



MasterCard Incorporated

Fourth-Quarter and Full-Year 2015
Financial Results Conference Call

January 29, 2016

Business Update

———— **Financial & Operational Overview**

———— **Economic Update**

———— **Business Highlights**



4th Quarter Selected Financial Performance

(\$ in millions, except per share data)

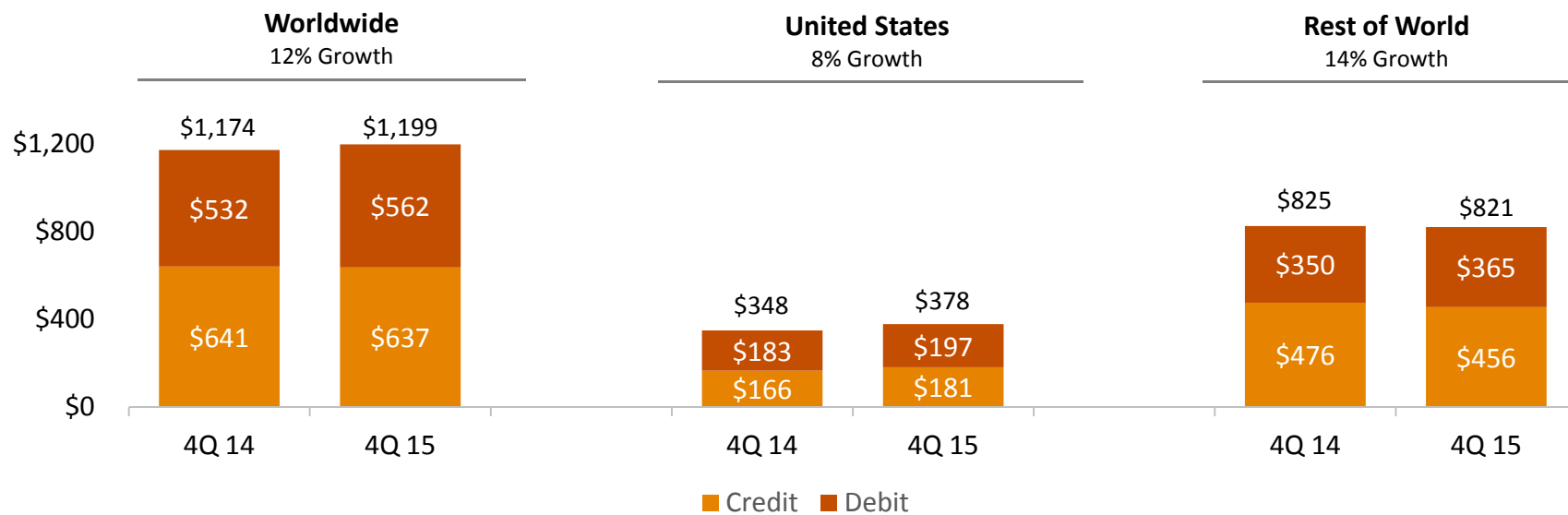
			YOY Growth	
	4Q 15	4Q 14	As Reported	FX Adjusted
Net revenue	\$ 2,517	\$ 2,411	4%	9%
Total operating expenses	1,410	1,393	1%	4%
Operating income	1,107	1,018	9%	17%
<i>Operating margin</i>	44.0%	42.2%	1.8 <i>ppts</i>	2.7 <i>ppts</i>
Net income	\$ 890	\$ 801	11%	18%
Diluted EPS	\$ 0.79	\$ 0.69	14%	22%
Effective tax rate	13.1%	20.3%		

Note: Figures may not sum due to rounding.



4th Quarter Gross Dollar Volume (GDV)

(\$ in billions)

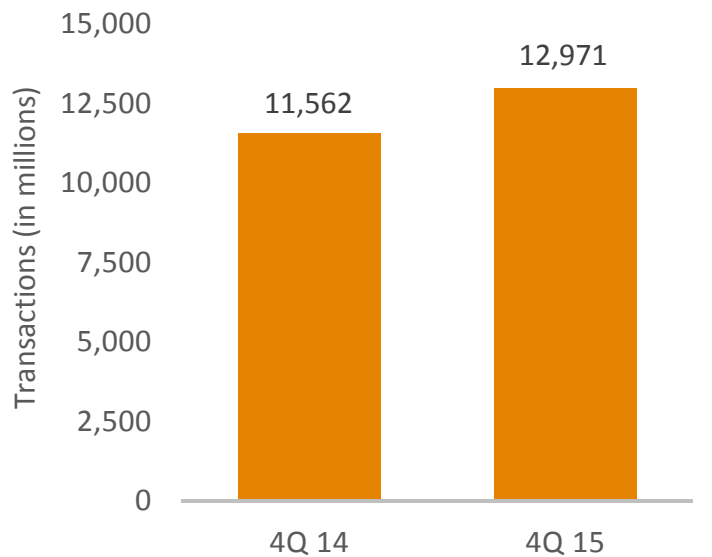


Notes: 1. Growth rates are shown in local currency
 2. Figures may not sum due to rounding

