

American Express Company
Fixed Income Presentation
Q3’12

November 2012

AMERICAN EXPRESS

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- AXP Overview
- Performance
- AXP Capital & Funding Management

AXP Franchise

- American Express is a global service company that provides customers with access to products, insights and experiences that enrich lives and build business success.
- Our principal products are charge and credit cards, focusing on the premium market sector. We are the world's largest issuer as measured by purchase volume.
- Our spend-centric model is a significant competitive advantage.
- American Express is a brand recognized around the world for exceptional service and customer care, and has been ranked highest in overall satisfaction among the largest card issuers in the U.S. for the last 6 years, according to the J.D. Power and Associates annual nationwide credit card satisfaction study.
- Average spending per card is 3 to 4 times higher for us versus our network competitors.
- The global diversity of our business includes:
  - 101 million cards in force worldwide,
  - More than 140 card issuing or merchant acquiring arrangements with banks and other institutions,
  - Over 1,000 American Express-branded network partner products.

Company Overview

($ in millions)

AMERICAN EXPRESS COMPANY	H1'11	H1'12	2011
Revenues Net of Interest Exp.	$14,649	$15,579	$29,962
Income from Continuing Operations	$2,472	$2,595	$4,899
Net Income	$2,508	$2,595	$4,935
Return on Average Equity*	28.2%	26.6%	27.7%

	U.S. Card Services		International Card Services		Global Commercial Services		Global Network & Merchant Services		Corporate & Other	
	H1'11	H1'12	H1'11	H1'12	H1'11	H1'12	H1'11	H1'12	H1'11	H1'12
Revenues Net of Interest Exp.	$7,336	$7,921	$2,559	$2,596	$2,312	$2,378	$2,376	$2,571	$66	$113
Segment Income (Loss)	$1,220	$1,470	$350	$375	$361	$396	$637	$729	($96)	($375)
Return on Avg. Segment Capital*	34%	34%	24%	25%	17%	21%	62%	67%		

- U.S. Proprietary Consumer and Small Business Cards and Services
- U.S. Consumer Travel Network

- Int'l Proprietary Consumer and Small Business Cards and Services
- Int'l Consumer Travel Network

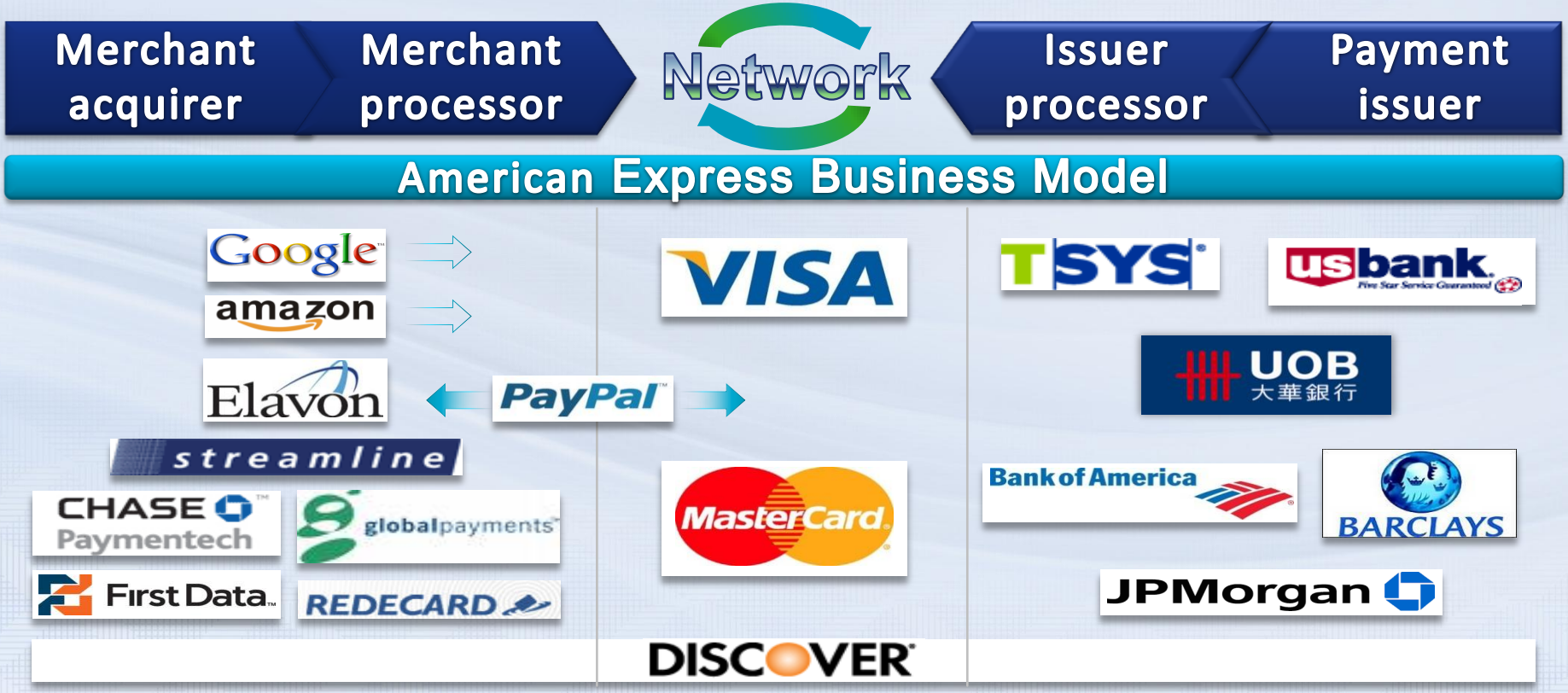
- Corporate Card Programs
- Business-to-Business Payment Solutions
- Business Travel

