# American Express Earnings Conference Call Q3'22



# **Summary Financial Performance**



(\$ in millions; except per share amounts)

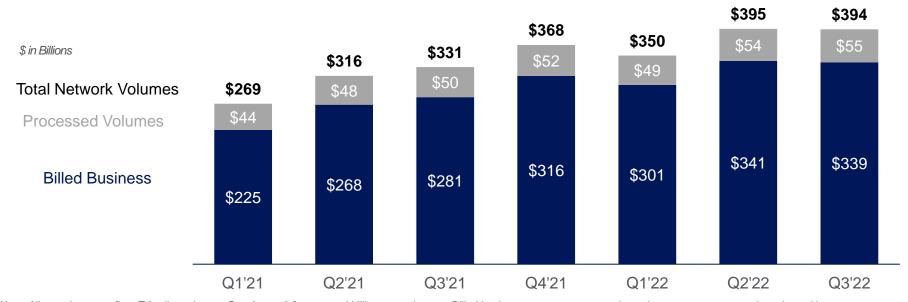
	Q3'22	Q3'21	YoY% Inc/(Dec)
Total Revenues Net of Interest Expense	\$13,556	\$10,928	24%
FX-Adjusted*		\$10,651	27%
Pretax Pre-Provision Income**	\$3,237	\$2,259	43%
Provision Expense	\$778	(\$191)	#
Net Income	\$1,879	\$1,826	3%
Diluted EPS†	\$2.47	\$2.27	9%
Average Diluted Shares Outstanding	749	787	(5%)

<sup>\*</sup> Total Revenues Net of Interest Expense adjusted for FX is a non-GAAP measure. FX-adjusted information assumes a constant exchange rate between the periods being compared for purposes of currency translation into U.S. dollars (i.e., assumes Q3'22 foreign exchange rates apply to Q3'21 results). \*\* Pretax pre-provision income is a non-GAAP measure. See Annex 1 for a reconciliation to Pretax income on a GAAP basis. †Attributable to common shareholders. Represents net income less earnings allocated to participating share awards, dividends on preferred shares and other items. # Denotes a variance of 100% or more.

#### **Total Network Volumes Growth**



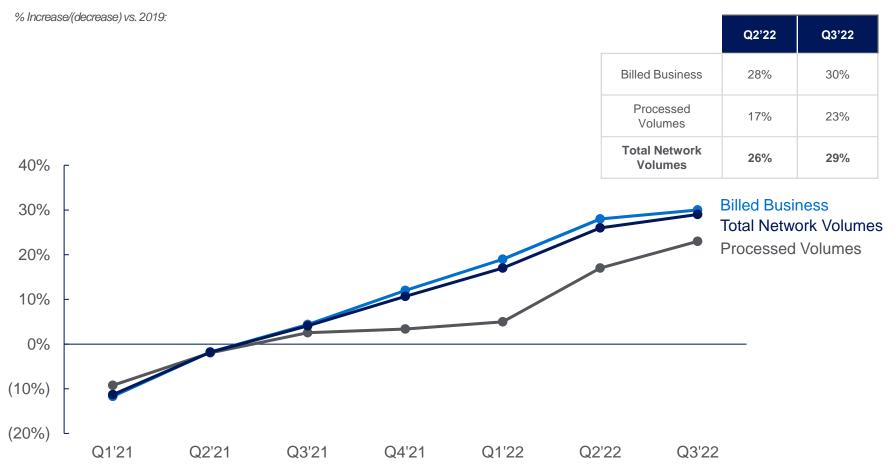
% Increase/(decrease) vs. Prior Year:	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Billed Business	(9%)	51%	31%	33%	35%	30%	24%
Processed Volumes	(1%)	26%	18%	15%	15%	19%	19%
Total Network Volumes	(8%)	46%	29%	30%	32%	28%	23%



Note: All growth rates reflect FX-adjusted rates. See Annex 2 for reported billings growth rates. Billed business represents transaction volumes on payment products issued by American Express. Processed volumes represent transaction volumes from cards issued by network partners and alternative payment solutions facilitated by American Express.

#### **Total Network Volumes Growth vs. 2019**

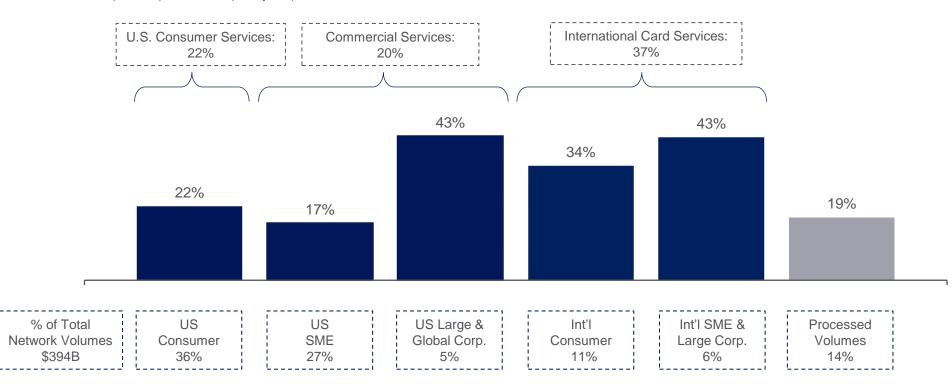




# **Q3'22 Network Volumes Growth by Customer Type**



% Increase/(decrease) vs. Prior Year (FX-adjusted):



Note: SME refers to small and mid-sized businesses with less than \$300MM in annual revenues. All growth rates reflect FX-adjusted rates except for US Consumer and US SME. See Annex 2 for reported billings growth rates. Subtotals may not add to 100% due to rounding.

