

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

Western Union's management has presented: (1) Consolidated, consumer-to-consumer segment, international consumer-to-consumer, and international consumer-to-consumer excluding United States originated transactions revenue declines, excluding the impact of translating foreign currency denominated revenues into United States dollars; (2) Operating income margin, excluding the impact from the estimated settlement accrual; (3) Earnings per share excluding the impact from the estimated settlement accrual; (4) Consumer-to-consumer cross-border principal decline and consumer-to-consumer principal per transaction decline, excluding the impact of translating foreign currency denominated amounts into United States dollars; (5) Global Business Payments revenue decline and operating income margin, excluding the impact from the Custom House acquisition; (6) 2009 Revenue outlook, excluding the estimated impact of translating foreign currency denominated revenue into United States dollars; and (7) 2009 earnings per share and operating income margin outlook, excluding the impact from the estimated settlement accrual. 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 to prior periods.

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 on the following pages.

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(in millions)
(unaudited)

Three Months Ended September 30, 2009

	<u>Consolidated</u>	<u>Consumer-to- Consumer Segment</u>	<u>International Consumer-to- Consumer</u>	<u>International Consumer-to- Consumer excluding United States originated transactions</u>
2009 Revenues, as reported (GAAP)	\$ 1,314.1	\$ 1,117.8	\$ 926.5	\$ 765.5
Adjustments:				
Reversal of impact from translation of foreign currency denominated amounts into United States dollars (a)	<u>31.1</u>	<u>24.4</u>	<u>22.6</u>	<u>22.6</u>
2009 Revenues, adjusted	<u>\$ 1,345.2</u>	<u>\$ 1,142.2</u>	<u>\$ 949.1</u>	<u>\$ 788.1</u>
2008 Revenues, as reported (GAAP)	\$ 1,377.4	\$ 1,178.1	\$ 950.6	\$ 782.2
Revenue decline, as reported (GAAP)	(5)%	(5)%	(3)%	(2)%
Revenue (decline)/growth, adjusted	(2)%	(3)%	0%	1%

Refer to footnote explanations at the end of this "Reconciliation of Non-GAAP Measures."

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	<u>Three Months Ended</u> <u>September 30, 2009</u>	<u>Nine Months Ended</u> <u>September 30, 2009</u>
Revenues	<u>\$ 1,314.1</u>	<u>\$ 3,769.6</u>
Operating income, as reported (GAAP)	281.5	964.1
Adjustment:		
Settlement accrual (b)	71.0	71.0
Operating income, adjusted	<u>\$ 352.5</u>	<u>\$ 1,035.1</u>
Operating income margin, as reported (GAAP)	21.4%	25.6%
Operating income margin, adjusted	26.8%	27.5%

Refer to footnote explanations at the end of this "Reconciliation of Non-GAAP Measures."

THE WESTERN UNION COMPANY
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(in millions, except per share amounts)
(unaudited)

	<u>Three Months Ended</u> <u>September 30, 2009</u>
Net income, as reported (GAAP)	\$ 181.0
Adjustments:	
Reversal of impact from the settlement accrual, net of income tax benefit of \$17.1 million (b)	53.9
Net income, adjusted	<u>\$ 234.9</u>
Earnings per share ("EPS"):	
As reported (GAAP)	\$ 0.26
Impact from the settlement accrual (b)	0.07
EPS, adjusted	<u>\$ 0.33</u>
Diluted weighted-average shares outstanding	701.6

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	Three Months Ended September 30,		Nine Months Ended September 30,	
	2009	2008	2009	2008
Consumer-to-consumer cross-border principal	\$ 16,990	\$ 17,796	\$ 47,899	\$ 50,488
Adjustment:				
Reversal of impact from translation of foreign currency denominated amounts into United States dollars (a)	542	-	2,680	-
Consumer-to-consumer cross-border principal, adjusted	<u>\$ 17,532</u>	<u>\$ 17,796</u>	<u>\$ 50,579</u>	<u>\$ 50,488</u>
Consumer-to-consumer cross-border principal decline, as reported	(5)%		(5)%	
Consumer-to-consumer cross-border principal change, adjusted	(1)%		0%	

