

agile

focused

accountable

advocate

strategic

global payments is **dedicated** to providing leadership in the delivery
of payments and associated information

agile

focused



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DolEx Acquisition Conference Call

August 2003

Safe Harbor Provision

Some of the statements included in this presentation and comments made by management, particularly those anticipating future financial performance, business prospects, growth and operating strategies and similar matters, are forward-looking statements that involve a number of risks and uncertainties. For those statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Among the factors that could cause actual results to differ materially from the estimates provided are the following: our ability to successfully complete the acquisition of LAMS; potential integration issues following the acquisition, including the loss of any of the DoIEx settlement channels; our ability to operate the business with the same success as the current owners; and other risk factors identified from time to time in our SEC reports, including, but not limited to, the report on Form 10-K for the year ended May 31, 2002.

Agenda

I. Acquisition Strategy

II. Transaction Summary

III. Industry Overview

IV. Company Overview

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Acquisition Strategy

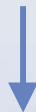
"To provide long term, sustained economic value to shareholders, exceeding that of our competitors, by becoming the leader in the delivery of payments and associated information."
----- Global Payments' Mission Statement

- **High growth and profitable sectors of the payments industry**
- **Domestic and expanding international markets**
- **Companies with strong competitive advantages**
- **Provide long term revenue growth and earnings accretion**



Transaction Summary

Terms of Agreement



- Acquiring 100% of the equity interests of DolEx Dollar Express
- Advent is the majority owner of Latin America Money Services, a holding company for DolEx
- Purchase price of approximately \$200 million
- Global to fund with cash and credit facility availability
- Expected to close during 2003

Transaction Summary

DolEx Overview

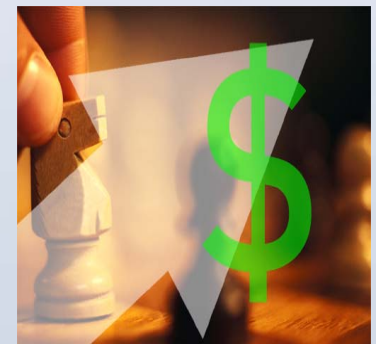
- **Electronic consumer money transfers from U.S. to Latin America**
- **Operate hundreds of retail branches across the U.S.**
- **Settlement arrangements with thousands of bank, exchange house, and retail locations in Latin America**
- **Captured 4th largest market share in only 6 years**
- **Annual transactions of 4.6 million and revenue of \$69.9 million**



Transaction Summary

DolEx Advantages

- **Highly-attractive industry**
 - U.S. Latinos have increased 67% to 37M since 1990
 - 70% of U.S. Latinos send money home regularly
 - Annual transfer volume of \$32B, growing 15+%
- **Strong competitive advantages**
 - Seasoned management with extensive Latin America experience
 - Branch model provides leverage and control
 - 300,000 active *Amigo Latino* cards
 - Superior technology, compliance, and customer service
 - Largest settlement reach in Latin America (8,500 locations)
- **Significant growth opportunities**
 - Expansion of U.S. branch locations
 - Expansion of settlement network
 - Enter new regions with fund flow into Latin America
 - New products and services



