stock to decline.

After this offering, the sale of shares of our Class A common stock in the public market, or the perception that such sales could occur, could harm the prevailing market price of shares of our Class A common stock. These sales, or the possibility that these sales may occur, also might make it more difficult for us to sell equity securities in the future at a time and at a price that we deem appropriate.

Upon consummation of this offering, we will have outstanding a total of 160,000,000 shares of Class A common stock and 719,030,067 shares of Class B common stock that are convertible by the holders thereof into an equal number of shares of Class A common stock automatically upon transfer, subject to certain exceptions. Of the outstanding shares, the 160,000,000 shares sold in this offering (or 184,000,000 shares if the underwriters exercise in full their option to purchase additional shares) will be freely tradable without restriction or further registration under the Securities Act of 1933, as amended (the Securities Act ), except that any shares held by our affiliates, as that term is defined under Rule 144 of the Securities Act ( Rule 144 ), including our directors, executive officers and other affiliates (including KKR) may be sold only in compliance with the limitations described in Shares Eligible for Future Sale.

The remaining 719,030,067 shares of Class B common stock, representing 82% of our total outstanding shares of common stock following this offering, will be restricted securities within the meaning of Rule 144 and subject to certain restrictions on resale following the consummation of this offering. Restricted securities may be sold in the public market only if they are registered under the Securities Act or are sold pursuant to an exemption from registration such as Rule 144, as described in Shares Eligible for Future Sale.

In connection with this offering, we, our directors and executive officers, and holders of substantially all of our common stock prior to this offering have each agreed with the underwriters, subject to certain exceptions, not to dispose of or hedge any of our or their common stock or securities convertible into or exchangeable for shares of common stock during the period from the date of this prospectus continuing through the date 180 days after the date of this prospectus, except with the prior written consent of both Citigroup Global Markets Inc. and Morgan Stanley & Co. LLC. See Underwriting (Conflicts of Interest) for a description of these lock-up agreements.

In addition, 34,266,989 shares of Class B common stock, which automatically convert into an equal number of shares of Class A common stock upon transfer, subject to certain exceptions, will be eligible for sale

upon exercise of vested options. As soon as practicable following this offering, we intend to file one or more registration statements on Form S-8 under the Securities Act to register all shares of common stock subject to outstanding stock options under the 2007 Equity Plan (as defined herein) and 71,182,033 shares and 6,327,292 shares of Class A common stock subject to issuance under the 2015 Omnibus Incentive Plan and the Employee Stock Purchase Plan, respectively, to be adopted in connection with this offering. Any shares of Class B common stock subject to outstanding awards granted under the 2007 Equity Plan that, after the effective date of the 2015 Omnibus Incentive Plan, are forfeited, terminated, cancelled, expire unexercised, withheld in payment of the exercise price or withheld to satisfy tax withholding obligations, which shares of Class B common stock will automatically be converted on a one-for-one basis into shares of Class A common stock, will also be subject to issuance under the 2015 Omnibus Incentive Plan. Any such Form S-8 registration statements will automatically become effective upon filing. Once these shares are registered, they can be sold in the public market upon issuance, subject to restrictions under the securities laws applicable to resales by affiliates.

Upon the expiration of the lock-up agreements described above, 545,913,661 shares would be subject to volume, manner of sale and other limitations under Rule 144. In addition, pursuant to the Registration Rights Agreement (as defined in Certain Relationships and Related Party Transactions Registration Rights Agreement ), we have granted KKR the right to cause us, in certain instances, at our expense, to file registration statements under the Securities Act covering resales of our common stock it beneficially owns. By exercising its registration rights and selling a large number of shares, KKR could cause the prevailing market price of our Class A common stock to decline. Following completion of this offering, the shares covered by registration rights would represent approximately 61% of our total common stock outstanding (or 59%, if the underwriters exercise in full their option to purchase additional shares). Registration of any of these outstanding shares of our common stock would result in such shares becoming freely tradable without compliance with Rule 144 upon effectiveness of the registration statement. See Shares Eligible for Future Sale.

As restrictions on resale end or if these stockholders exercise their registration rights, the market price of our shares of Class A common stock could drop significantly if the holders of these shares sell them or are perceived by the market as intending to sell them. These factors could also make it more difficult for us to raise additional funds through future offerings of our shares of Class A common stock or other securities.

In the future, we may also issue our securities in connection with investments or acquisitions. The amount of shares of our Class A common stock issued in connection with an investment or acquisition could constitute a material portion of our then-outstanding shares of our Class A common stock. Any issuance of additional securities in connection with investments or acquisitions may result in additional dilution to you.

# The dual class structure of our common stock has the effect of concentrating voting control with KKR; this will limit or preclude your ability to influence corporate matters.

Our Class B common stock has ten votes per share, and our Class A common stock, which is the stock we are selling in this offering, has one vote per share. Stockholders who beneficially own shares of Class B common stock, including KKR and certain other stockholders, will together control approximately 98% of the voting power of our outstanding common stock following this offering. Because of the ten-to-one voting ratio between our Class B and Class A common stock, the holders of our Class B common stock collectively will continue to control a majority of the combined voting power of our common stock and therefore be able to control all matters submitted to our stockholders so long as the shares of Class B common stock represent at least 10% of all outstanding shares of our Class A and Class B common stock. This concentrated control will limit or preclude your ability to influence corporate matters for the foreseeable future.

Future transfers by holders of Class B common stock will generally result in those shares converting to Class A common stock, subject to limited exceptions, such as certain transfers effected to permitted transferees or for estate planning or charitable purposes. The conversion of Class B common stock to Class A common stock

will have the effect, over time, of increasing the relative voting power of those holders of Class B common stock who retain their shares in the long term. For a description of the dual class structure, see Description of Capital Stock Common Stock Voting Rights.

#### KKR controls us and its interests may conflict with ours or yours in the future.

Immediately following this offering of Class A common stock, KKR will not hold any of our Class A common stock, but will beneficially own 61% of our common stock through its beneficial ownership of our Class B common stock and, consequently, 73% of the combined voting power of our common stock. Each share of our Class B common stock will have ten votes per share, and our Class A common stock, which is the stock we are selling in this offering, will have one vote per share. As a result, KKR will have the ability to elect all of the members of our Board and thereby control our policies and operations, including the appointment of management, future issuances of our Class A common stock or other securities, the payment of dividends, if any, on our Class A common stock, the incurrence of debt by us, amendments to our amended and restated certificate of incorporation and amended and restated bylaws, and the entering into of extraordinary transactions and the interests of KKR may not in all cases be aligned with your interests.

In addition, KKR may have an interest in pursuing acquisitions, divestitures and other transactions that, in its judgment, could enhance its investment, even though such transactions might involve risks to you. For example, KKR could cause us to make acquisitions that increase our indebtedness or cause us to sell revenue-generating assets. KKR is in the business of making investments in companies and may from time to time acquire and hold interests in businesses that compete directly or indirectly with us. Our amended and restated certificate of incorporation will provide that none of KKR or any director who is not employed by us (including any non-employee director who serves as one of our officers in both his or her director and officer capacities) or his or her affiliates will have any duty to refrain from engaging, directly or indirectly, in the same business activities or similar business activities or lines of business in which we operate. KKR also may pursue acquisition opportunities that may be complementary to our business, and, as a result, those acquisition opportunities may not be available to us.

So long as KKR continues to beneficially own a sufficient number of shares of Class B common stock, even if it beneficially owns significantly less than 50% of the shares of our outstanding common stock, it will continue to be able to effectively control our decisions. For example, if our Class B common stock amounted to 15% of our outstanding common stock, beneficial owners of our Class B common stock (including KKR), would collectively control 64% of the voting power of our common stock. The shares of our Class B common stock beneficially owned by KKR may be transferred to an unrelated third party if the holders of a majority of the shares of Class B common stock have consented to such transfer in writing in advance.

In addition, KKR will be able to determine the outcome of all matters requiring stockholder approval and will be able to cause or prevent a change of control of our Company or a change in the composition of our Board and could preclude any acquisition of our Company. This concentration of voting control could deprive you of an opportunity to receive a premium for your shares of Class A common stock as part of a sale of our Company and ultimately might affect the market price of our Class A common stock.

# Certain provisions of Delaware law and anti-takeover provisions in our organizational documents could delay or prevent a change of control.

Certain provisions of Delaware law and our amended and restated certificate of incorporation and amended and restated bylaws may have an anti-takeover effect and may delay, defer, or prevent a merger, acquisition, tender offer, takeover attempt, or other change of control transaction that a stockholder might consider in its best interest, including

those attempts that might result in a premium over the market price for the shares held by our stockholders.

These provisions provide for, among other things:

a dual class common stock structure, which currently provides the holders of Class B common stock with the ability to control the outcome of matters requiring stockholder approval, so long as they continue to beneficially own a sufficient number of shares of Class B common stock, even if they own significantly less than 50% of the shares of our outstanding common stock;

a classified Board with staggered three-year terms;

the ability of our Board to issue one or more series of preferred stock;

advance notice for nominations of directors by stockholders and for stockholders to include matters to be considered at our annual meetings;

certain limitations on convening special stockholder meetings;

the removal of directors only for cause and only upon the affirmative vote of the holders of at least  $66\frac{2}{3}\%$  in voting power of all the then-outstanding shares of stock of the Company entitled to vote thereon, voting together as a single class, once no shares of our Class B common stock remain outstanding; and

that certain provisions may be amended only by the affirmative vote of at least  $66\frac{2}{3}\%$  in voting power of all the then-outstanding shares of stock of the Company entitled to vote thereon, voting together as a single class, once no shares of our Class B common stock remain outstanding.

These anti-takeover provisions could make it more difficult for a third party to acquire us, even if the third party s offer may be considered beneficial by many of our stockholders. As a result, our stockholders may be limited in their ability to obtain a premium for their shares. See Description of Capital Stock.

Our amended and restated certificate of incorporation will provide, subject to limited exceptions, that the Court of Chancery of the State of Delaware will be the sole and exclusive forum for certain stockholder litigation matters, which could limit our stockholders ability to obtain a favorable judicial forum for disputes with us or our directors, officers, employees or stockholders.

Our amended and restated certificate of incorporation will provide, subject to limited exceptions, that unless we consent to the selection of an alternative forum, the Court of Chancery of the State of Delaware shall, to the fullest extent permitted by law, be the sole and exclusive forum for any (i) derivative action or proceeding brought on behalf of our Company, (ii) action asserting a claim of breach of a fiduciary duty owed by any director, officer, or other employee or stockholder of our Company to the Company or the Company s stockholders, creditors or other constituents, (iii) action asserting a claim against the Company or any director or officer of the Company arising pursuant to any provision of the Delaware General Corporation Law (the DGCL ) or our amended and restated certificate of incorporation or our amended and restated bylaws or as to which the DGCL confers jurisdiction on the

Court of Chancery of the State of Delaware, or (iv) action asserting a claim against the Company or any director or officer of the Company governed by the internal affairs doctrine.

Any person or entity purchasing or otherwise acquiring any interest in shares of our capital stock shall be deemed to have notice of and consented to the forum provisions in our amended and restated certificate of incorporation. This choice of forum provision may limit a stockholder s ability to bring a claim in a judicial forum that it finds favorable for disputes with us or any of our directors, officers, other employees or stockholders which may discourage lawsuits with respect to such claims. Alternatively, if a court were to find the choice of forum provision contained in our amended and restated certificate of incorporation to be inapplicable or unenforceable in an action, we may incur additional costs associated with resolving such action in other jurisdictions, which could harm our business, operating results and financial condition.

# Our ability to utilize net operating loss carryforwards could be limited if we were to experience an ownership change as defined in the Internal Revenue Code.

Section 382 of the Internal Revenue Code of 1986, as amended (the Code ), contains rules that impose an annual limitation on the ability of a company with net operating loss carryforwards that undergoes an ownership change, which is generally any change in ownership of more than 50% of its stock (by value) over a three-year period, to utilize its net operating loss carryforwards in years after the ownership change. These rules generally operate by focusing on ownership changes among holders owning directly or indirectly 5% or more of the shares of stock of a company or any change in ownership arising from a new issuance of shares of stock by such company. If a company s income in any year is less than the annual limitation prescribed by Section 382 of the Code, the unused portion of such limitation amount may be carried forward to increase the limitation (and net operating loss carryforward utilization) in subsequent tax years.

We do not believe that this offering will result in an ownership change for purposes of Section 382 of the Code. If, however, we were to undergo an ownership change as a result of future transactions involving our common stock, including a follow-on offering of our common stock or purchases or sales of common stock between 5% holders, our ability to use our net operating loss carryforwards would be subject to the limitations of Section 382 of the Code. As a result, a portion of our net operating loss carryforwards may expire before we would be able to use them. If we are unable to utilize our net operating loss carryforwards, there may be a negative impact on our financial position and results of operations.

In addition to the aforementioned federal income tax implications pursuant to Section 382 of the Code, most states follow the general provisions of Section 382 of the Code, either explicitly or implicitly resulting in separate state net operating loss limitations.

# We will be a controlled company within the meaning of the rules of the SEC and the NYSE. As a result, we will qualify for, and intend to rely on, exemptions from certain corporate governance requirements that provide protection to stockholders of other companies.

After completion of this offering, KKR will continue to control a majority of the voting power of our outstanding common stock. As a result, we will be a controlled company within the meaning of the corporate governance standards of the NYSE. Under these rules, a company of which more than 50% of the voting power is held by an individual, group or another company is a controlled company and may elect not to comply with certain corporate governance requirements, including:

the requirement that a majority of the Board consist of independent directors as defined under the rules of the NYSE;

the requirement that we have a compensation committee that is composed entirely of independent directors with a written charter addressing the committee s purpose and responsibilities;

the requirement that we have a nominating and corporate governance committee that is composed entirely of independent directors with a written charter addressing the committee s purpose and responsibilities; and

the requirement for an annual performance evaluation of the nominating/corporate governance and compensation committees.

Following this offering, we intend to utilize these exemptions. As a result, we will not have a majority of independent directors, our nominating/corporate governance committee and compensation committee will not consist entirely of independent directors and such committees will not be subject to annual performance evaluations. Accordingly, you will not have the same protections afforded to stockholders of companies that are subject to all of the corporate governance requirements of the NYSE.

In addition, on June 20, 2012, the SEC adopted Rule 10C-1 ( Rule 10C-1 ) under the Securities Exchange Act of 1934, as amended (the Exchange Act ), to implement provisions of the Dodd-Frank Act pertaining to compensation committee independence and the role and disclosure of compensation consultants and other advisers to the compensation committee. The national securities exchanges (including the NYSE) have since adopted amendments to their existing listing standards to comply with provisions of Rule 10C-1, and on January 11, 2013, the SEC approved such amendments. The amended listing standards require, among others, that

compensation committees be composed of fully independent directors, as determined pursuant to new and existing independence requirements;

compensation committees be explicitly charged with hiring and overseeing compensation consultants, legal counsel and other committee advisers; and

compensation committees be required to consider, when engaging compensation consultants, legal counsel or other advisers, certain independence factors, including factors that examine the relationship between the consultant or adviser s employer and us.

As a controlled company, we will not be subject to these compensation committee independence requirements.

#### SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

Certain matters we discuss in this prospectus may constitute forward-looking statements. You can identify forward-looking statements because they contain words such as believes, expects. may, will, should, seeks. estimates, or anticipates, or similar expressions which concern our strategy, plans, projections, or intentions. plans, Examples of forward-looking statements include, but are not limited to, all statements we make relating to revenue, EBITDA, earnings, margins, growth rates, and other financial results for future periods. 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. Our expectations, beliefs, and projections are expressed in good faith and we believe there is a reasonable basis for them. However, there can be no assurance that management s expectations, beliefs and projections will result or be achieved and actual results may vary materially from what is expressed in or indicated by the forward-looking statements.

There are a number of risks, uncertainties, and other important factors that could cause our actual results to differ materially from the forward-looking statements contained in this prospectus. Such risks, uncertainties, and other important factors include, among others, the risks, uncertainties and factors set forth above under Risk Factors, and the following risks, uncertainties, and factors:

adverse impacts from global economic, political, and other conditions affecting trends in consumer, business, and government spending;

our ability to anticipate and respond to changing industry trends, including technological changes and increasing competition;

our ability to successfully renew existing client contracts on favorable terms and obtain new clients;

our ability to prevent a material breach of security of any of our systems;

our ability to implement and improve processing systems to provide new products, improve functionality, and increase efficiencies;

our merchant alliance program which involves several alliances not under our sole control and each of which acts independently of the others;

credit and fraud risks in our business units and merchant alliances, particularly in the context of eCommerce and mobile markets;

consolidation among financial institution clients or other client groups that impacts our client relationships;

our ability to improve our profitability and maintain flexibility in our capital resources through the implementation of cost savings initiatives;

our ability to successfully value and integrate acquired businesses, including those outside of the United States;

our high degree of leverage;

adverse impacts from currency exchange rates or currency controls imposed by any government or otherwise;

changes in the interest rate environment that increase interest on our borrowings;

the impact of new laws, regulations, credit card association rules, or other industry standards; and

new lawsuits, investigations, or proceedings, or changes to our potential exposure in connection with pending lawsuits, investigations or proceedings.

There may be other factors that may cause our actual results to differ materially from the forward-looking statements, including factors disclosed under the sections entitled Risk Factors and Management s Discussion and Analysis of Financial Condition and Results of Operations in this prospectus. You should evaluate all forward-looking statements made in this prospectus in the context of these risks and uncertainties.

We caution you that the risks, uncertainties, and other factors referenced above may not contain all of the risks, uncertainties and other factors that are important to you. In addition, we cannot assure you that we will realize the results, benefits, or developments that we expect or anticipate or, even if substantially realized, that they will result in the consequences or affect us or our business in the way expected. All forward-looking statements in this prospectus apply only as of the date made and are expressly qualified in their entirety by the cautionary statements included in this prospectus. We undertake no obligation to publicly update or revise any forward-looking statements to reflect subsequent events or circumstances.

#### **USE OF PROCEEDS**

We estimate that we will receive net proceeds of approximately \$2.5 billion from the sale of 160,000,000 shares of our Class A common stock in this offering, after deducting the underwriting discounts and commissions. If the underwriters exercise in full their option to purchase additional shares, the net proceeds to us will be approximately \$2.8 billion.

We intend to use the net proceeds from this offering to redeem all \$510 million aggregate principal amount of our 11.25% senior unsecured notes due 2021, approximately \$1.6 billion aggregate principal amount of our 12.625% senior unsecured notes due 2021, and to pay applicable premiums and related fees and expenses, and for general corporate purposes. We have not yet determined whether we will repay such notes through tender offers, open market repurchases or redemption.

#### **DIVIDEND POLICY**

We do not currently anticipate paying any dividends on our common stock immediately following this offering. Following this offering and upon repayment of our outstanding indebtedness, we may reevaluate our dividend policy. Any future determinations relating to our dividend policies and the declaration, amount and payment of any future dividends on our common stock will be at the sole discretion of our Board and, if we elect to pay such dividends in the future, we may reduce or discontinue entirely the payment of such dividends at any time. Our Board may take into account general and economic conditions, our financial condition and operating results, our available cash and current and anticipated cash needs, capital requirements, contractual, legal, tax and regulatory restrictions and implications on the payment of dividends by us to our stockholders or by our subsidiaries to us, and such other factors as our Board may deem relevant.

We paid dividends to FDH totaling \$28 million, \$686 million, and \$4 million in 2013, 2014, and the six months ended June 30, 2015, respectively. FDH used the proceeds from these dividends for the repayment of indebtedness (including a significant repayment in 2014), and the repurchase of equity from departing employees. FDH did not pay any dividends on its common stock in 2013, 2014 or the six months ended June 30, 2015.

Because a significant portion of our operations is through our subsidiaries, our ability to pay dividends depends in part on our receipt of cash dividends from our operating subsidiaries, which may further restrict our ability to pay dividends as a result of the laws of their jurisdiction of organization, agreements of our subsidiaries or covenants under any existing and future outstanding indebtedness we or our subsidiaries incur. In addition, our ability to pay dividends is limited by covenants in our senior secured credit facilities and the indentures governing our senior notes. See Description of Indebtedness for a description of the restrictions on our ability to pay dividends.

#### DILUTION

If you invest in our Class A common stock in this offering, your ownership interest in us will be diluted to the extent of the difference between the initial public offering price per share of our Class A common stock and the pro forma as adjusted net tangible book deficit per share of our common stock after this offering. Dilution results from the fact that the per share offering price of the Class A common stock is substantially in excess of the book deficit per share attributable to the shares of common stock held by existing stockholders.

Our pro forma net tangible book deficit as of June 30, 2015 and after giving effect to the Reorganization and the 2015 Refinancing was approximately \$(18.8) billion, or \$(26.22) per share of our common stock. We calculate pro forma net tangible book deficit per share by taking the amount of our total tangible assets, reduced by the amount of our total liabilities, and then dividing that amount by the total number of shares of common stock outstanding.

After giving effect to (i) the Reorganization and the 2015 Refinancing, (ii) our sale of the shares in this offering, and (iii) the application of the net proceeds from this offering, our pro forma as adjusted net tangible book deficit on June 30, 2015 would have been \$(16.7) billion, or \$(18.79) per share of our common stock. This amount represents an immediate decrease in pro forma net tangible book deficit of \$7.43 per share to existing stockholders and an immediate and substantial dilution in net tangible book value of \$34.79 per share to new investors purchasing shares in this offering at the assumed initial public offering price.

The following table illustrates this dilution on a per share basis:

Initial public offering price per share of Class A common		
stock		\$ 16.00
Pro forma net tangible book value (deficit) per share as of		
June 30, 2015	\$ (26.22)	
Increase in pro forma tangible book value (deficit) per share		
attributable to new investors	\$ 7.43	
Pro forma as adjusted net tangible book value (deficit) per		
share after this offering		\$(18.79)
Dilution per share to new investors		\$ (34.79)

Dilution is determined by subtracting pro forma as adjusted net tangible book deficit per share of common stock after the offering from the initial public offering price per share of Class A common stock.

If the underwriters exercise in full their option to purchase additional shares, the pro forma as adjusted tangible book deficit per share after giving effect to the offering would be \$(17.94) per share. This represents a decrease in pro forma as adjusted net tangible book deficit of \$0.85 per share to the existing stockholders and results in dilution in pro forma as adjusted net tangible book value of \$33.94 per share to new investors.

The following table summarizes, as of June 30, 2015, the differences between the number of shares purchased from us, the total consideration paid to us, and the average price per share paid by existing stockholders and by new investors. As the table shows, new investors purchasing shares of Class A common stock in this offering will pay an average price per share substantially higher than our existing stockholders paid to acquire shares of Class B common stock. The table below is based on an initial public offering price of \$16.00 for shares purchased in this offering and excludes underwriting discounts and commissions and estimated offering expenses payable by us:

	Shares Purch	ased	<b>Total Considera</b>	tion	Avg/
	Number	%	Amount	%	Share
Existing stockholders	717,784,056	82%	\$10,216,493,369	80%	\$14.23
New investors	160,000,000	18%	2,560,000,000	20%	\$16.00
Total	877,784,056	100%	\$ 12,776,493,369	100%	

If the underwriters were to fully exercise the underwriters option to purchase 24,000,000 additional shares of our Class A common stock, the percentage of shares of our common stock held by existing stockholders would be 80% and the percentage of shares of our common stock held by new investors would be 20%.

To the extent that outstanding options are exercised, outstanding restricted stock awards vest, outstanding restricted stock units settle, or other issuances of common stock, or grants of options, restricted stock awards, restricted stock units or other equity-based awards are made, there will be further dilution to new investors.

#### CAPITALIZATION

The following table sets forth our cash and cash equivalents and capitalization as of June 30, 2015:

on an actual basis;

on a pro forma basis to give effect to the Reorganization and the 2015 Refinancing; and

on a pro forma basis as adjusted to give effect to (1) the sale by us of 160,000,000 shares of our Class A common stock in this offering, after deducting estimated underwriting discounts and commissions and offering expenses payable by us; (2) the application of the estimated net proceeds from the offering at the initial public offering price of \$16.00 per share, as described in Use of Proceeds; and (3) the payment of the termination fee to KKR as described in Certain Relationships and Related Party Transactions Management Agreement and other expenses related to this offering.

You should read this table in conjunction with the information contained in Use of Proceeds, Unaudited Pro Forma Consolidated Financial Statements, Selected Historical Consolidated Financial Data, Management s Discussion and Analysis of Financial Condition and Results of Operations, and Description of Indebtedness, as well as the consolidated financial statements and the notes thereto included elsewhere in this prospectus.

(in millions, except shares)	Α	As of June 30, 20 Pro Forma for the Reorganization and the 2015 Actual Refinancing		Forma or the anization the 2015	5 Pro Forma As Adjusted	
Cash and cash equivalents <sup>(1)</sup>	\$	348	\$	348	\$	325
Debt:						
Senior secured credit facilities:	ф	204	¢	004	Φ	204
Revolving credit facility <sup>(2)</sup>	\$	204	\$	204	\$	204
Term Loans <sup>(3)</sup>		8,590		9,591		9,591
First Lien Notes <sup>(4)</sup>		3,502		2,607		2,607
Second Lien Notes <sup>(5)</sup>		3,000		3,000		3,000
Unsecured Notes <sup>(6)</sup>		4,040		4,040		1,934
Subordinated Notes <sup>(7)</sup>		1,609		1,609		1,609
Capital leases		193		193		193
Other existing debt <sup>(8)</sup>		27		27		27
Total debt	:	21,165		21,271		19,165
Stockholders equity (deficit):						

Common Stock, \$0.01 par value (1,000 shares authorized,			
issued and outstanding, actual; no shares authorized, issued			
and outstanding, pro forma and pro forma as adjusted)			
Class A common stock, \$0.01 par value (no shares authorized,			
issued and outstanding, actual; 1,600,000,000 shares			
authorized, no shares issued and outstanding, pro forma;			
1,600,000,000 shares authorized and 160,000,000 shares			
issued and outstanding, pro forma as adjusted)			2
Class B common stock, \$0.01 par value (no shares authorized,			
issued and outstanding, actual; 800,000,000 shares authorized			
and 717,784,056 shares issued and outstanding, pro forma;			
800,000,000 shares authorized and 731,480,761 shares issued			
and outstanding, pro forma as adjusted)		7	7
Additional paid-in capital	9,912	10,143	12,901
Accumulated loss	(9,689)	(9,927)	(10,614)
Accumulated other comprehensive loss	(1,050)	(1,050)	(1,050)
Total First Data Corporation stockholders equity (deficit)	(827)	(827)	1,246
Total capitalization	\$ 20,338	\$ 20,444	\$ 20,411
1		,	,

- (1) Pro forma as adjusted reflects estimated fees and expenses (other than underwriting discounts and commissions) of \$7 million incurred in connection with this offering and \$16 million of cash bonuses which will be paid to certain executives in connection with this offering.
- (2) As of June 30, 2015, our senior secured revolving credit facility had commitments from financial institutions to provide approximately \$1.25 billion of credit which matures on June 2, 2020, subject to certain conditions. As of June 30, 2015, approximately \$1.0 billion remained available under this facility (giving effect to \$41 million of outstanding letters of credit).
- (3) Represents the aggregate face amount of our March 2017 Term Loans, March 2018 Term Loans, September 2018 Term Loans and March 2021 Term Loans. Pro forma reflects the addition of the July 2022 Term Loans (includes face amount of 250 million estimated at \$276 million).
- (4) Represents the aggregate face amount of our 7.375% senior secured first lien notes due 2019, 8.875% senior secured first lien notes due 2020, 6.75% senior secured first lien notes due 2020 and, pro forma, our 5.375% senior secured first lien notes due 2023 (collectively, the first lien notes ). Pro forma reflects the issuance of the 5.375% notes and the redemption and/or repurchase of the 7.375% notes and 8.875% notes.
- (5) Represents the aggregate face amount of our 8.25% senior secured second lien notes due 2021 and 8.75% senior secured second lien notes due 2022 (collectively, the second lien notes and, together with the first lien notes, the senior secured notes ).
- (6) Represents the aggregate face amount of our 12.625% senior unsecured notes due 2021, 11.25% senior unsecured notes due 2021, and 10.625% senior unsecured notes due 2021 (collectively, the senior notes). Pro forma as adjusted reflects the redemption of the outstanding amount of our 11.25% senior unsecured notes due 2021 and a portion of our 12.625% senior unsecured notes due 2021, as described in Use of Proceeds.
- (7) Represents the face amount of our 11.75% senior subordinated notes due 2021 (the senior subordinated notes ).
- (8) Consists of \$27 million of borrowings outstanding under lines of credit. As of June 30, 2015, we had approximately \$302 million available under short-term lines of credit and other arrangements with foreign banks and alliance partners primarily to fund settlement activity. As of June 30, 2015, we had a \$150 million committed line of credit for one of our U.S. alliances. The remainder of these arrangements is primarily associated with international operations and are in various functional currencies, the most significant of which are the Australian dollar, the Polish zloty, and the euro. Of the amounts outstanding as of June 30, 2015, \$25 million was uncommitted.

#### UNAUDITED PRO FORMA CONSOLIDATED FINANCIAL STATEMENTS

We derived the unaudited pro forma financial information set forth below by the application of pro forma adjustments to the audited and unaudited consolidated financial statements included elsewhere in this prospectus.

The unaudited pro forma consolidated statements of operations for the year ended December 31, 2014 and the six months ended June 30, 2015 have been presented on a pro forma basis giving effect to the following as of January 1, 2014:

the Reorganization, including the HoldCo Merger and the Reverse Stock Split, and the 2015 Refinancing and, for the pro forma consolidated statement of operations for the year ended December 31, 2014 only, the 2014 Equity Recapitalization and the repayment of all outstanding debt of FDH, which occurred during 2014; and

as further adjusted to give effect to the sale of 160,000,000 shares of our Class A common stock in this offering, yielding net proceeds of approximately \$2.5 billion which will be used as described in Use of Proceeds.

The unaudited pro forma consolidated balance sheet as of June 30, 2015 has been presented on a pro forma basis which gives effect to the following as of that date:

the Reorganization, including the HoldCo Merger and the Reverse Stock Split, and the 2015 Refinancing; and

as further adjusted to give effect to the sale of 160,000,000 shares of our Class A common stock in this offering, yielding net proceeds of approximately \$2.5 billion which will be used as described in Use of Proceeds, and \$290 million in share-based compensation expense recognized as a result of this offering.

The unaudited pro forma consolidated statements of operations give effect to the pro forma adjustments as if they had occurred at the beginning of the periods presented. The notes to the unaudited pro forma financial statements provide a more detailed discussion of how such adjustments were derived and presented in the pro forma financial statements.

The pro forma adjustments set forth below were based on available information and certain assumptions made by our management and may be revised as additional information becomes available. The unaudited pro forma financial data is presented for informational purposes only, and does not purport to represent what our results of operations would actually have been if the transactions had occurred on the date indicated, nor does it purport to project our results of operations that we may achieve in the future. The pro forma adjustments do not include the impact of any non-recurring additional charges which are directly related to the completion of this offering.

The unaudited pro forma financial data and the accompanying notes should be read in conjunction with Selected Historical Consolidated Financial Data and Management's Discussion and Analysis of Financial Condition and Results of Operations and our consolidated financial statements and related notes included elsewhere in this prospectus.

#### FIRST DATA CORPORATION

#### UNAUDITED PRO FORMA CONSOLIDATED STATEMENT OF OPERATIONS

### FOR THE YEAR ENDED DECEMBER 31, 2014

(in millions, except shares and		2015 R and 20	)14 Equity	g Reorg 2015	Forma for the anization, the Refinancing				
per share data)	Actual	-	italization istments		e 2014 Equity pitalization		fering stments		Forma As ljusted
Revenues	\$ 11,152	Auju	15111101115	s \$	11,152	Auju	suments	\$	11,152
Expenses	9,714			Ψ	9,714	\$	(1) <sup>(d)</sup>	Ψ	9,713
Operating profit	1,438				1,438		1		1,439
Interest income	11				11				11
Interest expense	(1,739)	\$	183 <sup>(a)</sup>		(1,556)		259 <sup>(e)</sup>		(1,297)
Loss on debt									
extinguishment	(274)		274 <sup>(b)</sup>						
Other income	161				161				161
	(1.0.41)		457		(1.20.4)		250		(1.105)
	(1,841)		457		(1,384)		259		(1,125)
(Loss) gain before									
income taxes and equity	(102)		4.5.7				<b>a</b> .co		214
earnings in affiliates	(403)		457		54		260		314
Income tax expense	82				82				82
Equity earnings in									
affiliates	220				220				220
Net (loss) income	(265)		457		192		260		452
Less: Net income	(203)		437		192		200		452
attributable to									
noncontrolling interests									
and redeemable									
	193				193				193
noncontrolling interest	195				195				195
Net (loss) income									
attributable to First Data									
	\$ (458)	\$	457	\$	(1)	\$	260	\$	259
Corporation	ə (438)	Ф	437	Ф	(1)	Ф	200	Ф	239
Net (loss) income per share:									
Basic	\$ (458,000)			\$	(0.00)			\$	0.29
Diluted	\$ (458,000)			\$	(0.00)			\$	0.29
	(12 0,000)			Ŧ	(0.00)			Ŧ	,

Weighted average common shares outstanding:			
Basic	1,000	715,340,975	889,037,680 <sup>(f)</sup>
Diluted	1,000	715,340,975 <sup>(c)</sup>	897,337,046 <sup>(f)</sup>

#### FIRST DATA CORPORATION

#### UNAUDITED PRO FORMA CONSOLIDATED STATEMENT OF OPERATIONS

### FOR THE SIX MONTHS ENDED JUNE 30, 2015

(in millions, except shares and				Reorganization and 2015 Refinancing Adjustments		the Reorganization and the 2015		ering	Pro I	Forma As
per share data)	Actu		Adju	stments		efinancing	Adju	stments		ljusted
Revenues		5,567			\$	5,567			\$	5,567
Expenses	4	,898				4,898	\$	(1) <sup>(d)</sup>		4,897
Operating profit		669				669		1		670
Interest income		2				2				2
Interest expense		(813)	\$	29 <sup>(a)</sup>		(784)		129 <sup>(e)</sup>		(655)
Other income		11				11				11
		(800)		29		(771)		129		(642)
(Loss) income before income taxes and equity				• •				100		•
earnings in affiliates		(131)		29		(102)		130		28
Income tax expense		13		5		18		14		32
Equity earnings in affiliates		114				114				114
Net (loss) income		(30)		24		(6)		116		110
Less: Net income attributable to noncontrolling interests and redeemable noncontrolling interest		108				108				108
Net (loss) income										
attributable to First Data										
Corporation	\$	(138)	\$	24	\$	(114)	\$	116	\$	2
Net (loss) income per share:							Ţ			
Basic	\$(138				\$	(0.16)			\$	0.00
Diluted	\$(138	,000)			\$	(0.16)			\$	0.00
Weighted average common shares outstanding:										
Basic	1	,000			,	717,694,463			891	,391,168 <sup>(f)</sup>

Diluted	1,000	717,694,463 <sup>(c)</sup>	902,403,851 <sup>(f)</sup>

#### FIRST DATA CORPORATION

#### UNAUDITED PRO FORMA CONSOLIDATED BALANCE SHEET

### AS OF JUNE 30, 2015

	ReorganizationPro Forma for the and 2015 Reorganization and Refinancing the 2015 Offering							
(in milliong, avaant shares)	Actual	0				0	-	Forma As
(in millions, except shares) Assets	Actual	Adjustments	Kei	inancing	Auj	ustments	A	djusted
Total current assets	\$ 10,520		\$	10,520	\$	(20) <sup>(g)</sup>	\$	10,500
Property and equipment, net of	ψ10,520		Ψ	10,520	Ψ	(20)*	Ψ	10,500
accumulated depreciation of \$1,316	931			931				931
Goodwill	16,955			16,955				16,955
Customer relationships, net of	10,955			10,900				10,900
accumulated amortization of								
\$5,085	2,383			2,383				2,383
Other intangibles, net of	_,			_,				_,
accumulated amortization of								
\$2,044	1,772			1,772				1,772
Investment in affiliates	1,098			1,098				1,098
Other long-term assets	838			838		(1) <sup>(h)</sup>		837
C								
Total assets	\$34,497		\$	34,497	\$	(21)	\$	34,476
						. ,		
Liabilities and Equity								
Total current liabilities	\$10,120		\$	10,120			\$	10,120
Long-term borrowings	20,721			20,721	\$	(2,094) <sup>(i)</sup>		18,627
Long-term deferred tax liabilities	536			536				536
Other long-term liabilities	832			832				832
_								
Total liabilities	32,209			32,209		(2,094)		30,115
Redeemable noncontrolling interest	78			78				78
First Data Corporation shareholder s								
deficit:								
Common Stock, \$0.01 par value;								
(1,000 shares authorized, issued								
and outstanding, actual; no shares								
authorized, issued and outstanding,								
pro forma and pro forma as								
adjusted)								
Class A common stock, \$0.01 par						2		2
value (no shares authorized and								
outstanding, <i>actual</i> ; 1,600,000,000								

shares authorized, no shares issued and outstanding, <i>pro forma</i> ; 1,600,000,000 shares authorized and 160,000,000 shares issued and outstanding, <i>pro forma as adjusted</i> )					
Class B common stock, \$0.01 par value (no shares authorized and					
outstanding, <i>actual</i> ;					
800,000,000 shares authorized and					
717,784,056 shares issued and					
outstanding, <i>pro forma</i> ; 800,000,000 shares authorized and					
731,480,761 shares issued and					
outstanding, pro forma as adjusted)		\$ 7	7		7
Additional paid-in capital	9,912	231	10,143	2,758 <sup>(j)</sup>	12,901
Accumulated loss	(9,689)	(238)	(9,927)	$(687)^{(k)}$	(10,614)
Accumulated other comprehensive					
loss	(1,050)		(1,050)		(1,050)
Total First Data Corporation					
shareholder s equity (deficit)	(827)		(827)	2,073	1,246
Noncontrolling interests	3,037		3,037		3,037
TT ( 1 )	0.010		2 2 1 0	0.072	4 000
Total equity	2,210		2,210	2,073	4,283
Total liabilities and equity	\$ 34,497		\$ 34,497	\$ (21)	\$ 34,476

#### NOTES TO UNAUDITED PRO FORMA CONSOLIDATED FINANCIAL DATA

(a) Represents net reduction of interest expense associated with the Reorganization, the 2015 Refinancing, the 2014 Equity Recapitalization, and the repayment of all outstanding debt of FDH, which occurred during 2014.