#### **U.S. Consumer Services Billed Business**

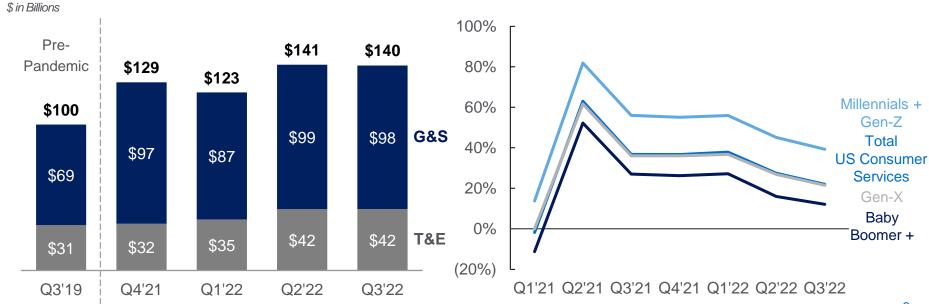


#### G&S vs. T&E

Q3'22	G&S	T&E	Total
YoY	16%	39%	22%

#### **Billed Business Growth by Age Cohort**

Q3'22	Millennials + Gen-Z	Gen-X	Baby Boomer +
YoY	39%	21%	12%
% of Total	30%	37%	33%



#### **Commercial Services Billed Business**

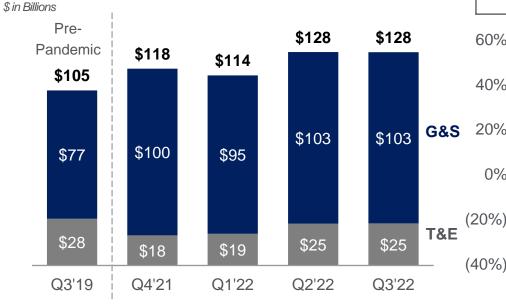


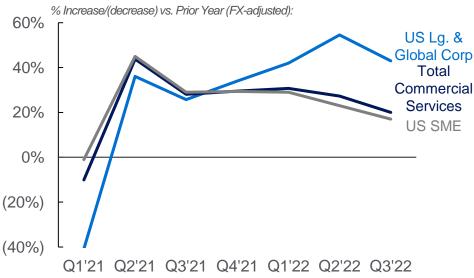
#### G&S vs. T&E

Q3'22	G&S	T&E	Total
YoY	12%	71%	20%
vs. '19	33%	(10%)	22%

#### **US SME vs. US Large & Global Corporate**

Q3'22	US SME	US Large & Global Corp	Total
YoY	17%	43%	20%
vs. '19	32%	(13%)	22%
% of Total	84%	16%	100%





#### **International Card Services Billed Business**

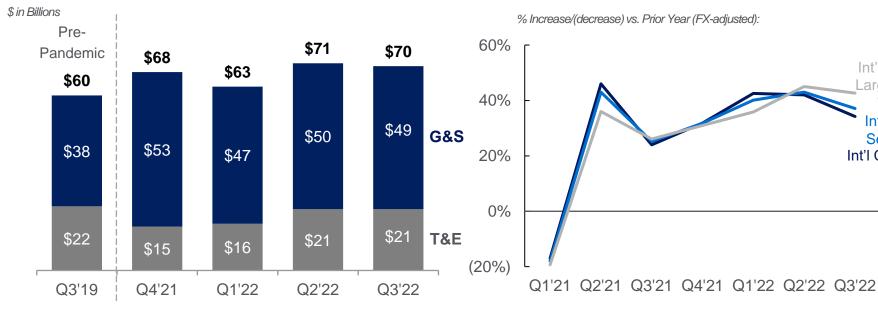


#### G&S vs. T&E

Q3'22	G&S	T&E	Total
YoY	24%	86%	37%

#### Int'l Consumer vs. Int'l SME & Large Corp.

Q3'22	Int'l Consumer	Int'l SME & Large Corp.	Total
YoY	34%	43%	37%
% of Total	64%	36%	100%



Int'l SME &

Large Corp.

Total Int'l Card

Services

Int'l Consumer

#### **Worldwide Total Loans**

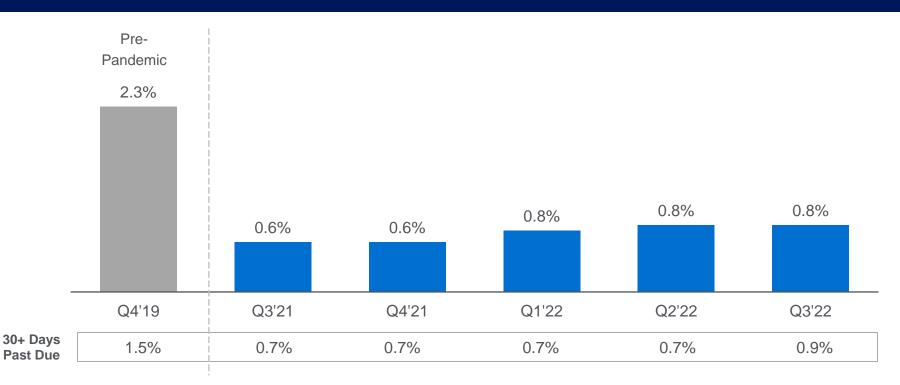




#### **Card Member Loans Credit Metrics**



#### **Card Member Loans Net Write-off Rates**



#### **Total Provision**



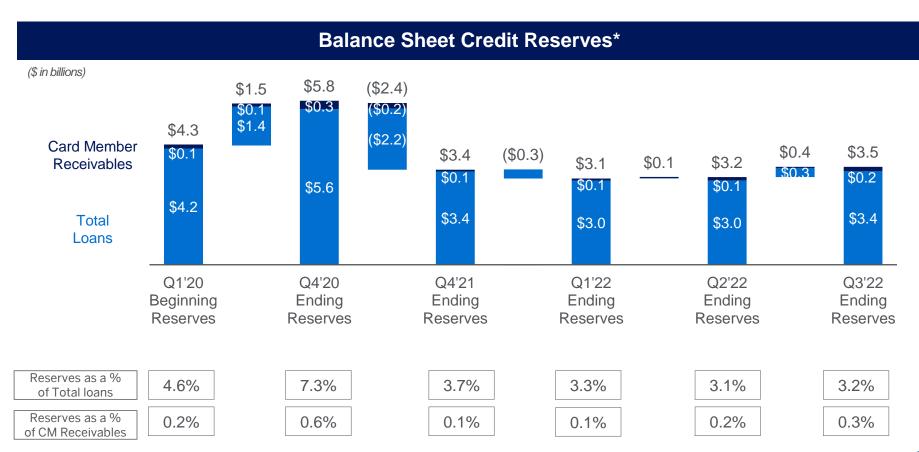
(\$ in millions)



See Variance Commentary in the appendix section for an explanation of the provision variance versus last year. \* Reserve Build/(Release) represents the portion of the provisions for credit losses for the period related to increasing or decreasing reserves for credit losses as a result of, among other things, changes in volumes, macroeconomic outlook, portfolio composition and credit quality of portfolios.

