

The McGraw-Hill Companies

3Q 2011 Earnings Call October 20, 2011

PRESENTERS

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Comparison of adjusted information to U.S. GAAP information

This presentation includes adjusted financial information. This information is provided to enable investors to make meaningful comparisons of the Company's operating performance between periods and to view the Company's business from the same perspective as management's.

The earnings release dated October 20, 2011 contains exhibits that reconcile the differences between the non-GAAP measures and comparable financial measures calculated in accordance with U.S. GAAP.

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"Safe Harbor" Statement Under the Private Securities Litigation Reform Act of 1995

This presentation contains forward-looking statements, including without limitation statements relating to our businesses and our prospects, new products, sales, expenses, tax rates, cash flows, prepublication investments and operating and capital requirements that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are intended to provide management's current expectations or plans for our future operating and financial performance and are based on assumptions management believes are reasonable at the time they are made.

Forward-looking statements can be identified by the use of words such as "believe," "expect," "plan," "estimate," "project," "target," "anticipate," "intend," "may," "will," "continue" and other words of similar meaning in connection with a discussion of future operating or financial performance. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict; therefore, actual outcomes and results could differ materially from what is expected or forecasted. These risks and uncertainties include, among others worldwide economic, financial, political and regulatory conditions; currency and foreign exchange volatility; the effect of competitive products and pricing; the level of success of new product development and global expansion; the level of future cash flows; the levels of capital and prepublication investments; income tax rates; restructuring charges; the health of debt and equity markets, including credit quality and spreads, the level of liquidity and future debt issuances; the level of interest rates and the strength of the capital markets in the U.S. and abroad; the demand and market for debt ratings, including CDOs, residential and commercial mortgage and asset-backed securities and related asset classes; the state of the credit markets and their impact on S&P and the economy in general; the regulatory environment affecting S&P; the level of merger and acquisition activity in the U.S. and abroad; the level of funding in the education market; SEG's level of success in adoptions and open territories; enrollment and demographic trends; the strength of SEG's testing market, HPI's publishing markets and the impact of technology on them; continued investment by the construction, automotive, computer and aviation industries; the strength of the domestic and international advertising markets; the strength and performance of the domestic and international automotive markets; the volatility of the energy marketplace; and the contract value of public works, manufacturing and single-family unit construction.

In addition, there are certain risks and uncertainties relating to our previously announced Growth and Value Plan which contemplates a tax-free spin-off of our education business, including, but not limited to, the impact and possible disruption to our operations, the timing and certainty of completing the transaction, unanticipated developments that may delay or negatively impact the spin-off, and the ability of each business to operate as an independent entity upon completion of the spin-off. We caution readers not to place undue reliance on forward-looking statements.

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Harold McGraw III
Chairman, President and CEO

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Performing well despite challenging market conditions

•3Q 2011 results:

- McGraw-Hill Financial: Double-digit revenue and profit growth
- McGraw-Hill Information & Media: Double-digit revenue and profit growth from continuing operations
- S&P Ratings: Challenged by sharp decline in new issuance
- McGraw-Hill Education: Decline in elementary-high school market and low purchasing levels for state new adoptions materials

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Performing well despite challenging market conditions

The McGraw-Hill Companies

As Adjusted	3Q 2011	3Q 2010	Change
Diluted EPS*	\$1.21	\$1.21	- 0.2%
Revenue	\$1.9 billion	\$2.0 billion	- 2.5%

As Adjusted	YTD 9/30/11	YTD 9/30/10	Change
Diluted EPS*	\$2.27	\$2.14	+ 6.3%
Revenue	\$4.7 billion	\$4.6 billion	+ 3.3%

* From continuing operations

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MHP: Outlook for 2011

- **Despite market volatility, we expect to finish 2011 within our guidance of \$2.81 to \$2.86 per diluted EPS from continuing operations**
 - Compares to adjusted diluted EPS of \$2.68 in 2010
- **3Q results highlight logic of recent announcement to separate The McGraw-Hill Companies into two public companies as part of our Growth and Value Plan**