Reduction of interest expense (in millions)	Year End December 3		Ju	ths Ended ine 2015
Holdco Merger and the repayment of all outstanding debt				
of FDH (i)	\$		\$	
2014 Equity Recapitalization (ii)		124		
2015 Refinancing (iii)		59		29
Total	\$	183	\$	29

(i) FDH s interest expense in 2014 was \$127 million. All debt was fully repaid in 2014.

- (ii) Represents net interest savings related to the 2014 Equity Recapitalization. Savings were calculated based on (1) the repayment of \$753 million of the 6.75% notes, \$285 million of the 10.625% notes, \$275 million of the 11.25% notes and \$866 million of the 11.75% notes that were redeemed using proceeds from FDH s July 11, 2014 private equity issuance and (2) the net 0.5% reduction in interest rate on the term loans under our senior secured credit facility that were repriced on July 18, 2014, partially offset by an increase in interest obligations attributable to an increase in the principal amount of term loans as a result of the repricing.
- Represents interest savings related to the 2015 Refinancing executed on July 10, 2015 and August 11, 2015. (iii) On July 10, 2015, we entered into a joinder to our senior secured credit facilities providing for incremental term loans of \$725 million and 250 million (\$276 million), the proceeds of which were used to redeem \$955 million of our 7.375% senior secured first lien notes due 2019. Savings were calculated based on the difference between the 7.375% annual interest rate of the notes being redeemed and the variable rate interest on the incremental term loans based on one month LIBOR rates plus 3.75% as of June 30, 2015, which resulted in annual interest rates of 3.991% for dollar-denominated term loans and 3.720% for euro-denominated term loans, partially offset by interest obligations on additional principal amounts of debt. A 0.125% change in interest rates would impact our interest expense by \$1 million annually. On August 11, 2015, the Company issued and sold \$1.2 billion aggregate principal amount of 5.375% senior secured first lien notes due 2023, the proceeds of which were used to (i) redeem and repurchase all of our outstanding 7.375% senior secured notes due 2019 and all of our outstanding 8.875% senior secured notes due 2020 and (ii) pay related fees and expenses. Savings were calculated based on the difference between the 7.375% and 8.875% annual interest rates of the notes repurchased and redeemed and the 5.375% annual interest rate of the new notes issued, partially offset by interest obligations on additional principal amounts of debt.

For the year ended December 31, 2014, on a pro forma basis for the combination of the Reorganization, 2014 Equity Recapitalization and full repayment of FDH debt in 2014 (\$228 million in cash interest at FDC and \$215 million in payment-in-kind interest expense at FDH), and 2015 Refinancing (\$59 million in cash interest based on LIBOR at July 10, 2015 for the variable rate debt), as if each had occurred on January 1, 2014, cash and payment-in-kind interest

would have been reduced by approximately \$500 million relative to a full year when they were all outstanding.

- (b) Represents the reduction of call premiums and discounts for the 2014 Equity Recapitalization.
- (c) Unaudited pro forma diluted net loss per share excludes all outstanding options and unvested restricted stock from the calculation of diluted shares due to these securities being anti-dilutive because of the Company s net loss attributable to First Data Corporation.
- (d) On September 28, 2015, we authorized the grant of restricted stock, restricted stock units, and options to certain executives in connection with this offering. These awards are expected to be valued at approximately \$120 million based on the initial public offering price of \$16.00 per share, resulting in incremental unrecognized compensation expense. Two thirds of these grants will be subject to time-based vesting conditions over the next five years and one third will be subject to a performance-based vesting condition.

Performance based awards have been excluded from the pro forma statement of operations because the performance condition is based on the Company s stock price and is not readily determinable. In addition, we will pay \$16 million of cash bonuses to certain executives in connection with this offering, which will be recognized over five years of service as described in Management Compensation Discussion and Analysis Compensation Actions During 2015 Cash Bonuses in Connection with this Offering.

(in millions)	Year ended December 31, 2014		ths ended 80, 2015
Estimated expense for time-based awards	\$	16	\$ 8
Expense related to cash bonuses		3	1
Savings from automatic termination of			
Management Agreement with KKR		(20)	(10)
	\$	(1)	\$ (1)

- (e) Represents the net reduction in interest expense associated with the redemption of \$510 million aggregate principal amount of our 11.25% senior unsecured notes due 2021 and approximately \$1.6 billion aggregate principal amount of our 12.625% senior unsecured notes due 2021 with the net proceeds from this offering. We expect to incur \$319 million in debt extinguishment costs (\$293 million in call premiums, \$12 million in write-off of discounts and \$14 million in write-off of debt issuance costs associated with these transactions).
- (f) Amounts utilized in earnings per share computations for pro forma as adjusted are as follows:

	Year ended December 31, 2014	Six months ended June 30, 2015
Basic weighted-average shares	889,037,680(i)	891,391,168(i)
Common stock equivalents	8,299,366(ii)	11,012,683(ii)
	897,337,046	902,403,851

- (i) Includes 13.7 million shares of restricted stock that will vest either upon the completion of this offering or within the 180-day lock-up period after the date of this prospectus.
- (ii) Includes 5.9 million options that will vest either upon the completion of this offering or within the 180-day lock-up period after the date of this prospectus.
- (g) Represents \$16 million of cash bonuses which will be paid to certain executives in connection with this offering and \$7 million in expenses payable by us expected to be incurred in connection with this offering, offset by a current prepaid expense increase of \$3 million related to the cash bonuses.

- (h) Represents \$14 million in write-off of debt issuance costs associated with repayment of debt with the net proceeds of this offering, offset by a \$13 million increase in long-term prepaid expenses associated with the cash bonuses discussed in note (g) above.
- (i) Represents the redemption of \$510 million aggregate principal amount of our 11.25% senior unsecured notes due 2021 and approximately \$1.6 billion aggregate principal amount of our 12.625% senior unsecured notes due 2021 with the net proceeds from this offering.

(j) Represents the change to additional paid-in capital as a result of this offering as follows:

(in millions)	
Gross proceeds	\$2,560
Share-based compensation expense to be recognized over the 180-day lock-up period	195
Share-based compensation expense to be recognized upon the completion of this offering	95
Underwriting discounts and commissions	(83)
Expenses expected to be incurred in connection with this offering	(7)
Par value of Class A common stock issued in connection with this offering	(2)
	\$2,758

(k) Represents the change to accumulated loss as a result of this offering as follows:

#### (in millions)

Debt extinguishment costs associated with the reduction of debt with the net proceeds of this	
offering	\$(319)
Share-based compensation expense to be recognized over the 180-day lock-up period after the	
date of this prospectus	(195)
Share-based compensation expense to be recognized upon the completion of this offering	(95)
Termination fee paid to KKR as described in Certain Relationships and Related Party	
Transactions Management Agreement	(78)
	\$(687)

As of June 30, 2015, we had unrecognized stock-based compensation expense of \$503 million, of which \$195 million will be recognized in connection with this offering over the 180-day lock-up period after the date of this prospectus and \$95 million will be recognized upon the completion of this offering. The amounts that will be recognized in connection with this offering were included as an adjustment to accumulated loss as discussed above. During the third quarter of 2015, we authorized the grant of restricted stock, restricted stock units, and options to certain executives in connection with this offering. These awards are expected to be valued at \$120 million based on the initial public offering price of \$16.00 per share, resulting in incremental unrecognized compensation expense. The amortization of these time-based awards is included in the pro forma statement of operations as described in (d) above. The remaining unrecognized stock-based compensation expense, which is not included in the pro forma statement of operations, will be recognized over the requisite service period, generally over three to five years. See our audited and unaudited consolidated financial statements included elsewhere in this prospectus for additional information on stock compensation plans.

### SELECTED HISTORICAL CONSOLIDATED FINANCIAL DATA

The following table sets forth our selected historical consolidated financial data as of the dates and for the periods indicated. The selected historical consolidated financial data as of December 31, 2013 and 2014 and for the years ended December 31, 2012, 2013 and 2014 have been derived from our audited consolidated financial statements and related notes appearing elsewhere in this prospectus. The selected historical consolidated financial data for the six month periods ended June 30, 2014 and 2015 and as of June 30, 2015 have been derived from our unaudited consolidated financial statements and related notes appearing elsewhere in this prospectus, which have been prepared on a basis consistent with our annual audited consolidated financial statements. The selected historical consolidated financial consolidated financial data as of December 31, 2010, 2011 and 2012 and for the years ended December 31, 2010 and 2011 have been derived from our audited consolidated financial statements and related notes thereto not included in this prospectus. The selected historical consolidated financial statements and related notes thereto not included in this prospectus. The selected historical consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data as of June 30, 2014 have been derived from our audited consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data as of June 30, 2014 have been derived from our audited consolidated financial data as of June 30, 2014 have been derived from our audited consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data as of June 30, 2014 have been derived from our unaudited consolidated financial data reflect all adjustments, consisting only of normal and recur

The results of operations for any period are not necessarily indicative of the results to be expected for any future period. The selected historical consolidated financial data set forth below should be read in conjunction with, and are qualified by reference to Management s Discussion and Analysis of Financial Condition and Results of Operations and the consolidated financial statements and related notes thereto appearing elsewhere in this prospectus.

(in millions, except shares		Year Ended December 31,						Six Months Ended June 30,				
and per share data)	,	2010		2011		2012		2013	2014	2014 (una	udi	2015 ted)
Statement of Operations Data:												
Revenues	\$	10,380	\$	10,714	\$	10,680	\$	10,809	\$ 11,152	\$ 5,477	\$	5,567
Operating expenses <sup>(1)</sup>		9,782		9,728		9,578		9,629	9,701	4,803		4,878
Other operating expenses, net <sup>(2)</sup>		82		44		28		56	13	7		20
Interest expense		(1,797)		(1,833)		(1,896)		(1,867)	(1,739)	(927)		(813)
Net loss		(847)		(336)		(562)		(775)	(265)	(142)		(30)
Net loss attributable to First Data Corporation Depreciation and		(1,022)		(516)		(736)		(952)	(458)	(235)		(138)
amortization <sup>(3)</sup> <i>Historical:</i>		1,526		1,344		1,331		1,212	1,163	582		557
Net loss per share:												
Basic and diluted	\$(1	,022,000)	\$	(516,000)	\$ (	(736,000)	\$ (	(952,000)	\$ (458,000)	\$ (235,000)	\$	(138,000)
Weighted average common shares outstanding:	1											

Basic and diluted	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Pro forma: <sup>(4)</sup>							
Net income per share							
Basic				\$	0.29	\$	0.00
Diluted				\$	0.29	\$	0.00
Weighted average common							
shares outstanding:							
Basic				8	89,037,680	891	,391,168
Diluted				8	97,337,046	902	2,403,851

		As o	As of J	une 30,			
(in millions)	2010	2011	2012	2013	2014	2014 (unau	2015 dited)
Balance Sheet Data:							
Total assets	\$37,544	\$40,276	\$37,865	\$35,178	\$34,200	\$37,168	\$ 34,497
Total current and long-term							
settlement assets	7,059	10,839	9,228	7,557	7,558	9,810	8,031
Total liabilities	33,456	36,801	35,207	33,534	31,600	35,803	32,209
Settlement obligations	7,059	10,838	9,226	7,553	7,557	9,806	8,031
Long-term borrowings	22,439	22,522	22,549	22,614	20,760	22,678	20,721
Other long-term liabilities <sup>(5)</sup>	2,153	1,459	1,313	1,302	1,309	1,358	1,368
Redeemable noncontrolling							
interests	28	67	67	69	70	70	78
Total equity	4,060	3,408	2,591	1,575	2,530	1,295	2,210

(1) Operating expenses include Cost of services; Cost of products sold; Selling, general and administrative; Reimbursable debit network fees, postage and other; and Depreciation and amortization.

(2) Other operating expenses, net includes restructuring, net; impairments; and litigation and regulatory settlements, as applicable to the periods presented.

(3) Includes amortization of initial payments for new contracts, which is recorded as a contra revenue within Transaction and processing service fees and amortization related to equity method investments, which is netted within Equity earnings in affiliates in our consolidated statements of operations.

- (4) Gives effect to the Reorganization, the 2015 Refinancing, this offering and the related use of proceeds, and, for the year ended December 31, 2014 only, the 2014 Equity Recapitalization, and the repayment of all outstanding debt of FDH, which occurred during 2014, as if each had occurred on January 1, 2014. See Unaudited Pro Forma Consolidated Financial Statements.
- (5) Other long-term liabilities include Long-term deferred tax liabilities.

### MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION

### AND RESULTS OF OPERATIONS

The following discussion contains management s discussion and analysis of our financial condition and results of operations and should be read together with Prospectus Summary Summary Historical Consolidated Financial Data, Selected Historical Consolidated Financial Data, and our consolidated financial statements and related notes thereto included elsewhere in this prospectus. This discussion contains forward-looking statements and involves numerous risks and uncertainties. Our actual results may differ materially from those anticipated in any forward-looking statements as a result of many factors, including those set forth under Special Note Regarding Forward-Looking Statements, Risk Factors, and elsewhere in this prospectus.

#### **Executive Overview**

First Data sits at the center of global electronic commerce. We believe we offer our clients the most complete array of integrated solutions in the industry, covering their needs across next generation commerce technologies, merchant acquiring, issuing, and network solutions. We serve our clients in 118 countries, reaching approximately 6 million business locations and over 4,000 financial institutions. We believe we have the industry s largest distribution network, driven by our partnerships with many of the world s leading financial institutions, our direct sales force, and a network of distribution partners. We are the largest merchant acquirer, issuer processor, and independent network services provider in the world, enabling businesses to accept electronic payments, helping financial institutions issue credit, debit and prepaid cards, and routing secure transactions between them. In 2014, we processed 74 billion transactions globally, or over 2,300 per second, and processed 28% of the world s eCommerce volume. In our largest market, the United States, we acquired \$1.7 trillion of payment volume, accounting for nearly 10% of U.S. GDP last year.

Our business is characterized by transaction related fees, multi-year contracts, and a diverse client base, which allows us to grow alongside our clients. Our multi-year contracts allow us to achieve a high level of recurring revenues with the same clients. While the contracts typically do not specify fixed revenues to be realized thereunder, they do provide a framework for revenues to be generated based on volume of services provided during such contract s term. Our business also generally requires minimal incremental capital expenditures and working capital to support additional revenue within our existing business lines.

#### **Our Segments**

In the second quarter of 2015, we realigned our operating segments into three reportable segments: Global Business Solutions, Global Financial Solutions, and Network & Security Solutions. The realignment of our segments was designed to establish global lines of businesses that support our global client base and allow us to further globalize our solutions while working seamlessly with our teams across our regions (the United States and Canada ( North America ), Europe, Middle East and Africa ( EMEA ), Latin America ( LATAM ), and Asia Pacific ( APAC )) and be supported by a corporate team focused on companywide issues. Following the realignment, we retroactively adjusted all segment information to reflect this new segmentation.

In examining our performance, management places particular focus on our Segment Revenue and Segment EBITDA, as well as the operating metrics described in Segment Results.

**Global Business Solutions** 

Our largest segment, Global Business Solutions, provides businesses of all sizes and types with a wide range of solutions at the point of sale, including merchant acquiring, eCommerce, mobile commerce, POS technology, and other business solutions. We serve approximately 4 million business locations in the United States and 2 million outside the United States. Our largest service in this segment is merchant acquiring, which facilitates the acceptance of commercial transactions at the point of sale, including retail transactions at physical

business locations, mobile commerce transactions through mobile or tablet devices, or eCommerce transactions over the Internet. In 2014, we acquired \$1.7 trillion of payment volume in the United States and \$211 billion of payment volume outside the United States, up 2% and 14%, respectively, over 2013.

The Global Business Solutions segment generates approximately 77% of its revenues from clients in our North America region, 14% from clients in our EMEA region, 5% from clients in our APAC region, and 4% from clients in our LATAM region. The Global Business Solutions segment s revenues and earnings are impacted by the number of transactions, payment volume, the mix of credit cards, debit cards, stored value cards, and checks at the POS, and the size of the client. GBS generally experiences increased POS activity during the traditional holiday shopping period in the fourth quarter, the back-to-school buying period in the third quarter, and certain holidays.

### **Global Financial Solutions**

Our Global Financial Solutions segment provides financial institutions, which include bank and non-bank issuers such as retailers with proprietary card portfolios, with a broad range of solutions that enable them to offer financial products and solutions to their customers. We serve over 4,000 financial institutions globally and deliver value to clients through a variety of channels, including end-to-end outsourced processing, managed services, and various software delivery models utilizing our proprietary *VisionPLUS* application. Our solutions include credit, retail, commercial card and loan processing, and related supporting services. In 2014, we processed 6.5 billion transactions on our platforms.

The Global Financial Solutions segment generates approximately 55% of its revenues from clients in our North America region, 33% from clients in our EMEA region, 6% from clients in our LATAM region, and 6% from clients in our APAC region. Within the United States, revenues are diversified across financial institutions of all sizes, which are spread across the country. The Global Financial Solutions segment s revenues and earnings are impacted by the number of consumer, commercial, and retail private label credit card accounts that are issued and actively in use. Revenue and profit growth comes primarily from increased card usage, issuance of new cards from growth in existing clients and sales to new clients, and the related account conversions.

#### Network & Security Solutions

Our Network & Security Solutions segment provides a wide range of network services and security, risk and fraud management solutions to business and financial institution clients in our GBS and GFS segments and independently to other financial institutions, businesses, governments, processors, and other clients. Our largest service in this segment is our *STAR Network*, which enables clients to encrypt, route, and decrypt various types of financial data, process debit and ATM transactions, and provide access to demand deposit accounts.

Our Network & Security Solutions segment is divided into four product lines: EFT Network, Stored Value Network, Security and Fraud, and Other.

## **Components of Revenue**

We generate revenue by providing commerce-enabling solutions. Set forth below is a description of our revenues by segment and factors impacting total revenues.

#### **Global Business Solutions**

Our GBS segment revenues are primarily derived from processing credit and debit card transactions for business clients and also include fees for providing processing, loyalty and software services and sales and leases of POS devices. Revenues are generated from a variety of sources:

Discount fees charged to a merchant, net of credit and debit card interchange and assessment fees charged by the payment networks. The discount fee is typically either a percentage of the purchase amount or an interchange fee plus a fixed dollar amount;

Processing fees charged to our alliances;

Processing fees charged to merchant acquirers who have outsourced their transaction processing to us;

Sales and leases of POS devices;

Fees from providing reporting and other services; and

Software and software-as-a-service fees generated from the *Clover App Market*. GBS revenue is presented net of interchange fees and assessments but includes reimburseable debit network fees and other, which is also included as an expense.

A substantial portion of our business within the GBS segment is conducted through merchant alliances between the Company and financial institutions. If we have majority ownership and management control over an alliance, then the alliance s financial statements are consolidated with ours and the related processing fees are treated as an intercompany transaction and eliminated upon consolidation. If we do not have a controlling ownership interest in an alliance, we use the equity method of accounting to account for our investment in the alliance. As a result, our consolidated revenues include certain processing fees charged to alliances accounted for under the equity method.

A large portion of segment revenue is derived from transaction and processing related services. This business is dependent on macroeconomic consumer trends and global economic conditions that affect the volume of consumer spending and the use of electronic payments and changes in these factors have in the past impacted, and may in the future impact, our ability to grow this portion of the business. We have begun to implement recent initiatives, such as the introduction of several new products and expansion of our sales force, in an effort to grow this business versus prior periods.

#### **Global Financial Solutions**

Our GFS revenues are primarily derived from credit and retail card processing services, output, loyalty and software services provided to financial institutions. Revenues for GFS services are typically generated on the basis of number of accounts on file, statements/letters printed and mailed, and personalized plastics issued.

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### Network & Security Solutions

Our NSS revenues are primarily derived from network and card processing fees and also include security, risk and fraud management solutions and information services. Network access fees charged to businesses are assessed generally on a per transaction basis.

### **Recent Developments**

New Products and Markets

We recently launched new products to help our clients grow their businesses. For example:

Clover Station our tablet based integrated POS solution that simplifies the way SMBs operate.

Clover Mobile allows our clients to accept payments wherever their business takes them.

*Clover Mini* redefines the payment terminal. In addition to its sleek design, cloud-based software, elegant ease of use, and ability to accept most payment types (including swipe, PIN debit, EMV, and near-field communication (NFC) transactions), it provides access to the Clover App Market designed to do for the small business owner what the smartphone did for the consumer. *Clover* has not yet had an opportunity to have a material impact on our financial performance to date, but we believe that *Clover* can play a significant role in our future growth.

*Insightics* an innovative cloud-based software that unlocks the power of big data behind payment transactions to give SMBs the ability to monitor key business metrics affecting their business, better understand customers to engage effectively, and derive more value from marketing and loyalty programs to grow revenue.

*Perka* a digital loyalty marketing platform, an alternative to traditional paper and plastic card-based incentive programs. With *Perka*, virtually any business can customize and launch a mobile loyalty program that works on all cell phones, creating customer loyalty and driving growth.

Gyft a leading digital platform that enables consumers to buy, send, manage, and redeem gift cards using mobile devices. Gyft s capabilities, combined with our long-standing experience in prepaid solutions, create a distinct combination in a rapidly growing market for virtual gift cards. Additionally, in October 2014 Gyft became the first gift card solution to enable consumers to buy virtual gift cards with Apple Pay s in-app payment functionality.

We also recently announced a global alliance with a leading technology consultant to develop next generation payment technology software using our *VisionPLUS* platform.

Internationally, we expanded our presence in Brazil in the third quarter of 2014 with our launch of *Bin*, our Brazilian acquiring solution. Brazil is one of the fastest-growing payments markets in the world and our partnership with local banking cooperative, Bancoob, is providing access to an existing base of merchants and sponsorship to expand across Brazil.

In June 2015, we acquired Transaction Wireless, Inc. (TWI), a digital gift card distribution platform. TWI s cloud-based, digital gift card distribution platform supports comprehensive open and closed loop prepaid, store-branded gift card program management, offering end-to-end card management and business to business and business to customer distribution solutions for retailers, distributors and resellers. TWI will be reported as part of our Network & Security Solutions segment.

#### Changes in Capital Structure

During 2014, we made significant changes to our capital structure to reduce our interest expense and increase our free cash flow. This included our parent company, FDH, completing a \$3.5 billion private equity placement. Approximately \$2.5 billion of the net proceeds were contributed to us as a capital contribution and used to strengthen our consolidated balance sheet by paying down approximately \$2.2 billion of debt and \$214 million in call premiums. Additionally, we repriced \$5.7 billion of our 2018 Term Loans during 2014. As a result, as of December 31, 2014, we had a weighted average interest rate of 7.4% across our debt and approximately 80% of our debt was at a fixed rate, providing a measure of protection if interest rates begin to rise.

On June 2, 2015, we refinanced our senior secured revolving credit facility and increased the amount available under this facility to \$1.25 billion. On July 10, 2015, we entered into a joinder agreement to our senior secured credit facilities providing for incremental term loans of \$725 million and 250 million (\$276 million), the proceeds of which were used to redeem \$955 million of our 7.375% senior secured first lien notes due 2019. Associated with the redemption, we incurred approximately \$43 million in interest and call premiums. Should interest rates remain stable, we anticipate that these transactions will reduce our cash interest expense going forward.

On August 11, 2015, we issued \$1.2 billion of our 5.375% senior secured first lien notes due 2023. The proceeds of this offering were used to repurchase and redeem the remaining outstanding amounts of our 7.375% senior secured first lien notes due 2019 and our 8.875% senior secured first lien notes due 2020 and pay related fees and expenses. These transactions are anticipated to reduce our cash interest expense going forward.

In addition, we will use the proceeds of this offering to repay certain indebtedness.

We also plan to effect the Reorganization, which will change the structure of our capital stock. See Prospectus Summary Corporate History and Information and Description of Capital Stock.

#### Factors and Trends Impacting Our Business and Results of Operations

We believe there are a number of factors that impact our business, results of operations and financial condition. In general, revenues across our Global Business Solutions, Global Financial Solutions and Network & Security Solutions segments are impacted by factors such as global economic and consumer spending trends, foreign exchange rates, geopolitical events, the pace of adoption of commerce-enablement and payment solutions, types and quantities of products and services provided to enterprises, timing and length of contract renewals, new enterprise wins, retention rates, mix of payment solution types employed by consumers, changes in interchange rates and size of enterprise served.

Additional factors impacting our Global Business Solutions segment include the mix of business vertical categories served and the pace of business creation and dissolution.

Additional factors impacting our Global Financial Solutions segment include the mix of financial institution types served, financial industry consolidation and regulatory changes.

Additional factors impacting our Network & Security Solutions segment include the mix of enterprise types served, the pace of business creation and dissolution, financial industry consolidation, regulatory changes, the occurrence of data breaches and cybersecurity threats.

We also believe our results of operations could be impacted by changes to our expense structure as a result of capital structure modifications, operational efficiencies, investments in new products and solutions, advancements in technology, foreign exchange rates, geographic expansion, acquisitions and divestitures.

#### Factors Affecting the Comparability of Our Results of Operations

As a result of a number of factors, our historical results of operations are not comparable from period to period and may not be comparable to our financial results of operations in future periods. Key factors affecting the comparability of our results of operations are summarized below.

#### Currency Impact

A portion of our revenues and liabilities are in foreign currencies. As a result, changes in foreign currencies against the U.S. dollar can impact our results of operations. Additionally, we have substantial intercompany debts in foreign currencies, which impacts our results of operations. In recent periods, the U.S. dollar has appreciated significantly

against most foreign currencies, which has negatively impacted our revenues generated in foreign currencies as presented in U.S. dollars in our consolidated financial statements. We have presented changes related to our segment results of operations on a constant currency basis in Segment Results.

### Interest Expense and Debt Extinguishment Costs

As a result of the 2014 Equity Recapitalization, we incurred substantial debt extinguishment costs, but lowered the average interest rate of our outstanding debt and thereby lowered our interest expense. In connection with

the use of proceeds from this offering, we also expect to incur debt extinguishment costs, but expect to lower our ongoing interest expense. We also anticipate that the 2015 Refinancing will lower our ongoing interest expense.

#### Sale of Electronic Funds Source LLC

The sale of Electronic Funds Source LLC (EFS) in the second quarter of 2014 resulted in a pretax gain of \$98 million and we no longer generate the revenues or EBITDA that were associated with the EFS business.

#### TeleCheck

The amount of revenue generated from our *TeleCheck* business continues to drop steadily. Our *TeleCheck* business involves the verification and guaranteeing of checks. The revenue generated by this business is decreasing with the general decline in the use of checks.

#### Stock-Based Compensation Expense

Most of our outstanding stock-based compensation awards vest upon the later of a service condition, a liquidity event, such as this offering, or termination of employment. In connection with this offering, we expect to incur \$290 million in stock-based compensation expense, of which \$195 million will be recognized over the 180-day lock-up period after the date of this prospectus and \$95 million will be recognized upon the completion of this offering. Furthermore, we expect stock-based compensation to be higher in the future as our awards will be expensed over the requisite service period. See note 11 Stock Compensation Plans in the audited consolidated financial statements included elsewhere in this prospectus for additional information about our stock compensation plans.

#### Management Fee Expenses

In connection with this offering, our Management Agreement (as defined herein) with KKR will terminate and going forward, we will not incur annual expenses related to this agreement.

#### **Results of Operations**

Consolidated results should be read in conjunction with segment results and the Segment Information notes to our consolidated financial statements included elsewhere in this prospectus, which provides more detailed discussions concerning certain components of our consolidated statements of operations. All significant intercompany accounts and transactions have been eliminated within the consolidated results.

## Consolidated Results for the Six Months Ended June 30, 2015 and 2014

		ths Ended le 30,	
(in millions)	2015	2014	Percent Change
	(unau	ıdited)	
Statement of Operations Data:	ф <i>с. с.с.</i> д	ф <b>с 177</b>	2 %
Revenues	\$ 5,567	\$ 5,477	2 %
Expenses:			
Cost of services (exclusive of items shown below)	1,369	1,300	5 %
Cost of products sold	161	160	1 %
Selling, general and administrative	1,046	1,010	4 %
Reimbursable debit network fees, postage and other	1,799	1,805	%
Depreciation and amortization	503	528	(5)%
Other operating expenses, net	20	7	186 %
Total expenses	4,898	4,810	2 %
Operating profit	669	667	%
Interest income	2	7	(71)%
Interest expense	(813)	(927)	(12)%
Loss on debt extinguishment	~ /	(3)	(100)%
Other income	11	83	(87)%
	(800)	(840)	(5)%
Loss before income taxes and equity earnings in affiliates	(131)	(173)	(24)%
Income tax expense	13	77	(83)%
Equity earnings in affiliates	114	108	6%
Net loss	(30)	(142)	(79)%
Less: Net income attributable to noncontrolling interests and redeemable noncontrolling interest	108	93	16 %
Net loss attributable to First Data	\$ (138)	\$ (235)	(41)%

## **Operating revenues overview**

	Six	Six months ended June 30,					
(in millions)	2015	2014	Percent Change				
Transaction and processing service fees	\$3,233	\$ 3,212	1%				

Product sales and other	535	460	16%
Reimbursable debit network fees, postage, and other	1,799	1,805	%
Total revenues	\$ 5,567	\$ 5,477	2%

*Transaction and processing service fees* revenue increased during the six months ended June 30, 2015 compared to the same period in 2014 driven by net volume increases, which includes organic growth and net lost business, of approximately \$95 million and net rate increases of approximately \$20 million that includes a timing benefit resulting from certain fee increases which only impacted the first quarter of 2015, partially offset by an incentive payment received during 2014 and negative foreign exchange rate movements. Foreign currency exchange rate movements negatively impacted the transaction and processing service fees revenue growth rates by approximately 3 percentage points for the six months ended June 30, 2015 compared to the same period in 2014. Refer to Segment Results within this prospectus for additional information on our growth drivers.

*Product sales and other* revenue increased for the six months ended June 30, 2015 compared to the same period in 2014 due to growth in equipment sales of \$34 million and a \$45 million increase in software sales, partially offset by negative foreign currency fluctuations.

#### **Operating expenses overview**

	Six months ended June 30,				
(in millions)	2015	2014	Percent Change		
Cost of services (exclusive of items shown below)	\$1,369	\$ 1,300	5%		
Cost of products sold	161	160	1%		
Selling, general, and administrative	1,046	1,010	4%		
Reimbursable debit network fees, postage, and other	1,799	1,805	%		
Depreciation and amortization	503	528	(5)%		
Other operating expenses, net (a)	20	7	186%		
Total expenses	\$ 4,898	\$4,810	2%		

### (a) Other operating expenses, net includes restructuring, net.

*Cost of services* expense increased for the six months ended June 30, 2015 compared to the same period in 2014 due to an increase in employee and contractor related expenses of \$25 million as a result of product development initiatives. The first quarter of 2015 was negatively impacted by two customer related matters totaling \$25 million. Additionally, in the first quarter of 2014, cost of services benefited by a combined \$17 million from a tax recovery in Australia and a gain on the revaluation of settlement funds associated with the devaluation of the Argentina Peso. In addition, the rate of increase was impacted by a combined \$18 million in expenses recognized during 2014 for uncollectible receivables and a legal reserve. The remaining difference is driven by numerous immaterial items.

*Cost of products sold* expense increased for the six months ended June 30, 2015 compared to the same period in 2014 due to growth in equipment sales, partially offset by lower expenses driven by the strength of the U.S. dollar, which lowered these expenses by 6%.

#### Selling, general, and administrative

	Six	months ende	d June 30,
(in millions)	2015	2014	Percent Change
Salaries, wages, bonus, and other	\$ 391	\$ 381	3%
Independent sales organizations (ISO) commissions	308	285	8%
Outside professional services	105	105	%
Internal sales commissions	75	68	10%
Other	167	171	(2)%
Selling, general, and administrative expense	\$1,046	\$ 1,010	4%

*Selling, general, and administrative* expense increased for the six months ended June 30, 2015 compared to the same period in 2014 due to increased commissions of \$30 million driven by sales growth, marketing activity of \$8 million and an increase in employee related expenses of \$35 million. This increase was partially offset by a change in compensation programs of \$19 million due to our shift toward equity compensation as well as a decrease in stock compensation expense of \$11 million related to the departure of fewer executive officers in 2015.

*Depreciation and amortization* expense decreased for the six months ended June 30, 2015 compared to the same period in 2014 due to a decrease in the amortization of acquisition related intangible assets.

