



Investor Presentation

Q2 2015



This presentation may contain forward-looking statements with respect to the financial condition, results of operation, plans, objectives, future performance and business of MoneyGram and its subsidiaries. Statements preceded by, followed by or that include words such as “believes,” “estimates,” “expects,” “projects,” “plans,” “will,” “should,” “could,” “may,” “would,” “goals,” “anticipates” and other similar expressions are intended to identify some of the forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and are included, along with this statement, for purposes of complying with the safe harbor provisions of the Act. These forward-looking statements involve risks and uncertainties. Actual results may differ materially from those contemplated by the forward-looking statements due to, among others, the risks and uncertainties described in Part I, Item 1A under the caption “Risk Factors” of our Annual Report on Form 10-K for the year ended December 31, 2014, together with its quarterly reports on Form 10-Q made with the SEC through the date of this presentation. These forward-looking statements speak only as of the date on which such statements are made. We undertake no obligation to update publicly or revise any forward-looking statements for any reason, whether as a result of new information, future events or otherwise, except as required by federal securities law.

Transaction Highlights

Highest transaction volume in history

16% Growth
International
Outbound



13% Growth
U.S. Outbound



Self
Service
Channels



\$150M
REVENUE
ANNUALIZED

58%
REVENUE
GROWTH

Global
Money Transfer
Revenue
Mix



New Services



Postal
Savings
Bank of China
launched



Services
resumed
in Iraq



Now open
in Turkmenistan

Debut of the new
moneygram.com



- ✓ 190,000 NEW ACTIVE customers
- ✓ Transactions up 19%
- ✓ Guest sending (first in the industry)
- ✓ Transfer tracking
- ✓ On-demand transfer fee estimates
- ✓ Send to bank accounts, mobile wallets, and for bill payments



2nd Quarter • 2015

>350,000

locations



>200

countries & territories

CUSTOMERS  **WORLDWIDE**
10^s
of
millions 

Global Brand



Globally recognized and trusted brand in more than 200 countries and territories

Global Payment Engine



Diverse products & services available at about 353,000 physical locations and through online and mobile channels

Service Innovation

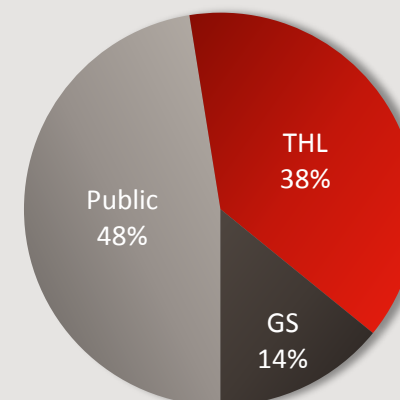


Optimizing the experience for consumers and agents through self-service and point of sale technology

\$ in millions except per share data	2014	YTD 2015
Total Revenue	\$1,455	\$689
Adjusted EBITDA ⁽¹⁾	\$277	\$112
Adjusted Income Per Diluted Share ⁽¹⁾	\$1.07	\$0.33
Adjusted Free Cash Flow ⁽²⁾	\$50	(\$37)

- (1) See our Annual Report on Form 10-K filing and EBITDA & Adjusted EBITDA slide for EBITDA & Adjusted EBITDA reconciliation to GAAP measures.
- (2) Adjusted Free Cash Flow is defined as Adjusted EBITDA less cash interest, cash taxes, cash payments for capital expenditures and agent signing bonuses.

Ownership





- Self-Service money transfer transaction growth of 67% and revenue growth of 58% over the prior year; now represents 12% of money transfer revenue
 - Annualizing the second quarter results, these channels would generate almost \$150 million of revenue
- moneygram.com transactions increased 19% and revenue was up 10% over the prior year
 - Propelled by nearly 190,000 new active customers, a record quarterly high



- U.S. Outbound and Non-U.S. transactions now represent 83% of money transfer transactions
 - U.S. Outbound transaction growth accelerated to 13%
 - Non-U.S. transaction growth accelerated to 16%
- U.S. Outbound and Non-U.S. sends now represent 87% of money transfer revenue and grew 14% on a constant currency basis

MoneyGram anticipates returning to double-digit constant currency revenue and Adjusted EBITDA growth in the fourth quarter of 2015