#### **Total Reserves**





<sup>\*</sup> Q1'20 – Q3'22 Balance Sheet credit reserve builds differ from P&L credit reserve builds due to other receivables and FX impacts. Reserve subtotals may not foot due to rounding.

#### **Revenue Performance**



(\$ in millions)

Ti illions)	Q3'22	Q3'21	YoY% Inc/(Dec)	Q3'22 % of Total Revenue
Discount Revenue	\$7,848	\$6,369	23%	58%
Net Card Fees	\$1,541	\$1,312	17%	11%
Service Fees and Other Revenue	\$1,169	\$839	39%	9%
Processed Revenue	\$420	\$414	1%	3%
Net Interest Income	\$2,578	\$1,994	29%	19%
Revenues Net of Interest Expense	\$13,556	\$10,928	24%	100%
FX-Adjusted*		\$10,651	27%	

#### **Discount Revenue**

(10%)

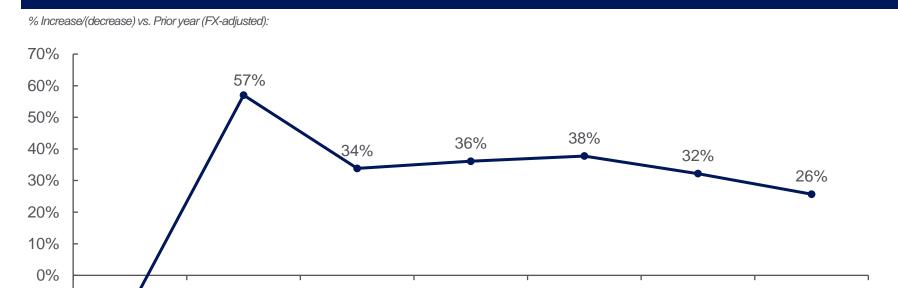
(10%)

Q1'21

Q2'21



#### **Discount Revenue Growth\***



Q4'21

Q1'22

Q3'21

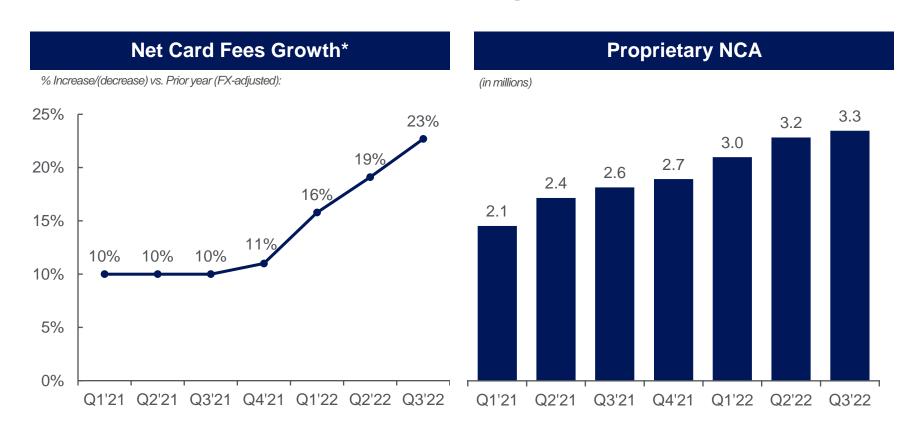
Q3'22

Q2'22

<sup>\*</sup> Discount Revenue adjusted for FX and the related growth rates are non-GAAP measures. See Annex 3 for Discount Revenue on a GAAP basis. See Slide 2 for an explanation of FX-adjusted information.

# **Net Card Fees and New Cards Acquired**



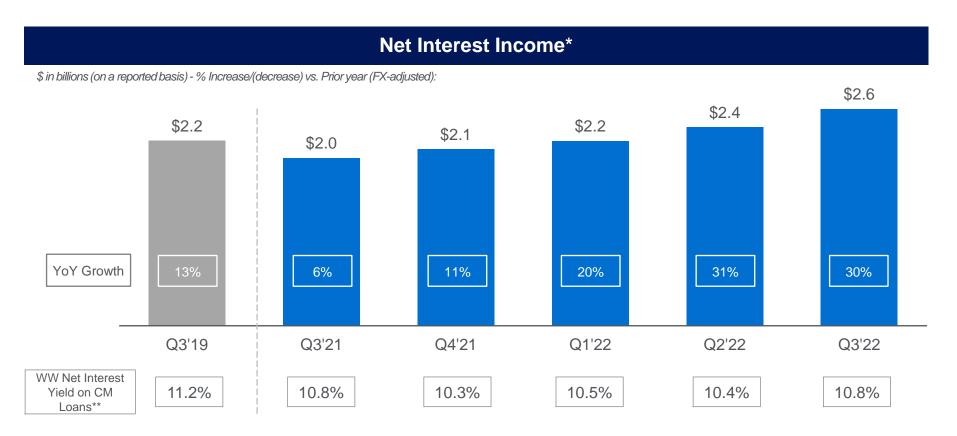


Note: Effective Q2'21 we prospectively changed the recognition of certain costs paid to a third party previously recognized over the 12-month card membership period in Net card fees.

\* Net Card Fees YoY growth rates adjusted for FX are non-GAAP measures. See Annex 4 for Net Card Fees growth rates on a GAAP basis. See Slide 2 for an explanation of FX-adjusted information.

#### **Net Interest Income**

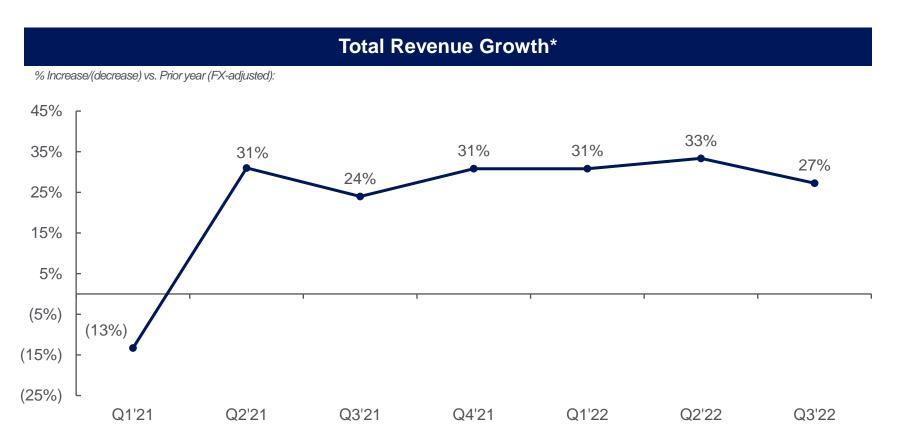




<sup>\*</sup> Net Interest Income YoY growth rates adjusted for FX are non-GAAP measures. See Annex 5 for Net Interest Income growth rates on a GAAP basis. See Slide 2 for an explanation of FX-adjusted information. \*\* See Annex 6 for a reconciliation of net interest yield, a non-GAAP measure.