*Other operating expenses, net* includes restructuring. Refer to note 3 Restructuring to our unaudited consolidated financial statements included elsewhere in this prospectus for details regarding restructuring charges and our restructuring program. Pursuant to our recently announced expense management initiative, we are seeking to achieve \$200 million in annualized savings by mid-2016. We expect to incur \$75 million of restructuring charges of which we incurred \$20 million during the six months ended June 30, 2015, related to severance costs. The first half of 2015 did not include any meaningful savings as a result of this program.

#### Interest income (expense)

	Six months ended June 30,						
(in millions)	2015	2014	Percent Change				
Interest income	\$ 2	\$7	(71)%				
Interest expense	(813)	(927)	(12)%				
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*Interest income* decreased for the six months ending June 30, 2015 compared to the same period in 2014 due to liquidation of short-term investments during the first quarter of 2015.

*Interest expense* decreased for the six months ending June 30, 2015 compared to the same period in 2014 due to lower outstanding debt balances as a result of debt extinguishments, lower interest rates as a result of debt exchanges and refinancing, and lower financing fees amortization. Refer to note 5 Borrowings to our unaudited consolidated financial statements included elsewhere in this prospectus for additional information.

#### Loss on debt extinguishment

We incurred a \$3 million loss on the extinguishment of debt during the first half of 2014.

#### Other income (expense)

	Six months ended June 30,					
(in millions)	2015	20	14			
Investment gains	\$	\$	89			
Derivative financial instruments losses	(16)		(4)			
Divestitures, net gains	3		1			
Non-operating foreign currency gains (losses)	24		(3)			
Other income (expense)	\$ 11	\$	83			

*Investment gains* in the six months ended June 30, 2014 relate to the sale of our 30% minority interest in EFS resulting in a pretax gain of \$89 million.

Derivative financial instruments losses increased for the six months ending June 30, 2015 compared to the same period in 2014 due to the fair value adjustments on our interest rate swaps and cross currency swaps that are not

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designated as accounting hedges.

*Non-operating foreign currency gains and (losses)* for the six months ended June 30, 2015 and 2014 relate to currency translations on our euro-denominated debt and our intercompany loans. The gain in the six months ended June 30, 2015 was driven by the U.S. dollar strengthening 8% against the euro.

#### Income taxes

	Six months ended June 30,					
(in millions)	2015	2014				
Income tax expense	\$ 13	\$ 77				
Effective income tax rate	(77)%	(118)%				

The effective tax rate for the six months ended June 30, 2015 was different from the statutory rate as a result of our inability to recognize tax benefits attributable to our domestic losses while at the same time recording tax expense on our foreign earnings. Our tax expense in all quarters was also impacted by us not recording tax expense on noncontrolling interests from pass through entities.

Our liability for unrecognized tax benefits was \$242 million as of June 30, 2015. We anticipate that it is reasonably possible that the liability for unrecognized tax benefits may decrease by \$0 to \$124 million over the next twelve months beginning June 30, 2015 as a result of the possible closure of federal tax audits, potential settlements with certain states and foreign countries and the lapse of the statute of limitations in various state and foreign jurisdictions.

### Equity earnings in affiliates

	Six	months end	ed June 30,
(in millions)	2015	2014	Percent Change
Equity earnings in affiliates	\$114	\$108	6%

*Equity earnings in affiliates* increased for the six months ended June 30, 2015 compared to the same period in 2014 mostly due to higher volumes, pricing initiatives, and increased terminal revenues.

#### Net income attributable to noncontrolling interests and redeemable noncontrolling interest

	Six	months end	ded June 30,
(in millions)	2015	2014	Percent Change
Net income attributable to noncontrolling interests and			
redeemable noncontrolling interest	\$108	\$ 93	16%

*Net income attributable to noncontrolling interests and redeemable noncontrolling interest* mostly relates to our consolidated alliances. Net income attributable to noncontrolling interests and redeemable noncontrolling interest increased for the six months ended June 30, 2015 compared to the same period in 2014 due to net volume growth including both organic growth and net lost business, partially offset by attrition. Refer to note 7 Redeemable Noncontrolling Interests to our unaudited consolidated financial statements included elsewhere in this prospectus for additional information.

## Consolidated Results for the Years Ended December 31, 2014, 2013 and 2012

		Inded Decem	,	Percent Change		
(in millions)	2014	2013	2012	2014 vs. 2013 2	013 vs. 2012	
Revenues	\$11,152	\$ 10,809	\$10,680	3%	1%	
Expenses:						
Cost of services (exclusive of items shown						
below)	2,668	2,723	2,781	(2)%	(2)%	
Cost of products sold	330	328	330	1%	(1)%	
Selling, general and administrative	2,043	1,980	1,913	3%	4%	
Reimbursable debit network fees, postage and		,				
other	3,604	3,507	3,362	3%	4%	
Depreciation and amortization	1,056	1,091	1,192	(3)%	(8)%	
Other operating expenses, net	13	56	28	(77)%	100%	
				<b>``</b>		
Total expenses	9,714	9,685	9,606	%	1%	
•						
Operating profit	1,438	1,124	1,074	28%	5%	
Interest income	11	11	9	%	22%	
Interest expense	(1,739)	(1,867)	(1,896)	(7)%	(2)%	
Loss on debt extinguishment	(274)	(79)	(56)	247%	41%	
Other income (expense)	161	(47)	(94)	N/A	(50)%	
	(1,841)	(1,982)	(2,037)	(7)%	(3)%	
Loss before income taxes and equity earnings						
in affiliates	(403)	(858)	(963)	53%	(11)%	
Income tax expense (benefit)	82	105	(243)	(22)%	N/A	
Equity earnings in affiliates	220	188	158	17%	19%	
Net loss	(265)	(775)	(562)	(66)%	38%	
Less: Net income attributable to noncontrolling						
interests and redeemable noncontrolling						
interest	193	177	174	9%	2%	
Net loss attributable to First Data	\$ (458)	\$ (952)	\$ (736)	(52)%	29%	
Anorating revenues averyiew						

**Operating revenues overview** 

	Year ended December 31,			Percent Change	
(in millions)	2014	2013	2012	2014 vs. 20132013 vs. 2012	

Transaction and processing service fees	\$ 6,510	\$ 6,345	\$ 6,330	3%	%
Product sales and other	1,038	957	988	8%	(3)%
Reimbursable debit network fees, postage, and					
other	3,604	3,507	3,362	3%	4%
Total revenues	\$11,152	\$ 10,809	\$ 10,680	3%	1%

*Transaction and processing service fees* revenue increased during 2014 compared to 2013 due to increased card services and merchant related services revenue. Revenue increased due to volume growth of approximately \$190 million and net rate increases of approximately \$20 million. As expected, check processing revenue declined \$24 million from the prior year as we continue to experience decreases in check processing revenue as a result of lower overall check volumes due to a shift toward electronic payments. Refer to Segment Results within this prospectus for additional information on our growth drivers. Revenue increases were partially offset by negative foreign currency impact.

*Transaction and processing service fees* revenue remained flat in 2013 compared to 2012 as increases in merchant related services revenue were offset by decreases in card services and check services revenue. Revenue increased due to volume growth of approximately \$75 million. Revenue increases were partially offset by negative pricing impact of approximately \$25 million and negative foreign currency impact of approximately \$20 million. Check services revenue declined \$32 million as a result of lower overall check volumes and merchant attrition. Refer to Segment Results within this prospectus for additional information on our growth drivers.

*Product sales and other* revenue increased during 2014 compared to 2013 due to higher equipment sales of \$8 million, higher professional services sales of \$14 million, and revenue streams with lower variable expenses such as portfolio growth in the leasing business of \$20 million, including interest income and fees on terminal leases, and the \$12 million sale of a merchant portfolio in Poland in the fourth quarter of 2014. During 2014, we recognized \$5 million for contract settlements and waivers. Foreign currency exchange rate movements negatively impacted the product sales and other growth rate for 2014 compared to 2013 by approximately 3 percentage points.

*Product sales and other* revenue decreased in 2013 compared to 2012 due to a decline in domestic terminal sales of \$7 million, including lower bulk sales, a decrease in international software license sales of \$29 million and foreign currency exchange rates, partially offset by growth in professional services revenue of \$12 million resulting from new projects. Foreign currency exchange rate movements negatively impacted the product sales and other growth rate in 2013 compared to 2012 by approximately 1 percentage point.

*Reimbursable debit network fees, postage, and other* revenue increased in 2014 and 2013 due to transaction and volume growth related to debit network fees partially offset by changes in regulated financial institution mix.

Reimbursable debit network fees, postage, and other revenue increased in 2013 compared to 2012 due to transaction and volume growth related to debit network fees, partially offset by rate decreases.

#### **Operating expenses overview**

	Year e	nded Decem	Percent Change		
(in millions)	2014	2013	2012	2014 vs. 2013 2	013 vs. 2012
Cost of services (exclusive of items shown below)	\$ 2,668	\$2,723	\$2,781	(2)%	(2)%
Cost of products sold	330	328	330	1%	(1)%
Selling, general, and administrative	2,043	1,980	1,913	3%	4%
Reimbursable debit network fees, postage, and					
other	3,604	3,507	3,362	3%	4%
Depreciation and amortization	1,056	1,091	1,192	(3)%	(8)%
Other operating expenses, net	13	56	28	(77)%	100%
Total expenses	\$9,714	\$ 9,685	\$ 9,606	%	1%

*Cost of services* expense decreased in 2014 compared to 2013 due to our focus on operational and processing efficiencies including lower headcount and changes in compensation programs which resulted in \$60 million in savings, a \$10 million tax recovery in Australia, lower credit card authorization expenses of \$19 million, and positive foreign currency impact, partially offset by product development initiatives of \$26 million and a \$22 million reserve for uncollectible receivables in Latin America.

Cost of services expense decreased in 2013 compared to 2012 due to cost reduction initiatives offset by increases in product development costs.

### Selling, general, and administrative

	Year ended December 31,			Percent Change		
(in millions)	2014	2013	2012	2014 vs. 20132	2013 vs. 2012	
Salaries, wages, bonus, and other	\$ 741	\$ 742	\$ 700	%	6%	
ISO commissions	587	579	563	1%	3%	
Outside professional services	216	196	199	10%	(2)%	
Internal sales commissions	147	136	152	8%	(11)%	
Other	352	327	299	8%	9%	
Selling, general, and administrative expense	\$ 2,043	\$1,980	\$1,913	3%	4%	

*Selling, general, and administrative expense* increased in 2014 compared to 2013 largely due to growth in payments to independent sales organizations resulting from increased transactions and volumes, higher legal fees of \$6 million, and expenses incurred throughout 2014 related to the transition of several corporate functions from Denver to Atlanta in the amount of \$6 million. Other, which includes advertising and promotional expenses, business travel and entertainment expenses, and other selling expenses, increased mainly due to increased marketing expenditures of \$22 million related to new products. Internal sales commissions expense increased due to increased sales.

Selling, general, and administrative expense increased in 2013 compared to 2012 largely due to expense related to increased sales staff of \$9 million, litigation expense of \$8 million, stock compensation expense of \$26 million, additional non-payroll taxes of \$3 million, and a \$16 million increase in ISO commissions, partially offset by reduced internal sales commissions of \$16 million due to lower payouts related to lower sales volume. The remaining difference is driven by numerous immaterial items included in other.

*Reimbursable debit network fees, postage, and other* expense increased in 2014 and 2013 due to transaction and volume growth related to debit network fees partially offset by changes in regulated financial institution mix.

Reimbursable debit network fees, postage, and other increased in 2013 compared to 2012 due to transaction and volume growth related to debit network fees, partially offset by rate decreases.

*Depreciation and amortization* expense decreased in 2014 and 2013 due to a decrease in the amortization of certain intangible assets that are being amortized on an accelerated basis and certain other assets that have become fully amortized, partially offset by amortization of new assets.

*Other operating expenses, net* includes restructuring, litigation and regulatory settlements, impairments, and other as applicable to the periods presented. Refer to Note 2 Restructuring to our audited consolidated financial statements included elsewhere in this prospectus for details regarding restructuring charges.

## Interest income (expense)

		Year ended December 31,					Percent Change	
(in millions)	20	)14	20	)13	201	2	2014 vs. 202013 vs. 201	12
Interest income	\$	11	\$	11	\$	9	% 22	%

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Interest expense (1,739) (1,867) (1,896) (7)% (2)% Interest expense decreased in 2014 compared to 2013 due to lower outstanding debt balances as a result of debt extinguishments, lower interest rates as a result of debt exchanges and refinancing, and lower financing fees amortization. Refer to Note 6 Borrowings to our audited consolidated financial statements included elsewhere in this prospectus.

Interest expense decreased slightly in 2013 compared to 2012 due to the de-designation of cash flow hedges, which resulted in the reclassification of \$115 million of accumulated losses from other comprehensive income (OCI) into interest expense during 2012. This was substantially offset by increased interest expense related to higher interest rates resulting from debt modifications and amendments. As of December 31, 2014 and 2013, there were no amounts carried in OCI related to interest rate swaps. Refer to Note 5 Derivative Financial Instruments to our audited consolidated financial statements included elsewhere in this prospectus for additional information.

### Loss on debt extinguishment

We incurred a \$274 million, \$79 million, and \$56 million loss on the extinguishment of debt during the years ended December 31, 2014, 2013, and 2012, respectively. Refer to Note 6 Borrowings Debt Repurchase to our audited consolidated financial statements included elsewhere in this prospectus for more information.

### Other income (expense)

	Year ended December 3		
(in millions)	2014	2013	2012
Investment gains and (losses)	\$100	\$ 2	\$ (8)
Derivative financial instruments gains and (losses)		(24)	(91)
Divestitures, net	2	(5)	
Non-operating foreign currency gains and (losses)	59	(20)	5
Other income (expense)	\$161	\$ (47)	\$ (94)

*Investment gains and (losses).* Gains in 2014 relate to the sale of our 30% minority interest in EFS which resulted in a pretax gain of \$98 million. The net investment losses in 2012 relate to the impairment of a strategic investment.

*Derivative financial instruments gains and (losses).* The net loss in 2013 was due to fair value adjustments for interest rate swaps and cross currency swaps that are not designated as accounting hedges while the loss in 2012 was driven by fair value adjustments related to interest rate swaps.

*Non-operating foreign currency gains and (losses).* Amounts represent net gains and losses related to currency translations on our intercompany loans and euro-denominated debt. The gain during 2014 was driven by the U.S. dollar strengthening against the Euro.

#### Income taxes

	Year e	Year ended December 31,				
(in millions)	2014	2013	2012			
Income tax expense (benefit)	\$ 82	\$105	\$(243)			
Effective income tax rate	(45)%	(16)%	30%			

The effective tax rates in each year differ from the statutory rates as a result of recognizing tax expense in jurisdictions with pretax income while being precluded from recognizing deferred tax benefits on pre-tax losses in the U.S. and certain foreign jurisdictions that are subject to valuation allowances. In each year, the negative impact from the

valuation allowance was partially offset by us not having to record tax expense attributable to the noncontrolling interest portion of pretax income from pass through entities.

Following the recognition of significant valuation allowances in 2012, we have regularly experienced substantial volatility in our effective tax rate in interim periods and across years. This is due to deferred income

tax benefits not being recognized in several jurisdictions, and changes in the amount, mix, and timing of pretax earnings in tax paying jurisdictions that can have a significant impact on the overall effective tax rate. This interim and full year volatility is likely to continue in future periods until the valuation allowances can be released.

Since 2007, we have been and continue to be in a net operating loss position in the U.S. federal and combined state jurisdictions. These net operating losses caused our net deferred tax assets to exceed our net deferred tax liabilities as of December 31, 2014. This net deferred tax asset position, combined with the history of operating losses, is significant negative evidence that the more likely than not criteria requires us to record a valuation allowance against our net deferred tax assets. Further, we are not able to record a benefit related to tax losses in many separate filing states and certain foreign countries, requiring the establishment of valuation allowances.

Despite the net operating loss position discussed above, we continue to incur income tax expense in some states for which we file returns on a separate entity basis and in certain foreign countries. Generally, these foreign income taxes would result in a foreign tax credit in the United States. However, due to limitations placed by the U.S. foreign tax credit rules, we have also established a partial valuation allowance against our foreign tax credits.

We or one or more of our subsidiaries file income tax returns in the U.S. federal jurisdiction and various state and foreign jurisdictions. As of December 31, 2014, we were no longer subject to income tax examination by the U.S. federal jurisdiction for years before 2005. State and local examinations are substantially complete through 2006. Foreign jurisdictions generally remain subject to examination by their respective authorities from 2008 forward, none of which are considered major jurisdictions. Refer to Note 15 Income Taxes to our audited consolidated financial statements included elsewhere in this prospectus for additional information.

#### Equity earnings in affiliates

	Year e	ended Decem	ber 31,	Percent Change			
(in millions)	2014	2013	2012	2014 vs. 2013 2013	vs. 2012		
Equity earnings in affiliates	\$220	\$188	\$158	17%	19%		
	-						

*Equity earnings in affiliates* relate to the earnings of our merchant alliance partnerships and increased in 2014 and 2013 mostly due to higher volumes and pricing initiatives as well as a decrease in amortization. The sale of EFS in the second quarter of 2014 did not significantly impact these earnings.

#### Net income attributable to noncontrolling interests and redeemable noncontrolling interest

	Year ended December 31,		ber 31,	Percent Change	
(in millions)	2014	2013	2012 201	14 vs. 2013 20	13 vs. 2012
Net income attributable to noncontrolling interests					
and redeemable noncontrolling interest	\$193	\$177	\$174	9%	2%
Net income attributable to noncontrolling interests and redeemable noncontrolling interest relates to the interests of					
our merchant partners in our consolidated merchant alliances. Net income attributable to noncontrolling interests and					
redeemable noncontrolling interest increased in 2014 c	ompared to	2013 due to	organic grov	vth, new reven	ue, and
lower credit losses from our consolidated alliances.					

Income increased in 2013 compared to 2012 due most significantly to increased profit by one of our merchant alliances driven by increased volumes and network routing incentives.

#### **Segment Results**

We classify our businesses into three segments: Global Business Solutions, Global Financial Solutions, and Network & Security Solutions. Our Corporate operations (as described below) are not discussed separately as any results that had a significant impact on operating results are included in the consolidated results discussion above.

The business segment measurements provided to and evaluated by the chief operating decision maker are computed in accordance with the principles listed below.

The accounting policies of the operating segments are the same as those described in the summary of significant accounting policies.

Intersegment revenues are eliminated in the segment that sells directly to the end market.

Segment revenue excludes reimbursable debit network fees, postage, and other revenue.

Segment EBITDA includes equity earnings in affiliates and excludes depreciation and amortization expense, net income attributable to noncontrolling interests, other operating expenses, and other income (expense). Additionally, segment EBITDA is adjusted for items similar to certain of those used in calculating our compliance with debt covenants. The additional items that are adjusted to determine segment EBITDA are:

stock-based compensation and related expense is excluded;

official check and money order businesses EBITDA are excluded as these are winding down;

certain costs directly associated with the termination of the Chase Paymentech Solutions alliance in 2008 and expenses related to the conversion of certain Banc of America Merchant Services, LLC (BAMS) alliance merchant clients onto our platforms (excludes costs accrued in purchase accounting). Effective October 1, 2011, we and Bank of America N.A. jointly decided to have us operate the bank s legacy settlement platform. Transition costs associated with the revised strategy are also excluded from segment EBITDA;

debt issuance costs are excluded and represent costs associated with issuing debt and modifying our debt structure; and

KKR related items including annual sponsor and other fees for management, consulting, financial, and other advisory services are excluded.

For significant affiliates, segment revenue and EBITDA are reflected based on our proportionate share of the results of our investments in businesses accounted for under the equity method and consolidated subsidiaries with noncontrolling ownership interests. For other affiliates, we include equity earnings in affiliates, excluding amortization expense, in segment revenue and EBITDA. In addition, our Global Business Solutions segment measures reflect revenue-based commission payments to ISOs and sales channels, which are treated as an expense in the consolidated statements of operations as contra revenue to be consistent with revenue share arrangements with other ISOs and sales channels that are recorded as contra revenue.

Corporate operations include corporate-wide governance functions such as our executive management team, aviation, tax, treasury, internal audit and corporate strategy and certain accounting, human resources and legal costs related to supporting the corporate function. Costs incurred by Corporate that are attributable to a segment are allocated to the respective segment.

### Segment Results for the Six Months Ended June 30, 2015 and 2014

#### **Global Business Solutions segment results**

The following table displays total segment revenue and EBITDA and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue and EBITDA growth for the six months ended June 30, 2015.

	Six months ended June 30,			Constant Currency Percent
(in millions)	2015	2014	Change	Change
Revenues:				
Transaction and processing service fees	\$1,612	\$1,622	(1)%	2%
Product sales and other	390	347	12%	17%
Equity earnings in affiliates	16	15	7%	17%
Segment revenue	\$ 2,018	\$ 1,984	2%	5%
Segment EBITDA	\$ 814	\$ 837	(3)%	1%
Segment margin	40.3%	42.2%	(190) bps	

*Global Business Solutions Segment revenue* increased 2% during the six months ended June 30, 2015 versus the comparable period in 2014 driven by strong product sales and other growth. Total segment revenue was impacted by a strong U.S. dollar as foreign currency exchange rate movements negatively impacted total segment revenue growth by 3% in the first half of 2015 compared to the first half of 2014.

#### Transaction and processing service fees revenue

The following table displays total transaction and processing service fees revenue by segment region and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue growth.

	Six months ended June 30, Percent			Constant Currency Percent
(in millions)	2015	2014	Change	Change
North America	\$ 1,296	\$ 1,286	1%	1%
EMEA	181	192	(6)%	11%
APAC	88	104	(15)%	(8)%
LATAM	47	40	18%	28%
Total transaction and processing service fees				
revenue	\$ 1,612	\$ 1,622	(1)%	2%
Key indicators:				
North America merchant transactions (a)	21,005	20,438	3%	

International merchant transactions (b)	3,244	2,848	14%
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- (a) North American merchant transactions include acquired Visa and MasterCard credit and signature debit, American Express and Discover, PIN-debit, electronic benefits transactions, processed-only and gateway customer transactions at the point of sale (POS). North American merchant transactions reflect 100% of alliance transactions.
- (b) International transactions include Visa, MasterCard, and other payment network merchant acquiring transactions for clients outside the U.S. and Canada. Transactions include credit, signature debit, PIN-debit POS, POS gateway, and ATM transactions.

*Transaction and processing service fees* revenue decreased 1% during the six months ended June 30, 2015 compared to the same period in 2014 as growth in our North America, EMEA, and LATAM regions was more than offset by the impact of foreign currency fluctuations. North America revenue growth was driven by net pricing growth resulting in an increase of approximately \$25 million, which includes a timing benefit resulting from certain fee increases which only impacted the first quarter of 2015, partially offset by an incentive payment received during 2014 and a decline in volume of approximately \$10 million. On a constant currency basis growth in our EMEA and LATAM regions was driven by volume growth of approximately \$25 million and margin improvement of approximately \$15 million which were more than offset by the impact of a strong U.S. dollar which negatively impacted revenue growth in our international regions.

North America transaction growth in the first half of 2015 compared to the first half of 2014 was driven by growth in our distribution systems. International transaction growth in the first half of 2015 compared to the first half of 2014 outpaced revenue growth due to changes in transaction mix and the impact of foreign currency exchange rate movements.

## Total product sales and other revenue

The following table displays total product sales and other revenue by segment region and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue growth.

		nths ended ne 30,	Percent	Constant Currency Percent	
(in millions)	2015	2014	Change	Change	
North America	\$ 291	\$ 243	20%	20%	
EMEA	68	77	(12)%	4%	
APAC	1	1	%	%	
LATAM	30	26	15%	30%	
Total product sales and other revenue	\$ 390	\$ 347	12%	17%	

*Product sales and other revenue* increased 12% during the six months ended June 30, 2015 compared to the same period in 2014, due to a \$32 million growth in equipment sales and a \$18 million increase in software sales. Equipment sales increased as our clients continue to adopt our Europay, Mastercard and Visa (EMV) solutions. Software sales increased as a result of investments in our merchant suite of products. Foreign currency exchange rate movements negatively impacted the growth rate for product sales and other revenue for the six months ended June 30, 2015 compared to the same period in 2014 by 5 percentage points.

*Global Business Solutions Segment EBITDA* decreased 3% during the six months ended June 30, 2015 compared to the same period in 2014 driven by the revenue items noted above offset by higher expenses, due to product investment costs to support our new line of products such as *Clover* and *Perka* and sales and marketing costs to deliver solutions to our clients of \$42 million, as well as further investments in Brazil and in our international sales force of \$16 million on a constant currency basis. In addition, during the six months ended June 30, 2014, we received the benefit of a combined \$17 million goods and services tax recovery in Australia and a gain on the revaluation of settlement funds associated with the devaluation of the Argentinian peso.

## **Global Financial Solutions segment results**

The following table displays total segment revenue and EBITDA and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue and EBITDA growth for the six months ended June 30, 2015 and 2014.

(in millions)	Six month June 2015	Constant Currency Percent Change		
North America	\$ 417	<b>2014</b> \$ 392	Change 6%	6%
EMEA	204	240	(15)%	(2)%
APAC	38	42	(10)%	2%
LATAM	51	46	11%	20%
Segment revenue	\$ 710	\$ 720	(1)%	4%
Segment EBITDA	\$ 243	\$ 246	(1)%	4%
Segment margin	34.2%	34.2%		
Key indicators:				
North America card accounts on file (a)	726	697	4%	
International card accounts on file (b)	137	125	10%	

(a) North America card accounts on file reflect the total number of bankcard and retail accounts as of the end of the periods presented.

(b) International card accounts on file reflect total bankcard and retail accounts outside the United States and Canada as of the end of the periods presented.

*Global Financial Solutions Segment revenue* decreased 1% during the six months ended June 30, 2015 compared to the same period in 2014 as growth from new business in our North America region was more than offset by decreased revenue in our EMEA region. North America revenue increased driven by a \$15 million increase in credit and retail card processing and a \$12 million increase in output services revenue. Growth in output services was driven by growth in print volumes and plastics as a result of EMV card issuances. North America growth was partially offset by lost business of \$21 million and price compression resulting in a decrease of \$7 million.

EMEA revenue declined 15% during the six months ended June 30, 2015 compared to the same period in 2014 driven by negative currency fluctuations, as well as lost business in the United Kingdom of \$7 million and price compression in Germany resulting in a decrease of \$7 million, both on a constant currency basis, partially offset by volume growth.

*Global Financial Solutions Segment EBITDA* decreased during the six months ended June 30, 2015 compared to the same period in 2014 driven by revenue items noted above, partially offset by the negative impact of foreign currency exchange rate movements. Currency exchange rates negatively impacted segment EBITDA by 5 percentage points for the six month period ended June 30, 2015 compared to the prior year period.

## Network & Security Solutions segment results

The following table displays total revenue by product. Our Network & Security Solutions segment is comprised of more than 99% domestic businesses with no material foreign exchange impact on reported results.

	Six months ended June 30,					
(in millions)	2015	2014	Change			
Revenues:						
EFT Network	\$ 238	\$ 227	5%			
Stored Value Network	156	160	(3)%			
Security and Fraud	190	184	3%			
Other	108	96	13%			
Segment revenue	\$ 692	\$ 667	4%			
Segment EBITDA	\$ 286	\$ 297	(4)%			
Segment margin	41.3%	44.5%	(320) bps			
Key indicators:						
Network transactions (EFT and Stored Value) (a)	9,167	8,486	8%			

(a) Network transactions include debit issuer processing transactions, *Star Network* issuer transactions, and closed loop and open loop transactions.

*Network & Security Solutions revenue* increased during the six months ended June 30, 2015 compared to the same period in 2014 driven by growth in our EFT Network, Security and Fraud, and Other business, partially offset by a decrease in our Stored Value Network business. EFT Network revenue increased due to growth from existing clients of \$9 million and net new business of \$9 million, partially offset by pricing changes resulting in a decrease of \$5 million. Security and fraud revenue increased as growth of \$18 million in our portfolio of security and fraud products was partially offset by a \$13 million decline in check revenue. Other revenue increased due to growth from a new short-term Government contract that was awarded during the first quarter of 2015. Stored Value Network revenue decreased due to the disposition of a noncore transportation payments joint venture, EFS, in the second quarter of 2014 which had an approximate \$20 million negative impact on segment revenue for the six months ended June 30, 2015. The impact of the EFS disposition was partially offset by higher payment volumes within the open loop payroll distribution program related to existing clients and new business.

*Network & Security Solutions Segment EBITDA* decreased 4% during the six months ended June 30, 2015 compared to the same period in 2014 due to the impact of the revenue items noted above, more than offset by increased operating expenses for new *STAR Network* functionality and the sale of EFS. The disposition of EFS had a negative impact of approximately \$10 million on segment EBITDA during the six months ended June 30, 2015.

## Segment Results for the Years Ended December 31, 2014, 2013 and 2012

#### **Global Business Solutions segment results**

The following table displays total segment revenue and EBITDA and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue and EBITDA growth.

	Year ended December 31,			Cha 2014 vs.		Constant Currency Percent Change 2014 vs. 2013 vs.		
(in millions)	2014	2013	2012	2013	2012	2013	2012	
Revenues:								
Transaction and								
processing	<b>* * * *</b> *	<b>• • • •</b>	<b>* *</b> * * *	• ~			4.00	
service fees	\$3,250	\$ 3,197	\$ 3,090	2%	3%	3%	4%	
Product sales								
and other	766	709	744	8%	(5)%	11%	(4)%	
Equity earnings in	20	22	26		(11)07	(10) 6	(10) 64	
affiliates	30	32	36	(6)%	(11)%	(10)%	(10)%	
Segment								
revenue	\$4,046	\$ 3,938	\$3,870	3%	2%	4%	2%	
Segment EBITDA	\$ 1,687	\$ 1,644	\$ 1,606	3%	2%	4%	3%	
Segment								
margin	42%	42%	41%		100 bp	S		

*Global Business Solutions Segment revenue* increased 3% in 2014 compared to 2013 driven by growth in our transaction processing business and strong product sales growth. Total segment revenue growth was partially offset by the impact of a strong U.S. dollar as foreign currency exchange rate movements negatively impacted total segment revenue growth in 2014 compared to 2013.

*Global Business Solutions Segment revenue* increased 2% in 2013 compared to 2012 driven by strong growth in our transaction and processing business, partially offset by declines in product sales and other. Total segment revenue growth was partially offset by the impact of a strong U.S. dollar as foreign currency exchange rate movements negatively impacted total segment revenue growth in 2013 compared to 2012.

## Transaction and processing service fees revenue

The following table displays total transaction and processing service fees revenue by segment region and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue growth.

	Year ei	nded Decem	ıber 31,		Change	Percent	Currency Change
(in millions)	2014	2013	2012	2014 vs. 2013	2013 vs. 2012	2014 vs. 2013	2013 vs. 2012
North America	\$ 2,571	\$ 2,560	\$ 2,496	<b>2010</b> %		1%	3%
EMEA	389	359	312	8%	15%	7%	13%
APAC	204	192	206	6%	(7)%	10%	(3)%
LATAM	86	86	76	%	13%	30%	26%
Total transaction and processing							
service fees revenue	\$ 3,250	\$ 3,197	\$ 3,090	2%	3%	3%	4%
Key indicators:							
North America merchant transactions							
(a)	41,453	40,445	38,806	2%	4%		
International merchant transactions (b)	6,030	5,338	4,867	13%	10%		

(a) North America merchant transactions include acquired Visa and MasterCard credit and signature debit, American Express and Discover, PIN-debit, electronic benefits transactions, processed-only, and gateway customer transactions at the POS. North America merchant transactions reflect 100% of alliance transactions.

(b) International transactions include Visa, MasterCard, and other payment network merchant acquiring transactions for clients outside the United States and Canada. Transactions include credit, POS, POS gateway, and ATM transactions.

*Transaction and processing service fees revenue* grew 2% in 2014 compared to 2013 led by 8% growth in our EMEA region. EMEA growth was driven by growth in our merchant acquiring alliances business. Our North America segment growth was driven by net pricing increases resulting in an increase of approximately \$20 million for regional merchants, and network routing incentives. In 2014, the U.S. dollar significantly strengthened in comparison to most major currencies negatively impacting revenue growth in our international regions.

North America transaction growth in 2014 compared to 2013 was driven by growth in our national and ISO merchants, partially offset by lost business at Walmart as they shifted from using us as their sole processor to a dual processor strategy in the first quarter of 2014. The Walmart shift resulted in a revenue decline of \$16 million compared to the prior year. This decline was partially offset by volume growth from other clients. International transaction growth in 2014 compared to 2013 outpaced revenue growth due to changes in transaction mix and the impact of foreign currency exchange rate movements.

*Transaction and processing service fees revenue* increased 3% in 2013 compared to 2012 led by growth in our North America and EMEA regions. North America growth was driven by volume growth of approximately \$15 million, net pricing increases resulting in an increase of approximately \$15 million and network routing incentives of approximately \$30 million. Revenue growth was particularly strong in our EMEA region, which accounted for approximately 50% of segment growth. Growth in our EMEA region was driven by volume growth, particularly in merchant acquiring alliances as well as direct sales channels in Ireland, the United Kingdom, and Poland. In addition, revenue in our APAC region decreased compared to 2012 due to lower ATM volumes in Australia. In 2013, the U.S. dollar strengthened in comparison to most major currencies negatively impacting our 2013 revenue growth.

International transaction growth in 2013 compared to 2012 outpaced revenue growth due to changes in transaction mix and the impact of foreign currency exchange rate movements.

## Total product sales and other revenue

The following table displays total product sales and other revenue by segment region and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue growth.

	Year en	ded Decei	nber 31,	Percent	Change		Currency Change
(in millions)	2014	2013	2012	2014 vs. 2013	2013 vs. 2012	2014 vs. 2013	2013 vs. 2012
North America	\$ 546	\$ 500	\$ 542	9%	(8)%	9%	(8)%
EMEA	165	147	141	12%	4%	11%	3%
APAC	3	4	6	(25)%	(33)%	(23)%	(32)%
LATAM	52	58	55	(10)%	5%	31%	25%
Total product sales and other revenue	\$ 766	\$ 709	\$ 744	8%	(5)%	11%	(4)%

*Product sales and other revenue* increased 8% in 2014 compared to 2013 due to the impact of a \$12 million sale of a merchant portfolio in Poland during the fourth quarter of 2014, portfolio growth in the leasing business of \$15 million, including interest income and fees on terminal leases, and \$25 million growth in software sales. In 2014, foreign currency exchange rate movements negatively impacted the growth rate for product sales and other revenue in 2014 compared to 2013.

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*Product sales and other revenue* decreased 5% in 2013 compared to 2012 due to a decline in terminal sales of \$18 million, including lower bulk sales, as well as a \$25 million decline in software sales, partially offset by \$12 million of growth in professional services revenue resulting from new projects.

*Global Business Solutions Segment EBITDA* increased 3% in 2014 compared to 2013 from the impact of the revenue items noted above as well as a \$10 million tax recovery in Australia. Expenses were flat in 2014 compared to 2013 as a result of cost reduction efforts, primarily in operations costs, that were reinvested into product investment costs.

*Global Business Solutions Segment EBITDA* increased in 2013 compared to the same period in 2012 as a result of overall growth from the revenue items noted above, slightly offset by increased technology and operations costs including product investments.

## **Global Financial Solutions segment results**

The following table displays total revenue by segment region and illustrates, on a percentage basis, the impact of foreign currency fluctuations on revenue growth.