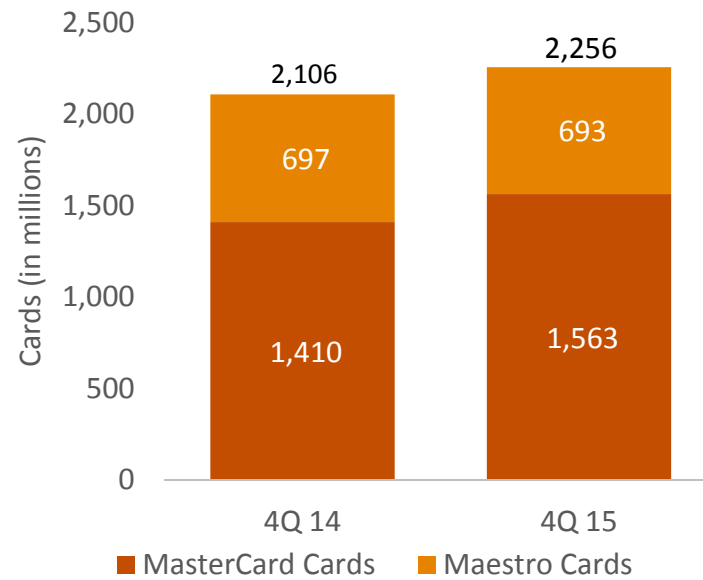


4th Quarter Processed Transactions and Cards

Processed Transactions
12% Growth



Cards
7% Growth

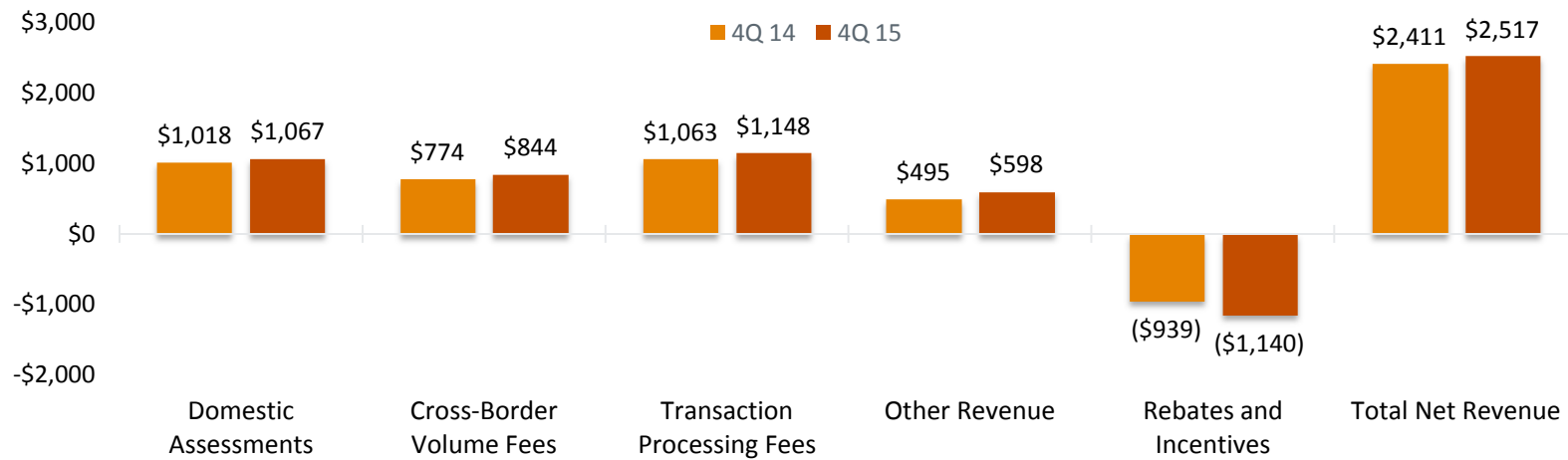


Note: Figures may not sum due to rounding



4th Quarter Revenue

(\$ in millions)