- Global Merchant Services
- Global Network Services
- Global Network Card Partnerships

- Corporate HQ
- Enterprise Growth
- Global Payment Options
- Publishing

**Calculated by dividing one year period net income/segment income by one year average total shareholders' equity/average segment capital, respectively.*

Payments Landscape



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Spend-Centric Model

The AXP spend-centric business model focuses primarily on generating revenues by driving spending on our cards, and secondarily finance charges and fees, allowing us to grow market share in the payments industry.



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Q3'12 Summary Financial Performance

($ in millions, except per share amounts)

	Q3'12	Q3'11	% Inc/(Dec)
Total Revenues Net of Interest Expense	$7,862	$7,571	4%
FX Adjusted†		*$7,458*	5%
Pre-Tax Income	$1,870	$1,711	9%
Net Income	$1,250	$1,235	1%
Diluted EPS*	$1.09	$1.03	6%
Return on Average Equity	26%	28%	
Average Diluted Shares Outstanding	1,132	1,181	(4%)

**Attributable to common shareholders. Represents net income less earnings allocated to participating share awards of $14MM and $15MM for Q3'12 and Q3'11, respectively. †This 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 Q3'12 foreign exchange rates apply to Q3'11 results). The Company's calculations of non-GAAP measures may differ from the calculations of similarly titled measures of other companies.*

Q3'12 Metric Performance

	Q3'12	Q3'11	% Inc/Dec	FX Adj.*
Billed Business ($ in B)**	$220.1	$207.7	6%	8%
Total Cards In Force (MM)	101.4	95.8	6%	
Avg. Basic Cardmember Spending (Dollars)†	$3,885	$3,739	4%	5%
Cardmember Loans ($ in B)	$61.8	$58.2††	6%	6%

**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 Q3'12 foreign exchange rates apply to Q3'11 results). **Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements (non-proprietary billed business), and certain insurance fees charged on proprietary cards. †Computed from proprietary card activities only. ††On an FX adjusted basis, Q3'11 cardmember loans would have been $58.5B.*

Metric Trends

% increase/(decrease) vs. prior year

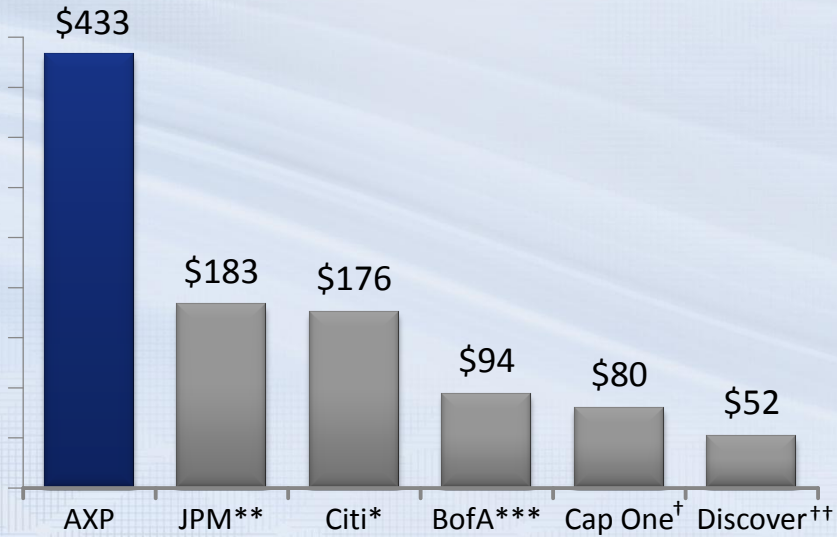


**Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements (non-proprietary billed business), and certain insurance fees charged on proprietary cards. **FX adjusted information assumes a constant exchange rate between the periods being compared for purposes of currency translation into U.S. dollars (i.e., assumes foreign exchange rates used for Q3'12 applies to Q3'11, rate used for Q2'12 applies to Q2'11, etc). †Principal Only. See Statistical tables in Q3'12 Earnings Release for net write-off rates including interest and/or fees.*