									Constant Currency				
									Per	cent			
		Year en	ded	Decem	ber (	31,	Cha	nge	Change				
							2014 vs.	2013 vs.	2014 vs.	2013 vs.			
(in millions)	2	2014	2	2013	2	2012	2013	2012	2013	2012			
North America	\$	815	\$	757	\$	725	8%	4%	8%	4%			
EMEA		490		440		450	11%	(2)%	9%	(3)%			
APAC		87		92		125	(5)%	(26)%	%	(22)%			
LATAM		97		95		106	2%	(10)%	20%	(2)%			
Segment revenue	\$	1,489	\$	1,384	\$	1,406	8%	(2)%	9%	(1)%			
Segment EBITDA	\$	529	\$	404	\$	370	31%	9%	32%	10%			
Segment margin		36%		29%		26%	700 bps	300 bps					
Key indicators:													
North America card accounts													
on file (a)		714		692		676	3%	2%					
International card accounts on													
file (b)		132		115		98	15%	17%					

(a) North America card accounts on file reflect the average number of bankcard and retail accounts during the periods presented.

(b) International card accounts on file reflect bankcard and retail accounts outside the United States and Canada as of the end of the periods presented.

*Global Financial Solutions Segment revenue* grew 8% in 2014 compared to 2013 led by our North America and EMEA regions. North America revenue growth was driven by a \$34 million increase in credit and retail card processing and a \$26 million increase in output services revenue. North American output services revenue increased due to growth in both the print and plastics businesses. EMEA revenue increased due to new business from existing clients in the United Kingdom and Greece. In 2014, the U.S. dollar significantly strengthened in comparison to most major currencies negatively impacting revenue growth in our international regions.

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North America card accounts on file increased in 2014 versus 2013 from net new account conversions and growth from existing clients. International accounts on file increased 2014 compared to 2013 due to new portfolios of existing clients in the United Kingdom.

*Global Financial Solutions Segment revenue* decreased 2% in 2013 compared to 2012 due to a decrease in our APAC, EMEA and LATAM regions. APAC revenue decreased due to a decline in card issuing business, due to lost business in Australia. EMEA revenue decreased due to a decline in software license sales partially offset by new account conversions and growth from existing clients of \$12 million on a constant currency basis. LATAM declined due to significant deterioration of Latin American currencies against the U.S. dollar.

Revenue decreases internationally were offset by growth in North American credit card and retail card processing revenue of \$31 million, along with growth in output services of \$24 million, print, plastics and remittance processing businesses. Growth in North America was partially offset by disposed businesses, which negatively impacted North America s revenue growth rate by approximately 3% in 2013.

North America card accounts on file increased in 2013 versus 2012 from net new account conversions and growth from existing clients. International card accounts on file increased in 2013 compared to 2012 due to new accounts in India and the United Kingdom.

*Global Financial Solutions Segment EBITDA* increased significantly in 2014 compared to 2013 due to the impact of the revenue items noted above as well as decreased operating expenses as a result of lower headcount and changes in compensation programs. EBITDA growth was partially offset by the impact of a strong U.S. dollar as foreign currency exchange rate movements negatively impacted segment EBITDA in 2014 compared to 2013 by 1 percentage point.

*Global Financial Solutions Segment EBITDA* increased in 2013 compared to 2012 due mostly to decreased operating expenses resulting from our cost reduction initiatives partially offset by declines in revenue noted above.

## Network & Security Solutions segment results

The following table displays total revenue by product. Our Network & Security Solutions segment is comprised of more than 99% domestic businesses with no material foreign exchange impact on reported results.

		Year e	ndeo	l,	Change			
(in millions)	2	014	:	2013		2012	2014 vs. 2013	2013 vs. 2012
Revenues:								
EFT Network	\$	466	\$	449	\$	509	4%	(12)%
Stored Value Network		332		347		305	(4)%	14%
Security and Fraud		376		376		397	%	(5)%
Other		195		190		195	3%	(3)%
Segment revenue	\$	1,369	\$	1,362	\$	1,406	1%	(3)%
Segment EBITDA	\$	608	\$	549	\$	585	11%	(6)%
Segment margin		44%		40%		42%	400 bps	(200) bps
Key indicators:								
Network transactions (EFT and Stored Value) (a)	1	7,435		16,763		16,299	4%	3%

(a) Network transactions include the debit issuer processing transactions, *STAR Network* issuer transactions, and closed loop and open loop POS transactions.

*Network & Security Solutions revenue* increased 1% in 2014 compared to 2013 driven by a 4% growth in our EFT Network business, partially offset by a 4% decrease in our Stored Value Network business. Security and Fraud revenue remained flat as continued declines in check revenue of \$24 million were offset by growth in our portfolio of

fraud solutions products.

EFT Network revenue increased due to internal growth and a new transaction routing program that was introduced in the first quarter of 2014, which positively impacted growth by \$17 million in 2014 compared to 2013. Stored Value Network revenue decreased due to the disposition of a noncore transportation payments joint venture, EFS, that occurred in late May 2014 and had an approximate \$30 million negative impact on segment revenue. The impact of the EFS disposition was partially offset by higher payment volumes within the open loop payroll distribution program related to existing clients and new business.

*Network & Security Solutions revenue* decreased 3% in 2013 compared to 2012 driven by decreases in revenue in our EFT Network and Security and Fraud businesses, partially offset by increases in our Stored Value Network business.

EFT Network revenue decreased 12% due to net lost business, including the loss of a large financial institution that completed its final conversion in the third quarter of 2012 resulting in a \$14 million decline in revenue from the prior period, and lower pricing, including both price compression on contract renewals and other net pricing incentives. Stored Value Network revenue increased 14% in 2013 compared to 2012 due to higher payment volumes within the open loop payroll distribution program related to new and existing business of \$19 million, higher closed loop payment volumes of \$8 million as well as higher card shipments of \$5 million. In addition, Stored Value Network revenue increased 4 percentage points due to growth in one of our alliances, resulting from the acquisition of a payment solutions business that occurred in the fourth quarter of 2012. Security and Fraud revenue declined 5% due to continued decreases in check revenue of \$32 million due to a shift towards electronic payments, partially offset by growth in our portfolio of fraud solutions products.

*Network & Security Solutions Segment EBITDA* increased in 2014 compared to 2013 due to the revenue items noted above as well as decreased operating expenses as a result of lower headcount and changes in compensation programs. In addition, the EFS disposition had a negative impact of approximately \$15 million on segment EBITDA in 2014.

Network & Security Solutions Segment EBITDA decreased in 2013 compared to 2012 due to the revenue items noted above.

## **Quarterly Financial Data**

The following tables set forth our summary unaudited consolidated statement of operations for each of the ten quarters in the period ended June 30, 2015. The summary unaudited quarterly consolidated statement of operations set forth below have been prepared on the same basis as our audited consolidated financial statements. Our historical results are not necessarily indicative of future operating results. Because the data in these tables are only a summary and do not provide all of the data contained in our consolidated financial statements, the information should be read in conjunction with the Selected Historical Consolidated Financial Data, Management s Discussion and Analysis of Financial Condition and Results of Operations, and our consolidated financial statements and related notes thereto included elsewhere in this prospectus.

				Т	Three Mor	nths Ende	d			
(in millions)	Mar. 31,	June 30,	Sep. 30,	Dec. 31,	Mar. 31,	June 30,	Sep. 30,	Dec. 31,	Mar. 31,	June 30,
		20	13			20	14		20	15
Revenues	\$2,591	\$ 2,709	\$ 2,712	\$ 2,797	\$2,640	\$ 2,837	\$ 2,792	\$ 2,883	\$2,695	\$ 2,872
Expenses	2,400	2,438	2,408	2,439	2,355	2,455	2,439	2,465	2,435	2,463
Operating profit	191	271	304	358	285	382	353	418	260	409
Net income (loss)	(339)	(193)	(177)	(66)	(165)	23	(188)	65	(63)	33
Net income (loss) attributable to First Data	(279)	(227)	(216)	(121)	(201)	(24)	(225)	12	(112)	
Corporation	(378)	(237)	(216)	(121)	(201)	(34)	(235)	12	(112)	(26)

## Liquidity and Capital Resources

Our source of liquidity is principally cash generated from operating activities supplemented as necessary on a short-term basis by borrowings against our senior secured revolving credit facility. We believe our current level of cash and short-term financing capabilities along with future cash flows from operations are sufficient to meet the needs of the business.

Over the past few years, we completed various amendments and modifications to certain of our debt agreements in an effort to extend our debt maturities and lower interest rates. Details regarding our debt structure are provided in the Borrowings notes to our consolidated financial statements included elsewhere in this prospectus.

On July 11, 2014, FDH, our direct parent, completed the issuance of \$3.5 billion of its Class B common equity in a private placement. Approximately \$2.5 billion of the net proceeds from the private placement were contributed to us as a capital contribution and the funds were used to repay approximately \$2.2 billion of debt and \$214 million in call premiums.

Additionally, on July 18, 2014, we repriced approximately \$5.7 billion of 2018 term loans, reducing the interest rate by 50 basis points, resulting in a decrease in annual interest expense of over \$25 million. We estimate that the debt pay down from the equity contribution proceeds, combined with the repricing and other actions by us, has lowered annual cash interest payments by approximately \$228 million per annum. We also plan to repay certain indebtedness with the proceeds of this offering. See Use of Proceeds.

On June 2, 2015, we terminated and replaced our previous \$1.0 billion senior secured revolving credit facility maturing September 24, 2016 with a new \$1.25 billion senior secured revolving credit facility maturing on June 2, 2020.

The following events occurred subsequent to June 30, 2015:

On July 10, 2015, we entered into an agreement to amend our senior secured credit facilities providing for incremental term loans of \$725 million and 250 million (\$276 million) at LIBOR plus 3.75%, the proceeds of which will be used to redeem \$955 million of our 7.375% senior secured first lien notes due 2019. This action is estimated to reduce annual cash interest payments by an incremental \$30 million per annum based on rates as of July 10, 2015.

On August 11, 2015, we issued \$1.2 billion of 5.375% of senior secured first lien notes due 2023. Proceeds from this offering were used to redeem and repurchase outstanding amounts under our 7.375% senior secured first lien notes due 2019 and our 8.875% senior secured first lien notes due 2020 and pay related fees and expenses. On August 13, 2015, we completed a tender offer for a portion of the 7.375% notes and the 8.875% notes. We redeemed the remaining outstanding amounts of the 7.375% notes and 8.875% notes in September of 2015. These transactions are estimated to reduce our annual cash interest payments by an incremental \$28 million per annum.

**Cash and cash equivalents.** Investments (other than those included in settlement assets) with original maturities of three months or less (that are readily convertible to cash) are considered to be cash equivalents and are stated at cost, which approximates market value. As of June 30, 2015 and December 31, 2014, we held \$348 million and \$358 million in cash and cash equivalents, respectively.

Included in cash and cash equivalents are amounts held by subsidiaries that are not available to fund operations outside of those subsidiaries. As of June 30, 2015 and December 31, 2014, the cash and cash equivalents held by these subsidiaries totaled \$159 million and \$152 million, respectively. All other domestic cash balances, to the extent available, are used to fund our short-term liquidity needs. A decrease in our credit ratings could affect our interest expense or our ability to access funding.

Cash and cash equivalents also includes amounts held outside of the United States, totaling \$142 million and \$171 million as of June 30, 2015 and December 31, 2014, respectively. As of June 30, 2015, there was approximately \$45 million of cash and cash equivalents held outside of the United States that could be used for general corporate purposes. We plan to fund any international cash needs throughout the remainder of 2015 within our international

operations with cash held by our international entities, but if necessary, could fund such needs using cash from the United States, subject to satisfying debt covenant restrictions.

## For the Six Months Ended June 30, 2015 and 2014

## Cash flows from operating activities

Source/(use) (in millions)	~	x mont Jun 015	e 30	
Net loss	\$	(30)		(142)
Adjustments to reconcile to net cash provided by operating activities:		()		
Depreciation and amortization (including amortization netted against equity earnings in affiliates				
and revenues)		557		582
Charges (gains) related to other operating expenses and other income		9		(73)
Other non-cash and non-operating items, net		(37)		(38)
(Decrease) increase in cash, excluding the effects of acquisitions and dispositions, resulting from				
changes in:				
Accounts receivable, current and long-term		(30)		42
Other assets, current and long-term		(5)		32
Accounts payable and other liabilities, current and long-term		37		(24)
Income tax accounts		(48)		10
Net cash provided by operating activities	\$	453	\$	389

Cash flows provided by operating activities for the periods presented resulted from normal operating activities and reflect the timing of our working capital requirements.

Our operating cash flow is significantly impacted by our level of debt. Approximately \$746 million and \$867 million in cash interest, net of swap settlements, was paid during the six months ended June 30, 2015 and 2014, respectively. The decrease in cash interest payments from 2014 is due to extinguishing debt in the third quarter of 2014, as well as \$42 million cash received from the termination of a swap agreement during the second quarter of 2015 which is netted against cash interest payments disclosed above.

Cash flows from operating activities increased for the six months ended June 30, 2015 compared to the same period in 2014 due to a \$112 million improvement in our net loss and a decrease in gains related to other income, relating to the disposition of a noncore transportation payments joint venture in the second quarter of 2014, partially offset by fluctuations in working capital.

We anticipate funding operations throughout the remainder of 2015 with cash flows from operating activities and by closely managing discretionary capital and other spending; however, any shortfalls would be supplemented as necessary by borrowings against our senior secured revolving credit facility.

## Cash flows from investing activities

Six months ended

	June	e 30,
Source/(use) (in millions)	2015	2014
Proceeds from dispositions, net of expenses paid	\$ 3	\$ 259
Additions to property and equipment	(134)	(133)
Payments to secure customer service contracts, including outlays for conversion,		
and capitalized systems development costs	(150)	(111)
Acquisitions, net of cash acquired	(89)	
Proceeds from sale of property and equipment		2
Purchase of investments	(17)	
Net cash (used in) provided by investing activities	\$(387)	\$ 17

*Acquisitions and dispositions.* We finance acquisitions through a combination of cash flows from operating activities, reinvestment of proceeds from the sale of other assets, borrowings, and equity. We believe that these sources of funds will be adequate to meet our funding requirements as it relates to future acquisitions. Additionally, we continue to manage our portfolio of businesses and evaluate the possible divestiture of businesses that do not match our long-term growth objectives.

In June 2015, we acquired TWI, a provider of digital stored value products that offer gift card programs, loyalty incentives, and integrated marketing solutions for retailers, partners, and consumers. In addition to TWI, we also completed an acquisition to be used as a *Clover* add-on application as well as the acquisition of a wholesale independent sales organization. Refer to note 4 Acquisitions to our unaudited consolidated financial statements included elsewhere in this prospectus for additional information.

*Capital expenditures (Additions to property and equipment and Payments to secure customer service contracts, including outlays for conversion, and capitalized systems development costs).* Capital expenditures are anticipated to be approximately \$600 million in 2015 and are expected to be funded by cash flows from operations. If, however, cash flows from operating activities are insufficient, we will decrease our discretionary capital expenditures or utilize our senior secured revolving credit facility.

## Cash flows from financing activities

	Six m end June	led
Source/(use) (in millions)	2015	2014
Short-term borrowings, net	\$ 157	\$ 12
Proceeds from issuance of long-term debt		845
Debt modification payments and related financing costs, net		(97)
Principal payments on long-term debt	(52)	(883)
Distributions and dividends paid to noncontrolling interests and redeemable noncontrolling		
interest	(163)	(136)
Capital transactions with parent, net	(12)	(19)
Net cash used in financing activities	\$ (70)	\$ (278)

*Short-term borrowings, net.* The cash activity related to short-term borrowings in 2015 resulted from net borrowings on our senior secured revolving credit facility, partially offset by net paydowns on our international credit lines used to prefund settlement activity. The cash activity related to short-term borrowings in 2014 resulted from net borrowings on our international credit lines used to prefund settlement activity.

On June 2, 2015, we terminated and replaced our previous \$1.0 billion senior secured revolving credit facility with a new \$1.25 billion facility. The new revolving credit facility matures on June 2, 2020. In addition to the letters of credit discussed below, we had \$204 million and \$10 million outstanding against the facilities as of June 30, 2015 and December 31, 2014, respectively. As of June 30, 2015, \$1.0 billion remained available under the facility. Excluding the letters of credit, the largest amount outstanding against the facilities during the six months ended June 30, 2015 was \$462 million, while the average amount outstanding during the six months ended June 30, 2015 was \$223 million.

We utilize our senior secured revolving credit facility to fund investing or operating activities when cash flows from operating activities are not sufficient. We believe the capacity under our senior secured revolving credit facility will be sufficient to meet our liquidity needs. Our senior secured revolving credit facility can be used for working capital and general corporate purposes.

There are multiple institutions that have commitments under this facility with none representing more than 25% of the remaining capacity.

*Proceeds from issuance of long-term debt and Principal payments on long-term debt*. During the first half of 2014, we received \$845 million from the issuance of long-term debt, the proceeds of which were used to prepay existing long-term debt. Payments for capital leases totaled \$42 million and \$38 million for the six months ended June 30, 2015 and 2014, respectively.

*Distributions and dividends paid to noncontrolling interests and redeemable noncontrolling interest.* Distributions and dividends paid to noncontrolling interests and redeemable noncontrolling interest represent distributions of earnings. The activity in all periods presented was the result of distributions associated with the Banc of America Merchant Services, LLC (BAMS) alliance.

## For the Years Ended December 31, 2014, 2013 and 2012

## Cash flows from operating activities

	Year ended December 31,		
Source/(use) (in millions)	2014	2013	2012
Net loss	\$ (265)	\$ (775)	\$ (562)
Adjustments to reconcile to net cash provided by operating activities:			
Depreciation and amortization (including amortization netted against equity			
earnings in affiliates and revenues)	1,163	1,212	1,331
Charges related to other operating expenses and other income	126	182	178
Other non-cash and non-operating items, net	3	(9)	(40)
Increase (decrease) in cash, excluding the effects of acquisitions and			
dispositions, resulting from changes in:			
Accounts receivable, current and long-term	(61)	63	(50)
Other assets, current and long-term	70	31	294
Accounts payable and other liabilities, current and long-term	12	(1)	(35)
Income tax accounts	(13)	12	(313)
Net cash provided by operating activities	\$ 1,035	\$ 715	\$ 803

Cash flows provided by operating activities for the periods presented resulted from normal operating activities and reflect the timing of our working capital requirements.

Our operating cash flow is significantly impacted by our level of debt. Approximately \$1.7 billion, \$1.8 billion, and \$1.8 billion in cash interest, including interest on lines of credit and capital leases, was paid during 2014, 2013, and 2012, respectively. The decrease in cash interest in 2014 compared to 2013 is primarily due to extinguishing debt in the third quarter of 2014.

Using December 31, 2014 balances for variable rate debt and applicable interest rate swaps, a 100 basis point increase in the applicable LIBOR index on an annualized basis would increase our annual interest expense by approximately \$44 million.

Our operating cash flows are impacted by fluctuations in working capital. Cash flows from operating activities in 2014 increased compared to 2013 due to a smaller net loss resulting from an increase in operating income and a decrease in cash interest payments. Cash flows from operating activities in 2013 decreased compared to 2012 due to a

larger net loss resulting from a change in tax expense. The decrease was partially offset by sources of cash related to lower prefunding of settlement arrangements.

## Cash flows from investing activities

	Year ended December 31,		
Source/(use) (in millions)	2014	2013	2012
Proceeds from dispositions, net of expenses paid	\$ 270	\$ 18	\$
Additions to property and equipment	(308)	(194)	(193)
Payments to secure customer service contracts, including outlays for			
conversion, and capitalized systems development costs	(259)	(185)	(177)
Acquisitions, net of cash acquired	(31)	(12)	(33)
Proceeds from sale of property and equipment	3	12	8
Contributions to equity method investments			(8)
Other investing activities	(4)	8	6
Not each used in investing activities	¢ (220)	¢ (252)	¢ (207)
Net cash used in investing activities	\$ (329)	\$(353)	\$ (397)

*Acquisitions and dispositions*. All acquisitions during the periods presented were funded from cash flows from operating activities or from the reinvestment of cash proceeds from the sale of other assets. Purchases of noncontrolling interests are classified as financing activities as noted below.

In August 2014, we acquired *Gyft*, a leading digital platform that enables consumers to buy, send, manage, and redeem gift cards using mobile devices.

In May 2014, we completed the sale of our 30% minority interest in a transportation payments business, Electronic Funds Source LLC, and received \$264 million in cash.

In October 2013, we acquired 100% of Perka, a provider of a mobile marketing and consumer loyalty solution.

In December 2012, we acquired 100% of Clover Network, a provider of payment network services.

For a more detailed discussion on acquisitions and dispositions refer to Note 3 Acquisitions and Dispositions to our audited consolidated financial statements included elsewhere in this prospectus.

*Capital expenditures (Additions to property and equipment and Payments to secure customer service contracts, including outlays for conversion, and capitalized systems development costs).* Capital expenditures in 2014 increased compared to 2013 due to upgrades to infrastructure related to next generation technology and international ATM and POS additions.

During the periods presented, net proceeds were received for the sale of certain assets, including buildings and equipment.

## Cash flows from financing activities

	Year ended December 31,		
Source/(use) (in millions)	2014	2013	2012
Short-term borrowings, net	\$ 12	\$ (109)	\$ 99
Proceeds from issuance of long-term debt	1,830	4,472	3,724
Debt modification (payments) proceeds and related financing costs	(355)	(111)	(97)
Principal payments on long-term debt	(3,751)	(4,506)	(3,730)
Proceeds from sale-leaseback transactions			14
Distributions and dividends paid to noncontrolling interests and redeemable			
noncontrolling interest	(266)	(224)	(262)
Purchase of noncontrolling interest	(1)	(24)	(25)
Capital transactions with parent, net	1,788	(30)	(8)
Net cash used in financing activities	\$ (743)	\$ (532)	\$ (285)

*Short-term borrowings, net.* For all three years, the cash activity resulted from net borrowings and paydowns on our international credit lines used principally to prefund settlement activity.

As of December 31, 2014, our senior secured revolving credit facility, which has subsequently been terminated and replaced, had commitments from financial institutions to provide \$1.0 billion of credit. Besides the letters of credit discussed below, we had \$10 million outstanding as of December 31, 2014 and no amount outstanding as of December 31, 2013. As of December 31, 2014, \$964 million remained available under this facility. Excluding the letters of credit, the maximum amount outstanding against this facility during 2014 was approximately \$474 million while the average amount outstanding during 2014 was approximately \$107 million.

*Debt modification (payments) proceeds and related financing costs.* In conjunction with issuing debt in November 2013, we received \$55 million in cash related to accrued interest on the notes which were issued mid-coupon period, which was paid in the first quarter of 2014. Additionally, our debt extinguishments completed in 2013 and fully settled in the first quarter of 2014 resulted in a net effect on our cash of \$35 million, including payment of capitalized fees, being reflected as a use or source of cash excluding certain fees included in our results of operations. Also, in July 2014, we incurred call premiums and deferred financing costs of \$252 million in the third quarter of 2014 associated with certain debt repayments and new borrowings. Refer to Note 6 Borrowings to our audited consolidated financial statements included elsewhere in this prospectus.

*Proceeds from issuance of long-term debt and Principal payments on long-term debt.* In conjunction with the debt modifications and extinguishments discussed above, proceeds from the issuance of new notes were used to prepay portions of the principal balances of our long-term debt and the remaining cash was used for general corporate purposes.

Payments for capital leases totaled \$79 million, \$76 million, and \$80 million for 2014, 2013, and 2012, respectively.

*Distributions and dividends paid to noncontrolling interests and redeemable noncontrolling interest.* Distributions and dividends paid to noncontrolling interests and redeemable noncontrolling interest primarily represent distributions of earnings.

*Purchase of noncontrolling interest.* In May 2014, we acquired the less than 1% of the equity we did not already own of First Data Polska S.A for \$1 million. In April 2012, we acquired the remaining approximately 30 percent noncontrolling interest in Omnipay, a provider of card and electronic payment processing services to merchant acquiring banks, for approximately 37 million euro, of which 19 million euro (\$25 million) was paid in April 2012 and the remaining 18 million euro (\$24 million) was paid in April 2013.

*Capital transaction with parent, net.* FDH contributed \$2.5 billion to us as a capital contribution and the funds were used to repay certain tranches of our debt. Payments to FDH for cash dividends totaled \$686 million, \$28 million, and \$7 million for 2014, 2013, and 2012, respectively.

## Letters, lines of credit, and other

	Total	Total Available (a)			Total Outstanding		
	As of June 30,	As of Dec	ember 31,	As of June 30,	As of Dec	cember 31,	
(in millions)	2015	20	14	2015	20	014	
Letters of credit (b)	\$250	\$	500	\$41	\$	43	
Lines of credit and other (c)	302		349	28		68	

(a) Total available without giving effect to amounts outstanding.

- (b) Outstanding letters of credit are held in connection with lease arrangements, bankcard association agreements and other security agreements. The largest amount of letters of credit outstanding was approximately \$42 million during the six months ended June 30, 2015. All letters of credit expire on or prior to March 31, 2016 with a one-year renewal option. We expect to renew most of the letters of credit prior to expiration.
- (c) As of June 30, 2015, represents \$277 million of committed lines of credit as well as certain uncommitted lines of credit and other agreements that are available in various currencies to fund settlement and other activity. We cannot use these lines of credit for general corporate purposes. Certain of these arrangements are uncommitted but, as of the dates presented, we had borrowings outstanding against them.

In the event one or more of the aforementioned lines of credit becomes unavailable, we will utilize our existing cash, cash flows from operating activities, or our senior secured revolving credit facility to meet our liquidity needs.

## **Guarantees and covenants**

All obligations under the senior secured revolving credit facility and senior secured term loan facility are unconditionally guaranteed by most of our existing and future, direct and indirect, wholly owned, material domestic subsidiaries. The senior secured facilities contain a number of covenants that, among other things, restrict our ability to incur additional indebtedness; create liens; enter into sale-leaseback transactions; engage in mergers or consolidations; sell or transfer assets; pay dividends and distributions or repurchase our or our parent company s capital stock; make investments, loans or advances; prepay certain indebtedness; make certain acquisitions; engage in certain transactions with affiliates; amend material agreements governing certain indebtedness; and change our lines of business. The senior secured facilities also require us to not exceed a maximum senior secured leverage ratio and contain certain customary affirmative covenants and events of default, including a change of control. The senior secured term loan facility also requires mandatory prepayments based on a percentage of excess cash flow generated by us. We do not currently expect to make any such mandatory prepayments. See Description of Indebtedness Senior Secured Credit Facilities Prepayments for a description of these prepayment requirements.

All obligations under the senior secured notes, senior notes, and senior subordinated notes are similarly guaranteed in accordance with their terms by each of our domestic subsidiaries that guarantee obligations under our senior secured term loan facility described above. These notes and facilities also contain a number of covenants similar to those described for the senior secured obligations noted above. We are in compliance with all applicable covenants as of June 30, 2015 and anticipate that we will remain in compliance in future periods.

Although all of the above described instruments of indebtedness contain restrictions on our ability to incur additional indebtedness, these restrictions are subject to numerous qualifications and exceptions, including the ability to incur indebtedness in connection with our settlement operations. We believe that the indebtedness

that can be incurred under these exceptions as well as additional credit under the existing senior secured revolving credit facility are sufficient to satisfy our needs for the foreseeable future.

**Covenant compliance.** Under the senior secured revolving credit and term loan facilities, certain limitations, restrictions, and defaults could occur if we are not able to satisfy and remain in compliance with specified financial ratios. We have agreed that we will not permit the Consolidated Senior Secured Debt to Consolidated EBITDA (both as defined in the agreement (in this prospectus we refer to Consolidated EBITDA as Covenant EBITDA)) Ratio for any 12 month period (last four fiscal quarters) to be greater than 6.00 to 1.00.

The breach of this covenant could result in a default under the senior secured revolving credit facility and the senior secured term loan credit facility and the lenders could elect to declare all amounts borrowed due and payable. Any such acceleration could also result in a default under the indentures for the senior secured notes, senior notes, and senior subordinated notes. As of June 30, 2015, we were in compliance with all applicable covenants, including our sole financial covenant with Consolidated Senior Secured Debt of \$12.0 billion, Covenant EBITDA of \$3.1 billion and a Ratio of 3.88 to 1.00.

In determining Covenant EBITDA, EBITDA is calculated by reference to net income (loss) from continuing operations plus interest and other financing costs, net, provision for income taxes, and depreciation and amortization. Covenant EBITDA is calculated by adjusting EBITDA to exclude unusual items as permitted in calculating covenant compliance under the credit facilities. Covenant EBITDA is further adjusted to add net income attributable to noncontrolling interests and redeemable noncontrolling interest of certain non-wholly owned subsidiaries and exclude other miscellaneous adjustments that are used in calculating covenant compliance under the agreements governing First Data s senior secured credit facilities. We believe that the inclusion of supplementary adjustments to EBITDA applied in presenting Covenant EBITDA are appropriate to provide additional information to investors to demonstrate our ability to comply with our financing covenants. Because not all companies use identical calculations, this presentation of Covenant EBITDA may not be comparable to other similarly titled measures of other companies. See Non-GAAP Financial Measures.

The calculation of Covenant EBITDA under our senior secured facilities is as follows:

(in millions)	e Ju	welve months ended June 30, 2015	
Net loss attributable to First Data Corporation	\$	(361)	
Interest expense, net (1)		1,619	
Income tax expense		18	
Depreciation and amortization (2)		1,138	
EBITDA		2,414	
Stock based compensation (3)		39	
Restructuring, net (4)		54	
Non-operating foreign currency (gains) and losses (5)		(86)	
Investment (gains) and losses (6)		(11)	
Derivative financial instruments (gains) and losses (7)		12	
Cost of alliance conversions and other technology initiatives (8)		13	

KKR related items (9)	21
Litigation and regulatory settlements (10)	22
Projected near-term cost savings and revenue enhancements (11)	119
Net income attributable to noncontrolling interest and redeemable	
non-controlling interest (12)	208
Equity entities taxes, depreciation and amortization (13)	12
Loss on debt extinguishment (14)	271
Other (15)	20
Covenant EBITDA	\$ 3,108
Covenant EBITDA	\$ 3,108

- (1) Includes interest expense and interest income.
- (2) Includes amortization of initial payments for new contracts which is recorded as a contra revenue within Transaction and processing service fees of \$47 million and amortization related to equity method investments, which is netted within the Equity earnings in affiliates line of \$60 million.
- (3) Stock-based compensation recognized as expense.
- (4) Restructuring charges in connection with management s alignment of the business with strategic objectives and the departure of executive officers.
- (5) Represents net gains and losses related to currency translations on certain intercompany loans and euro-denominated debt.
- (6) Reflects investment gains and losses.
- (7) Represents fair market value adjustments for cross-currency swaps and interest rate swaps that are not designated as accounting hedges.
- (8) Represents costs directly associated with the strategy to have First Data operate Bank of America N.A. s legacy settlement platform.
- (9) Represents KKR fees for management, consulting, financial and other advisory services.
- (10) Represents settlements of litigation or regulatory matters.
- (11) Reflects cost savings and revenue enhancements projected to be realized as a result of specific actions as if they were achieved on the first day of the period. Includes cost savings initiatives associated with the business optimization projects and other technology initiatives described in footnote (8), the BAMS alliance, operations, and technology initiatives, headcount reductions, and other addressable spend reductions. We may not realize the anticipated cost savings pursuant to our anticipated timetable or at all.
- (12) Net income attributable to noncontrolling interests and redeemable noncontrolling interest in restricted subsidiaries.
- (13) Represents our proportional share of income taxes, depreciation, and amortization on equity method investments.
- (14) Loss incurred due to extinguishment of debt.
- (15) Includes items such as impairments, litigation and regulatory settlements, investment gains and losses, non-operating foreign currency gains and losses, and other as applicable to the period presented.

## **Off-Balance Sheet Arrangements**

During the six months ended June 30, 2015 and the years ended December 31, 2014, 2013 and 2012, we did not engage in any off-balance sheet financing activities other than those included in the Contractual obligations discussion below and those reflected in Note 9 Commitments and Contingencies to our audited consolidated financial statements included elsewhere in this prospectus.

## **Contractual Obligations**

Our contractual obligations as of December 31, 2014 are as follows:

		Payments Due by Period				
		Less than				
(in millions)	Total	1 year	1-3 years	3-5 years	5 years	
Borrowings (a)	\$ 29,743	\$ 1,658	\$ 4,485	\$ 10,068	\$13,532	
Capital lease obligations (b)	229	83	126	10	10	
Operating leases	303	60	97	69	77	

Pension plan contributions (c)	77	14	16	15	32
Purchase obligations (d):					
Technology and telecommunications (e)	498	266	220	9	3
All other (f)	446	213	154	79	
Other long-term liabilities	114	16	92	6	
	\$31,410	\$ 2,310	\$ 5,190	\$ 10,256	\$13,654

- (a) Includes future principal and cash interest payments on long-term borrowings through scheduled maturity dates. Includes \$4.4 billion of variable rate debt (including the impact of interest rate swaps). Borrowings and interest rate swaps are discussed in Note 6 Borrowings and Note 5 Derivative Financial Instruments, respectively, to our audited consolidated financial statements included elsewhere in this prospectus. Interest payments for the variable rate debt and the associated interest rate swaps were calculated using interest rates as of December 31, 2014.
- (b) Represents future payments on existing capital leases, including interest expense, through scheduled expiration dates.
- (c) Includes future pension plan contributions for all plans in 2015 and future contractual commitments for the United Kingdom plan through 2024 which are subject to change. The amount of pension plan contributions depends upon various factors that cannot be accurately estimated beyond a one-year time frame other than the U.K. plan.
- (d) Many of our contracts contain clauses that allow us to terminate the contract with notice, and with or without a termination penalty. Termination penalties are generally an amount less than the original obligation. Certain contracts also have an automatic renewal clause if we do not provide written notification of our intent to terminate the contract. Obligations under certain contracts are usage-based and are, therefore, estimated in the above amounts. Historically, we have not had any significant defaults of our contractual obligations or incurred significant penalties for termination of our contractual obligations.
- (e) Technology and telecommunications represents obligations related to hardware purchases, including purchases of ATMs and terminals, as well as software licenses, hardware and software maintenance and support, technical consulting services, and telecommunications services.
- (f) All other includes obligations related to materials, data, non-technical contract services, facility security, investor management fees, maintenance, and marketing promotions.

As of December 31, 2014, we had approximately \$262 million of tax contingencies comprised of approximately \$238 million reported in long-term income taxes payable in the Other long-term liabilities line of our consolidated balance sheets, including approximately \$4 million of income tax liabilities for which The Western Union Company is required to indemnify us, and approximately \$24 million recorded as an increase of our deferred tax liability. These amounts have been excluded from the table because the settlement period cannot be reasonably estimated. The timing of these payments will ultimately depend on the progress of tax examinations with the various tax authorities.

## **Critical Accounting Policies**

*Goodwill*. Goodwill represents the excess of cost over the fair value of net assets acquired, including identifiable intangible assets, and has been allocated to reporting units. Our reporting units are businesses at the operating segment level or one level below the operating segment level for which discrete financial information is prepared and regularly reviewed by management.

We test goodwill annually for impairment, as well as upon an indicator of impairment, using a fair value approach at the reporting unit level. The fair value of our reporting units is based on a discounted cash flow models involving several assumptions. When appropriate we consider assumptions that we believe a hypothetical marketplace participant would use in estimating future cash flows. The key assumptions include Adjusted EBITDA growth and weighted average cost of capital (discount rate). We determined Adjusted EBITDA growth based on management estimates and business plans. Discount rate assumptions are based on an assessment of the risk inherent in future cash flows of the respective reporting unit as well as cost of debt and equity.

