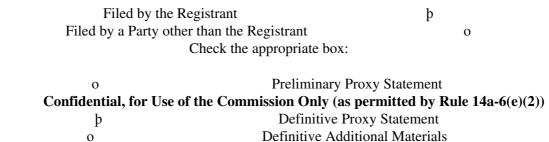
STEWART INFORMATION SERVICES CORP Form DEF 14A March 29, 2017

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## **SCHEDULE 14A INFORMATION**

Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934 (Amendment No. )



Soliciting Material under Rule 14a-12

# **Stewart Information Services Corporation**

(Name of registrant as specified in its charter)

### (Name of person(s) filing proxy statement, if other than the registrant)

Payment of Filing Fee (Check the appropriate box):

bNo fee required.oFee computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-11.(1)Title of each class of securities to which transaction applies:

(2) Aggregate number of securities to which transaction applies:

(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):

(4)

0

Proposed maximum aggregate value of transaction:

0

| (5) | Total fee paid:  |
|-----|--|
| • • | Fee paid previously with preliminary materials.<br>provided by Exchange Act Rule $0-11(a)(2)$ and identify the filing for<br>. Identify the previous filing by registration statement number, or the |
| (1) | Amount Previously Paid:  |
| (2) | Form, Schedule or Registration Statement No.:  |
| (3) | Filing Party:  |
| (4) | Date Filed:  |

# STEWART INFORMATION SERVICES CORPORATION 1980 Post Oak Boulevard, Suite 800 Houston, Texas 77056

# NOTICE OF ANNUAL MEETING OF STOCKHOLDERS TO BE HELD APRIL 28, 2017

Notice is hereby given that Stewart Information Services Corporation, a Delaware corporation, will hold its 2017 Annual Meeting on April 28, 2017, at 8:30 a.m., CDT, in the First Floor Conference Room of Three Post Oak Central, 1990 Post Oak Boulevard, Houston, Texas 77056, for the following purposes:

(1) To elect Stewart Information Services Corporation s directors;

- (2) To approve an advisory resolution regarding the compensation of Stewart Information Services Corporation s named executive officers;
- To consider and act upon an advisory resolution regarding the frequency at which Stewart Information Services
- (3)Corporation should include an advisory resolution in its proxy statement regarding the compensation of its named executive officers;
- (4) To ratify the appointment of KPMG LLP as Stewart Information Services Corporation s independent auditors for 2017; and
  - (5) To transact such other business as may properly come before the meeting or any adjournment(s) thereof.

# THE BOARD OF DIRECTORS RECOMMENDS THAT YOU VOTE:

**FOR** the nine nominees for director,

<u>FOR</u> the approval of the advisory resolution regarding the compensation of Stewart Information Services Corporation s named executive officers,

<u>FOR</u> an advisory vote on the compensation of Stewart Information Services Corporation s named executive officers EVERY YEAR, and

**FOR** the ratification of KPMG LLP as Stewart Information Services Corporation s independent auditors for 2017.

The holders of record of Stewart Information Services Corporation s Common Stock at the close of business on March 3, 2017 will be entitled to vote at the 2017 Annual Meeting.

By Order of the Board of Directors,

J. Allen Berryman Secretary

March 29, 2017

# IMPORTANT NOTICE REGARDING THE AVAILABILITY OF PROXY MATERIALS FOR THE STOCKHOLDERS MEETING TO BE HELD APRIL 28, 2017

Our proxy statement for the 2017 Annual Meeting and our Annual Report on Form 10-K for the fiscal year ended December 31, 2016 are available at www.stewart.com/2017-annual-meeting

# IMPORTANT

You are cordially invited to attend the 2017 Annual Meeting in person. Even if you plan to be present, you are urged to sign, date and mail the enclosed proxy promptly. If you attend the 2017 Annual Meeting, you can vote either in person or by your proxy.

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# STEWART INFORMATION SERVICES CORPORATION 1980 Post Oak Boulevard, Suite 800 Houston, Texas 77056 (713) 625-8100

# PROXY STATEMENT FOR THE ANNUAL MEETING OF STOCKHOLDERS TO BE HELD APRIL 28, 2017

Except as otherwise specifically noted, the Company, SISCO, Stewart, we, our, us, and similar words in the statement refer to Stewart Information Services Corporation.

Stewart Information Services Corporation is furnishing this proxy statement to our stockholders in connection with the solicitation by our board of directors (the Board or the Board of Directors ) of proxies for the annual meeting of stockholders we are holding Friday, April 28, 2017, at 8:30 a.m., CDT, in the First Floor Conference Room of Three Post Oak Central, 1990 Post Oak Boulevard, Houston, Texas, 77056 (the 2017 Annual Meeting ), or for any adjournment(s) of that meeting. For directions to the 2017 Annual Meeting, please contact Nat Otis in Investor Relations at (713) 625-8360.

Proxies in the form enclosed, properly executed by stockholders and received in time for the 2017 Annual Meeting, will be voted as specified therein. Unless you specify otherwise, the shares represented by your proxy will be voted (i) for the Board of Directors nominees listed therein, (ii) for the approval of the advisory resolution regarding the compensation of Stewart Information Services Corporation s named executive officers, (iii) for an advisory vote on the compensation of Stewart Information Services Corporation s named executive officers every year, and (iv) for the ratification of KPMG LLP as Stewart Information Services Corporation s independent auditors for 2017. If after sending in your proxy you wish to vote in person or change your proxy instructions, you may, before your proxy is voted, deliver (i) a written notice revoking your proxy or (ii) a timely, later-dated proxy. Such notice or later-dated proxy shall be delivered either (i) in care of our Secretary, Stewart Information Services Corporation, 1980 Post Oak Boulevard, Suite 800, Houston, Texas 77056, or (ii) in person at the 2017 Annual Meeting. Please note that stockholders who hold their shares in our 401(k) plan must provide their voting instructions no later than 11:30 a.m., EDT, two days prior to the 2017 Annual Meeting. We are mailing this proxy statement on or about March 29, 2017, to stockholders of record at the close of business on March 3, 2017.

At the close of business on March 3, 2017, 23,641,111 shares of our Common Stock were outstanding and entitled to vote, and only the holders of record on such date may vote at the 2017 Annual Meeting. A quorum will exist if a majority of the holders of Common Stock issued and outstanding and entitled to vote, are present in person or represented by proxy. We will count the shares held by each stockholder who is present in person or represented by proxy at the meeting to determine the presence of a quorum at the meeting.

Each holder of our Common Stock will be entitled to cast one vote per share for or against each of the director nominees.

Unless there are director nominees other than those nominated by the Board of Directors, a director nominee will be elected as a director if the votes cast for his or her election exceed the votes cast against his or her election. In this case, any director nominee who does not receive a majority of votes cast for his or her election would be required to tender his or her resignation following the failure to receive the required vote. Pursuant to the Company s By-Laws, if the Secretary of the Company determines that the number of director nominees exceeds the number of directors to be elected as of the date seven days prior to the scheduled mailing date of the proxy statement, a plurality voting standard will apply and a director nominee receiving a plurality of votes cast will be elected as a director. For the purpose of electing directors, broker non-votes and abstentions are not treated as a vote cast affirmatively or negatively, and therefore will not affect the outcome of the election of directors. Both abstentions and broker non-votes are counted for purposes of determining the presence of a quorum.

Our stockholders will vote on the approval of the advisory resolution regarding the compensation of our named executive officers. Approval of this proposal requires the affirmative vote of the majority of the shares voted at the 2017 Annual Meeting. Brokers do not have discretionary authority to vote shares on this proposal

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without direction from the beneficial owner. Broker non-votes will not be counted. Abstentions, which will be counted as shares present for purposes of determining a quorum, will not be considered in determining the results of the voting for this proposal. Your shares will be voted as you specify on your proxy. If your properly executed proxy does not specify how you want your shares voted, the shares represented by your proxy will be voted FOR the approval of this proposal.

Our stockholders will vote with respect to the advisory resolution regarding the frequency at which we should include an advisory resolution in our proxy statement regarding the compensation of our named executive officers. The form of proxy allows stockholders to vote to recommend an advisory resolution regarding the compensation of our named executive officers every one, two or three years or abstain from voting. The frequency (every one, two or three years) that receives the highest number of votes will be deemed to be the choice of the stockholders. Abstentions, which will be counted as votes present for purposes of determining a quorum, will not be considered in determining the results of the voting for this proposal. Your shares will be voted as you specify on your proxy. If your properly executed proxy does not specify how you want your shares voted, we will vote them for an advisory resolution on the compensation of our named executive officers EVERY YEAR.

Our Common Stockholders will vote on the ratification of the appointment of KPMG LLP as our independent auditors for 2017. The ratification of this proposal requires the affirmative vote of the majority of the shares voted at the 2017 Annual Meeting. Under New York Stock Exchange ( NYSE ) rules, the approval of our independent auditors is considered a routine matter, which means that brokerage firms may vote in their discretion on this proposal if the beneficial owners do not provide the brokerage firms with voting instructions. Abstentions, which will be counted as shares present for purposes of determining a quorum, will not be considered in determining the results of the voting for this proposal. Your shares will be voted as you specify on your proxy. If your properly executed proxy does not specify how you want your shares voted, the shares represented by your proxy will be voted FOR the approval of this proposal.

Whether or not you plan to attend the 2017 Annual Meeting, and whatever the number of shares you own, please complete, sign, date and promptly return the enclosed proxy card. Please use the accompanying envelope, which requires no postage if mailed in the United States. You may also vote your shares by telephone or internet by following the instructions on the enclosed proxy card. Please note, however, that if you wish to vote in person at the 2017 Annual Meeting and your shares are held of record by a broker, bank or other nominee, you must obtain a legal proxy issued in your name from that record holder.

### **Revocation of Proxies**

You may revoke your proxy at any time prior to its exercise at the 2017 Annual Meeting and change your vote by signing and dating a new proxy card with a later date and returning it in the postage-paid envelope provided or by voting via the internet or by telephone by following the instructions on the enclosed proxy card. You may also deliver a written notice revoking your proxy (i) in care of our Secretary, Stewart Information Services Corporation, 1980 Post Oak Boulevard, Suite 800, Houston, Texas 77056 or (ii) in person at the 2017 Annual Meeting.

## **Cost of Solicitation**

We will bear the cost of the solicitation of our proxies. In addition to mail and e-mail, proxies may be solicited personally, via the internet or by telephone or facsimile, or by a few of our regular employees and officers without additional compensation and by certain officers or employees of Innisfree M&A Incorporated (Innisfree). We have hired Innisfree, 501 Madison Avenue, 20<sup>th</sup> Floor, New York, NY 10022 to assist us in the solicitation of proxies for a

fee of \$8,000.00 plus out-of-pocket expenses.

## Questions

If you have any questions or need assistance in voting your shares, please call Innisfree, the firm assisting us in the solicitation, at 888-750-5834.

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# SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT

The following table sets forth information as of March 3, 2017 with respect to persons we believe to be the beneficial owners of more than 5% of our voting shares:

| Name                            | Title of Class | Amount and<br>Nature of<br>Beneficial<br>Ownership | Percent of<br>Class |
|---------------------------------|----------------|--|---------------------|
| BlackRock, Inc.                 |                | _  |                     |
| 55 East 52 <sup>nd</sup> Street | Common Stock   | 2,592,382 (1)                                      | 10.965              |
| New York, New York 10055        |                |  |                     |
| Dimensional Fund Advisors LP    |                |  |                     |
| Palisades West, Building One    | Common Stock   | 1,754,850 (2)                                      | 7.423               |
| 6300 Bee Cave Road              | Common Stock   | 1,754,050  | 7.425               |
| Austin, Texas 78746             |                |  |                     |
| Starboard Value LP              |                |  |                     |
| 777 Third Avenue, 18th Floor    | Common Stock   | 2,315,000 <sup>(3)</sup>                           | 9.792               |
| New York, New York 10017        |                |  |                     |
| Driehaus Capital Management LLC |                |  |                     |
| 25 East Erie Street             | Common Stock   | 2,088,918 (4)                                      | 8.836               |
| Chicago, IL 06011               |                |  |                     |

(1) BlackRock, Inc. reported sole voting power with respect to 2,540,843 of such shares and sole dispositive power with respect to 2,592,382 shares in its report on Schedule 13G/A filed December 9, 2016.

Dimensional Fund Advisors LP reported sole voting power with respect to 1,680,430 of such shares and sole (2) Dimensional Fund Advisors LP is an investment adviser registered under Section 203 of the Investment Advisors Act of 1940 and disclaims beneficial ownership of all securities reported in such Schedule 13G.

(3) Starboard Value LP reported sole voting power with respect 2,315,000 shares and sole dispositive power with respect to 2,315,000 shares in its report on Schedule 13D/A filed October 17, 2016.

(4) Driehaus Capital Management LLC reported sole voting power with respect to 2,088,918 shares and sole dispositive power with respect to 2,088,918 shares in its report on Schedule 13D/A filed January 23, 2017.

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The following table sets forth information as of March 3, 2017 with respect to each class of our capital stock beneficially owned by our named executive officers, directors and nominees for director, and by all our executive officers, directors and nominees for director as a group:

| Name  | Title of Class | Amount and<br>Nature of<br>Beneficial<br>Ownership <sup>(1)</sup> | Percent of<br>Class |
|---|----------------|---|---------------------|
| Matthew W. Morris   | Common Stock   | 309,046 <sup>(2)</sup>  | *                   |
| J. Allen Berryman   | Common Stock   | 36,390 (3)  | *                   |
| John L. Killea  | Common Stock   | 6,236 <sup>(4)</sup>  | *                   |
| David Fauth   | Common Stock   | 7,224.7 <sup>(5)</sup>  | *                   |
| Arnaud Ajdler   | Common Stock   | 5,311   | *                   |
| Thomas G. Apel  | Common Stock   | 28,513  | *                   |
| C. Allen Bradley, Jr.   | Common Stock   | 435   | *                   |
| James Chadwick  | Common Stock   | 33,598 (6)  | *                   |
| Frederick H. Eppinger   | Common Stock   | 435   | *                   |
| Glenn C. Christenson  | Common Stock   | 43,311 (7)  | *                   |
| Robert L. Clarke  | Common Stock   | 48,478  | *                   |
| Clifford Press  | Common Stock   | 695   | *                   |
| All executive officers, directors and nominees for director as a group (12 persons) | Common Stock   | 519,672.7   | 2.198               |

The mailing address of each director and executive officer shown in the table above is in care of Stewart Information Services Corporation, 1980 Post Oak Boulevard, Suite 800, Houston, Texas 77056.

## Section 16(a) Beneficial Ownership Reporting Compliance

Each of our directors and certain officers are required to report to the U.S. Securities and Exchange Commission (the SEC ), by a specified date, his or her transactions related to our Common Stock. Based solely on a review of the copies of reports furnished to us or written representations that no other reports were required, we believe that all filing requirements applicable to our executive officers, directors and greater-than 10% beneficial owners were met during

2016.

Less than 1%.

(1) Unless otherwise indicated, the beneficial owner has sole voting and dispositive power with respect to all shares indicated.

(2) Includes 14,422 shares of restricted stock and 483 shares owned through the Company s 401(k) plan.

Includes 4,574 shares of restricted stock.

Includes 4,574 shares of restricted stock.

Includes 3,602 shares of restricted stock.

Mr. Chadwick is a portfolio manager of Ancora Catalyst Fund, LP, which owns 30,000 shares of the Company s (6)Common Stock. Mr. Chadwick disclaims beneficial ownership of such shares except to the extent of his pecuniary interest therein.

(7) Mr. Christenson indirectly owns the reported shares through the Christenson Family Trust.

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(3)(4)

(5)

# **PROPOSAL NO. 1**

# **ELECTION OF DIRECTORS**

At our 2017 Annual Meeting, our stockholders will elect nine directors, constituting the entire Board of Directors. The Chairman of the Board is elected by the Board following the annual meeting of stockholders.

During 2016, in connection with agreements entered into with Starboard Value LP and certain of its affiliates, and with Foundation Asset Management, LP and certain of its affiliates, certain members of our Board of Directors resigned and were replaced by new directors (the Settlement Agreements ). On October 17, 2016, Malcolm S. Morris and Stewart Morris, Jr. resigned from our Board of Directors and the Board of Directors appointed Matthew W.
Morris and Clifford Press as new directors of the Company. On December 28, 2016, Laurie C. Moore and Governor Frank Keating resigned from the Board of Directors and the Board of Directors appointed C. Allen Bradley, Jr. and Frederick H. Eppinger as new directors of the Company. For additional information regarding the Settlement Agreements, our new directors and the changes to the structure and composition of our Board of Directors and its committees during 2016, see our current reports on Form 8-K filed on October 18, 2016 and January 3, 2017.