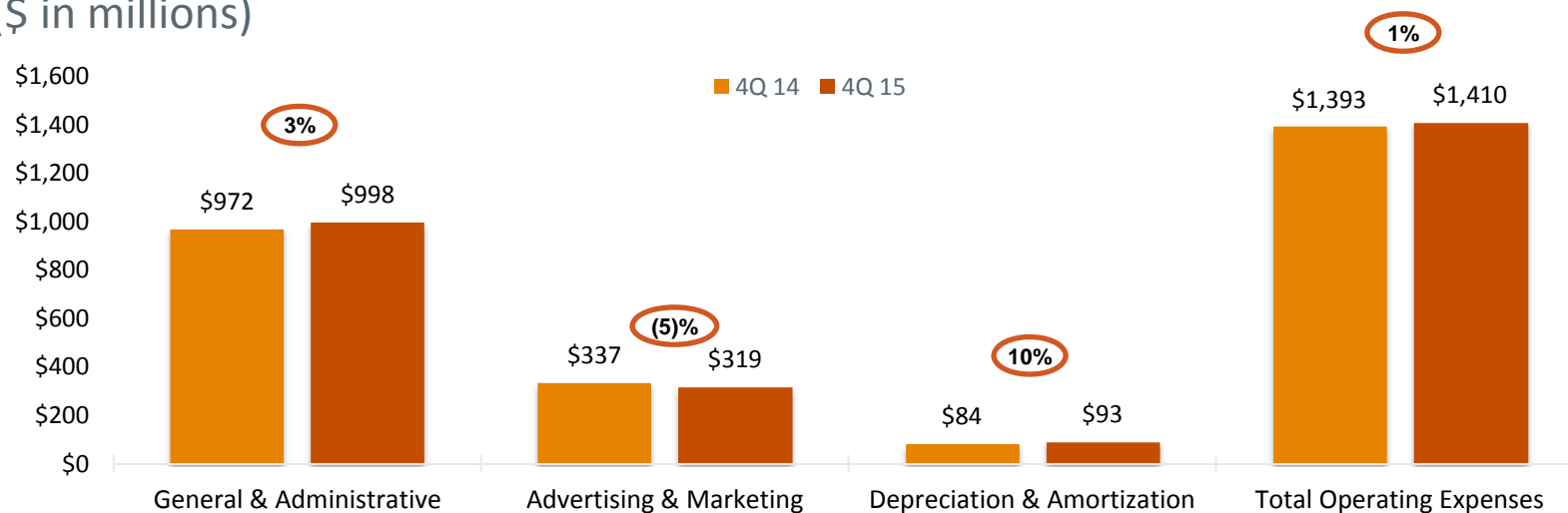
Growth						
As-reported	5%	9%	8%	21%	21%	4%
FX-adjusted	10%	13%	13%	26%	27%	9%

Note: Figures may not sum due to rounding.



4th Quarter Operating Expenses

(\$ in millions)



FX-adjusted Growth				
Including Acquisitions	5%	(1)%	11%	4%
Excluding Acquisitions	--%	(1)%	3%	--%

Note: Figures may not sum due to rounding

See Appendix A for Operating Expenses Growth Non-GAAP reconciliations



Looking Ahead

Business update through January 21st

Long-Term Performance Objectives

Thoughts for 2016



Appendices

4Q15 Operating Expenses Growth Non-GAAP Reconciliation

	As-Reported	Acquisitions ¹	FX ²	Excluding All Impacts
General and administrative	3%	5%	(3)%	0%
Advertising and marketing	(5)%	—%	(5)%	(1)%
Depreciation and amortization	10%	8%	(1)%	3%
Total operating expenses	1%	4%	(3)%	0%

¹ Impact from 2014 and 2015 acquisitions

² Impact of foreign currency translation calculated by remeasuring the prior period's results using the current period's exchange rates

Note: Figures may not sum due to rounding

4th Quarter G&A Detail

(\$ in millions)

	Three Months Ended December 31		Dollar Increase (Decrease)	Percent Increase (Decrease)
	2015	2014	2015 vs 2014	2015 vs 2014
Personnel	\$565	\$618	\$(53)	(8)%
Professional fees	111	112	(1)	(1)%
Data processing and telecommunications	107	77	30	39%
Foreign exchange activity	(2)	(10)	8	**
Other	217	175	42	23%
General and administrative expenses	\$998	\$972	\$26	3%

Note: Figures may not sum due to rounding

** Not meaningful



Non-GAAP CAGR Reconciliation

	2012-2015 3-Year CAGR
Net Revenue	9.5%
Acquisitions ²	(1.1)
Foreign Currency (EUR/BRL) ³	2.0
Net Revenue Non-GAAP	10.5%

	2012 EPS	2015 EPS	2012-2015 3-Year CAGR
Diluted Earnings Per Share GAAP	\$2.19	\$3.35	15.2%
Special Items ¹	0.01	0.08	0.7
Acquisitions ²	—	0.11	1.3
Foreign Currency (EUR/BRL) ³	—	0.21	2.4
Tax Items ⁴	(0.06)	(0.13)	(0.4)
Diluted Earnings Per Share Non-GAAP	\$2.14	\$3.62	19.2%

¹ Impact of U.S. merchant litigation settlement of \$0.01 recorded in 2012, U.S. employee pension plan termination of \$0.04 and U.K. merchant litigation settlement of \$0.04 recorded in 2015, all per diluted share

² Impact of 2014 and 2015 acquisitions

³ Impact of the euro and Brazilian real translation for current period results at 2012 exchange rates

⁴ Impact of taxable discrete items in 2012 and settlements with tax authorities recorded in 2015

Note: Figures may not sum due to rounding

FY2015 Proforma EPS¹

2015 Diluted Earnings Per Share GAAP	\$3.35
Significant Tax Items ²	(0.31)
U.S. Employee Pension Plan Settlement Charge ³	0.04
Provision for Litigation Settlement ⁴	0.04
2015 Diluted Earnings Per Share Non-GAAP	\$3.12

¹ Proforma EPS utilized to measure 3-year EPS target performance (2015-2018)

² Represents effect of discrete tax benefits and the tax impact of non-recurring repatriation benefits

³ Represents effect of the termination of the U.S. employee pension plan

⁴ Represents effect of the U.K. Merchant Litigation Settlement

Note: Figures may not sum due to rounding