If it is determined that the fair value of the reporting unit is less than its carrying value, we would estimate the fair value of all of the reporting unit s assets and liabilities and calculate an implied fair value of goodwill, which is the

difference between the reporting unit s fair value and the fair value of all its other assets and liabilities. If the implied fair value of goodwill is less than its carrying value, the shortfall is recognized as impairment. The methodology for estimating fair value varies by asset; however, the most significant assets are intangible assets. We estimate the fair value of the intangible assets using the excess earnings method, royalty

savings method, or cost savings method, all of which are a form of a discounted cash flow analysis. An impairment charge of a reporting unit s goodwill could have a material adverse effect on our financial results. An impairment charge may be caused by changes in the underlying business and economic conditions, the most relevant of which would be a deterioration in global economic conditions. Deterioration in global economic conditions could cause us to experience a decrease in our Adjusted EBITDA. Furthermore, volatility in the debt markets which impacted our debt yields, could affect these estimates used in the analysis discussed above, which in turn could affect the fair value of the reporting unit. Thus, it is possible for reporting units that record impairments to record additional impairments in the future. All key assumptions and valuations are determined by and are the responsibility of management. The factors used in the impairment analysis are inherently subject to uncertainty. We believe that we have made reasonable estimates and assumptions to determine the fair value of our reporting units, if actual results are not consistent with these estimates and assumptions, goodwill and other intangible assets may be overstated which could trigger an impairment charge.

As of December 31, 2014, the carrying value of goodwill was \$17.0 billion, of which \$14.3 billion was related to our GBS reporting unit. As of June 30, 2015, the most recent impairment analysis date, the fair value of our reporting units substantially exceeded their carrying value with the exception of our GBS reporting unit. Our GBS reporting unit s carrying value exceeded fair value by 17%. Examples of events or circumstances that could reasonably be expected to negatively affect the underlying key assumptions and ultimately impact the estimated fair value of the aforementioned GBS reporting unit may include such items as the following:

Global economic, political, and other conditions may adversely affect trends in consumer, business, and government spending, which may adversely impact the demand for our services and our revenue and profitability.

Our ability to anticipate and respond to changing industry trends and the needs and preferences of our clients and consumers may affect our competitiveness or demand for our products, which may adversely affect our operating results.

Substantial and increasingly intense competition worldwide in the financial services, payments, and technology industries may materially and adversely affect our overall business and operations.

Potential changes in the competitive landscape, including disintermediation from other participants in the payments value chain, could harm our business.

The market for our electronic commerce services is evolving and may not continue to develop or grow rapidly enough for us to maintain and increase our profitability.

If we are unable to maintain merchant relationships and alliances, our business may be adversely affected.

Failure to obtain new clients or renew client contracts on favorable terms could adversely affect results of operations and financial condition.

Cost savings initiatives may not produce the savings expected and may negatively impact our other initiatives and efforts to grow our business.

See Risk Factors within this prospectus for additional risks which could reasonably be expected to negatively affect the key assumptions.

An additional analysis was performed for our GBS reporting unit, which sensitized the base discount rate by an additional 50 basis points with GBS passing by a margin of 7%. We also sensitized EBITDA growth by a reduction of 100 basis points with GBS passing by a margin of 14%. Refer to Note 1 Summary of Significant Accounting Policies to our audited consolidated financial statements included elsewhere in this prospectus for additional information regarding goodwill.

Intangible assets. We capitalize initial payments for new contracts, contract renewals, and conversion costs associated with client contracts and system development costs. Capitalization of such costs is subject to strict

accounting policy criteria and requires management judgment as to the appropriate time to initiate capitalization. Capitalization of initial payments for contracts and conversion costs only occurs when management is satisfied that such costs are recoverable through future operations, contractual minimums, and/or penalties in case of early termination.

We develop software that is used in providing processing services to clients. To a much lesser extent, we also develop software to be sold or licensed to clients. Capitalization of internally developed software, primarily associated with operating platforms, occurs only upon management s estimation that the likelihood of successful development and implementation reaches a probable level. Currently unforeseen circumstances in software development could require us to implement alternative plans with respect to a particular effort, which could result in the impairment of previously capitalized software development costs.

In addition to the internally generated intangible assets discussed above, we also record intangible assets as a result of business combinations and asset acquisitions. In these transactions, we typically acquire and recognize intangible assets such as client relationships, software, and trade names. In a business combination, each intangible asset is recorded at its fair value. In an asset acquisition, the cost of the acquisition is allocated among the acquired assets, generally by their relative fair values. We generally estimate the fair value of acquired intangible assets using the excess earnings method, royalty savings method, or cost savings method, all of which are a form of a discounted cash flow analysis. These estimates require various assumptions about the future cash flows associated with the assets, appropriate costs of capital, and other inputs such as an appropriate royalty rate. Changes to these estimates would materially impact the value assigned to the assets as well as the amounts subsequently recorded as amortization expense.

We test contract and conversion costs for recoverability on an annual basis by comparing the remaining expected undiscounted cash flows under the contract to the net book value. Any assets that are determined to be unrecoverable are written down to fair value. This analysis requires significant assumptions regarding the future profitability of the client contract during its remaining term. Additionally, contracts, conversion costs, and all other long lived assets (including client relationships) are tested for impairment upon an indicator of potential impairment. Such indicators include, but are not limited to: a current period operating or cash flow loss associated with the use of an asset or asset group, combined with a history of such losses and/or a forecast anticipating continued losses; a significant adverse change in the business, legal climate, market price of an asset or manner in which an asset is being used; an accumulation of costs for a project significantly in excess of the amount originally expected; or an expectation that an asset will be sold or otherwise disposed of at a loss.

The carrying value of the First Data trade name is \$604 million as of December 31, 2014. Upon consideration of many factors, including the determination that there are no legal, regulatory or contractual provisions that limit the useful life of the First Data trade name, we determined that the First Data trade name had an indefinite useful life. As an indefinite lived asset, the First Data trade name is not amortized but is reviewed annually for impairment until such time as it is determined to have a finite life. For 2014, we elected not to begin the process with a qualitative assessment due to the significance of the First Data trade name to our financial statements. In step one of the impairment test, we estimate the fair value of the First Data trade name using a relief from royalty methodology in which a royalty rate is applied to our revenue streams to be reliant upon the First Data trade name in order to estimate the rent that we save by owning rather than leasing the asset. As of October 1, 2014, the most recent impairment analysis date, the fair value of the First Data trade name exceeded its carrying value.

*Reserve for merchant credit losses and check guarantees.* With respect to the merchant acquiring business, our merchant clients (or those of our unconsolidated alliances) have the liability for any charges properly reversed by the cardholder. In the event, however, that we are not able to collect such amounts from the merchants due to merchant

fraud, insolvency, bankruptcy or another reason, we may be liable for any such reversed charges. Our risk in this area primarily relates to situations where the cardholder has purchased goods or services to be delivered in the future such as airline tickets.

Our obligation to stand ready to perform is minimal in relation to the total dollar volume processed. We require cash deposits, guarantees, letters of credit or other types of collateral from certain merchants to minimize this obligation. The amounts of collateral held by us and our unconsolidated alliances are as follows:

	As of December 31,		
(in millions)	2014	2	013
Cash and cash equivalents collateral	\$440	\$	479
Collateral in the form of letters of credit	93		106
Total collateral	\$ 533	\$	585

We also utilize a number of systems and procedures to manage merchant risk. Despite these efforts, we historically have experienced some level of losses due to merchant defaults.

Our contingent obligation relates to imprecision in our estimates of required collateral. A provision for this obligation is recorded based primarily on historical experience of credit losses and other relevant factors such as economic downturns or increases in merchant fraud. The following table presents the aggregate merchant credit losses incurred compared to total dollar volumes processed:

	Year ended December 31,		
	2014	2013	2012
FDC and consolidated and unconsolidated alliances credit losses (in			
millions)	\$ 63	\$ 54	\$ 50
FDC and consolidated alliances credit losses (in millions)	55	48	43
Total dollar volume acquired (in billions)	1,876	1,779	1,725

The reserve recorded on our consolidated balance sheets only relates to the business conducted by our consolidated subsidiaries. The reserve for unconsolidated alliances is recorded only in the alliances respective financial statements. We have not recorded any reserve for estimated losses in excess of reserves recorded by the unconsolidated alliances nor have we identified needs to do so. The following table presents the aggregate merchant credit loss reserves:

	As of December 31,		
(in millions)	2014	20	13
FDC and consolidated and unconsolidated alliances merchant credit loss			
reserves	\$ 24	\$	27
FDC and consolidated alliances merchant credit loss reserves	20		24

The credit loss reserves, both for us and our unconsolidated alliances, are comprised of amounts for known losses and a provision for losses incurred but not reported (IBNR). These reserves primarily are determined by performing a historical analysis of chargeback loss experience. Other factors are considered that could affect that experience in the future. Such items include the general economy and economic challenges in a specific industry or those affecting certain types of clients. Once these factors are considered, we or the unconsolidated alliance establishes a rate (percentage) that is calculated by dividing the expected chargeback (credit) losses by dollar volume processed. This rate is then applied against the dollar volume processed each month and charged against earnings. The resulting

reserve balance is then compared to requirements for known losses and estimates for IBNR items. Historically, this estimation process has proven to be materially accurate and we believe the recorded reserve approximates the fair value of the contingent obligation.

The majority of the *TeleCheck* business involves the guarantee of checks received by merchants. If the check is returned, *TeleCheck* is required to purchase the check from the merchant at its face value and pursue collection from the check writer. A provision for estimated check returns, net of anticipated recoveries, is recorded at the transaction inception based on recent history. The following table presents the accrued warranty and recovery balances:

	As of Dec	As of December 31,		
(in millions)	2014	2013		
Accrued warranty balances	\$ 9	\$9		
Accrued recovery balances	25	27		

We establish an incremental liability (and deferred revenue) for the fair value of the check guarantee. The liability is relieved and revenue is recognized when the check clears, is presented *to TeleCheck*, or the guarantee period expires. The majority of the guarantees are settled within 30 days. The incremental liability was approximately \$1 million as of December 31, 2014 and 2013. The following table details the check guarantees of *TeleCheck*.

	Year ended December 31,		
	2014	2013	2012
Aggregate face value of guaranteed checks (in billions)	\$ 36	\$ 39	\$ 43
Aggregate amount of checks presented for warranty (in millions)	253	285	319
Warranty losses net of recoveries (in millions)	67	66	76

The maximum potential future payments under the guarantees were estimated by us to be approximately \$1.2 billion as of December 31, 2014 which represented an estimate of the total uncleared checks at that time.

*Income taxes.* The determination of our provision for income taxes requires management s judgment in the use of estimates and the interpretation and application of complex tax laws. Judgment is also required in assessing the timing and amounts of deductible and taxable items. We establish contingency reserves for material, known tax exposures relating to deductions, transactions, and other matters involving some uncertainty as to the proper tax treatment of the item. Our reserves reflect our judgment as to the resolution of the issues involved if subject to judicial review. Several years may elapse before a particular matter, for which we have established a reserve, is audited and finally resolved or clarified. While we believe that our reserves are adequate to cover reasonably expected tax risks, issues raised by a tax authority may be finally resolved at an amount different than the related reserve. Such differences could materially increase or decrease our income tax provision in the current and/or future periods. When facts and circumstances change (including a resolution of an issue or statute of limitations expiration), these reserves are adjusted through the provision for income taxes in the period of change. As the result of interest and amortization expenses that we incur, we are currently in a tax net operating loss position. Judgment is required to determine whether some portion or all of the deferred tax assets, then these assets are adjusted through our provision for income taxes in the period in which this determine that we will not realize the benefit of some or all of our deferred tax assets, then these assets are adjusted through our provision for income taxes in the period in which this determination is made.

We are currently in a tax net operating loss position in several jurisdictions in which we operate, including the United States federal jurisdiction, resulting in significant deferred tax assets. We establish a valuation allowance against our deferred tax assets when, based upon the weight of all available evidence, we believe it is more likely than not that some portion or all of the deferred tax assets will not be realized. We believe that a significant portion of the deferred tax assets will be realized because of the existence of sufficient taxable income within the carryforward period available under the tax law, but have established valuation allowances for those deferred tax assets that in our

judgment will not be realized. In making this determination, we have considered the relative impact of all of the available positive and negative evidences regarding future sources of taxable income and tax planning strategies. However, there could be material impact to our effective

tax rate if there is a significant change in our judgment. It is reasonably likely that our judgment would change with respect to the United States federal jurisdiction if our financial performance in that jurisdiction substantially improves. We do not believe that this is reasonably likely in the next 12 months. If and when our judgment changes, then the valuation allowances are adjusted through the provision for income taxes in the period in which this determination is made. Refer to Note 15 Income Taxes to our audited consolidated financial statements included elsewhere in this prospectus for additional information regarding our income tax provision.

*Stock-based compensation.* We have a stock incentive plan for certain employees of ours and our affiliates (stock plan). This stock plan is at the FDH level which owns 100% of our equity interests. The stock plan provides the opportunity for certain employees to purchase shares in FDH and then receive a number of stock options or restricted stock based on a multiple of their investment in such shares. The plan also allows for us to award shares and options to certain employees. The expense associated with this plan is recorded by us. We use the Black-Scholes option pricing model to measure the fair value of stock option awards. We chose the Black-Scholes model based on our experience with the model and the determination that the model could be used to provide a reasonable estimate of the fair value of awards with terms such as those issued by FDH. Option-pricing models require estimates of a number of key valuation inputs including expected volatility, expected dividend yield, expected term, and risk-free interest rate. Certain of these inputs are more subjective due to FDH being privately held and thus not having objective historical or public information. The most subjective inputs are the expected term, expected volatility and determination of share value. The expected term is determined using probability weighted expectations and expected volatility is determined using a selected group of guideline companies as surrogates for FDH.

Periodically, we estimate the fair value of FDH common stock. We rely on the results of a discounted cash flow analysis but also consider the results of a market approach. The discounted cash flow analysis is dependent on a number of significant management assumptions regarding the expected future financial results of ours and FDH as well as upon estimates of an appropriate cost of capital. A sensitivity analysis is performed in order to establish a narrow range of estimated fair values for the shares of FDH common stock. The market approach consists of identifying a set of guideline public companies. Multiples of historical and projected EBITDA determined based on the guideline companies is applied to FDH s EBITDA in order to establish a range of estimated fair value for the shares of FDH common stock. We consider the results of both of these approaches. The concluded range of fair values is also compared to the value determined by the Board for use in transactions, including stock sales and repurchases. After considering all of these estimates of fair value, we then determine a single estimated fair value of the stock to be used in accounting for stock-based compensation.

As of December 31, 2014, time-based options were outstanding under the stock plan. The time options have a contractual term of 10 years. Time options vest equally over a three to five year period from the date of issuance. The options also have certain accelerated vesting provisions upon a change in control, a qualified public offering, or certain termination events.

The assumptions used in estimating the fair value of share-based payment awards represent management s best estimates, but these estimates involve inherent uncertainties and the application of management judgment. As a result, if factors change and we use different assumptions, stock-based compensation expense could be different in the future.

These valuations and estimates will not be necessary after the completion of this offering. Once we are public, we will rely on the public market price to determine the value of our common stock and any related stock-based compensation expense.

In connection with the HoldCo Merger, all Holdings stock option awards, Holdings restricted stock awards and Holdings restricted stock unit awards will be converted into awards on shares of our Class B common stock. For

additional information regarding Holdings stock options and Holdings restricted stock, see Narrative Disclosure to Summary Compensation Table and Grants of Plan Based Awards Equity Awards.

Refer to Note 11 Stock Compensation Plans to our audited consolidated financial statements included elsewhere in this prospectus for details regarding our stock-based compensation plan.

## New Accounting Guidance

In May 2014, the Financial Accounting Standards Board (FASB) issued guidance that requires companies to recognize revenue to depict the transfer of goods or services to clients in amounts that reflect the consideration to which the company expects to be entitled in an exchange for those goods or services. It also requires enhanced disclosures about revenue, provides guidance for transactions that were not previously addressed comprehensively, and improves guidance for multiple-element arrangements. The guidance applies to any entity that either enters into contracts with clients to transfer goods or services or enters into contracts for the transfer of nonfinancial assets unless those contracts are within the scope of other standards. The guidance is effective for public companies for annual periods beginning after December 15, 2016 as well as interim periods within those annual periods using either the full retrospective approach or modified retrospective approach. Early adoption is not permitted. On July 9, 2015, the FASB deferred the effective date by one year to December 15, 2017 for annual reporting periods beginning after that date. The FASB also permitted early adoption of the standard, but not before the original effective date of December 15, 2016. The Company is currently evaluating the impacts of the new guidance on its consolidated financial statements.

In April 2015, the FASB issued guidance that requires companies to present debt issuance costs related to a recognized debt liability on the balance sheet as a direct deduction from the debt liability, similar to the presentation of debt discounts. Debt issuance costs will continue to be amortized to interest expense using the effective interest method. The guidance is effective for public companies for annual periods beginning after December 15, 2015 as well as interim periods within those annual periods using the retrospective approach. We plan to adopt the new standard effective January 1, 2016.

## Quantitative and Qualitative Disclosures About Market Risk

## Interest Rate Risk

We are exposed to market risk from changes in interest rates. Our assets include cash equivalents as well as both fixed and floating rate interest-bearing securities. These investments arise primarily from settlement funds held by us pending settlement.

Our interest rate-sensitive liabilities are our debt instruments. Our senior secured term loan facility is subject to variable interest rates. We have interest rate swaps on \$5.0 billion of the variable rate debt that convert it to fixed rates that expire in September 2016. Therefore, as of June 30, 2015, we had approximately \$3.8 billion of variable rate debt that is not subject to a fixed rate swap.

Based on the June 30, 2015 balances, a 10% proportionate increase in short-term interest rates on an annualized basis compared to the interest rates as of June 30, 2015, which for the three month LIBOR was 0.2832%, and a corresponding and parallel shift in the remainder of the yield curve, would result in no change to pretax income. The effect to pretax income (due to a 10% increase in variable rates as of June 30, 2015) is due to a \$1 million increase in interest expense related to our balance of variable interest rate debt, net of interest rate swaps and a \$1 million increase in interest income associated with operating cash balances, settlement related cash balances, and investment position. Conversely, a corresponding decrease in interest rates would result in no change to pretax income. Actual interest rates could change significantly more than 10%. There are inherent limitations in the sensitivity analysis presented, primarily due to the assumption that interest rate movements are linear and instantaneous. As a result, the analysis is

unable to reflect the potential effects of more complex market changes that could arise, which may positively or negatively affect income.

## Foreign Currency Risk

We are exposed to changes in currency rates as a result of our investments in foreign operations, revenues generated in currencies other than the U.S. dollar and foreign currency-denominated loans. Revenue and profit generated by international operations will increase or decrease compared to prior periods as a result of changes in foreign currency exchange rates. Refer to Note 5 Derivative Financial Instruments to our audited consolidated financial statements included elsewhere in this prospectus for additional information regarding the changes in foreign currency exchange rates.

A hypothetical uniform 10% weakening in the value of the U.S. dollar relative to all the currencies in which our revenues and profits are denominated would result in an increase to pretax income of approximately \$17 million. The increase results from a \$56 million increase related to foreign exchange on intercompany loans and a \$18 million increase related to foreign exchange on foreign currency earnings, assuming consistent operating results as the twelve months preceding June 30, 2015. This increase is partially offset by a \$57 million decrease related to a euro-denominated term loan held by us. There are inherent limitations in the sensitivity analysis presented, primarily due to the assumption that foreign exchange rate movements are linear and instantaneous. As a result, the analysis is unable to reflect the potential effects of more complex market changes that could arise, which may positively or negatively affect income.

#### BUSINESS

#### **Our Company**

First Data sits at the center of global electronic commerce. We believe we offer our clients the most complete array of integrated solutions in the industry, covering their needs across next-generation commerce technologies, merchant acquiring, issuing, and network solutions. We serve our clients in 118 countries, reaching approximately 6 million business locations and over 4,000 financial institutions. We believe we have the industry s largest distribution network, driven by our partnerships with many of the world s leading financial institutions, our direct sales force, and a network of distribution partners. We are the largest merchant acquirer, issuer processor, and independent network services provider in the world, enabling businesses to accept electronic payments, helping financial institutions issue credit, debit and prepaid cards, and routing secure transactions between them. In 2014, we processed 74 billion transactions globally, or over 2,300 per second, and processed 28% of the world s eCommerce volume. In our largest market, the United States, we acquired \$1.7 trillion of payment volume, accounting for nearly 10% of U.S. GDP last year.

Our company is organized around three primary lines of business:

**Global Business Solutions (GBS)** This segment provides retail point-of-sale merchant acquiring and eCommerce services as well as next-generation offerings such as mobile payment services, webstore-in-a-box solutions, and our cloud-based *Clover* point-of-sale operating system, which includes a marketplace for proprietary and third-party business apps.

**Global Financial Solutions (GFS)** This segment provides credit solutions for bank and non-bank issuers. These include credit and retail private-label card processing within the United States and international markets, as well as licensed financial software systems, such as our *VisionPLUS* bank processing application, and lending solutions. GFS also provides financial institutions with a suite of related services including card personalization and embossing, statement printing, client service, and remittance processing.

**Network & Security Solutions (NSS)** This segment provides a wide range of value-added solutions that we sell to clients in our GBS and GFS segments, smaller financial institutions, and other enterprise clients. These solutions include our EFT network solutions, such as our *STAR Network*, our debit card processing solutions, our stored value network solutions, such as *Money Network*, *ValueLink*, *Gyft*, and *Transaction Wireless*, and our security and fraud solutions, such as *TransArmor* and *TeleCheck*. This segment also supports our other digital strategies, including online and mobile banking, and our business supporting mobile wallets.

Our business is characterized by transaction related fees, multi-year contracts, and a diverse client base, which allows us to grow alongside our clients. Our multi-year contracts allow us to achieve a high level of recurring revenues with the same clients. While the contracts typically do not specify fixed revenues to be realized thereunder, they do provide a framework for revenues to be generated based on volume of services provided during such contract s term. Our business also generally requires minimal incremental capital expenditures and working capital to support additional revenue within our existing business lines.

In 2014, we generated \$11.2 billion of revenue, \$1.4 billion of operating profit, and had a net loss attributable to First Data of \$458 million, reflecting an increase of 3%, 28% and 52% (decrease of loss), respectively, over 2013. For the

same period, we generated segment revenues (which exclude reimbursable fees and other items) of \$6.9 billion, Adjusted EBITDA of \$2.7 billion, and Adjusted Net Income of \$488 million, reflecting an increase of 3%, 9% and 232%, respectively, over 2013. For additional information regarding our segment revenues and non-GAAP financial measures, including a reconciliation of Adjusted EBITDA and Adjusted Net Income to net income attributable to First Data, see Prospectus Summary Summary Historical Consolidated Financial and Other Data.

## **Our Distribution Platform**

We deliver our solutions around the world through a broad set of distribution channels. We believe these channels, collectively, give us one of the largest sales forces in our industry, enabling us to reach clients of all sizes, types, and industry verticals in a cost-effective manner. Our large distribution platform often makes us an attractive partner for established and emerging commerce solution providers.

For GBS, we believe we have the industry s largest network of bank partnerships for merchant acquiring, including equity alliances with eight large banks around the world in which we have a controlling or material equity stake, and over 80 revenue sharing partnerships. Our bank partnerships include some of the largest financial institutions in the world, such as Bank of America Corporation, Wells Fargo, The PNC Financial Services Group, Citigroup, SunTrust Banks, Lloyds Banking Group, Allied Irish Banks, ICICI Bank, and ABN AMRO Group.

In addition, we have a large direct sales force, and we partner with over 1,100 third parties who actively re-sell our solutions, including independent sales agents, ISOs, PSPs, ISVs, and VARs who often have specialized sales capabilities to reach into local communities, small businesses, eCommerce channels, or specific industry verticals. We also have over 1,600 referral arrangements with bank and non-bank partners.

For GFS, we have a large direct sales force and reach a broad base of smaller financial institutions through GSPs.

For NSS, we leverage the distribution platforms of GBS and GFS, and also distribute through a direct sales force.

#### **Our Transformation**

In 2013, we began transforming our business by investing in next-generation commerce solutions aimed at helping our clients grow their businesses, investing in our client-facing teams to enhance their reach and effectiveness, and recruiting a new group of experienced leaders into critical positions across the Company.

We have moved beyond payment processing. We believe our long-term success will be driven by focusing on helping our clients grow their businesses by providing them with a suite of new commerce-enabling technologies as well as our broad set of existing solutions. Our focus on innovation combined with the direct relationships we enjoy with many businesses and financial institutions, and the critical nature of the services we already provide many clients positions us well to quickly develop, commercialize and deliver new commerce solutions to our clients.

We have many opportunities, in our view, to sell our expanded set of commerce solutions. We intend to sell these products to *new* clients through all of our major existing distribution channels, often through more enhanced product bundling. In addition, given the large size of our existing client base, we believe we have an outsized opportunity to sell our new solutions to *existing* clients, many of whom may not be aware of the availability of our next-generation commerce solutions nor that these solutions are designed to easily integrate into their existing First Data solutions.

**First Data s focus on innovation has accelerated.** In the last three years, we have acquired six commerce-focused technology start-ups: *Clover, Perka, Gyft, SpreeCommerce, EasyWay Ordering*, and *Transaction Wireless*; we now employ nearly 200 employees in Silicon Valley and Silicon Alley; and we have partnered with some of the world s leading technology companies to deliver commerce-enabling solutions.

Since 2013, we have launched many innovative solutions. For example, we launched *Clover*, a tablet-based integrated POS system that can harness the creativity of third-party developer solutions, to target the SMB market; with *Clover* we aim to create the largest open architecture operating system for commerce-enabling solutions and applications for business owners. Recognizing the growing desire for analytics, we launched *Insightics*, an innovative cloud-based software solution that unlocks the power of big data behind payment transactions for the SMB market. Seeing the growing need for security solutions, we launched *TransArmor*, an encryption and tokenization solution for business owners, and we partnered with a leading chip technology company to build a comprehensive EMV solution for card issuers. Seeing the growing interest in the virtualization of payment cards, we acquired *Gyft* and *Transaction Wireless*, significantly increasing our capabilities in the issuance and distribution of virtual cards. Finally, we launched a web / mobile-enabled version of our *VisionPLUS* software application with improved features for multi-currency, multi-wallet, and prepaid cards, and we commercialized functionality for enabling consumer alerts and card controls on our U.S. issuing platform.

We are investing to enhance our client-facing teams. We believe we can grow our business and serve our clients better by investing to improve the effectiveness of our client-facing teams. Given our now-expanded solution suite, we believe we have more opportunities to conduct enterprise selling to new and existing clients, and more opportunities to sell new innovations into our large existing base of clients. For example, we are building out enterprise coverage teams, and we believe initiatives like these should help drive new sales and increase client loyalty and retention.

We have also focused heavily on adding new executive talent to First Data. Led by Chairman and CEO Frank Bisignano, our Management Committee has been significantly reconstituted and expanded, bringing to First Data deep expertise from leading global organizations in technology, financial services, payments, cyber-security, operations, and controls. Beyond the Management Committee, over two thirds of our top 150 executives have joined First Data since May 2013, injecting a significant level of new talent into the Company s leadership.

## **Benefitting from Industry Trends**

We believe First Data is strongly positioned to take advantage of several global industry trends:

Consumer payments are continuing to shift from cash to electronic;

Consumer shopping continues to shift from brick and mortar locations to online;

SMB owners are increasingly demanding next-generation technology such as tablet-based POS systems and devices that accept mobile payments;

Given recent payment data breaches, clients are increasingly demanding robust security and fraud solutions; and

Financial institutions continue to outsource and leverage technology providers given their constrained budgets and growing industry complexity.

We believe First Data is well positioned to take advantage of all of these trends given the breadth of our solutions and our global operating scale.

#### **Industry Background**

#### **Overview of Our Industry**

Our industry is comprised of technology solution providers with different areas of expertise, specialized capabilities, and proprietary technologies. These providers are positioned across the value-chain of solutions that enable businesses and financial institutions to conduct commerce. Together, these providers help facilitate approximately \$43 trillion of annual personal consumption expenditures and approximately \$120 trillion of annual commercial consumption expenditures, according to The World Bank data obtained in 2015 and an April 2015 industry trends report prepared by Visa Inc., respectively.

These providers include payment processors, core bank processors, information services providers, hardware vendors, software developers, web developers, marketing-program managers, security and risk management solutions vendors, card manufacturers, and business process outsourcers, among others. These providers sell their solutions to businesses or financial institutions across 15 general service categories, as illustrated below.

## The Value-Chain of Commerce-Enabling Solutions Providers

The providers in our industry that sell solutions to businesses and financial institutions include:

- 1. **Point-of-Sale Technology** Providers of hardware and software systems that enable businesses to perform a range of front and back office functions. Basic POS technologies, such as card terminals, help read credit and debit card information to initiate payment transactions, while more advanced systems, such as integrated POS (IPOS), enable business owners to operate more sophisticated software applications to perform functions that help them manage their enterprise from a PC, tablet, or mobile device that is integrated with transaction processing capabilities.
- 2. **Business Loyalty Programs** Program managers that offer businesses the ability to run discrete retention campaigns, membership agreements and reward programs designed to encourage specific customer behaviors such as increased visit frequency, longer customer life, and higher spending.
- 3. **Business Management Software** Software developers that create applications to help businesses manage front and back-office operations, allowing users to engage with customers more effectively, manage employees, monitor key operational metrics, and perform accounting and finance functions.
- 4. **Compliance Solutions** Providers of services and solutions that help business owners ensure their enterprise practices and processes adhere to and remain compliant with various industry standards, such as payment card industry (PCI) compliance, government standards, such as 1099 reporting, and technical requirements, such as EMV acceptance.
- 5. **Merchant Acquiring** Providers of services and solutions that help businesses accept, process, and settle electronic payment transactions across retail POS, online and mobile POS environments. The merchant acquirer sells payment acceptance services to the business client and underwrites the risk associated with each transaction. A few merchant acquirers, with proprietary technology platforms, provide processing in-house, but most outsource these functions to a merchant processor. See Overview of Payment Processing for more detail.
- 6. Merchant Processing Providers of proprietary technology platforms that facilitate the processing of electronic transactions and other related functions on behalf of merchant acquirers that do not have in-house capabilities. For example, there are 76 merchant acquirers in the United States according to The Nilson Report dated March 2015, but we believe fewer than 20 own end-to-end processing platforms. See Overview of Payment Processing for more detail.
- 7. Encryption / Tokenization Technology Providers of security solutions that protect payment and other sensitive data at-rest and in-transit from theft and misuse. These solutions encrypt and decrypt commercial transaction data or replace it with an electronic token. These vendors may also provide solutions to protect businesses and financial institutions from external data breaches.

- 8. **Network Services** Payment networks such as Visa and MasterCard and EFT networks, such as *STAR*, NYCE and Pulse that connect, secure and transmit transactions between merchant acquirers and issuers to facilitate payment authorization, clearing and settlement. See Overview of Payment Processing for more detail.
- 9. **Fraud / Security Technology** Providers of solutions that help businesses and financial institutions effectively manage risk and protect themselves from external data breaches, maintain control over internal access to data, and defend against fraudulent transactions.
- 10. **Information / Core Bank Services** Providers of proprietary software applications and technology platforms that help financial institutions open and manage deposit accounts, process deposits and withdrawals, facilitate the origination, processing and servicing of consumer loans, and provide online access to financial accounts, at bank teller stations, ATMs and through online and mobile banking solutions.

- 11. **Issuer Processing** Providers of proprietary technology platforms that facilitate the management and processing of electronic transactions and other related functions on behalf of card issuers, such as banks and retailers, which do not have in-house capabilities. These providers can sell their solutions as a complete suite of processing and related functions, discrete applications on a customized basis or as a hosted or licensed software solution. See Overview of Payment Processing for more detail.
- 12. **Output Services** Providers of outsourcing services that help card issuers procure, produce, design and emboss their credit, debit, prepaid, EMV-enabled, contactless and private-label plastic cards, and deliver cards to account holders. These providers also help design, print and mail statements and letters on behalf of clients and send customer communications through other channels, such as electronic.
- 13. **FI Account Management Software** Software developers that create applications to help financial institutions optimize their card portfolios, such as specialized administration portals, data mining and analytical tools, and strategy evaluation software, and manage certain front and back-office operations, such as customer relationship management and dispute resolution functions.
- 14. **FI Loyalty Programs** Solutions that enable financial institutions to run discrete rewards programs to help drive customer acquisition, engagement and retention, through loyalty processing platforms, rewards portals, the design and marketing of offers and incentives, campaign management and analytical tools, and communication services.
- 15. **FI Products and Services** Providers of services and solutions that help smaller banks cost-effectively offer a full suite of consumer-facing products and services to their account holders, such as revolving credit lines, credit and commercial cards, and access to ATM services.

## **Overview of Payment Processing**

A subset of the technology solution providers in our industry are *Payment Processors*, which help facilitate specific services within the value chain of commerce-enabling solutions. These providers include merchant acquirers, merchant processors, network services providers and issuer processors. Traditional payment processing services include the authorization and settlement of electronic payments, such as credit and debit card transactions, which continue to exhibit strong growth trends around the world. For example, according to The Nilson Report dated January 2015, general purpose credit and debit card transactions are projected to grow significantly from 2013 to 2023, as shown in the table below.

Key Metrics for General Purpose Credit and Debit Cards	2013	2023 Projected	Compound Annual Growth Rate from 2013 to 2023
Global Purchase Volume	\$16.3 trillion	\$49.1 trillion	12%
Global Purchase Transactions	187 billion	469 billion	10%
U.S. Purchase Volume	\$4.5 trillion	\$10.0 trillion	8%
U.S. Purchase Transactions	82 billion	163 billion	7%

The processing of a traditional card transaction includes two sub-processes: (1) capture and authorization and (2) clearing and settlement. Below is an illustrative diagram of the flow of a typical card transaction and an explanation of each step in the process.

#### Capture and Authorization

In the capture and authorization process, the business obtains approval for payment from the card issuing bank. This process includes the following steps:

1. Once the consumer is ready to make a purchase, he or she presents their card for payment;

2. The card is swiped in the POS device at the business location, which captures the account information contained on the card s magnetic stripe or EMV-compliant chip;

In a mobile commerce transaction facilitated by a mobile wallet, such as Apple Pay, the appropriate card details are stored virtually on an application on the phone and transmitted to the POS device through a chip equipped with near-field communication (NFC) technology;

In an eCommerce transaction, the POS device is replaced by a virtual terminal application and the consumer types the card number into the check-out page of the online storefront. In some circumstances, an online wallet, such as PayPal, may be used to transmit the appropriate payment credentials;

3. The customer s card details are transmitted from the POS to the merchant acquirer, or the merchant acquirer s processor, via an internet connection or a phone line;

In an eCommerce transaction, the information is encrypted and then transmitted to the merchant acquirer, or merchant acquirer s processor, via an online gateway;

- 4. The merchant acquirer, or the merchant acquirer s processor, identifies the appropriate payment network affiliated with the card, such as Visa, MasterCard, or *STAR*, and forwards the card details to the appropriate network;
- 5. The payment network receives the request for payment authorization, identifies the appropriate card issuing bank, and routes the transaction to the bank or its issuer processor;
- 6. The card issuing bank, or its issuer processor, receives the request and then executes a series of inquiries into its account systems to assess the potential risk of fraud for the transaction, establish that the account is in good standing, and verify that the cardholder has sufficient credit or adequate funds to cover the amount of the transaction;
- 7. The card issuing bank, or its issuer processor, approves or declines the transaction and sends back the response to the payment network. In this example the transaction is approved;
- 8. The payment network receives the approval and forwards the authorization to the merchant acquirer, or merchant acquirer s processor; and
- 9. The merchant acquirer, or merchant acquirer s processor, sends the authorization back to the POS device at the business location, which provides an approval confirmation and prints a receipt;

In a mobile commerce transaction, the approval confirmation and receipt may also be transmitted to the consumer s mobile wallet application or to the consumer via email;

In an eCommerce transaction, the authorization is sent to the online storefront, which communicates the approval to the consumer on the screen, and may provide the receipt for printing online or via email.