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Pro forma of McGraw-Hill Markets: Strong results

- Strong results do not reflect benefits of combining businesses into one streamlined operating company

McGraw-Hill Markets

As Adjusted	3Q 2011	3Q 2010	Change
Revenue	\$970.7 million	\$901.5 million	+7.7%
Op. Profit	\$333.0 million	\$309.6 million	+7.6%
Op. Margin	34.3%	34.3%	

As Adjusted	YTD 9/30/11	YTD 9/30/10	Change
Revenue	\$2.9 billion	\$2.6 billion	+11.7%
Op. Profit	\$1.0 billion	\$908.5 million	+12.1%
Op. Margin	34.5%	34.4%	

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Review of 3Q 2011 results

McGraw-Hill Financial

Standard & Poor's

McGraw-Hill Information & Media

McGraw-Hill Education

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The **McGraw-Hill** Companies

Lou Eccleston
President, McGraw-Hill Financial

The McGraw-Hill Companies

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McGraw-Hill Financial: Strong growth led by S&P Indices

McGraw-Hill Financial

As Adjusted	3Q 2011	3Q 2010	Change
Revenue	\$348.5 million	\$ 294.3 million	18.4%
Op. Profit	\$112.6 million	\$85.8 million	31.2%
Op. Margin	32.3%	29.1%	

As Adjusted	YTD 9/30/11	YTD 9/30/11	Change
Revenue	\$1.0 billion	\$ 866.8 million	16.0%
Op. Profit	\$306.7 million	\$240.3 million	27.6%
Op. Margin	30.5%	27.7%	

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Unlocking value at McGraw-Hill Financial

- **Strong results flow from successful execution of innovative operating model:**
 - Successfully integrated our businesses
 - Capitalized quickly on market opportunities
 - Positioned to benefit from market dynamics

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S&P Indices: 3Q revenue grows by more than 30% in a volatile market

- **58.5% increase in average daily trading volume of derivative contracts linked to S&P Indices**
- **6.8% increase in assets under management in ETFs based on S&P Indices to nearly \$280 billion**
 - 359 ETFs now trading on S&P Indices
- **S&P Indices accounted for about 25% of McGraw-Hill Financial's 3Q revenue**

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McGraw-Hill Financial: Strong growth in subscription revenue

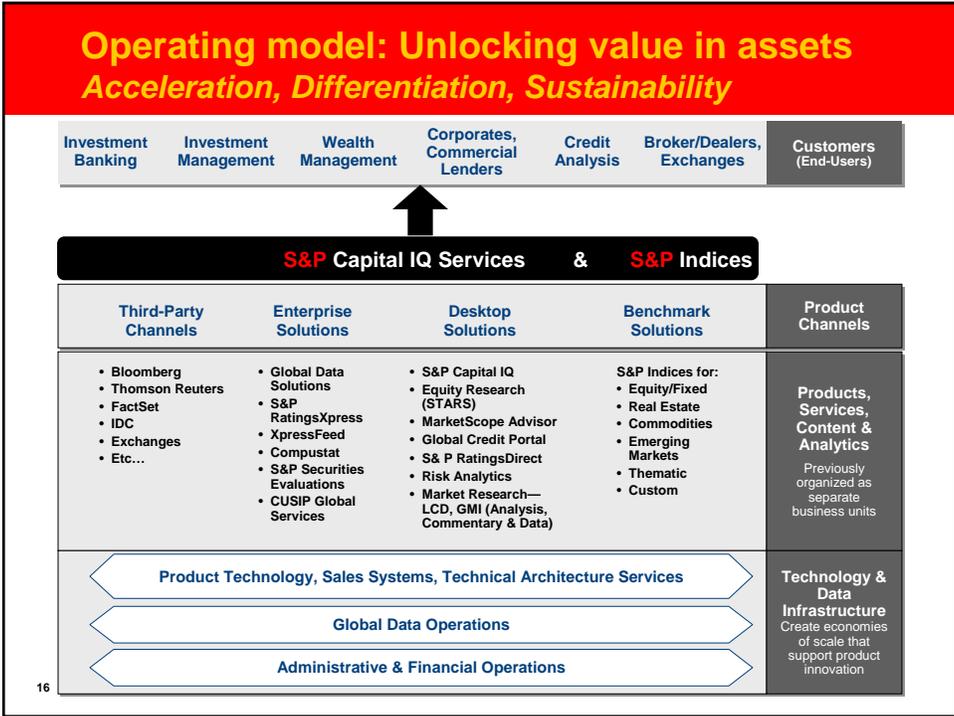
- **Accelerated sales and market share growth helped drive a 15.6% increase in subscription revenue**
 - S&P Capital IQ, Global Credit Portal, and the integration of TheMarkets.com
- **3Q subscription revenue: \$251.8 million**
 - Represents more than 72% of segment's 3Q revenue
- **Expanded S&P Capital IQ platform is attracting more customers**
 - Ended 3Q with more than 3,800 clients, a nearly 18% increase over last year

