



MasterCard Incorporated Third-Quarter 2009 Financial Results Conference Call

November 3, 2009

Business Update

- Economic Overview
- Business Trends
 - SpendingPulse
 - October Operational Performance



3rd Quarter Selected Financial Performance

(\$ in millions, except percentages and per share data)

	3Q 2009 Actual	3Q 2009 Non-GAAP excl. special items*	3Q 2008 Non-GAAP excl. special items*	YOY Non-GAAP Growth %
Net revenue	\$ 1,364	\$ 1,364	\$ 1,338	2.0
Total operating expenses	691	685	790	(13.3)
Operating income	674	680	548	24.0
<i>Operating margin</i>	<i>49.4%</i>	<i>49.8%</i>	<i>41.0%</i>	<i>8.8 ppts</i>
Net income	\$ 452	\$ 456	\$ 322	41.6
Diluted EPS	\$ 3.45	\$ 3.48	\$ 2.46	41.5

Note: Figures may not sum due to rounding

*See Appendix A for GAAP reconciliations of special items for the three months ended September 30, 2009 and September 30, 2008

3rd Quarter 2009 MasterCard Branded Volume (GDV & Purchase Volume)



Gross Dollar Volume

	<u>\$US billions</u>	<u>YOY Growth %</u>	
		<u>U.S. Dollar</u>	<u>Local Currency</u>
APMEA	127	15.4	18.2
Canada	24	(10.2)	(5.2)
Europe	190	(9.7)	0.2
Latin America	45	(6.4)	11.1
United States	<u>247</u>	(8.0)	(8.0)
Worldwide	633	(4.7)	0.3

