2Q 2008 Earnings Call
July 29, 2008

Presenters:
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Chairman, President and CEO

Robert J. Bahash
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Senior Vice President, Investor Relations
The McGraw-Hill Companies
“Safe Harbor” Statement Under
The Private Securities Litigation Reform Act of 1995

This presentation includes certain forward-looking statements about the Company’s businesses, new products, sales, expenses, tax rates, cash flows, prepublication investments and operating and capital requirements. Such forward-looking statements include, but are not limited to: the strength and sustainability of the U.S. and global economy; Educational Publishing’s level of success in 2008 adoptions and in open territories and enrollment and demographic trends; the level of educational funding; the strength of School Education including the testing market, Higher Education, Professional and International publishing markets and the impact of technology on them; the level of interest rates and the strength of the economy, profit levels and the capital markets in the U.S. and abroad; the level of success of new product development and global expansion and strength of domestic and international markets; the demand and market for debt ratings, including collateralized debt obligations (“CDO”), residential mortgage and asset-backed securities and related asset classes; the continued difficulties in the credit markets and their impact on Standard & Poor’s and the economy in general; the regulatory environment affecting Standard & Poor’s; the level of merger and acquisition activity in the U.S. and abroad; the strength of the domestic and international advertising markets; the volatility of the energy marketplace; the contract value of public works, manufacturing and single-family unit construction; the level of political advertising; and the level of future cash flow, debt levels, manufacturing expenses, distribution expenses, prepublication, amortization and depreciation expense, income tax rates, capital, technology, restructuring charges and other expenditures and prepublication cost investment.

Actual results may differ materially from those in any forward-looking statements because any such statements involve risks and uncertainties and are subject to change based upon various important factors, including, but not limited to, worldwide economic, financial, political and regulatory conditions; currency and foreign exchange volatility; the health of debt and equity markets, including interest rates, credit quality and spreads, the level of liquidity, future debt issuances including residential mortgage backed securities and CDOs backed by residential mortgages and related asset classes; the implementation of an expanded regulatory scheme affecting Standard & Poor’s ratings and services; the level of funding in the education market (both domestically and internationally); the pace of recovery in advertising; continued investment by the construction, computer and aviation industries; the successful marketing of new products, and the effect of competitive products and pricing.
**MHP 2Q 2008 results**

**EPS**
- 2Q 2008: $0.66
  - Includes pre-tax restructuring charge of $23.7 million, or $0.05 per diluted share, primarily for severance costs relating to a workforce reduction of 395 positions

**Revenue**
- 2Q 2008: Declined 2.6% to $1.7 billion

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**Outlook for U.S. economy**

Housing recession and credit crunch in financial markets continue to impact MHP’s results

Housing market expectations from David Wyss, S&P’s chief economist:
- Housing prices to bottom out in first half of 2009
  - Large supply of unsold existing homes continues to weigh on the market
- Housing sales and starts to bottom out in 3Q 2008
  - Prices will probably drop by another 10%
Outlook for U.S. economy

Federal Reserve not expected to change interest rates at August 5th meeting
• Next move: Rate hike in 2Q 2009

Wyss’ forecast for U.S. GDP:
• Growth of 1.7% in 2Q 2008 and 1.8% in 3Q 2008 as consumers spend rebate checks
• Negative growth in 4Q 2008 and 1Q 2009, followed by 3% growth in 2Q 2009

The outlook now for state education budgets

Most states’ education budgets are increasing in new fiscal year that started on July 1
• Average increase of 3.5% this year vs. 10% last year according to McGraw-Hill Education survey of 38 states
  – Reductions in only three states; two are flat

Pressure on state budgets could lead to pick up in new bond issuance
• A plus for Standard & Poor’s
## 2Q results at McGraw-Hill Education

<table>
<thead>
<tr>
<th>2Q 2008 segment results</th>
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</thead>
<tbody>
<tr>
<td>Revenue</td>
</tr>
<tr>
<td>Operating profit</td>
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<tr>
<td>Operating margin</td>
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</tbody>
</table>
### 2Q results at McGraw-Hill Education

