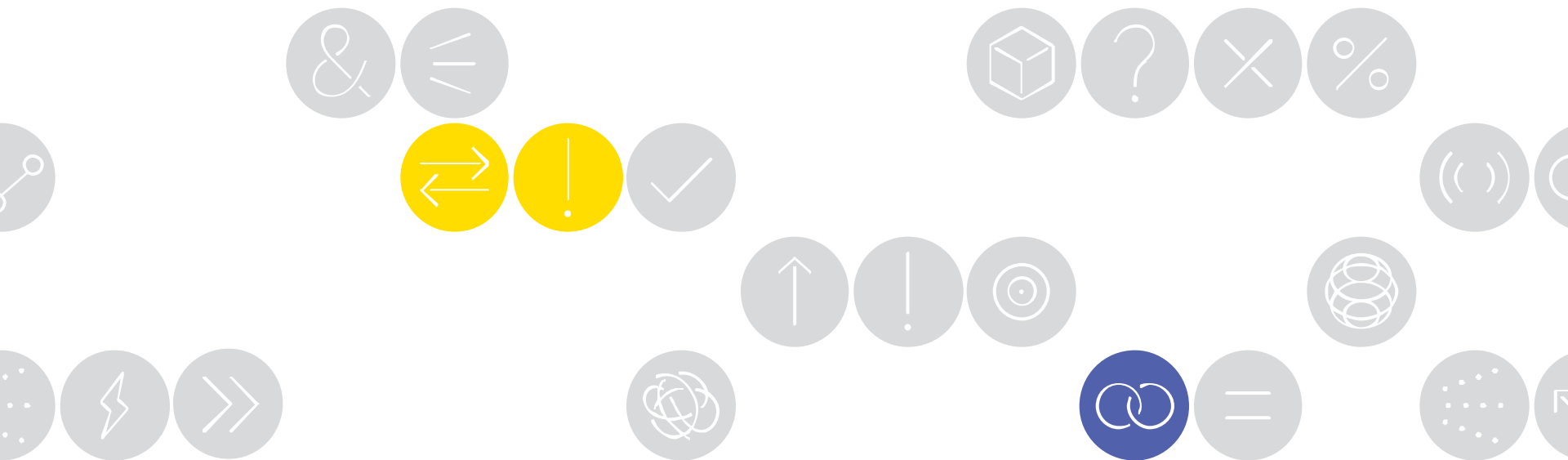


# Investor Presentation

2Q 2013



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The offering is being made pursuant to an effective shelf registration statement, including a prospectus and a preliminary prospectus supplement related to the offering, filed by the company with the SEC. Before you invest, you should read the prospectus in that registration statement and other documents the company has filed with the SEC for more complete information about the company and the offering. You may get these documents for free by visiting EDGAR on the SEC Web site at [www.sec.gov](http://www.sec.gov). Alternatively, the company, any underwriter or any dealer participating in the offering will arrange to send you the prospectus if you request it by calling toll-free 1-866-803-9204.



# Company Overview

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# A Leading *Integrated* Payment Processor in the U.S.



- ✓ Comprehensive provider across the value chain
- ✓ Single proprietary technology platform
- ✓ Integrated business model
- ✓ Serve large and small merchants and financial institutions

# Our Segments



## Merchant Services

## Financial Institution Services

2012 Net Revenue

**\$700mm**

**\$323mm**

2011 Net Revenue

**\$564mm**

**\$301mm**

### Vantiv Services

- **Merchant Acquiring**
  - Accept and process electronic payments at point-of-sale or online
  - Settlement of funds
  - Transaction reporting and analysis

- **Card Issuer Processing**
  - Issue, manage and process payment services for financial institution customers
- **Network Services**
  - Proprietary network branding, acceptance and transaction processing services for PIN Debit and ATM cards

### Customers

- **Small to mid-sized merchants and top-tier regional and national retailers**

- **Large and regional financial institutions, community banks and credit unions**

### Key Metrics<sup>1</sup>

- **400,000 merchant locations served**
- **\$533 billion in volume processed**

- **1,350 financial institution relationships**
- **3.4 billion transactions processed**



Note: In certain cases, numbers are rounded  
<sup>1</sup> Key metrics as of 2012

# How We Make Money



## Key Drivers

## Description

## Example

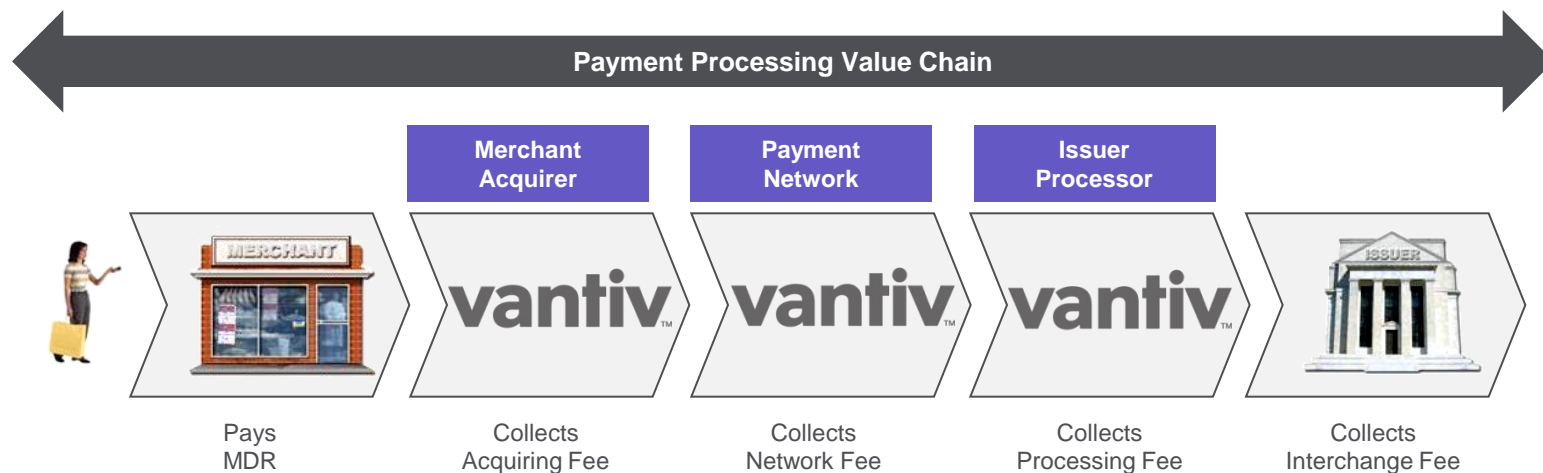
*Vantiv has the opportunity to generate fees across the value chain*

### Merchant Services

- # of Transactions
- \$ Amount of Sales Volume
- Fees are based on:
  - % of the sale amount – “Merchant Discount Rate” (MDR) and/or
  - A fixed fee per transaction

### Financial Institution Services

- # of Transactions
- Value Added Services
- Fees are based on a:
  - A fixed fee per transaction
  - Volume driven fees on valued-added services



# Strong Execution and Momentum



## Our history

- 40 years of payment processing experience
- Business unit of Fifth Third Bank until June 2009
- Created separate stand-alone company to invest in growth opportunities
- Invested to transform the business post separation
- Executed five acquisitions