Industry Overview

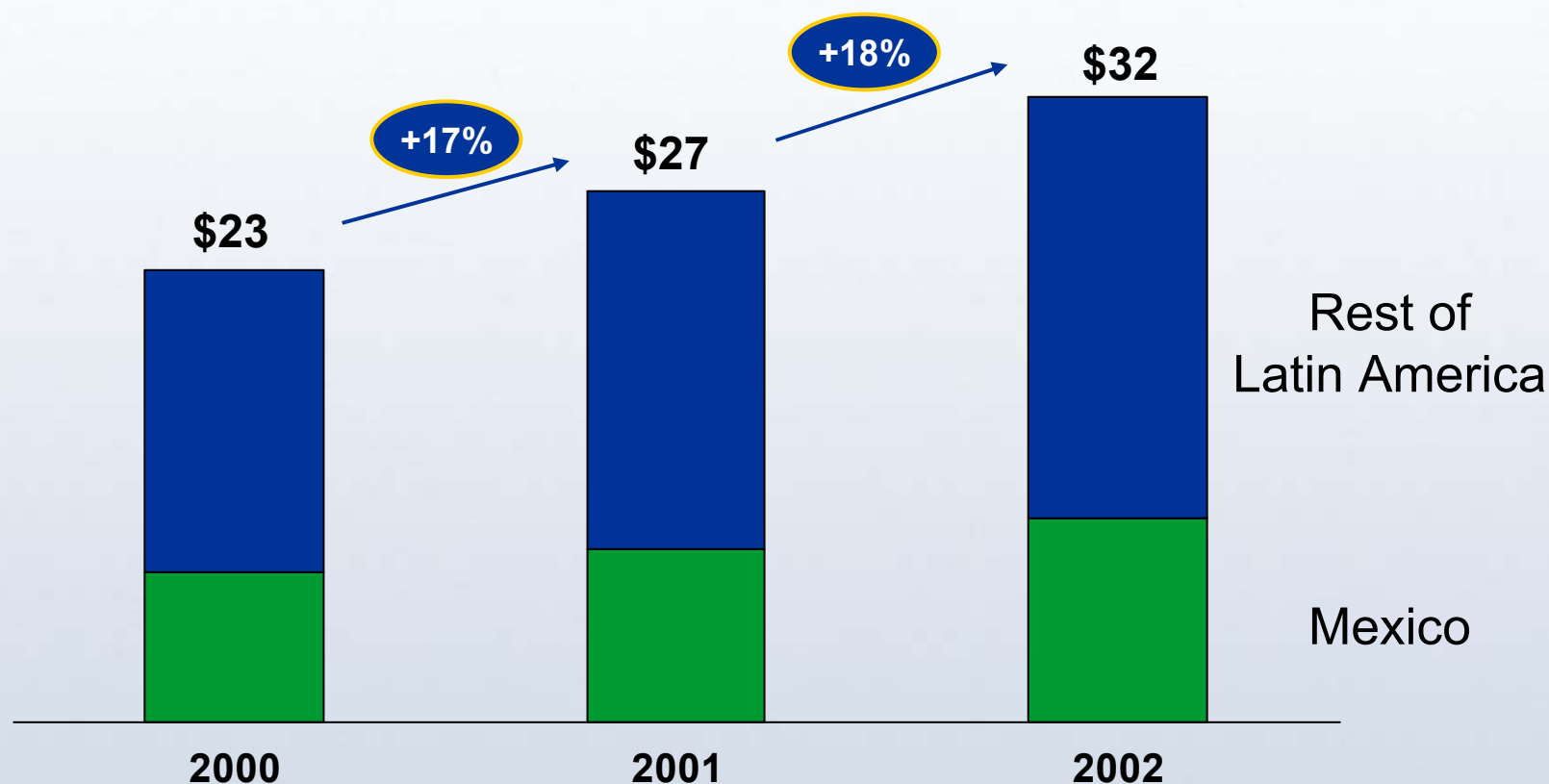
Catalysts for Growth

- **Global migration**
 - People are overwhelmingly moving from undeveloped regions to developed regions
- **Regional economic disparities**
 - 93% of money transfers are sent to undeveloped regions (i.e., immigrants are sending money back home)
- **Proliferation of the “unbanked”**
 - Most immigrants do not have a banking relationship and instead use money transfer firms



Latin America Inbound Transfer Volume

(\$ billions)



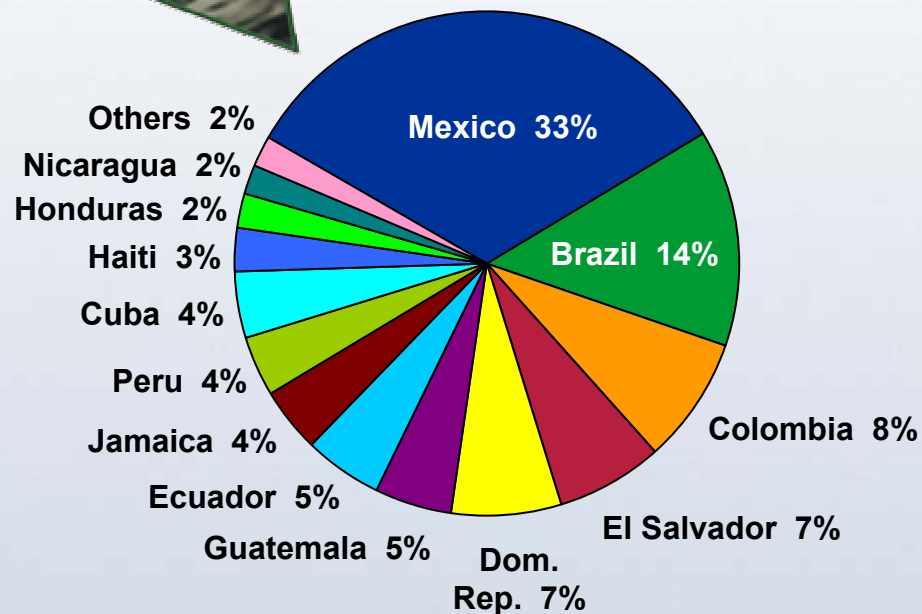
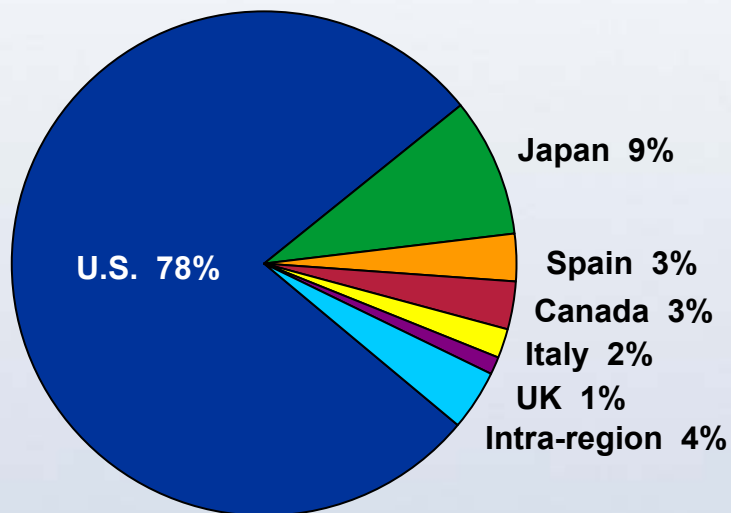
Source: Inter-American Development Bank

Latin America A Large \$32B Market

Origin

Destination

\$32B in 2002



Source: Inter-American Development Bank

Latin America

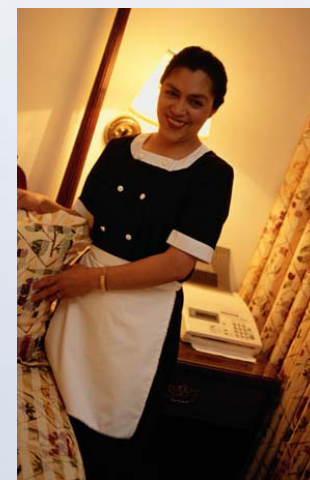
Transfers are Critical to Region

- **Latin America is dependent on money transfers**
 - Expected to exceed foreign direct investment to region in 2003
 - In Mexico, exceeds agricultural and tourism revenue
 - Transfers can represent 50% of family income in Mexico and up to 90+% in other countries
 - Due to importance, transfer volume levels are generally resistant to U.S. economic conditions



U.S. Latinos Customer Profile

- 18 to 34 years old
- Earn less than \$20K per year
- Save 20% of annual earnings
- 70% send money home regularly
 - Total average is 9 times per year
 - Foreign born segment sends 18 times per year
 - \$200 - \$300 sent per transaction
 - \$2,500 sent per year
- Predominantly unbanked
 - 62% with incomes below \$20K
 - 90+% of foreign-born segment