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>School Education Group</td>
<td>+ 6.9% to $438.2 million</td>
</tr>
<tr>
<td>Higher Education, Professional and International Group</td>
<td>- 2.1% to $232.6 million</td>
</tr>
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</table>

### Improving prospects in adoption states

- **2008**: Expect to capture about one-third of this year’s state new adoption market
  - 2007: $820 million market opportunity
  - 2008: $900 to $950 million market opportunity

- We expect to produce solid results in key disciplines and key adoption states
  - Biggest 2008 opportunities: Reading and math
  - Key adoption states: Florida, Texas and California
### 2Q: First signs of successful campaigns in adoption states

**Florida: Exceptional year taking shape**
- *Treasures*, our balanced basal program, has been widely adopted
- Alternative basals, *Imagine It!* and *Reading Mastery Plus*, will enhance capture rate

Our products will account for more than half of 2008’s Florida K–5 reading market

### 2Q: First signs of successful campaigns in adoption states

**Texas**
- Did very well with new state-specific balanced basal math program

**California**
- Science (K-8): Expect to build on 2007’s success in sizeable second-year adoption
- Math (K-8): Expect good results with new state-specific balanced basal and *Everyday Mathematics*
## 2Q: First signs of successful campaigns in adoption states

**Reading/Literature (K–12)**
- Expect solid results in Alabama, Indiana, Louisiana, and Oklahoma

*Spotlight on Music* is leading the elementary market

Fine arts, health, business and vocational lines are performing well in states adopting these categories

## New opportunities in supplemental market

Enjoying some success although market remains sluggish

Boost last week when Texas Education Agency announced a new $15 million opportunity for reading intervention programs
- New funding will be spent during 2008-2009 school year on the Texas intensive reading initiative for grades 4-8
- Three of our intervention programs have been adopted
  - Represent comprehensive print and digital solutions for students reading below grade level
Outlook for el-hi market in 2008

Solid year taking shape in state new adoption market

Bulk of open territory orders traditionally come in 3Q
  • Market should grow 1% to 2%

Expect to gain share in overall K–12 market
  • Market should grow 4% to 5%

Testing: Growth with a spectrum of assessment products

Acuity continues to win new customers
  • New formative program

Winning new business with our other testing series
  • TABE offers diagnostic assessments and instructor support for adult students
  • LAS Links series for English-language learners
    – Nevada extended contract for three years to serve nearly 80,000 English-language learners
    – System helps ensure compliance with NCLB requirements
New NCLB requirements play to our strength in testing

States adding a growth component to school accountability programs
• Growth model looks at an individual student’s academic performance
• Determines if student is on track to become proficient

Requires development of a vertical scale to see how students are progressing from grade to grade
• We have strong expertise in vertical scaling
• TerraNova testing series has vertical scales
• Acuity’s vertical scales show growth through formative assessment

2Q results for Higher Education, Professional and International Group

HPI markets softened in 2Q as bookstores cut orders and reduced inventory
• Some college textbook distributors shifted timing of orders for the fall semester from late June into July
### 2Q results for Higher Education, Professional and International Group

Expect softness in professional markets for balance of the year
- Softness is a combination of:
  - Tough comparisons; last year had benefit of new edition of Encyclopedia of Science and Technology
  - Impact of economy on 2008 bookstore sales

Expect U.S. college and university business to grow about 4% to 6% this year
- Sales of our digital, custom and career product lines are showing stronger growth

Outlook is mixed in international markets

### Outlook for McGraw-Hill Education

Slower growth in higher education, professional and international markets may reduce rate of increase in revenue for McGraw-Hill Education
- New estimate: Revenue growth of 4% to 6% in 2008
- Original forecast called for growth of 6% to 8%

Segment’s estimate for operating margin unchanged
- Expect 50 to 100 basis point decline for 2008
## McGraw-Hill Education