NPC<sup>®</sup>

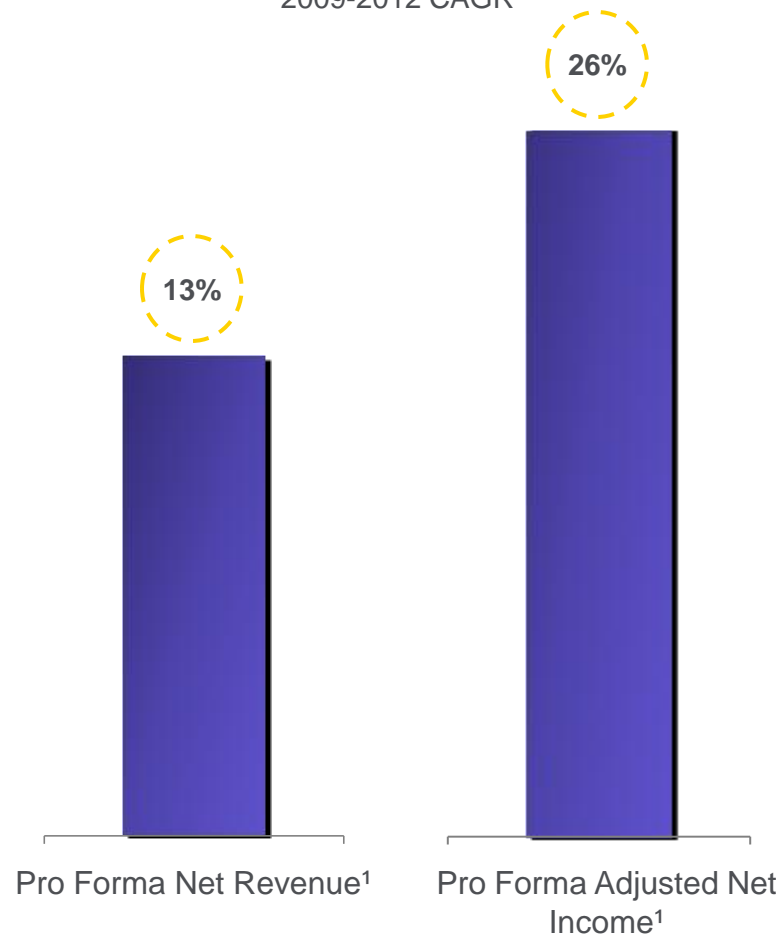


- IPO in March 2012

**vantiv**<sup>™</sup>

## Successfully executed on our vision since separation

2009-2012 CAGR



<sup>1</sup> Pro forma for the NPC acquisition; please see reconciliation in appendix



# Investment Highlights

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# Investment Highlights



## Leadership

**Market leader in an industry with favorable secular trends**

## Differentiated Business Model

**Unique combination of technology, capabilities and broad distribution provides competitive advantage**

## Attractive Market Position

**Focused on fast growing and highly profitable market segments**

## Significant Upside

**Significant, untapped opportunities for expansion and growth**

## Resilient

**Resilient business with strong recurring revenue, diversified customer base and good visibility**

## Strong Operating Leverage

**Strong operating leverage and best-in-class margins<sup>1</sup>**

# Market Leadership



## Merchant Services

- #3** ■ Ranked U.S. Merchant Acquirer in Total Transactions<sup>1</sup>
- #1** ■ Ranked U.S. Merchant Acquirer in PIN Debit transactions<sup>1</sup>
- #2** ■ Ranked U.S. Merchant Acquirer in Transaction Growth (2010-2011)<sup>1</sup>

## Financial Institution Services

- 9%** ■ Market Share in the U.S. based on number of Financial Institution customers
- 1,350** ■ Financial Institution relationships across the U.S.

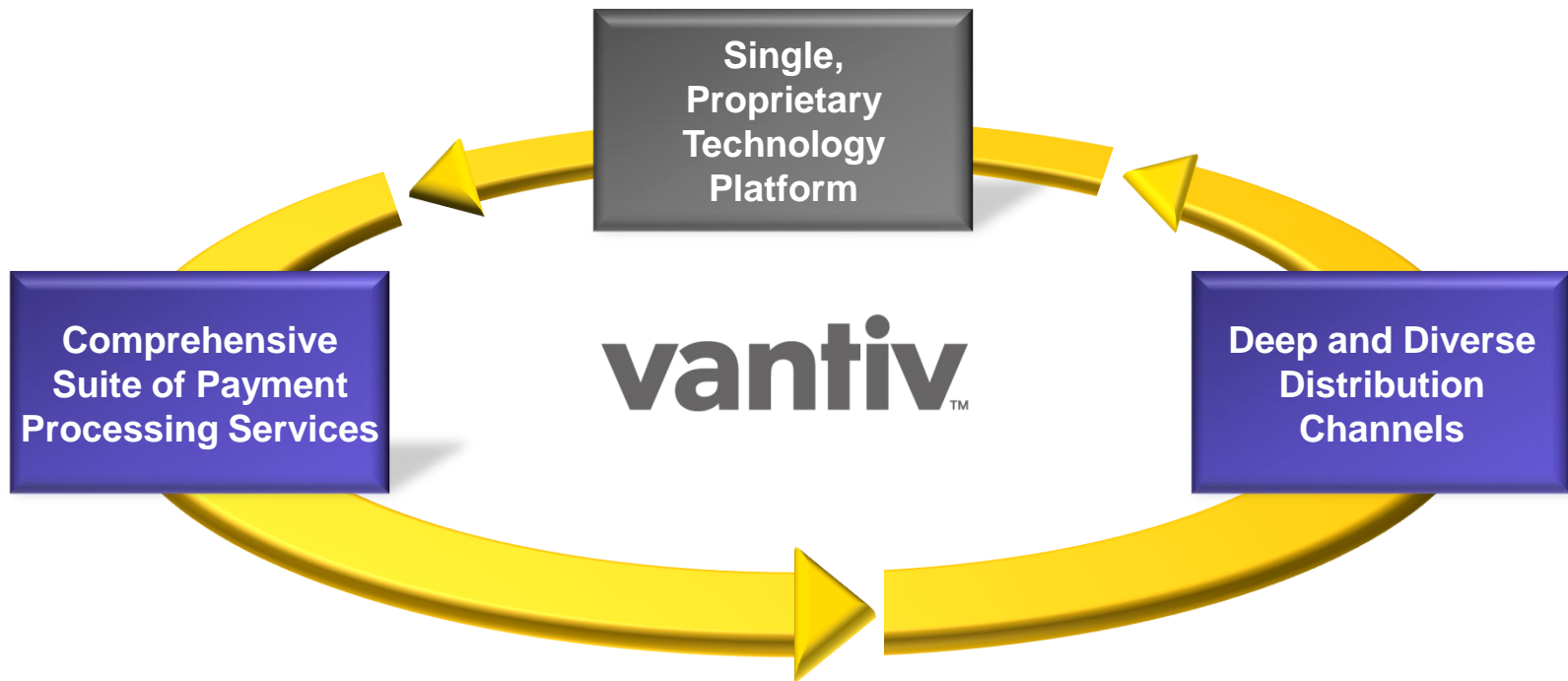
**Vantiv is well positioned as a market leader**

Source: The Nilson Report, March 2011, 2012, and 2013, Issues 967, 990, and 1,013, respectively

<sup>1</sup> Purchase transactions represent number of transactions and include all general purpose credit, debit and prepaid card transactions, including signature and PIN debit; First Data includes Citi, SunTrust and Sovereign. Vantiv numbers are not Pro Forma for NPC acquisition.