### **Director Nominees**

The following persons have been nominated by the Board of Directors for election as directors by our stockholders. The persons named in your proxy intend to vote the proxy for the election of each of these nominees, unless you specify otherwise. Although we do not believe that any of these nominees will become unavailable, if one or more should become unavailable before the 2017 Annual Meeting, your proxy will be voted for another nominee, or other nominees, selected by our Board of Directors.

| sition with Stewart                     | Director Since                                  |
|---|---|
| irector and Chairman                    | 2009  |
| ector                                   | 2014  |
| 67, Director                            | 2014  |
| Director                                | 2015  |
| Director                                | 2004  |
| 5, Director and Chief Executive Officer | 2016  |
| ctor                                    | 2016  |
| 5, Director                             | 2016  |
| 58, Director                            | 2016 UNAUDITED CONDENSED CONSOLIDATED STATEMENT |
|   |   |

CASH FLOWS FROM OPERATING ACTIVITIES: Net income Adjustments to reconcile net income to net cash provided by (used in) operating activities:

Depreciation and amortization Deferred income taxes Provision for loan loss Non-cash stock compensation Fair value loss on interest-only strip Fair value loss on interest rate derivatives Amortization of discount on convertible senior notes Loss on the sale of assets Change in operating assets and liabilities, net of acquisitions: Change in trade accounts receivable Change in merchant settlement activity Change in other assets Change in accounts payable and accrued expenses Change in deferred revenue Change in other liabilities Proceeds from the sale of credit card receivable portfolios to the securitization trusts Excess tax benefits from stock-based compensation Other

Net cash provided by operating activities

#### CASH FLOWS FROM INVESTING ACTIVITIES:

Change in redemption settlement assets Change in seller s interest Change in credit card receivables Change in cash collateral, restricted Change in restricted cash Change in due from securitizations Capital expenditures Proceeds from the sale of assets Other

#### Net cash provided by (used in) investing activities

CASH FLOWS FROM FINANCING ACTIVITIES: Borrowings under debt agreements Proceeds from issuance of convertible senior notes due 2014 Repayment of borrowings Issuances of certificates of deposit Repayments of certificates of deposit Proceeds from asset-backed securities Maturities of asset-backed securities Payment of capital lease obligations Payment of deferred financing costs Excess tax benefits from stock-based compensation Proceeds from issuance of common stock Proceeds from issuance of warrants Payments for convertible note hedges Payments for prepaid forward contracts Purchase of treasury shares

Net cash used in financing activities

#### Effect of exchange rate changes on cash and cash equivalents

Change in cash and cash equivalents Cash effect on adoption of ASC 860 and ASC 810 Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

## SUPPLEMENTAL CASH FLOW INFORMATION: Interest paid

Income taxes paid, net

See accompanying notes to unaudited condensed consolidated fit

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINA

#### **1. BASIS OF PRESENTATION**

The unaudited condensed consolidated financial statements included her Alliance Data Systems Corporation ( ADSC or, including its wholly consolidated variable interest entities, the Company ), without audi regulations of the Securities and Exchange Commission ( SEC ). Cert disclosures normally included in financial statements prepared in accorprinciples generally accepted in the United States of America ( GAAI omitted pursuant to such rules and regulations. However, the Company b are adequate to make the information presented not misleading. These consolidated financial statements should be read in conjunction with the statements and the notes thereto included in the Company s Annual Repoyear ended December 31, 2009, filed with the SEC on Ma

The unaudited condensed consolidated financial statements included her (consisting of normal, recurring adjustments) which are, in the opinion of state fairly the results for the interim periods presented. The results of of periods presented are not necessarily indicative of the operating result subsequent interim period or for the fiscal year

The preparation of financial statements in conformity with GAAP requestimates and assumptions that affect (1) the reported amounts of assets; of contingent assets and liabilities at the date of the financial statements; a of revenues and expenses during the reporting period. Actual results estimates. For purposes of comparability, certain prior period amounts conform to the current year presentation. See Note 2, Change in A information on the adoption of Financial Accounting Standards Board (1) Codification (ASC) 860, Transfers and Servicing, and Astronometers.

In the first quarter of 2010, the Company reorganized its segments with Private Label Credit reflected as one segment. All prior year segment info conform to the current presentation. In addition, the Company renamed i Epsilon Marketing Services and Loyalty Services to Epsilon and

In February 2009, the Company sold the remainder of its utility services d as a discontinued operation. In November 2009, the Company terminat program for web and catalog retailer VENUE. Prior period information has termination of VENUE as a discontinued operati

#### 2. CHANGE IN ACCOUNTING PRINCIPL

In June 2009, the FASB issued guidance codified in ASC 860 related to financial assets and ASC 810 related to the consolidation of variable inter removed the concept of qualifying special purpose entity (QSPE) and exemption that was then available for QSPEs. ASC 810 requires an initiongoing assessment of the Company s involvement in the activities of Credit Card Master Trust (Master Trust), World Financial Network C (Master Trust I), World Financial Network Credit Card Master Note World Financial Network Credit Card Master Trust (Master Trust III (Master Trust Trusts), and World Financial Capital Credit Card Master Note Trust Company s rights or obligations to receive benefits or absorb losse

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#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

be potentially significant in order to determine whether those VIEs are reactive balance sheets of World Financial Network National Bank (WFNN Bank (WFCB) or their affiliates, including A

On January 1, 2010, the Company adopted ASC 860 and ASC 810 on a p the consolidation of the WFN Trusts and the WFC Trust. Based on the ca Trusts and the WFC Trust s assets and liabilities as prescribed by ASC increase in assets of approximately \$3.4 billion, including \$0.5 billion increase in liabilities of approximately \$3.7 billion and a \$0.4 billion decr

After adoption, the Company s consolidated statements of income no lincome, but instead reflect finance charges and certain other income assocredit card receivables. Net charge-offs associated with credit card receivables provision for loan loss reflected in the Company s total operating exassociated with debt issued from the WFN Trusts and the WFC Trust reported in securitization funding costs. Additionally, the Company no lo new securitization activity since securitized credit card loans no longe treatment, nor are there any gains or losses on the revaluation of the inter that asset is not recognized in a transaction accounted for as a secure Company s securitization transactions are accounted for under the new borrowings rather than asset sales, the cash flows from these transactions from financing activities rather than cash flows from operating or

The assets of the consolidated VIEs include certain credit card receivab settle the obligations of those entities and are not expected to be availa creditors. The liabilities of the consolidated VIEs include asset-backed se liabilities for which creditors or beneficial interest holders do not have re of the Company.

#### 3. RECENT ACCOUNTING PRONOUNCEME

In October 2009, the FASB issued Accounting Standards Updat Multiple-Deliverable Revenue Arrangements, which supersedes cert Revenue Recognition Multiple-Element Arrangements, and requires consideration at the inception of an arrangement to all of its deliverabl selling prices (the relative-selling-price method). ASU 2009-13 elimina method of allocation in which the undelivered element is measured at its the delivered element is measured as the residual of the arrangement con relative-selling-price method in all circumstances in which an entity re arrangement with multiple deliverables subject to ASU 2009-13. ASU 20 revenue arrangements entered into or materially modified in fiscal yea June 15, 2010. Early adoption is permitted. If the Company elects early a during an interim period, the Company will be required to apply this AS beginning of the Company s fiscal year. The Company can also elect to a for all periods presented. The Company is currently evaluating the im ASU 2009-13 will have on its consolidated financial st

In January 2010, the FASB issued ASU 2010-06, Fair Value Measuren amends ASC 820, Fair Value Measurements and Disclosures, to ad purchases, sales, issuances and settlements related to Level 3 measuren

provide the Level 3 disclosures about purchases, sales, issuances and sett interim and annual periods beginning after December 15, 2010. The adop separate Level 3 disclosures will only impact disclosures and will not ha Company s consolidated financial statement

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

In July 2010, the FASB issued ASU 2010-20, Disclosures about the C Receivables and the Allowance for Credit Losses, which amends ASC further disaggregated disclosures that improve financial statement users nature of an entity s credit risk associated with its financing receivables a of that risk in estimating its allowance for credit losses as well as change reasons for those changes. The new and amended disclosures as of the er effective for interim and annual reporting periods ending on or after D adoption of ASU 2010-20 will only impact disclosures and will not hav Company s consolidated financial statements

#### 4. SHARES USED IN COMPUTING NET INCOME P

The following table sets forth the computation of basic and diluted net periods indicated:

|  | -    |        | ded<br>e 30, | 200  |
|--|------|--------|--------------|------|
| Numerator  | ¢.   | 17 220 | ¢            | 0.0  |
| Income from continuing operations                                  | \$ 4 | 47,320 | \$ 4         | 28,3 |
| Income (loss) from discontinued operations, net of                 |      |        |              | 1.0  |
| taxes  |      |        |              | 1,0  |
| Net income   | \$ 4 | 47,320 | \$ 2         | 29,4 |
| Denominator  |      |        |              | _    |
| Weighted average shares, basic                                     | 4    | 53,188 | 5            | 56,9 |
| Weighted average effect of dilutive securities:                    |      |        |              | ,    |
| Shares from assumed conversion of convertible                      |      |        |              |      |
| senior notes   |      | 2,295  |              |      |
| Net effect of dilutive stock options and unvested restricted stock |      | 1,338  |              | 8    |
| Denominator for diluted calculation                                | 4    | 56,821 | 4            | 57,8 |
| Basic  |      |        |              |      |
| Income from continuing operations per share                        | \$   | 0.89   | \$           | 0    |
| Income (loss) from discontinued operations per share               |      |        |              | 0    |
| Net income per share   | \$   | 0.89   | \$           | 0    |
| Diluted  |      |        |              |      |
| Income from continuing operations per share                        | \$   | 0.83   | \$           | 0    |
| Income (loss) from discontinued operations per share               |      |        |              | 0    |
|  |      |        |              |      |

#### Net income per share

\$ 0.83 \$ 0

The Company calculates the effect of its convertible senior notes, whic shares of common stock, on diluted net income per share as if they wil Company has the intent to settle the convertible senior notes in cash. At J Company excluded, in each case, 17.5 million warrants from the calculat as the effect was anti-dilutive.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

During the second quarter of 2009, the Company entered into prepaid for 1,857,400 shares of its common stock for \$74.9 million that are to be dependent in 2014. The number of shares to be delivered under the prepaid for reduce weighted average basic and diluted shares outs

#### 5. CREDIT CARD RECEIVABLES

Beginning January 1, 2010, the Company s credit card securitization tru WFC Trust, were consolidated on the balance sheets of WFNNB, WFCB ADSC, under ASC 860 and ASC 810. The WFN Trusts and the WFC T are reported in credit card receivables restricted for securitization inves WFN Trusts and the WFC Trust have been reclassified, derecognized or condensed consolidated balance sheets with the adoption of ASC

The tables below present quantitative information about the componence receivables and delinquencies:

Principal receivables Billed and accrued finance charges Other receivables

Total credit card receivables Less credit card receivables restricted for securitization investors

Other credit card receivables

Principal amount of credit card receivables 90 days or more past due

Net charge-offs of credit card receivables were \$112.4 million and \$10 months ended June 30, 2010 and 2009, respectively, and \$234.7 million a months ended June 30, 2010 and 2009, respectively.

#### Allowance for Loan Loss

Management evaluates the allowance for loan loss monthly for adeq maintained through an adjustment to the provision for loan loss. In estim credit card portfolio, management uses an approach that utilizes a migra and current credit card receivables. A migration analysis is a technique us that a credit card receivable will progress through the various stages of de The migration analysis considers uncollectible principal, interest and for receivables. In determining the proper level of the allowance for loan considers factors that may impact loan loss experience, including seas amounts, payment rates and forecasting uncertain

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#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

Changes in the allowance for loan loss on credit card receivables for the 2010 and the year ended December 31, 2009 were as

|                                 | J  |
|---------------------------------|----|
| Balance at beginning of period  | \$ |
| Adoption of ASC 860 and ASC 810 |    |
| Provision for loan loss         |    |
| Charge-offs, net of recoveries  | (  |
| Balance at end of period        | \$ |

The provision for loan loss expense was \$95.7 million and \$184.6 million and solved June 30, 2010, respectively, which includes \$1.0 million and fraud losses, respectively. The provision for loan loss expense was \$10.9 for the three and six months ended June 30, 2009, respectively, for the C credit card receivables. These amounts were netted against securitized ag

#### Securitized Credit Card Receivables

The Company regularly securitizes its credit card receivables to the WFN The Company continues to own and service the accounts that generate cre the WFN Trusts and the WFC Trust. In its capacity as a servicer, each of fee from the WFN Trusts and the WFC Trust to service and administer the payments, and charge-off uncollectible receivables. Upon consolidation WFC Trust, this fee was eliminated.

The tables below present quantitative information about the components card receivables, delinquencies and net charge-o

Total credit card receivables restricted for securitization investors

Principal amount of credit card receivables restricted for securitization investors, 90 days or more past due

> Three Months Er June 30,

|  | 2010          | 200       |
|--|---------------|-----------|
| Net securitized charge-offs                              | \$ 97.9       | \$ 93     |
| During the initial phase of a securitization reinvestm   | ent period,   | the Cc    |
| principal collections in exchange for the transfer of    | additional of | credit c  |
| securitized pool of assets. During the amortization or   | accumulati    | on peri   |
| investors share of principal collections (in certain ca  | ses, up to a  | maxin     |
| month) is either distributed to the investors or held in | an account    | t until i |
| amount due, at which time it is paid to                  | the investo   | rs in a   |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The table below summarizes certain cash flows received from and paid when transfers of credit card receivables to the securitization trusts were adoption of ASC 860 and ASC 810:

|  | Three Mont<br>June<br>200 |
|--|---------------------------|
| Proceeds from collections reinvested in previous credit  |                           |
| card securitizations                                     | \$ 1,19                   |
| Proceeds from new securitizations                        | 70                        |
| Proceeds from collections reinvested in revolving period |                           |
| transfers  | 1,56                      |
| Servicing fees received                                  | 1                         |
| 6. REDEMPTION SETTLEM                                    | ENT ASSETS                |

Redemption settlement assets consist of cash and cash equivalents and s and are designated for settling redemptions by collectors of the AIR MI Canada under certain contractual relationships with sponsors of the AIR These assets are primarily denominated in Canadian dollars. Realized gas of investment securities were not material. The principal components of rewhich are carried at fair value, are as follows:

|                                | τ          | -        | 0, 2010<br>Inrealized |                       |                  | D<br>Unr |
|--------------------------------|------------|----------|-----------------------|-----------------------|------------------|----------|
|                                | Cost       | Gains    | Losses                | Fair Value<br>(In the | Cost<br>ousands) | G        |
| Cash and cash equivalents      | \$ 45,016  | \$       | \$                    | \$ 45,016             | \$ 71,641        | \$       |
| Government<br>bonds            | 50,758     | 1,059    | (35)                  | 51,782                | 41,026           | <u>,</u> |
| Corporate bonds <sup>(1)</sup> | 374,992    | 5,344    | (505)                 | 379,831               | 453,447          | , ;      |
| Total                          | \$ 470,766 | \$ 6,403 | \$ (540)              | \$ 476,629            | \$ 566,114       | + \$ 9   |

(1) Included in corporate bonds at December 31, 2009 is an investment in WFN Trusts with a fair value of \$73.9 million. Upon adoption of ASC eliminated with the consolidation of the WFN Trusts, and therefore no condensed consolidated balance sheets as of June 30, 2010.

The following tables show the gross unrealized losses and fair value for t in an unrealized loss position as of June 30, 2010 and December 31, 2009 category and the length of time that individual securities have been in a

|                  | Less than<br>Fair Value | 12 mont<br>Unreal<br>Loss | ized | 12 ]<br>Fair Va | ne 30, 20<br>Months<br>Greater<br>Unrea<br>Ilue Loss<br>housand |
|------------------|-------------------------|---------------------------|------|-----------------|---|
| Government bonds | \$ 9,377                | \$                        | (35) | \$              | s   |
| Corporate bonds  | 65,508                  | (5                        | 505) |                 |   |
| Total            | \$ 74,885               | \$ (5                     | 540) | \$              | \$  |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

|                 | Less than     | 12 months            | December<br>12 Mor<br>Grea | nths or             |
|-----------------|---------------|----------------------|----------------------------|---------------------|
|                 | Fair<br>Value | Unrealized<br>Losses | l<br>Fair Value            | Unrealize<br>Losses |
|                 |               |                      | (In tho                    | usands)             |
| Corporate bonds | \$ 98,448     | \$ (1,646)           | \$ 7,705                   | \$ (14)             |
|                 |               |                      |                            |                     |
| Total           | \$ 98,448     | \$ (1,646)           | \$ 7,705                   | \$ (142             |

Market values were determined for each individual security in the investments for other-than-temporary impairment, the Cor as the length of time and extent to which fair value has been below cost b of the security s issuer, and the Company s intent to sell the security and not that the Company will be required to sell the security before recovery. The Company typically invests in highly-rated securities with low probab ability to hold the investments until maturity. As of June 30, 2010, the Company impairments to be other-than-temporarily impairments.