U.S. Latinos

Key Loyalty Factors

- Familiarity and convenience
- Speed and reliability
- Easy and safe for beneficiary to collect
- Word-of-mouth recommendations
- Price and pricing transparency

Customers are unlikely to switch from a provider that offers reliable service at a reasonable price



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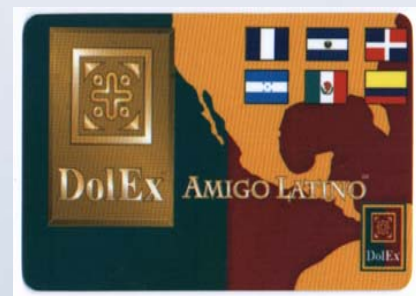
VI. Conclusion

VII. Q & A Session

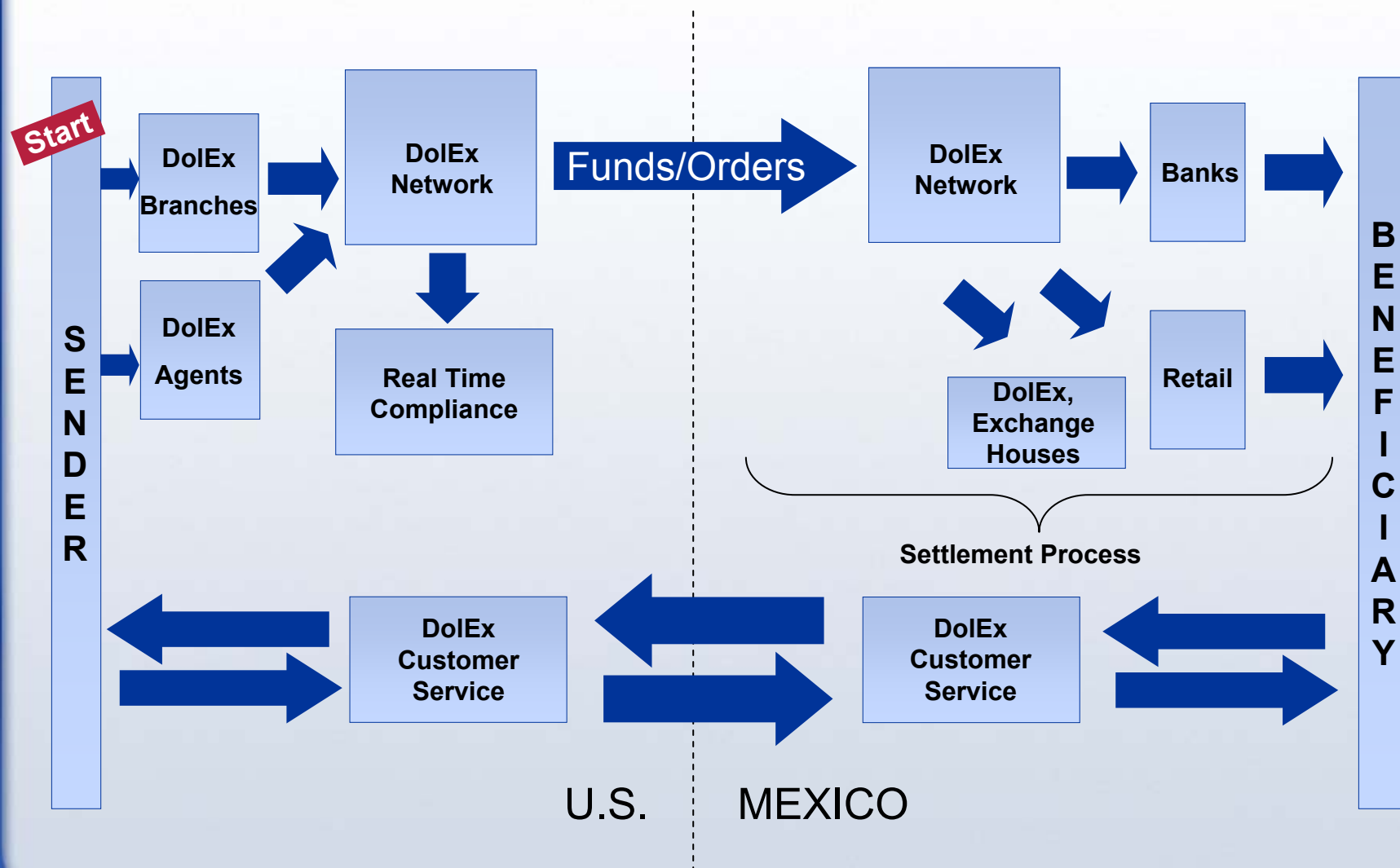
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Leading Products

- **Electronic Money Transfers**
 - Accept U.S. currency at U.S. branch location
 - Beneficiary collects local currency in Latin America
 - Charge for funds movement and currency exchange
- ***Amigo Latino Card***
 - Used for over 80% of DolEx transactions
 - 300,000 actively-used cards
 - Card-swipe loads customer data for cashier
 - Faster and more convenient transaction
 - Creates captive customer base
 - Often the only card in their wallet
- **Other Products**
 - Money orders
 - Pre-paid long distance and cellular phone cards



Electronic Money Transfer Transaction Flow



Significant Point of Sale Reach

- **550 Branches**
 - Booths (75%) in supermarkets, video/record stores, laundromats, etc.
 - Stand-alone locations (25%)
 - All locations have high Latino presence
 - Staffed by DolEx employees
- **30 Agents**
 - Third-party merchants who resell company services
 - DolEx pays agent a commission based on size of transfer

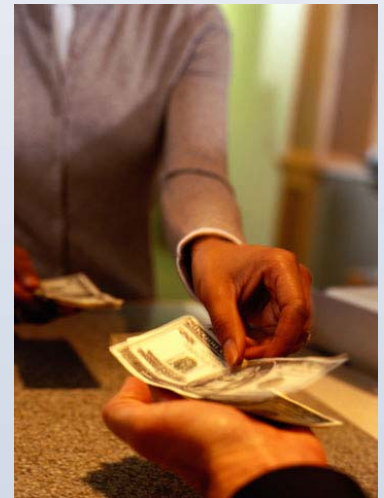


Note: Number of locations as of mid 2003.