# Superior Business Model Drives Competitive Advantages



Vantiv's integrated business model provides services across the value chain

# Differentiated Technology Platform Leverages our Scale



**vantiv**<sup>TM</sup>



**Single Technology Platform**

**Attributes**

*Single Point  
of Service*

*Ease of  
Connection  
and Delivery*

*Ability to  
Innovate*

*Value Added  
Information  
Solutions*

*Operating  
Leverage*

**Advantages**

✓ Efficient service  
delivery

✓ Seamless  
delivery and  
maintenance

✓ Faster  
innovation and  
time to market

✓ Superior  
functionality and  
data analysis

✓ Best-in-class  
cost structure  
and profitability<sup>1</sup>

**vantiv**<sup>TM</sup>

<sup>1</sup> Best-in-class refers to the publicly traded peer group of Global Payments, Heartland Payment Systems, and TSYS

# Broad and Comprehensive Suite of Service Offerings



Credit/Debit  
Acquiring



E-Commerce



Prepaid/  
Gift Card



Loyalty/  
Rewards



Mobile  
Commerce



Card & ATM  
Processing



**Jeanie**  
Network  
Services



Customer Service  
Support



Data Capture  
& Analytics



Reporting  
Tools



Connectivity



Security & Risk  
Management



Advisory

*Integrated  
Offerings  
Across the  
Value Chain*

## vantiv™

*Serving  
Clients of All  
Types and  
Sizes*



*Provided  
Through a  
Single  
Platform*



**vantiv™**

# Strong Sales and Distribution Across Multiple Channels



**vantiv**<sup>TM</sup>

## Merchant Services

## Financial Institution Services

### Direct Sales Teams

#### National /Mid-Market

Target Merchants with >\$3mm in annual volume

#### Regional

Target Merchants with <\$3mm in annual volume

#### Telesales

Target Merchants with <\$250k in annual volume

#### Relationship Managers

"Feet on the Street" sales force with regional focus

#### Dedicated Marketing

Actively engages target customers

#### Sales Engineers

Product and solution specialists

### Indirect Sales Channels

#### Independent Sales Organizations

~300 ISOs

#### Merchant Banks

~1,400 Referral Branches

#### Technology Partners

Target Merchants in strategic verticals

#### Core Bank Processors

60+ relationships with core processors

#### Bank Associations

NAFCU, state organizations

#### VARs/Partners

White label solutions for strategic partnerships

**vantiv**<sup>TM</sup>

# Focused on Fast Growing and Highly Profitable Market Segments



# Well Positioned to Enable Future Payment Technologies and Services



Vantiv provides “last mile” access to the point-of-sale and can enable the next generation of payment applications and POS offerings





# Financial Overview

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# Financial Highlights



## Strong Business Model

- Strong transaction growth
- Recurring transaction fee revenue

## Stable and Predictable

- Stable revenue growth and diverse customer base
- Resilient business with high visibility and predictability
- Long-term contracts with high customer retention rates

## Significant Operating Leverage

- Integrated business on a single platform
- Strong scale efficiencies
- Best-in-class margins<sup>1</sup>

## High Cash Flow

- High free cash flow conversion
- Low capital requirements
- Enables investment in growth

# Second Quarter and 1H 2013 Results and Milestones

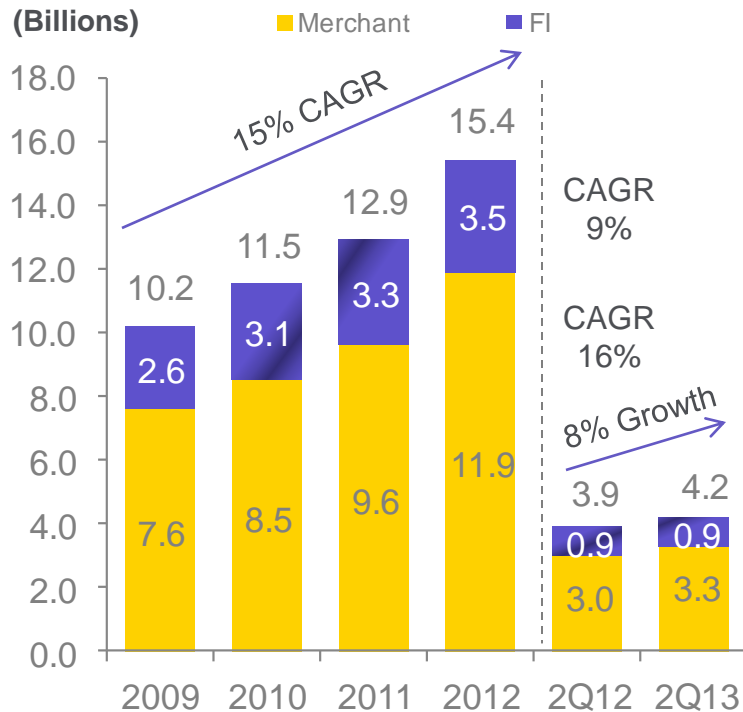


	2Q 2013 Performance	1H 2013 Performance
Transactions (growth)	4,195 8%	8,169 12%
Total Net Revenue (growth)	\$297 14%	\$570 16%
Adjusted EBITDA (margin)	\$151 51%	\$277 49%
Pro Forma Adjusted Net Income (growth)	\$83 22%	\$150 36%
Pro Forma Adjusted Net Income Per Share	\$0.40	\$0.71

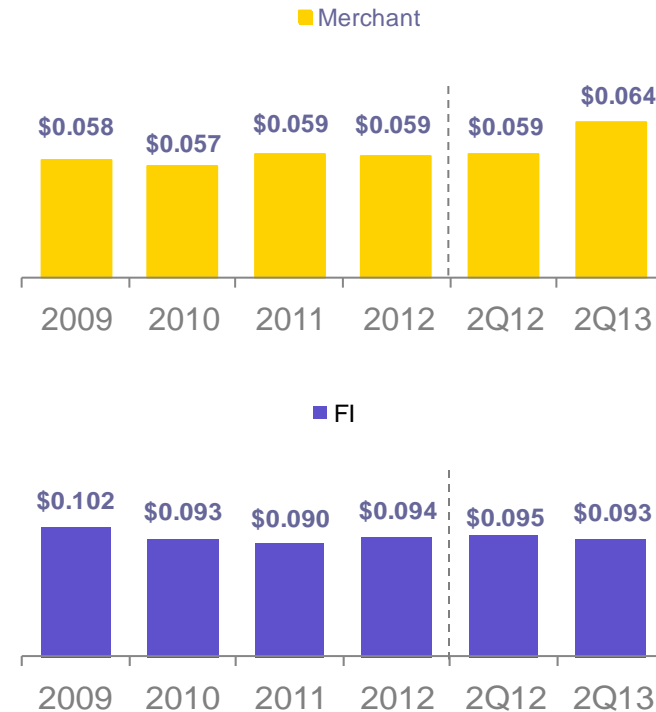
# Strong Transaction Growth and Stable Yields