### Financial Services

### Information & Media

### Financial Services

2Q 2008 segment results
- **Revenue**: -10.4% to $735.5 million
- **Operating profit**: -25.4% to $299.2 million
- **Operating margin**: 40.7%, vs. 48.9% in 2Q 2007
  (restructuring charge reduced operating margin by just over 200 basis points)
Financial Services

1H 2008 segment results
Operating margin 40.5% including 2Q restructuring charge
(restructuring charge reduced operating margin by 110 basis points)

The outlook for Financial Services

Diversification contributes importantly to S&P’s results

Strategy buffers Standard & Poor’s against the decline in new issuance

Cost containment will continue to be a priority

Guidance for 2008 remains unchanged
Outlook for Financial Services

If decline experienced in 1H 2008 in structured finance continues for remainder of year, segment revenue would decline 7% to 9%

• Would also expect a 500 to 600 basis point drop in operating margin

Revenue vs. new issuance in 2Q 2008

<table>
<thead>
<tr>
<th>Revenue</th>
<th>% Change 2Q ’08 vs. 2Q ’07</th>
<th>New Issue Volume</th>
<th>% Change 2Q ’08 vs. 2Q ’07</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>-10.4%</td>
<td>Global Issuance</td>
<td>-32.5%</td>
</tr>
<tr>
<td>Credit Market</td>
<td>-20.1%</td>
<td>Global Issuance</td>
<td>-32.5%</td>
</tr>
<tr>
<td>Services</td>
<td></td>
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</tr>
<tr>
<td>International</td>
<td>-3.3%</td>
<td>Non-U.S. Issuance</td>
<td>-20.0%</td>
</tr>
<tr>
<td>Domestic</td>
<td>-30.6%</td>
<td>U.S.-only Issuance</td>
<td>-44.4%</td>
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</table>
### The benefits of a diversified and resilient portfolio

**Investment Services**
- 2Q 2008: Up 22.8%
- 1H 2008: Up 20.4%
- Still expect double-digit revenue growth for non-ratings businesses for balance of year

### Data and information benefiting Investment Services

**Capital IQ continues to add customers here and abroad**
- Now serving more than 2,400 clients
- 23% increase vs. 2Q 2007
Continuing to expand index products and services

$206.3 billion in assets under management in ETFs based on S&P indices at end of 2Q 2008
  • 15.5% increase compared to 2Q 2007

Sales of custom indices and data also increased

Robust trading in exchange-traded derivatives based on S&P indices
  • Average daily volume of contracts: 2,820,000 in 2Q, up 25% vs. same period last year

Trading of over-the-counter derivatives increased substantially due in part to our products
  • Investment banks license S&P’s products to create structured vehicles linked to their performance
## Continuing to expand index products and services

New S&P indices in 2008:
- 18 new ETFs launched in 2Q 2008
- 31 new ETFs launched in 1H 2008 vs. 46 for all of 2007
- Now a total of 175 ETFs based on S&P indices

More indices planned for 2H 2008

## Diversifying at S&P Credit Market Services

Ongoing efforts to diversify by:
- Reducing S&P’s dependence on new issue market
- Expanding internationally

Increase in non-transaction revenue helped partially offset decline in new issue markets
- 2Q 2008: Up 13.7%
- 1H 2008: Up 12.5%

Non-transaction revenue includes surveillance fees, annual contracts, and subscriptions
Growth in unearned revenue at Financial Services

Unearned revenue increased 12.0% to just over $840 million in 2Q 2008

Expect unearned revenue to continue growing

Cost containment important in current environment

Closely managing costs while making investments
- Ensure S&P is prepared for turnaround in credit markets and growth in non-ratings business
- Measured approach to restructuring:
  - Eliminated approximately 170 positions at end of 2007
  - Cut another 246 in 2Q 2008
- Reduced incentive compensation
- Hiring remains selective
- Reduction in discretionary expenses a priority

Continue to examine management structure and make process improvements
U.S. structured finance market continues to decline in 2Q 2008