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McGraw-Hill Financial: Benefiting from integrated coverage

- **Enterprise Solutions had strong year-over-year growth**
 - Result of offering integrated coverage across McGraw-Hill Financial's proprietary data sets and third-party data and information
- **Anticipate a strong finish in 2011**
 - McGraw-Hill Financial is on a solid trajectory

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McGraw-Hill Financial: Leveraging our global and flexible infrastructure

- **Launched three local-language versions of the Global Credit Portal in the last eight months**
 - Russian
 - Chinese
 - Japanese
- **New solutions with local data sets are driving new sales and faster growth without significant new investment**

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McGraw-Hill Financial: Leveraging our global and flexible infrastructure

- **Created S&P Indices Fundamental Data Package**
 - Applies S&P Indices' unique and widely accepted index-level aggregation methodology
 - Includes Compustat and Capital IQ fundamental data
 - Solution offers more than 100 index-level statistics focused on income statements, balance sheets, and trading data items
- **Makes S&P Capital IQ and Compustat the global fundamental data source for all published statistics on S&P Indices**

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McGraw-Hill Financial: Leveraging our global and flexible infrastructure

- **New operating model underscores business logic and economic incentive to unlock value by creating McGraw-Hill Markets**
- **New economies of scale allows us to:**
 - Leverage and maximize the value of content and analytics across our different business
 - Create innovative solutions to help investors face challenges in today's volatile and changing market

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Review of 3Q 2011 results

McGraw-Hill Financial

Standard & Poor's

McGraw-Hill Information & Media

McGraw-Hill Education

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S&P's diversification strategy buffers market volatility in 3Q

- Non-transaction revenue grew 9.5%
- International revenue increased 9.1%
- Largely able to offset 19.5% decline in transaction revenue in 3Q

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S&P's diversification strategy buffers market volatility in 3Q

Standard & Poor's

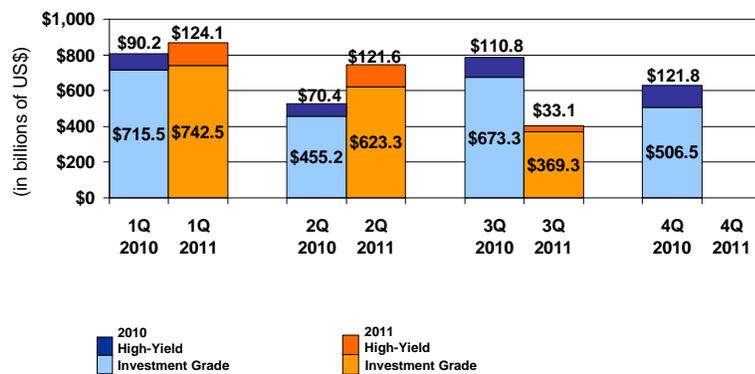
As Adjusted	3Q 2011	3Q 2010	Change
Revenue	\$409.9 million	\$417.5 million	- 1.8%
Op. Profit	\$169.1 million	\$180.0 million	- 6.1%
Op. Margin	41.3%	43.1%	