## Transactions<sup>1</sup>



## Net Revenue per Transaction<sup>1</sup>

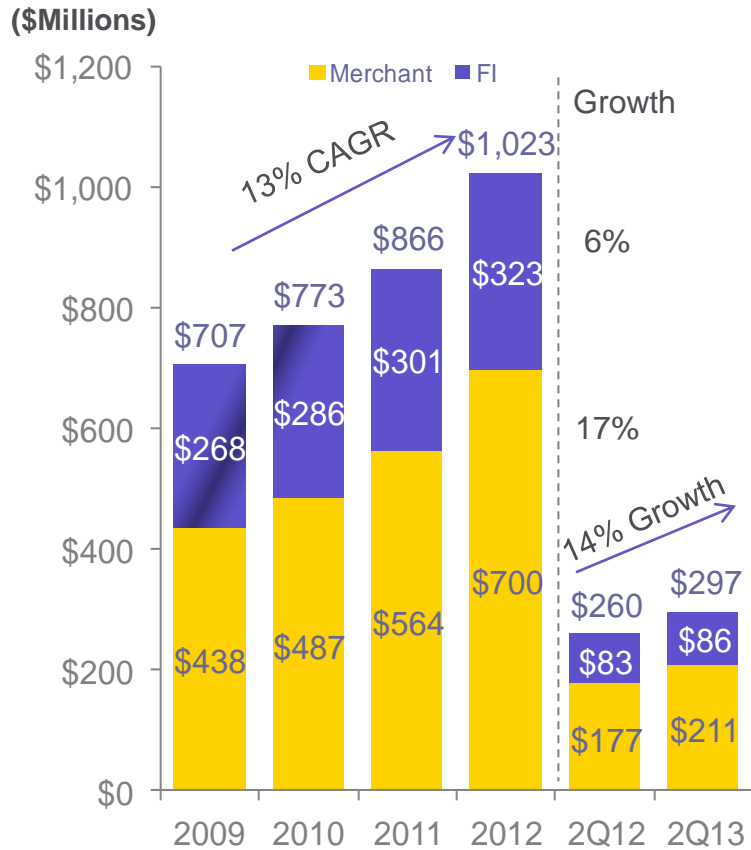


**Strong transaction growth and recurring transaction fee revenue**

# Stable and Diversified Revenue Growth

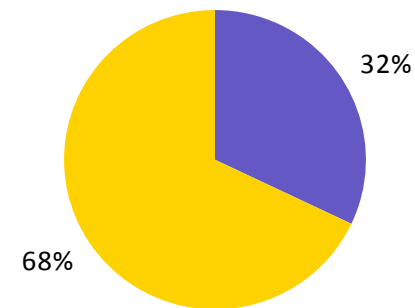


## Pro Forma Net Revenue<sup>1</sup>

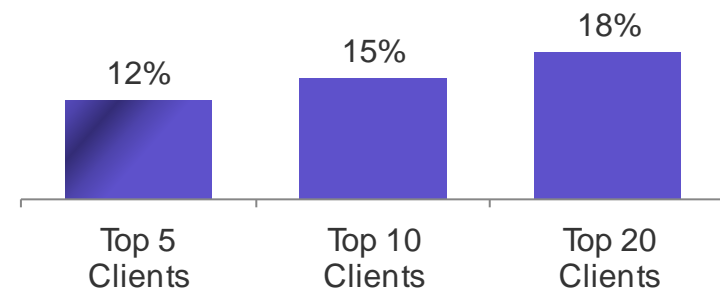


## 2012 Segment Net Revenue

FI Merchant



## 2012 Net Revenue Concentration



<sup>1</sup> Net Revenue in 2009 and 2010 is Pro Forma for the NPC acquisition; see reconciliation in appendix  
Note: In certain cases, numbers are rounded

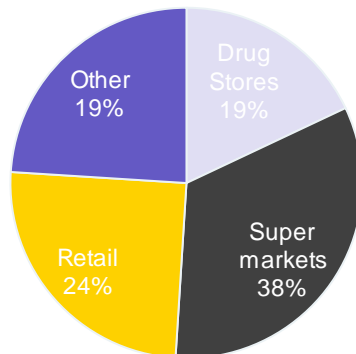
# Diversified Customer Mix with Low Concentration



## Merchant Services

- Merchant transactions are heavily weighted in everyday spend categories
  - Reduces impact of economic instability
- Limited merchant exposure
  - Top 25 merchants account for less than 15% of segment net revenue

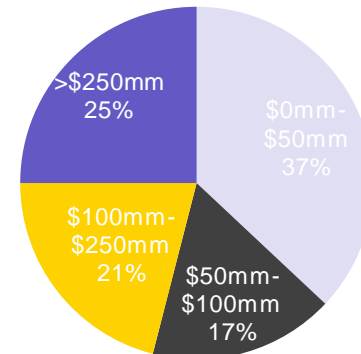
Merchant Customer Base  
(% of Sales Transactions)



## Financial Institution Services

- Diverse array of clients ranging from top 10 banks to small to mid sized financial institutions
- Top 25 FI clients account for less than 21% of segment net revenue (excluding FITB)

FI Customer Base  
(% of FI clients by Asset Size)



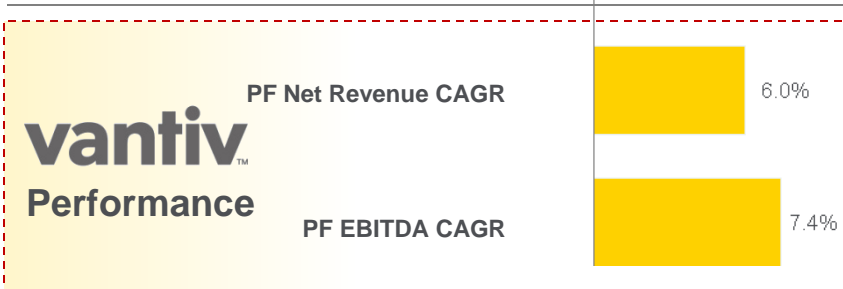
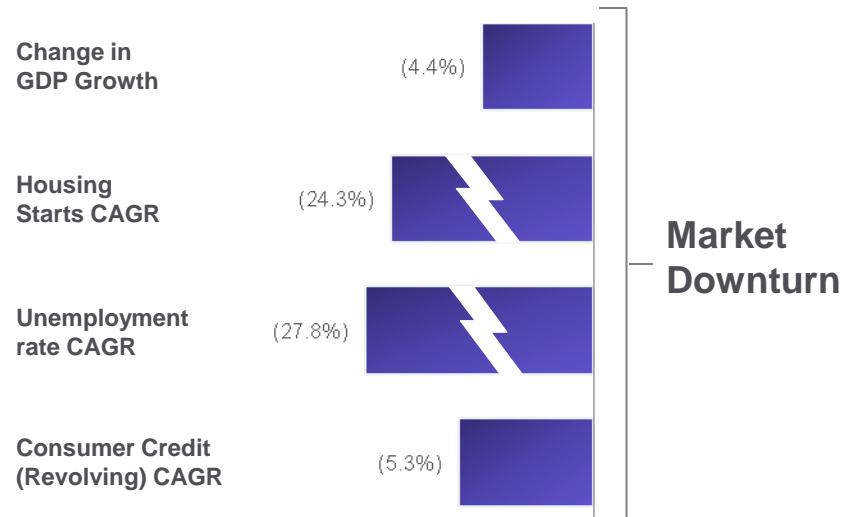
Note: Data for Merchant Services and Financial Institution Services as of 2012