#### Clearing and Settlement

In the clearing and settlement process, a request for payment is initiated, funds are transferred and the transaction is posted to the business owner s and the consumer s account statements. The clearing and settlement process includes the following steps:

10. Typically at the end of the day, the business submits a batch of all of its approved authorizations to the merchant acquirer, or the merchant acquirer s processor, through a function on its POS device;

In the case of an eCommerce business, the online storefront s gateway sends the batch to the merchant acquirer, or to the merchant acquirer s processor;

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- 11. The merchant acquirer, or the merchant acquirer s processor, receives the batch, notes the final amounts due for settlement and routes the batch of approved authorizations to each applicable payment network;
- 12. Each payment network sends the batch of approved authorizations to the applicable card issuing bank, or its issuer processor, which posts the transaction to the consumer s statement;
- 13. Typically within 48 hours, the payment network calculates net settlement positions for the merchant acquirer and the card issuing bank, sends advisements to the merchant acquirer and card issuing bank and submits a fund transfer order to a settlement bank; and
- 14. The settlement bank facilitates the exchange of funds between the merchant acquirer and the card issuing bank; and the merchant acquirer transfers the funds to the business owner s account.

#### Key Trends

Our industry is impacted by several significant trends that are driving growth and changing the way commerce is being conducted and facilitated around the world.

These trends include:

**Shift to Electronic Commerce** Consumers, businesses, financial institutions, and government entities around the world are continuing to shift their commercial activities and transactions to electronic forms. According to The Nilson Report dated December 2014, in the United States from 2013 to 2018, cash and check purchase volumes are projected to decline by 34% and 46%, respectively, while credit and debit card purchase volumes are projected to increase by 65% and 49%, respectively.

**Migration to Online Channels** Over the past 20 years, the combination of the growth of the Internet, the decreasing costs of technology used to access the Internet, and the increasing adoption of electronic payments has driven the migration of commerce to online channels such as eCommerce and mobile commerce. We believe this migration will continue as market demographics shift to newer generations of consumers who use the Internet and mobile smartphones more heavily. According to the eMarketer Report, global eCommerce spending as a percentage of global retail spending is projected to increase from 6% in 2013 to 9% in 2018.

**Globalization of Commerce** Commerce is evolving from a primarily local or regional activity to a multi-national or global activity due to several factors, including: (1) population growth rates and changes in socio-economic demographics in developing markets are creating large addressable markets for commerce; (2) large businesses and financial institutions are expanding across geographic borders as they seek to grow their own operations or serve customers who are expanding internationally; and (3) businesses of all sizes are conducting more commerce on the Internet, where online customers are not constrained by geographic distance. According to The Nilson Report dated January 2015, from 2013 to 2023, the percentage of global purchase transactions conducted in the United States and Canada will decline from 48% to 38%, while the

percentage of transactions conducted in Asia and Latin America will increase from 27% to 38%, and the percentage of transactions conducted in the Europe, Middle East and Africa region will remain relatively flat, moving from 25% to 24%.

Adoption of New Technologies The technology landscape around the world has changed significantly over the past decade and has become more accessible to consumers and smaller enterprises. The costs of traditional technology products and services, such as computer hardware, enterprise software, and telecommunications have declined materially, while Internet access speeds and the development of new social media have increased significantly. As a result, a significant amount of innovation has produced new, lower-cost technologies that are rapidly gaining adoption, such as mobile tablets, smartphones, cloud-based marketplaces, mobile apps, person-to-person networks, mobile wallets, and virtual currencies. The adoption of these technologies is also driving more spending on

commerce-enabling solutions, such as business management software for SMBs, integrated POS systems and industry vertical-specific applications. According to a *Hospitality Technology* study in December 2014 on purchasing plans for 2015, 19% of restaurant businesses surveyed reported plans to install a POS system from a new vendor, 38% planned to develop or deploy a mobile POS solution, 38% planned to test and research new POS solutions, and 67% planned to add new functionality, features and/or modules to current POS software.

**Increasing Use of Data and Analytics** As consumers and enterprises migrate to online channels and adopt new technologies, they are accessing and using more data. This information is being synthesized into new applications to empower consumers, such as location-based services or price-comparison search engines, and empower enterprises, such as audience measurement and market information solutions. Businesses and financial institutions are also increasingly investing in new analytical tools that enable them to access, mine, categorize, synthesize and analyze new data from their own operations and the marketplace to run their enterprises more efficiently and effectively. According to the IDC Report, global spending on big data analytics will reach \$125 billion in 2015 and the number of large organizations in the United States that purchase external data will increase from 70% to 100% from 2014 to 2019.

**Convergence of Commerce Channels** The migration to online channels, expansion into new geographies, adoption of new technologies, and the increase in the use of data is driving a convergence of commerce channels to a multi-channel environment. Whether consumers engage in commercial activities at a physical location, online from a personal computer, or remotely through a mobile device, they are increasingly demanding access to similar: (1) commercial information, such as inventory selection, menus, or financial accounts; (2) commercial incentives, such as promotional offers, savings discounts, and rewards; and (3) commercial engagement, such as client service and support. In response, businesses and financial institutions are increasingly looking for integrated technology solutions that can be used across all of their channels with enterprise-level functionality, controls, data management, analytical capabilities, and reporting tools.

**Rise in Security Breaches** As the shift to electronic commerce, migration to online channels, and use of data increase, larger amounts of sensitive information are being stored and transmitted electronically by an increasing number of companies. As a result, a growing amount of information is being exposed and compromised around the world, causing a greater number of security breaches. According to the *Global State of Information Security Survey* dated September 30, 2014 by PricewaterhouseCoopers, the total number of information security incidents detected around the world increased to 42.8 million in 2014, which was the equivalent of 117,339 attacks per day. This total represents a 48% increase over 2013 and a 66% compound annual growth rate since 2009, when approximately 3.4 million information security incidents were reported.

#### Industry Challenges and Demands

As a result of these trends, we believe businesses and financial institutions are facing several challenges, which also have significant implications for providers of commerce-enabling technology solutions. These include:

**Operational Complexity** Enterprises are facing an increasingly complex operating environment and set of choices as they develop strategies to migrate to new channels, expand into new markets, adopt new technologies, use data in new ways, and try to understand the implications of these decisions. In addition, new industry standards, regulatory changes, and increasing security requirements are compounding this complexity. As a result, we believe enterprises are seeking technology partners with: (1) the trust and expertise to help them manage through these complex transitions; (2) the breadth and depth of products and services to meet all of their needs; (3) the ability to integrate disparate functions into solutions that are easy and convenient to manage; and (4) the high quality client service to advise and support them when they need help.

**Global Capabilities** Businesses and financial institutions that are looking to expand into new geographic markets are typically faced with the difficult, expensive and time-consuming option of selecting and integrating with different technology solutions providers in each market or region. As a result, we believe these enterprises are seeking technology partners with the capabilities to partner with them in multiple markets and regulatory environments.

**Specialized Functionality** The proliferation of new technologies and available data are creating a growing demand for technology applications with increasingly specialized features and functions. Enterprises are looking to automate business practices and processes that are unique to their industry vertical and integrate these into their commercial activities. As a result, we believe enterprises are seeking technology partners with the ability to collaborate with software developers and integrate their specialized applications into their commerce-enabling solutions.

**Real-Time Information** The growth of the Internet, proliferation of new technologies, and increasing use of data are also creating a growing demand for faster processing and analysis to deliver detailed, real-time information across multiple channels. As a result, we believe enterprises are seeking technology partners with fast, multi-channel processing capabilities and powerful analytical tools to deliver the most amount of value-added information in the shortest amount of time.

**Service and Support Levels** All of these new trends and technological changes are increasing businesses and financial institutions demand for 24/7 access to high-quality client service and support personnel that have the experience and resources to help them in an increasingly complex and real-time operating environment. As a result, we believe enterprises are seeking trusted and dependable technology partners with global support capabilities and a strong track record of service in the marketplace.

**Security Concerns and Capabilities** As larger amounts of data are transmitted electronically around the world and the number of information security breaches increases, we believe consumers, businesses, financial institutions, and government entities are becoming increasingly concerned about the protection of their data. In addition, new industry security standards are creating additional considerations and complexity for businesses and financial institutions. For example, in the United States, the major networks Visa, MasterCard, Discover and American Express are mandating that the liability for point-of-sale fraud will shift in October 2015 to the party, either the issuing financial institutions are reissuing new payment cards that have embedded EMV-compliant chips, and businesses are looking to replace their POS terminals or IPOS technologies with new devices that accept EMV cards. As a result, we believe businesses and financial institutions, robust fraud management resources and infrastructure, and expertise to manage risk around the world.

**Regulatory Scrutiny** The intensity and scope of regulatory initiatives has increased significantly over the past few years around the world, particularly for financial institutions. This change has been driven by an increasing demand for operational transparency, an understanding and assessment of overall business risks, and consumer protection initiatives. As a result, we believe enterprises are seeking technology partners with the infrastructure to help them manage their regulatory compliance demands across multiple markets and the

# expertise to advise them on new initiatives and alternative strategies. *Opportunities for the Future*

We believe these trends and the rapid pace of change in commerce are creating a complex operating environment for businesses and financial institutions, who will increasingly seek trusted technology partners to help them develop new solutions for how they run their enterprises, interact with their customers, and secure their data. We believe commerce-enabling technology solution providers will need to position themselves

effectively in the future to address many new market demands and will need to demonstrate: (1) industry expertise and thought leadership; (2) genuine concern for their clients and quality customer support; (3) a strong understanding of global markets and the capabilities to operate in multiple geographies; (3) a broad suite of solutions that can be integrated across channels and markets depending on the client s changing needs; (4) large scale and powerful processing and data analysis capabilities; and (5) a strong track record of security and risk management.

#### **Our Competitive Strengths**

We believe First Data has many competitive advantages that position us favorably in the global marketplace and will help us drive growth in the future.

#### Our Industry Leadership and Large Scale Give Us Operating Advantages

Based on our size, scale, and global footprint, we are a leading provider in our industry, having processed 74 billion transactions globally in 2014. Our clients include some of the largest and best known global retail and financial institutions, as well as millions of smaller businesses and banks across the world. We are:

**#1 in Global Merchant Acquiring** In 2014, we served approximately 6 million business locations worldwide, including 4 million in the United States. According to The Nilson Report dated March 2015, First Data is the largest merchant acquirer in the world. In 2014, we acquired 11% of global credit and debit purchase volume and 39% of U.S. credit and debit purchase volume.

**#1 in Global Issuer Processing** We have direct relationships with over 4,000 financial institutions, which we believe makes us the largest card issuer processor in the world for credit, debit, prepaid and private-label cards. In 2014, we had 785 million card accounts on file in the United States and 938 million globally versus 617 million reported by our closest competitor.

**#1 in Independent Network Services** We own the *STAR Network*, the largest payments network in the world that is not owned entirely or in-part by issuing banks or a government entity. The *STAR Network* is accepted at over 1 million POS and ATM locations in the United States and processed 3.6 billion PIN debit and ATM transactions in 2014.

**A World Leader in Global eCommerce** We provide eCommerce processing for large enterprise clients, SMBs and third-party payment services providers. We processed \$418 billion of eCommerce volume around the world in 2014, representing 28% of the \$1.5 trillion in total global eCommerce volume reported by the eMarketer Report.

Our scale enables us to cost-effectively leverage our fixed technology and operations infrastructure, helping us to produce high operating margins, incur low marginal capital expenditures, and generate strong operating cash flow.

Our scale also allows us to efficiently develop, acquire, and commercialize next-generation technologies globally. We believe this provides us with a competitive advantage over smaller industry participants, and this advantage will become even more pronounced as clients require solutions that enable them to operate in an increasingly complex technology, security, and regulatory environment.

#### We Deliver Integrated Solutions Across the Commerce Value Chain

We believe we offer our clients the most complete array of integrated solutions in the industry, covering their needs across next-generation commerce technology, merchant acquiring, issuing, and network solutions. We believe this differentiates us from our competition and will continue to drive growth in the future.

Our suite of commerce-enabling solutions includes a range of products for businesses and financial institutions of all sizes and types that help our clients grow their business, interact with their customers, and manage their operations.

**For Our Business Clients** We provide a wide array of commerce-enabling solutions to small, medium, large and multi-national businesses. For example, we may provide an SMB client with POS, mobile and online payment acceptance, the *Clover* operating system, *STAR Network* acceptance, gift card solutions, the *Perka* loyalty system, *Insightics* information software, and our webstore-in-a-box solution. For large and multi-national businesses, we may offer many of these solutions, as well as others more tailored to their needs, such as enterprise security solutions, retail private label card processing, dynamic currency conversion, and payroll solutions.

**For Our Financial Institution Clients** We provide a full suite of issuer processing and related services for financial institutions of all sizes. For example, for a community bank, we may provide debit processing, *STAR Network* as a debit and ATM network option, and online banking. For a large financial institution, we may also offer credit processing, retail private label processing, statement and card production, and outsourced client service.

#### We Have a Large and Diverse Distribution Platform

We sell our commerce-enabling solutions to approximately 6 million business locations and over 4,000 financial institutions through a combination of channels that provide us with a large, global distribution platform. Our distribution channels allow us to reach clients of all types and sizes. Uniquely, we have a wide network of bank relationships that exclusively provide us or our equity alliances with referrals to their customers and access to their combined global branch network of over 36,000 locations, which can sell First Data solutions. Our distribution platform includes:

**Equity Alliances** We currently have equity alliances with eight large banks around the world in which we have a controlling or material equity ownership stake, including 3 of the top 6 acquiring banks. These alliances are stand-alone entities, but leverage the trusted brands, customer relationships, and distribution capabilities of our partners to sell our solutions.

**Revenue Sharing Alliances** We have entered into over 80 partnership alliances with large and mid-sized banks which resell our solutions in exchange for a share of the revenues generated by these sales. Similar to our equity alliances, our revenue sharing alliances leverage the trusted brands, customer relationships, and distribution capabilities of our partners.

**Referral Partnerships** We partner with over 400 banks and over 1,200 non-bank entities which refer us to their customers in exchange for various forms of compensation. These partners leverage their individual market positions, domain expertise, and customer bases to identify new sales opportunities on our behalf.

**Direct Sales** We employ approximately 2,300 relationship managers and sales people who service leads from revenue sharing alliances, referral partnerships, and other sources. Our sales force utilizes a customized consultative approach to understand the needs of our business and financial institution clients in order to identify and offer them the best First Data solutions to meet their needs.

Indirect Sales We partner with over 1,100 third parties who actively re-sell our solutions. These parties include independent sale agents, ISOs, PSPs, ISVs, and VARs who often have specialized sales capabilities to reach into local communities, small businesses, eCommerce channels, or specific industry verticals.
We believe that over the past 20 years, First Data has built significant expertise in successfully structuring and operating different types of distribution partnerships around the world. We believe this is a significant competitive advantage, and has helped us broaden our distribution platform over time.

## We Have a Global Footprint Enabling Us to Reach Clients Around the World

We have operations in 36 countries and serve clients in 118 countries around the world directly and indirectly. We have well-established businesses and partnerships to serve clients in large developed economies such as the United States, the United Kingdom, Germany, and Australia where the penetration of electronic payments is high and the use of commerce-enabling technologies is common.

We have also made strategic investments and developed key partnerships in fast-growing emerging markets where the penetration of electronic payments is lower. For example, in India, we have a merchant acquiring joint venture with ICICI, the country s largest private-sector bank, and in Brazil, we serve various financial institutions with our *VisionPLUS* software and established a new merchant acquiring business, named *Bin*, in 2014.

We believe our global breadth is an increasing competitive advantage as multi-national organizations, such as retailers, restaurant chains, and financial institutions, want to work with a single trusted technology partner across multiple geographies to deploy various solutions. We also engage local business and financial institution clients around the world who are seeking to adopt next-generation solutions from a global leader in electronic commerce, rather than the often less-advanced offerings of local competitors.

## Our Broad-Based Client Service Capabilities Differentiate Us

Most clients view their payments systems as mission-critical infrastructure for their businesses. In addition, our clients around the world are also facing increasing operating complexity due to new technologies, such as mobile payments, and the implementation of new regulations and standards, such as the EMV liability shift in the United States beginning in October 2015. Our ability to provide our clients with broad-based client service is a major competitive advantage, especially against emerging companies that often lack deep client service capabilities.

## We Have Powerful, Proprietary Technology Platforms

We own and operate proprietary technology platforms which give us a wide range of capabilities that distinguish First Data in the global marketplace and provide us with significant competitive advantages. Our powerful technology platforms are strategically positioned around the world to meet the different technical needs of our large, diversified client base and support our global operations. We also offer clients significant choice in how we deploy these platforms, including through end-to-end outsourcing, licensing of our technology, providing managed services, and offering software-as-a-service. These platforms enable us to provide a best-in-class suite of commerce-enabling solutions, in a large number of different markets, with a varied set of regulatory requirements, across multiple sales channels.

Our technology platforms provide a range of functions, including: (1) hosting and management of our proprietary software solutions and our cloud-based business applications; (2) end-to-end processing of our clients commercial transactions, including front-end functions to facilitate the capture and authorization of payment transactions, the network connectivity services to route certain types of transactions, and the back-end functions to facilitate clearing and settlement of funds; (3) risk management functions to help prevent and detect fraud and the security functions to protect our clients data; and (4) data management functions to help our clients organize, analyze, and synthesize data.

We develop and maintain our platforms in-house, which enables us to ensure they are highly stable, secure, and scalable with substantial excess capacity to expand our capabilities without the need for material new investment. This allows us to improve operating margins as we add incremental processing volumes and launch new technologies to address emerging opportunities in a rapidly changing market.

#### We Have a Strong Controls Operation

We have built a strong controls operation that helps us manage our risks and work collaboratively with our clients on control-related issues. We have invested significantly, hiring control professionals from leading, highly-regulated global organizations with deep experience in technology, financial services, payments, cyber-security and related fields. This provides us with a stable controls environment around enterprise risk management, underwriting and credit risk, third-party risk, and regulatory compliance, among other areas. It also makes us an attractive third-party provider for all of our clients, but particularly for our financial institution clients and partners, who are under intense regulatory scrutiny. We are a trusted partner who can speak credibly on control-related matters and who can work collaboratively to find solutions. We believe these capabilities help us retain and win clients.

## Our Experienced, World-Class Management Team Has a Track Record of Execution

Beginning with the hiring of Frank Bisignano, our Chairman and Chief Executive Officer and the former co-chief operating officer of JPMorgan Chase & Co., in April 2013, we have built a world-class management team as part of our transformation efforts. Beyond the Management Committee, over two thirds of our top 150 management executives have been hired since May 2013, bringing with them extensive operating experience in the financial services, payments, and technology industries and a track record of execution at leading public companies. Our new management team has already had a significant impact on First Data s performance, launching numerous new products including our new *Clover* operating system, completing the development of several strategic partnerships, and significantly strengthening our capital position.

#### **Our Strategies**

Our competitive strengths have positioned us favorably to pursue a variety of opportunities around the world. We plan to grow our business and improve our operations by executing on the following strategies.

#### Help Our Clients Grow Their Businesses Through Our Expanded Set of Solutions

We believe our success will be driven by our focus on helping our clients grow their businesses. We intend to achieve this by providing our clients with innovative, next-generation commerce solutions along with our broad set of existing solutions. Our focus on innovation combined with the direct relationships we enjoy with many businesses and financial institutions, and the critical nature of the services we already provide to many clients positions us well, in our view, to quickly develop, commercialize, and deploy new commerce innovation to our clients.

We have many opportunities, in our view, to sell our expanded set of commerce solutions. We intend to sell these products to *new* clients through all of our major existing distribution channels, often through more enhanced product bundling. In addition, given the large size of our existing client base, we believe we have an outsized opportunity to sell our new solutions to *existing* clients, many of whom may not be aware of the availability of our next generation commerce solutions nor that these solutions are designed to easily integrate into their existing First Data solutions.

## Continue Our Greater Focus on Innovation

We drive innovation through a combination of building organically, partnering with other technology innovators, and selectively pursuing acquisitions all approaches in which we have significant experience. We believe we are an attractive partner and often the acquirer-of-choice for next-generation commerce technology companies, who seek to leverage our large distribution network and existing client base to deploy their solutions.

Within the past three years, we acquired and are commercializing the solutions of six commerce-focused technology start-ups: *Clover, Perka, Gyft, SpreeCommerce, EasyWay Ordering*, and *Transaction Wireless*. We also partner with many leading technology companies to deliver commerce-enabling solutions.

Our innovation investments are focused on helping our clients attract new customers, interact in more innovative ways with their customers, understand their customers better, and protect their and their customers data and other information.

Since 2013, we have launched many innovative solutions. For example, targeting the SMB market, we launched *Clover*, a tablet-based integrated POS system that can harness the creativity of third-party developer solutions; with *Clover* we aim to create the largest open architecture platform for commerce-enabling solutions and applications for business owners. Recognizing the growing desire for analytics, we launched *Insightics*, an innovative cloud-based software that unlocks the power of big data behind payment transactions for the SMB market. Seeing the growing need for security solutions, we launched *TransArmor*, an encryption and tokenization solution for business owners, and we built a comprehensive EMV solution for card issuers. Seeing the growing interest in the virtualization of payment cards, we acquired *Gyft* and *Transaction Wireless*, significantly increasing our capabilities in the issuance and distribution of virtual gift cards. Finally, given our position as a leading issuer processor, we are creating a functionality to target the alternative lending market.

## **Enhance Our Client-Facing Teams**

We believe we can grow our business and serve our clients better by investing in our client-facing personnel. Given our now-expanded solution suite, we believe we have more opportunities to conduct enterprise selling to new and existing clients, and more opportunities to sell new innovations into our large existing base of clients. We believe these initiatives should help drive new sales and increase client loyalty and retention.

We are undertaking key initiatives to enhance the effectiveness of our client-facing teams, including:

**Expand Our Sales Force** In the fifteen months ended June 30, 2015, we expanded our sales force by more than 20% and we are building our enterprise coverage teams.

**Focusing on New Verticals** We are deepening our focus on select attractive industry verticals, such as government, gaming, sports and entertainment, and healthcare, among others. In order to increase our penetration in these verticals, we plan to deepen our specialist sales capabilities, enter into new distribution partnerships, and create targeted promotions and incentives.

**Expand our Distribution Partnerships** Our sales force is also increasing its focus on signing new partnership agreements with third-party resellers who typically desire easy technical integration with our systems. We have invested in next-generation customer boarding tools, easy-to-use application program interfaces (APIs) and software developer toolkits (SDKs), and our new AccessOne portal, which provides ISOs, PSPs, VARs, and ISVs with specialized sales tools.

## Grow Our eCommerce Business

Our leading eCommerce presence positions us well to continue to capitalize on this fast-growing segment. We are focused on improving the eCommerce technical capabilities we provide our clients, expanding our relationships with businesses whose presence is primarily online, and increasing sales of eCommerce to brick and mortar businesses.

We plan to strengthen our core eCommerce technical capabilities and global reach through significant ongoing investments, allowing us to provide our clients: (1) a single, simple connection path to our gateways

through our *Rapid Connect* universal integration messaging solution; (2) improved risk and fraud management solutions; (3) access to a greater number of alternative payment services which have been developed for specific customer segments and geographic markets; and (4) more effective global eCommerce gateways. In addition to these investments, we intend to continue to support our PSP clients as they grow and expand into new countries and customer segments by enabling them to establish new relationships with our network of financial institution partners, and by leveraging the global capabilities of our *OmniPay* eCommerce processing platform.

We are also focused on expanding our relationships with businesses whose presence is primarily online. We plan to widen our integration with shopping carts, web design firms, and other eCommerce infrastructure partners. We have also launched *Payeezy*, an all-in-one eCommerce solution for SMBs that includes web and mobile storefront development, payment processing, security and fraud management, together with new integration tools and APIs that are convenient and easy to use.

We also plan to increase the penetration of eCommerce sales to existing brick and mortar businesses, which will be achieved through solutions such as *Payeezy*, increased bundling of eCommerce with other First Data solutions, and selling eCommerce solutions to clients who currently lack an online presence.

## Expand Our Clover Operating System

We acquired *Clover*, an open architecture, integrated POS operating system, in December 2012. At the time of acquisition, *Clover* had less than a dozen employees, none or only partially developed software, hardware options, and distribution strategy. Since then, we have grown *Clover* to 53 engineers, launched three versions *Clover Station*, *Clover Mobile* and *Clover Mini* and built a robust open architecture platform that can service a broad array of business clients. Within *Clover*, we also offer a cloud-based *Clover App Market* for business applications.

Our goal with *Clover* is to create the largest open architecture platform of commerce-enabling solutions and applications for business owners. We believe we can achieve this goal by leveraging the breadth and scale of our distribution channels, and selling into our large existing client base. The recently launched *Clover Mini*, for example, will compete in the high-volume traditional POS terminal space, and will, over time, likely become First Data s preferred terminal solution for acquiring clients. We are still in the early stages of this journey, so *Clover* has not yet had an opportunity to have a material impact on our financial performance to date, but we believe that *Clover* can play a significant role in our future growth.

In addition to enhancing our ability to drive core acquiring sales, *Clover* allows us to earn incremental revenue from business clients. Currently, certain versions of *Clover* charge a recurring software-as-a-service fee, and we also generate revenue from the *Clover App Market*, where we typically have a revenue share arrangement on paid applications with the application developer.

We also believe *Clover* can help enhance client retention because it will become core to our clients businesses, and position First Data as a value-added partner. For example, business owners may use applications in the *Clover App Market* to manage their employees work schedules, operate customer loyalty programs, integrate transaction information directly into their accounting software, and gain analytical insight into their business.

We believe it will be challenging for potential competitors to replicate *Clover*, particularly because of its open application marketplace. One of the primary drivers of success of an open application marketplace is the ability to attract third-party application developers, who are often motivated to have their applications deployed on platforms with the broadest reach. We believe our *Clover App Market* is uniquely positioned to attract many of these third-party developers given First Data s distribution strength into business clients.

## Expanding the STAR Network s Capabilities

We intend to drive the *STAR Network s* growth by expanding its functionality and by cross-selling it more effectively with other First Data solutions. We have already expanded *STAR s* available card holder verification methods from PIN to now also include PIN-less. We are also investing in more advanced fraud capabilities for *STAR*, and we will continue to consider additional enhancements to *STAR s* capabilities. We believe financial institutions, businesses, and commerce technology companies are increasingly looking for additional network options. This, coupled with the expanded array of solutions we sell to these business and financial services client bases, creates more opportunities for us to cross-sell *STAR* issuance and *STAR* acceptance with our other issuing and acquiring solutions.

## **Expand Our Global Footprint and Offerings**

We have operations in 36 countries and serve clients in 118 countries across North America, Latin America, Europe, the Middle East and Africa, and the Asia Pacific region. We have expanded globally over the past 15 years, including recently in India and Brazil, and we intend to continue to expand our global footprint by making strategic investments and developing key partnerships in attractive new markets. This strategy allows us to expand our offerings by selling many of our integrated solutions, including several recently developed next-generation products, to our non-U.S. client base in existing and new markets. The realignment of our operating segments into GBS, GFS and NSS in the second quarter of 2015 was designed to establish global lines of businesses that support our client base and allow us to further globalize our solutions while working seamlessly with our teams across our regions.

We may enter a new geographic region or country in several ways, including establishing a new office and hiring local salespeople, creating a new distribution partnership, and acquiring local assets or a business. We are selective in determining which markets to enter and typically consider a range of factors before entering a new country or region, including local market size, growth, profitability, commerce and technology trends, regulatory and other risks, required investments, management resources, and the potential return on investment.

## Continue to Enhance Our Operating Efficiencies

Our focus on cost optimization will remain a persistent part of our culture. We will leverage the deep operating expertise of our management team to identify opportunities to improve our operating efficiencies, plan to and continue to leverage our fixed technology and operations infrastructure as our business grows. We will execute on this strategy by implementing various initiatives, including:

**Operational Excellence** We utilize an ongoing program to identify and implement opportunities for productivity improvements through process redesign, capacity analysis and optimization, automation, organizational effectiveness, and technology rationalization. As part of this program, we are rolling out a

Global Process Head model to ensure visibility on the performance of our end-to-end processes across global sites to identify opportunities for optimization.

**Procurement Excellence** We have launched an initiative to optimize our approximately \$2 billion of annual non-compensation expenses by reviewing our inventory of vendors, optimizing terms, and enhancing our demand management processes.

**Location Strategy** We are implementing a location strategy program to improve workforce effectiveness and reducing costs through the consolidation of various satellite facilities into larger, but more efficient regional hubs.

**Offshoring and Outsourcing** We have client service support delivered through partners in India, Dominican Republic, and the Philippines, providing time zone flexibility and resiliency. We are strengthening our current offshoring and outsourcing programs by building a captive site for operations processing within our India entity, creating two technology collaboration centers in India, and partnering with select third parties to improve quality, productivity, and cost.

## Manage Our Capital Structure to Enhance Free Cash Flow Generation

We intend to proactively manage our capital structure to reduce our interest expense and increase our free cash flow, which could be used to further de-leverage our consolidated balance sheet. For example, since July 2014, giving effect to this offering, the 2014 Equity Recapitalization, and the 2015 Refinancing, we will have raised \$6.1 billion in equity capital to reduce debt and reduced our annual interest expense by approximately \$760 million (including the effect of the full repayment of debt of FDH in 2014).

We believe refinancing opportunities can further enhance free cash flow generation. After this offering, we will have approximately \$18.8 billion of long-term borrowings outstanding with a weighted average cost of approximately 6.83%. In the current market environment, we believe there may be material refinancing opportunities of our debt at lower interest rates. Over \$10.0 billion of our notes become callable on more favorable terms over the 12 months commencing August 31, 2015 (before giving effect to the use of proceeds from this offering), with approximately \$1.4 billion in the second half of 2015 and \$8.6 billion in the first half of 2016. For example, in the third quarter of 2015, we refinanced our \$1.6 billion aggregate principal amount of 7.375% senior secured first lien notes and \$510 million of 8.875% senior secured first lien notes that became callable on more favorable terms in June and August of 2015, respectively, with \$1.0 billion of term loans priced at LIBOR plus 375 basis points and \$1.2 billion of new 5.375% senior secured first lien notes.

## **Our Segments and Solutions**

We provide a range of solutions to businesses and financial institutions across the value chain of commerce-enabling services and technologies. We create our value-added solutions from a suite of proprietary technology products, software, cloud-based applications, processing services, security offerings and customer support programs that we configure to meet our clients individual needs. We provide these in three operating segments: Global Business Solutions, Global Financial Solutions, and Network & Security Solutions, as illustrated below.

## **Global Business Solutions**

Our largest segment, Global Business Solutions, provides businesses of all sizes and types with a wide range of solutions at the point of sale, including merchant acquiring, eCommerce, mobile commerce, POS, and other business solutions. We serve approximately 4 million business locations in the United States and 2 million outside the United States. Our largest service in this segment is merchant acquiring, which facilitates the acceptance of commerce transactions at the point of sale, whether a retail transaction at a physical business location, a mobile commerce transaction through a mobile or tablet device, or an eCommerce transaction over the Internet. In 2014, we acquired \$1.7 trillion of payment volume in the United States and \$211 billion of payment volume outside the United States, up 2% and 14%, respectively, over 2013.

We employ a variety of go-to-market strategies in our GBS segment. We operate direct sales teams and also partner with indirect non-bank sales forces, such as independent sales agents, ISOs, ISVs, VARs, and PSPs to sell our commerce solutions to SMBs. In addition, we leverage the powerful sales capabilities of our bank partners to go to market through several structures, including joint venture equity alliances, revenue sharing alliances, and referral partnerships. For more detail on our large, global distribution capabilities, see Our Sales and Distribution.

The Global Business Solutions segment generates approximately 77% of its revenues from clients in our North America region, 14% from clients in the EMEA region, 5% from clients in our APAC region, and 4% from clients in our LATAM region. The Global Business Solutions segment s revenues and earnings are impacted by the number of transactions and payment volume, the mix of consumer usage of credit cards, debit cards, stored value cards, and checks written at the POS, and the size of the business. GBS generally experiences increased POS activity during the traditional holiday shopping period in the fourth quarter, the back-to-school buying period in the third quarter, and certain holidays.

Our GBS segment revenues are primarily derived from processing credit and debit card transactions for business clients and also include fees for providing processing, loyalty and software services and sales and leases of POS devices. Revenues are generated from a variety of sources:

Discount fees charged to a merchant, net of credit and debit card interchange and assessment fees charged by the payment networks. The discount fee is typically either a percentage of the purchase amount or an interchange fee plus a fixed dollar amount;

Processing fees charged to our alliances;

Processing fees charged to merchant acquirers who have outsourced their transaction processing to us;

Sales and leases of POS devices;

Fees from providing reporting and other services; and

## Software and software-as-a-service fees generated from the *Clover App Market*. *Merchant Acquiring and Processing Solutions*

Our largest service in the Global Business Solutions segment is merchant acquiring, which enables our business clients to accept electronic payments, such as credit, debit, stored-value, and loyalty cards. These services include transaction capture, payment authorization, funds settlement, charge-back handling, and Internet-based gateway encryption and routing. The vast majority of these services pertain to transactions which are routed through a payment network (such as Visa or MasterCard), an EFT network (such as the *STAR Network*, which is owned by us), or other payment issuer networks (such as American Express and Discover). Merchant acquiring revenues are generated from a variety of sources, including (1) discount fees charged to a merchant, net of credit and debit card interchange and assessment fees charged by the payment networks, which is typically either a percentage of the purchase amount or an interchange fee plus a fixed dollar amount; (2) processing fees charged to our alliances; (3) processing fees charged to merchant acquirers who have outsourced their transaction processing to us; (4) sales and leases of POS devices; (5) monthly or annual fees from providing reporting, compliance, security, and other services; and (6) software-as-a-service fees generated from the *Clover App Market*.

We typically provide these services as part of a broader commerce-enabling solution to our business clients across multiple channels, including:

**Retail Point-of-Sale** Physical businesses or storefront locations, such as retailers, supermarkets, restaurants and petroleum stations, with brick and mortar facilities, which we refer to as *Retail POS*;

**Mobile Point-of-Sale** Physical businesses with remote or wireless storefront locations, such as small retailers and service providers that use mobile devices to accept electronic payments, which we refer to as *Mobile POS*; and

**Online Point-of-Sale** Online businesses or website locations, such as retailers, digital content providers, and mobile app developers with Internet-based storefronts that can be accessed through a personal computer or a mobile device, which we refer to as *eCommerce*.

## Our Clover Operating System

We acquired *Clover*, an open architecture, integrated POS operating system, in December 2012 and invested in the technology to significantly enhance and expand its capabilities. Our goal with *Clover* is to create for business owners the largest open architecture platform of commerce-enabling solutions and applications in the world. We have expanded the family of *Clover* products to include the *Clover Station*, *Clover Mobile* and *Clover Mini*, and each device provides a broad range of next-generation features and software applications designed to help business clients conduct commerce. Within *Clover*, we also offer a cloud-based *Clover App Market* for business applications. Our software marketplace is designed specifically to provide business clients with integrated software applications that they can download and install quickly and easily on their *Clover* devices. Business applications can be developed internally by First Data, such as *Perka*, *Gyft*, and *Insightics* or by third-party developers. As of June 30, 2015, the *Clover App Market* has 106 active business applications and 277 in development.