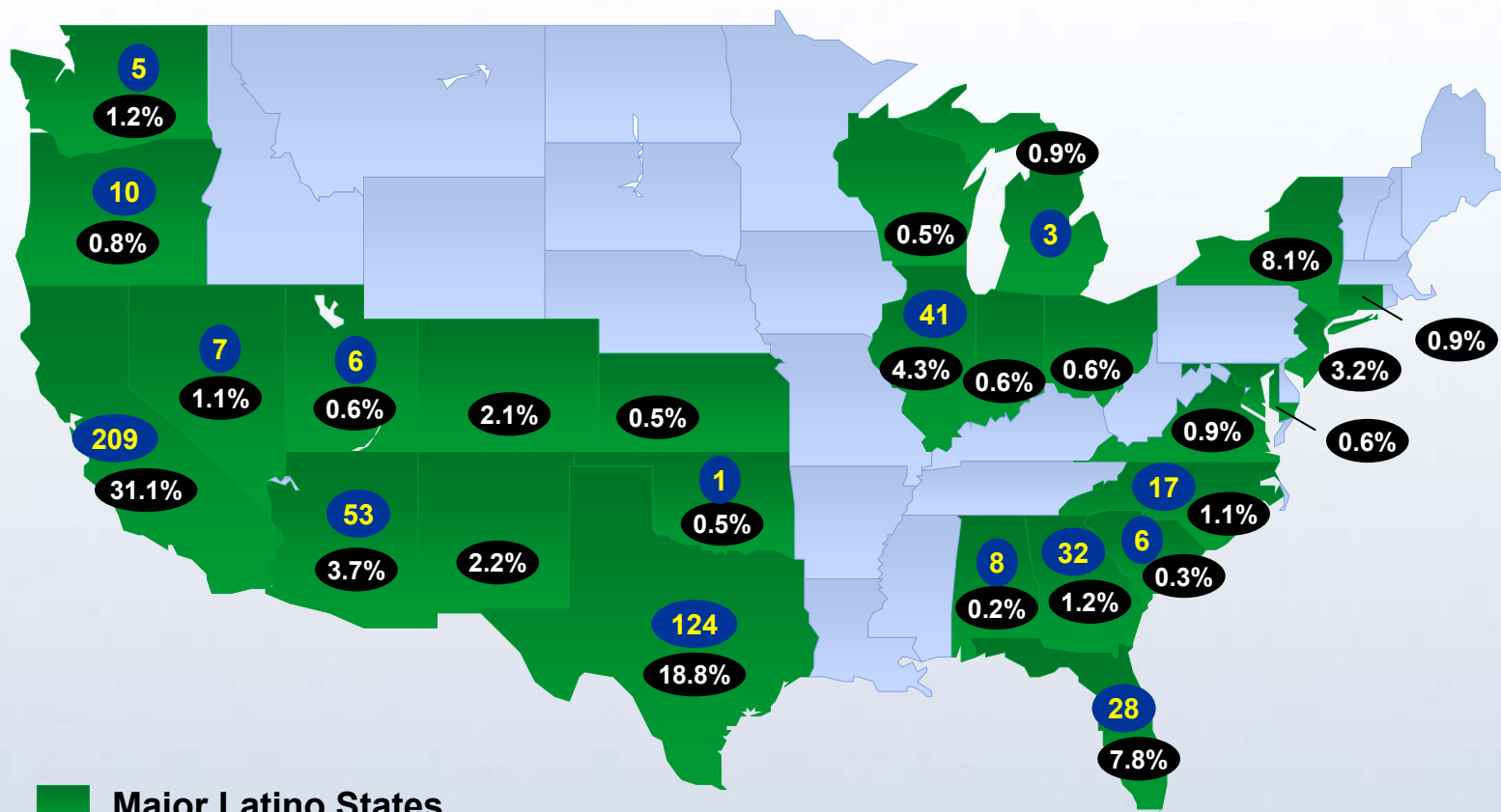
Point of Sale Strategy

Branch Benefits

- **Positive, direct interaction with customer base**
 - Familiar, non-bank environment
 - Cashiers speak both Spanish and English
 - Cashiers are trained specialists
 - Customer loyalty is developed through low initial rates, *Amigo Latino* cards, and reliable service
 - Sell new products to loyal customer base
 - Cashiers do not receive commissions, providing financial leverage above fixed branch costs



