

**Dan H. Schulman**  
**CEO, Virgin Mobile USA**

Dan Schulman, a New Jersey native, joined Virgin Mobile USA as founding CEO in September 2001, bringing a record of high performance in the consumer-marketing arena and almost two decades of experience in the telecommunications industry. He has led the company from its concept stage and national launch in 2002 to become one of the nation's top wireless carriers, with more than 5 million customers and \$1.3 billion in annual sales.

Virgin Mobile USA is now a public company trading on the New York Stock Exchange [VM]. Among the many milestones during Schulman's tenure is the designation of the company by J.D. Power & Associates as the highest ranked prepaid carrier in the U.S. in overall customer satisfaction for two consecutive years.

Prior to joining Virgin Mobile USA, Schulman served as the chief executive officer of priceline.com, where he established one of the most popular and recognized brands on the Internet, and was a primary architect in driving the company to profitability. Before that, Schulman served more than 18 years at AT&T, becoming the youngest member of the company's most senior executive team, the AT&T Operations Group. When he left AT&T, he was president of the \$22 billion core consumer long distance business.

Named by Business Week as one of the top 20 people to watch in media, and recently named as one of the top 25 most powerful people in the global wireless industry, Schulman was born and raised in Newark, New Jersey. Growing up, Schulman played football, tennis and lacrosse at Princeton High. He then earned his Bachelor of Arts in Economics from Middlebury College and a Masters in Business Administration, majoring in Finance, from New York University. He currently serves on the Board of Governors of Rutgers, the state university of New Jersey.

He is a member of the Board of Directors of Symantec (SYMC-NASDAQ) and of Flextronics (FLEX-NASDAQ). He chairs the Compensation Committee of SYMC, serves on the board of Autism Speaks, and also serves on the advisory committee of Greycroft, a private equity company focused on early stage new media and technology companies.

Schulman was recently named a winner of the New Jersey Ernst & Young Entrepreneur Of The Year award, saluting executives' efforts in business excellence and community improvement.

Schulman lives with his wife and two children in Warren, New Jersey where Virgin Mobile USA is headquartered.