In addition to enhancing our ability to drive core acquiring sales, *Clover* allows us to earn incremental revenue from business clients. Currently, certain versions of *Clover* charge a recurring software-as-a-service fee, and we also earn economics from the *Clover App Market*, where we typically have a revenue share arrangement on paid applications with the application developer.

We also believe *Clover* can help enhance client retention because we believe it will become core to our clients businesses, and position First Data as a value-added partner. For example, business owners may use applications in the *Clover App Market* to manage their employees work schedules, operate customer loyalty programs, integrate transaction information directly into their accounting software, and provide analytics on their business.

## Summary of GBS Solutions

The following table provides additional detail of select solutions provided by our Global Business Solutions segment.

Category	Service	Description	Benefits
Card	Core Acquiring	Integrated solutions that enable	Fast, intelligent, secure, and compliant
Acceptance	Solutions,	businesses to accept a wide range of	core acquiring solution
Solutions	Credit/Debit/	payment types simply and securely,	
	Electronic	including credit, debit, check, gift, and	
	Benefits	Electronic Benefits Transfer in magnetic	
	Transfer	stripe, chip card, and mobile form factors.	Increased operating efficiency and
	Acceptance		reduced risk of fraud

Acceptance of international payment types

Seamless integration with POS software and IPOS systems

GlobalChoice	Enables online businesses to transact with	Attract new customers to increase
Dynamic	international buyers in their home	overall sales
Currency	currencies.	
Conversion		

Earn additional revenue from every transaction processed in a foreign currency

Eliminate exposure to foreign exchange rate risk

Reduce the cost of accepting payment cards issued in foreign countries

Acquirer Processing	OmniPay	Global provider of card and electronic payment processing services enabling financial institution acquirers and their customers to accept payment transactions for face-to-face and online transactions.	Reduce shopping cart abandonment and increase sales conversion rates Single, global platform Acceptance and processing for a wide range of payment types in 192 currencies
			Simplify and reduce costs of maintaining compliance with international card network rules
	Acquirer	Payment transaction processing and	Streamline domestic regulatory payment network compliance when operating in multiple markets Scalable, secure processing platform
	Processing Solutions	related back-office services provided to financial institution acquirers.	with connectivity to major international and domestic payment networks

Support for client service and back-office operations under the financial institution s brand

Category	Service	Description	Benefits
eCommerce Solutions	Payeezy eCommerce Solution	<i>imerce</i> enables payment acceptance on SMB	Accept a wide array of online payments securely
			Eliminate the need for multiple payment service providers
			Cutting-edge data protection technology
			Allow payments on mobile devices in customers home currencies
	Online Payment Solutions	Robust payment solutions that enable businesses to offer a seamless eCommerce experience across international borders and electronic	Accept a wide range of payment types, including eCheck and mobile wallets
		devices.	Single, simple point of integration to all of First Data s platforms
			Advanced security for end-to-end data protection and PCI/EMV compliance
			Reporting capabilities that yield valuable insights
	Alternative Payment Options	Enable online businesses to accept alternative payment types such as PayPal, PayPal Credit, Google Wallet, mobile wallets such as Apple Pay, checks, and gift cards.	Attract new customers and reduce online shopping cart abandonment
		gnt calus.	Increase average order value

Global ePricingEnables businesses to display pricing and<br/>accept payments in more than 140 foreign<br/>currencies while receiving funds in U.S.<br/>dollars.Attract new international customers<br/>and increase sales with an in-country<br/>shopping experience

Collect payments in U.S. dollars regardless of customers home currency

Manage currency conversion exposures through an integrated, low-risk managed exchange rate

Minimize cost of international payment acceptance

Category	Service
Business	Clover
Management	Operating
Solutions	System

#### Description

*Clover* is a proprietary, cloud-based, all-in-one, point-of-sale operating system that helps businesses manage their sales and daily operations. The *Clover* system is available in multiple integrated point-of-sale devices, including the *Clover Station, Clover Mobile*, and *Clover Mini.* 

*Clover* provides an open platform for third-party developers to create new business applications, which business owners can download to fully customize their solution to meet their evolving needs.

Available with a broad range of software configurations, from traditional terminal management via our *First Data 2000* software suite, to our most comprehensive *First Data Pro* software, which incorporates a full range of applications to support all business management processes.

#### **Benefits**

Easy-to-use out of the box, with no lengthy manuals or tutorials required

Available in a variety of form factors to suit the needs of individual businesses

Configurable to meet business owners unique technology and software needs

Automatic software and security updates, including our integrated *TransArmor* payment security system

Accept EMV and contactless cards

Customizable with proprietary and third-party business management apps that can be downloaded through the *Clover App Market* 

Track inventory, manage employees, and review customer analytics remotely

Cloud-based software with access to reports and dashboards that can be accessed from any Internet connection

Integrated with customer relationship management tools and insightful reports from First Data applications such as *Insightics*, *Gyft* digital gift cards, and

Perka mobile marketing

Insightics	Powerful, simple-to-use, cloud-based solution to help SMBs grow their	Gain valuable insights based on actual sales data with the <i>Insightics</i> app for
(Advanced	businesses with unique, actionable	Clover
Business	insights that make smarter marketing	
Intelligence)	simple by understanding customer	
	spending patterns, the impact of	
	marketing efforts, and the performance of	Easily monitor business performance
	their business compared to similar	on a weekly, monthly, or annual basis
	businesses.	

Measure the ROI of marketing programs across channels and segments

Bring in new customers and understand individual customer behavior

Identify key areas for effective marketing by understanding where customers live and shop

Category	Service	Description	Benefits
Marketing Solutions	Perka	Sophisticated mobile marketing tools made simple and accessible for SMBs, enabling them to offer customized rewards programs, send special offers	Professional-caliber, customizable marketing program at a lower cost than alternatives

directly to customers mobile phones via the *Perka* app, identify the most devoted customers in-store, and deliver a special

and personalized shopping experience.

Acceptance of contactless payments

Apple Pay. Available with *Clover*, traditional First Data terminals, and

non-First Data hardware.

initiated from mobile phones, including

Enables businesses to accept payment

cards safely and reliably, anywhere and

anytime, on mobile phones and tablets.

Increase customer engagement and sales

Enable businesses to identify high-value customers and deliver personalized experiences or perks

Social media promotional features that can help reach new customers

Tools that enable businesses to market directly to customers mobile phones, even when they are not in the store

Accept a wide range of payment methods preferred by customers

Increase transaction security and speed at the point of sale

Accept payments safely and simply outside of a fixed store location

Accept mobile payments with minimal up-front investment in equipment and technology

Simple, transparent pricing

Commerce

Solutions

Mobile

First Data Mobile Pay (Mobile Terminal Solutions)

Mobile

**Payments** 

Acceptance

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		account users in real-time
Digital	Enables petroleum and quick-service	Increase customer loyalty and
Commerce	restaurant businesses to allow customers	engagement
	to pre-order food, activate a pump, or	
	receive time-sensitive offers prior to	
	reaching the point of sale.	
		Increase efficiency and speed of

business operations

View transactions and add or delete

Reach customers through a range of interaction channels

Category POS Solutions	Service Integrated Payment Systems and POS Software	<b>Description</b> All-in-one solutions tailored for retail, services, and restaurant businesses, including POS systems and business management applications.	Benefits Accept payments securely Manage business operations with integrated applications (e.g., inventory, table management, loyalty)
			Check prices, inventory availability, and stock location
			Track customer visits and purchase histories to offer more personalized service and promotional offers
	POS Terminals and Peripherals	Reliable, high-performance, high-speed point-of-sale payment acceptance hardware solutions.	Broad range of products to meet a variety of payment acceptance needs
			Acceptance of magnetic stripe, EMV, contactless, and mobile payments
			Highly reliable devices with multi-layered security
	POS Terminal Management	Deployment management for POS terminals and other related accessories (e.g., PIN pads and label printers), including procurement, warehousing and inventory control, terminal programming	Full support for supply chain, servicing, and maintenance of POS equipment
		and key injection, deployment, set-up and telephone training, equipment service, repair and replacement, remote terminal software updates, technical support, customized reporting, and conversions.	Manage POS programs with fewer dedicated personnel and less up-front investment

Streamline upgrades of POS equipment, particularly for large, multi-store businesses

OtherGlobal LeasingCost-effective leasing of point-of-saleNo upfront investment costsBusinessequipment.Solutions

High approval rates

Flexible terms including low, fixed monthly payments

State-of-the-art POS solutions and equipment, including Clover Station and Clover Mobile

Category	<b>Service</b> Merchant Cash Advance	<b>Description</b> Working capital financing for businesses.	<b>Benefits</b> Simple one-page application with no application fees
			Receive funds in as few as three to five days
			No fixed term or monthly payment
			Automatic repayment through partial withholding of daily card sales
Alternative Markets	PayLucky Solutions	Suite of payment solutions for online gaming operators and land-based casinos to enable funds collection and payouts.	Broad range of payment solutions for funds-in and payouts

Immediate player access to funds

Advanced analytics to minimize risk

## **Global Financial Solutions**

Our Global Financial Solutions segment provides financial institutions, which include bank and non-bank issuers such as retailers with proprietary card portfolios, with a broad range of solutions that enable them to offer financial products and solutions to their customers. We serve over 1,200 financial institutions globally and deliver value to clients through a variety of channels, including end-to-end outsourced processing, managed services, and various software delivery models utilizing our proprietary *VisionPLUS* application. Our services include credit card and loan processing, commercial payments, and related supporting products. In 2014, we processed 6.5 billion transactions on our platforms. In 2014, GFS managed 694 million card accounts on file in the United States, up 4% over 2013 and 153 million card accounts on file outside the United States, up 7% over 2013.

Our GFS clients include some of the world s largest financial institutions, which we serve across 90 countries. Our largest service in this segment is issuer processing, which helps banks and non-bank issuers provide credit, commercial, and retail card programs to their account holders. We also provide licensed and managed platforms for processing activities to financial institutions globally. Depending on the market, our solutions are often bundled with related offerings, such as output services for statement printing and personalization of plastic cards, settlement and back office support, outsourced billing, remittance processing, and customer support call center services. As part of

these solutions, we also provide custom programming and development to clients.

The Global Financial Solutions segment generates approximately 55% of its revenues from clients in our North America region, 33% from clients in the EMEA region, 6% from clients in the APAC region, and 6% from clients in the LATAM region. Within the United States, revenues are diversified across financial institutions of all sizes and are spread across the country. Global Financial Solutions revenues and earnings are impacted by the number of consumer, commercial, and retail private label credit card accounts that are issued and actively in use. Revenue and profit growth is primarily driven by increased card usage, issuance of new cards from growth in existing clients and sales to new clients, and the related account conversions.

Our GFS revenues are primarily derived from credit and retail card processing services, output, loyalty and software services provided to financial institutions. Revenues for GFS services are typically generated on the basis of number of accounts on file, statements/letters printed and mailed, and personalized plastics issued.

## Processing Services and Licensing

Processing services and licensing provide solutions to financial institutions and other issuers of credit, such as banks, group service providers, retailers, consumer finance companies, and credit unions that enable these issuers to process transactions on behalf of customers. Depending on our clients needs, we deliver these solutions through our proprietary outsourced services platforms, software application licenses, or software-as-a-service hosted in the cloud. Services in our proprietary platform include transaction authorization and posting, account maintenance, and settlement. Our *VisionPLUS* software is used globally as both a processing solution and a licensed software solution that enables clients to process their own transactions, depending on the market. We also enable merchants and financial institutions to offer next generation payment solutions to their clients, such as Apple Pay.

Revenues for card issuing processing services are derived from fees payable under contracts that depend primarily on the number of cardholder accounts on file. More revenue is derived from active accounts (those accounts on file that had a balance or any monetary posting or authorization activity during a specified period) than inactive accounts. Revenues are also derived from licensing fees for our *VisionPLUS* application, as well as cardholder and data transactions and professional services such as programming.

### Account Support Services

Along with our processing and licensing solutions, we provide a variety of supporting services throughout the life cycle of each account. Services include processing a card application, initiating service for the cardholder, accumulating the card s transactions into a monthly billing statement, and posting cardholder payments. Other services provided include customized communications to cardholders, plastics personalization and mailing, information verification associated with granting credit, debt collection, remittance processing, and client service on behalf of financial institutions. We also provide programming and customization to enhance and tailor our solutions to clients needs through professional services.

## Summary of GFS Solutions

The following table provides additional detail of select solutions provided by our Global Financial Solutions segment that enable financial institutions to do business with their customers.

Category	Service	Description	Benefits
Processing	Credit and	Core solution to support the entire process	Efficient credit card processing, with near
Solutions	Retail Private Label Processing	of credit card and retail private label card issuance, from underwriting new accounts to authorizing transactions and managing delinquencies.	real-time approvals
		definquencies.	Online management tools to view reports,

retrieve statements, and develop marketing materials

Ability to assess risk on new accounts through our proprietary systems

CommercialEnable financial institution clients to offer<br/>business, corporate, and purchasing cards<br/>and cash management services (for<br/>example, ACH and wire payments) to their<br/>customers.Customized card processing workflowsDetailed reporting and control with First

Data 360Control system

Multiple billing and payment options to enhance cash flow management

Category	<b>Service</b> Consumer Loan Processing	<b>Description</b> Loan processing solution using a single processing platform that supports unsecured lending and installment loans, home equity and other lines of credit, student lending, and healthcare financing.	<b>Benefits</b> Enable clients to manage their loan portfolios and card portfolios on the same platform
			Support for regulatory reporting and compliance
			Reduced risk using fraud and credit scoring tools
Vision Payment Solutions	VisionPLUS	Business software application for processing large payment portfolios, with support for issuing and acquiring of credit, debit, prepaid, and private label consumer and commercial cards issued under the American Express, JCB, UnionPay,	Flexibility and control of loan terms and pricing Highly configurable and flexible; available as both a processing solution in some markets, as well as a licensed solution
		MasterCard, and Visa brands.	Scalability to add new product functionality and capabilities
			Easy to integrate and upgrade
			Support for multiple currencies and languages
			Support for customers access through online and mobile channels
	VisionPLUS Flex	Our <i>VisionPLUS</i> solution tailored to run on midrange servers, for cost-effective deployment targeted towards small and mid-size financial institutions.	Ability to deploy <i>VisionPLUS</i> quickly on cost-effective midrange servers

Support for multiple currencies and languages

Account Support Services

Plastic Card Services

Card plastics personalization, embossing, printing, carrier printing, and mailing of plastic cards, including EMV chip cards. Support for customers access through online and mobile channels

Full-color, digital card printing to support card programs and designs

Card activation services to enable account holders to activate their cards

Online access to perform various functions, including managing inventory and modifying production requests

Low cost through scale

Provide EMV cards, which increase security and fraud protection

Category	Service	Description	Benefits
	Statement and Document Management Services	End-to-end services for financial institutions to communicate with their customers through mailed or electronic document delivery, including a composition platform with advanced document formatting capabilities and full-color printing for account statements, letters, and other	Client-branded statements and communications Multiple delivery channels
		notices.	
	eMessenger	Electronic messaging and delivery system enabling financial institutions to deliver content-rich, interactive communications	Low cost through scale Replace costly paper communications
		directly to their customers, including communications for fraud notification, account updates, and collections via automated voice messaging, SMS, and email.	Offer alerts and notification based on customer requests
	Biller Payments	Multi-channel payment solution for the receipt and posting of cardholder payments, including lockbox services, business process outsourcing for value-added keying, EFT	Seamlessly integrate with online banking services Lower costs by maximizing conversion to electronic remittance processing
		enrollment and address change keying, customer service, and reporting.	Secure storage of sensitive customer information in our data center
	PayPoint	A bill payment gateway that integrates with other First Data products to provide a comprehensive bill payment solution.	Visibility and control across the remittance workflow A simple way to offer online bill pay to customers, covering multiple payment methods and channels
			One point for authorization and settlement

Support many integration options

Loyalty and	Supports client-branded loyalty programs,	
Rewards	including a reward calculation and	
	management engine, communication tools	
	to inform customers via direct mail, email,	
	in-store or web, and personalized offers	
	from well-known retail partners.	

Secure payment processing

Increase customer acquisition

Flexible reward options, including points, cash rebates, and online rewards catalog

Easy implementation and low maintenance

Configurable website for loyalty fulfillment and retail offers

Enhance rewards programs with business-funded rewards

Category	<b>Service</b> Back-Office Outsourcing	<b>Description</b> Comprehensive fraud research and investigation services, dispute resolution services, and chargeback management.	<b>Benefits</b> End-to-end solution from the point of dispute through documentation
			Reduced expenses and operational complexity for financial institutions
			Minimized fraud losses through cardholder challenges, charge-backs and investigative efforts
	Programming and Development	Full-service team that supports custom programming and development requests from financial institutions to tailor our	Support and adapt to network regulation changes Customizable products, solutions, and tools for clients
Network &	Security Solution	solutions to their needs.	

## Network & Security Solutions

Our Network & Security Solutions segment provides a range of network solutions and security, risk and fraud management solutions to business and financial institution clients in our GBS and GFS segments, and independently to financial institutions, businesses, governments, processors, and other clients. This segment also includes our Data and Analytics Solutions, Online and Mobile Banking Solutions, Healthcare Solutions and Government Solutions, and serves clients in the United States and outside the United States. Our largest service in this segment is our STAR *Network*, which enables clients to encrypt, route, and decrypt various types of financial data, process debit and ATM transactions, and provide access to demand deposit accounts. In 2014, our STAR Network routed 3.6 billion transactions in the United States, up 3% over 2013.

## Network Solutions

We provide a range of network solutions to business and financial institutions clients. Our EFT Network Solutions manage debit card and account processing solutions and facilitate EFT commerce, such as PIN debit, PIN-less debit, and ATM transactions. Our Stored Value Network Solutions facilitate stored value commerce, such as (1) closed-loop prepaid transactions, which are initiated by various types of prepaid cards issued by enterprises, such as retailers, that issue enterprise-branded cards that can generally be used only at the enterprise issuing the card or account, and (2) open-loop prepaid transactions, which are initiated by various types of prepaid cards issued by a bank and carry a network association brand, such as Visa or MasterCard, enabling them to be used at multiple merchant locations.

Our EFT Network Solutions enable our business and financial institution clients to route secure, encrypted data between themselves on our STAR Network to facilitate PIN and PIN-less debit and ATM transactions. Our STAR Network is connected to over 3.800 financial institutions and community banks, over 1 million POS and ATM locations, and numerous third-party payment processors, ATM processors, and card processors that participate in the

network. When a business, a merchant acquirer, or an ATM owner acquires a *STAR Network* transaction, it sends the transaction data to the network switch, which is operated by us, which in turn routes the encrypted information to the appropriate financial institution for authorization. To be routed through the *STAR Network*, a transaction must be initiated with a card participating in the *STAR Network* at an ATM or POS device also participating in the *STAR Network*.

Revenues related to the *STAR Network* are derived from fees payable under contracts and negotiated rate structures, but are driven more by the data transactions processed than by accounts on file. In a situation in which a debit transaction uses our network and we are the debit card processor for the financial institution as well

as the merchant acquirer for the business, we are eligible to receive one or more of the following: (1) a fee from the card issuing financial institution for running the transaction through the *STAR Network*; (2) a fee from the card issuer for obtaining the authorization; (3) a fee from the business for acquiring the transaction, recognized in the GBS segment; and (4) a network acquirer fee from the business for accessing the *STAR Network*. There are other possible configurations of transactions that result in us receiving multiple fees for a transaction, depending on the role we play.

Our Stored Value Network Solutions provide a range of services to facilitate commercial and digital prepaid transactions, which are similar to debit payments, but the funds used to settle these payments are funded in advance by the account or card holder. Our commercial prepaid offerings are primarily sold to businesses and are comprised of:

*ValueLink* Provides card and account issuing, program management, and transaction processing services for a range of prepaid card programs. Our closed-loop prepaid programs include gift, incentive, and rebate cards. We serve over 200 brands globally and several thousand SMBs. Our programs include reloadable and non-reloadable prepaid cards, and may be used with a variety of mobile applications.

*Money Network* Provides open-loop electronic payroll distribution solutions that reduce or eliminate an employer s expense associated with traditional paper paychecks and helps employees without bank accounts avoid check cashing fees. The solution also provides important employee security as the funds are stored on the account, not as cash that can be lost or stolen. *Money Network* accounts can be used at any business location that accepts Visa or MasterCard branded cards, includes a packet of checks to be used to pay bills and avoid the cost of money orders, and offers a web portal to track account activity.

*Gyft* A leading digital platform that enables consumers to buy, send, manage, and redeem virtual closed-loop cards using mobile devices. The *Gyft* solution, combined with our leadership in prepaid issuing solutions, creates a unique combination to support growth in a rapidly expanding market for virtual cards.

*Transaction Wireless* A leading digital platform that enables businesses to sell virtual gift cards online, either to consumers through an integration with their eCommerce storefront, or to other businesses through a proprietary business-to-business solution.

Security Solutions

We provide a range of security, risk, and fraud management solutions that help businesses and financial institutions securely run and grow their business by protecting their data, managing risk, and preventing fraud. Our solutions include *TransArmor*, our encryption, tokenization, and PCI compliance solution for POS data in-transit, *Fraud Predictor Plus*, our solution to detect fraud at the POS through a machine-learning based predictive model, and *TeleCheck*, the industry-leading database of check-writers activity. *TeleCheck* provides check verification, settlement, and guarantee services using our proprietary data-based system. Businesses can use this system to lower the risk of check acceptance or to have all checks guaranteed if approved. Revenues for our security solutions are earned on a licensed basis or per transaction.

Our NSS revenues are primarily derived from network and card processing fees and also include security, risk and fraud management solutions and information services. Network access fees charged to businesses are assessed generally on a per transaction basis.

## Summary of NSS Solutions

The following table provides additional detail of select solutions provided by our Network & Security Solutions segment.

Category Network Solutions	<b>Service</b> STAR Network	<b>Description</b> Enable businesses and financial institution clients to encrypt and route EFT data transactions such as debit, ATM, and person-to-person transfers through one of the most recognized independent debit networks.	Benefits 99.999% uptime ensures consistent account access Reduced transaction cost for issuers on
			PIN and PINless debit transactions Cost-effective gateway to all leading
	STAR PINless	Eliminate the need for cardholder	payment networks Increase transactions with a seamless
		verification for transactions under \$50.	cardholder checkout experience through lower transaction abandonment rates Integration with First Data Smart
			Routing <sup>SM</sup> enables choice and priority for acquirers and businesses with more than 1 million annual PIN transactions
	Debit Processing	End-to-end management of PIN-secured and signature debit card issuing programs for financial institutions, available as both turn-key and customized solutions.	Continuous availability and world-class transaction speed for clients

Consolidation of end-to-end services with a single provider

Highly accurate, real-time fraud detection to reduce losses

Web-based management tools to enhance efficiency

ATM Processing	End-to-end ATM management solution, including transaction processing, ATM driving and monitoring, performance management tools to remotely manage ATM programs, personalization tools to allow cardholders to set transaction preferences, and targeted marketing campaigns.	Differentiate ATM programs with innovative services and features Improve operational efficiency and ensure full compliance
		Grow profitability of ATM program
ValueLink	Provides card and account issuing, program management, and transaction processing services for a range of prepaid card programs.	Accurate, timely net settlement of gift cards with easy-to-use reporting
		Enable businesses to manage their gift card program and increase brand exposure and gift card sales

Category	Service	Description	Benefits
	Money Network Payroll Cards	Comprehensive, paperless paycheck delivery options that enable businesses to improve control over their costs and give employees safe, convenient access to their wages.	Enable electronic paycheck delivery through widely accepted Visa, MasterCard, Discover and <i>STAR</i> cards

Reduce costs through electronic delivery of pay stub details

Provide employees with benefits such as online bill pay and balance alerts

Pay final wages to terminated employees in a timely and compliant manner

Follow complex payroll laws in all 50 states

Manage payroll program with online reporting tools

Advanced Marketing Solutions and Gift Cards

Comprehensive enterprise-branded pre-paid g gift card program management for national and global businesses, including planning and forecasting, order management, design consultation, and inventory and fulfillment services.

Increase customer engagement, purchases, and retention

Increase brand exposure and boost gift card sales by expanding the number of channels for card distribution

Lower total cost of payment acceptance for businesses

Simple, web-based solution enabling customers to reload funds onto gift or spending cards in real-time from a credit card or checking account

Accurate, timely net settlement and easy-to-use reporting

GyftLeading mobile digital gift card platform that<br/>enables consumers to buy, reload, or re-gift<br/>their cards, and offers businesses a simple<br/>and effortless direct-to-consumer digital<br/>distribution channel.Single solution to sell mobile gift cards,<br/>track balances, issue store credits, and<br/>create promotions

Create loyalty programs that reward customer purchases

Run focused marketing campaigns to target sought-after demographic groups

Drive purchase behavior through social media platforms

Category	Service	Description	Benefits
	Transaction Wireless	Enables businesses to sell virtual gift cards online, either to consumers through an integration with their eCommerce storefront, or to other businesses through a proprietary business-to-business portal.	Enable rapid implementation of digital card sales on client s existing eCommerce site
			Support bulk distribution and sale of gift cards for businesses
			Provide tools and a dashboard for businesses to manage their digital card program
	Retail Online Banking	Full-service web and mobile suite of traditional and online banking services, including balance inquiries, transfers, personal financial manager, online bill payment, online deposits, cash management	Single, flexible platform with mobile integration, branded by the financial institution
		for business banking, and interactive voice response (IVR).	Intuitive user interface with single sign-on and 24/7 Internet access
			Easy and fast online account opening
			Simple integration using SaaS technology
			Strong fraud protection and data encryption capabilities
Security Solutions	TransArmor	Unique cyber security solution that protects sensitive card payment data from the moment of swipe throughout the entire transaction, regardless of the merchant s	Avoid the impact of a potential data breach, including fines, liability, cost of remediation, and reputational damage
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acquirer.

Encryption that permits safe storage of card data after transaction authorization

Easier PCI compliance and analytics through tokenization, which replaces sensitive account numbers with proxy data

Ability to implement independent of the merchants chosen acquirer

Category	Service	Description	Benefits
Fraud	Fraud	Advanced fraud protection that enables	Real-time, critical non-monetary
Solutions	Protection	financial institutions to reduce fraud levels	decisioning capability
	Solutions	and costs by detecting fraud on monetary	
	DefenseEdge,	and non-monetary transactions (e.g.,	
	RiskShield	change of address, request for new PIN)	
		based on customized business rules.	Easy customization with robust
			rule-creation features

Allow clients to define their own decision elements and calculations (specific to fraud on their portfolio)

Ability to identify true fraud and reduce false positives

Help prepare for future fraud detection issues (new technology such as mobile and EMV)

Comprehensive support to complete the required annual PCI questionnaire

Enable financial institutions to participate in high profile mobile wallets

Increase transaction security using state-of-the-art tokenization technology

Reduce the risk of a data breach and fraud losses

Increase customer choice of payment methods and technologies

Convert checks to electronic transactions at the POS to streamline processing

PCI RapidOnline tool that helps businesses achieveComplyand maintain PCI compliance more<br/>quickly and easily.IntegratedSolution that enables financial institutionToken Servicesissuers to have their card accounts enabled<br/>within mobile wallets (including Apple<br/>Pay) through the creation of a token stored<br/>on the device.

Fast, safe, and flexible payment option that enables businesses to lower the risk of

check acceptance, or eliminate that risk

TeleCheck

entirely with a guarantee solution.

Save time and reduce expenses by depositing checks electronically

Reduce risk of returned checks

Enable customers to make secure payments over the phone from their checking accounts

Protect customers personal information from identity theft

Set up customers pre-arranged recurring payments from their checking account

Significantly lower processing costs compared to other payment types

Category Healthcare Solutions	Service Electronic Claims Payments and Time Management	<b>Description</b> Electronic claims payment system for reimbursements from a health insurer and/or a consumer to a healthcare provider via a virtual card, credit, debit, eCheck, or ACH payment. Solutions to manage healthcare service provider time and attendance.	Benefits Faster transfer of payments to healthcare providers Streamlined reconciliation of healthcare claims and payments received
	Benefit Card Solutions	Solutions that enable businesses to manage their employee-based healthcare programs electronically.	Compliance with 2016 electronic payment requirements of the U.S. Affordable Care Act Support a single account that stores multiple healthcare fund balance types that can be tracked and accessed separately
			Customer-controlled business rules that enable unique benefit debit card programs to be launched quickly
			Customer-defined authorization and posting rules for fund balances and lines of credit
			State-of-the art security and fraud solutions
Government Solutions	remitONE Online Tax Payments	Allows businesses to pay all of their federal, state and local payments through a single online service.	Scalable, multi-channel, modular payment service with low customer transaction cost
			Web based tool requiring no software

Web-based tool requiring no software installation

Flexibility to use the client s own brand and embed into their website

StateEFT Online Tax Payments Provides states with an electronic interface (IVR, Web, or file upload) to make ACH debit payments directly to a state s financial institution.

Reduce paper processing and risk of associated errors

Reduce costs related to check processing and postage

More convenient than paper coupons, while ensuring compliance with mandates established by taxing entities

Allow for faster response times to inquiries regarding the status of tax payments

Robust security features

Category	Service	Description	Benefits
	Independent IT	Comprehensive consulting and strategic	Techni
	Consulting	staffing services, including strategic	programn
	Services	planning, acquisition support, business	complex
		transformation, project management, and	
		quality assurance for Federal, state, and	
		municipal government clients.	
			Increas
			1 .

Technical know-how and programmatic expertise to solve complex government challenges

Increased quality of planning, including business and technical requirements assessment, feasibility studies, worker and facility readiness audits, and business process re-engineering

Improve the performance of government agency solutions and reduce risk

#### **Our Global Regions**

Over the past 15 years, we have established a global leadership position. We currently have operations in 36 countries and serve businesses and financial institutions in 118 countries around the world as illustrated on the following map.

We are well positioned to serve our clients in developed and developing economies and to benefit from the different growth trends in each type of market. We have well-established businesses and partnerships to serve clients in large developed economies such as the United States, the United Kingdom, Germany, and Australia where the penetration of electronic payments is high and the use of commerce-enabling technologies is common. In these markets, we continue to see growth and we offer a broad range of solutions that address the diverse needs of

businesses and financial institutions of all sizes and types and satisfy the increasing demand for more advanced capabilities. We also continue to find opportunities in developed economies to partner with financial institutions and technology providers to deliver innovative solutions to clients.

We have also made strategic investments and developed key partnerships in fast-growing emerging markets such as India and Brazil where the penetration of electronic payments is lower and the use of more advanced commerce-enabling technologies is still nascent. In these markets, we have positioned ourselves to benefit from the rapid adoption of electronic payments by offering core solutions, such as merchant acquiring and card issuer processing, which we differentiate versus local vendors by utilizing our global scale, broad capabilities and deep industry expertise. In addition, we are leveraging the advanced features and functionality of the solutions we have created for our clients in developed markets to offer new commerce-enabling solutions to our clients in emerging markets that empower them with next-generation technology and capabilities to grow their businesses. We believe these imported capabilities are highly differentiated versus the often less-advanced offerings of local competitors.

We employ a variety of go-to-market strategies across all of our geographic regions based on specific market dynamics, which can vary significantly based on the competitive landscape, the regulatory environment, and local market preferences. In our GBS segment, we frequently partner with financial institutions through joint venture equity alliances, revenue sharing alliances, and referral partnerships to source new business leads via their retail branch networks. In some markets we also operate direct sales teams or partner with non-bank sales channels, such as independent sales agents, ISOs, ISVs, VARs, and PSPs to sell our commerce solutions to large, medium and small businesses. In our GFS and NSS segments, we frequently utilize a direct sales model given the longer sales cycles and the greater diversity of needs between clients, and we leverage strategic referral partners, such as group service providers, like industry associations, system integrators, and IT consultancies, who recommend First Data s solutions to members and clients that they are advising on related projects. For more detail on our distribution capabilities, see

Our Sales and Distribution.

# North America

North America (the United States and Canada) is our largest region, accounting for \$5.3 billion of revenue and \$2.2 billion of EBITDA in 2014 (including Corporate expenses). We are the largest merchant acquirer, issuer processor, independent network services provider in the region. The United States is our largest market in the world and accounts for the majority of our activity in the region. In 2014, we processed approximately 64 billion commercial transactions and acquired \$1.7 trillion of payment volume in the United States, accounting for nearly 10% of U.S. GDP. We provide our full range of technology solutions across all three of our business segments and have established a strong leadership position in all of our core businesses. We utilize all of our direct and indirect distribution channels in the United States, including three of our largest equity alliances, Bank of America Merchant Services, Wells Fargo Merchant Services and PNC Merchant Services, and our largest revenue sharing alliance, Citi Merchant Services.

In the United States, we serve large businesses, such as national retail, supermarket and restaurant chains, as well as regional SMBs that are positioned across a wide range of industry verticals. In 2014, we served approximately 4 million business locations in the United States and acquired 39% of U.S. credit and debit purchase volume according to The Nilson Report dated February 2015. We also serve financial institutions of all sizes and types including national and regional banks, community banks, credit unions and non-bank issuers of retail private label cards. In the United States, we served approximately 3,900 financial institutions and had 785 million card accounts on file in 2014. To help route transactions between businesses and financial institutions, we own and operate the *STAR Network*, which is the largest independent PIN debit and ATM network in the United States. In 2014, *STAR* processed 3.6 billion transactions. The network serves our clients separately from our Global Business Solutions and Global

Financial Solutions segments and often facilitates transactions that are routed by our merchant acquiring competitors.

In Canada, we serve similar types of clients and provide our core merchant acquiring, issuer processing, and eCommerce solutions by utilizing our U.S. platforms. We sell our commerce-enabling solutions

to businesses through two First Data-owned entities, *POSNET* and *UNPS*, and through various distribution partners. We sell our solutions to financial institutions primarily through our direct sales force. The Canadian market is relatively small compared to the United States, but we believe it is subject to many of the same favorable trends and growth opportunities.

While the adoption of electronic payments is significant in this region, we believe there are various attractive industry verticals, client segments, and transaction categories that remain relatively underpenetrated and represent a significant growth opportunity, including: (1) the government, gaming, sports and entertainment, and healthcare verticals; (2) the small business and micro-merchant client segments; and (3) the eCommerce, mobile commerce, prepaid, person-to-person, and commercial transaction categories.

In addition, we believe our growth in North America will benefit as many of the businesses and financial institutions who have already adopted electronic payments migrate to more sophisticated commerce-enabling technologies. We believe this trend represents a significant growth opportunity in the region to further penetrate our existing client base and to win new clients as business and financial institutions: (1) adopt new business management solutions such as IPOS systems and software apps to manage and grow their enterprises more effectively; (2) migrate more of their commerce online, driving more eCommerce volumes and greater online banking activity; (3) increasingly digitize their payment products to be used in next-generation mobile wallets, such as Apple Pay, and digital stored-value marketplaces, such as *Gyft*; (4) move to multi-channel commerce-solutions that enable them to engage with their customers across physical, online and mobile storefronts in an integrated manner; (5) increasingly use next-generation analytics solutions that help them unlock the power of their enterprise data and identify new opportunities for growth; and (6) upgrade to new security and risk management solutions that help protect their enterprises in the wake of widely publicized data breaches and a market shift to EMV technology.

