MasterCard Incorporated
3rd Quarter 2007
Financial Results Conference Call

October 31, 2007
3rd Quarter Financial Results

- Delivered quarterly net income of $314 million and earnings per share of $2.31, on a diluted basis (including $0.51 from gains on partial sale of Redecard investment)

- Achieved record quarterly net revenue of $1.08 billion, growth of 20.1% primarily due to:
  - Gross dollar volume growth (12.8%* to $577 billion)
  - Increase in processed transactions (13.3% to 4.8 billion)
  - Increase in cross-border volumes (20.6%)
  - Pricing adjustments (2%)

- Improved operating margin by 2.1 ppts. to 32.6% from 30.5% in Q3 2006

*On a local currency basis
3rd Quarter Highlights

- Announcing incremental $750 million Class A share repurchase program and a second 2007 Class B share conversion program

- Repurchased approximately 2 million shares of Class A common stock for $277 million as of 9/30/07
  - Completed $500 million Class A share repurchase plan in October

- Converted approximately 5 million shares of Class B to Class A common stock as of 9/30/07
  - Total of 7.6 million shares converted in first conversion program

- Realized gain from sale of 25% of Redecard investment
### 3rd Quarter Selected Financial Performance

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual 3Q 07</th>
<th>Actual 3Q 06</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue</td>
<td>$ 1,083</td>
<td>$ 902</td>
<td>20.1</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>433</td>
<td>393</td>
<td>10.2</td>
</tr>
<tr>
<td>Advertising and Marketing</td>
<td>264</td>
<td>209</td>
<td>26.4</td>
</tr>
<tr>
<td>Litigation</td>
<td>_</td>
<td>_</td>
<td>_</td>
</tr>
<tr>
<td>Charitable Contribution</td>
<td>10</td>
<td>_</td>
<td>NM</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>22</td>
<td>25</td>
<td>(11.4)</td>
</tr>
<tr>
<td>Operating Income</td>
<td>353</td>
<td>275</td>
<td>28.6</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>32.6%</td>
<td>30.5%</td>
<td>2.1 ppts</td>
</tr>
<tr>
<td>Investment Income</td>
<td>146</td>
<td>34</td>
<td>325.4</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>(16)</td>
<td>(17)</td>
<td>1.9</td>
</tr>
<tr>
<td>Other Income</td>
<td>(1)</td>
<td>_</td>
<td>NM</td>
</tr>
<tr>
<td>Tax Expense</td>
<td>(168)</td>
<td>(99)</td>
<td>69.4</td>
</tr>
<tr>
<td>Net Income</td>
<td>$ 314</td>
<td>$ 193</td>
<td>62.9</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$ 2.31</td>
<td>$ 1.42</td>
<td>62.7</td>
</tr>
</tbody>
</table>

Note: Figures may not sum due to rounding
## MasterCard Branded Volume (GDV) 3rd Quarter 2007

<table>
<thead>
<tr>
<th>Region</th>
<th>GDV ($ billions)</th>
<th>YOY Growth Rate %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>U.S. Dollar</td>
<td>Local Currency</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>78</td>
<td>22.3</td>
</tr>
<tr>
<td>Canada</td>
<td>23</td>
<td>21.2</td>
</tr>
<tr>
<td>Europe</td>
<td>171</td>
<td>25.8</td>
</tr>
<tr>
<td>Latin America</td>
<td>39</td>
<td>24.2</td>
</tr>
<tr>
<td>South Asia/Middle East/Africa (SAMEA)</td>
<td>11</td>
<td>41.3</td>
</tr>
<tr>
<td>United States</td>
<td>256</td>
<td>7.7</td>
</tr>
<tr>
<td>Worldwide</td>
<td>577</td>
<td>16.6</td>
</tr>
</tbody>
</table>

Note: Figures may not sum due to rounding
3rd Quarter Revenue - Assessments
($ in millions)

- Net assessments increased 20.7%, or $50 to $291
- Gross assessments increased 15.4%, or $70 to $525 due to strong GDV growth of 12.8%*
- Net assessments as a % of gross assessments improved slightly

* On a local currency basis
3rd Quarter Revenue - Operations Fees
($ in millions)

• Net operations fees up 19.8%, or $131 to $792

• Gross operations fees increased 20.6%, or $150 to $879. Key drivers include:
  – Processed transactions growth: 13.3%
  – GDV growth: 12.8%*
  – Cross-border volume growth of 20.6%
  – Pricing adjustments and new programs

• Net operations fees as a % of gross operations fees decreased slightly

* On a local currency basis
3rd Quarter Operating Expenses
($ in millions)

- Total operating expenses increased 16.3% to $730
- G&A increased 10.2%, or $40, driven by:
  - Higher personnel costs for additional staff/contractors
  - Increased employee performance incentives
- A&M increased 26.4%, or $55, due to:
  - Initiatives to support company strategy
  - Planned shift in spending to the second half of 2007
- Charitable cash contribution of $10 to MasterCard Foundation
3rd Quarter Cash Flow Statement and Balance Sheet Highlights

• Generated $718 million in cash flow from operations during the nine months ended 9/30/07

• Cash, cash equivalents and available-for-sale securities of $3.3 billion and stockholders’ equity of $3.2 billion at 9/30/07

• Repurchased approximately 2 million Class A shares for $277 million; classified as treasury stock

• Prepaid expenses increased $66 million primarily due to higher customer incentives and advertising and marketing expenses

• Accrued expenses increased $32 million mainly due to customer and merchant incentives

• Investment securities, available for sale, increased $299 million mainly due to mark-to-market adjustment of Redecard investment
4th Quarter 2007 Items for Consideration

Income Statement

• Special items
  – Litigation settlements of $2 million in 4Q 2006

• G&A – now expect:
  – Second half growth to be slightly lower than first half
  – 4Q will have highest sequential and YOY growth rate in 2007

• A&M - continue to expect:
  – Low single-digit growth for the full-year
  – Highest spend in 4Q, but more evenly distributed between 3Q and 4Q than in prior years

• Will provide update on second Class B share conversion program and incremental $750 million Class A share repurchase on 4Q 2007 earnings call