

Non-GAAP Measures

Western Union's management believes the non-GAAP financial measures presented 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. These non-GAAP financial measures include revenue change constant currency adjusted; EBITDA margin; Consumer-to-Consumer segment revenue change constant currency adjusted; Consumer-to-Business segment revenue change constant currency adjusted; Business Solutions segment revenue change constant currency adjusted; 2013 EBITDA margin outlook; and additional measures found in the Appendix included with this presentation.

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 financial measures to the most directly comparable GAAP financial measures is included below.

All adjusted year-over-year changes were calculated using prior year reported amounts, unless indicated otherwise. Amounts included below are in millions, unless indicated otherwise.

Reconciliation of Non-GAAP Measures

Consolidated Metrics

Revenues, as reported (GAAP)
Foreign currency translation impact (a)
Revenues, constant currency adjusted
Prior year revenues, as reported (GAAP)
Pro forma prior year revenues, TGBP adjusted (b)
Revenue change, as reported (GAAP)
Revenue change, constant currency adjusted
Pro forma revenue change, TGBP adjusted
Pro forma revenue change, TGBP and constant currency adjusted

Operating income, as reported (GAAP)
Reversal of depreciation and amortization (c)
EBITDA (c)
Operating income margin, as reported (GAAP)
EBITDA margin

Consumer-to-Consumer Segment

Revenues, as reported (GAAP)
Foreign currency translation impact (a)
Revenues, constant currency adjusted
Prior year revenues, as reported (GAAP)
Revenue change, as reported (GAAP)
Revenue change, constant currency adjusted

	3Q12	4Q12	FY2012	1Q13	2Q13	3Q13	YTD 3Q13
Revenues, as reported (GAAP)	\$ 1,421.6	\$ 1,424.7	\$ 5,664.8	\$ 1,325.4	\$ 1,385.9	\$ 1,408.8	\$ 4,120.1
Foreign currency translation impact (a)	37.7	13.4	93.8	12.3	14.9	19.2	46.4
Revenues, constant currency adjusted	<u>\$ 1,459.3</u>	<u>\$ 1,438.1</u>	<u>\$ 5,758.6</u>	<u>\$ 1,337.7</u>	<u>\$ 1,400.8</u>	<u>\$ 1,428.0</u>	<u>\$ 4,166.5</u>
Prior year revenues, as reported (GAAP)	\$ 1,410.8	\$ 1,431.3	\$ 5,491.4	\$ 1,393.4	\$ 1,425.1	\$ 1,421.6	\$ 4,240.1
Pro forma prior year revenues, TGBP adjusted (b)	\$ 1,474.8	\$ 1,456.2	\$ 5,695.0	N/A	N/A	N/A	N/A
Revenue change, as reported (GAAP)	1 %	0 %	3 %	(5)%	(3)%	(1)%	(3)%
Revenue change, constant currency adjusted	3 %	0 %	5 %	(4)%	(2)%	0 %	(2)%
Pro forma revenue change, TGBP adjusted	(4)%	(2)%	(1)%	N/A	N/A	N/A	N/A
Pro forma revenue change, TGBP and constant currency adjusted	(1)%	(1)%	1 %	N/A	N/A	N/A	N/A
Operating income, as reported (GAAP)	\$ 365.6	\$ 286.0	\$ 1,330.0	\$ 296.9	\$ 276.8	\$ 295.3	\$ 869.0
Reversal of depreciation and amortization (c)	61.2	62.0	246.1	62.9	66.4	68.6	197.9
EBITDA (c)	<u>\$ 426.8</u>	<u>\$ 348.0</u>	<u>\$ 1,576.1</u>	<u>\$ 359.8</u>	<u>\$ 343.2</u>	<u>\$ 363.9</u>	<u>\$ 1,066.9</u>
Operating income margin, as reported (GAAP)	25.7 %	20.1 %	23.5 %	22.4 %	20.0 %	21.0 %	21.1 %
EBITDA margin	30.0 %	24.4 %	27.8 %	27.1 %	24.8 %	25.8 %	25.9 %
Revenues, as reported (GAAP)	\$ 1,151.5	\$ 1,153.2	\$ 4,584.3	\$ 1,050.2	\$ 1,108.8	\$ 1,128.1	\$ 3,287.1
Foreign currency translation impact (a)	32.8	9.5	77.6	6.1	6.1	7.2	19.4
Revenues, constant currency adjusted	<u>\$ 1,184.3</u>	<u>\$ 1,162.7</u>	<u>\$ 4,661.9</u>	<u>\$ 1,056.3</u>	<u>\$ 1,114.9</u>	<u>\$ 1,135.3</u>	<u>\$ 3,306.5</u>
Prior year revenues, as reported (GAAP)	\$ 1,193.3	\$ 1,181.9	\$ 4,608.4	\$ 1,124.6	\$ 1,155.0	\$ 1,151.5	\$ 3,431.1
Revenue change, as reported (GAAP)	(4)%	(2)%	(1)%	(7)%	(4)%	(2)%	(4)%
Revenue change, constant currency adjusted	(1)%	(2)%	1 %	(6)%	(3)%	(1)%	(4)%