# Resilient Business with High Predictability



## Highly Resilient

2007 – 2010 performance relative to market<sup>1</sup>



## High Predictability

**Merchant Services**

- Typically sign 3 - 5 year contracts

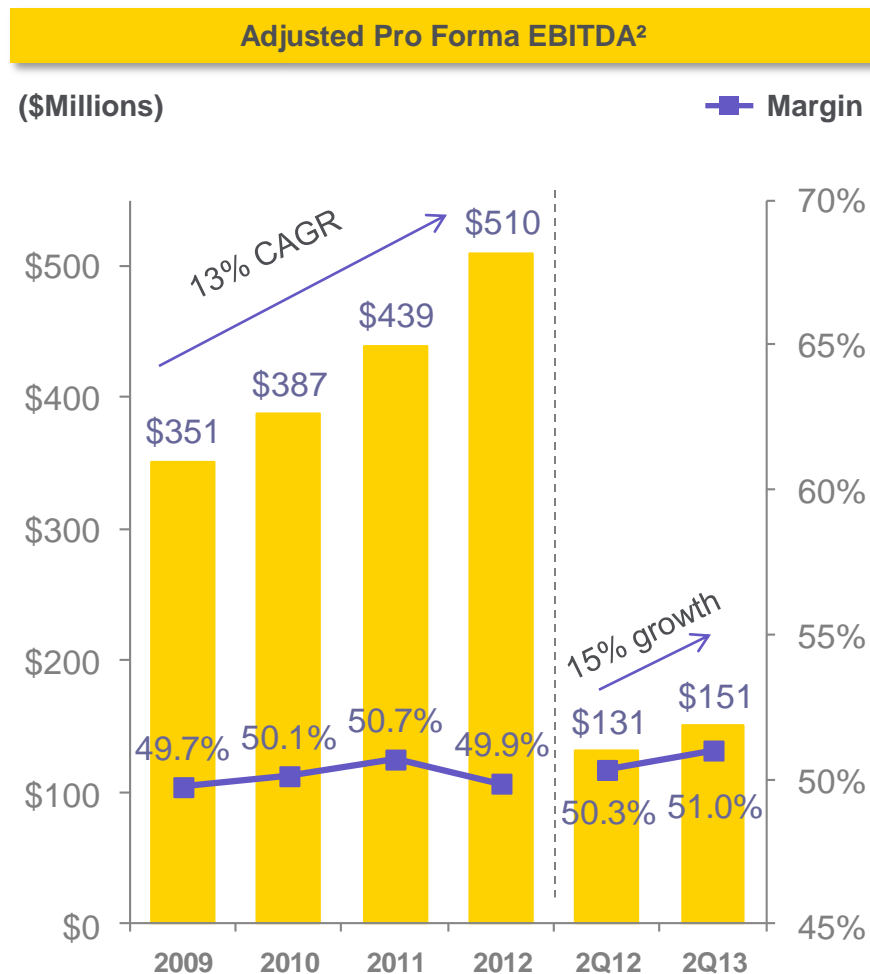
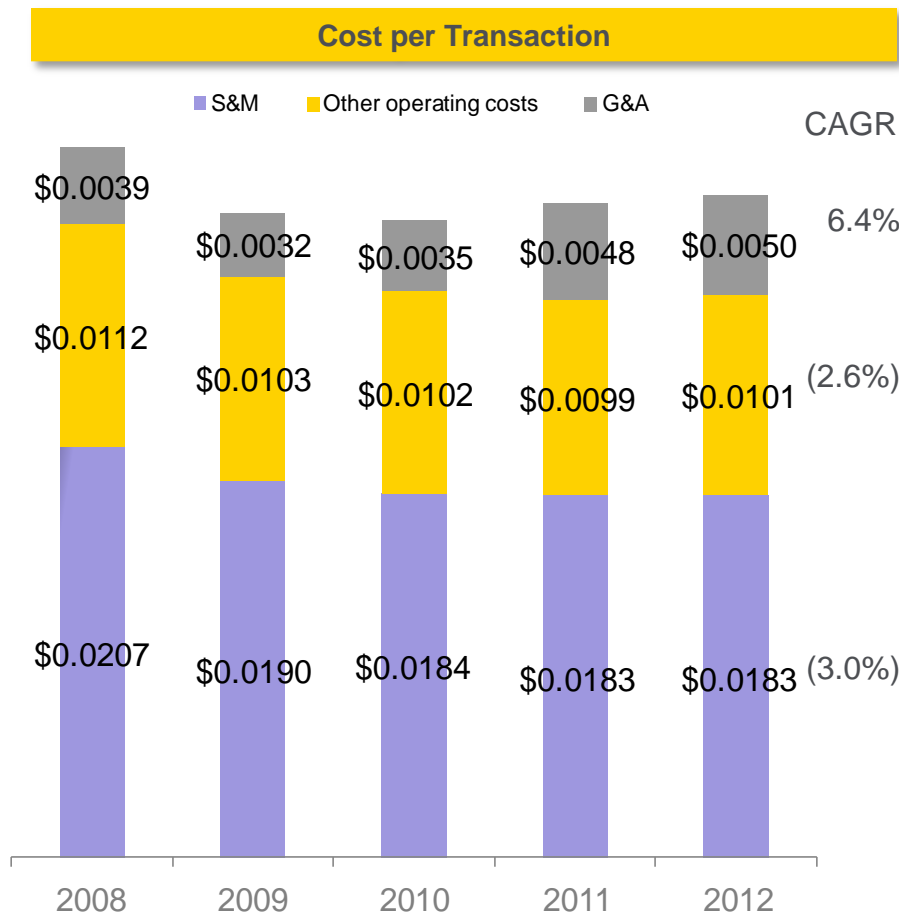
**Financial Institution Services**

- Typically sign 5 - 6 year contracts

**Fifth Third Bank under contract through June 2019**

<sup>1</sup> U.S. Bureau of Economic Analysis, change in average GDP growth rate from 2005-2007 versus 2008-2010; Housing Starts: U.S. Census Bureau (Manufacturing, Mining, and Construction Statistics); Unemployment Rate: Bureau of Labor Statistics; Consumer Credit (Revolving): U.S. Federal Reserve

# Significant Operating Leverage and Best-in-Class Margins<sup>1</sup>



Note: All numbers in 2008-2010 are Pro Forma for NPC acquisition

<sup>1</sup> Best-in-class refers to the publicly traded peer group of Global Payments, Heartland Payment Systems, and TSYS