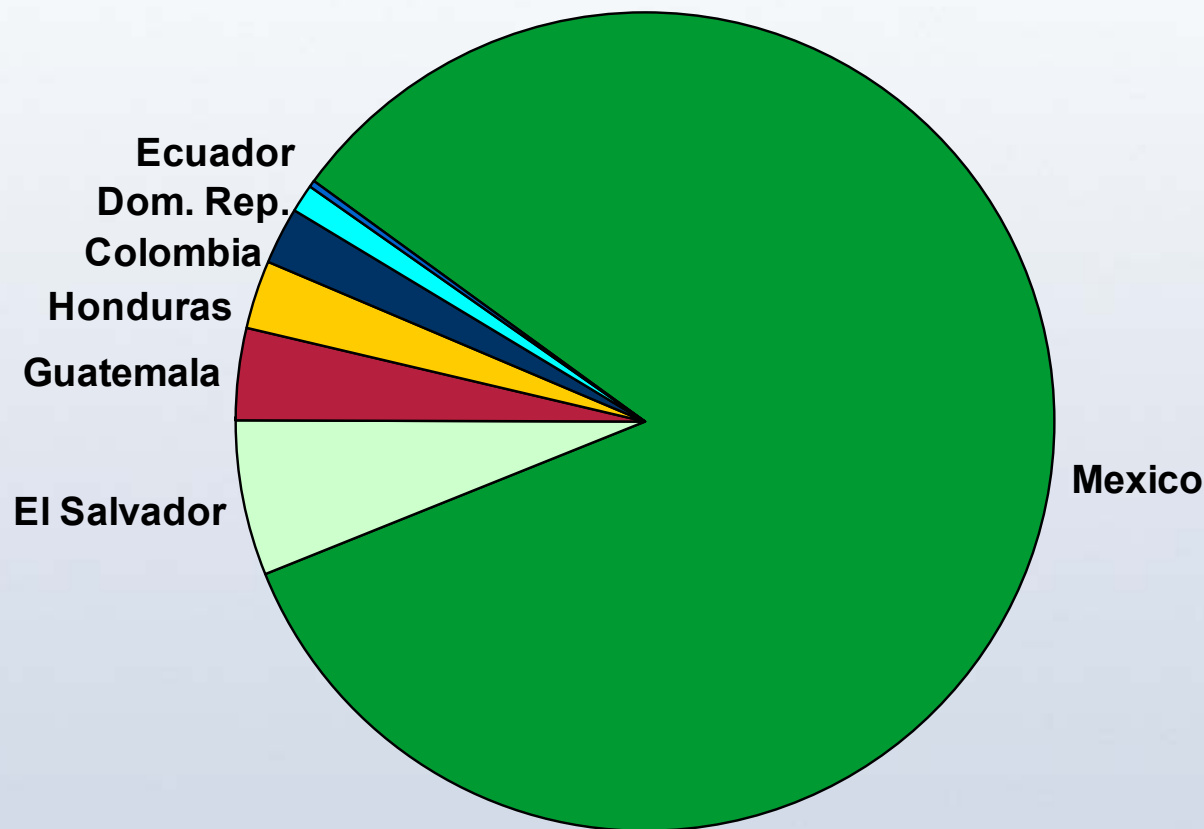
Branch Coverage Strong Presence & Growth Potential



- Major Latino States
- % of U.S. Latino Population
- DoEx Branches

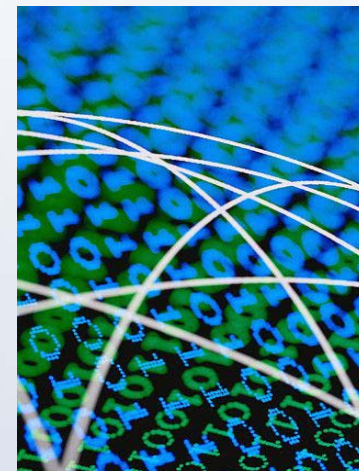
DolEx Settlement Volume Strength in Mexico

**Over 80% of DolEx volume is
sent from U.S. to Mexico**



Superior Technology

- Internally-designed infrastructure and software
- Fully-redundant and highly-scalable
- Powerful, centralized system control
 - Monitor and modify branch pricing real-time
 - Oversee cash management process
 - Ensure regulatory compliance
 - Direct transactions to settlement locations, providing leverage and lowering costs



Settlement Strategy

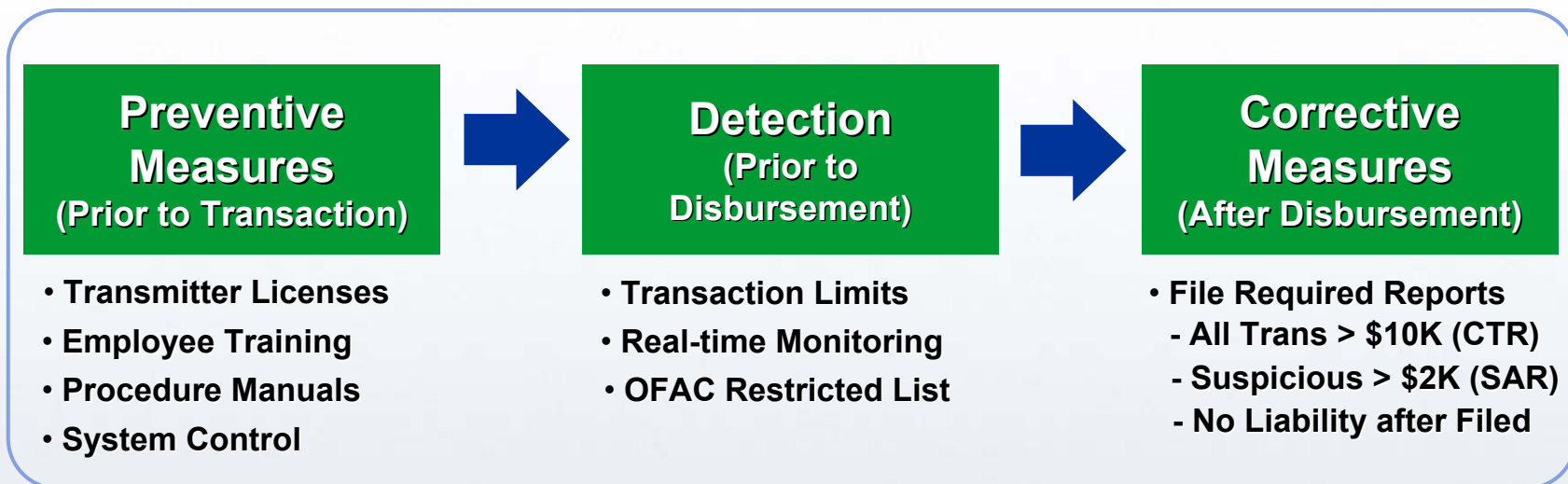
Value Add to Latin America Retailers

- **Directing beneficiaries to Mexican retail locations¹**
 - 18% of beneficiaries had not previously been to store
 - 50% of beneficiaries spent money in store same day
 - 11% of money transfer spent same day in store
 - Amount spent was 33% higher than store average ticket