# **Total Revenue Net of Interest Expense**





<sup>\*</sup> Total Revenue Net of Interest Expense adjusted for FX and the related growth rates are non-GAAP measures. See Annex 7 for total Revenue Net of Interest Expense on a GAAP basis. See Slide 2 for an explanation of FX-adjusted information.

# **Expense Performance**



(\$ in millions)

	Q3'22	Q3'21	YoY% Inc/(Dec)	
Card Member Rewards	\$3,571	\$3,020	18%	
Business Development	\$1,194	\$943	27%	
Card Member Services	\$774	\$579	34%	Q3'2 % of l
Variable Customer Engagement Expenses	\$5,539	\$4,542	22%	/8 OI
Marketing	\$1,458	\$1,412	3%	
Operating Expenses*	\$3,322	\$2,715	22%	
Total Expenses	\$10,319	\$8,669	19%	

Q3'22 VCE % of Revenue

41%

# **Capital**







#### **Capital Return**





#### **The Growth Plan**



#### 2022 Guidance

Revenue Growth: 23% - 25%

<u>EPS</u>: original r

Above original range of \$9.25 - \$9.65

#### **2023 Expectations**

Higher than long-term aspirational levels of Revenue growth

#### 2024+ Aspiration

Revenue Growth: in excess of 10%

EPS Growth: Mid-teens

Pandemic Recovery Tailwinds (2022-2023)

Steady State Macro Environment

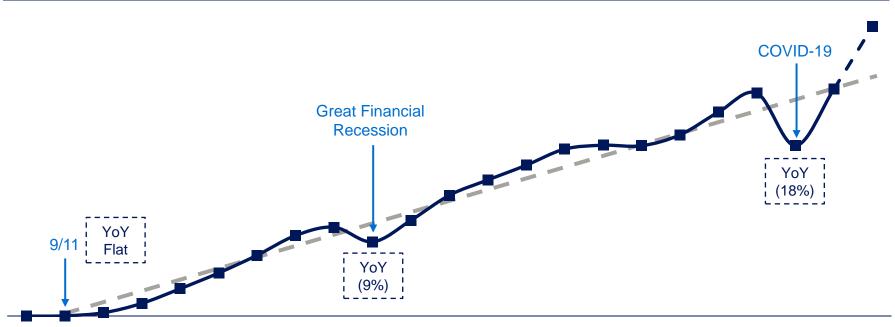
# **Appendix**



#### **Historical Network Volumes Trend**



#### **Network Volumes Indexed to 2000**

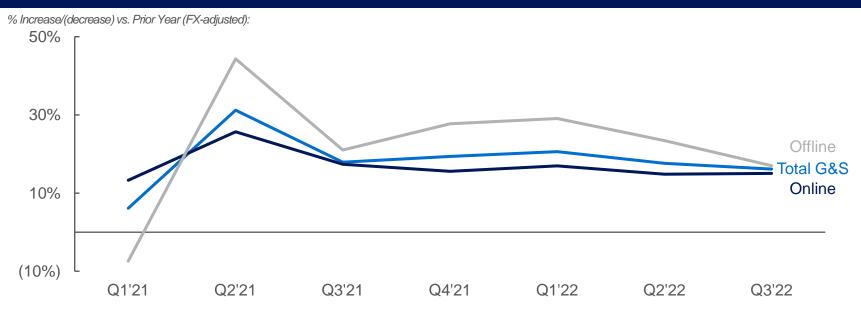


2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

#### **Billed Business G&S Growth**



#### **G&S** by Online vs. Offline

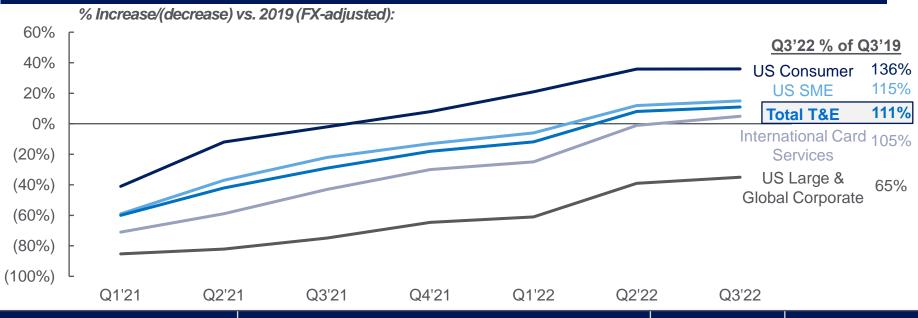


Q3'22	Online	Offline	Total
YoY	15%	17%	16%
% of Total	66%	34%	100%

#### **Billed Business T&E Growth**



#### **T&E by Customer Type**

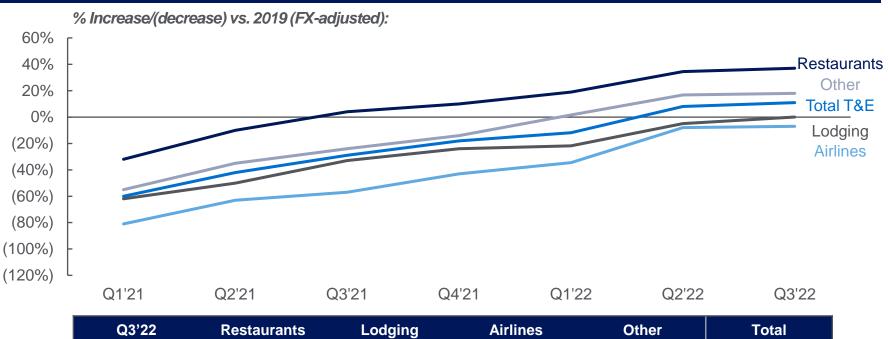


Q3'22	US Consumer	US SME	US Large & Global Corp.	Total Commercial Services	International Card Services	Total
YoY	39%	48%	156%	71%	86%	57%
% of Total	47%	19%	10%	28%	24%	100%