Self-Service Leadership: Q2 2015 Results



\$150 million

of annualized self-service revenue
based upon Q2 2015 results

58%

money transfer
revenue growth

12%

of money transfer revenue



Goal:

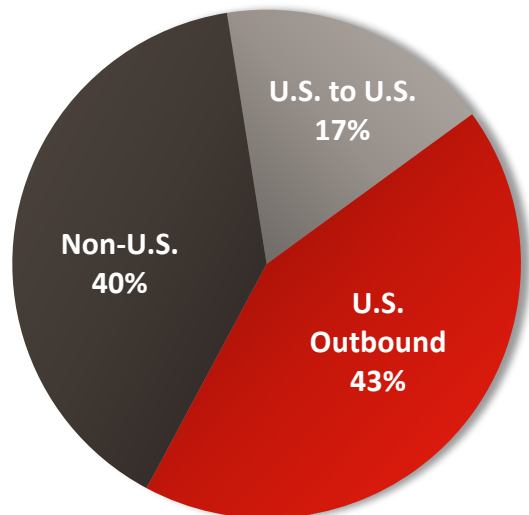
15%-20%

of money transfer revenue
from self-service
channels in 2017

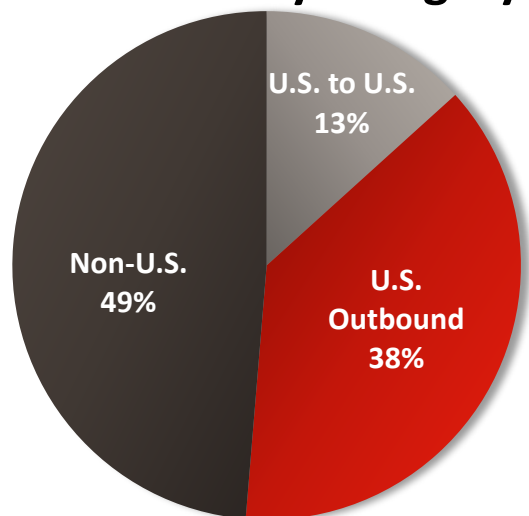
Q2 2015 Money Transfer Results



Transactions by Category



Revenue by Category



	YOY (%)
Transaction Growth	
Total Transactions	6%
U.S. Outbound	13%
Non-U.S.	16%
U.S. to U.S.	(22%)
Total Transactions ⁽¹⁾	13%
Revenue Growth	
Money Transfer Reported	(4%)
Money Transfer Constant Currency	2%
Revenue Growth⁽¹⁾	
Money Transfer Constant Currency ⁽¹⁾	10%

⁽¹⁾ Excluding U.S. to U.S. transactions originated at Walmart.

Financial Highlights



\$ in Millions, except Per Common Share Information

	Q2 2015	YOY%	YTD 2015	YOY%
Total Revenue	\$358.8	(4%)	\$689.4	(8%)
<i>Constant Currency Adjusted</i>		1%		(3%)
EBITDA ⁽¹⁾	\$16.0	(77%)	\$47.1	(64%)
Adjusted EBITDA ⁽¹⁾	\$57.7	(15%)	\$112.3	(23%)
<i>Constant Currency Adjusted</i>		(13%)		(22%)
Adjusted Free Cash Flow ⁽²⁾	(\$7.4)	NM	(\$36.5)	NM
Diluted (Loss) Earnings Per Common Share	(\$0.20)		(\$1.36)	
Diluted Adjusted Net Income Per Common Share	\$0.23		\$0.33	

NM = Not meaningful

(1) See EBITDA & Adjusted EBITDA slide for reconciliation to GAAP measures.

(2) Adjusted Free Cash Flow is defined as Adjusted EBITDA less cash interest, cash taxes, cash payments for capital expenditures and cash payments for agent signing bonuses.