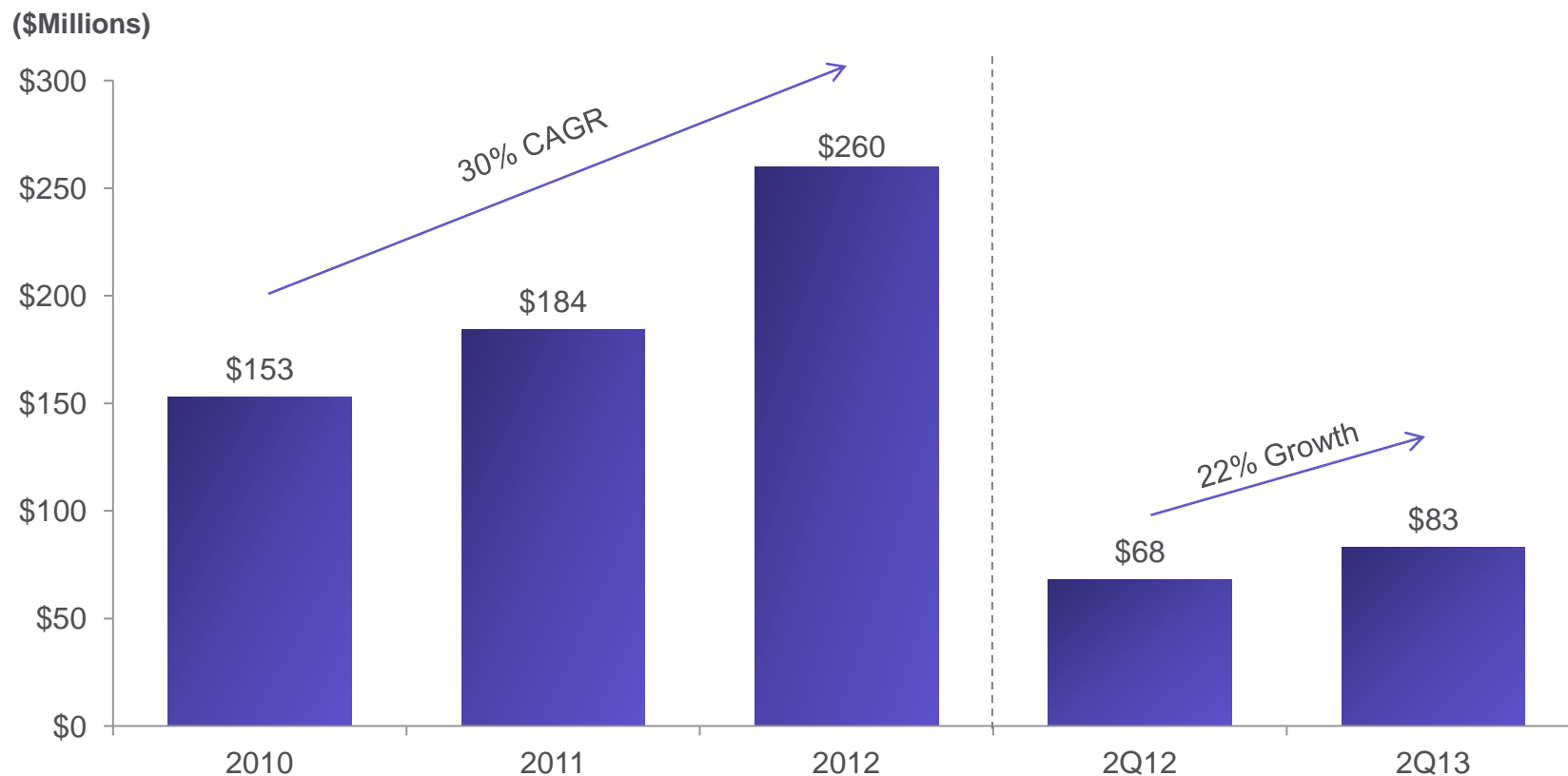
<sup>2</sup> See reconciliation in appendix



# Sustainable and Compelling Earnings Growth



## Pro Forma Adjusted Net Income<sup>1,2</sup>



<sup>1</sup> Pro Forma Adjusted Net Income assumes earnings are taxed as a C-corp. (38.5%)

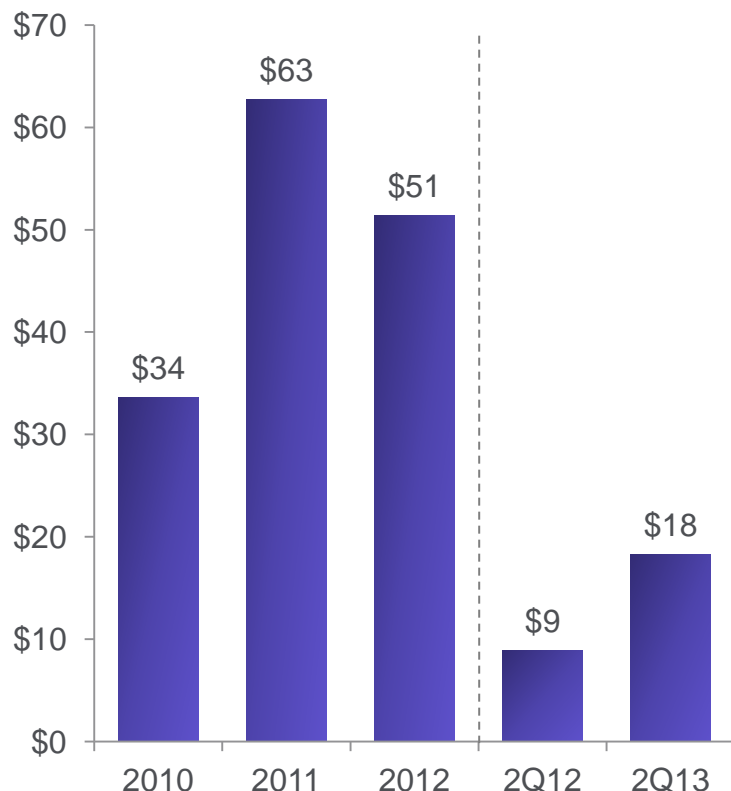
<sup>2</sup> See reconciliation in the appendix

# Strong Cash Flow with Low Capital Requirements



## Capital Expenditures

(\$Millions)

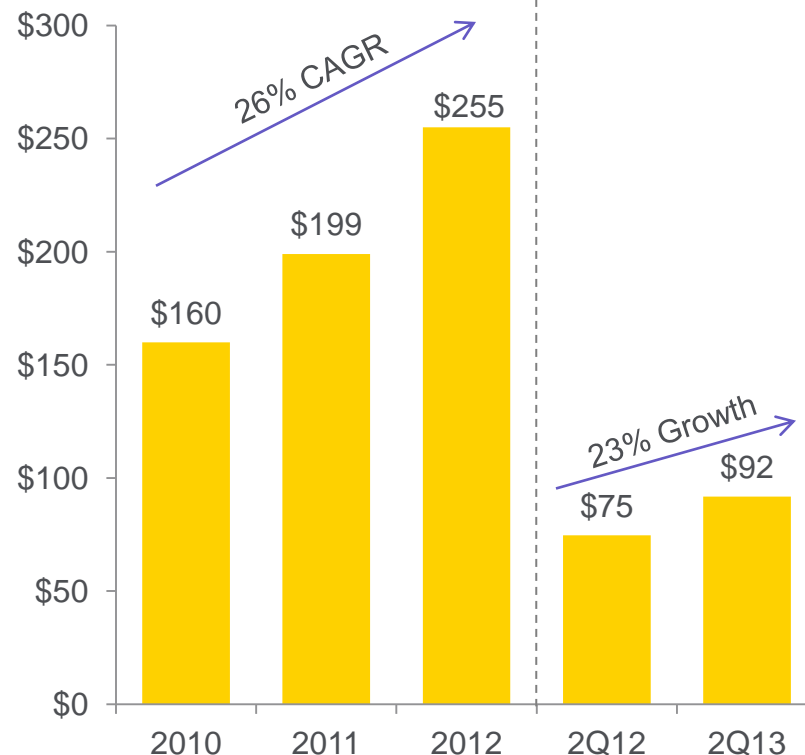


Percent of  
Net Revenue

4.4% 7.2% 5.0% 3.4% 6.1%

## Adjusted Pro Forma Unlevered Free Cash Flow<sup>1</sup>

(\$Millions)