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	Three Months Ended	
	September 30,	
	2009	2008
Consumer-to-consumer principal per transaction	\$ 371	\$ 401
Adjustment:		
Reversal of impact from translation of foreign currency denominated amounts into United States dollars (a)	12	-
Consumer-to-consumer principal per transaction, adjusted	<u>\$ 383</u>	<u>\$ 401</u>
Consumer-to-consumer principal per transaction decline, as reported	(7)%	
Consumer-to-consumer principal per transaction decline, adjusted	(4)%	

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	Three Months Ended September 30,	
	2009	2008
Global Business Payments revenue, as reported (GAAP)	\$ 171.3	\$ 176.4
Adjustment:		
Reversal of Custom House revenue (c)	(7.9)	-
Global Business Payments revenue, adjusted	<u>\$ 163.4</u>	<u>\$ 176.4</u>
Global Business Payments operating income, as reported (GAAP)	\$ 41.6	\$ 46.6
Adjustment:		
Reversal of Custom House operating loss (c)	1.3	-
Operating income, adjusted	<u>\$ 42.9</u>	<u>\$ 46.6</u>
Global Business Payments revenue decline, as reported (GAAP)	(3)%	
Global Business Payments revenue decline, adjusted	(7)%	
Operating income margin, as reported (GAAP)	24.3%	
Operating income margin, adjusted	26.3%	

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2009 Revenue Outlook

	<u>Range</u>	
Revenue declines GAAP basis	(4)%	(5)%
Adjustment:		
Reversal of estimated impact of translation of foreign currency denominated amounts into United States dollars (d)	3%	3%
Adjusted estimated revenue declines	<u>(1)%</u>	<u>(2)%</u>

2009 Operating Income Margin Outlook

Operating income margin GAAP basis	25%
Adjustment:	
Reversal of impact from the settlement accrual (b)	2%
Adjusted estimated operating income margin	<u>27%</u>

2009 EPS Outlook

	<u>Range</u>	
EPS guidance GAAP basis	\$ 1.15	\$ 1.20
Adjustment:		
Reversal of impact from the settlement accrual (b)	0.08	0.08
Adjusted estimated EPS guidance	<u>\$ 1.23</u>	<u>\$ 1.28</u>

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- (a) Represents the impact from the fluctuation in exchange rates between all foreign currency denominated amounts and the United States dollar. Constant currency results exclude any benefit or loss caused by foreign exchange fluctuations between foreign currencies and the United States dollar, net of foreign currency hedges, which would not have occurred if there had been a constant exchange rate. In addition, to compute constant currency earnings per share, the Company assumes the impact of fluctuations in foreign currency derivatives not designated as hedges and the portion of fair value that is excluded from the measure of effectiveness for those contracts designated as hedges was consistent with the prior year.
- (b) Estimated accrual for an anticipated agreement to resolve the Company's disputes with the State of Arizona and to fund a multi-state not-for-profit organization focused on border safety and security ("settlement accrual"). This item has been included in the selling, general and administrative expense line of the consolidated statements of income, and was not allocated to the segments.
- (c) Represents the incremental impact from the acquisition of Custom House on Global Business Payments revenue and operating income margin.
- (d) Represents the estimated impact from the fluctuation in exchange rates between all foreign currency denominated amounts and the United States dollar. Constant currency results exclude any estimated benefit or loss caused by foreign exchange fluctuations between foreign currencies and the United States dollar, net of foreign currency hedges, which would not have occurred if there had been a constant exchange rate. In addition, to compute constant currency earnings per share, the Company assumes the estimated impact of fluctuations in foreign currency derivatives not designated as hedges and the portion of fair value that is excluded from the measure of effectiveness for those contracts designated as hedges is consistent with the prior year.