The net carrying value and estimated fair value of the securities at June maturity are as follows:

|                                       | F |
|---------------------------------------|---|
|                                       |   |
| Due in one year or less               | 9 |
| Due after one year through five years |   |
|                                       |   |
| Total                                 | 9 |

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#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### 7. INTANGIBLE ASSETS AND GOODWIL

#### Intangible Assets

Intangible assets consist of the following:

|                         | Gross<br>Assets | June 30, 2010<br>Accumulated<br>Amortization<br>(In thousands) | Net        | Ame     |
|-------------------------|-----------------|--|------------|---------|
| Finite Lived Assets     |                 |  |            |         |
| Customer contracts      |                 |  |            |         |
| and lists               | \$ 186,428      | \$ (134,092)   | \$ 52,336  | 5-10 ye |
| Premium on              |                 |  |            |         |
| purchased credit card   |                 |  |            |         |
| portfolios              | 151,430         | (53,170)   | 98,260     | 3-10 ye |
| Collector database      | 65,752          | (56,474)   | 9,278      | 30 year |
| Customer database       | 160,200         | (65,509)   | 94,691     | 4-10 ye |
| Noncompete              |                 |  |            |         |
| agreements              | 2,514           | (2,191)  | 323        | 3-5 yea |
| Tradenames              | 11,615          | (4,309)  | 7,306      | 4-10 ye |
| Purchased data lists    | 18,816          | (10,236)   | 8,580      | 1-5 yea |
|                         |                 |  |            |         |
|                         | \$ 596,755      | \$ (325,981)   | \$ 270,774 |         |
| Indefinite Lived Assets |                 |  | . ,        |         |
| Tradenames              | 12,350          |  | 12,350     | Indefin |
|                         |                 |  |            |         |
| Total intangible assets | \$ 609,105      | \$ (325,981)   | \$ 283,124 |         |
|                         |                 |  |            |         |

|                       | Gross<br>Assets | December 31, 2009<br>Accumulated<br>Amortization<br>(In thousands) | Net       | Ame     |
|-----------------------|-----------------|--|-----------|---------|
| Finite Lived Assets   |                 |  |           |         |
| Customer contracts    |                 |  |           |         |
| and lists             | \$ 186,428      | \$ (121,540)   | \$ 64,888 | 5-10 y  |
| Premium on            |                 |  |           |         |
| purchased credit card |                 |  |           |         |
| portfolios            | 155,227         | (46,936)   | 108,291   | 3-10 y  |
| Collector database    | 66,541          | (56,316)   | 10,225    | 30 yea  |
| Customer database     | 160,564         | (57,043)   | 103,521   | 4-10 y  |
| Noncompete            |                 |  |           |         |
| agreements            | 2,522           | (1,986)  | 536       | 3-5 yea |
| Tradenames            | 11,658          | (3,674)  | 7,984     | 4-10 y  |
| Purchased data lists  | 17,178          | (8,376)  | 8,802     | 1-5 yea |
|                       |                 |  |           |         |

|                         | \$600,118 | \$ (295,871) | \$ 304,247 |         |
|-------------------------|-----------|--------------|------------|---------|
| Indefinite Lived Assets |           |              |            |         |
| Tradenames              | 12,350    |              | 12,350     | Indefin |
|                         |           |              |            |         |
| Total intangible assets | \$612,468 | \$ (295,871) | \$ 316,597 |         |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATE STATEMENTS (Continued)

#### Goodwill

The changes in the carrying amount of goodwill for the six months en follows:

|   | LoyaltyOne | Epsilon    | ivate La<br>Services<br>and<br>Credit<br>iousands |
|---|------------|------------|---|
| December 31, 2009                       | \$ 234,613 | \$ 669,930 | \$<br>261,73                                      |
| Effects of foreign currency translation | (2,642)    | (1,680)    |   |
| June 30, 2010                           | \$ 231,971 | \$ 668,250 | \$<br>261,73                                      |

#### 8. DEBT

Debt consists of the following:

| Description           | June 30,<br>2010 | December 31,<br>2009<br>usands) | Maturity              |
|-----------------------|------------------|---------------------------------|-----------------------|
| Long-term and other   | (III tho         | usanus)                         |                       |
| debt:                 |                  |                                 |                       |
| Credit facility       | \$ 500,000       | \$ 487,000                      | March 2012            |
| Senior notes          | 250,000          | 250,000                         | May 2011              |
| 2009 Term loan        | 161,000          | 161,000                         | March 2012            |
| Convertible senior    |                  |                                 |                       |
| notes due 2013        | 635,144          | 612,058                         | August 2013           |
| Convertible senior    |                  |                                 |                       |
| notes due 2014        | 247,945          | 238,869                         | May 2014              |
| Capital lease         |                  |                                 |                       |
| obligations and       |                  |                                 |                       |
| other debt            | 19,572           | 33,425                          | July 2010 July 20     |
|                       |                  |                                 |                       |
|                       | 1,813,661        | 1,782,352                       |                       |
| Less: current portion | (269,403)        | (51,963)                        |                       |
| •                     |                  |                                 |                       |
| Long-term portion     | \$ 1,544,258     | \$ 1,730,389                    |                       |
| Long term portion     | ¢ 1,5 1 1,250    | \$ 1,750,505                    |                       |
| Certificates of       |                  |                                 |                       |
| deposit:              |                  |                                 |                       |
| ueposii.              | \$ 1,098,900     | \$ 1,465,000                    | One year to five year |
|                       | φ 1,070,700      | φ 1,405,000                     | One year to rive yea  |

| Certificates of deposit   |              |               |            |          |
|---------------------------|--------------|---------------|------------|----------|
| Less: current portion     | (426,300)    | (772,500)     |            |          |
|                           |              |               |            |          |
| Long-term portion         | \$ 672,600   | \$<br>692,500 |            |          |
| Asset-backed              |              |               |            |          |
| securities debt owed      |              |               |            |          |
| to securitization         |              |               |            |          |
| investors: <sup>(4)</sup> |              |               |            |          |
| Fixed rate                |              |               |            |          |
| asset-backed term         |              |               |            |          |
| note securities           | \$ 1,489,065 | \$            | July 2010  | July 201 |
| Floating rate             |              |               |            |          |
| asset-backed term         |              |               |            |          |
| note securities           | 1,216,633    |               | August 201 | 0 April  |
| Conduit                   |              |               |            |          |
| asset-backed              |              |               |            |          |
| securities                | 647,060      |               | June 2011  | Septemb  |
|                           |              |               |            |          |
| Total asset-backed        |              |               |            |          |
| securities owed to        |              |               |            |          |
| securitization            |              |               |            |          |
| investors                 | 3,352,758    |               |            |          |
| Less: current portion     | (253,593)    |               |            |          |
| -                         |              |               |            |          |
| Long-term portion         | \$ 3,099,165 | \$            |            |          |
| 0 1                       |              |               |            |          |

<sup>(1)</sup> The Company maintains a \$750.0 million unsecured revolving credit where advances are in the form of either base rate loans or Eurodollar denominated in Canadian dollars, subject to a sublimit, or U.S. dollars loans is the higher of (a) the Bank of Montreal s prime rate, (b) the F and (c) the quoted London Interbank Offered

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

Rate (LIBOR) as defined in the credit agreement plus 1.0%. The in denominated in U.S. or Canadian dollars fluctuates based on the rate a dollars or Canadian dollars, respectively, in the London interbank mar margin of 0.4% to 0.8% based upon the Company s senior leverage r. Facility. Total availability under the Credit Facility at June 30, 2010 w June 30, 2010, the amounts outstanding under the Credit Facility were where the weighted average interest rate was 0.75%.

- (2) Advances under the term loan agreement, dated May 15, 2009 (the 2 form of either base rate loans or Eurodollar loans. The interest rate for and is equal to the highest of (a) Bank of Montreal s prime rate; (b) th 0.5%; and (c) the quoted LIBOR as defined in the 2009 Term Loan ag case plus a margin of 2.0% to 3.0% based upon the Company s senior the 2009 Term Loan agreement. The interest rate of Eurodollar loans f at which deposits of U.S. dollars in the London interbank market are c 3.0% to 4.0% based on the Company s senior leverage ratio as defined June 30, 2010, the amounts outstanding under the 2009 Term Loan we loans where the weighted average interest rate was 3.35%.
- <sup>(3)</sup> The Company has other minor borrowings, primarily capital leases, w and maturities.
- <sup>(4)</sup> Upon adoption of ASC 860 and ASC 810, the Company consolidated WFC Trust and the related asset-backed securities debt. See Note 2, Principle, for more information on the adoption of ASC 860 and AS
- <sup>(5)</sup> Interest rates include those for certain of the Company's asset-backed securitization investors where floating rate debt is fixed through intere The weighted average interest rate of the fixed rate achieved through i agreements is 4.45% at June 30, 2010.

As of June 30, 2010, the Company was in compliance with its fi

#### Credit Facility

On June 18, 2010, the Company amended its Credit Facility to clarify the ASC 810 with respect to the calculation of covenant co

#### 2009 Term Loan

On June 18, 2010, the Company amended its 2009 Term Loan to clarify and ASC 810 with respect to the calculation of covenant compliance. In removed the prepayments that were required beginning June 30, 2010 and payments be paid at maturity, March 30, 2012

#### **Convertible Senior Notes**

The table below summarizes the carrying value of the components of the

| Carrying amount of equity component       | \$   |
|---|------|
|   |      |
| Principal amount of liability component   | \$ 1 |
| Unamortized discount                      |      |
| Net carrying value of liability component | \$   |
| If-converted value of common stock        | \$1  |
|   |      |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The discount on the liability component will be amortized as interest expo of the convertible senior notes which is a weighted average per

Interest expense on the convertible senior notes recognized in the Comp consolidated statements of income for the three and six months ended Ju follows:

|                                      | Three Months Ended<br>June 30, |                  |      |
|--------------------------------------|--------------------------------|------------------|------|
|                                      | 2010                           | 2009<br>(In thou | isan |
| Interest expense calculated on       |                                |                  |      |
| contractual interest rate            | \$ 7,618                       | \$ 4,796         | \$   |
| Amortization of discount on          |                                |                  |      |
| liability component                  | 16,301                         | 11,870           |      |
| Total interest expense on            |                                |                  |      |
| convertible senior notes             | \$ 23,919                      | \$ 16,666        | \$   |
| Effective interest rate (annualized) | 11.0%                          | 11.0%            |      |

Asset-backed Securities Owed to Securitization In

An asset-backed security is a security whose value and income payme collateralized (or backed ) by a specified pool of underlying assets. The assets to general investors is accomplished through a securiti

The Company regularly sells its credit card receivables to its securitization the WFC Trust. Beginning January 1, 2010, the WFN Trusts and the WFC the balance sheets of the Company, under ASC 860 and ASC 810. See No Principle, for more information on the adoption of ASC 860 and ASC consolidated VIEs include asset-backed securities for which creditors or b not have recourse to the general credit of the Comp

#### Asset-backed Term Notes

In March 2010, Master Trust II issued \$100.8 million of term asset-backed offering consisted of \$65.0 million of Class A Series 2010-1 asset-back interest rate of 4.2% per year, \$9.8 million of Class M Series 2010-1 asset fixed interest rate of 5.3% per year, \$6.6 million of Class B Series 2010 have a fixed interest rate of 6.3% per year, \$11.6 million of Class C Serie that have a fixed interest rate of 7.0% per year and \$7.8 million of Class I notes which were retained by the Company. The Class A notes will mature Class M notes will mature in December 2012, the Class B notes will mature in Class C notes will mature in February 2013 and the Class D notes will mature the consolidation of the WFN Trusts, the Class D Series 2010-1 notes unaudited condensed consolidated financial statem.

#### Conduit Facilities

During the first quarter of 2010, the Company renewed its \$550.0 million under Master Trust III, extending the maturity to Septemb

During the second quarter of 2010, the Company renewed its \$1.2 billion under Master Trust I, extending the maturity to June 23, 2011, and its \$ conduit facility under the WFC Trust, extending the maturity

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The following table shows the maturities of borrowing commitments as of Trusts and the WFC Trust by year:

|                                   | 2010     | 2011       | 2012<br>(In mill |
|-----------------------------------|----------|------------|------------------|
| Term notes                        | \$ 211.4 | \$ 1,158.9 | \$ 805.2         |
| Conduit facilities <sup>(1)</sup> |          | 2,447.8    |                  |
| Total <sup>(2)</sup>              | \$ 211.4 | \$ 3,606.7 | \$ 805.2         |
|                                   |          |            |                  |

<sup>(1)</sup> Amount represents borrowing capacity, not outstanding borrowings.

(2) As of June 30, 2010, with the consolidation of the WFN Trusts and th million of debt issued by the trusts and retained by the Company has b unaudited condensed consolidated financial statements. *Derivative Financial Instruments* 

The credit card securitization trusts have entered into derivative financial both interest rate swaps and an interest rate cap, to mitigate their inter financial instrument or to lock the interest rate on a portion of its asset-bac January 1, 2010, the derivative financial instruments of the credit card consolidated on the Company s balance sheets under ASC 8

As part of its interest rate risk management program, the Company may e instruments with institutions that are established dealers and manage its value of certain asset-backed security obligations attributable to changes rate contracts involve the receipt of fixed rate amounts from counterpa Company making variable rate payments over the life of the agreement v underlying notional amount. These interest rate contracts are not designate are not speculative and are used to manage interest rate risk, but do no accounting requirements of ASC 815, Derivatives and

The following tables identify the notional amount, fair value and classi outstanding interest rate contracts at June 30, 2010 in the unaudited cond sheets:

|   | ional<br>n thou |
|---|-----------------|
| Interest rate contracts not designated as hedging instruments | \$<br>1,2       |

|   | Balance She   |
|---|---------------|
| Interest rate contracts not designated as hedging |               |
| instruments                                       | Other current |
| Interest rate contracts not designated as hedging |               |
| instruments                                       | Other liabili |
|   |               |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The following tables identify the classification of the Company s outstand the three and six months ended June 30, 2010 in the unaudited condensed income:

| For the three months ended June 30, 2010          | Income Statem  |
|---|----------------|
| Interest rate contracts not designated as hedging |                |
| instruments                                       | Securitization |
|   |                |

# For the six months ended June 30, 2010Income StatemInterest rate contracts not designated as hedging<br/>instrumentsSecuritization

The Company limits its exposure on derivatives by entering into contract established dealers and maintain certain minimum credit criteria established June 30, 2010, the Company does not maintain any derivative contracts s that would require the Company to post collateral or that contain any cre features. The Company has provisions in certain of the master agreement to post collateral to the Company when their credit ratings fall below cer

2010, these thresholds were not breached and no amounts were held as a

9. DEFERRED REVENUE

Because management has determined that the earnings process is not co MILES reward mile is issued, the recognition of revenue on all fees receive The Company allocates the proceeds from the issuance of AIR MILE components as follows:

*Redemption element.* The redemption element is the larger of the related to the redemption element is based on the estimated fair varevenue is recognized at the time an AIR MILES reward mile is reMILES reward miles that are estimated to go unredeemed by the obreakage, over the estimated life of an AIR MILES reward mile

Service element. The service element consists of marketing and ac provided to sponsors. Revenue related to the service element is de method in accordance with ASC 605-25. It is initially deferred an over the estimated life of an AIR MILES reward mile.

Under certain of the Company s contracts, a portion of the proceeds is poissuance of an AIR MILES reward mile and a portion is paid at the time of the Company does not have a redemption obligation related to these contract the time of redemption and is not reflected in the reconciliation of the detailed below. Under such contracts, the proceeds received at issuance service revenue and revenue is recognized pro rata over the estimated life mile. Amounts for revenue related to the redemption element and service redemption revenue and transaction revenue, respectively, in the unaudit statements of income.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

A reconciliation of deferred revenue for the AIR MILES Reward P

|  | Service    | Def<br>F |
|--|------------|----------|
| December 31, 2009  | \$ 306,336 | \$       |
| Cash proceeds  | 88,940     |          |
| Revenue recognized   | (83,680)   |          |
| Other  |            |          |
| Effects of foreign currency translation                                    | (3,773)    |          |
| June 30, 2010  | \$ 307,823 | \$       |
| Amounts recognized in the unaudited condensed consolidated balance sheets: |            |          |
| Current liabilities  | \$ 147,574 | \$       |
| Non-current liabilities  | \$ 160,249 | \$       |

#### 10. STOCKHOLDERS EQUITY

#### Stock Repurchase Programs

On January 27, 2010, the Company s Board of Directors authorized a ne to acquire up to \$275.1 million of the Company s common stock throug any restrictions pursuant to the terms of the Company s credit age

For the three and six months ended June 30, 2010, the Company acquire and 456,500 shares, respectively, of its common stock for \$11.3 mil respectively.

#### **Stock Compensation Plans**

On March 31, 2005, the Company s Board of Directors adopted the 200 which was subsequently approved by the Company s stockholders on effective July 1, 2005. This plan reserved 4,750,000 shares of common s stock options, nonqualified stock options, stock appreciation rights, restrunits and other performance-based awards to selected officers, employed and consultants performing services for the Company or its affiliates. O Company s Board of Directors amended the 2005 long term incentive plat to settlement in shares of the Company s common stock or other secursettled in cash. No more grants may be made from the 2005 long-term inceon June 30, 2010.