¹ DoEx-sponsored retail surveys

Effective Compliance Program



- **Dedicated effort**

- Exemplary feedback on annual state audits
- More stringent requirements than those required by law
- Full compliance with U.S. Patriot Act
- DoIEx files CTRs for all transactions > \$3K
- Detect “structuring” based on sender and beneficiary activity

Financial and Operating Data

DoEx Financial Data

Total 2002 Revenue	\$69.9 million
Estimated Revenue Growth	Low Teens
Estimated Operating Margin	High Teens
Estimated EPS Accretion	\$0.11 - \$0.15

DoEx Operating Data

Total 2002 Transactions	4.6 million
U.S. Branches¹	550
Latin America Settlement Locations¹	8,500
Employees¹	1,300

¹ As of mid-2003

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Strategic Transaction Provides Long Term Growth

- ✓ Expanding worldwide industry with sound fundamentals
- ✓ Key player in U.S. to Latin America corridor
- ✓ Compelling DoIEx competitive advantages
- ✓ Significant revenue growth opportunities
- ✓ Strong operating margin and cash flow
- ✓ Fits with Global Payments' strategy



Q & A Session

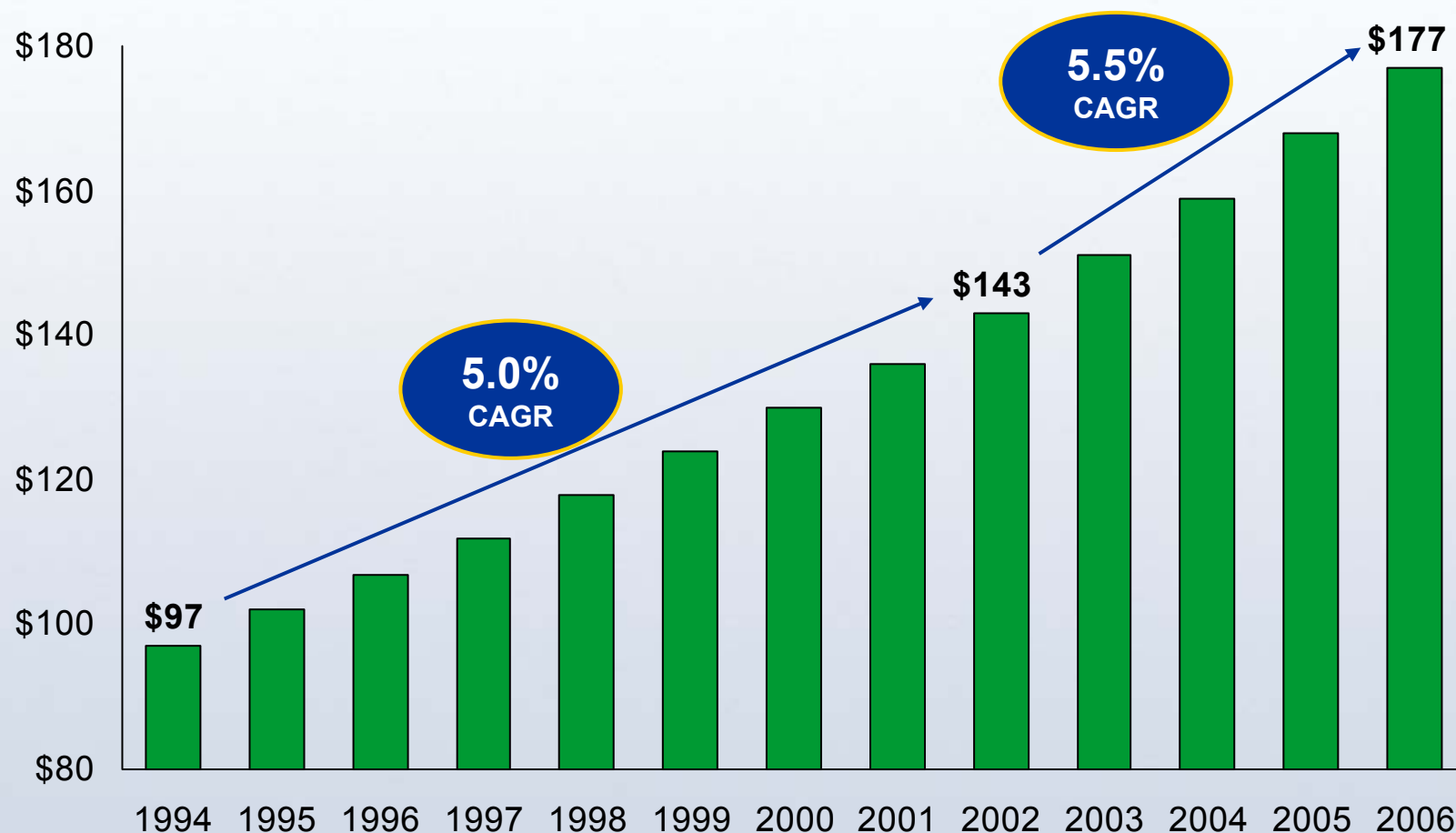


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Money Transfers A Growth Industry