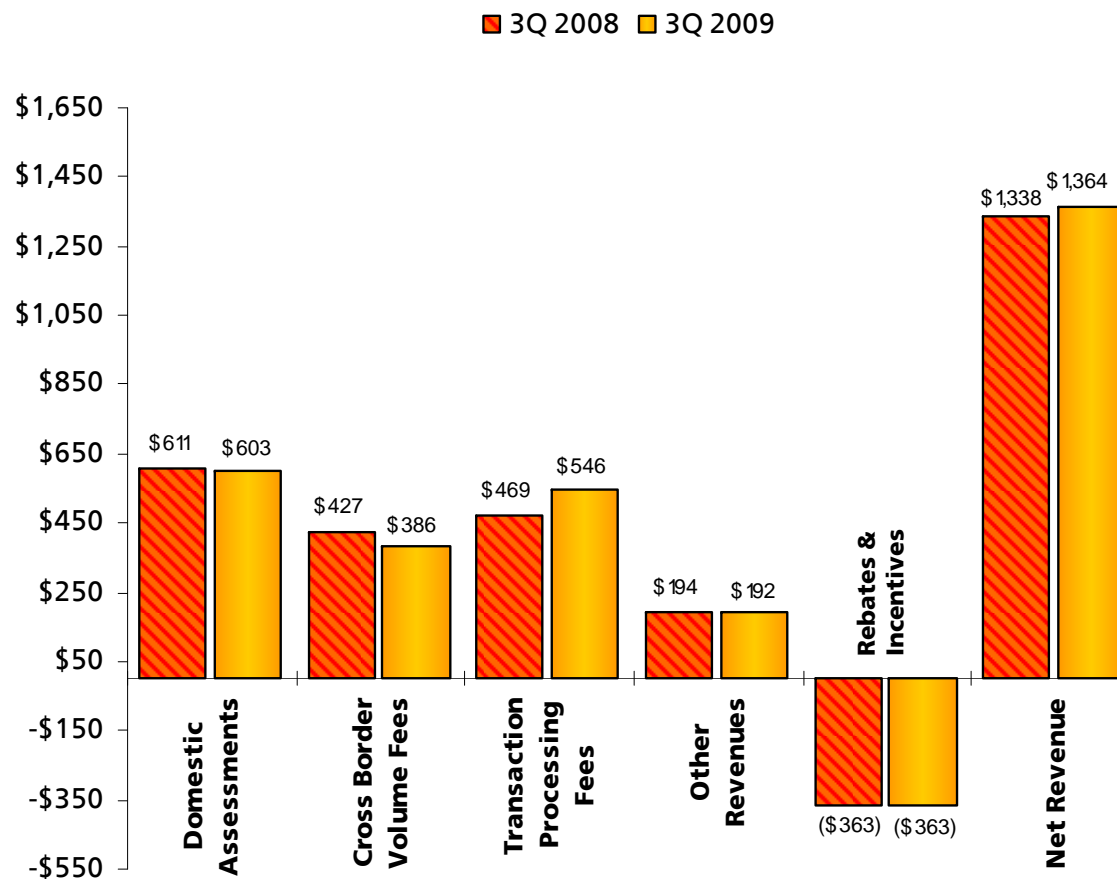
Purchase Volume

	<u>\$US billions</u>	<u>YOY Growth %</u>	
		<u>U.S. Dollar</u>	<u>Local Currency</u>
APMEA	86	13.6	16.2
Canada	22	(7.9)	(2.7)
Europe	143	(8.0)	1.6
Latin America	25	(1.1)	12.0
United States	<u>204</u>	(6.5)	(6.5)
Worldwide	480	(3.7)	0.4

APMEA = Asia Pacific / Middle East / Africa

3rd Quarter Revenue

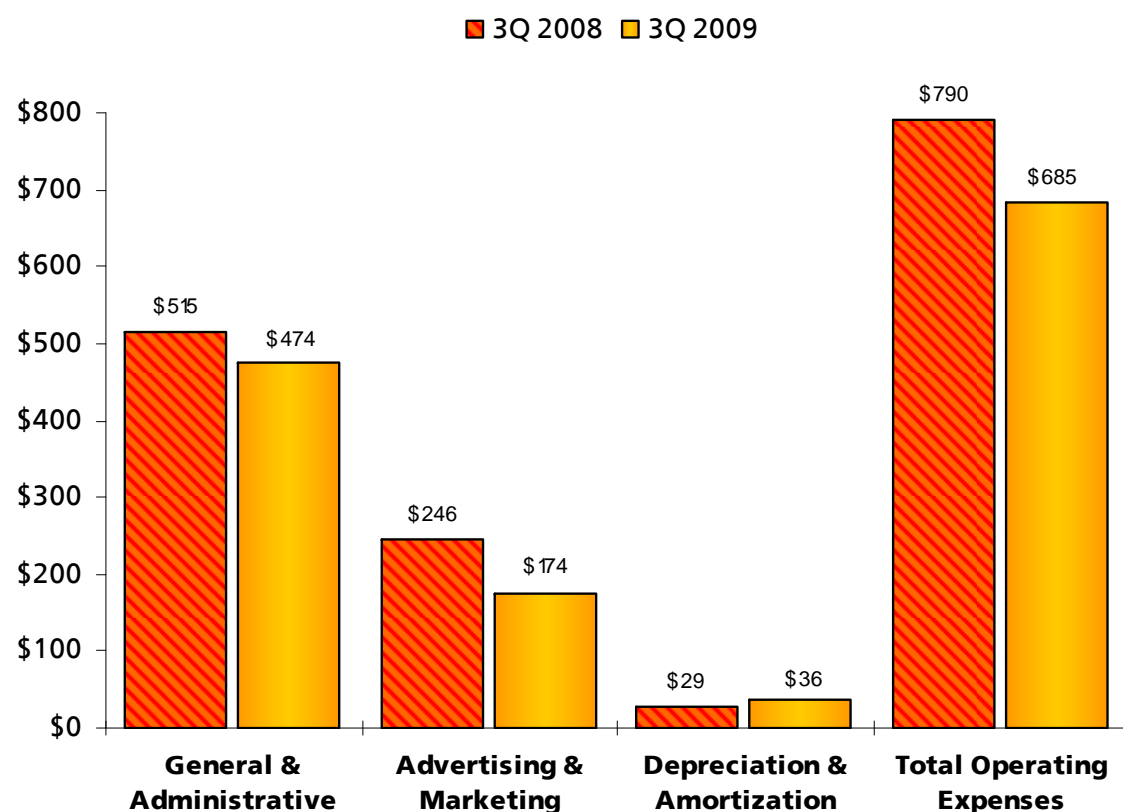
(\$ in millions)