On March 25, 2010, the Company s Board of Directors adopted the 2010 2010 plan ), which was subsequently approved by the Company s s

became effective July 1, 2010 and expires on June 30, 2015. This plan re common stock for grants of nonqualified stock options, incentive stock of rights, restricted stock, restricted stock units, performance share award deferred stock units, and other stock-based and cash-based awards to sel non-employee directors and consultants performing services for the Con only employees being eligible to receive incentive stock

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### Stock Compensation Expense

Total stock-based compensation expense recognized in the Company consolidated statements of income for the three and six months ended Ju follows:

|                            | Three Mon<br>Ended<br>June 30, |
|----------------------------|--------------------------------|
|                            | 2010                           |
| Cost of operations         | \$ 6,308 \$                    |
| General and administrative | 6,107                          |
| Total                      | \$ 12.415 \$                   |

There was no stock-based compensation expense related to discontinued six months ended June 30, 2010 and for the three months ended June 30 ended June 30, 2009, stock-based compensation expense for the Compan was approximately \$0.1 million. This amount is included in the loss from the unaudited condensed consolidated statements of i

During the six months ended June 30, 2010, the Company awarded 470 restricted stock units with a weighted average grant date fair value per shi on the date of grant. The performance restriction on the awards will lapse Board of Directors or the Compensation Committee of the Board of Direct earnings per share growth for the period from January 1, 2010 to Decer pre-defined vesting criteria that permit a range from 50% to 150% of restricted stock units to vest. Upon such determination, the restrictions wi of the award on February 22, 2011, an additional 33% of the award on I final 34% of the award on February 22, 2013, provided that the partice Company on each such vesting date.

During the six months ended June 30, 2010, the Company awarded 188,6 stock units with a weighted average grant date fair value per share of \$6 date of grant. Service-based restricted stock units typically vest ratably ov the participant meets the service condition on each such v

In March 2009, the Company determined that it was no longer prob performance measures associated with certain performance-based restriachieved. As a result, 1,242,098 performance-based restricted stock units January 2009, having a weighted-average grant date fair value of \$56.43 to vest. The Company has not recognized stock-based compensation expeno longer expected to vest.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### **11. COMPREHENSIVE INCOME**

The components of comprehensive income, net of tax effect,

|   | Three Months Ended<br>June 30, |           |  |
|---|--------------------------------|-----------|--|
|   | 2010                           | 2009      |  |
|   |                                | (In t     |  |
| Net income  | \$47,320                       | \$ 29,436 |  |
| Adoption of ASC 860 and ASC 810 <sup>(1)</sup>          |                                |           |  |
| Unrealized gain (loss) on securities                    |                                |           |  |
| available-for-sale                                      | 3,953                          | (31,186)  |  |
| Foreign currency translation adjustments <sup>(2)</sup> | 5,757                          | 12,521    |  |
|   | <b>* ** • • •</b>              | * ** **** |  |
| Total comprehensive income, net of tax                  | \$ 57,030                      | \$ 10,771 |  |

- (1) These amounts related to unrealized losses associated with retained in and the WFC Trust, which were classified as available-for-sale. These reflected in accumulated other comprehensive income. Effective Janu adoption of ASC 860 and ASC 810, these interests and related accum income have been reclassified, derecognized or eliminated upon conso and the WFC Trust.
- <sup>(2)</sup> Primarily related to the impact of changes in the Canadian currency ex 12. FINANCIAL INSTRUMENTS

In accordance with ASC 825, Financial Instruments, the Company is value of financial instruments for which it is practical to estimate fair va observable market prices are used if available. In some instances, observ readily available and fair value is determined using present value or other particular financial instrument. These techniques involve judgment and as

indicative of the amounts the Company would realize in a current mar different assumptions or estimation techniques may have a material effec amounts.

*Fair Value of Financial Instruments* The estimated fair values of instruments are as follows:

|                           | (  | June 30, 2010<br>Carrying |    |                      |
|---------------------------|----|---------------------------|----|----------------------|
|                           |    | Amount                    | F  | air Value<br>(In tho |
| Financial assets          |    |                           |    |                      |
| Cash and cash equivalents | \$ | 250,335                   | \$ | 250,335              |

| Trade receivables, net                   | 209,609   | 209,609   |
|--|-----------|-----------|
| Seller s interest                        |           |           |
| Credit card receivables, net             | 4,516,623 | 4,516,623 |
| Redemption settlement assets, restricted | 476,629   | 476,629   |
| Due from securitizations                 |           |           |
| Cash collateral, restricted              | 313,018   | 313,018   |
| Financial liabilities                    |           |           |
| Accounts payable                         | 125,534   | 125,534   |
| Asset-backed securities debt owed to     |           |           |
| securitization investors                 | 3,352,758 | 3,387,008 |
| Debt, including certificates of deposit  | 2,912,561 | 3,018,304 |
| Derivative financial instruments         | 83,939    | 83,939    |
|  |           |           |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### Fair Value of Assets and Liabilities Held at June 30

The following techniques and assumptions were used by the Company i financial instruments as disclosed herein:

Cash and cash equivalents, trade receivables, net and accounts payal approximates fair value due to the short maturit

*Credit card receivables, net* The carrying amount of credit card receivativalue due to the short maturity, and the average interest rates approximate rates.

Redemption settlement assets, restricted Fair value for securities is based the same or similar securities.

*Cash collateral, restricted* The spread deposits are recorded at their fai cash flow models. The carrying amount of excess funding deposits approthe relatively short maturity period and average interest rates, which ap rates.

Asset-backed securities debt owed to securitization investors The fair w current rates available to the Company for similar debt instruments with s

Debt, including certificates of deposit The fair value is estimated based to the Company for similar debt instruments with similar rema

Derivative financial instruments The valuation of these instruments is do cash flow analysis on the expected cash flows of each derivative. This ana terms of the derivatives, including the period to maturity, and uses obser including interest rate curves and option volatili

#### Fair Value of Assets and Liabilities Held at December

The following techniques and assumptions were used by the Company i financial instruments which were subsequently reclassified, derecogn consolidation of the WFN Trusts and the WFC Trust as a result of the a ASC 810 as disclosed herein:

Seller s interest Seller s interest was carried at an allocated carrying an The Company determined the fair value of its seller s interest through d The estimated cash flows used included assumptions related to rates of pa reflected economic and other relevant conditions. The discount rate used curve that was observable in the market place plus an unobservable consolidation of the WFN Trusts and the WFC Trust on January 1, 2010 eliminated.

*Due from securitizations* The retained interest and interest-only strips we The Company used a valuation model that calculated the present value of

for each asset which incorporated the Company s own estimates of assu used in determining fair value, including estimates of payment rates, of discount rates and contractual interest and fees. With the consolidation of WFC Trust on January 1, 2010, due from securitizations has been dere

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### Assets and Liabilities Measured on a Recurring H

ASC 825 establishes a three-tier fair value hierarchy, which prioritizes th fair value. These tiers include:

Level 1, defined as observable inputs such as quoted prices in acti

Level 2, defined as inputs other than quoted prices in active market indirectly observable; and

Level 3, defined as unobservable inputs in which little or no mark requiring an entity to develop its own assumptions.

Financial instruments are considered Level 3 when their values are determ discounted cash flow methodologies or similar techniques and at least assumption or input is unobservable. Level 3 financial instruments also i determination of fair value requires significant management judgment different techniques to determine fair value of these financial instrument estimates of fair value at the reporting date.

The following tables provide the assets carried at fair value measured June 30, 2010 and December 31, 2009:

|  | <br>alance at<br>ne 30, 2010 | Fa | ir Value Me<br>Level 1<br>(In th |    |
|--|------------------------------|----|----------------------------------|----|
| Government bonds <sup>(1)</sup>                    | \$<br>51,782                 | \$ | 17,258                           | \$ |
| Corporate bonds <sup>(1)</sup>                     | 379,831                      |    | 222,750                          |    |
| Other available-for-sale securities <sup>(2)</sup> | 86,150                       |    | 76,568                           |    |
| Cash collateral, restricted                        | 313,018                      |    |                                  |    |
| Total assets measured at fair value                | \$<br>830,781                | \$ | 316,576                          | \$ |
| Derivative financial instruments <sup>(3)</sup>    | \$<br>83,939                 | \$ |                                  | \$ |
| Total liabilities measured at fair value           | \$<br>83,939                 | \$ |                                  | \$ |

|                                 | B     | alance at   | Fair V         | alue Meas | uren |
|---------------------------------|-------|-------------|----------------|-----------|------|
|                                 | Decen | 1ber 31, 20 | <b>)09</b> – 1 | Level 1   |      |
|                                 |       |             |                | (In th    | ousa |
| Government bonds <sup>(1)</sup> | \$    | 42,231      | \$             | 16,676    | \$   |
|                                 |       |             |                |           |      |

| Corporate bonds <sup>(1)</sup>                     | 460,132      | 308,668    |    |
|--|--------------|------------|----|
| Other available-for-sale securities <sup>(2)</sup> | 105,064      | 95,300     |    |
| Seller s interest                                  | 297,108      |            |    |
| Due from securitizations                           | 775,570      |            |    |
| Cash collateral, restricted                        | 216,953      |            |    |
|  |              |            |    |
| Total assets measured at fair value                | \$ 1,897,058 | \$ 420,644 | \$ |

- <sup>(1)</sup> Amounts are included in redemption settlement assets in the unaudited balance sheets.
- <sup>(2)</sup> Amounts are included in other current and non-current assets in the un consolidated balance sheets.
- (3) Amounts are included in other current liabilities and other liabilities in consolidated balance sheets.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The following tables summarize the changes in fair value of the Comparvalue on a recurring basis using significant unobservable inputs (Level 3) June 30, 2010 and 2009:

|  | Corporate<br>Bonds | Seller s<br>Interest<br>(In th | S<br>ous   |
|--|--------------------|--------------------------------|------------|
| March 31, 2010   | \$                 | \$                             | 5          |
| Total losses (realized or unrealized)  |                    |                                |            |
| Included in earnings   |                    |                                |            |
| Included in other comprehensive income   |                    |                                |            |
| Purchases, sales, issuances and  |                    |                                |            |
| settlements  |                    |                                |            |
| Transfers in or out of Level 3   |                    |                                |            |
| June 30, 2010  | \$                 | \$                             | 9          |
| Losses for the period included in<br>earnings attributable to the change in<br>unrealized gains or losses related to<br>assets still held at June 30, 2010 | \$                 | \$                             | <b>A</b> 2 |
|  | Corporate<br>Bonds | Seller s<br>Interest<br>(In th | S          |
| December 31, 2009  | \$ 73,866          | \$ 297,108                     | S          |
| Adoption of ASC 860 and ASC 810  | (73,866)           | (297,108)                      |            |
| Total losses (realized or unrealized)  |                    |                                |            |
| Included in earnings   |                    |                                |            |
| Included in other comprehensive income<br>Purchases, sales, issuances and<br>settlements   |                    |                                |            |
| Transfers in or out of Level 3   |                    |                                |            |
|  |                    |                                |            |
| June 30, 2010  | \$                 | \$                             | 9          |
| Losses for the period included in<br>earnings attributable to the change in<br>unrealized gains or losses related to                                       | ¢                  | ¢                              | d          |
| assets still held at June 30, 2010   | \$                 | \$                             | 1          |
|  | Corporate<br>Bonds | Seller s<br>Interest           | S          |

|  |           | (In th     | ous |
|--|-----------|------------|-----|
| March 31, 2009                         | \$ 93,748 | \$ 41,166  | 5   |
| Total (losses) gains (realized or      |           |            |     |
| unrealized)                            |           |            |     |
| Included in earnings                   |           | 8,952      |     |
| Included in other comprehensive income | (10,189)  |            |     |
| Purchases, sales, issuances and        |           |            |     |
| settlements                            |           | 133,555    |     |
| Transfers in or out of Level 3         |           |            |     |
|  |           |            |     |
| June 30, 2009                          | \$ 83,559 | \$ 183,673 | 9   |
|  |           |            |     |
| Losses for the period included in      |           |            |     |
| earnings attributable to the change in |           |            |     |
| unrealized gains or losses related to  |           |            |     |
| assets still held at June 30, 2009     | \$        | \$         | 5   |
| ,                                      |           |            |     |
|  |           |            |     |

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

|  | Corporate<br>Bonds | Seller s<br>Interest<br>(In tho |
|--|--------------------|---------------------------------|
| December 31, 2008  | \$ 28,625          | \$ 182,428                      |
| Total (losses) gains (realized or unrealized)  |                    |                                 |
| Included in earnings   |                    | 8,543                           |
| Included in other comprehensive income   | (9,623)            |                                 |
| Purchases, sales, issuances and settlements  | 64,557             | (7,298)                         |
| Transfers in or out of Level 3   |                    |                                 |
| June 30, 2009  | \$ 83,559          | \$ 183,673                      |
| Losses for the period included in earnings<br>attributable to the change in unrealized<br>gains or losses related to assets still held at<br>June 30, 2009 | \$                 | \$                              |

For the three and six months ended June 30, 2010 and 2009, gains and I attributable to cash collateral, restricted were included in revenue under unaudited condensed consolidated statements of income. For the three and 2009, gains and losses included in earnings for seller s interest and due included in securitization income in the unaudited condensed consolidated statements of the unautited condensed consolida

#### Assets and Liabilities Measured on a Non-Recurring

The Company also has assets that under certain conditions are subject to r a non-recurring basis. These assets include those associated with acqui goodwill and other intangible assets. For these assets, measurement at fair to their initial recognition is applicable if one or more is determined to be and six months ended June 30, 2010, the Company had no impairment

#### **13. INCOME TAXES**

For the three and six months ended June 30, 2010, the Company utilize 38.2% to calculate its provision for income taxes. For the three and six m the Company s effective tax rate was 38.9% and 38.8%, respective ASC 740-270, Income taxes Interim Reporting, the Company s exp calendar year 2010 based on all known variables is 3

On January 1, 2010, the Company s deferred tax asset increased by appr result of the adoption of ASC 860 and ASC 810

#### **14. SEGMENT INFORMATION**

In the first quarter of 2010, the Company reorganized its segments with Private Label Credit reflected as one segment. All prior year segment info conform to the current presentation. In addition, the Company renamed i Epsilon Marketing Services and Loyalty Services to Epsilon and

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

The Company operates in three reportable segments: LoyaltyOne, Epsilor and Credit.

LoyaltyOne includes the Company s Canadian AIR MILES Rew

Epsilon provides integrated direct marketing solutions that combine technology and analytics with a broad range of direct marketing so

Private Label Services and Credit provides risk management solut funding, transaction processing, customer care and collections ser private label retail credit card programs.

Additionally, corporate and all other immaterial businesses are reported category labeled Corporate/Other. Total interest expense, net and incor segments in the computation of segment operating profit for internal eva also been included in Corporate/Other. Total assets are not allocated to utility services business and a terminated credit program have been cl operations. See Note 15, Discontinued Operations, for additional operations.

| Three Months Ended June 30, 2010                                    | LoyaltyOne    |            | Private Labo<br>Services<br>and<br>Credit<br>(In th | el<br>Corpo<br>Oth<br>ousand |
|---|---------------|------------|---|------------------------------|
| Revenues  | \$ 191,531 \$ | \$ 137,024 | \$343,260   | \$                           |
| Adjusted EBITDA <sup>(1)</sup>                                      | 58,666        | 31,277     | 133,229   | (14                          |
| Depreciation and amortization                                       | 6,147         | 18,076     | 8,532   | 1                            |
| Stock compensation expense  | 2,365         | 2,166      | 1,777   | e                            |
| Operating income (loss)   | 50,154        | 11,035     | 122,920   | (22                          |
| Interest expense, net   |               |            |   | 83                           |
| Income (loss) from continuing                                       |               |            |   |                              |
| operations before income taxes                                      | 50,154        | 11,035     | 122,920   | (105                         |
| Three Months Ended June 30, 2009                                    | LoyaltyOne    | -          | rivate Labo<br>Services<br>and<br>Credit            | Corpo<br>Oth                 |
| Devenue   | ¢ 167 246 ¢   | 102 002    |   | ousand                       |
| Revenues  | \$ 167,346 \$ | ,          |   | \$ 10                        |
| Adjusted EBITDA <sup>(1)</sup>                                      | 38,334        | · · · ·    | · · · · ·   | ()                           |
| Depreciation and amortization                                       | 4,957         | ,          | ,   | 4                            |
| Stock compensation expense<br>Merger and other costs <sup>(2)</sup> | 2,257         | 1,901      | 1,614   | 2                            |
| Merger and other $costs^{(2)}$                                      |               |            |   |                              |
| Operating income (loss)   | 31,120        | 10,657     | 53.505  | (14                          |

| Interest expense, net          |        |        |        | 34  |
|--------------------------------|--------|--------|--------|-----|
| Income (loss) from continuing  |        |        |        |     |
| operations before income taxes | 31,120 | 10,657 | 53,505 | (48 |

### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

| Six Months Ended June 30, 2010   | LoyaltyOne                             |   | Private Labe<br>Services<br>and<br>Credit<br>(In tl                                      | el<br>Corpora<br>Other<br>housands                          |
|--|--|---|--|---|
| Revenues   | \$ 391,201                             | \$ 263,331                              | \$ 682,464   | \$ 1,1  |
| Adjusted EBITDA <sup>(1)</sup>   | 112,253                                | 58,563                                  | 272,984  | (30,1   |
| Depreciation and amortization  | 12,284                                 | 36,092                                  | 17,021   | 3,1   |
| Stock compensation expense   | 4,528                                  | 4,136                                   | 3,539  | 10,8  |
| Operating income (loss)  | 95,441                                 | 18,335                                  | 252,424  | (44,1   |
| Interest expense, net  |  |   |  | 166,5   |
| Income (loss) from continuing  |  |   |  |   |
| operations before income taxes   | 95,441                                 | 18,335                                  | 252,424  | (210,7  |
|  |  |   |  |   |
| Six Months Ended June 30, 2009   | LoyaltyOne                             | Epsilon                                 | Private<br>Label<br>Services<br>and<br>Credit  | Corpora<br>Other  |
|  |  | •                                       | Label<br>Services<br>and<br>Credit<br>(In th   | Other   |
| Revenues   | \$ 327,977                             | \$ 240,569                              | Label<br>Services<br>and<br>Credit<br>(In tl<br>\$ 345,978                               | Other<br>housands<br>\$ 22,4                                |
| Revenues<br>Adjusted EBITDA <sup>(1)</sup>   | \$ 327,977<br>93,233                   | \$ 240,569<br>52,521                    | Label<br>Services<br>and<br>Credit<br>(In th<br>\$ 345,978<br>148,469                    | Other<br>housands<br>\$ 22,4<br>(19,9                       |
| Revenues<br>Adjusted EBITDA <sup>(1)</sup><br>Depreciation and amortization  | \$ 327,977<br>93,233<br>9,911          | \$ 240,569<br>52,521<br>33,832          | Label<br>Services<br>and<br>Credit<br>(In tl<br>\$ 345,978<br>148,469<br>11,931          | Other<br>housands<br>\$ 22,4<br>(19,9<br>4,7                |
| Revenues<br>Adjusted EBITDA <sup>(1)</sup><br>Depreciation and amortization<br>Stock compensation expense  | \$ 327,977<br>93,233                   | \$ 240,569<br>52,521                    | Label<br>Services<br>and<br>Credit<br>(In th<br>\$ 345,978<br>148,469                    | Other<br>housands<br>\$ 22,4<br>(19,9<br>4,7<br>12,5        |
| Revenues<br>Adjusted EBITDA <sup>(1)</sup><br>Depreciation and amortization<br>Stock compensation expense<br>Merger and other costs <sup>(2)</sup> | \$ 327,977<br>93,233<br>9,911<br>6,281 | \$ 240,569<br>52,521<br>33,832<br>5,225 | Label<br>Services<br>and<br>Credit<br>(In tl<br>\$ 345,978<br>148,469<br>11,931<br>4,631 | Other<br>housands<br>\$ 22,4<br>(19,9<br>4,7<br>12,5<br>3,0 |
| Revenues<br>Adjusted EBITDA <sup>(1)</sup><br>Depreciation and amortization<br>Stock compensation expense  | \$ 327,977<br>93,233<br>9,911          | \$ 240,569<br>52,521<br>33,832          | Label<br>Services<br>and<br>Credit<br>(In tl<br>\$ 345,978<br>148,469<br>11,931<br>4,631 | Other<br>housands<br>\$ 22,4<br>(19,9<br>4,7<br>12,5        |

- (1) Adjusted EBITDA is a non-GAAP financial measure equal to income the most directly comparable GAAP financial measure, plus stock cor provision for income taxes, interest expense, net, depreciation and am costs. Adjusted EBITDA is presented in accordance with ASC 280, the primary performance metric by which senior management is evalued.
- (2) Merger and other costs are not allocated to the segments in the comput profit for internal evaluation purposes. Merger costs represent investin accounting costs directly associated with the proposed merger with an Group. Other costs represent compensation charges related to the depares resulting from cost saving initiatives and other non-routine costs associated of certain businesses.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

#### **15. DISCONTINUED OPERATIONS**

In February 2009, the Company completed the sale of the remainder of i including the termination of a services agreement and the resolution of cer a former utility client. In November 2009, the Company terminated oper for web and catalog retailer VENUE. These have been treated as disco ASC 205-20, Presentation of Financial Statements Discontinued Opera the discontinued operations for the periods presented in the unaudited com sheets are as follows:

J

| Assets:                           |    |
|-----------------------------------|----|
| Credit card receivables, net      | \$ |
| Assets of discontinued operations | \$ |

The following table summarizes the operating results of the disco

|  | Three Months Endeo<br>June 30, |          |
|--|--------------------------------|----------|
|  | 2010                           | 2009     |
|  |                                | (In tho  |
| Revenue                                    | \$                             | \$ 2,872 |
| Income (loss) before provision for income  |                                |          |
| taxes                                      |                                | 1,626    |
| (Provision) benefit from income taxes      |                                | (577)    |
| Income (loss) from discontinued operations | \$                             | \$ 1,049 |

#### 16. NON-CASH FINANCING AND INVESTING AC

On January 1, 2010, the Company adopted ASC 860 and ASC 810 resul the WFN Trusts and the WFC Trust. Based on the carrying amounts of th Trust s assets and liabilities as prescribed by ASC 810, the consolida following non-cash impact to the financing and investing activities for the 2010 as follows:

elimination of \$74 million in redemption settlement assets for tho WFN Trusts,

elimination of \$775 million in retained interests classified in due f

consolidation of \$4.1 billion in credit card receivables, and

#### consolidation of \$3.7 billion in asset-backed securities. 17. SUBSEQUENT EVENTS

On July 1, 2010, the Company completed the acquisition of the Direct M division of Equifax, Inc. The total purchase price was approximately \$1 division provides proprietary data-driven, integrated marketing solutions offers: database marketing and hosting, and data services, including U.3 information. In connection with the acquisition, the division will be inter-Epsilon segment.

#### ALLIANCE DATA SYSTEMS CORPORATION

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATI STATEMENTS (Continued)

On July 8, 2010, Master Trust I issued \$450.0 million of term asset-backed public offering. The offering consisted of \$355.5 million of Class A Series that have a fixed interest rate of 3.96% per year, \$16.9 million of Class M notes that have a fixed interest rate of 5.2% per year, \$21.4 million of asset-backed notes that have a fixed interest rate of 6.75% per year and Series 2010-A asset-backed notes that have a fixed interest rate of 5.0% p M, Class B and Class C notes will all mature in June 2015. The Class C retained by the Company. With the consolidation of the WFN Trusts, the are eliminated from the unaudited condensed consolidated fina

On July 15, 2010, the Office of the Comptroller of the Currency (OCC by the Company s credit card services bank subsidiary, WFNNB, to char Wilmington, Delaware through the merger of the bank with an interim ba under the laws of the United States and located in Wilmington, Delawa banking association and a limited purpose credit card bank and is regulate by the OCC, its primary regulator. WFNNB is also subject to regulation b the Federal Reserve System and the Federal Deposit Insurance Corporati bank nor any of its assets, liabilities or contemplated business purposes w merger. It is anticipated the merger will be completed in the thin

On August 6, 2010, the Company, as borrower, and ADS Alliance Data S Holdings, Inc., Alliance Data Foreign Holdings, Inc., Epsilon Marketing Data Management, LLC, as guarantors, entered into a term loan agre Montreal, as administrative agent, and various other agents and banks (2010 Term Loan is an unsecured loan in the amount of \$200.0 million v days after the closing date, to increase the amount by \$100.0 million up \$300.0 million. The Company borrowed \$221.0 million on August 6, 2010 available on the option to increase. The proceeds were used to refinance Amounts borrowed under the 2010 Term Loan are scheduled to matu

#### Item 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FI AND RESULTS OF OPERATIONS.

The following discussion should be read in conjunction with the unaudit financial statements and related notes thereto presented in this quarterly financial statements and related notes thereto included in our Annual Rep the year ended December 31, 2009, filed with the Securities and Exchange March 1, 2010.

In the first quarter of 2010, we reorganized our segments with Private L Label Credit reflected as one segment. All prior year segment informat conform to the current presentation. In addition, we renamed our other to Marketing Services and Loyalty Services to Epsilon and Lo

#### Year in Review Highlights

Our results for the first six months of 2010 included the following new

In January 2010, we announced the signing of a multi-year expanse York & Company, a specialty retail apparel chain, to provide a comarketing solution that includes customer data management, camp reporting and strategic consulting and analytics services.

In February 2010, we announced the signing of multi-year agreem to provide a comprehensive direct-to-consumer marketing solution data management, consumer data integration, permission-based er multi-channel campaign management and interactive web services

In February 2010, we announced that Budgetcar, Inc., a subsidiary Inc. and an AIR MILES<sup>®</sup> Reward Program sponsor and rewards s signed a multi-year renewal agreement.

In February 2010, we announced the signing of a new multi-year a Dallas-based La Quinta to provide permission-based email marke La Quinta also renewed its existing agreement for Epsilon s ongo of La Quinta s frequent guest program.

In March 2010, we announced that Vision Electronics, an AIR MI sponsor since 2007, had signed a multi-year renewal agreement.

In March 2010, our private label credit card banking subsidiary, W National Bank, or WFNNB, issued \$100.8 million of asset-backed

In March 2010, WFNNB completed the renewal of its \$550.0 mill

In April 2010, we announced the signing of a new 5-year contract Board of Ontario, a top-10 AIR MILES sponsor and a sponsor sin

In May 2010, we announced that Pharmasave Atlantic, an Atlantic retailer and an AIR MILES Reward Program sponsor since 1995, agreement.

In May 2010, we announced the signing of a multi-year agreemen LP, one of Canada s leading marketers and supplier of home app AIR MILES Reward Program.

In June 2010, we announced that Washington, D.C.-based AARP renewal agreement to provide data and database marketing service member acquisition program.

In June 2010, we announced a new sponsor agreement coinciding conversation campaign with the Ontario Power Authority, represe AIR MILES Reward Program in the energy sector.

In June 2010, WFNNB completed the renewal of its \$1.2 billion of our industrial bank subsidiary, World Financial Capital Bank, or W the renewal of its \$275.0 million conduit facility, resulting in an in million in overall conduit capacity.

#### **Critical Accounting Policies and Estimates**

There have been no material changes, other than those noted below with Accounting Standards Board, or FASB, Accounting Standards Codificati and Servicing, and ASC 810, Consolidation, to our critical accounting information provided in Item 7, Management s Discussion and Analys Results of Operations, included in our 10-K for the fiscal year end

Effective January 1, 2010, our seller s interest, interest-only strips and r recorded at estimated fair value, have been reclassified, derecognized or e ASC 860 and ASC 810. Additionally, with the consolidation of World Fir Master Trust, or Master Trust, World Financial Network Credit Card Master Trust I, World Financial Network Credit Card Master Note Trust II, or N Financial Network Credit Card Master Trust III, or Master Trust III, or co and the World Financial Capital Credit Card Master Note Trust, or the W the allowance for loan loss has become a critical accounting estimate. T represents management s estimate of probable net loan losses inherent

Management evaluates its allowance for loan loss monthly for adequacy. through an adjustment to the provision for loan loss. In estimating losses portfolio, we use an approach that utilizes a migration analysis of delinque receivables. A migration analysis is a technique used to estimate the like receivable will progress through the various stages of delinquency and to analysis considers uncollectible principal, interest and fees reflected in determining the proper level of the allowance for loan loss, management may impact loan loss experience, including seasoning, loan volume and a forecasting uncertainties.

#### **Recent Accounting Pronouncements**

In October 2009, the FASB issued Accounting Standards Update Multiple-Deliverable Revenue Arrangements, which supersedes cert Revenue Recognition Multiple-Element Arrangements, and requires consideration at the inception of an arrangement to all of its deliverabl selling prices (the relative-selling-price method). ASU 2009-13 elimina method of allocation in which the undelivered element is measured at its the delivered element is measured as the residual of the arrangement con relative-selling-price method in all circumstances in which an entity re arrangement with multiple deliverables subject to ASU 2009-13. ASU 20 revenue arrangements entered into or materially modified in fiscal yea June 15, 2010. Early adoption is permitted. If we elect early adoption an interim period, we will be required to apply this ASU retrospectively for year. We can also elect to apply this ASU retrospectively for all periods evaluating the impact that the adoption of ASU 2009-13 will have on of statements.

In January 2010, the FASB issued ASU 2010-06, Fair Value Measuren amends ASC 820, Fair Value Measurements and Disclosures, to ad purchases, sales, issuances and settlements related to Level 3 measuren provide the Level 3 disclosures about purchases, sales, issuances and sett interim and annual periods beginning after December 15, 2010. The adop separate Level 3 disclosures will only impact disclosures and will not ha consolidated financial statements.

In July 2010, the FASB issued ASU 2010-20, Disclosures about the C Receivables and the Allowance for Credit Losses, which amends ASC further disaggregated disclosures that improve financial statement user nature of an entity s credit risk associated with its financing receivables a of that risk in estimating its allowance for credit losses as well as change reasons for those changes. The new and amended disclosures as of the en effective for interim and annual reporting periods ending on or after I adoption of ASU 2010-20 will only impact disclosures and will not hav consolidated financial statements.

#### **Accounting Treatment for Securitizations**

We have consolidated the credit card securitization trusts used in our sec the WFN Trusts and the WFC Trust were no longer exempt from consoli 2010, upon our adoption of ASC 860 and ASC 8

At adoption, we added approximately \$3.4 billion of assets, including a \$ loss reserves, and approximately \$3.7 billion of liabilities to our unaudite balance sheets. The impact of the new accounting is a reduction to stockhow The adoption required a full consolidation of the securitization trusts in a principles generally accepted in the United States of Ameri

Subsequent to January 1, 2010, our unaudited condensed consolidated stat reflect securitization income, but instead reflect finance charges and certa with the securitized credit card receivables. Net charge-offs associated v impact our provision for loan loss reflected in our total operating exp associated with debt issued from the trusts to third-party investors is repor costs. Additionally, we no longer receive sale accounting treatment, nor are ther revaluation of the interest-only strip receivable, as that asset is not rec accounted for as a secured borrowing. Since our securitization transaction the new accounting rules as secured borrowings rather than asset sales, transactions are presented as cash flows from financing activities rath operating or investing activities.

#### Credit Card Accountability, Responsibility, and Disclosure

On June 15, 2010, the Federal Reserve Board released the final guideline charged by financial institutions effective as of August 22, 2010. In an guidelines, we modified cardholder terms to include a \$1 processing fee decline in average late fees charged. However, the final guidelines had expected as they provide for: (1) a \$25 maximum late fee compared to 0 \$20, and (2) late fees to be charged in excess of the \$25 maximum for remonth period. Accordingly we suspended the \$1 processing fee pre implementation this summer as it is disproportionate to the anticipated if from the final rules. Instead, we will marginally increase minimum paymer fee structures to maintain the current average late fee of approximately \$2010, to be effective for November 2010.

#### 2010 Third Quarter and Full-Year Outlook

We expect double-digit consolidated revenue growth with the potential fo to generate double-digit revenue growth compared to the prior year s t Services and

Credit and Epsilon are expected to provide positive, double-digit adjusted decline is expected at LoyaltyOne. LoyaltyOne is expected to report a adjusted EBITDA primarily due to the run-off of deferred revenue rela certain split fee to non-split fee program. Adjusted EBITDA for Loyalty impacted in the second half of 2010 due to a change in sponsor mix for A the latter part of 2008 and 2009. Because service revenue is deferred and n month period, the impact of this will be realized in the second half of 2010 expect a solid third quarter.

Key metrics for the AIR MILES Reward Program continue to improve. issued during the second quarter of 2010 increased 4% compared to the representing the fourth consecutive period of quarter-over-quarter growt MILES reward miles issued in the second quarter of 2010 is below histori primarily due to slower promotional activity in the grocer sector compare quarter. Promotional activity, which can vary by quarter based upon spo generally remains stable on a yearly basis. As 2010 progresses, we expect issued to remain stable at growth of approximately 5% with potential up increases in the grocer sector. Additionally, LoyaltyOne has a partner operating a Brazilian coalition loyalty program. The initial phase is current planned investment of up to \$15.0 million in the initiative is dependent of phase and the timing of the phased program rollo

On July 1, 2010, we bolstered our data business by acquiring the Direct I division of Equifax, Inc. This division provides proprietary data-drive solutions through two complementary offerings: database marketing and including U.S. consumer demographic information. The DMS acquis materially benefit earnings in 2010, but is expected to be accretive

Key drivers in Private Label Services and Credit continue to be solid as increase in March 2010 has added approximately 1% to gross yield; c improving; and funding costs are trending downward with continued imp financings. These factors should increase net yield for the rem

Our outlook for 2010 assumed the rollout of the \$1 processing fee in the offset to the potential impact of the CARD Act requirements to 2010. As suspended this rollout. Without the benefit of the \$1 processing fee, the C expected to lower our earnings per diluted share by approximately \$0.3 results from the timing gap between when the rollout of the \$1 processi when the new cardholder terms relating to late fees can be implemented places downward risk on our estimated 2010 earning and the state of the state

#### Use of Non-GAAP Financial Measures

Adjusted EBITDA is a non-GAAP financial measure equal to income from most directly comparable GAAP financial measure, plus stock compensa income taxes, interest expense, net, merger and other costs, depreciation amortization of purchased intangibles.