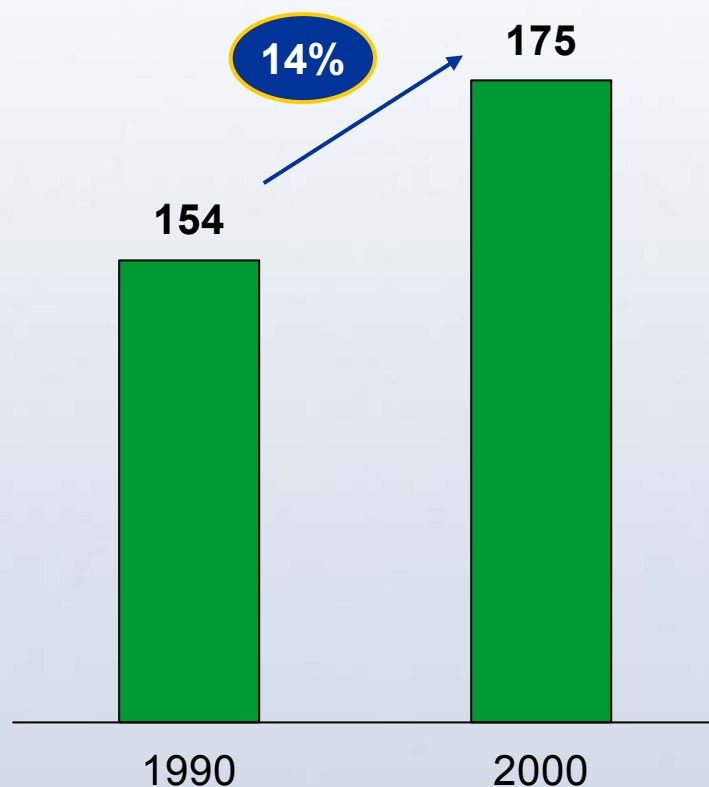
Worldwide Volume (\$ in billions)



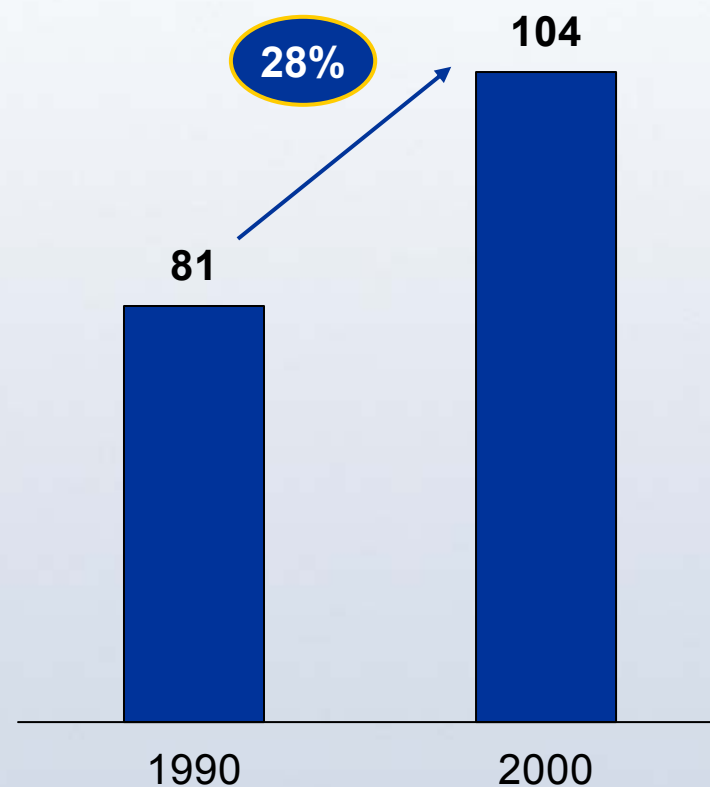
Source: Celent Communications, August 2002

Catalysts for Growth Global Migration

Worldwide Immigrants
(Millions)



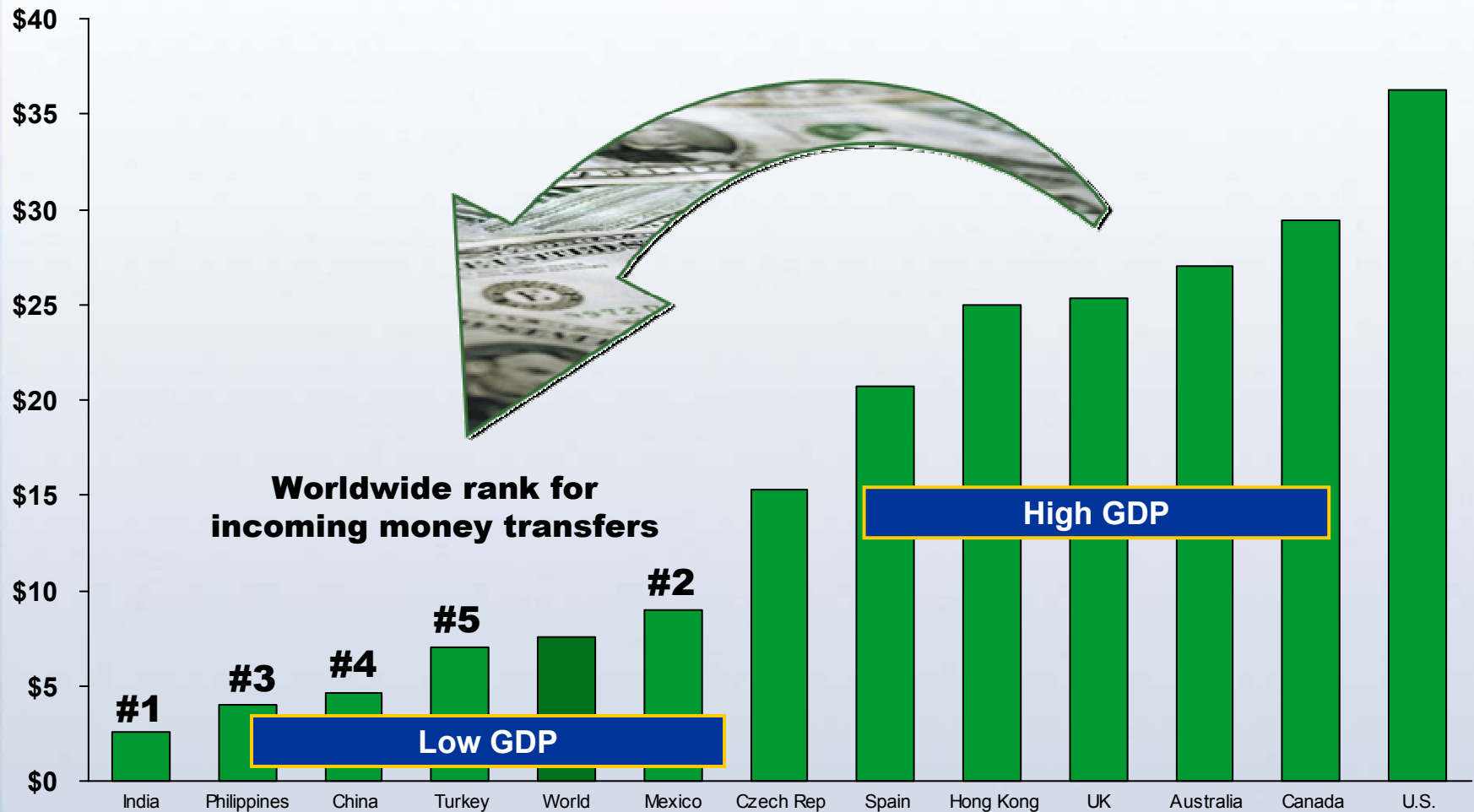
Immigrants in Developed Regions
(Millions)