#### **Travel & Entertainment Billed Business**



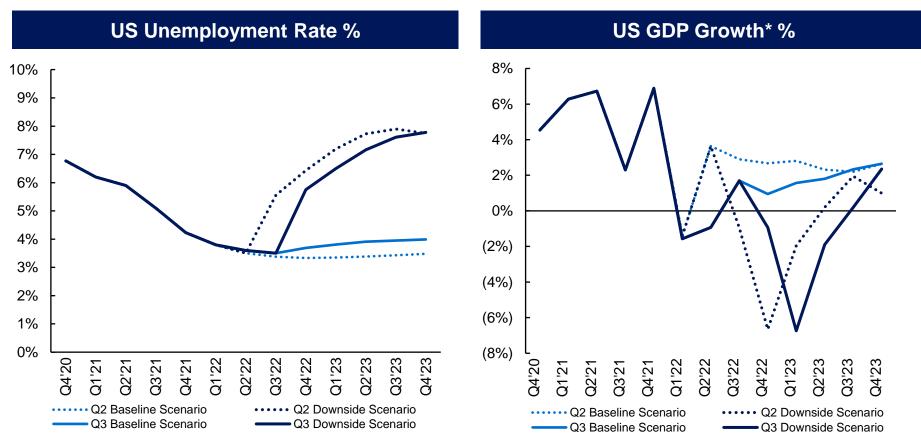
#### **T&E** by Industry



Q3'22	Restaurants	Lodging	Airlines	Other	Total
vs. '19	37%	0%	(7%)	18%	11%
YoY	32%	49%	118%	54%	57%
% of Total	26%	22%	23%	28%	100%

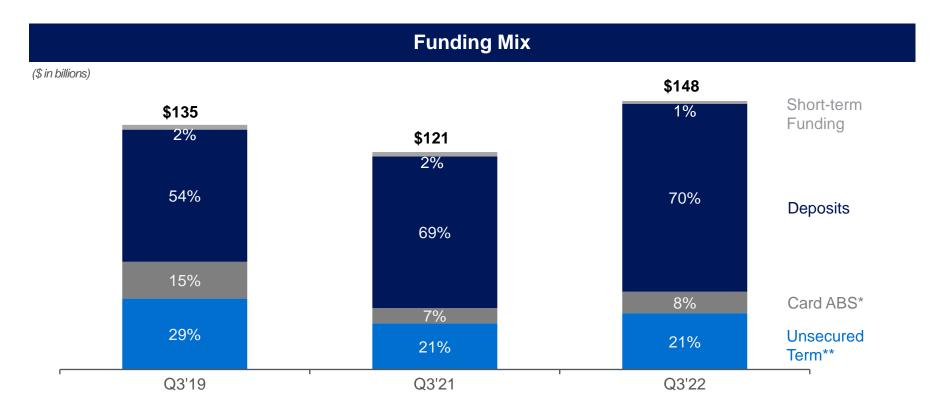
#### **Credit Reserve Macroeconomic Scenarios: Select Variables**





# **Funding Mix**



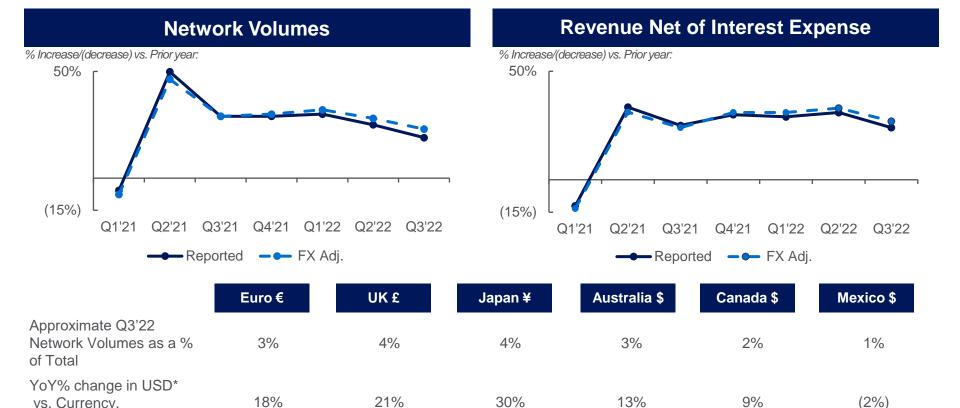


Note: % of total may not foot due to rounding. \* Reflects face amount of Card ABS, net of securities retained by the Company. Includes outstanding ABS secured borrowing facility draws.

\*\* Reflects face amount of unsecured term debt; the long-term debt balance on the Company's consolidated balance sheet includes capitalized leases and certain adjustments that are not included in these balances.

# **FX Impact on Network Volumes and Revenue Growth**





Strengthened / (Weakened)

Note: Network volumes is based on where the issuer is located and includes both proprietary and non-proprietary cards. See Slide 2 for an explanation of FX-adjusted information.

\* Represents percentage change in foreign currency exchange rates at 2022 and 2021 September month-end, respectively, per Bloomberg.

# **Additional Commentary – Variance Analysis**



The following summary provides selected variance information for the three months ended September 30, 2022 compared to the same period in the prior year. It should be read in conjunction with the statistical tables for Q3'22, available at ir.americanexpress.com.

- <u>Discount Revenue</u>: Increased 23% versus Q3'21, primarily driven by an increase in billed business of 21 percent.
- Net Card Fees: Increased 17% versus Q3'21, primarily driven by growth in our premium card product portfolios.
- <u>Service Fees and Other Revenue:</u> Increased 39% versus Q3'21, primarily driven by higher travel related revenues from foreign-exchange related revenues associated with Card Member cross-currency spending and higher travel commissions and fees from our consumer travel business.
- <u>Processed Revenue:</u> Increased 1% versus Q3'21, primarily driven by an increase in processed volumes, partially offset by the repositioning of certain of our alternative payment solutions.
- Interest Income: Increased 47% versus Q3'21, primarily reflecting higher average Card Member loan balances and higher interest rates.
- Interest Expense: Increased 159% versus Q3'21, primarily driven by higher interest rates.
- <u>Provisions for Credit Losses:</u> Increased 507% versus Q3'21, primarily due to a reserve build in the current period versus a reserve release in the prior period, and higher net write offs.

