

# Shane Hibbeler Joins Optimal Payments as Vice President of Sales

IRVINE, Calif. and NEW YORK (March 18, 2015) –Optimal Payments (LSE AIM: OPAY), a leading global online payment solutions provider, has appointed Shane Hibbeler, a seasoned merchant services and financial services industry sales executive and manager, as vice president of sales.

In the newly created role, Mr. Hibbeler will lead Optimal Payments' independent contractor and direct sales channels for NETBANX®, the company's straight through processing division. Together with his teams, he will help provide cutting-edge payment processing solutions that enable clients to grow domestically and internationally. Mr. Hibbeler will be based out of the Optimal Payments' office in Irvine, California.

"Shane has led both internal and external sales teams to help financial services organizations achieve tremendous growth," said Danny Chazonoff, chief operating officer, Optimal Payments. "His past experience will make Shane a true asset to Optimal Payments as we continue to grow in the U.S. market."

Prior to joining Optimal Payments, Mr. Hibbeler was the national sales director of the agent program for TransFirst, LLC, where he created and led the company's independent sales contractor program. He previously served as president and CEO for Interchange Solution, Inc., an independent sales organization, as well as senior positions at Century Payments and Chase Paymentech Solutions, LLC.

He was named to the President's Club at Chase Merchant Services, Chase Paymentech Solutions and TransFirst, an honor awarded for top sales achievement. Mr. Hibbeler graduated with honors from the Video Technical Institute in Dallas and earned an associate's degree in Applied Science.

Mr. Hibbeler also founded [Fraternity of One](#), Inc., a non-profit organization that works with the youth community.

## About Optimal Payments Plc

Optimal Payments is a global provider of online payment solutions, trusted by businesses and consumers in over 200 countries and territories to move and manage billions of dollars each year. Merchants use the NETBANX® platform and services to simplify how they accept credit and debit card, direct-from-bank, and alternative and local payments; and the NETELLER® service to increase revenues and capture new customers. Consumers use the multi-lingual and multi-currency NETELLER and Net+® Card stored-value offering to make secure and convenient payments. In addition, Optimal Payments Card Services, another division of Optimal Payments, provides innovative prepaid products and services to merchants. Optimal Payments Plc is quoted on the London Stock Exchange's AIM, with a ticker symbol of OPAY. Subsidiary company Optimal Payments Ltd is authorised and regulated as an e-money issuer by the UK's Financial Conduct Authority (FRN: 900015).

For more information on Optimal Payments visit [www.optimalpayments.com](http://www.optimalpayments.com) or [www.optimalcardservices.com](http://www.optimalcardservices.com) to find out more about our Card Services division.

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