As Adjusted	YTD 9/30/11	YTD 9/30/10	Change
Revenue	\$1.3 billion	\$1.2 billion	+ 8.9%
Op. Profit	\$572.2 million	\$550.2 million	+ 4.0%
Op. Margin	42.9%	45.0%	

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Measuring new issue dollar volume

Worldwide Corporates Investment Grade & High Yield, 2011 vs. 2010

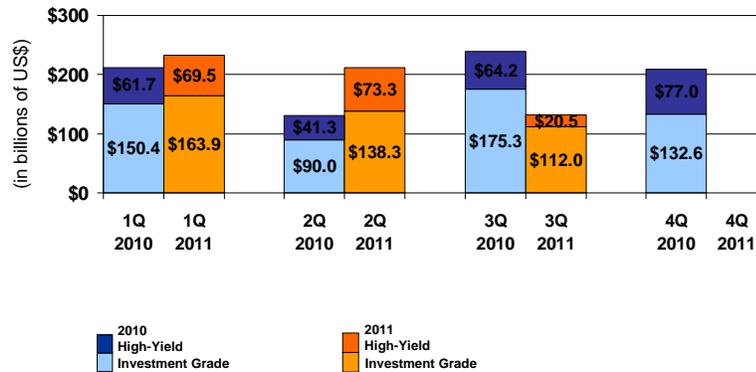


Source: Thomson Financial, Harrison Scott Publications, Standard & Poor's

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Measuring U.S. new issue dollar volume

U.S. Corporates Investment Grade & High Yield, 2011 vs. 2010

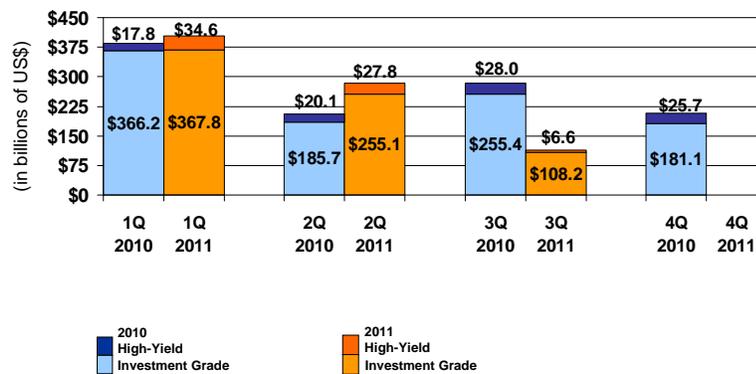


Source: Thomson Financial, Harrison Scott Publications, Standard & Poor's

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Measuring European new issue dollar volume

European Corporates Investment Grade & High Yield, 2011 vs. 2010



Source: Thomson Financial, Harrison Scott Publications, Standard & Poor's

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S&P: Lower costs, easier comparisons

- **Tight grip on expenses in 3Q**

- 3Q 2011: Expenses grew by 1.4%, excluding \$7.3 million pre-tax gain on sale of certain equity interests in India in 2010

- 1H 2011: Expenses increased 19.3%

- **4Q 2011: S&P will continue to keep a tight grip on costs**

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S&P: Outlook for balance of 2011

- **Uncertainty and volatility will continue to be factors for the balance of the year**

- Positive demand for investment-grade corporate debt
 - Refinancing will contribute to volume
 - Bank lending will continue to be constrained, which will benefit bond issuance
 - Structured finance will continue to be soft
 - Bank loan rating market still looks promising
 - But spreads remain wide and that will be a key factor in any pick-up in 4Q new issue volume

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Spreads remain wide; key to pick-up in 4Q new issue volume