Reconciliation of Non-GAAP Measures

Consumer-to-Business Segment

Revenues, as reported (GAAP)
Foreign currency translation impact (a)
Revenues, constant currency adjusted
Prior year revenues, as reported (GAAP)
Revenue change, as reported (GAAP)
Revenue change, constant currency adjusted

3Q12	4Q12	FY2012	1Q13	2Q13	3Q13	YTD 3Q13
\$ 147.3	\$ 152.1	\$ 603.9	\$ 153.7	\$ 153.0	\$ 152.3	\$ 459.0
4.2	4.9	15.5	5.9	7.2	8.3	21.4
\$ 151.5	\$ 157.0	\$ 619.4	\$ 159.6	\$ 160.2	\$ 160.6	\$ 480.4
\$ 155.3	\$ 153.9	\$ 615.9	\$ 155.1	\$ 149.4	\$ 147.3	\$ 451.8
(5)%	(1)%	(2)%	(1)%	2 %	3 %	2 %
(2)%	2 %	1 %	3 %	7 %	9 %	6 %

Business Solutions Segment

Revenues, as reported (GAAP)
Foreign currency translation impact (a)
Revenues, constant currency adjusted
Prior year revenues, as reported (GAAP)
Pro forma prior year revenues, TGBP adjusted (b)
Revenue change, as reported (GAAP)
Revenue change, constant currency adjusted
Pro forma revenue change, TGBP adjusted
Pro forma revenue change, TGBP and constant currency adjusted

\$ 95.4	\$ 92.6	\$ 367.4	\$ 92.8	\$ 98.3	\$ 101.6	\$ 292.7
0.6	(1.0)	0.4	0.2	1.2	3.5	4.9
\$ 96.0	\$ 91.6	\$ 367.8	\$ 93.0	\$ 99.5	\$ 105.1	\$ 297.6
\$ 33.6	\$ 68.2	\$ 161.1	\$ 86.9	\$ 92.5	\$ 95.4	\$ 274.8
\$ 97.6	\$ 93.1	\$ 364.7	N/A	N/A	N/A	N/A
**	**	**	7 %	6 %	6 %	6 %
**	**	**	7 %	8 %	10 %	8 %
(2)%	(1)%	1 %	N/A	N/A	N/A	N/A
0 %	(2)%	2 %	N/A	N/A	N/A	N/A

** Calculation of growth percentage is not meaningful due to the impact of the TGBP acquisition in November 2011.

Reconciliation of Non-GAAP Measures

2013 Outlook Metrics

Operating income margin (GAAP)	20%
Depreciation and amortization impact	5%
EBITDA margin (c)	25%

Non-GAAP related notes:

- (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.
- (b) Represents the pro forma incremental impact of Travelex Global Business Payments ("TGBP") on Consolidated and Business Solutions segment revenues. Pro forma revenues presents the results of operations of the Company and its Business Solutions segment as they may have appeared had the acquisition of TGBP occurred as of January 1, 2011. The pro forma information is provided for illustrative purposes only and does not purport to present what the actual results of operations would have been had the acquisition actually occurred on the date indicated. The results of operations for TGBP have been included in Consolidated and Business Solutions segment revenues from November 7, 2011, the date of acquisition.
- (c) Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) results from taking operating income and adjusting for depreciation and amortization expenses. EBITDA results provide an additional performance measurement calculation which helps neutralize the operating income effect of assets acquired in prior periods.