



First Data Announces Senior Management Additions and Two New Board Members

Kevin J. Schultz is named President of Financial Services, and John Elkins is named Chief Marketing Officer; Henry R. Kravis and Joe W. Forehand are New Board Members

ATLANTA (Sept. 23, 2009) - [First Data](#), a global leader in electronic commerce and payment processing services, announced today the appointments of Kevin J. Schultz, 51, as president of its Financial Services business segment and John Elkins, 57, as chief marketing officer, effective immediately. In addition, Henry R. Kravis and Joe W. Forehand were appointed as new members to First Data's board of directors.

"Kevin and John bring their passion for the payments industry to First Data, and we couldn't have asked for two better additions to our board than Henry Kravis and Joe Forehand," said Michael Capellas, chairman and CEO. "These additions not only showcase our ability to recruit top talent, but create a powerful team of leaders who will have a tremendous impact on the future of First Data."

Kevin J. Schultz - President, Financial Services

Schultz will lead the Financial Services segment with responsibility for Card Issuing, Debit Services, the STAR Network, Output Services, Government and Education Markets, and analytic and decision services products. Schultz served as global head of Visa Processing Services for Visa Inc. prior to joining First Data. He is a 27-year veteran of the payments industry and has held several leadership positions with Visa, including executive vice president of Client Services and general manager for Visa Debit Processing, LLC. He holds a master's degree from the Columbia School of International Affairs and bachelor's degree from the University of Wisconsin.

John Elkins - Executive Vice President, Chief Marketing Officer

In his new role, Elkins is responsible for global marketing and brand development. Prior to this appointment, Elkins served as a senior advisor to McKinsey & Company. He also previously served as executive vice president and chief marketing officer for Visa International from April 2003 until November 2007. He holds a master's degree from the University of Oregon and a bachelor's degree from the University of Exeter, England.

Recently, the company also announced Pat Shannon as executive vice president and chief financial officer. First Data's full executive committee now includes:

- Michael Capellas - Chairman and CEO
- Ed Labry - President, Retail and Alliance Services
- Kevin J. Schultz - President, Financial Services
- David Yates - President, International
- Bob DeRodes - Executive Vice President, Operations and Technology
- Pat Shannon - Executive Vice President, Chief Financial Officer
- John Elkins - Executive Vice President, Chief Marketing Officer
- Grace Chen Trent - Executive Vice President, Communications
- Dave Money - Executive Vice President, General Counsel
- Peter Boucher - Executive Vice President, Human Resources

Henry R. Kravis and Joe W. Forehand - Board of Directors

Kravis is a pioneer of the private equity industry and is the co-founder, co-chairman and co-CEO of Kohlberg Kravis Roberts & Co. (KKR). For more than 30 years, Kravis, along with KKR co-founder George Roberts, has led the firm in its growth into a leading global alternative asset manager with more than \$50 billion in assets under management.

Forehand retired as chairman of Accenture Ltd in 2006. In his more than 30 years with Accenture, he served as the CEO from 1999-2004 and, prior to that, as chief executive of the Communications and High Technology Operating Group. Forehand is a member of KKR's Portfolio Management Committee and has also been involved with KKR's growth and emphasis on the technology industry sector.

About First Data

First Data powers the global economy by making it easy, fast and secure for people and businesses to buy goods and services using virtually any form of electronic payment. Whether the choice of payment is a gift card, a credit or debit card or a check, First Data securely processes the transaction and harnesses the power of the data to deliver intelligence and insight for millions of merchant locations and thousands of card issuers in 36 countries. For more information, visit www.firstdata.com.

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