

THE WESTERN UNION COMPANY
RECONCILIATION OF NON-GAAP MEASURES
(Unaudited)
(in millions)

Western Union's management has presented earnings per share, operating income margin, and operating income growth excluding the accelerated FAS 123R, accounting for stock-based compensation expense resulting from the acquisition of First Data Corporation ("First Data") by Kohlberg, Kravis, Roberts & Co. ("KKR"), and has also removed incremental independent public company expenses as a result of the spin-off from First Data from operating income growth. Western Union's management believes these non-GAAP measures provide meaningful supplemental information regarding our operating results to assist management, investors, analysts, and others in understanding our financial results and to better analyze trends in our underlying business, because they provide consistency and comparability with past years where the accelerated stock-based compensation charge and incremental independent public company expenses were not incurred.

A non-GAAP financial measure should not be considered in isolation or as a substitute for the most comparable GAAP financial measure. A non-GAAP financial measure reflects an additional way of viewing aspects of our operations that, when viewed with our GAAP results and the reconciliation to the corresponding GAAP financial measure, provide a more complete understanding of our business. Users of the financial statements are encouraged to review our financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure. A reconciliation of non-GAAP measures to the most directly comparable GAAP financial measures is included below.

	Three months ended September 30 2007
Net income as reported (GAAP)	\$ 216.3
Adjustments:	
Accelerated vesting charge, net of income tax benefit of \$7.1 million (a)	15.2
Net income adjusted	<u>\$ 231.5</u>
Earnings per share:	
As reported (GAAP)	\$ 0.28
Accelerated vesting charge (a)	0.02
Adjusted	<u>\$ 0.30</u>
	Three months ended September 30 2007
Revenue as reported (GAAP)	<u>\$ 1,257.2</u>
Operating income as reported (GAAP)	\$ 330.1
Adjustments:	
Accelerated vesting charge (a)	22.3
Operating income adjusted	<u>\$ 352.4</u>
Operating income margin:	
As reported (GAAP)	26.3%
Accelerated vesting charge (a)	1.7%
Adjusted	<u>28.0%</u>

Operating profit by segment Three months ended September 30					
	2007			2006	
	C2C	C2B	Other	Consolidated	Consolidated
Revenue as reported (GAAP)	\$ 1,055.8	\$ 179.5	\$ 21.9	\$ 1,257.2	\$ 1,140.4
Operating income as reported (GAAP)	\$ 274.1	\$ 52.0	\$ 4.0	\$ 330.1	337.1
Adjustments:					
Accelerated vesting charge (a)	18.9	3.0	0.4	22.3	-
Independent public company expenses (b)				17.7	13.6
Operating income adjusted	\$ 293.0	\$ 55.0	\$ 4.4	\$ 370.1	\$ 350.7
Operating income margin:					
As reported (GAAP)	26%	29%	18%		
Adjustment (a)	2%	2%	2%		
Adjusted	28%	31%	20%		
Operating income growth:					
As reported (GAAP)				-2%	
Adjustments (a)(b)				8%	
Adjusted				6%	

(a) In the third quarter 2007, the company recognized a \$22 million or a \$0.02 per share charge resulting from the previously announced acceleration of FAS 123R accounting for stock-based compensation related to the acquisition of First Data, Western Union's former parent company, by an affiliate of KKR.

(b) Incremental independent public company expenses include the costs of staffing additions and related costs to replace support previously provided by First Data, Western Union's parent until September 29, 2006, as well as for additional costs for corporate governance, information technology, corporate branding and global affairs, benefits and payroll administration, procurement, workforce reorganization, stock compensation, and other expenses related to being a stand-alone public company. These costs also include recruiting and relocation expenses associated with hiring management positions new to Western Union, other employee compensation expenses and temporary labor used to develop ongoing processes. These expenses are those in excess of amounts allocated to the company by First Data prior to September 29, 2006 or beyond amounts that the company presumes First Data would have allocated subsequently thereto. The company expects most of these expenses will continue to be incurred in future periods.