

# McIntire Investment Institute

At the University of Virginia



**Long Pitch:  
Visa Inc.  
(NYSE: V)**



Prepared by Matt Blank | October 6, 2011



# Outline

- Company Overview
- Stock Analysis
- Thesis Points
- Risks
- Q&A



# About Visa

## Business Overview

Visa is a global payments technology company that connects consumers, businesses, banks and governments in more than 200 countries and territories, enabling them to use digital currency instead of cash and checks

Visa was founded in 1970 in Delaware, and is headquartered in San Francisco, California

Visa is the world's largest credit and debit card processing network

## Major Shareholders

1. Fidelity Management Services, Inc.
2. The Vanguard Group, Inc.
3. State Street Corporation
4. Sands Capital Management
5. BlackRock, Inc.

*“More people go with Visa”*

Company Overview

Stock Analysis

Thesis Points

Catalysts

Risks

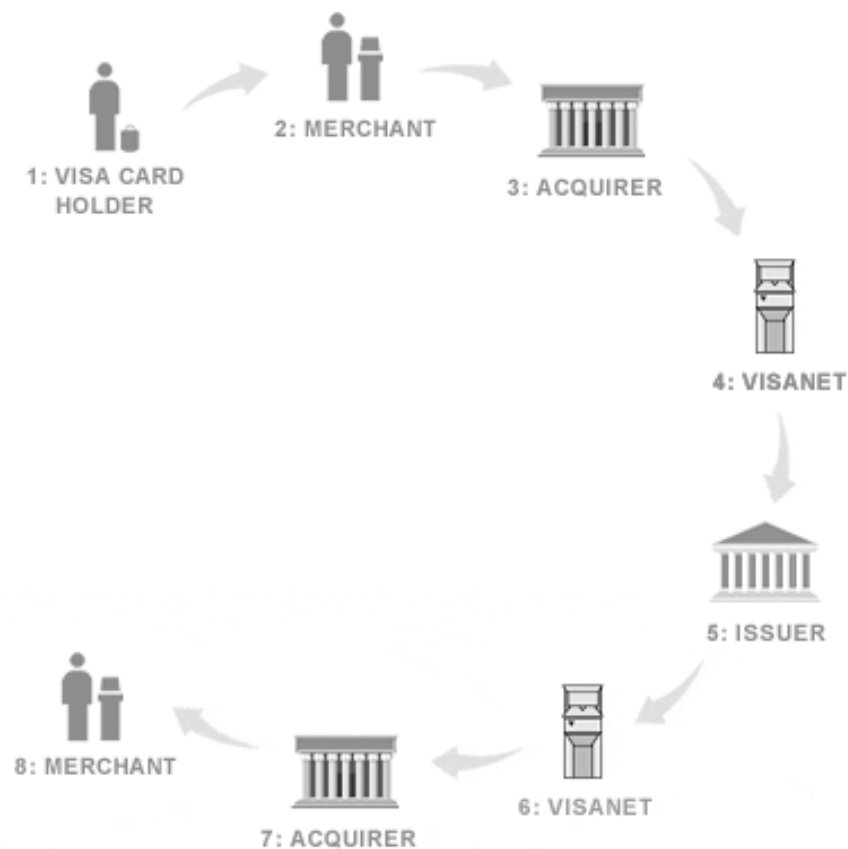
Valuation

Recommendation

Q&A



# How Debit/Credit Card Purchases Work



Company Overview

Stock Analysis

Thesis Points

Risks

Valuation

Q&A



# Fundamentals



Range	<b>83.22 - 85.45</b>	Mkt cap	<b>58.821B</b>	Short ratio	<b>1.80</b>
52 week	<b>66.50 - 94.75</b>	P/E	<b>16.52</b>	PEG	<b>0.92</b>
Open	<b>84.60</b>	EPS	<b>5.132</b>	EPS est.	<b>1.41</b>
Vol/Avg.	<b>6,055,740</b>	Book/share	<b>37.722</b>		

Company Overview

Stock Analysis

Thesis Points

Catalysts

Risks

Valuation

Recommendation

Q&A



# Thesis Points

- Global rise in electronic spending
- Visa is penetrating new markets
- Visa is using mobile payment technologies to penetrate developing markets
- Visa has a plan for the Durbin Amendment

