#### Meeting Between Federal Reserve Staff And Representatives of MasterCard October 4, 2010

**Participants:** Shawn Miles, Timothy Murphy and Noah Hanft (MasterCard); and Michael McEneney and Ryan Rogers (Sidley Austin LLP)

Louise Roseman, Jeffrey Yeganeh, Edith Collis, Jennifer Davidson, Joshua Hart, David Mills, Ky Tran-Trong, Dena Milligan, David Stein, Vivian Wong, Mark Manuszak and Elizabeth Kiser (Federal Reserve Board), and Julia Cheney (Federal Reserve Bank of Philadelphia)

**Summary:** Federal Reserve staff met with representatives of MasterCard to discuss the interchange fee provisions of the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Dodd-Frank"). Using prepared materials, representatives of MasterCard discussed security and service innovation in their debit card products; current interchange and network fees; costs of processing debit transactions; and current rules relating to transaction routing and network arrangements. Representatives of MasterCard also discussed the implications of implementing the small issuer and prepaid card exemptions under the Dodd-Frank Act, and of the process of enabling unaffiliated networks on debit cards. A copy of the handout provided by MasterCard at the meeting is attached below.







# Agenda

- Introductions
- MasterCard Global Debit Solutions
- Debit Innovation
- Debit Interchange Standards
- Exclusivity and Routing
- MasterCard Network Fees
- Exemptions



### **MasterCard Global Debit Solutions**





# **MasterCard Signature Debit**





	US	<b>W</b> orldwide <sup>*</sup>
Cards	119 MM	269 MM
Acceptance Locations	8 MM	30 MM
ATM Locations	406M	2MM



### **MasterCard PIN Debit**







	US	<b>W</b> orldwide*
Cards	9MM	652MM
Acceptance Locations	2 MM	13 MM
ATM Locations	406M	2MM



# **PayPass**



	<b>W</b> orldwide <sup>*</sup>
Cards/Devices	78MM
Acceptance Locations	245M



#### **Debit Innovation Benefits Consumers**





#### **Debit Innovation Benefits Consumers**





#### **Debit Innovation Benefits Consumers**

# The New York Times

#### Your Card Has Been Declined, Just as You Wanted







## **Debit Interchange Standards**

- Background on MasterCard Debit Interchange
- Background on Issuer Costs
- MasterCard Debit Functionality vs. Checks



# **Exclusivity and Routing**

- Existing Network Rules and the Statutory Routing Requirement
- Network Arrangements
  - Competitive Landscape
  - Implementation of the Unaffiliated Network Requirement



#### **MasterCard Network Fees**

 Issuer and Acquirer Network Fees are MasterCard Revenue

No Transfer Between Acquirers and Issuers



# **Exemptions**

The Reloadable Prepaid Exemption

The Small Issuer Exemption



The Heart of Commerce™