We use adjusted EBITDA as an integral part of our internal reporting to a our reportable segments and to evaluate the performance of our senior EBITDA is considered an important indicator of the operational strength EBITDA eliminates the uneven effect across all business segments of non-cash depreciation of tangible assets and amortization of certain in recognized in business combinations. A limitation of this measure, however the periodic costs of certain capitalized tangible and intangible assets use our businesses. Management evaluates the costs of such tangib

assets, the impact of related impairments, as well as asset sales through ot as capital expenditures, investment spending and return on capital and excluded from adjusted EBITDA. Adjusted EBITDA also eliminates th compensation expense. Stock compensation expense is not included in th adjusted EBITDA provided to the chief operating decision maker for pur performance and decision making with respect to resource allocations. adjusted EBITDA provides useful information to our investors regarding of results of operations. Adjusted EBITDA is not intended to be a performa regarded as an alternative to, or more meaningful than, either operating a liquidity. In addition, adjusted EBITDA is not intended to represent funreinvestment or other discretionary uses, and should not be considered in for measures of performance prepared in accordance wi

The adjusted EBITDA measures presented in this Quarterly Report or comparable to similarly titled measures presented by other companies, a corresponding measures used in our various agreen

|                                       | Three Months Ended<br>June 30, |                       |  |
|---------------------------------------|--------------------------------|-----------------------|--|
|                                       | 2010 2009                      |                       |  |
| Income from continuing operations     | \$ 47,320                      | (In thou<br>\$ 28,387 |  |
| Stock compensation expense            | 12,415                         | 10,698                |  |
| Provision for income taxes            | 29,212                         | 18,085                |  |
| Interest expense, net                 | 83,848                         | 34,107                |  |
| Merger and other costs <sup>(1)</sup> |                                | 64                    |  |
| Depreciation and other amortization   | 16,580                         | 15,300                |  |
| Amortization of purchased intangibles | 17,841                         | 15,815                |  |
| Adjusted EBITDA                       | \$ 207,216                     | \$ 122,456            |  |

(1) Represents investment banking, legal and accounting costs directly as merger with an affiliate of The Blackstone Group. Other costs represe related to the departure of certain employees resulting from cost savin non-routine costs associated with the disposition of certain businesses

## **Results of Continuing Operations**

## Three months ended June 30, 2010 compared to the three months

|  |    | Three Months Endo<br>June 30,<br>2010 200 |      |         |
|--|----|---|------|---------|
|  |    | 2010                                      |      | 2009    |
| Revenue:                                     |    | (In tr                                    | ious | ands, e |
| LoyaltyOne                                   | \$ | 191,531                                   | \$   | 167,3   |
| Epsilon                                      | Ψ  | 137,024                                   | Ψ    | 123,0   |
| Private Label Services and Credit            |    | 343,260                                   |      | 156,8   |
| Corporate/Other                              |    | 388                                       |      | 10,3    |
| Eliminations                                 |    | (2,485)                                   |      | ,       |
| Total  | \$ | 669,718                                   | \$   | 457,5   |
| Adjusted EBITDA <sup>(1)</sup> :             |    |   |      |         |
| LoyaltyOne                                   | \$ | 58,666                                    | \$   | 38,3    |
| Epsilon                                      |    | 31,277                                    |      | 30,3    |
| Private Label Services and Credit            |    | 133,229                                   |      | 60,9    |
| Corporate/Other                              |    | (14,243)                                  |      | (7,2    |
| Eliminations                                 |    | (1,713)                                   |      |         |
| Total  | \$ | 207,216                                   | \$   | 122,43  |
| Stock compensation expense:                  |    |   |      |         |
| LoyaltyOne                                   | \$ | 2,365                                     | \$   | 2,2     |
| Epsilon                                      |    | 2,166                                     |      | 1,9     |
| Private Label Services and Credit            |    | 1,777                                     |      | 1,6     |
| Corporate/Other                              |    | 6,107                                     |      | 4,9     |
| Total  | \$ | 12,415                                    | \$   | 10,6    |
| Depreciation and amortization:               |    |   |      |         |
| LoyaltyOne                                   | \$ | 6,147                                     | \$   | 4,9     |
| Epsilon                                      |    | 18,076                                    |      | 17,8    |
| Private Label Services and Credit            |    | 8,532                                     |      | 5,8     |
| Corporate/Other                              |    | 1,666                                     |      | 2,4     |
| Total  | \$ | 34,421                                    | \$   | 31,1    |
| Operating income from continuing operations: |    |   |      |         |
| LoyaltyOne                                   | \$ | 50,154                                    | \$   | 31,1    |
| Epsilon                                      |    | 11,035                                    |      | 10,6    |
| Private Label Services and Credit            |    | 122,920                                   |      | 53,5    |
| Corporate/Other                              |    | (22,016)                                  |      | (14,7   |
| Eliminations                                 |    | (1,713)                                   |      |         |
| Total  | \$ | 160,380                                   | \$   | 80,5    |
| Adjusted EBITDA margin <sup>(2)</sup> :      |    |   |      |         |
| LoyaltyOne                                   |    | 30.6%                                     |      | 22      |
| Epsilon                                      |    | 22.8                                      |      | 24      |
| Private Label Services and Credit            |    | 38.8                                      |      | 38      |
| Total  |    | 30.9%                                     |      | 26      |

| Segment operating data:            |              |             |
|------------------------------------|--------------|-------------|
| Private Label statements generated | 35,559       | 31,1        |
| Credit sales                       | \$ 2,220,513 | \$ 1,944,2  |
| Average credit card receivables    | \$ 4,992,034 | \$ 4,136,72 |
| AIR MILES reward miles issued      | 1,165,089    | 1,122,5     |
| AIR MILES reward miles redeemed    | 801,111      | 756,93      |
|                                    |              |             |

(1) Adjusted EBITDA is equal to income from continuing operations, plus stock co for income taxes, interest expense, net, merger and other costs, depreciation and reconciliation of adjusted EBITDA to income from continuing operations, the n financial measure, see Use of Non-GAAP Financial Measures included in th

(2) Adjusted EBITDA margin is adjusted EBITDA divided by revenue. Manageme margin to analyze the operating performance of the segments and the impact rev expenses.

\* Not Meaningful

#### **Consolidated Operating Results:**

*Revenue.* Total revenue increased \$212.2 million, or 46.4%, to \$669.7 m ended June 30, 2010 from \$457.5 million for the comparable period in 20 the following:

*Transaction*. Revenue decreased \$25.4 million, or 26.7%, to \$69.3 months ended June 30, 2010 due to several factors:

elimination of servicing fees of \$17.9 million from the credit as a result of the adoption of ASC 860 and ASC 810. In its c of our respective banks earns a fee from the credit card secur and administer its receivables, collect payments, and chargereceivables. Upon consolidation of the credit card securitizat eliminated;

a decline in merchant fees, which are transaction fees charge million attributable to increases in royalty payments to our re decline in fees earned from deferred programs; and

a decline in transition services revenue of \$7.3 million from the acquirers of our merchant services and utility services bu longer in place in 2010.

These decreases were offset in part by increased AIR MILES reward \$7.8 million due to a favorable foreign currency exchange rate and growth miles issued. Our issuance fees, which consist of fees for marketing an provided to sponsors, are recognized pro rata over the estimated life of an The average foreign currency exchange rate for the current year period compared to \$0.87 in the prior year period. Additionally, debt cancellat credit card holders increased \$4.8 million due to higher volumes in part acquisition of the Charming Shoppes credit card pro-

> *Redemption.* Revenue increased \$13.7 million, or 12.0%, to \$127. months ended June 30, 2010 due to a favorable foreign currency of favorably impacted revenue by \$15.3 million. Redemption revenu (Canadian dollars) decreased approximately CAD \$1.6 million, al increased 5.8%. This resulted from a reduction in the amortization to the conversion of a certain split fee to non-split fee program. Re as these AIR MILES reward miles have been redeemed. As of Jun minimal amount of deferred revenue related to the conversion ren

> Securitization income. Securitization income decreased \$93.2 mil ASC 860 and ASC 810 and the consolidation of the credit card se securitization income is no longer reflected. Amounts that were pu financial statement line item are now reflected in finance charges, condensed consolidated statements of income.

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*Finance charges, net.* Revenue increased \$308.1 million to \$319.3 months ended June 30, 2010. On a conformed presentation, adjust income for securitization funding costs and credit losses which to revenue increased \$76.4 million. The increase was a result of cont portfolio growth of 20.7%, credit sales growth of 14.2% and an in basis points to 25.6% for the current period.

Database marketing fees and direct marketing. Revenue increased to \$135.0 million for the three months ended June 30, 2010. The c continue to build from recent client signings and expansion of serincreasing 14.2 % for the three months ended June 30, 2010. The catalog business are continuing from the first quarter. Our large ca Abacus, achieved solid revenue growth of 14.5% during the second data sector continues to show positive momentum, signifying the for rich insight to drive targeted marketing initiatives.

Other revenue. Revenue decreased \$6.3 million, or 25.6%, to \$18 months ended June 30, 2010 due to (1) the inclusion in 2009 of re MasterCard Incorporated class B stock, and (2) the elimination of million from investments held by LoyaltyOne in the credit card se their consolidation in 2010 upon adoption of ASC 860 and ASC 8 *Cost of operations.* Cost of operations increased \$31.1 million, or 9.5% three months ended June 30, 2010. The increase was driven b

higher payroll and benefit costs in Private Label Services and Cre Epsilon of \$10.7 million as a result of growth in both segments;

increases in the cost of redemptions for the AIR MILES Reward F driven by the increase in average foreign currency exchange rates. for the AIR MILES Reward Program in local currency was relative increasing CAD \$0.4 million; and

credit card related expenses such as marketing, credit bureau and j the current period as compared to the prior year period due to high Increases in cost of operations were partially offset by a decrease in fore second quarter of 2009, we recognized a foreign exchange loss of \$15.9 m investments held at LoyaltyOne.

General and administrative. General and administrative expenses increase \$21.5 million for the three months ended June 30, 2010. The increase expense associated with the departure of certain associates and an increase for the current year period as compared to the prior year

Provision for loan loss. Provision for loan loss was \$95.7 million for the t 2010. In 2009, net losses were netted against securitization income. On provision for loan loss decreased \$7.9 million, or 7.6%, as compared provision for loan loss of \$103.6 million. The decrease was a result of co rate.

Depreciation and other amortization. Depreciation and other amortizatio 8.4%, to \$16.6 million for the three months ended June 30, 2010 due to service during the second half of 2009 and 2010

Amortization of purchased intangibles. Amortization of purchased intangion or 12.8%, to \$17.8 million for the three months ended June 30, 2010 as assets acquired with the Charming Shoppes credit card program

*Interest expense.* Total interest expense, net increased \$49.7 million, or 1 the three months ended June 30, 2010 from \$34.1 million for the compa increase was due to the following:

Securitization funding costs. Securitization funding costs were \$4 months ended June 30, 2010. In 2009, these costs were netted aga and totaled \$34.9 million. The increase in these costs is due to gro compared to June 30, 2009, and the amortization of securitized fe

Interest expense on certificates of deposit. Interest expense on cert increased \$0.8 million to \$7.6 million for the three months ended million for the comparable period in 2009 due to higher average b decline in interest rates.

Interest expense on long-term and other debt, net. Interest expense debt, net increased \$5.3 million, to \$32.6 million for the three mon from \$27.3 million for the comparable period in 2009. The increase resulted from a \$4.4 million increase in the amortization of the dis convertible senior notes, an increase of \$0.9 million for our credit average balances and the amortization of debt issuance costs of \$0 Merger costs (reimbursements). In 2010, there were no merger costs or r three months ended June 30, 2009, we incurred approximately \$0.1 milli with our proposed merger with an affiliate of The Blackstone Group. W costs associated with the proposed merger.

*Taxes.* Income tax expense increased \$11.1 million to \$29.2 million, or 6 ended June 30, 2010 from \$18.1 million for the comparable period in 2 taxable income, partially offset by a decrease in our effective tax rate to 3 ended June 30, 2010 from 38.9% for the comparable peri

Income (loss) from discontinued operations. In 2010, there were no gain discontinued operations. Income from discontinued operations, net of ta three months ended June 30, 2009 related to the terminated operations of and catalog retailer VENUE.

#### Segment Information:

*Revenue*. Total revenue increased \$212.2 million, or 46.4%, to \$669.7 m ended June 30, 2010 from \$457.5 million for the comparable period in 20 the following:

*LoyaltyOne.* Revenue increased \$24.2 million, or 14.5%, to \$191.. months ended June 30, 2010 due to a favorable foreign currency e impacted revenue by \$22.3 million. Redemption revenue in local approximately CAD \$1.6 million, although miles redeemed increa of a decline in the amortization of deferred revenue related to the fee to non-split fee program. As of June 30, 2010, there is a minin revenue remaining. This decline was offset by an increase in issua million as a result of the growth in AIR MILES reward miles issue

*Epsilon.* Revenue increased \$14.0 million, or 11.4%, to \$137.0 million, or 2010. The database/digital businesses continued the organic revenue growth, increasing 14.2% as compared to the three 2009. Momentum in this group continues to build as, increasingly companies are directing a portion of their marketing spend to Epsiloenefited from the number of new client signings in 2009, a trend 2010 with two large client wins and three expansion agreements. Which operates a larger coalition database, achieved solid revenue the second quarter of 2010, continuing the positive trend from the data sector continues to show positive momentum, signifying the for rich insight to drive targeted marketing initiatives.

*Private Label Services and Credit.* Revenue increased \$186.4 mill million for the three months ended June 30, 2010. On a conformer 2009 revenue for securitization funding costs and credit losses of increased \$47.9 million, or 16.2%. The increase was a result of co

portfolio growth of 20.7%, credit sales growth of 14.2% and an in

*Corporate/Other*. Revenue decreased \$10.0 million to \$0.4 millio ended June 30, 2010 due to a decline in transition services revenu associated with the acquirers of our merchant services and utility were no longer in place in 2010.

Adjusted EBITDA. For purposes of the discussion below, adjusted EBITI continuing operations plus stock compensation expense, provision for inc net, merger and other costs, depreciation and amortization. Adjusted E million, or 69.2%, to \$207.2 million for the three months ended June 30, for the comparable period in 2009. The increase was due to

LoyaltyOne. Adjusted EBITDA increased \$20.3 million, or 53.0% adjusted EBITDA margin increased to 30.6% for the three months compared to 22.9% in the same period in 2009. The increase in 20 impact of a foreign exchange loss of \$15.9 million in 2009 related investments, as well as the impact of a favorable currency exchange period. In local currency, excluding the impact of the foreign curradjusted EBITDA decreased CAD \$3.9 million. The decline in addue to lower margins on AIR MILES reward miles redeemed as w costs due to the timing of certain marketing campaigns.

*Epsilon*. Adjusted EBITDA was relatively flat, increasing \$0.9 mi million but adjusted EBITDA margin decreased to 22.8% for the t 2010 compared to 24.7% in the same period in 2009. This was dri growth offset by increases in payroll costs, due to an increase in h employees is expected to support anticipated revenue growth in the

*Private Label Services and Credit.* Adjusted EBITDA increased \$ \$133.2 million for the three months ended June 30, 2010 while ad decreased slightly to 38.8% for the three months ended June 30, 2 the same period in 2009. On a conformed presentation, adjusting 2 \$103.6 million due to the adoption of ASC 860 and ASC 810, adj \$37.3 million, or 38.9%, and adjusted EBITDA margin increased Adjusted EBITDA and adjusted EBITDA margin were positively in our average credit card receivable balances which increased 20 improvement in our gross yield and an improvement in credit loss year.

*Corporate/Other*. Adjusted EBITDA decreased \$7.0 million to a l three months ended June 30, 2010, as a result of \$1.6 million in set increase in incentive compensation as compared to the second quater second quarter of 2009 was impacted by a \$2.6 million non-in which did not reoccur in the second quarter of 2010.

