

## building momentum

Just what do we mean by building momentum?

We have also managed our company's resources to reflect a sense of stewardship in the investment you have made in us. We manage our business by doing more with less, keeping a tight rein on expenses, and by wisely allocating our capital, equipment, time and talent for the greatest possible value creation.

Taking into consideration all of these factors, fiscal year 2010 stands out as a year spent building a foundation that will support scale in new countries, on new systems and in growing payment channels such as healthcare, prepaid and mobile.

### NORTH AMERICA RESULTS

We are pleased with our progress in the North America segment of our business. In 2010, an important milestone for TSYS came with the signing of Bank of Montreal, one of Canada's five largest banks and its largest MasterCard issuer. Upon the conversion of Bank of Montreal's portfolio, TSYS' share of the Canadian credit card market will approach 64 percent. We also successfully launched a credit card for Walmart Canada, where more than one million people shop in one of 323 national locations each day.\*

We also signed an enterprise-wide agreement with Simmons First, a "super prime" issuer that offers some of the most sought after credit card products available to consumers today. In addition, we signed Caterpillar Financial Services Corporation, the financial arm of Caterpillar Inc.

TSYS also renewed long-term agreements with both Canadian Imperial Bank of Commerce and U.S. Bank. In addition to supporting U.S. Bank's commercial card payment services, we also became its exclusive partner in providing card processing services for the bank's Consumer Directed Healthcare (CDH) benefit cards. The cards will eventually allow U.S. Bank cardholders to access multiple healthcare-related spending accounts, cash and lines of credit.

The topic of healthcare created waves in the political sector, and generated excitement amongst our client base as well. In May, we announced an agreement with Lighthouse1, which offers CDH administration software solutions, to provide an integrated

end-to-end healthcare payment solution. Our solutions continue to be regarded as among the best in the healthcare payments industry.

### MERCHANT SERVICES SUCCESSES

In 2010, we were pleased to welcome Mark D. Pyke, a 26-year veteran of the payments and financial services industry, as president of TSYS Acquiring Solutions.® Mark has held leadership positions in the acquiring industry for more than two decades, and his promising tenure has already been marked by sound strategies to advance us in the industry. Mark will now lead the merchant services segment that includes our merchant processing and our merchant acquiring businesses.

TSYS Acquiring Solutions renewed an agreement with Sage Payment Services

\* Source: [walmartstores.com/pressroom/news/10519.aspx](http://walmartstores.com/pressroom/news/10519.aspx)