



# Corporate Overview

MasterCard Worldwide is a driving force at the heart of commerce, enabling global transactions and building economic connections to make commerce faster, more convenient, more secure, and more valuable to everyone involved. As a technology-driven, global payments company, MasterCard provides a critical link between consumers, financial institutions, and millions of businesses and merchants worldwide.

Our customers include approximately 22,000 financial institutions and other entities in more than 210 countries and territories. We provide our customers with innovative services enabling them to use electronic forms of payment instead of cash and checks to make everyday commerce activities such as shopping, traveling, running a business and managing finances easier.

Powered by the MasterCard Worldwide Network — the fastest payment processing network in the world — MasterCard processes more than 23 billion transactions each year. The network has the capacity to handle more than 160 million transactions per hour, with an average network response time of 130 milliseconds and a 99.9 percent reliability rate.

Our brand is among the most recognized in the world, and we have established and enforced a common set of standards to ensure efficient and secure use of our payment card network. MasterCard offers a wide range of payment solutions, including credit, debit, prepaid and related payment programs, through a family of well-known brands, including MasterCard®, Maestro® and Cirrus®.

MasterCard generates revenue based on the volume of activity on cards that carry our brands, the number of transactions we process for our customers as well as other payment-related services that we provide.

As it looks to the future, MasterCard is committed not only to continuing to deliver value to consumers and other stakeholders, but also to promoting the advantages of electronic payments, accelerating the displacement of cash and checks, and advancing commerce across the globe.

## Key Facts

- 1966: Founded as the Interbank Card Association (ICA)
- 1969: "Master Charge" purchased by the California Bank Association
- 1979: Renamed MasterCard to reflect a commitment to international growth
- 1985: Acquired an interest in EuroCard (predecessor to Europay International)
- 1988: Acquired the Cirrus® ATM Network
- 1991: Launched Maestro®, the world's first online point-of-sale debit network
- 1997: Launched the "Priceless" advertising campaign
- 2001: Launched MasterCard Advisors, the largest global consultancy focused on the payments industry
- 2002: Merged with Europay International
- 2002: Converted from a membership association to a private share corporation
- 2006: Transitioned to a public company with a new corporate governance and ownership structure
  - MasterCard begins trading on the New York Stock Exchange under ticker symbol MA
  - Introduced new corporate name, MasterCard Worldwide, and adopted a new corporate signature and tagline, The Heart of Commerce™
- 2008: Launch of IPS (Integrated Processing Solution) global platform for debit & prepaid issuer processing
- 2008: Acquired Orbiscom, Ltd., a leading payments solutions software provider for major financial institutions.
- 2010: Ajay Banga is named CEO
- 2010: MasterCard launches MasterCard Labs to promote greater innovation in electronic payments
- 2010: MasterCard acquires DataCash Group plc, to expand e-Commerce payment solutions



2011 MasterCard completes acquisition of the prepaid card program management operations of Travelex (now referred to as Access Prepaid Worldwide)

#### **Executive Committee**

- Ajay Banga, President and Chief Executive Officer
- Gary Flood, President, Global Products and Solutions
- Noah Hanft, General Counsel, Chief Franchise Integrity Officer, and Corporate Secretary
- Martina Hund-Mejean, Chief Financial Officer
- Ann Cairns, President, International Markets (effective August 22<sup>nd</sup>)
- Chris McWilton, President, U.S. Markets
- Rob Reeg, President, MasterCard Technologies
- Stephanie Voquer, Chief Human Resources Officer

#### **Global Headquarters**

Purchase, New York

#### **Employees**

Approximately 5,600 (located in offices around the world as of December 31, 2010)

#### **Global Regions**

MasterCard is organized geographically into the following regions: Asia Pacific, Middle East and Africa (APMEA); Canada; Europe; Latin America & Caribbean; and the United States.

#### **Key Operational Statistics**

The gross dollar volume of purchases and cash transactions made on MasterCard-branded cards in 2010 increased 9.1% percent, on a local currency basis, to approximately \$2.7 trillion. Processed transactions grew 2.9% from 22.4 billion to 23.1 billion. As of December 31, 2010, the company's customers had issued approximately 1.6 billion MasterCard and Maestro-branded cards. MasterCard cardholders can use their cards at more than 30 million acceptance locations around the world.

#### **Key Financial Statistics**

Revenues for 2010 were \$5.5 billion, an increase of 2.6% over 2009. The company also generated net income of \$1.8 billion for the year, or \$14.05 per share, adjusted for special items, compared with \$1.5 billion or \$11.19 per share in 2009, adjusted for special items. For more details, please refer to MasterCard's 10-K on the Investor Relations page on [www.mastercard.com](http://www.mastercard.com).

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