# **Results of Continuing Operations**

# Six months ended June 30, 2010 compared to the six months en

|  | Six Mont<br>June |       | nded     |
|--|------------------|-------|----------|
|  | 2010             | . 50, | 2009     |
|  |                  | iousa | ands, ex |
| Revenue:                                     |                  |       | , .      |
| LoyaltyOne                                   | \$<br>391,201    | \$    | 327,97   |
| Epsilon                                      | 263,331          |       | 240,56   |
| Private Label Services and Credit            | 682,464          |       | 345,97   |
| Corporate/Other                              | 1,153            |       | 22,46    |
| Eliminations                                 | (4,894)          |       |          |
| Total  | \$<br>1,333,255  | \$    | 936,99   |
| Adjusted EBITDA <sup>(1)</sup> :             |                  |       |          |
| LoyaltyOne                                   | \$<br>112,253    | \$    | 93,23    |
| Epsilon                                      | 58,563           |       | 52,52    |
| Private Label Services and Credit            | 272,984          |       | 148,46   |
| Corporate/Other                              | (30,183)         |       | (19,94   |
| Eliminations                                 | (3,426)          |       |          |
| Total  | \$<br>410,191    | \$    | 274,28   |
| Stock compensation expense:                  |                  |       |          |
| LoyaltyOne                                   | \$<br>4,528      | \$    | 6,28     |
| Epsilon                                      | 4,136            |       | 5,22     |
| Private Label Services and Credit            | 3,539            |       | 4,63     |
| Corporate/Other                              | 10,818           |       | 12,52    |
| Total  | \$<br>23,021     | \$    | 28,65    |
| Depreciation and amortization:               |                  |       |          |
| LoyaltyOne                                   | \$<br>12,284     | \$    | 9,91     |
| Epsilon                                      | 36,092           |       | 33,83    |
| Private Label Services and Credit            | 17,021           |       | 11,93    |
| Corporate/Other                              | 3,195            |       | 4,74     |
| Total  | \$<br>68,592     | \$    | 60,41    |
| Operating income from continuing operations: |                  |       |          |
| LoyaltyOne                                   | \$<br>95,441     | \$    | 77,04    |
| Epsilon                                      | 18,335           |       | 13,46    |
| Private Label Services and Credit            | 252,424          |       | 131,90   |
| Corporate/Other                              | (44,196)         |       | (40,21   |
| Eliminations                                 | (3,426)          |       |          |
| Total  | \$<br>318,578    | \$    | 182,19   |
| Adjusted EBITDA margin <sup>(2)</sup> :      |                  |       |          |
| LoyaltyOne                                   | 28.7%            |       | 28       |
| Epsilon                                      | 22.2             |       | 21       |
| Private Label Services and Credit            | 40.0             |       | 42       |
| Total  | 30.8%            |       | 29       |

| Segment operating data:            |              |             |
|------------------------------------|--------------|-------------|
| Private Label statements generated | 71,800       | 63,02       |
| Credit sales                       | \$ 4,073,243 | \$ 3,492,36 |
| Average credit card receivables    | \$ 5,088,590 | \$ 4,187,55 |
| AIR MILES reward miles issued      | 2,202,768    | 2,108,79    |
| AIR MILES reward miles redeemed    | 1,694,264    | 1,543,96    |
|                                    |              |             |

(1) Adjusted EBITDA is equal to income from continuing operations, plus stock co for income taxes, interest expense, net, merger and other costs, depreciation and reconciliation of adjusted EBITDA to income from continuing operations, the n financial measure, see Use of Non-GAAP Financial Measures included in th

(2) Adjusted EBITDA margin is adjusted EBITDA divided by revenue. Manageme margin to analyze the operating performance of the segments and the impact rev expenses.

\* Not Meaningful

#### **Consolidated Operating Results:**

*Revenue*. Total revenue increased \$396.3 million, or 42.3%, to \$1.33 billi June 30, 2010 from \$937.0 million for the comparable period in 2009. T following:

*Transaction*. Revenue decreased \$43.2 million, or 22.8%, to \$145 months ended June 30, 2010 due to the following factors:

elimination of servicing fees of \$36.2 million from the credit as a result of the adoption of ASC 860 and ASC 810. In its c of our respective banks earns a fee from the credit card secur and administer its receivables, collect payments, and chargereceivables. Upon consolidation of the credit card securitizat eliminated;

a decrease in merchant fees, which are transaction fees charg million attributable to increases in royalty payments to our re decline in fees earned from deferred programs; and

a decline in transition services revenue of \$18.9 million from with the acquirers of our merchant services and utility servic no longer in place in 2010.

Shoppes credit card program.

These decreases were offset in part by increased AIR MILES reward mi million due to a favorable foreign currency exchange rate and growth in miles issued. Our issuance fees, which consist of marketing and administ sponsors, are recognized pro rata over the estimated life of an AIR MILE foreign currency exchange rate for the current year period increased to \$0 the prior year period. Debt cancellation premiums received from our cre \$8.3 million resulting from higher volumes in part from the October 2009

> *Redemption.* Revenue increased \$40.2 million, or 17.8%, to \$266. ended June 30, 2010 due to a favorable foreign currency exchange impacted revenue by \$36.8 million. Redemption revenue in local increased approximately CAD \$3.4 million, or 1.2%, although AI redeemed increased 9.7%. This is due to the decline in the amortiz related to the conversion of a certain split fee to non-split fee prog recognized as these AIR MILES reward miles have been redeemed there is a minimal amount of deferred revenue related to the conversion.

> Securitization income. Securitization income decreased \$216.6 m ASC 860 and ASC 810 and the consolidation of the credit card se securitization income is no longer reflected. Amounts that were p financial statement line item are now reflected in finance charges, condensed consolidated statements of income.

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*Finance charges, net.* Revenue increased \$596.6 million to \$625.6 ended June 30, 2010. On a conformed presentation, adjusting 2000 securitization funding costs and credit losses which totaled \$266.0 \$114.0 million. The increase was a result of continued positive tree 21.5% and credit sales growth of 16.6%, offset in part by a slight which was 24.6% for the current period as compared to 25.9% for

Database marketing fees and direct marketing. Revenue increased to \$260.2 million for the six months ended June 30, 2010. The dat continue to build from recent client signings and expansion of serincreasing 12.2%. Our catalog business has shown positive trends compared to the prior year. Our large catalog coalition database, A revenue growth of 14.1% as the data sector continues to show posthe demand that marketers have for rich insight to drive targeted n growth in strategic database and our catalog business was partially agency business.

Other revenue. Revenue decreased \$5.6 million, or 13.8%, to \$35 ended June 30, 2010 due to (1) the inclusion in 2009 of revenue fi MasterCard Incorporated class B stock, and (2) the elimination of million from investments held by LoyaltyOne in the credit card se their consolidation in 2010 upon adoption of ASC 860 and ASC 8 *Cost of operations.* Cost of operations increased \$70.0 million, or 10.8%, months ended June 30, 2010. The increase was driven by t

> higher payroll and benefit costs in Private Label Services and Cre Epsilon of \$13.0 million due to growth in both of the segments;

> increases in the cost of redemptions for the AIR MILES Reward F driven by the increase in average foreign currency exchange rates. for the AIR MILES Reward Program in local currency increased ( 6.6%, due to an increase in miles redeemed; and

credit card related expenses such as marketing, credit bureau and p in the current period as compared to the prior year period due to h Increases in cost of operations were partially offset by a decrease in foreig million. In the second quarter of 2009, we recognized a foreign exchange to certain U.S. investments held at LoyaltyOne

*General and administrative*. General and administrative expenses decreas \$43.7 million for the six months ended June 30, 2010. The decrease w medical and benefit costs for the six months ended June 30, 2010 as concomparable period.

Provision for loan loss. Provision for loan loss was \$184.6 million for the 2010. In 2009, net losses were netted against securitization income. On provision for loan loss decreased \$13.0 million, or 6.6%, as compared to period provision for loan loss of \$197.6 million. The decrease was a result the loss rate.

Depreciation and other amortization. Depreciation and other amortization 8.4%, to \$32.9 million for the six months ended June 30, 2010 due to c internally developed software projects placed in service during the second

Amortization of purchased intangibles. Amortization of purchased intang or 18.7%, to \$35.7 million for the six months ended June 30, 2010 as a re acquired in the October 2009 acquisition of the Charming Shoppes

Interest expense. Total interest expense, net increased \$101.2 million, or for the six months ended June 30, 2010 from \$65.4 million for the comp increase was due to the following:

Securitization funding costs. Securitization funding costs were \$8 months ended June 30, 2010. In 2009, these costs were netted aga and totaled \$68.4 million. Increases in securitization funding costs borrowings from the growth in the portfolio as compared to June

amortization of securitized fees.

*Interest expense on certificates of deposit.* Interest expense on cert increased \$3.0 million to \$16.2 million for the six months ended J million for the comparable period in 2009 due to higher average b decline in interest rates.

Interest expense on long-term and other debt, net. Interest expense debt, net increased \$12.9 million, or 24.7%, to \$65.1 million for th June 30, 2010 from \$52.2 million for the comparable period in 20 expense resulted from a \$9.9 million increase in the amortization with our convertible senior notes, an increase of \$1.3 million for of higher average balances and the amortization of debt issuance coss *Merger costs (reimbursements)*. In 2010, there were no merger costs or r six months ended June 30, 2009, we received a reimbursement of \$0.5 m with our proposed merger with an affiliate of The Blackstone Group. We costs associated with the proposed merger.

*Taxes.* Income tax expense increased \$12.7 million, or 28.0%, to \$58.1 ended June 30, 2010 from \$45.4 million for the comparable period in 2 taxable income, partially offset by a decrease in our effective tax rate to 3 ended June 30, 2010 from 38.8% for the comparable peri

Income (Loss) from discontinued operations. In 2010, there were no gain discontinued operations. Loss from discontinued operations, net of taxes months ended June 30, 2009 related to the sale of the remaining portion business, offset by income from the terminated operations of our credit p retailer VENUE.

#### Segment Information:

*Revenue*. Total revenue increased \$396.3 million, or 42.3%, to \$1.33 billi June 30, 2010 from \$937.0 million for the comparable period in 2009. T following:

> *LoyaltyOne.* Revenue increased \$63.2 million, or 19.3%, to \$391. ended June 30, 2010 due to a favorable foreign currency exchange currency exchange rate for the current year period increased to \$0 the prior year period, which favorably impacted revenue by \$53.2 (Canadian dollars), revenue increased approximately CAD \$7.1 m redemption revenue increased CAD \$3.4 million, or 1.2%, miles m This was a result of a decline in the amortization of deferred reven of a certain split fee to non-split fee program as the AIR MILES m been redeemed. As of June 30, 2010, there is a minimal amount of remaining. Issuance revenue in local currency also increased \$6.4 reward miles issued grew 4.5%. As 2010 progresses, we expect A issued to continue to return to a growth rate of 7% 8%, consister periods.

> *Epsilon.* Revenue increased \$22.8 million, or 9.5%, to \$263.3 mill ended June 30, 2010. The database/digital businesses continued the organic revenue growth, increasing 12.2% as compared to the six 2009. Momentum in this group continues to build as, increasingly companies are directing a portion of their marketing spend to Epsibenefited from the number of client signings in 2009 which has colarge client wins and three expansion agreements. Our large catalor Abacus, achieved solid revenue growth of 14.1% during the six m continuing the positive trend from the first quarter of 2010. The dapositive momentum, signifying the demand that marketers have for targeted marketing initiatives. The growth in strategic database an

partially offset by declines in our agency business.

*Private Label Services and Credit.* Revenue increased \$336.5 mil million for the six months ended June 30, 2010. On a conformed prevenue for

securitization funding costs and credit losses which totaled \$612.0 \$70.5 million, or 11.5%. The increase was a result of continued por growth of 21.5% and credit sales growth of 16.6%. The increase w slight decline in gross yield, which was 24.6% for the current peri for the prior period. Gross yields dipped temporarily in February 2 implementation of certain provisions of the CARD Act. However, implementation of new cardholder terms returned gross yields to be are anticipated to remain.

*Corporate/Other*. Revenue decreased \$21.3 million to \$1.2 million June 30, 2010 due to a decline of \$18.9 million in transition service agreements associated with the acquirers of our merchant services businesses, which were no longer in place in 2010.

Adjusted EBITDA. For purposes of the discussion below, adjusted EBITI continuing operations plus stock compensation expense, provision for inc net, merger and other costs, depreciation and amortization. Adjusted E million, or 49.6%, to \$410.2 million for the six months ended June 30, 20 the comparable period in 2009. The increase was due to the

LoyaltyOne. Adjusted EBITDA increased \$19.0 million, or 20.4% adjusted EBITDA margin increased to 28.7% for the six months e compared to 28.4% in the same period in 2009. The increase in 20 impact of a foreign exchange loss of \$15.9 million in the second q certain U.S. investments, as well as the impact of a favorable curr currency, excluding the impact of the foreign currency exchange I decreased CAD \$12.5 million. The decline in adjusted EBITDA is margins on AIR MILES reward miles redeemed as well as increase the timing of certain marketing campaigns.

*Epsilon*. Adjusted EBITDA increased \$6.0 million, or 11.5%, to \$EBITDA margin increased to 22.2% for the six months ended Jun 21.8% in the same period in 2009. This was driven by revenue gro increases in payroll costs due to an increase in headcount. This increase to support anticipated revenue growth in the second half

*Private Label Services and Credit*. Adjusted EBITDA increased \$ \$273.0 million for the six months ended June 30, 2010 while adju decreased to 40.0% for the six months ended June 30, 2010 comp. period in 2009. On a conformed presentation, adjusting 2009 for f million due to the adoption of ASC 860 and ASC 810, adjusted EB million, or 25.9%, and adjusted EBITDA margin increased to 40.0 EBITDA and adjusted EBITDA margin were positively impacted average credit card receivable balances which increased 21.5% froc credit sales which increased 16.6% from 2009 and an improvement compared to the prior year.

*Corporate/Other*. Adjusted EBITDA decreased \$10.2 million to a the six months ended June 30, 2010 related to \$2.6 million in seve in incentive compensation as compared to the prior year period. A 2009 was impacted by a \$2.6 million non-income based tax benef

# 2010.

## Asset Quality

Our delinquency and net charge-off rates reflect, among other factors, the label credit card receivables, the average age of our various private la portfolios, the success of our collection and recovery efforts, and general average age of our private label credit

card portfolio affects the stability of delinquency and loss rates of the por resources on refining our credit underwriting standards for new accounts charge-off recovery efforts to minimize net loss

An older private label credit card portfolio generally drives a more st portfolio. At June 30, 2010, 63.4% of our accounts with balances and 64, accounts with origination dates greater than 24 months old. At June 30, 2 with balances and 62.8% of receivables were for accounts with origin 24 months old.

Delinquencies. A credit card account is contractually delinquent if we de payment by the specified due date on the cardholder s statement. W delinquent, we print a message on the cardholder s billing statement re account becomes 30 days past due, a proprietary collection scoring algorit risk of the account rolling to a more delinquent status. The collection sy collection strategy for the past due account based on the collection score dictates the contact schedule and collections priority for the account. If collection after exhausting all in-house efforts, we engage collection agence continue those efforts.

The following table presents the delinquency trends of our cred

|  | June 30,<br>2010<br>(In the | % of<br>total<br>ousands, |
|--|-----------------------------|---------------------------|
| Receivables outstanding principal            | \$ 4,816,039                | 100                       |
| Principal receivables balances contractually |                             |                           |
| delinquent:                                  |                             |                           |
| 31 to 60 days                                | 86,200                      | 1.8                       |
| 61 to 90 days                                | 60,197                      | 1.2                       |
| 91 or more days                              | 115,816                     | 2.4                       |
| Total  | \$ 262,213                  | 5.4                       |

*Net Charge-Offs.* Net charge-offs comprise the principal amount of losses or unable to pay their account balances, as well as bankrupt and decease period recoveries. The following table presents our net charge-offs for the credit card receivables represents the average balance of the cardholder r of each month in the periods indicated.

|                         | Three Months Ended<br>June 30, |             | Sir             |           |
|-------------------------|--------------------------------|-------------|-----------------|-----------|
|                         |                                | 2010        | 2009            | 2010      |
|                         |                                |             | (In the         | ousands)  |
| Average credit card     |                                |             |                 |           |
| receivables             | \$ 4                           | 4,992,034   | \$4,136,726     | \$ 5,088, |
| Net charge-offs         | \$                             | 112,424     | 103,558         | 234,      |
| Net charge-offs as a    |                                |             |                 |           |
| percentage of average   |                                |             |                 |           |
| credit card receivables |                                |             |                 |           |
| (annualized)            |                                | 9.0%        | 10.0%           | )         |
| × ,                     |                                | Liquidity a | nd Capital Reso | ources    |

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*Operating Activities.* We have historically generated cash flows from a mount may vary based on fluctuations in working capital and the timin activity. Our operating cash flow is seasonal, with cash utilization peaki due to increased activity in our Private Label Services and Credit segme sales.

We generated cash flow from operating activities of \$446.5 million and months ended June 30, 2010 and 2009, respectively. The increase in oper increased

profitability, including non-cash charges to income such as an increase provision for loan loss as a result of the consolidation of the credit card se generated positive operating cash flow of \$33.5 million from increases in the timing of payments for other assets. Also impacting cash flow from c from trusts. In 2009, the amounts due from the trusts were included in ot use of cash as amounts increased during the period. In 2010, with th securitization trusts upon the adoption of ASC 860 and ASC 810, amount trusts were eliminated. We utilize our cash flow from operations for on acquisitions and capital expenditures.

Investing Activities. Cash provided by investing activities was \$184.9 r ended June 30, 2010. Cash used by investing activities was \$249.4 millio June 30, 2009. Significant components of investing activities

Credit Card Receivables Funding. Cash increased \$276.4 million receivables from the seasonal pay down of our credit card receival

*Cash Collateral, Restricted.* Cash decreased \$95.1 million due to credit card securitization trusts cash collateral accounts.