Company Overview

Stock Analysis

Thesis Points

Catalysts

Risks

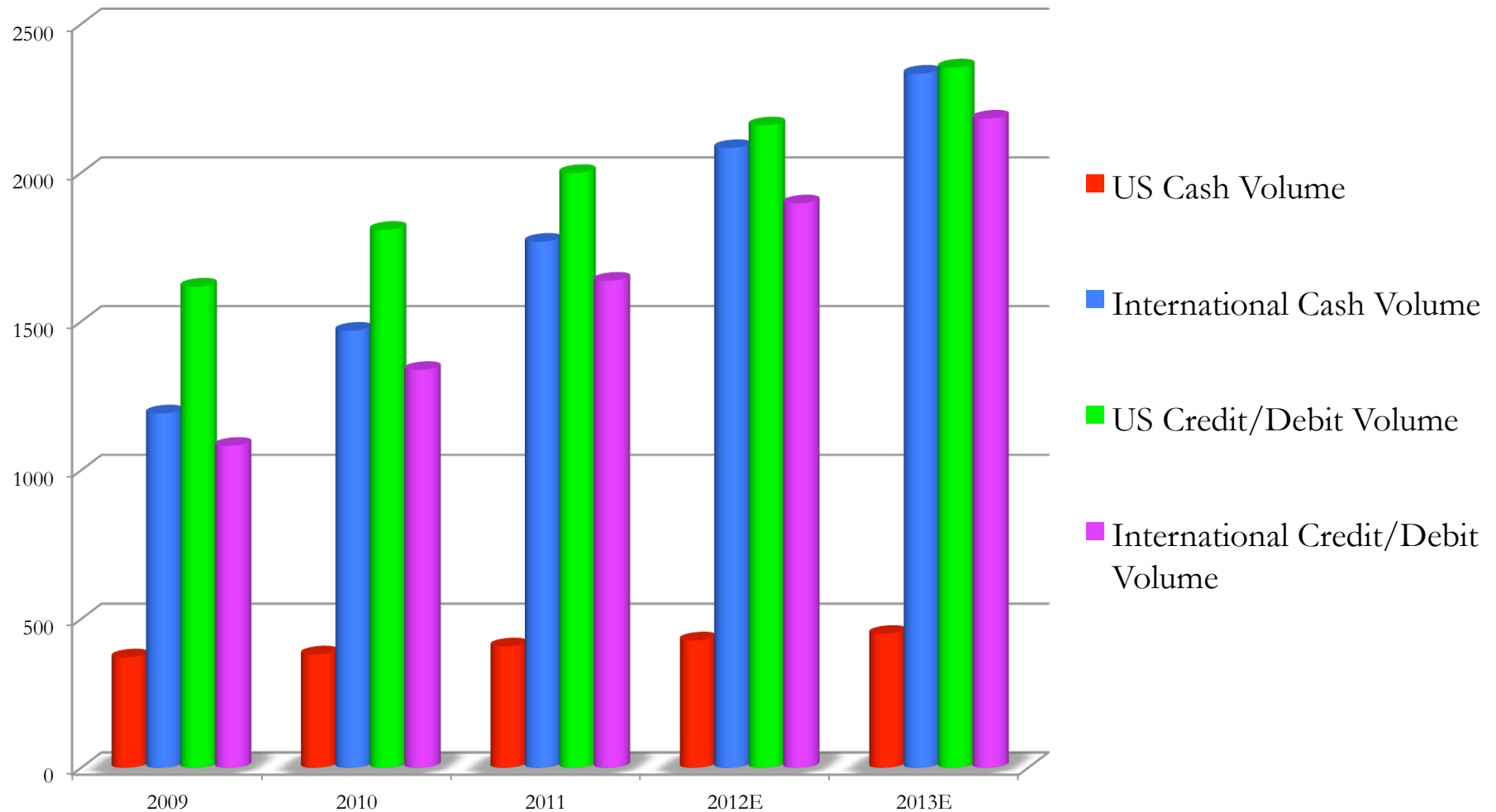
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Recommendation

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# Global Rise in Electronic Spending



Data from Goldman Sacs



# Visa is Using Mobile Payment Technologies to Penetrate New Markets

CyberSource®  
the power of payment

Fundamo

Visa  
payWave



PLAYSPAN™

  
MONITISE™

Company Overview

Stock Analysis

Thesis Points

Catalysts

Risks

Valuation

Recommendation

Q&A





# Many Analysts Believed that the Durbin Amendment Would Hurt Visa



Company Overview

Stock Analysis

Thesis Points

Catalysts

Risks

Valuation

Recommendation

Q&A



# Risks

- **Failure of the global economy**
- **Failure to penetrate global market**
- **Global cap on interchange fees**
- **Government regulations affecting Visa's ability to compete with local competitors**



# Q&A