Basis Points	10/14/11	One Month ago	1/1/11	5 year Mvg Avg
Investment-grade composite spread	222	209	177	232
Speculative-grade composite spread	758	743	538	688

Notes on Spread to U.S. Treasuries:

Investment-Grade: Average tenor is nine plus years to maturity; minimum \$100 million outstanding

Speculative-grade: Average tenor is five plus years to maturity; minimum \$100 million outstanding

Source: Standard & Poor's Global Fixed Income Research

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Progress on litigation front

- 23 cases now dismissed outright
- 9 have been voluntarily withdrawn
- 7 dismissals by lower courts have now been affirmed by higher courts

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Latest developments on litigation front

- **On October 19: U.S. Second Circuit Court of Appeals affirmed the previous dismissal of two stock drop lawsuits**
 - Decision concerns the Gearren and Sullivan ERISA lawsuits brought against McGraw-Hill, our Board of Directors, and several executives
 - Court of Appeals ruled that the facts alleged by the plaintiffs, even if proven, are insufficient to establish a cause of action

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Latest developments on litigation front

- **In September: Federal court in Ohio dismissed a lawsuit initiated by the Ohio Attorney General's office in 2009**
 - Lawsuit was initiated on behalf of Ohio pension funds in connection with structured finance securities rated by Standard & Poor's
 - Federal court held that the complaint failed to demonstrate the existence of any legal duty by S&P to the Ohio funds, or any actionable misrepresentation

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Latest developments on litigation front

- **Last week, S&P resolved a lawsuit brought by the Connecticut Attorney General's Office in 2008**
 - Lawsuit was in connection with S&P's ratings for public finance bonds
 - Under the settlement, S&P does not admit any liability or violation of law. S&P will give the state a credit against future ratings fees and make presentation at no charge on municipal bonds to Connecticut officials

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Latest developments on litigation front

- **In New Mexico, a federal court denied our motion to dismiss a complaint alleging violations of that state's securities law in connection with ratings issued on certain mortgage pass-through certificates**
 - We have not received the rationale for the court's decision but we are prepared to demonstrate that the complaint lacks factual and legal merit

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Latest developments on litigation front

- **In Australia, S&P is involved in a trial with a plaintiff looking to recover losses stemming from an investment in a Constant Proportion Debt Obligation (CPDO)**
 - We have pointed out that the plaintiffs were not permitted to purchase instruments under their own mandates and they did not know or attempt to understand what a rating meant when they made the investment
 - Trial is scheduled to last through the end of 2011 and Court may not issue a ruling until spring 2012

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Latest developments on regulatory front

- **As announced, S&P received a Wells Notice from the SEC on Sept. 22**
 - SEC staff is considering recommending Commission institute a civil proceeding against Standard & Poor's
 - Involved rating in 2007 of a single collateralized debt obligation known as Delphinus
 - A Wells Notice is neither a formal allegation nor finding of wrongdoing
 - Allows S&P to address the issues raised before the Staff decides whether or not to make a recommendation to the Commission or a decision is reached by the SEC
 - S&P will continue to cooperate with the SEC

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Latest developments on regulatory front

- **CalPERS case: Court is scheduled to hear concluding arguments on October 28**
 - Court will decide whether CalPERS has met its burden under California law to move this case to the next stage

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Latest developments on regulatory front

- **Europe: Standard & Poor's expects to successfully complete the registration process in the next few weeks**
 - New European rating agency being formed
 - Market benefits from a diversity of opinions on credit risk that are independent, transparent, and comparable across asset classes and geographies
 - S&P's ultimate success will be based on the value investors derive from the ratings and research produced by 1,300 analysts worldwide

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Latest developments on regulatory front

- **United States: SEC issued a report on its examination of each of the NRSROs as mandated by Dodd-Frank**
- **Key point: No material regulatory deficiency was found**

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Review of 3Q 2011 results

McGraw-Hill Financial

Standard & Poor's

McGraw-Hill Information & Media

McGraw-Hill Education

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McGraw-Hill Information & Media: Strong results in 3Q