New issue dollar volume down:
- 75.4% in April
- 81.8% in May
- 84.0% in June
- 79.0% for 1H 2008

Only asset-backed securities issuance is up after six months
• Just 0.2%

Turbulence in credit markets has carried into 2Q 2008

Source: Thomson Financial, Harrison Scott Publications, Standard & Poor’s
Turbulence in credit markets has carried into 2Q 2008

Signs the market is healing, but not yet healed

Investment-grade issuers showed strength in 2Q as better-known issuers attracted receptive investors
- Nearly all recent deals have been substantially oversubscribed; indication there is plenty of cash available

Corporate outlook for 2H promising although speculative-grade issuance will remain weak

Expect more growth in public finance
- State and local government pipeline continues to look strong
Signs the market is healing, but not yet healed

Expect growth in international markets in 2H 2008
• Will benefit from geographic expansion into Gulf and Central and Eastern Europe

Refinancing requirements of industrials in Europe should be source of growth

Activity remains very slow in structured market

Opportunities emerging in structured finance market

Focus will be on secondary market trades and repackaging
• S&P may have opportunities to rate some resecuritizations, or Re-REMICs
Growing U.S. interest in covered bonds

Some market participants believe covered bonds could stimulate U.S. mortgage market
- Effort in U.S. to create a legal framework for covered bonds
- If effort succeeds, large capitalized banks could be important issuers

Two levels of protection with covered bonds makes them attractive
- Covered bonds are senior debt obligations of the issuing institution secured directly on a portfolio of specific assets
  1. Issuer is obligated to pay interest and principal on bonds
  2. If issuer defaults, assets in covered-asset pool are also available to repay covered bonds

Opportunities emerging in structured finance market

$25 trillion of securitized assets have been issued in last eight years
- Majority of assets are still in the market and need to be monitored, revalued and priced for trading in the secondary market

S&P created FIRMS, Fixed Income and Risk Management Services to tap this market potential
- Provides market intelligence and analytic insight for risk-driven investment analysis, including debt, structured finance and derivatives markets
## How S&P’s FIRMS will drive revenue growth

<table>
<thead>
<tr>
<th>Specific strategic initiatives for our target markets</th>
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<td><strong>Risk Analytics and Tools</strong></td>
<td><strong>Evaluations</strong></td>
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- Offer a rebranded and integrated platform for analysis and modeling of structured products
- Offer IMAKE, a new integrated credit risk modeling platform to help investors develop credit risk criteria for investing and lending
- Built out S&P’s global data libraries and provide state-of-the-art data management tool kits
- Integrate S&P’s proprietary modeling into evaluations to offer expertise in valuing complex securities

## How S&P’s FIRMS will drive revenue growth (cont.)

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- Partner with Super Derivatives to create the largest coverage of assets available from one offering
- Build out quantitative fixed income market research capabilities to drive a thought leadership position with investors
- Re-launch RatingsDirect™ completely redesigned to offer capabilities to create a credit workflow and integrated credit portal
Update on legal situation

MHP won its first court decision related to subprime litigation
• Court dismissed Blomquist action
  – Suit filed in California last August alleging various state and federal claims against numerous financial institutions, government agencies, McGraw-Hill and individuals

New suit was filed in July, for total of five lawsuits
• Latest suit filed against Barclays Bank and others, including McGraw-Hill
  – Alleges losses in two structured investment vehicles and the confirmation of allegedly “false” ratings by S&P

Update on legal situation

New Jersey Carpenter Health and Vacation Funds filed three separate lawsuits against issuers, underwriters and others including McGraw-Hill
• Actions concern losses on mortgage-backed securities and allegedly inappropriate credit ratings

Class action suit filed last August is being moved to U.S. District Court for the Southern District of New York
• Plaintiffs seek damages relating to decline in value of MHP’s stock price because senior management allegedly failed to warn investors about problems in structured market and S&P’s RMBS and CDO ratings