EBITDA & Adjusted EBITDA



\$ in Millions

	Q2 2015	YTD 2015
(Loss) before income taxes	(\$ 27.1)	(\$ 36.5)
Interest expense	11.4	22.5
Depreciation and amortization	17.2	32.0
Amortization of agent signing bonuses	14.5	29.1
EBITDA	\$ 16.0	\$ 47.1
Significant items impacting EBITDA:		
Pension settlement charge ⁽¹⁾	13.8	13.8
Compliance enhancement program	10.2	15.7
Stock-based, contingent and incentive compensation ⁽²⁾	6.7	12.8
Reorganization and restructuring costs	4.6	14.5
Legal and contingent matters ⁽³⁾	3.6	3.7
Direct monitor costs	2.8	4.7
Adjusted EBITDA	\$ 57.7	\$ 112.3
Adjusted EBITDA Margin⁽⁴⁾	16.1%	16.3%

(1) Non-cash charge resulting from the partial buyout of the defined benefit pension plan.

(2) Stock-based compensation, contingent performance awards payable after three years and certain incentive compensation.

(3) Fees and expenses related to certain legal and contingent matters.

(4) Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by total revenue.

Q2 2015 Summary of Adjusting Items



\$ in Millions

	Q2 2015 Total	Transaction & Operations Support	Compensation & Benefits	Occupancy, Equipment & Supplies
Pension settlement charge ⁽¹⁾	\$ 13.8	\$ -	\$ 13.8	\$ -
Compliance enhancement program	10.2	9.1	0.5	0.6
Stock-based, contingent and incentive compensation ⁽²⁾	6.7	0.2	6.5	-
Reorganization and restructuring costs	4.6	1.8	2.4	0.4
Legal and contingent matters ⁽³⁾	3.6	3.6	-	-
Direct monitor costs	2.8	2.8	-	-
Total	\$ 41.7	\$ 17.5	\$ 23.2	\$ 1.0

(1) Non-cash charge resulting from the partial buyout of the defined benefit pension plan.

(2) Stock-based compensation, contingent performance awards payable after three years and certain incentive compensation.

(3) Fees and expenses related to certain legal and contingent matters.

YTD 2015 Summary of Adjusting Items



\$ in Millions

	YTD 2015 Total	Transaction & Operations Support	Compensation & Benefits	Occupancy, Equipment & Supplies
Pension settlement charge ⁽¹⁾	\$ 13.8	\$ -	\$ 13.8	\$ -
Compliance enhancement program	15.7	13.4	1.0	1.3
Stock-based, contingent and incentive compensation ⁽²⁾	12.8	0.3	12.5	-
Reorganization and restructuring costs	14.5	4.8	8.6	1.1
Legal and contingent matters ⁽³⁾	3.7	3.7	-	-
Direct monitor costs	4.7	4.7	-	-
Total	\$ 65.2	\$ 26.9	\$ 35.9	\$ 2.4

(1) Non-cash charge resulting from the partial buyout of the defined benefit pension plan.

(2) Stock-based compensation, contingent performance awards payable after three years and certain incentive compensation.

(3) Fees and expenses related to certain legal and contingent matters.

Adjusted Free Cash Flow



\$ in Millions

	Q2 2015	YTD 2015
Adjusted EBITDA	\$ 57.7	\$ 112.3
Cash payments for interest	(10.6)	(21.0)
Cash payments for taxes	(57.7)	(65.3)
Payments related to IRS tax matter	55.8	61.0
Cash payments for capital expenditures	(32.8)	(59.7)
Cash payments for agent signing bonuses	(19.8)	(63.8)
Adjusted Free Cash Flow	(\$ 7.4)	(\$ 36.5)

In addition to results presented in accordance with GAAP, this presentation includes certain non-GAAP financial measures, including a presentation of EBITDA (earnings before interest, taxes, depreciation and amortization, including agent signing bonus amortization), Adjusted EBITDA (EBITDA adjusted for significant items), Adjusted EBITDA Margin and Adjusted Free Cash Flow (Adjusted EBITDA less cash interest, cash taxes, cash payments for capital expenditures and agent signing bonuses), and constant currency measures.

We believe that these non-GAAP financial measures provide useful information to investors because they are an indicator of the strength and performance of ongoing business operations. These calculations are commonly used as a basis for investors, analysts and other interested parties to evaluate and compare the operating performance and value of companies within our industry. Finally, EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Free Cash Flow, and constant currency figures are financial and performance measures used by management in reviewing results of operations, forecasting, allocating resources or establishing employee incentive programs. Although MoneyGram believes the above non-GAAP financial measures enhance investors' understanding of its business and performance, these non-GAAP financial measures should not be considered in isolation or as substitutes for the accompanying GAAP financial measures.