McGraw-Hill Information & Media

As Adjusted	3Q 2011	3Q 2010	Change
Revenue	\$228.5 million	\$204.1 million	+ 11.9%
Op. Profit	\$51.3 million	\$43.8 million	+ 17.1%
Op. Margin	22.4%	21.4%	

As Adjusted	YTD 9/30/11	YTD 9/30/10	Change
Revenue	\$657.6 million	\$590.4 million	+ 11.4%
Op. Profit	\$139.1 million	\$118.0 million	+ 17.9%
Op. Margin	21.1%	20.0%	

Note: Results are based on continuing operations; figures reflect the reclassification of the Broadcasting Group as a discontinued operation as a result of its pending sale

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Increased demand for Platts' proprietary content

- **Volatility in global energy markets increases need for price transparency from Platts**
- **Platts' revenue: Up more than 25% in 3Q, including BENTEK and Steel Business Briefing**
 - Represents nearly 50% of total segment revenue
- **Platts' expanding suite of price assessments**
 - New weekly price assessments of polymers imported into Brazil
 - Growing demand for price discovery as commodities markets become more sophisticated

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Solid results at J.D. Power

- **Keys to growth in 3Q 2011:**

- Increased demand for J.D. Power's benchmark research data on the U.S. automotive market
- Expansion of the firm's global business, especially in China

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Review of 3Q 2011 results

McGraw-Hill Financial

Standard & Poor's

McGraw-Hill Information & Media

McGraw-Hill Education

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Lower state new adoption sales weighed on 3Q results for School Education Group

- **3Q 2011 elementary-high school market proved to be a weaker quarter than originally projected**
 - School districts postponed or limited purchasing citing budget issues
- **El-hi market down 15.6% through August**
 - Open territory sales decreased 4.6%
 - Adoption state sales declined 24.5%
 - Should improve as additional orders from Texas are reported
- **Now estimate about \$720 million for total state new adoption market in 2011, a decline of about 17% from 2010**

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Texas a key to understanding 3Q el-hi results

School Education Group: Revenue

3Q 2011	3Q 2010	Change
\$420.4 million	\$534.7 million	-21.4%
YTD 9/30/11	YTD 9/30/10	Change
\$818.8 million	\$971.2 million	-15.7%

- **Texas: The wild card in the 2011 market**
 - State's adoption call for various subjects followed by months of debate about funding
 - Debate ended in June when Texas legislature approving funded all categories with new system for instructional purchases

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The dampening effect of Texas' new allotment system

- **Under Texas' new system for purchasing instructional materials:**
 - Each district receives an allotment based on its student population
 - District decides which state adopted materials to buy
 - District can use the money for various purposes and save unspent funds for future needs
- **It appears districts will spend less than they did under the old system**
 - Typically bought a book per student in newly adopted subjects

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Issues in Texas: Timing, level of funding

- **If Texas funding fell through, materials with state-specific content could not be sold elsewhere**
 - Bypassed K-5 language arts adoption, the largest call
- **Instead, School Education Group invested in the state's digital science call**
 - Developed CINCH Science, a comprehensive, all-digital cloud-based instructional system for grades 5–12 that could be adapted for other markets
- **CINCH Science is leading the competition in Texas by a wide margin**
 - As a digital subscription, it will provide steady revenue recognition over the life of the adoption

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School Education Group reduced participation rate to 75% in 2011 state new adoptions

- **School Education Group weighed cost of developing print programs against opportunities in state new adoption market**
 - Did not participate in Florida K–5 science, all Texas programs
- **Capture rates in state new adoption market**
 - 2010: Competed for 97% of total available dollars
 - Captured 30%
 - 2011: Competing for 75% of total available dollars
 - Expect to capture about 25% of the total available dollars
 - Expect to capture 33% of available dollars in markets where we're competing
- **Good results in testing market:**
 - Growth in custom contract revenue
 - New business and renewals for Acuity