PF FCF to  
EBITDA

41% 45% 50% 57% 61%

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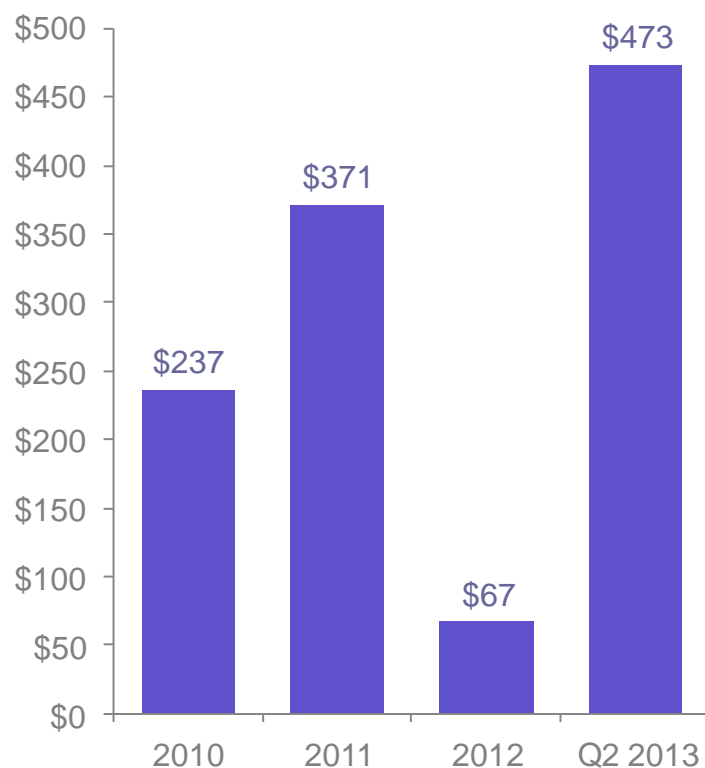
<sup>1</sup> Pro Forma Free Cash Flow numbers in 2010 are pro forma for the NPC acquisition; Free cash flow defined as NOPAT + Depreciation – Capex + Cash Impact of Tax Assets - Change in Net Working Capital

# Balance Sheet Review

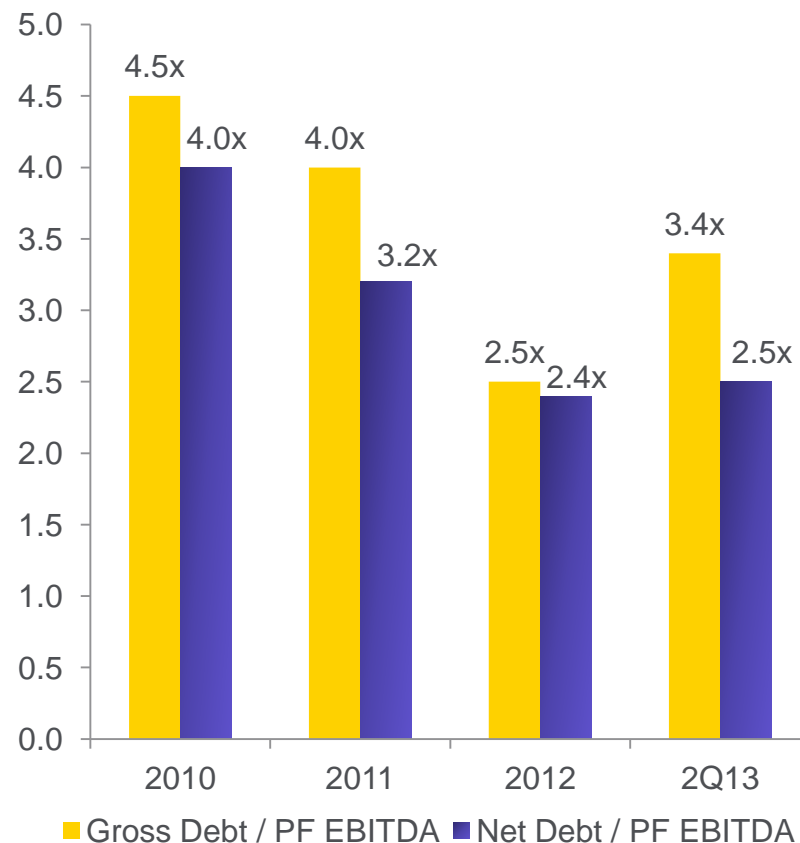


## Cash and Cash Equivalents

(\$Millions)



## Debt to Adjusted Pro Forma EBITDA



# Investment Highlights



## Leadership

**Market leader in an industry with favorable secular trends**

## Differentiated Business Model

**Unique combination of technology, capabilities and broad distribution provides competitive advantage**

## Attractive Market Position

**Focused on fast growing and highly profitable market segments**

## Significant Upside

**Significant, untapped opportunities for expansion and growth**

## Resilient

**Resilient business with strong recurring revenue, diversified customer base and good visibility**

## Strong Operating Leverage

**Strong operating leverage and best-in-class margins<sup>1</sup>**



# Appendix

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# Pro Forma Transactions, Net Revenue and Capital Spend



	Non-GAAP Combined Year Ended 12/31/2009	Successor	
		Year Ended 12/31/2010	Year Ended 12/31/2011
(in millions)			
<b>Merchant Transactions S1</b>	<b>7,250</b>	<b>8,206</b>	<b>9,591</b>
NPC	335	281	
<b>Pro Forma Merchant Transactions</b>	<b>7,585</b>	<b>8,487</b>	<b>9,591</b>
<b>Net Revenue S1</b>	<b>\$474</b>	<b>\$566</b>	<b>\$866</b>
NPC	\$233	\$207	\$0
<b>Pro Forma Net Revenue</b>	<b>\$707</b>	<b>\$773</b>	<b>\$866</b>
<b>Purchase of property, plant &amp; equipment S1</b>	<b>\$14</b>	<b>\$34</b>	<b>\$63</b>
Stand-alone	18		
<b>Pro Forma Capital Spend</b>	<b>\$32</b>	<b>\$34</b>	<b>\$63</b>

Note: NPC acquired on November 2010. Adjustments made to transaction and revenue in both 2010 and 2009 to make comparable on a full year basis. Stand alone capital spend represents fixed asset investments made by Fifth Third Bank prior to the separation of the company from the Bank in 2009.