Source: United Nations Population Division

Catalysts for Growth Economic Disparities

(GDP per capita – \$000's)



Source: CIA World Factbook 2002. Latin America as a whole is the number one destination for remittances worldwide, according to IADB.

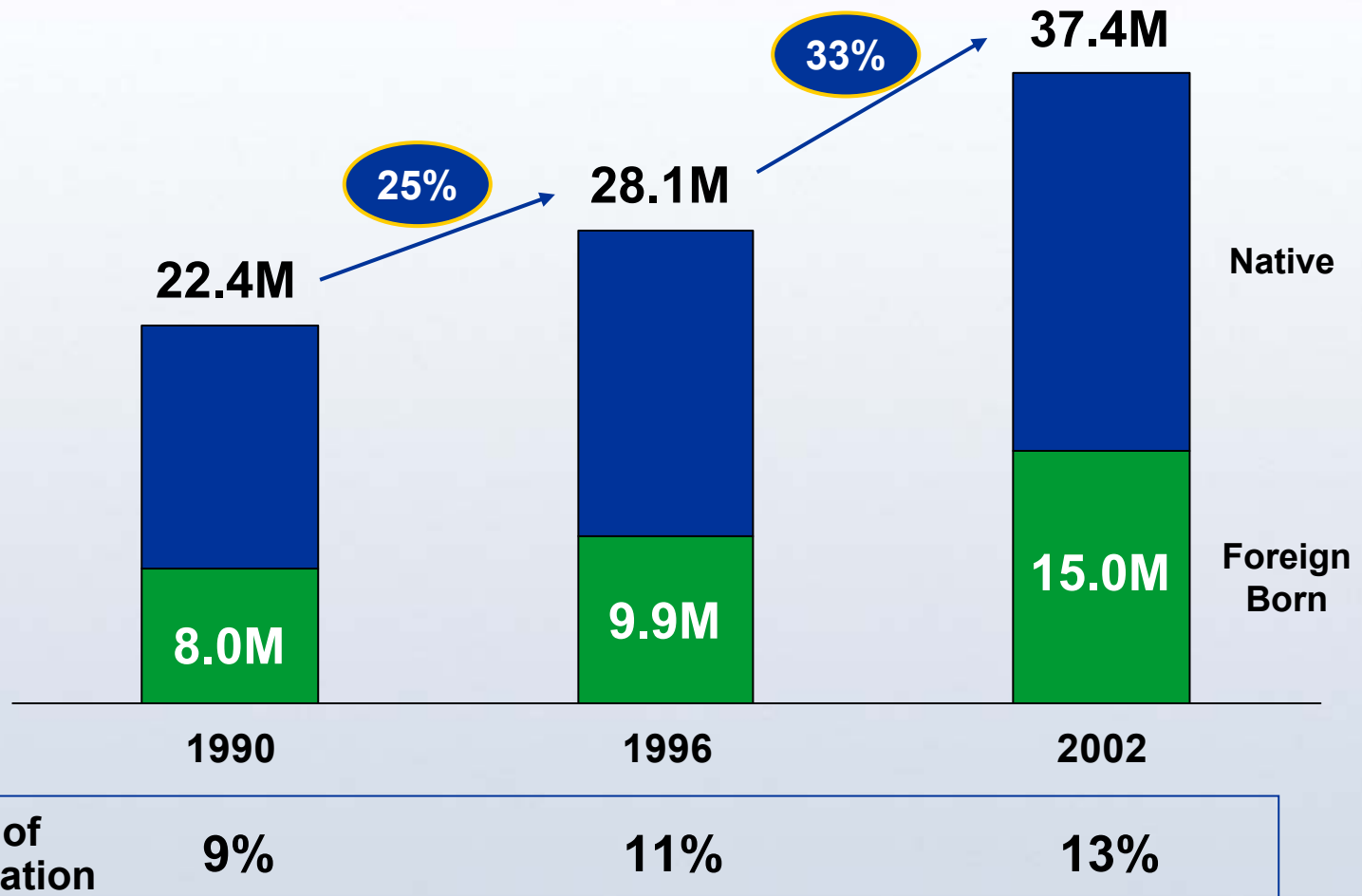
Catalysts for Growth

Proliferation of the Unbanked

- **Most immigrants do not have bank relationships**
 - Poor understanding of foreign banking system
 - Mistrust of banks due to experiences in native countries
 - Language and cultural barriers
 - Tradition of using check cashing and money transfer firms
 - Perception of excessive fees
 - Checks not critical due to limited bills to pay
 - Familiarity and comfort with cash transactions



U.S. Latino Population A Fast Growing Segment



Source: U.S. Census Bureau

Latin America Money Transfers Volume by Country

\$32B Latin America Market



¹ Includes Jamaica, Peru, Cuba, Haiti, Nicaragua, Venezuela, Argentina, Costa Rica, Guyana, Bolivia, Trinidad, and Tobago

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