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McGraw-Hill Higher Education, Professional and International Group

HPI Group: Revenue

3Q 2011	3Q 2010	Change
\$516.9 million	\$520.0 million	-0.6%
YTD 9/30/11	YTD 9/30/10	Change
\$957.8 million	\$965.7 million	-0.8%

- **Fall enrollments have not matched strong growth seen at the start of last two academic years**
 - Two- and four-year colleges: Enrollments estimated to be flat with 2010
 - For-profit postsecondary: Sharp declines reported

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Slow down in enrollment growth weighs on higher education market

- **Net sales increased in 3Q for three out of four of our main product lines, including career education**
- **Digital products and services grew at a double digit rate**
 - McGraw-Hill Connect and McGraw-Hill LearnSmart have received very positive responses from instructors and students
 - 4Q digital sales expected to increase as more students register to use Connect, LearnSmart
 - Currently 2.5 million registered users for McGraw-Hill's homework management products; expect to reach close to 3 million by year end

Transition to digital drives revenue

- **Print and e-book sales show improvement over prior year quarter**
 - Reflects release of new edition of *Harrison's Principles of Internal Medicine*
- **Double-digit revenue generated by digital subscription products**
 - AccessMedicine grew at double-digit rate
- **International markets grew overall**
 - Gains in Middle East, Canada and Europe offset results in Asia and Australia
 - Performed well in Middle East; developed higher education custom titles for Saudi Arabia

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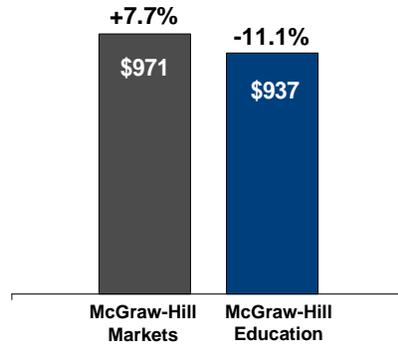
Jack Callahan
Executive Vice President
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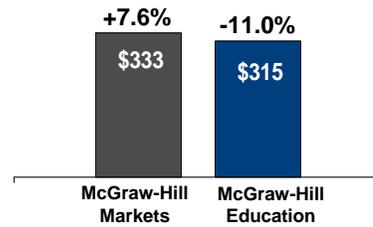
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3Q 2011: Operating performance

Revenue (Dollars in millions)



Adjusted Segment Operating Profit (Dollars in millions)



Margin 34.3% 33.6%

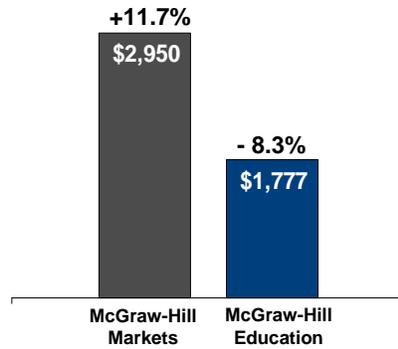
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YTD 2011: Operating performance

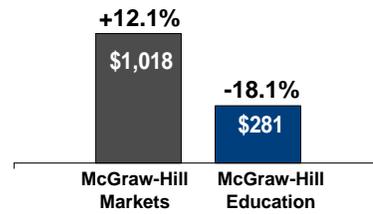
Revenue

(Dollars in millions)



Adjusted Segment Operating Profit

(Dollars in millions)



Margin 34.5% 15.8%

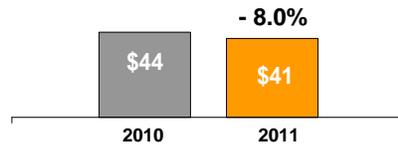
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Corporate expense

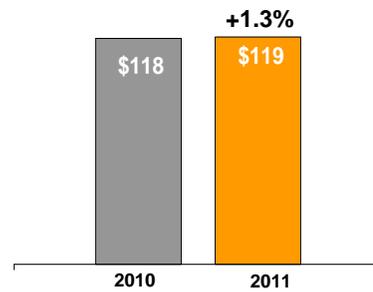
3Q 2011

(Dollars in millions)