We believe all remaining lawsuits are without merit
• In our view, legal risk from these actions remains low
Update on regulatory issues

S&P remains actively engaged with regulatory issues and is making progress on its commitment to be part of the solution

• Working with policymakers and market participants to enable greater transparency

Update on regulatory issues

June 5th: S&P and two other ratings agencies announce agreements with New York Attorney General Cuomo

• Focus on U.S. residential mortgage-backed securities
  – No findings of wrongdoing
  – No payments
  – New York Attorney General closed investigation into ratings agencies

• Agreement underscores commitment to transparency, openness and strengthening of governance process
Update on regulatory issues

SEC held two public meetings in June to discuss proposed new rules and regulations for NRSROs

• June 11: SEC discussed comprehensive set of rules that have potential to bring more transparency to structured market
• June 25: SEC met to discuss use of NRSRO ratings in its rules
  – Broker-dealer net capital rule
  – Money market fund investment rule
  – Comments due September 5

Update on regulatory issues

July 8: SEC issued report after comprehensive 10-month examination of three ratings agencies

Some critical conclusions did not receive a lot of attention:

• No evidence found by SEC staff that decisions about ratings methodology or models were based on attracting or losing market share
Update on regulatory issues

(cont.)

• No indication that ratings agencies compensated analysts in a manner contrary to their policies
• SEC recognized that ratings agencies enhanced their procedures in connection with their registration as NRSROs in 2007
  – Report noted further improvements to manage conflicts of interest

Update on regulatory issues

At conclusion of July 8 report, SEC called for more documentation of ratings process and recommended S&P conduct reviews in certain areas
• S&P will be implementing these recommendations and taking steps to strengthen its ratings processes accordingly
Update on regulatory issues

S&P responded to SEC’s June 11 request for comments on proposed rules to bring more transparency to structured market

• S&P basically supports the SEC proposals
• We believe dialogue with policymakers and regulators is important and so do policymakers
  – Issues are complex and merit discussion
• S&P responded on two levels:
  – Commentary on proposals
  – Observations on specific legal and related questions raised by SEC staff

Update on regulatory issues

• We believe any new SEC rules must be narrowly tailored as required by law and should not regulate the substance of credit ratings or otherwise impair the value of the rating agencies’ independent opinions
Update on regulatory issues

• S&P agrees with SEC that it should have policies and procedures that prevent it from structuring products it rates; S&P already does
  – S&P is concerned about interference with free flow of information between ratings agencies and issuers
  – Communications should be encouraged, not inhibited

• S&P believes costs of proposed rules for rating agencies and the market have been underestimated by SEC

Update on regulatory issues

SEC also seeking comment on rule changes affecting use of ratings to meet capital requirements

• We can continue to operate successfully if rules are changed; already do so outside U.S.
• We would be concerned if proposed changes lead to unintended disruption in financial markets
Update on regulatory issues

Expect to see draft of proposed regulations from European Commission

• We believe any steps European regulators consider for additional oversight of rating agencies would be best addressed though globally coordinated approach
  – Recognizing benefits of consistency for investors and issuers operating in international business

Summing up impact of legal and regulatory outlook on Financial Services

We continue to believe any new or currently proposed legislation, regulations or judicial determinations would not have a material adverse effect on our financial condition or results of operations
### Outlook for Financial Services

#### Summary
- Legal and regulatory risk remains low
- Double-digit revenue growth for S&P Investment Services
- Revenue for segment could be off 7% to 9% for year if first half decline in structured finance continues for remainder of year
- Expect a 500 to 600 basis point drop in operating margin
Information & Media

2Q 2008 segment results
Revenue + 6.8% to $266.9 million
Operating profit +68.2% to $24.8 million
Operating margin 9.3%, up from 5.9% in 2Q 2007

Growth at Business-to-Business Group

Revenue grew 7.8% in 2Q to $240.4 million
• Business-to-business products key to 2Q results
• Advertising pages declined 11% at BusinessWeek
• Strong global growth in Platts’ news and pricing and consulting growth at J.D. Power were key to 2Q performance
Platts – a global growth product