*Capital Expenditures.* Our capital expenditures for the six months \$31.5 million compared to \$24.2 million for the comparable period capital expenditures to be approximately 3% of annual revenue for *Financing Activities.* Cash used in financing activities was \$674.3 million June 30, 2010 as compared to \$8.1 million for the six months ended Jure activities during the six months ended June 30, 2010 relate primarily to be debt, including certificates of deposit and asset-backed securities debt, a stock.

Adoption of ASC 860 and ASC 810. The consolidation of the WFN Trusts in \$81.6 million in cash and cash equivalents as of January 1, 2010, whic operating, financing and investing activities.

Liquidity Sources. In addition to cash generated from operating activitie liquidity include our securitization program, certificates of deposit issue credit facility and issuances of equity securities

In addition to our efforts to renew and expand our current facilities, we co of liquidity. We have also expanded our brokered certificates of deposit our credit card receivables.

We believe that internally generated funds and other sources of liquidit sufficient to meet working capital needs, capital expenditures, and other l least the next 12 months.

Securitization Program. Since January 1996, we have sold a majority of originated by WFNNB to WFN Credit Company, LLC and WFN Fundin in turn sold them to the WFN Trusts as part of our securitization progra initiated a securitization program for the credit card receivables originated World Financial Capital Credit Company, LLC which in turn sold them securitization programs are the primary vehicle through which we finance credit card receivables.

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Historically, we have used both public and private asset-backed securities private conduit facilities as sources of funding for our credit card rece facilities have been used to accommodate seasonality needs and to b asset-backed securitization transactions.

We have secured and continue to secure the necessary commitments securitized credit card receivables originated by WFNNB and WFCB. commitments are short-term in nature and subject to renewal. There is funding sources, when they mature, will be renewed on similar terms unsuitable volumes and pricing levels in the asset-backed secur

As of June 30, 2010, the WFN Trusts and the WFC Trust had approx securitized credit card receivables. Securitizations require credit enhance spread deposits and additional receivables. The credit enhancement is outstanding balances of the series issued by the WFN Trusts and the performance of the private label credit cards in these securit

In March 2010, Master Trust II issued \$100.8 million of term asset-backed offering consisted of \$65.0 million of Class A Series 2010-1 asset-back interest rate of 4.2% per year, \$9.8 million of Class M Series 2010-1 asset fixed interest rate of 5.3% per year, \$6.6 million of Class B Series 2010 have a fixed interest rate of 6.3% per year, \$11.6 million of Class C Serie that have a fixed interest rate of 7.0% per year and \$7.8 million of Class I notes which were retained by us. The Class A notes will mature in Novem will mature in December 2012, the Class B notes will mature in January 2 mature in February 2013 and the Class D notes will mature in March 201 the WFN Trusts, the Class D Series 2010-1 notes are eliminated from consolidated financial statements.

At June 30, 2010, we had \$3.4 billion of asset-backed securities debt ow of which \$253.6 million is due within the next 12 m

In July 2010, Master Trust I issued \$450.0 million of term asset-backed public offering. The offering consisted of \$355.5 million of Class A Series that have a fixed interest rate of 3.96% per year, \$16.9 million of Class M notes that have a fixed interest rate of 5.2% per year, \$21.4 million of asset-backed notes that have a fixed interest rate of 6.75% per year and Series 2010-A asset-backed notes that have a fixed interest rate of 5.0% p M, Class B and Class C notes will all mature in June 2015. The Class C retained by us. With the consolidation of the WFN Trusts, the Class C eliminated from the unaudited condensed consolidated finance

During the first quarter of 2010, we renewed our \$550.0 million 2009-V Master Trust III, extending the maturity to September

During the second quarter of 2010, we renewed our \$1.2 billion 2009-V Master Trust I, extending the maturity to June 23, 2011, and our \$275.0 facility under the WFC Trust, extending the maturity to June 2004.

#### Debt

On June 18, 2010, we amended our \$750.0 million unsecured revolving application of ASC 860 and ASC 810 and the calculation of cov

On June 18, 2010, we amended our term loan agreement to clarify the a ASC 810 and the calculation of covenant compliance. In addition, the prepayments that were required beginning June 30, 2010 and now provide paid at maturity, March 30, 2012.

On August 6, 2010, we, as borrower, and ADS Alliance Data Systems, In Inc., Alliance Data Foreign Holdings, Inc., Epsilon Marketing Service Management, LLC, as guarantors, entered into a term loan agreement, on Bank of Montreal, as administrative agent, and various other agents and b is an unsecured loan in the amount of \$200.0 million with the option, up to date, to increase the amount by \$100.0 million up to a total loan amou borrowed \$221.0 million on August 6, 2010, and \$79.0 million remains increase. The proceeds were used to refinance existing indebtedness. Ar 2010 Term Loan are scheduled to mature on March 3

As of June 30, 2010, we were in compliance with our financial covenant Notes to Unaudited Condensed Consolidated Financial Statements for mo debt.

## Item 3. Quantitative and Qualitative Disclosures About Market Risk Market Risk

Market risk is the risk of loss from adverse changes in market prices and risks include interest rate risk, credit risk, foreign currency exchange rate risk.

There has been no material change from our Annual Report on Form December 31, 2009 related to our exposure to market risk from interest r currency exchange rate risk and redemption reward

## Item 4. Controls and Procedures. Conclusion Regarding the Effectiveness of Disclosure Control

As of June 30, 2010, we carried out an evaluation, under the supervision a our management, including our Chief Executive Officer and Chief F effectiveness of the design and operation of our disclosure controls an Rule 13a-15 of the Securities Exchange Act of 1934. Based upon that eva Officer and Chief Financial Officer concluded that as of June 30, 2010 (t quarter), our disclosure controls and procedures are effective. Disclosure controls and procedures designed to ensure that information required to filed or submitted under the Securities Exchange Act of 1934 is recorded, reported within the time periods specified in the SEC s rules and form procedures designed to ensure that information we are required to disaccumulated and communicated to management, including our Chief Exchange Act of Officer, as appropriate to allow timely decisions regarding the securities of the Securities and procedures to allow timely decisions regarding the securities of the securities of the securities and procedures are effected to disaccumulated and communicated to management, including our Chief Exchange Act of 100 and procedures are effective.

There have been no changes in our internal control over financial reportin last fiscal quarter that have materially affected, or are reasonably likely internal control over financial reporting.

#### FORWARD-LOOKING STATEMENTS

This Form 10-Q and the documents incorporated by reference herein statements within the meaning of Section 27A of the Securities Act of Section 21E of the Securities Exchange Act of 1934, as amended. Such such as anticipate, believe, estimate, expect, intend, prerelate to us or our management. When we make forward-looking statement

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our management s beliefs and assumptions, using information currently believe that the expectations reflected in the forward-looking statement forward-looking statements are subject to risks, uncertainties and assu discussed in the Risk Factors section in Item 1A. of our Annual Repoended December 31, 2009 and Item 1A. of Part II of this Qu

If one or more of these or other risks or uncertainties materialize, or if o prove to be incorrect, actual results may vary materially from what forward-looking statements contained in this quarterly report reflect our of future events and are subject to these and other risks, uncertainties and a operations, results of operations, growth strategy and liquidity. We have any obligation, to update or revise any forward-looking statements, w information, future results or otherwise, except as requir

#### PART II

#### Item 1. Legal Proceedings.

From time to time we are involved in various claims and lawsuits arising business that we believe will not have a material adverse effect on our bus including claims and lawsuits alleging breaches of our contract

#### Item 1A. Risk Factors.

Other than as set forth below, there have been no material changes to th disclosed in our Annual Report on Form 10-K for the year ended Decemb Report on Form 10-Q for the quarter ended March 31

#### The Dodd-Frank Wall Street Reform and Consumer Protection Act of Act, may adversely impact our business.

The recently enacted Dodd-Frank Act institutes a wide range of reforms all financial institutions, including WFNNB and WFCB. It covers chang and financial regulatory systems, enhanced bank capital requirements, a consumers in financial transactions, and the creation of a new federal a enforce consumer and fair lending laws. The Dodd-Frank Act also incl governance and executive compensation standards and disclosures for pupreemption of state consumer financial laws currently accorded federa institutions will be reduced as well.

The Dodd-Frank Act requires a study by the Comptroller General of the whether to eliminate the exceptions to the definition of bank under the 1956 for credit card banks, industrial loan companies, trust companie associations; the results of the study must be submitted to Congress w enactment of the Dodd-Frank Act. Any subsequent legislation eliminati card banks and industrial loan companies could adversely

The Dodd-Frank Act will also increase the regulation of the securitization things, requiring securitizers and originators to retain an economic interest risk for any asset that they securitize or originate and giving broader pow credit rating agencies and adopt regulations governing these organization effect of the Dodd-Frank Act and its implementing regulations is uncert impact our ability and desire to issue asset-backed securities

Many provisions of the Dodd-Frank Act require the adoption of regulation the Dodd-Frank Act mandates multiple studies, which could result in regulatory action. The full impact of the Dodd-Frank Act on our business discernible until regulations implementing the statute are written and ac imposed by the Dodd-Frank Act may have a material adverse impact of operations and financial condition.

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

On January 27, 2010, our Board of Directors authorized a new stock repu up to \$275.1 million of our outstanding common stock, from February 5, 2010, subject to any restrictions under the terms of our credit agree

The following table presents information with respect to those purchases during the three months ended June 30, 2010:

| Period       | Total<br>Number of<br>Shares<br>Purchased <sup>(1)</sup> | Average<br>Price Paid<br>per<br>Share | Total Number<br>Purchased a<br>Publicly An<br>Plans or Pr |
|--------------|--|---------------------------------------|---|
| During 2010: |  |                                       |   |
| April 1-30   | 1,358  | \$ 70.74                              |   |
| May 1-31     | 1,787  | 71.70                                 |   |
| June 1-30    | 189,499  | 60.33                                 |   |
| Total        | 192,644  | \$ 60.51                              |   |

<sup>(1)</sup> During the period represented by the table, 4,644 shares of our commute the administrator of our 401(k) and Retirement Saving Plan for the be participated in that portion of the plan.

<sup>(2)</sup> On January 27, 2010, our Board of Directors authorized a new stock r acquire up to \$275.1 million of our outstanding common stock, from 1 December 31, 2010, subject to any restrictions under the terms of our otherwise.

Item 3. Defaults Upon Senior Securities.

None

Item 4. (Removed and Reserved).

Item 5. Other Information.

(a) None

(b) None

Item 6. Exhibits.

(a) Exhibits:

# EXHIBIT INDEX

| Exhibit No.<br>3.1 | <b>Description</b><br>Second Amended and Restated Certificate of Incorporation<br>(incorporated by reference to Exhibit No. 3.1 to our Regin<br>Form S-1 filed with the SEC on March 3, 2000, File No.  |
|--------------------|---|
| 3.2                | Second Amended and Restated Bylaws of the Registrant<br>to Exhibit No. 3.2 to our Registration Statement on Form<br>March 3, 2000, File No. 333-94623).   |
| 3.3                | First Amendment to the Second Amended and Restated F<br>(incorporated by reference to Exhibit No. 3.3 to our Regi<br>Form S-1 filed with the SEC on May 4, 2001, File No. 33  |
| 3.4                | Second Amendment to the Second Amended and Restate<br>(incorporated by reference to Exhibit No. 3.4 to our Annu<br>filed with the SEC on April 1, 2002, File No. 001-15749)   |
| 3.5                | Third Amendment to the Second Amended and Restated<br>(incorporated by reference to Exhibit No. 3.2 to our Curr<br>filed with the SEC on February 18, 2009, File No. 001-15   |
| 3.6                | Fourth Amendment to the Second Amended and Restated<br>(incorporated by reference to Exhibit No. 3.2 to our Curr<br>filed with the SEC on December 11, 2009, File No. 001-  |
| 4                  | Specimen Certificate for shares of Common Stock of the reference to Exhibit No. 4 to our Quarterly Report on For on August 8, 2003, File No. 001-15749).  |
| 10.1               | Sixth Amendment to Purchase and Sale Agreement, dated<br>between WFN Credit Company, LLC and World Financi<br>(incorporated by reference to Exhibit No. 10.1 to our Cur<br>filed with the SEC on June 9, 2010, File No. 001-15749).   |
| 10.2               | Third Amendment to Credit Agreement, dated as of June<br>Alliance Data Systems Corporation and certain subsidiar<br>Guarantors, Bank of Montreal, as Administrative Agent a<br>banks (incorporated by reference to Exhibit No. 10.1 to c<br>Form 8-K, filed with the SEC on June 21, 2010, File No. |
| 10.3               | First Amendment to Term Loan Agreement, dated as of J<br>among Alliance Data Systems Corporation and certain su<br>Guarantors, Bank of Montreal, as Administrative Agent a<br>banks (incorporated by reference to Exhibit No. 10.2 to o<br>Form 8-K, filed with the SEC on June 21, 2010, File No.  |
| 10.4               | Supplemental Indenture No. 4 to Master Indenture, dated<br>between World Financial Network Credit Card Master N<br>New York Mellon Trust Company, N.A. (incorporated by<br>No. 4.1 to the Current Report on Form 8-K filed with the<br>Network Credit Card Master Note Trust and WFN Credit         |

June 30, 2010, File Nos. 333-113669 and 333-60418).

| Exhibit No.<br>10.5 | <b>Description</b><br>Form of Series 2010-A Indenture Supplement, dated as<br>World Financial Network Credit Card Master Note Tru<br>York Mellon Trust Company, N.A. (incorporated by re<br>to the Current Report on Form 8-K filed with the SEC<br>Network Credit Card Master Note Trust and WFN Cre<br>July 7, 2010, File Nos. 333-113669 and 333-60418).       |
|---------------------|---|
| 10.6                | Seventh Amendment to Second Amended and Restated<br>Agreement, dated as of June 28, 2010, among World F<br>Bank, WFN Credit Company, LLC and The Bank of N<br>Company, N.A. (incorporated by reference to Exhibit I<br>Report on Form 8-K filed with the SEC by World Fina<br>Master Note Trust and WFN Credit Company, LLC on<br>Nos. 333-113669 and 333-60418). |
| 10.7                | First Amendment to Receivables Purchase Agreement,<br>between World Financial Network National Bank and<br>LLC (incorporated by reference to Exhibit No. 4.3 to th<br>Form 8-K filed with the SEC by World Financial netw<br>Note Trust and WFN Credit Company, LLC on June 3<br>Nos. 333-113669 and 333-60418).  |
| 10.8                | Seventh Amendment to Transfer and Servicing Agreer<br>2010, among World Financial Network National Bank,<br>LLC, and World Financial Network Credit Card Maste<br>by reference to Exhibit No. 4.4 to the Current Report o<br>SEC by World Financial network Credit Card Master N<br>Company, LLC on June 30, 2010, File Nos. 333-11366                            |
| *10.9               | Amended and Restated Series 2009-VFN Indenture Su<br>June 24, 2010, between World Financial Network Cred<br>and The Bank of New York Mellon Trust Company, N  |
| *10.10              | Amended and Restated Series 2009-VFN Indenture Su<br>June 4, 2010, between World Financial Capital Master<br>National Association.  |
| *10.11              | Amendment No. 1 to Receivables Purchase Agreement<br>between World Financial Capital Bank and World Fina<br>Company, LLC.   |
| *10.12              | Amendment No. 1 to Transfer and Servicing Agreemer<br>among World Financial Capital Credit Company, LLC<br>Bank and World Financial Capital Master Note Trust.  |
| *10.13              | Lease Agreement, dated as of May 19, 2010, between<br>Partnership, L.P. and ADS Alliance Data Systems, Inc  |
| *31.1               | Certification of Chief Executive Officer of Alliance Dapursuant to Rule 13a-14(a) promulgated under the Secu 1934, as amended.  |
| *31.2               | Certification of Chief Financial Officer of Alliance Da<br>pursuant to Rule 13a-14(a) promulgated under the Sect<br>1934, as amended.   |
| *32.1               | Certification of Chief Executive Officer of Alliance Dapursuant to Rule 13a-14(b) promulgated under the Sect 1934, as amended, and Section 1350 of Chapter 63 of Code.  |
| *32.2               | Certification of Chief Financial Officer of Alliance Da<br>pursuant to Rule 13a-14(b) promulgated under the Sec   |
|                     |   |

1934, as amended, and Section 1350 of Chapter 63 of Code.

| Exhibit No.<br>*101.INS | Description<br>XBRL Instance Document                |
|-------------------------|--|
| *101.SCH                | XBRL Taxonomy Extension Schema Document              |
| *101.CAL                | XBRL Taxonomy Extension Calculation Linkbase Docume  |
| *101.DEF                | XBRL Taxonomy Extension Definition Linkbase Document |
| *101.LAB                | XBRL Taxonomy Extension Label Linkbase Document      |
| *101.PRE                | XBRL Taxonomy Extension Presentation Linkbase Docum  |
|                         |  |

\* Filed herewith

+ Management contract, compensatory plan or arrangement

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as duly caused this report to be signed on its behalf by the undersigned the

## ALLIANCH CORPORA

By: /s/

#### Presiden

Date: August 9, 2010

By: /s/

Execu

Date: August 9, 2010