- **Net Revenue** increased 2.0%, and grew 3.9% on a constant currency basis
- **Domestic Assessments** decreased 1.3%
- **Cross Border Volume Fees** declined 9.6%
- **Transaction Processing Fees** grew 16.4%
- **Other Revenues** declined 1.0%
- **Rebates & Incentives** were flat

3rd Quarter Operating Expenses

(\$ in millions)



- **Total operating expenses** decreased 13.3%, excluding special items*
- **G&A**, including severance of \$31, decreased 7.9% primarily due to:
 - Lower professional fees
 - T&E cost-reduction initiatives
 - Foreign currency contributed ~1.1ppts to the decrease
- **A&M** decreased 29.4% primarily due to:
 - Slower redeployment of funds
 - Foreign currency contributed ~1.5 ppts to the decrease

*See Appendix A for GAAP reconciliations of special items for the three months ended September 30, 2008 and September 30, 2009

3rd Quarter 2009 Cash Flow Statement and Balance Sheet Highlights



- Generated \$316 million in cash flow from operations for the quarter ended 09/30/2009
- Cash, cash equivalents and current available-for-sale securities of \$2.9 billion at 09/30/2009
- Executed \$335 million prepayment to settle remaining obligations under the 2003 merchant settlement agreement
- Intend to file universal shelf registration statement in November 2009

Items for Consideration and 3rd Quarter Business Highlights



- Thoughts for Q4 and full-year 2009
 - Net Revenue
 - Operating Expenses
 - General & Administrative
 - Advertising & Marketing
 - Tax Rate
- Business Highlights for the third quarter 2009



MasterCard
Worldwide

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Appendix A: GAAP Reconciliations



(\$ millions except percentages and per share data)

	Three Months ended September 30, 2009			Three Months ended September 30, 2008		
	Actual	Special Items	Non - GAAP	Actual	Special Item	Non - GAAP
Litigation settlements	\$ 6	\$ (6) ^a	\$ -	\$ 828	\$ (828) ^a	\$ -
Total operating expenses	691	(6)	685	1,617	(828)	790
Operating income (loss)	674	6	680	(279)	828	548
Operating Margin	49.4%		49.8%	(20.9%)		41.0%
Income (loss) before income taxes	673	6	680	(294)	828	534
Income taxes (benefit)	221	2	224	(100)	312	212
Net Income (Loss)	\$ 452	\$ 4	\$ 456	\$ (194)	\$ 516	\$ 322
Basic Net Income (Loss) per Share	\$3.46	\$0.03	\$3.49	(\$1.48) ^b	\$3.94	\$2.46 ^b
Diluted Net Income (Loss) per Share	\$3.45	\$0.03	\$3.48	(\$1.48) ^b	\$3.94	\$2.46 ^b

a – Litigation settlements

b – Amounts have been revised in accordance with the adoption of a new earnings per share accounting standard related to instruments granted in share-based payment transactions on January 1, 2009.

Figures may not sum due to rounding

Appendix A (cont.): GAAP Reconciliations



Reconciliation to Effective Tax Rate

(In millions, except percentages)

	<u>Actual</u>	<u>Actual Effective Tax Rate</u>	<u>Special Item</u>	<u>Non- GAAP</u>	<u>Non GAAP Effective Tax Rate</u>
Three months ended September 30, 2008:					
Income (loss) before income taxes	\$ (294)	34.1%	\$ 828	\$ 534	39.7%
Income tax expense (benefit)	(100)		312	212	
Net income (loss)	\$ (194)		\$ 516	\$ 322	