Proportionately, Platts does more business overseas than any other MHP product
  • Benefiting from demand for petroleum and natural gas products
  • Demand shows no sign of diminishing in today’s volatile energy markets

Platts is expanding in new areas now serving steel—the world’s third-largest commodity market
  • Working with market participants to bring price transparency to steel market

Delivering more information electronically to construction market

Critical part of McGraw-Hill Construction’s transition
  • Electronic information producing increasing share of Construction’s sales
### The outlook at BusinessWeek

Ad pages off 17.3% through July 28 issue, according to Publishers Information Bureau

Circulation is growing

New syndicated studies indicate that BusinessWeek’s audience is younger and more affluent than in past years

### Solid outlook for political television advertising in 2H 2008

Broadcasting revenue: $26.5 million, off 1% vs. 2Q 2007

- Gains in political advertising offset by declines in the base business, primarily national sales

Expect political advertising to be strong in 2H 2008

- August: Colorado stations will benefit from state primary
- California: Expect ballot to include at least 11 propositions, including controversial same-sex marriage proposition
- All our TV markets will benefit from general election on November 4th
Outlook for Information & Media

Summary
- More progress this year
- Revenue growth of 6% to 8%
- Improvement in operating margin

Outlook for The McGraw-Hill Companies

Summary
- Year-over-year comparisons easier in second half
- Still expect 2008 EPS in $2.65-$2.75 range
  - Excluding 2Q 2008 restructuring charges and related benefits
Robert J. Bahash
Executive Vice President and
Chief Financial Officer
The McGraw-Hill Companies

Half way to our
2008 stock buyback target

2Q 2008: 4 million shares repurchased for $170.8 million; average price of $42.69

1H 2008: 7.4 million shares repurchased for $304.8 million; average price of $41.19

2008 buyback target: 15 million shares

Capacity:
• 20.6 million shares remaining in 2007 buyback program
### Modest increase in net debt

Net debt: $1.4 billion  
• As of June 30, increase of approximately $170 million versus end of 1Q 2008

Gross debt: $1.7 billion  
• As of June 30, comprised of $1.2 billion of unsecured senior notes and $526 million in commercial paper outstanding  
• Offset by $355 million in cash, primarily foreign holdings

We are focused on maintaining debt levels comparable to year-end 2007

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### 2008 outlook for free cash flow

Approximately $600 million before acquisitions or share repurchases in 2008  
• 1H 2008: $319 million decline compared to same period last year. Results impacted by:  
  – Reduced profits at Financial Services and corresponding impact on working capital  
  – Increase in working capital usage as McGraw-Hill Education prepares for strong adoption opportunities  
  – Cash outflows for construction costs for new data center that were accrued in 2007  
  – One-time shift in timing of our employee profit-sharing contribution from 2007 to 2008  
  – Payout of 2007 incentive compensation awards in 1Q 2008
### Outlook for free cash flow (cont.)

- Free cash flow in 2H 2008 expected to approximate free cash flow for 2H 2007
- Will benefit from:
  - Easier comparisons at Financial Services
  - Reduced investments for purchases of property and equipment as second half of 2007 reflected significant investment in our data center building
  - Anticipated lower cash tax payments
  - Normal seasonal working capital improvements

### Outlook for net interest expense

- **2Q 2008:** $20.4 million net interest expense
  - Compared to $12.1 million in 2Q 2007
- **2008:** Continue to expect $75-$85 million for year
### Reduced fully-diluted weighted average shares outstanding (WASO)

<table>
<thead>
<tr>
<th>2Q 2008</th>
<th>321.1 million shares</th>
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<tbody>
<tr>
<td>Decreased</td>
<td>29.2 million share</td>
</tr>
<tr>
<td>compared to 2Q 2007</td>
<td>2.3 million share</td>
</tr>
<tr>
<td>compared to 1Q 2008</td>
<td></td>
</tr>
</tbody>
</table>