# Non-GAAP Reconciliation



Per \$1 / 10-K / 10-Q

	Non-GAAP Combined	Successor			
	Year Ended 12/31/2009	Year Ended 12/31/2010	Year Ended 12/31/2011	Year Ended 12/31/2012	Quarter Ended 6/30/2013
<b>GAAP Net Income</b>	<b>89.5</b>	<b>54.9</b>	<b>84.8</b>	<b>110.8</b>	<b>46.0</b>
Interest Expense –net(a)	68.8	116.0	111.5	54.6	9.9
Income Tax Expense (benefit)	36.7	(1.0)	32.3	46.9	20.9
Depreciation & Amortization	52.2	111.0	155.3	160.5	44.5
<b>EBITDA</b>	<b>247.2</b>	<b>280.9</b>	<b>384.0</b>	<b>372.8</b>	<b>121.3</b>
Transition Costs (b)	24.1	44.5	33.6	0.0	0.0
Debt refinancing and hedge term costs (c)	0.0	0.0	13.7	86.7	20.0
Share based compensation (d)	1.7	2.8	3.0	33.4	7.2
Acquisition and Integration Costs (e)	0.0	4.5	3.8	11.0	2.8
Losses related to put rights (f)	9.1	4.3	0.8	0.0	0.0
Transaction costs (g)	16.3	0.0	0.0	0.0	0.0
NPC (h)	0.0	63.5	0.0	0.0	0.0
Network Compliance Fee (i)	0.0	0.0	0.0	6.0	0.0
<b>Adjusted EBITDA</b>	<b>298.4</b>	<b>400.5</b>	<b>438.8</b>	<b>509.8</b>	<b>151.3</b>

Comparability Adjustments

NPC	76.1	1.8	0.0	0.0	0.0
Stand-alone costs	(23.2)	(15.1)	0.0	0.0	0.0
<b>Proforma EBITDA</b>	<b>351.4</b>	<b>387.2</b>	<b>438.8</b>	<b>509.8</b>	<b>151.3</b>
Depreciation (j)	(32.4)	(32.4)	(33.7)	(43.1)	(14.1)
Interest Expense (k)	(106.5)	(106.5)	(105.6)	(54.6)	(9.9)
Taxes (l)	(81.8)	(95.6)	(115.3)	(152.2)	(44.6)
<b>Pro Forma Adjusted Net Income</b>	<b>130.7</b>	<b>152.7</b>	<b>184.1</b>	<b>260.0</b>	<b>82.7</b>

# Non-GAAP Reconciliation (cont'd)



(a) The amount of interest expense for 2009 includes internal funding costs allocated to us by Fifth Third Bank prior to the separation and are included as non-operating expenses on our statements of income.

(b) Transition costs include costs associated with our separation transaction from Fifth Third Bank, including costs incurred for our human resources, finance, marketing and legal functions and severance costs; consulting fees related to non-recurring transition projects; expenses related to various strategic and separation initiatives; depreciation and amortization charged to us by Fifth Third Bank under our transition services agreement; and compensation costs related to payouts of a one-time signing bonus to former Fifth Third Bank employees transferred to us as part of our transition deferred compensation plan.

(c) Includes non-operating expenses incurred with the refinancing of our debt in May 2011, March 2012 and May 2013 as well costs associated with the early termination of our interest rate swaps in March 2012.

(d) Prior to our IPO, share-based compensation costs included non-cash compensation expense related to phantom equity units of Vantiv Holding issued to our employees and directors. In connection with the IPO, outstanding awards were converted into unrestricted and restricted stock and new restricted stock units were granted.

(e) Acquisition and integration costs include fees incurred in connection with our acquisitions, including legal, accounting and advisory fees as well as consulting fees for integration services.

(f) Represents the non-cash expense related to fair value adjustments to the value of the put rights Vantiv, Inc. received from Fifth Third Bank in connection with the separation transaction.

(g) Consists of transaction costs, principally professional and advisory fees, incurred by us on behalf of Advent in connection with the separation transaction.

(h) Reflects NPC's EBITDA from January 2010 until our acquisition of NPC in November 2010.

(i) MasterCard assessed a change of control compliance fee to the company of \$6.0 million as a result of our IPO.

(j) Depreciation expense associated with the company's property and equipment, assuming that the company's property and equipment at December 31, 2011 was in place on January 1, 2009.

(k) Interest expense associated with the company's level of debt, assuming the level of debt and applicable terms at December 31, 2011 was outstanding on January 1, 2009.

(l) Taxes assuming conversion to of non-controlling interests into shares of Class A common stock.



# Non-GAAP Reconciliation (cont'd)



	2009A	2010A	2011A	2012A	2013 Q2
<b>Adjusted EBITDA</b>	<b>\$351,391</b>	<b>\$387,204</b>	<b>\$438,794</b>	<b>\$509,843</b>	<b>\$151,330</b>
<i>Depreciation and amortization</i> <sup>(1)(2)</sup>	\$32,373	\$32,373	\$33,732	\$43,103	\$14,082
<b>Income from Operations</b>	<b>\$319,018</b>	<b>\$354,831</b>	<b>\$405,062</b>	<b>\$466,740</b>	<b>\$137,248</b>
<i>Tax Expense</i> <sup>(3)(4)</sup>	\$122,822	\$136,610	\$155,949	\$179,693	\$52,840
<b>NOPAT</b>	<b>\$196,196</b>	<b>\$218,221</b>	<b>\$249,113</b>	<b>\$287,047</b>	<b>\$84,408</b>
<i>Depreciation and amortization</i> <sup>(1)</sup>	\$32,373	\$32,373	\$33,732	\$43,103	\$14,082
<i>Capital expenditures</i> <sup>(5)(6)</sup>	(\$32,400)	(\$33,655)	(\$62,714)	(\$51,435)	(\$18,255)
<i>Cash impact of tax assets</i> <sup>(7)</sup>	\$5,809	\$5,809	\$5,809	\$6,525	\$4,394
<i>Change in net working capital</i> <sup>(8)</sup>	\$48,100	\$28,775	(\$64,947)	(\$78,965)	\$21,248
<b>Unlevered Free Cash Flow</b>	<b>\$250,079</b>	<b>\$251,524</b>	<b>\$160,993</b>	<b>\$206,275</b>	<b>\$105,877</b>
<i>Adjustment for change in net settlement</i>	(\$52,600)	(\$91,472)	\$38,258	\$48,668	(\$14,040)
<b>Adjusted Unlevered Free Cash Flow</b>	<b>\$197,479</b>	<b>\$160,052</b>	<b>\$199,251</b>	<b>\$254,943</b>	<b>\$91,837</b>
<i>Interest expense (after tax)</i> <sup>(9)</sup>	\$65,497	\$65,497	\$64,968	\$33,562	\$6,088
<b>Levered Free Cash Flow</b>	<b>\$131,981</b>	<b>\$94,554</b>	<b>\$134,284</b>	<b>\$221,381</b>	<b>\$85,749</b>

# Non-GAAP Reconciliation (cont'd)



- (1) Excludes amortization of intangible assets acquired in business combinations, primarily customer related intangible assets.
- (2) Depreciation expense associated with the Company's property and equipment, assuming that the Company's property and equipment at December 31, 2011 was in place on January 2009
- (3) Unlevered tax expense at 38.5% of PF income from operations.
- (4) Represents income tax expense assuming conversion of non-controlling interests into shares of Class A common stock
- (5) Capital expenditures related to PP&E
- (6) Capital expenditures in 2009 include stand alone capital that represents fixed assets made by Fifth Third Bank prior to the separation of the Company from the bank.
- (7) Represents tax benefits due to the amortization of intangible assets and other tax attributes resulting from or acquired with our acquisitions, including Litle, and to the tax basis step up associated with our separation from Fifth Third Bank and the purchase or exchange of Class B units of Vantiv Holding, net of payment obligation under tax receivable agreements established at the time of our initial public offering. For comparison purposes, the cash tax benefits have been presented for periods prior to 2012, reflecting the impact assuming the associated tax attributes were in place on January 1, 2009.
- (8) Change in net working capital is calculated as the sum of the change in current operating assets and liabilities per the statement of cash flows
- (9) Interest expense associated with the Company's level of debt, assuming the level of debt and applicable terms at December 31, 2011 was outstanding on January 1, 2009.