# **Additional Commentary – Variance Analysis**



- <u>Card Member Rewards Expense:</u> Increased 18% versus Q3'21, driven by increases in Membership Rewards, cash back rewards and cobrand rewards expenses, all of which were primarily driven by higher billed business. The increase in Membership Rewards expense was also driven by a larger proportion of spend in categories that earn incremental rewards such as travel, partially offset by a lower mix of redemptions in travel-related categories, as compared to the prior period. The Membership Rewards Ultimate Redemption Rate (URR) for current program participants was 96% (rounded down) at September 30, 2022 and 96% at September 30, 2021.
- <u>Business Development Expense:</u> Increased 27% versus Q3'21, primarily due to increased partner payments and client incentives, both of which were driven by higher network volumes.
- Card Member Services Expense: Increased 34% versus Q3'21, primarily due to higher usage of travel-related benefits.
- Marketing Expense: Increased 3% versus Q3'21, primarily due to an increase in business investments.
- <u>Salaries and Employee Benefits:</u> Increased 17% versus Q3'21, primarily due to higher compensation expenses driven by increased headcount and compensation decisions.
- Other Expenses: Increased 29% versus Q3'21, primarily driven by a net loss on Amex Ventures investments in the current period, as compared to a net gain in the prior period, higher technology costs and an increase in professional services expenses in the current period.



Pretax Pre-Provision Income (\$ in millions)

**Pretax income** 

**Provisions for credit losses** 

Pretax pre-provision income

Q3'22	Q3'21	YoY% Inc/(Dec)
\$2,459	\$2,450	0%
\$778	(\$191)	#
\$3,237	\$2,259	43%

# Annex 2 (1 of 4)



# Network Volumes – Reported & FX-Adjusted\* % Increase/(decrease) vs. Prior year

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Billed Business							
Reported	(7%)	53%	31%	32%	34%	27%	21%
FX-Adjusted	(9%)	51%	31%	33%	35%	30%	24%
<b>Processed Volumes</b>							
Reported	3%	33%	20%	13%	12%	12%	10%
FX-Adjusted	(1%)	26%	18%	15%	15%	19%	19%
Worldwide Network Volumes							
Reported	(6%)	50%	29%	29%	30%	25%	19%
FX-Adjusted	(8%)	46%	29%	30%	32%	28%	23%

<sup>\*</sup> See Slide 2 for an explanation of FX-adjusted information.

# Annex 2 (2 of 4)



# Network Volumes – Reported & FX-Adjusted\* % Increase/(decrease) vs. 2019

% Increase/(decrease) vs. 2019

	Q1'21 vs Q1'19	Q2'21 vs Q2'19	Q3'21 vs Q3'19	Q4'21 vs Q4'19	Q1'22 vs Q1'19	Q2'22 vs Q2'19	Q3'22 vs Q3'19
Billed Business							
Reported	(11%)	(1%)	5%	12%	19%	27%	27%
FX-Adjusted	(12%)	(2%)	4%	12%	19%	28%	30%
<b>Processed Volumes</b>							
Reported	(9%)	0%	4%	4%	2%	11%	14%
FX-Adjusted	(9%)	(2%)	3%	3%	5%	17%	23%
Worldwide Network Volumes							
Reported	(11%)	(1%)	5%	11%	16%	24%	25%
FX-Adjusted	(11%)	(2%)	4%	11%	17%	26%	29%

<sup>\*</sup> See Slide 2 for an explanation of FX-adjusted information. 2022 vs. 2019 and 2021 vs. 2019 YoY% assume 2022 and 2021 foreign exchange rates apply to 2019 results.

# Annex 2 (3 of 4)



# Network Volumes – Reported & FX-Adjusted\* % Increase/(decrease) vs. Prior year

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q3'22 vs Q3'19
US Large and Global Corp								
Reported	(41%)	38%	26%	34%	41%	53%	42%	(14%)
FX-Adjusted	(41%)	36%	26%	34%	42%	55%	43%	(13%)
Commercial Services								
Reported	(10%)	44%	28%	30%	31%	27%	20%	21%
FX-Adjusted	(10%)	44%	28%	30%	31%	27%	20%	22%

<sup>\*</sup> See Slide 2 for an explanation of FX-adjusted information. 2022 vs. 2019 YoY% assumes 2022 foreign exchange rates apply to 2019 results.

# Annex 2 (4 of 4)



# Network Volumes – Reported & FX-Adjusted\* % Increase/(decrease) vs. Prior year

	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
International Consumer							
Reported	(10%)	59%	27%	28%	36%	28%	18%
FX-Adjusted	(17%)	46%	24%	32%	43%	42%	34%
International SME & Large Corp							
Reported	(13%)	48%	28%	27%	29%	31%	27%
FX-Adjusted	(19%)	36%	26%	31%	36%	45%	43%
International Card Services							
Reported	(11%)	55%	27%	28%	33%	29%	21%
FX-Adjusted	(18%)	43%	25%	32%	40%	43%	37%

<sup>35</sup> 



# Discount Revenue – Reported & FX-Adjusted\* (\$in billions)

#### **GAAP Discount Revenue**

FX-Adjusted Discount Revenue\*

YoY% Inc/(Dec) in GAAP Discount Revenue

YoY% Inc/(Dec) in FX-Adjusted Discount Revenue\*

Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
\$5.6	\$3.8	\$4.8	\$5.3	\$5.0	\$6.0	\$6.4	\$7.1	\$6.8	\$7.9	\$7.8
\$5.6	\$3.8	\$4.8	\$5.3	\$5.0	\$6.0	\$6.2				
				(10%)	58%	34%	35%	37%	30%	23%
				(10%)	57%	34%	36%	38%	32%	26%

<sup>36</sup> 



#### Net Card Fees − Reported & FX-Adjusted\* (\$ in billions)

GAAP Net Card Fees
FX-Adjusted Net Card Fees*
YoY% Inc/(Dec) in GAAP Net Card Fees
YoY% Inc/(Dec) in FX-Adjusted Net Card Fees*

Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
\$1.1	\$1.1	\$1.2	\$1.2	\$1.3	\$1.3	\$1.3	\$1.3	\$1.4	\$1.5	\$1.5
\$1.1	\$1.2	\$1.2	\$1.2	\$1.2	\$1.2	\$1.3				
				13%	13%	10%	10%	14%	15%	17%
				10%	10%	10%	11%	16%	19%	23%

<sup>37</sup> 



# Net Interest Income – Reported & FX-Adjusted\* (\$in billions)

C	۸ ۸ D	Not	Interest	Incomo
		Net	interest	income

FX-Adjusted Net Interest Income\*

YoY% Inc/(Dec) in GAAP Net Interest Income

YoY% Inc/(Dec) in FX-Adjusted Net Interest Income\*

Q3'18	Q3'19	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
\$2.0	\$2.2	\$1.9	\$1.9	\$1.8	\$1.8	\$2.0	\$2.1	\$2.2	\$2.4	\$2.6
\$1.9	\$2.2	\$1.9	\$1.9	\$1.8	\$1.8	\$2.0				
	12%					6%	11%	20%	30%	29%
	13%					6%	11%	20%	31%	30%

<sup>38</sup> 



#### Consolidated Net Interest Yield on Average Card Member Loans (\$ in millions, except percentages and where indicated)

	Q3'19	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
Net interest income	\$2,203	\$1,994	\$2,108	\$2,199	\$2,360	\$2,578
Exclude:						
Interest expense not attributable to our Card Member loan portfolio*	\$461	\$172	\$135	\$158	\$211	\$374
Interest income not attributable to our Card Member loan portfolio**	(\$308)	(\$92)	(\$98)	(\$105)	(\$167)	(\$300)
Adjusted net interest income***	\$2,356	\$2,074	\$2,145	\$2,252	\$2,404	\$2,652
Average Card Member loans (billions)	\$83.3	\$76.4	\$82.9	\$86.8	\$92.4	\$97.7
Net interest income divided by average Card Member loans	10.6%	10.4%	10.2%	10.1%	10.2%	\$10.5%
Net interest yield on average Card Member loans***	11.2%	10.8%	10.3%	10.5%	10.4%	10.8%

<sup>\*</sup> Primarily represents interest expense attributable to funding Card Member receivables and maintaining our corporate liquidity pool.

<sup>\*\*</sup> Primarily represents interest income attributable to Other loans, interest-bearing deposits and our Travelers Cheque and other stored-value investment portfolio.

<sup>\*\*\*</sup> Adjusted net interest income and net interest yield on average Card Member loans are non-GAAP measures. We believe adjusted net interest income is useful to investors because it represents the interest expense and interest income attributable to our Card Member loan portfolio and is a component of net interest yield on average Card Member loans, which provides a measure of profitability of our Card Member loan portfolio. Net interest yield on average Card Member loans reflects adjusted net interest income divided by average Card Member loans, computed on an annualized basis. Net interest income divided by average Card Member loans, computed on an annualized basis, a GAAP measure, includes elements of total interest income and total interest expense that are not attributable to the Card Member loan portfolio, and thus is not representative of net interest yield on average Card Member loans.



# Revenues Net of Interest Expense – Reported & FX-Adjusted\* (\$ in billions)

# **GAAP** Revenues Net of Interest Expense

FX-Adjusted Revenues Net of Interest\*

YoY% Inc/(Dec) in GAAP Revenues Net of Interest

YoY% Inc/(Dec) in FX-Adjusted Revenues Net of Interest\*

Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
\$10.3	\$7.7	\$8.8	\$9.4	\$9.1	\$10.2	\$10.9	\$12.1	\$11.7	\$13.4	\$13.6
\$10.5	\$7.8	\$8.8	\$9.3	\$9.0	\$10.0	\$10.7				
				(12%)	33%	25%	30%	29%	31%	24%
				(13%)	31%	24%	31%	31%	33%	27%

<sup>40</sup> 



This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are subject to risks and uncertainties. The forward-looking statements, which address American Express Company's current expectations regarding business and financial performance, including management's outlook for 2022, expectations for 2023 and aspirations for 2024 and beyond, among other matters, contain words such as "believe," "expect," "anticipate," "intend," "plan," "aim," "will," "may," "should," "could," "would," "likely," "continue" and similar expressions. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. The company undertakes no obligation to update or revise any forward-looking statements. Factors that could cause actual results to differ materially from these forward-looking statements, include, but are not limited to, the following:

• the company's ability to achieve its 2022 earnings per common share (EPS) outlook, grow earnings in the future and execute on its growth plan, which will depend in part on revenue growth, credit performance and the effective tax rate remaining consistent with current expectations and the company's ability to continue investing at high levels in areas that can drive sustainable growth (including its brand, value propositions, customers, colleagues, technology and coverage), controlling operating expenses, effectively managing risk and executing its share repurchase program, any of which could be impacted by, among other things, the factors identified in the subsequent paragraphs as well as the following: macroeconomic conditions, such as recession risks, effects of inflation, labor shortages, supply chain issues, higher interest rates and energy costs and the continued effects of the pandemic; the military conflict between Russia and Ukraine and related geopolitical impacts; issues impacting brand perceptions and the company's reputation; the impact of any future contingencies, including, but not limited to, restructurings, investment gains or losses, impairments, changes in reserves, legal costs and settlements, the imposition of fines or civil money penalties and increases in Card Member remediation; impacts related to new or renegotiated cobrand and other partner agreements; and the impact of regulation and litigation, which could affect the profitability of the company's business activities, limit the company's ability to pursue business opportunities, require changes to business practices or alter the company's relationships with Card Members, partners and merchants;