Year-to-date

(Dollars in millions)



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Adjusted income from continuing operations

(dollars in millions)	3Q 2011	% Change	YTD 2011	% Change
Adjusted segment operating profit	\$648	-2.4%	\$1,299	+3.8%
Corporate expense	\$41	-8.0%	\$119	+1.3%
Adjusted operating profit	\$607	-1.9%	\$1,180	+4.0%
Interest	\$18	-6.0%	\$57	-8.6%
Tax rate	36.3%	NC	36.3%	NC
Adjusted income from continuing operations	\$375	-1.8%	\$716	+4.8%

NC = No change

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Adjusted earnings per share

(dollars in millions, except EPS)	3Q 2011	% Change	YTD 2011	% Change
Adjusted income from continuing operations	\$375	-1.8%	\$716	+4.8%
Less: Adjusted net income attributable to noncontrolling interests	\$8	+10.4%	\$17	+19.5%
Adjusted net income attributable to McGraw-Hill	\$367	-2.1%	\$698	+4.5%
Diluted weighted average shares outstanding (millions)	304	-1.8%	307	-1.7%
Adjusted earnings per share	\$1.21	Flat	\$2.27	+6.3%

NC = No change

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2011: Another year of strong cash flow

(dollars in millions)	YTD 2010	YTD 2011
Cash provided by operating activities	\$1,053	\$1,038
Investment in prepublication costs	(\$99)	(\$105)
Capital expenditures	(\$65)	(\$70)
Dividends paid to shareholders	(\$221)	(\$225)
Dividends paid to noncontrolling interests	(\$17)	(\$11)
Free cash flow post dividends	\$651	\$627

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Capital allocation year-to-date

(dollars in millions)	YTD 2010	YTD 2011
Free cash flow, post dividends	\$651	\$627
Acquisitions	(\$325)	(\$199)
Share repurchases (trade date)	(\$256)	(\$655)



16.7 million shares

Average price: \$39.20

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Summary: Solid balance sheet and outlook

- **Net cash and short-term investments**
 - As of September 30, 2011: \$1.5 billion
 - \$149 million increase from June 30, 2011
- **Share repurchases and acquisitions were largely funded by free cash flow**
- **Gross debt: Approximately \$1.2 billion**
 - Comprised of long-term unsecured senior notes
 - No commercial paper outstanding

2011 Outlook	EPS: \$2.81 to \$2.86 Free cash flow: ~ \$750 million
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Harold McGraw III
Chairman, President and CEO

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Growth & Value Plan

Unlocking Value

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Complex undertaking to separate global operations

- **Plan to complete separation by the end of 2012**
- **Multiple work streams under way; making good headway**
- **Pursuing plan with great sense of urgency to complete work as quickly as possible**

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Making significant headway in extensive cost reduction program

- **Cost reduction program involves disaggregating shared services and establishing two appropriately-sized corporate centers**
- **Targeting at least \$100 million in cost reductions over the next 15 months, based on initial analysis**

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Entered into agreement to sell non-core Broadcasting Group

- **Agreement with E.W. Scripps for \$212 million in cash**
- **Divestiture demonstrates our commitment to more sharply define and focus on profitable, core businesses**

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Actively searching for a new CEO for McGraw-Hill Education

- We are working closely with Heidrick & Struggles

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Summary

- McGraw-Hill had a solid 3Q and first nine months of 2011
- Making progress to implement Growth & Value Plan
- Results demonstrate rationale for decision to separate Markets and Education
 - Two great business with divergent models
- Delivering significant capital to investor through share repurchases and dividends
- On track for another year of growth
 - Expect full year diluted EPS will be in \$2.81 to \$2.86 range

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NOTE: A replay of this webcast will be available approximately two hours after the end of the call from www.mcgraw-hill.com/investor_relations

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