# Europe, Middle East and Africa

The Europe, Middle East and Africa is our second largest region, accounting for \$1.1 billion of revenue and \$340 million of EBITDA in 2014 (excluding NSS). We have operations in 18 countries and serve clients in 65 countries in this region. We are a leading acquirer processor in EMEA and provide our suite of next-generation commerce-enabling solutions to businesses and financial institutions of all sizes and types. We entered the region in 1991 through the establishment of an equity alliance with Lloyds Bank to provide merchant acquiring services in the United Kingdom. Since then, we have expanded our presence across EMEA by establishing a direct presence in certain markets, developing new alliances and distribution partnerships, and executing a series of acquisitions over the past 15 years.

In Western Europe, we have established a footprint in the United Kingdom, Ireland, Switzerland, Germany, Austria, Italy, Greece, Belgium, and the Netherlands and serve clients in other markets from our operations in these countries. We have established various wholly-owned entities in the region, which enable us to sell our solutions directly through locally based relationship managers and business consultants. We have also created various distribution alliances with banks and referral agreements with third-party resellers, such as ISOs and PSPs, to leverage their strong customer relationships and acquired several companies to expand our reach in the region. In the United Kingdom, we have an equity alliance with Lloyds Bank named *Cardnet Merchant Services*. In Ireland, we have established an equity alliance with ABN AMRO named *European Merchant Services*, and in Italy, we have established an equity alliance with BNP Paribas named *BNL POSitivity*. In Germany, we sell our business solutions through *TeleCash*, which we acquired in 2003, and our clients include *ConCardis*, which is the largest German merchant acquirer, according to The Nilson Report dated June 2015.

We have used similar strategies to establish a footprint in Central and Eastern Europe and the Middle East and Africa. In Central and Eastern Europe, we have established a footprint in Poland, the Czech Republic, Slovakia, Hungary, Romania, the Baltics, the Balkans and Greece. Our largest business in this region is our

wholly-owned entity in Poland named *Polcard*, which we acquired in 2007. In the Middle East and Africa, we have established a footprint in the United Arab Emirates, Saudi Arabia, Qatar, Egypt, and we recently launched our acquiring business in South Africa.

We believe our EMEA business will continue to benefit from several industry and regulatory trends. We believe the shift to electronic payments will continue to drive growth in the region, particularly as more commerce moves online and businesses and financial institutions in Central and Eastern Europe and the Middle East and Africa continue to develop and mature. Similar to the United States and Canada, we believe the penetration of new industry verticals, small businesses, online and mobile commerce, prepaid products, and commercial transactions will continue to drive core growth in the region, while the adoption of more advanced commerce-enabling solutions, such as IPOS, business management software apps, and data and analytics solutions, will fuel a second wave of growth among more established businesses.

In the European Union, we believe there are also several regulatory initiatives which could help drive new growth opportunities for First Data. We believe the implementation of the E.U. *Regulation on Multilateral Interchange Fees*, which caps interchange fees at 30 basis points for credit transactions and 20 basis points for debit transactions, could help incentivize more businesses, particularly smaller ones, to accept electronic payments and adopt complementary commerce-enabling solutions. Since the European Union also has a proportionally high use of debit cards, we believe this regulation could also drive financial institutions to seek new sources of revenue through the issuance of new payment products, technology innovation and the adoption of other commerce-enabling solutions, which we are well positioned to help them achieve.

We believe the implementation of the E.U. *Revised Directive on Payment Services* (PSD2) will also provide a new catalyst for growth. This regulatory initiative expands on prior efforts to open and harmonize the European payments industry and allows non-bank entities to offer certain payment services, including issuing and merchant acquiring, across all E.U. countries through a single payment institution license. We have obtained this license and believe it will help us pursue new expansion opportunities and drive incremental growth across the region.

# Latin America

The Latin America region accounted for \$235 million of revenue and \$46 million of EBITDA in 2014 (excluding NSS). We have operations in 8 countries and serve clients in 32 countries in this region. We are a leading merchant acquirer, issuer processor, and eCommerce processor to businesses and financial institutions of all sizes and types in the region and have begun to introduce other commerce-enabling solutions in selected markets. We entered LATAM in 2001 in Puerto Rico. Since then, we have expanded First Data s services and now conduct business in Argentina, Brazil, Colombia, Panama, Mexico, Uruguay, Central America, and the Caribbean.

In Brazil, we opened an office in 2002 and primarily provided issuer processing services through the licensing of our *VisionPLUS* solution to large local banks. Over the past few years, we made significant investments in our personnel, infrastructure, and technology in Brazil and launched our first merchant acquiring business in 2014 called *Bin*. We are building our distribution capabilities through partnerships with banks and non-bank partners to penetrate the market, and we plan to launch our *Clover* operating system, eCommerce services, and other commerce-enabling solutions in 2015 and 2016.

In Mexico, First Data established a revenue sharing alliance with Scotiabank in 2003 named *ScotiaPOS* to provide merchant acquiring services across the country. Since then, the base of business clients and their billings have grown double digits and expanded acceptance in segments such as Education and Health. *ScotiaPOS* will continue to grow its merchant base by cross-selling products to current bank clients and expanding to new sales channels to penetrate

segments with low card acceptance.

In Argentina and Uruguay, we expanded our footprint through the acquisition of Argencard in 2006, which provided a full range of services to businesses and financial institutions. We are the sole acquirer for MasterCard products in those markets, serve a range of issuers, and have continued to enhance our capabilities in these countries to provide point-of-sale services, through *POSNET* in Argentina and *POS 2000* in Uruguay. We also made significant investments in a new data center and our hosted card issuing platforms so that we could address new cost-effective processing opportunities. This facilitated our expansion throughout the Latin America region.

We entered the Colombian market in 2014, taking advantage of the changes in the regulatory market that opened up new opportunities to expand our footprint, and are currently serving the two largest financial groups in this market.

In Central America and the Caribbean, we serve the acquiring and issuing processing needs of our local, regional, and multinational clients either directly or through *Procesa*, our joint venture with Banco General of Panama.

We believe our business in Latin America will benefit from several industry trends similar to those in the United States and EMEA, including the shift to electronic payments, the penetration of new industry verticals and customer segments, and the adoption of new payment types and channels such as prepaid and eCommerce. In addition, the region is benefitting from regional trends, such as:

Financial inclusion, which consists of (1) the reduction in cost and increase in the effectiveness of social and welfare programs by shifting their distribution from paper-based vouchers to debit and stored-value cards and (2) the formalization of the economy and increase in tax collection by providing rebates of the value-added tax to the consumer when payments are made through debit and stored-value cards. Brazil, Argentina and Uruguay are some of the countries that have run transformative programs that have produced an increase in debit card transactions.

The emergence of a consumer middle class with greater spending power, which we believe will continue to drive strong transaction growth trends that will fuel further investment in commerce-enabling solutions by businesses and financial institutions. We believe the adoption of more advanced technology solutions will also drive growth in larger markets, such as Brazil and Mexico, where the telecommunications infrastructure and access to the Internet is more developed and the adoption of enterprise software and new technologies by businesses and financial institutions is more prevalent.

We also believe regulatory reforms will continue to favorably impact our business in Latin America. For example, in Brazil the government eliminated acquiring exclusivity in 2010 and appointed the Central Bank of Brazil to regulate the payments industry in 2013. In Mexico, the government began granting payment licenses to non-bank acquirers in 2014, which we believe will stimulate growth in the acceptance of electronic payments and the investment in POS solutions. Similar regulatory initiatives across the region could open up markets to new competition versus incumbent providers, which we believe are often local industry utilities with limited capabilities. These competitors typically only provide basic services and may not have the ability to invest material capital in innovation and new technology solutions given their consortium governance structures.

# Asia Pacific

The Asia Pacific region accounted for \$295 million of revenue and \$100 million of EBITDA in 2014 (excluding NSS). We have operations in 8 countries and serve clients in 19 countries in this region. We are a leading merchant acquirer, issuer processor, ATM services provider, and eCommerce processor to businesses and financial institutions

of all sizes and types in the region and have begun to introduce other commerce-enabling solutions in selected markets. We have significant operations in Australia, South Korea, Singapore, India, and China.

We entered the region in 1992 when First Data began providing issuer processing services in Australia, which is our largest market in the region. We expanded our footprint by licensing our *VisionPLUS* solution and providing managed services to support bank clients. We also have a growing merchant acquiring business.

We entered China in 1995, becoming one of the first non-Chinese companies with permission to build a data center in mainland China. We have maintained our operations in China, expanded into Hong Kong, Taiwan, and Macau, and currently provide a range of commerce-enabling solutions to businesses and financial institution clients in all three markets. In 2001, we established operations in South Korea and in 2005 acquired *Korea Mobile Payment Services*, a leading provider of value-added network services, which manage POS terminals and route transactions to Korean banks.

In 2009, we formed an equity alliance in India with ICICI Bank, one of the country s leading banks, named *ICICI Merchant Services*, which provides merchant acquiring, mobile POS, and eCommerce solutions to businesses across India. We also have a growing issuer processing business providing managed services to our bank clients through our *VisionPLUS* solution. We recently launched *First Data India Ventures*, which is focused on identifying, investing, and incubating next-generation commerce companies.

We have also built a footprint across South East Asia, establishing operations in Singapore, Malaysia, Brunei, and New Zealand and providing services to clients in Indonesia, Thailand, Vietnam, and the Philippines. We provide merchant acquiring services and eCommerce solutions directly to businesses across the region through *First Data Merchant Solutions*. To address the diverse needs of issuers in the APAC region, we operate a *VisionPLUS* center of excellence in Singapore and India that provides custom development and other professional services to our financial institution clients.

We believe our business in the APAC region will benefit from several industry trends, including the shift to electronic payments driven in part by government incentives, the penetration of new industry verticals and customer segments, and the adoption of new payment types and channels such as prepaid, eCommerce, and mobile commerce. In addition, we believe the fast economic growth, maturation of the financial services industry in many countries, favorable consumer demographics, and the emergence of a consumer middle class with greater spending power in the region will continue to drive strong transaction growth trends and investment in commerce-enabling solutions by businesses and financial institutions.

#### **Our Sales and Distribution**

We sell our commerce-enabling solutions to approximately 6 million business locations and over 4,000 financial institutions through a combination of channels that provide us with a large, global distribution platform. Uniquely, we have a wide network of bank relationships that exclusively provide us or our equity alliances with referrals to their customers. These banks include Bank of America Corporation, Wells Fargo, the PNC Financial Servicer Group, Citigroup, SunTrust Banks, Lloyds Banking Group, Allied Irish Banks, ICICI Bank, ABN AMRO Group and over 300 other banks with a combined global branch network of over 36,000 locations which can sell First Data solutions. We believe that this combination provides us with one of the largest sales forces in our industry and one of the largest business-to-business sales forces in the world, enabling us to reach clients of all sizes, types, and industry verticals.

As part of our transformation, we have expanded and upgraded our sales force. In the fifteen months ended June 30, 2015, we expanded our sales force by more than 20% to enhance the capabilities and increase the reach of our sales force by broadening coverage in certain geographies, hiring more sales specialist for certain products and verticals, and growing our telesales capabilities.

#### **Our Sales and Distribution Channels**

Our global sales capabilities are highly diverse and are comprised of five types of distribution channels, including:

**Equity Alliances** We currently have equity alliances with eight large banks around the world in which we have a controlling or material equity ownership stake, including 3 of the top 6 acquiring banks in the United States. These alliances, listed in the table below, are stand-alone entities, but leverage the trusted brands, customer relationships, and distribution capabilities of our partners to sell our solutions.

Region	Joint Venture	Partner	<b>Countries Served</b>	First Data Ownership
North America	Bank of America Merchant Services	Bank of America	United States	51%
	Wells Fargo Merchant Services	Wells Fargo	United States	40%
	PNC Merchant Services	PNC	United States	40%
EMEA	Cardnet	Lloyds Bank	United Kingdom	49.9%
	AIB Merchant Services	Allied Irish Banks	Ireland	50.1%
	European Merchant Services	ABN AMRO	Netherlands, Belgium	51%
	BNL POSitivity	<b>BNP</b> Paribas	Italy	49%
APAC	ICICI Merchant Services	ICICI Bank	India	81%

**Revenue Sharing Alliances** We have entered into over 80 partnership alliances with large banks, such as Citibank and SunTrust Bank in the United States, and midsized banks, as well as partnerships outside of the United States, such as Scotiabank in Mexico, and with several non-bank entities, such as SAM s Club, Restaurant Depot, and FedEx in the United States. A revenue sharing alliance is a contractual arrangement that allows our partner to resell our merchant acquiring services. First Data also provides a professional sales force within the alliance partner s geographic footprint to sell merchant acquiring services to revenue sharing alliance referrals. Similar to our equity alliances, our revenue sharing alliances leverage the trusted brands, customer relationships, and distribution capabilities of our partners. In connection with these alliances, First Data provides our merchant acquiring services, including customer support and service, underwriting and risk management, terminal help desk, branded marketing materials, equipment deployment and programming, merchant training and activation, and online transaction information.

**Referral Partnerships** We partner with over 400 banks and 1,200 non-bank entities that refer us to their clients in exchange for a commission. These partners leverage their individual market positions, domain expertise, and client relationships to identify new sales opportunities on our behalf.

**Direct Sales** We employ approximately 2,300 full-time relationship managers and business consultants who service leads from revenue sharing alliances, referral partnerships, and other sources. Our sales force utilizes our customized consultative sales program, *The First Data Way*, to engage with our clients and partners as trusted technology advisors, collaborate with them to assess their specific needs, and develop an integrated, commerce-enabling solution that works best for their situation and

goals. We believe this program will enable our sales force to approach our clients in a differentiated way and work with them to create enterprise-wide strategies and solutions that empower them to grow their businesses, rather than just offering discrete services at the lowest marketable price point.

**Indirect Sales** We partner with over 1,100 third parties who actively re-sell our solutions. These parties include independent sales agents, ISOs, PSPs, ISVs, VARs and GSPs who often have specialized sales capabilities to reach into local communities, small businesses, eCommerce channels, or specific industry verticals.

Our alliances and referral partnerships enable us to provide our solutions through multiple financial institutions, leveraging their respective branch networks and brand loyalty to reach more businesses and increase client retention. These partnerships provide us with high-quality leads that our bank partners generate through their treasury services relationships or customer visits to their branches. These leads are provided, in most cases, exclusively to First Data in several ways, depending on our partnership arrangements.

For example, when a business customer visits the branch of one of our bank partners to open a new account, a branch representative will assess the customer s needs to operate their business and either refer the customer directly to a First Data business consultant or offer a range of First Data solutions on behalf of the bank, including (1) point-of-sale technology, (2) card acceptance services, (3) business loyalty programs, and (4) other commerce-enabling solutions.

Together with our partners, we may contribute management, sales, marketing, and other administrative services to each alliance that we participate in depending on its needs. We also use various advertising methods to market our solutions in both our direct and indirect sales channels, including branch advertising, websites, industry conferences and trade shows, and social media.

### **Our Industry Verticals**

Our sales force and distribution partners sell our solutions to nearly all types and sizes of business, financial institution and government clients. However, we also target and provide solutions for specific industry verticals through dedicated resources, such as specialized relationship managers and sales programs, and through our distribution partners. These industry verticals are listed in the following table:

<b>Industry Verticals Served</b> Airlines	<b>Description</b> Global airlines, small and midsize carriers and major airport locations
Education	Educational institutions from grades K-12 and higher education
Entertainment	Broad range of companies including print media, television, movie theaters, and theme parks
Gaming	Broad range of companies including casinos, lottery, racetrack, and online gaming
Government	All federal, state, and local agencies and services
Grocery	Grocery and drug store chains
Healthcare	Healthcare systems, hospitals, physicians offices, and dental care offices
Hotels	Hotel chains and groups
Industrials	Manufacturing and other industrial verticals, such as pharmaceuticals
Insurance	Broad range of insurance companies
Non-Profit	Non-profit and charitable organizations
Petroleum	Traditional petroleum companies, such as refining companies, and other firms associated with petroleum, such as engineering, distribution and services, such as gas stations and convenience stores
Professional Services	Broad range of service providers, such as consulting companies and system integrators
Real Estate	Broad range of companies including REITs, construction companies, building management firms, and engineering and design firms.
Restaurants	Restaurants chains and groups, including quick service restaurants
Retail	Broad range of companies with a retail presence, such as department stores, specialty retail chains and retail services
Sports	Sporting leagues and their associated teams, stadiums, and associated companies
Technology	Broad range of technology companies from digital start-ups to global internet services and multi-national hardware and software firms
Transportation and Logistics	Broad range of companies specializing in transportation and logistics services, such as railroads and shipping
Other Travel and Leisure	Rental car companies and vacation clubs
Utilities	Utility companies that provide a range of services, such as energy, water and sewage maintenance
Wholesale Trade	Broad range of companies that provide wholesale supplies, food and equipment to other companies, such as food services, produce, restaurant equipment, and durable medical equipment

#### **Our Operations**

Our operations include a wide range of client service and processing functions that enable us to serve and support our clients across all of First Data s business segments. Led by our Chief Operations Officer, the team consists of over 11,500 employees globally and focuses on:

Delivering a high-quality, end-to-end client service experience across our suite of commerce-enabling solutions;

Executing our internal operating cost and productivity improvement strategies; and

Establishing a control environment that helps to ensure business continuity, minimize operational risks, and maintain an effective risk governance framework.

We have developed an operational excellence program that supports our cost and productivity improvement strategies by helping our management review processes to drive down the demand for resources, reduce expenses, and drive greater value for our clients. We have also developed a Global Process Head program to optimize the effectiveness of our operations organization. The Global Process Head team is comprised of senior managers responsible for the performance of end-to-end processes across global sites. The team (1) determines strategic priorities for technology development supporting key projects and service excellence, (2) analyzes and monitors operating metrics globally, (3) enhances the level of service performance delivered to clients, and (4) delivers operating efficiencies across processes.

Our operations and support services include:

**New Client Onboarding** Our new client onboarding team works closely with the sales force to deliver a seamless transition from sales to implementation to ongoing client services. Our client onboarding team is responsible for setting up business and financial institution clients on the appropriate platforms and managing the activation process, including communicating to and educating our clients about how to successfully provision their solutions.

**Client Service / Account Management** Our contact center team handles in-bound client service calls ranging from basic account maintenance requests to emergency technical service calls. We offer various levels of support for our clients and partners, including multi-lingual and 24/7 support. We also are increasingly providing self-service tools that put our clients in control to address service requests quickly or on their own time. Our account management team, which is assigned specifically to large business and financial institution accounts, also regularly reaches out to clients to assess their service needs and proactively improve their client experience. In some instances, individual large accounts have fully dedicated account management and client service teams.

**Settlement Operations** Our settlement and funding team is responsible for setting the guidelines that determine the speed at which our businesses receive funds for electronic payment transactions processed. We also manage the settlement, clearing and reconciliation process with financial institutions and payment card networks.

**Disputes / Chargebacks** Our disputes and chargebacks team provides case management support on behalf of our clients when disputed charges are filed. We work with the payment card networks and card issuing banks involved in disputed transactions to determine whether fraud occurred by collecting and analyzing relevant information and records from the merchant, such as signed receipts, to determine liability. As appropriate, we also initiate collection processes to ensure our business clients get reimbursed for certain disputed charges. We also provide chargeback services to some issuing clients.

**Terminal Distribution / Supply Chain Management** Our terminal distribution team manages the deployment of POS devices and related accessories, such as PIN pads and label printers. We provide a variety of services such as: procurement, warehousing and inventory control; terminal programming

and key injection; deployment, set-up and telephone training; equipment services; repair and replacement; remote terminal software updates; technical support; customized reporting; and conversions. We provide these services to our direct and indirect channel merchants.

**Output Services** Our output services team manages the printing and mailing of cardholder statements and other communications, such as account notices, as well as the printing, embossing, personalization and mailing of plastic cards. This includes full support of newer payment technologies such as EMV.

**Remittance Processing** Our remittance team provides lockbox processing services in 8 state-of-the-art facilities throughout the United States. We support processing of all methods of payment to banks and corporations, such as card issuers and telecommunications companies, who receive payment remittances by postal mail from their clients.

#### **Our Controls Organization**

We face a range of strategic, reputational, financial, operational, and compliance risks inherent in our business. The objective of our controls organization is to understand those risks and effectively manage, mitigate, and/or monitor those risks to protect First Data, our clients, and our partners, as well as meet regulatory obligations. Reporting to the CEO, the Chief Control Officer (the CCO) leads our Controls Organization and provides regular reporting on the state of controls to the Risk and Audit Committees of the Board. We have made significant investments in strengthening controls. Our model includes three lines of defense:

# First Line of Defense

*Business unit ownership.* Our business unit, shared services and function executives are responsible for identifying, assessing, managing, and controlling the risks they take or are exposed to while conducting their activities. Additionally, we assign control officers for each business, who are responsible for monitoring risk, advising on planned mitigation strategies, and monitoring corrective actions to address process and control deficiencies.

# Second Line of Defense

*Oversight of the organization.* Our compliance, anti-money laundering, OFAC, anti-bribery and corruption, privacy, third-party risk management, enterprise risk management, operation risk, and credit risk functions all report to our CCO. These functions facilitate and monitor the implementation of effective risk management practices. They are responsible for providing oversight to the business as well as independent guidance and advice to the business in implementing risk policies. The second line of defense is also accountable for owning and developing the risk and control frameworks, which the first line of defense uses to discharge its responsibilities.

# Third Line of Defense

*Assurance through Audit.* Our internal Audit functions, which provide independent assurance over the key risks to the organization, including an independent annual assessment of the risk management and internal control systems to the Audit Committee of the Board of Directors. Our Chief Auditor reports to the Chair of the Audit Committee of the Board.

We have increased headcount in these areas and enhanced our capabilities by recruiting leaders from a variety of industries, such as financial services, with diversified backgrounds and extensive experience in controls. We are also continuously improving our controls-related processes by making significant investments in technology and managing a dedicated technology team to support our efforts. Some key elements of our controls organization include:

**Enterprise Risk Management Program** Our enterprise risk management framework reflects a methodology comprised of six key components: (1) risk governance and culture, (2) risk strategy and appetite, (3) risk assessment and measurement, (4) risk management and monitoring, (5) risk reporting and communications, and (6) risk data technology and infrastructure. We have established a Risk Committee of the Board and an executive level risk committee. These are responsible for articulating our risk appetite and determining an acceptable level based on the tradeoff of assumed risk versus the expected value of the opportunity. The enterprise risk management program is integrated with the strategic planning process and is aimed at identifying the risks associated with our strategic objectives and related objectives, such as operational, financial reporting, and compliance.

**Underwriting and Credit Risk Management** Our credit risk management team defines our underwriting policies and standards for prospective new business and financial institution clients and performs the initial client risk assessment to determine creditworthiness and acceptable credit terms, which may include funding delay or collateral requirements. We continuously monitor the risk profile of our client portfolio to determine adherence to our credit policy and assessment of the clients business model relative to our risk appetite, and remediate problematic clients as warranted. Our risk scoring models and rules consider such factors as how long a client has been on file, dispute history, credit utilization, deposit patterns and trends, industry vertical, payment history, account delinquency, financial safety and soundness, and compliance with regulations.

**Regulatory Compliance** We have established and maintain a regulatory compliance program and framework, as a second line-of-defense, that is designed to (1) identify and establish an understanding of First Data s regulatory compliance responsibilities; (2) train owner associates; (3) achieve compliance with regulatory requirements and internal regulatory compliance policies; (4) review operations to verify responsibilities are carried out and requirements are met; (5) take corrective and timely action when necessary; and (6) provide timely and effective management information on the state of regulatory compliance to internal and external stakeholders. We have tailored the program to the business strategy and needs of First Data by creating line-of business groups that provide dedicated compliance coverage to our three business segments globally. The program also includes subject-specific areas of coverage, including: privacy, ethics, antitrust, anti-money laundering, government sanctions, and anti-bribery and corruption.

**Internal Audit** Our internal audit team provides management and the Audit Committee with independent, objective assurance and consulting activities designed to add value and improve our operations. We do this through a systematic, risk-based, disciplined approach to evaluate and improve the effectiveness of risk management, control and governance processes. Our annual plan is aligned to our objectives and the results of our audits are shared with management and the Audit Committee. The internal audit department reports directly to the Chair of the Audit Committee and to management through the CCO.

**Third-Party Risk Management** Our third-party risk management team establishes policies and practices used in managing and overseeing third-party risks to us and our clients, necessary for meeting regulatory requirements, client contract obligations and industry best practices. This team manages third-party related audits, performs due diligence reviews, targeted risk assessment analysis and ongoing monitoring activities of third-parties to identify and address potential patterns or trends which may pose enhanced risk.

**Third-Party Oversight** Our third-party oversight team establishes the risk management framework utilized in assessing and managing risks associated with third-party relationships entered into by the firm for goods or services, with enhanced focus on third-party vendor relationships involving critical activities that directly or indirectly support our clients. The third-party oversight program performs comprehensive risk management reviews throughout each stage of the third-party life-cycle, which includes initial planning, due diligence, contract review, ongoing monitoring and relationship termination. Risk assessment reviews cover a wide range of risk factors, including information security, operational and technology, financial, regulatory and compliance, reputational, physical security, country risk, fourth party risk, and resilience. Additionally, the third-party oversight team performs continuous ongoing monitoring activities of third-party relationships by means of onsite reviews, third-party score-cards, and periodic risk assessment analysis.

In addition to providing First Data with a strong controls system, we believe our Controls Organization represents a strategic advantage to First Data as it enables us to work more effectively with our many clients who have complex regulatory and risk environments and to customize our solutions to fit their specific needs.

#### **Our Technology**

#### **Platforms**

We run a series of high performance, low latency platforms to power commerce across the globe. Our top priority is the reliability of all software, infrastructure, and operations that process and drive our clients business. With a relentless focus on the continuous improvement of our operating environment, we have increased our strategic investments in technology over the past two years. These investments have driven technology development efforts that have fundamentally changed the way we, and our clients, do business across brick-and-mortar, eCommerce, and mobile channels.

We have optimized the technology and business processes that we use to onboard businesses, serve financial institutions, and deliver solutions globally. Our implementations and conversions team leverages internal technology tools used to board and manage large global clients to provide our SMB clients with the same low latency of our always-on authorizations platforms. Our scalability framework, developed with virtualization and cloud computing, enables us to continue onboarding new clients, and increase business with existing clients, quickly and with limited additional expense. We have also developed a proprietary set of APIs and SDKs to make it easier for our clients to connect and integrate with us. These improvements have helped us manage the increase in our base of business and financial institution clients effectively and efficiently.

We are in the first year of a three-year transformation process to improve the software driving our solutions and our integrated set of core engines. We are also leveraging our significant and secure infrastructure to continue to invest in our software-as-a-service model, our internal service oriented architecture, and its functional components. We believe these capabilities will have a significant impact on First Data, as we increase our percentage of shared software resources across the firm. We believe our clients will also benefit from: (1) our highly scalable transaction capacity, (2) our platform agility that provides for updates in a timely manner, (3) our processing speeds that are at or exceed market standards, (4) our strong transaction security, (5) the breadth of functionality that we provide, and (6) the numerous technology driven innovations we bring to market.

#### **Our Technology and Infrastructure**

First Data has long been known as a company of innovative industry firsts grounded and enabled by a superior core of technology. Our technology core has allowed us to scale to a large global footprint capable of handling the changing and complex business and regulatory environments across 118 countries. We have assembled a team of over 1,800

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infrastructure and technology operations specialists worldwide with a diverse set

of backgrounds, ranging from large-scale Internet providers, the payments industry, financial services, and telecommunications, who continue to evolve our platforms and drive transformation today. The primary attributes of our technology and infrastructure include:

**Globalized Scale and Agility** The ever-changing business and regulatory landscape around the world demands an agile technology platform capable of adjusting to a myriad of changing requirements. Our platforms can quickly and seamlessly scale and adapt to those demands.

**Worldwide Presence** First Data has 14 go-forward primary data centers located around the world focused on delivering its products and services. In addition to these facilities, there are also 18 smaller regional technology centers focused on the storage, security, and regulatory compliance of regional data governance requirements.

**Worldwide Reach** First Data s global backbone spans every continent except Antarctica. In addition to our data center locations, we provide numerous client access points to allow for quick, cost-effective client onboarding.

**Our Infrastructure Modernization Initiatives** 

Over the past 18 months, we have invested over \$180 million into our Architecture Modernization Program (AMP), which has already begun to produce material results. We are currently midway into our 36-month program to complete a technology refresh of our core network infrastructure, security infrastructure, customer connectivity network, and North American and European mainframe environments. To date, this initiative has enabled us to:

Refresh 95% of our mechanical data center infrastructure and 70% of our electrical data center infrastructure in North America;

Refresh 50% of all midrange computer platforms worldwide;

Refresh significant portions of our storage environments;

Begin moving all of the firm s call centers to Voice over IP (VOIP) technology, resulting in significant operational efficiencies worldwide;

Virtualize nearly 70% of our existing server footprint; and

Develop a platform where 65% of all new builds are virtualized from the start.

This infrastructure has been fully integrated with our mainframe and midrange computer environments to create a powerful product and services engine.

#### Results of Our Initiatives

We have combined our AMP program initiatives with an aggressive operating regimen, an acute attention to operational detail, and a focus on security to drive operational excellence. Some of the results from these initiatives include:

**Data Center Consolidations** We have de-commissioned and consolidated five primary data center facilities over the last 18 months. These facilities include two locations in the United States, and three locations in Australia, Italy, and Argentina. We are scheduled to close five additional primary data center locations, one location in North America, three locations in Europe, and one location in South America within the next 18 months. These moves will result in greater operational and cost efficiencies for the business.

**Data Center Optimization** We have removed approximately 60 tons of IT equipment from our data centers worldwide. This has resulted in the recapture of 15% of our global data center capacity, without the need for significant capital and operating expenditures.

**Improved Availability** We have introduced and improved high-availability programs resulting in a 78% time reduction in our return-to-operations metrics across our top North American platforms, with a greater than 20% increase across other infrastructure.

**Operational and Cost Efficiency** We have achieved significant efficiencies through a number of key efforts including: (1) global telecommunication renegotiations resulting in almost \$6 million in annual savings; (2) operating tool rationalization, which simplifies the management and operations of our internal infrastructure, yielding approximately \$8 million in annual savings; and (3) the doubling of our speed to remediate security vulnerabilities as they occur.

#### Security

First Data is committed to providing a secure technology environment. Our proprietary security technologies power our risk management solutions to help prevent and detect fraud and the security functions to protect our clients data and our systems.

Our security team consists of a wide variety of top cyber security and fraud management experts with diverse backgrounds ranging from former domestic and international law enforcement, financial services, security technology, military veterans and cyber threat analysis experts. This team s primary function is to protect First Data s core operations. However, we also leverage their talent and expertise to advise our clients on security related matters, and share relevant information with anti-fraud groups across the financial services industry and with law enforcement entities around the world.

Over the past two years, our investments in security and fraud management have nearly doubled, enabling us to expand our capabilities significantly. We have also partnered with leading security and fraud analytics firms to increase the inspection of, and advance our level of insight into, the millions of transactions that we process every day. These investments include a multi-layered 24/7 security monitoring capability created by the combination of dedicated cyber security experts and additional layers of monitoring provided by top tier expert industry partners. This combination provides a merged protection model that is designed to allow for rapid detection, response, and containment of internal and external threats.

#### **Our Competition**

We compete with a variety of companies that provide similar technology offerings, including hardware and software vendors, payment processors, program managers, and financial institutions. In many cases, we also compete with in-house solutions developed by our business and financial institution clients.

#### **Global Business Solutions**

Our Global Business Solutions segment competes with merchant acquirers that include Vantiv, Worldpay, Global Payments, and Heartland Payment Systems, in addition to financial institutions that provide acquiring and processing services to businesses on their own, such as Chase Paymentech Solutions, Elavon (a subsidiary of U.S. Bancorp), and Barclaycard. In many cases our alliance and commercial partners compete against each other. Additionally, payment networks such as Visa and MasterCard are increasingly offering products and services that compete with our suite of solutions. Competitors of our next-generation services include PayPal, Braintree (a subsidiary of PayPal), CyberSource (a subsidiary of Visa Inc.), Adyen, and Stripe, along with integrated point of sale providers such as Micros, NCR, Square, ShopKeep, Revel, and others.

The primary competitive factors impacting this segment are brand, data security, breadth of features and functionality, ease of technological integration, strength of financial institution partnerships, price, and servicing capability. Other factors impacting this segment include consolidation among large businesses and financial institutions, the pace of integrated point of sale solution development, and the creation of new payment methods and related technologies.

### **Global Financial Solutions**

Our Global Financial Solutions segment competes with card issuer processors, such as Total System Services, Vantiv, Fidelity National Information Services, Fiserv, Worldline, Equens, and SIX Payment Services, as well as the card issuer processing businesses of the global payment networks such as UnionPay Data. In addition, we compete with various software or custom-designed solutions that some financial institutions use to perform these services in-house.

The primary competitive factors impacting this segment are system performance and reliability, data security, breadth of features and functionality, disaster recovery capabilities and business continuity preparedness, platform scalability and flexibility, price, and servicing capability. Another factor impacting this segment is financial institution consolidation.

### Network & Security Solutions

Our Network & Security Solutions segment competes with networks such as Visa, MasterCard, and Discover for debit network services, and with Fidelity National Information Services for debit network and check verification and guarantee services. We also face competition from regional operators of debit networks. Our portfolio of analytics, information, security and risk management solutions competes with a wide range of providers across multiple disciplines, including Visa, MasterCard, Voltage, Verisk, Equifax, Experian, TransUnion, and Fair Isaac.

The primary competitive factors impacting this segment are system performance and reliability, data security, breadth of features and functionality, platform scalability and flexibility, price, and financial institution consolidation. Other factors impacting this segment include increasingly powerful and affordable technology capacity, improved data management and analytic tools, and emergence of cloud-based delivery models.

#### Regulation

Various aspects of our service areas are subject to U.S. federal, state, and local regulation, as well as regulation outside the United States. Failure to comply with regulations may result in the suspension or revocation of licenses or registrations, the limitation, suspension or termination of service, and/or the imposition of civil and criminal penalties, including fines. Certain of our services also are subject to rules promulgated by various payment networks and banking authorities as more fully described below.

# The Dodd-Frank Act

In July 2010, the Dodd Frank Act was signed into law in the United States. The Dodd-Frank Act has resulted in significant structural and other changes to the regulation of the financial services industry. Among other things, Title X of the Dodd-Frank Act established a new, independent regulatory agency known as the CFPB to regulate consumer financial products and services (including some offered by our clients). The CFPB may also have authority over us as a provider of services to regulated financial institutions in connection with consumer financial products. Separately, under the Dodd-Frank Act, debit interchange transaction fees that a card issuer receives and are established by a payment card network for an electronic debit transaction are now regulated by the Board of Governors of the Federal Reserve System (the Federal Reserve Board ), and must be reasonable and proportional to the cost incurred by the card issuer in authorizing, clearing, and settling the transaction. Effective October 1, 2011, the Federal Reserve Board capped debit interchange rates for card issuers operating in the United States with assets of \$10 billion or more at the sum of \$0.21 per transaction and an ad valorem component of 5 basis points to reflect a portion of the issuer s fraud losses plus, for qualifying issuers, an additional \$0.01 per transaction in debit interchange for fraud prevention costs. In addition, the new regulations contain non-exclusivity provisions that ban debit payment card networks from

prohibiting an issuer from contracting with any other payment card network that may process an el