- the company's ability to achieve its 2022 revenue growth outlook, its revenue growth expectations for 2023 and its revenue growth aspirations for 2024 and beyond, which could be impacted by, among other things, the factors identified above and in the subsequent paragraphs as well as the following: a deterioration in macroeconomic conditions; consumer and business spending volumes, including in T&E categories and by large and global corporate clients, not growing in line with expectations; the strengthening of the U.S. dollar beyond expectations; an inability to address competitive pressures, invest with a longer-term view and implement strategies and business initiatives, including within the premium consumer space, commercial payments, the global merchant network and digital environment; uncertainty regarding the continued spread of COVID-19 (including new variants) and the availability, distribution and use of effective treatments and vaccines; prolonged measures to contain the spread of COVID-19 (including travel restrictions), concern of the possible imposition of further containment measures and health concerns associated with the pandemic continuing to affect customer behaviors and travel patterns and demand, any of which could further exacerbate the effects on economic activity and travel-related revenues; and merchant discount rates changing by a greater or lesser amount than expected;
- net card fees not performing consistently with expectations, which could be impacted by, among other things, a deterioration in macroeconomic conditions
  impacting the ability and desire of Card Members to pay card fees; higher Card Member attrition rates; the pace of Card Member acquisition activity; and the
  company's inability to address competitive pressures, develop attractive value propositions and implement its strategy of refreshing card products and
  enhancing benefits and services;
- net interest income and the growth rate of loans outstanding being higher or lower than expectations, which could be impacted by, among other things, the
  behavior of Card Members and their actual spending, borrowing and paydown patterns; the company's ability to effectively manage risk and enhance Card
  Member value propositions; changes in benchmark interest rates; changes in capital and credit market conditions and the availability and cost of capital; credit
  actions, including line size and other adjustments to credit availability; the yield on Card Member loans not remaining consistent with current expectations; and
  the effectiveness of the company's strategies to capture a greater share of existing Card Members' spending and borrowings, and attract new, and retain
  existing, customers;



- future credit performance, the level of future delinquency and write-off rates and the amount and timing of future reserve builds and releases, which will depend in part on changes in consumer behavior that affect loan and receivable balances (such as paydown and revolve rates); macroeconomic factors such as unemployment rates, GDP and the volume of bankruptcies; the ability and willingness of Card Members to pay amounts owed to the company, particularly as forbearance and government support programs end; the enrollment in, and effectiveness of, financial relief programs and the performance of accounts as they exit from such programs; collections capabilities and recoveries of previously written-off loans and receivables; and governmental actions that provide forms of relief with respect to certain loans and fees, such as limiting debt collections efforts and encouraging or requiring extensions, modifications or forbearance;
- the actual amount the company spends on marketing in 2022 and beyond, which will be based in part on continued changes in the macroeconomic and competitive environment and business performance; the effectiveness of management's investment optimization process, management's identification and assessment of attractive investment opportunities and the receptivity of Card Members and prospective customers to advertising and customer acquisition initiatives; the company's ability to balance expense control and investments in the business; and management's ability to drive increases in revenues and realize efficiencies and optimize investment spending;
- the actual amount to be spent on Card Member rewards and services and business development, and the relationship of these variable customer engagement costs to revenues, which could be impacted by continued changes in macroeconomic conditions and Card Member behavior as it relates to their spending patterns (including the level of spend in bonus categories), the redemption of rewards and offers (including travel redemptions) and usage of travel-related benefits; the costs related to reward point redemptions; higher-than-expected customer remediation expenses; inflation; further enhancements to product benefits to make them attractive to Card Members and prospective customers, potentially in a manner that is not cost effective; new and renegotiated contractual obligations with business partners; and the pace and cost of the expansion of the company's global lounge collection;
- the company's ability to control operating expenses and the actual amount spent on operating expenses in 2022 and beyond, which could be impacted by, among other things, salary and benefit expenses to attract and retain talent, including with respect to an increased colleague headcount; a persistent inflationary environment; management's decision to increase or decrease spending in such areas as technology, business and product development, sales force, premium servicing and digital capabilities depending on overall business performance; the company's ability to innovate efficient channels of customer interactions and the willingness of Card Members to self-service and address issues through digital channels; the company's ability to increase automation more generally and leverage and grow its scale; restructuring activity; supply chain issues; fraud costs; information security or compliance expenses or consulting, legal and other professional services fees, including as a result of litigation or internal and regulatory reviews; the level of M&A activity and related expenses; information or cyber security incidents; the payment of civil money penalties, disgorgement, restitution, non-income tax assessments and litigation-related settlements; the performance of Amex Ventures investments; impairments of goodwill or other assets; and the impact of changes in foreign currency exchange rates on costs: 43



- the company's tax rate not remaining consistent with current levels, which could be impacted by, among other things, changes in tax laws and regulation, the company's geographic mix of income, unfavorable tax audits and other unanticipated tax items;
- changes affecting the company's plans regarding the return of capital to shareholders, which will depend on factors such as capital levels and regulatory capital ratios; changes in the stress testing and capital planning process and new guidance from the Federal Reserve; results of operations and financial condition; credit ratings and rating agency considerations; and the economic environment and market conditions in any given period;
- changes in the substantial and increasing worldwide competition in the payments industry, including competitive pressure that may materially impact the prices
  charged to merchants that accept American Express cards, the desirability of the company's premium card products, competition for new and existing cobrand
  relationships, competition from new and non-traditional competitors and the success of marketing, promotion and rewards programs;
- a failure in or breach of the company's operational or security systems, processes or infrastructure, or those of third parties, including as a result of cyberattacks, which could compromise the confidentiality, integrity, privacy and/or security of data, disrupt the company's operations, reduce the use and acceptance of American Express cards and lead to regulatory scrutiny, litigation, remediation and response costs, and reputational harm;
- legal and regulatory developments, which could affect the profitability of the company's business activities; limit the company's ability to pursue business opportunities or conduct business in certain jurisdictions; require changes to business practices or alter the company's relationships with Card Members, partners, merchants and other third parties, including its ability to continue certain cobrand relationships in the EU; exert further pressure on the average discount rate and the company's GNS business; result in increased costs related to regulatory oversight, litigation-related settlements, judgments or expenses, restitution to Card Members or the imposition of fines or civil money penalties; materially affect capital or liquidity requirements, results of operations or ability to pay dividends; or result in harm to the American Express brand; and
- factors beyond the company's control such as a further escalation of the military conflict between Russia and Ukraine, future waves of COVID-19 cases, the
  severity and contagiousness of new variants, severe weather conditions, natural disasters, power loss, disruptions in telecommunications, terrorism and other
  catastrophic events, any of which could significantly affect demand for and spending on American Express cards, delinquency rates, loan and receivable
  balances and other aspects of the company's business and results of operations or disrupt its global network systems and ability to process transactions.

A further description of these uncertainties and other risks can be found in American Express Company's Annual Report on Form 10-K for the year ended December 31, 2021, Quarterly Reports on Form 10-Q for the quarters ended March 31 and June 30, 2022 and the company's other reports filed with the Securities and Exchange Commission.

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