### Outlook for lower corporate expenses

| 2Q 2008: Decreased $7.5 million to $33.5 million, compared to a year ago |
|-----------------|------------------------|
| Primarily driven by lower incentive compensation accruals and stringent expense controls |

2008: Expect mid single-digit decrease
Managing expenses at Financial Services

Year-over-year, 2Q expenses essentially flat on adjusted basis:
- Reported expenses: Increased 4.0%, or $16.6 million
- Adjusted expenses: Increased 0.4%, or $1.5 million
  – Excludes $15.2 million second quarter restructuring charge
- Comparison benefits from $30 million reduction in incentive compensation and savings from 4Q 2007 restructuring actions
- Expense savings partially offset by impact of:
  – Acquisitions in 2007 and 2008
  – Weakening U.S. dollar on non-U.S. dollar expense
  – Investments in fast-growing areas, such as CRISIL, Capital IQ and Index Services

Managing expenses at Financial Services

Sequential 2Q expenses increased $52 million versus 1Q:
- Primary contributors:
  – $15.2 million restructuring charge
  – $20 million increase in incentive compensation provision versus depressed first quarter levels
  – $17 million increase for our strong growth businesses: Capital IQ, Index Services and CRISIL
Managing expenses at McGraw-Hill Education

Year-over-year, expenses increased in 2Q:
• Reported expenses: Increased 6.1%
• Adjusted expenses: Increased 4.6%, or $26 million

Increase driven by:
• $9.2 million in higher prepublication costs
• Increased marketing costs
• Investments in technology, including $3.3 million in data center migration costs

Mitigated by:
• Benefits from 4Q 2007 restructuring and reduced stock-based compensation

Update on migration to new data center

Data center is key to delivering more products and services electronically

Migration costs:
• 2Q 2008: $8.9 million
• 1H 2008: $13.1 million
• 2008: Expect $40 million
  –McGraw-Hill Education represents $18 million of 2008 cost
Outlook for growth in unearned revenue

2Q 2008: $1.1 billion
- Increased 7.5% year over year
- Financial Services: Grew 12% in 2Q
  - Segment represents approximately three quarters of McGraw-Hill’s unearned revenue
- McGraw-Hill Education: Reduction in 2Q due to accelerated fulfillment of orders for basal texts and related components including increased use of electronic delivery

2008: Expect growth in mid single-digit range compared to 2007 given forecast for slower revenue growth

Outlook for tax rate: No change

2008: Expect effective tax rate of 37.5%
- Approximately same as 2007 on full-year basis
Reducing estimates for 2008 prepublication investments

2Q 2008: $65.3 million, compared to $75.2 million in same period last year

2008: Now expect $270 million
• Down from previous $290 million estimate

Lower capital expenditures for property and equipment

2Q 2008: $25.2 million, vs. $60.7 million in 2Q 2007
• Higher last year while building data center
• Returned to more normalized rate this quarter

2008: Still expect $160 million
• Normal replacement expenditures
• Additional purchases of software and technology equipment for new data center
• Continued investments in technology
Outlook for non-cash items

Amortization of pre-publication costs

• 2Q 2008: $66.0 million, compared to $56.8 million for 2Q 2007

• 2008: Lowering guidance to $275 million
  – $35 million increase versus 2007 driven by significant prepublication investments

Depreciation

• 2Q 2008: $30.4 million, compared to $28.8 million in 2Q 2007

• 2008: Still expect approximately $125 million
  – Completion of data center
  – Purchases of new technology equipment for data center
  – Other increases in capital expenditures
Amortization of intangibles

- **2Q 2008**: $13.1 million, compared to $11.5 million in 2Q 2007

- **2008**: Expect approximately $52 million
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Replay Options

Internet
Go to www.mcgraw-hill.com/investor_relations
  • Click on the Earnings Announcement link under Investor Presentation Webcasts

Telephone (Available through August 30)
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