

**Scott T. Scheirman**  
**Executive Vice President and Chief Financial Officer**

Mr. Scheirman joined First Data in 1992, where he held positions of increasing responsibility in the finance area. Mr. Scheirman served as the Senior Vice President and Chief Financial Officer for the Western Union business unit from 1999 through 2006 and assumed his current role as Executive Vice President and Chief Financial Officer at the time of the spin-off in 2006. Prior to joining First Data, Mr. Scheirman was with Ernst & Young LLP.

With Mr. Scheirman's tenure and strong performance in his role, the Compensation Committee targeted his 2009 annual target cash compensation at the benchmarked median for chief financial officers and the value of his 2009 long-term incentive award was below benchmarked median for the reasons discussed under "The Western Union 2009 Executive Compensation Program—*Long-Term Incentive Compensation*," above.

Based on the Company's performance for 2009 as described in the "The Western Union 2009 Executive Compensation Program—*Annual Incentive Compensation*" discussion above, Mr. Scheirman's 2009 Annual Incentive Plan award was \$453,456. This reflected the payout of 94% of his target.

**Hikmet Ersek**  
**Chief Operating Officer**  
**During 2009, Executive Vice President and Managing Director, Europe/Middle East/Africa/Asia Pacific**

Mr. Ersek joined Western Union in 1999, and was responsible for increasing geographical areas in Europe, taking responsibility for Europe/Middle East/Africa/South Asia in 2003 and, in January 2009, adding the Asia Pacific region to his area of responsibility. Mr. Ersek was promoted to Chief Operating Officer effective January 1, 2010. Prior to joining Western Union, he held positions at Europay/MasterCard and General Electric (GE) Capital. The Europe/Middle East/Africa/Asia Pacific region is a significant area of growth for the Company, consisting of over 160 countries and territories and more than 305,000 agent locations. The region also presents unique regulatory challenges including those relating to the Western Union International Bank.

Mr. Ersek's 2009 target annual cash compensation was established slightly above benchmarked median, reflecting his contributions as a leader in the organization and expanding responsibilities. The value of his 2009 long-term incentive award was below benchmarked median for the reasons discussed under "The Western Union 2009 Executive Compensation Program—*Long-Term Incentive Compensation*," above. Mr. Ersek's increase in salary included a regular annual salary adjustment of 3.5% plus an additional 8.1% increase to bring his salary to a level appropriate for the expansion of his responsibilities in 2009 to include the Asia Pacific region.

Based on the Company's performance for 2009 as described in the "The Western Union 2009 Executive Compensation Program—*Annual Incentive Compensation*" discussion above, Mr. Ersek's 2009 Annual Incentive Plan award was €516,600, or \$699,321 based on a conversion rate of 1.3537 as of February 24, 2010. This reflected the payout of 92% of his target, consistent with the corporate and business unit performance payout calculations of 94% of his corporate performance target, which was 75% of his total award, and 87% of his business unit target, which was 25% of his total award. Mr. Ersek's payout under the 2009 Annual Incentive Plan, as measured in U.S. dollars, is above target, in part, due to fluctuations in the value of the Euro as compared to the U.S. dollar. The conversion rate on February 24, 2010, the date the payout under the 2009 Annual Incentive Plan was approved, was 1.3537, compared to a conversion rate of 1.2571 on February 17, 2009, the date the 2009 Annual Incentive Plan award was granted to Mr. Ersek.

In recognition of Mr. Ersek's position as a key employee of the Company and the increased responsibilities that he assumed in January 2009, on February 17, 2009 the committee awarded Mr. Ersek 84,318 restricted stock unit "career shares." The committee established the value of the career share award at a level that would result in ownership of a meaningful number of shares and be proportionally appropriate relative to the career shares awarded to Ms. Gold.