First Half 2012 Relative Performance

Total Billed Business

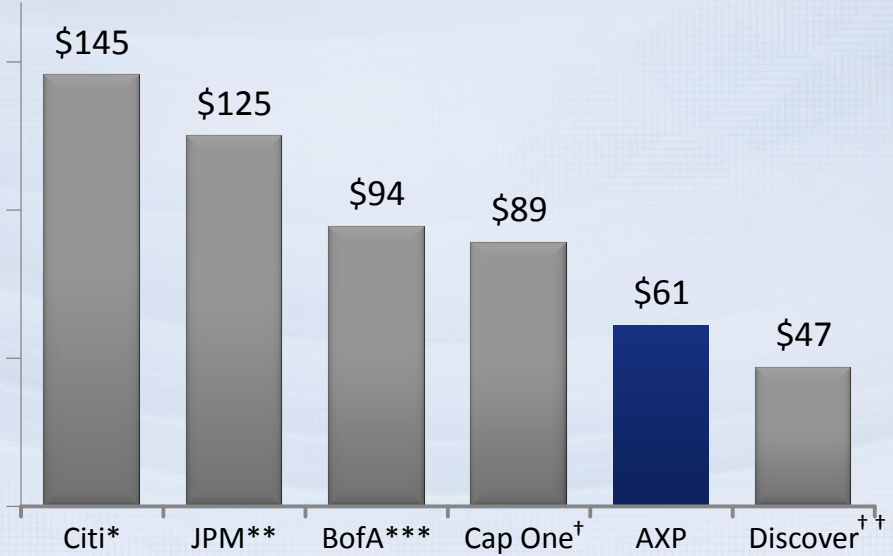
($ in billions)



Growth vs. PY	AXP	JPM**	Citi*	BofA***	Cap One†	Discover††
	9%	12%	3%	1%	29%	6%

Ending Loans

($ in billions)

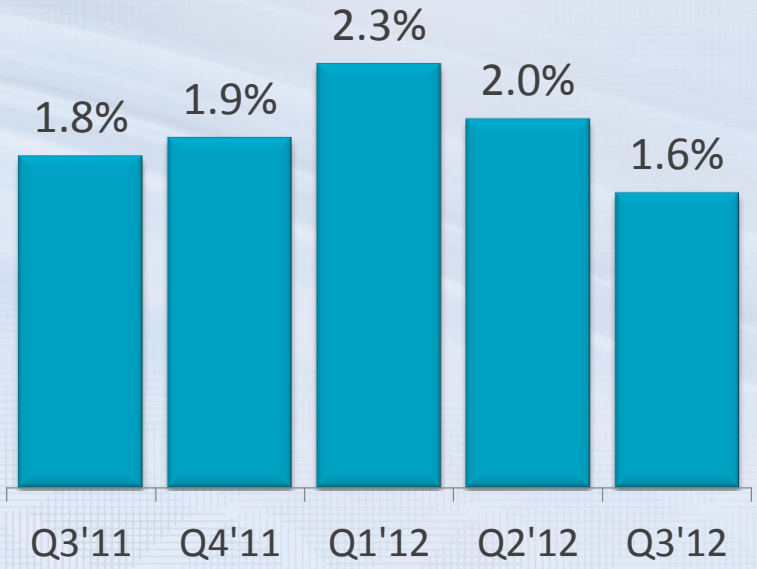


Growth vs. PY	Citi*	JPM**	BofA***	Cap One†	AXP	Discover††
	(3%)	(1%)	(10%)	42%	4%	4%

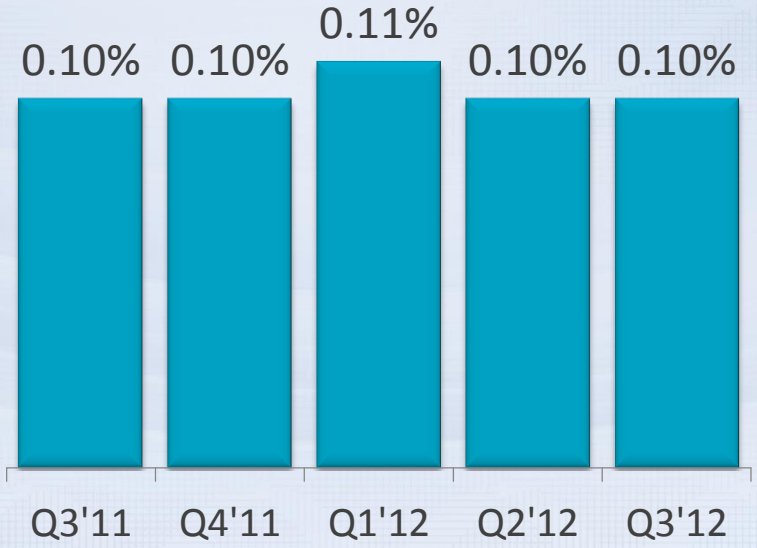
*NOTE: AXP "Billed Business" includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements (non-proprietary billed business), and certain insurance fees charged on proprietary cards. *Citi Global Card. **Excludes Commercial Card. Reported billings shown above reflects sales volume, which excludes balance transfers. ***US Card. † Global card. Includes impact of HSBC acquisition. †† Fiscal year ends November 30. Billed business is credit card sales volume; disclosed total credit card volume was $55.5 B for Q2'12 YTD and increased 5%.*

Charge Card Credit Performance

USCS Net Write-off Rate

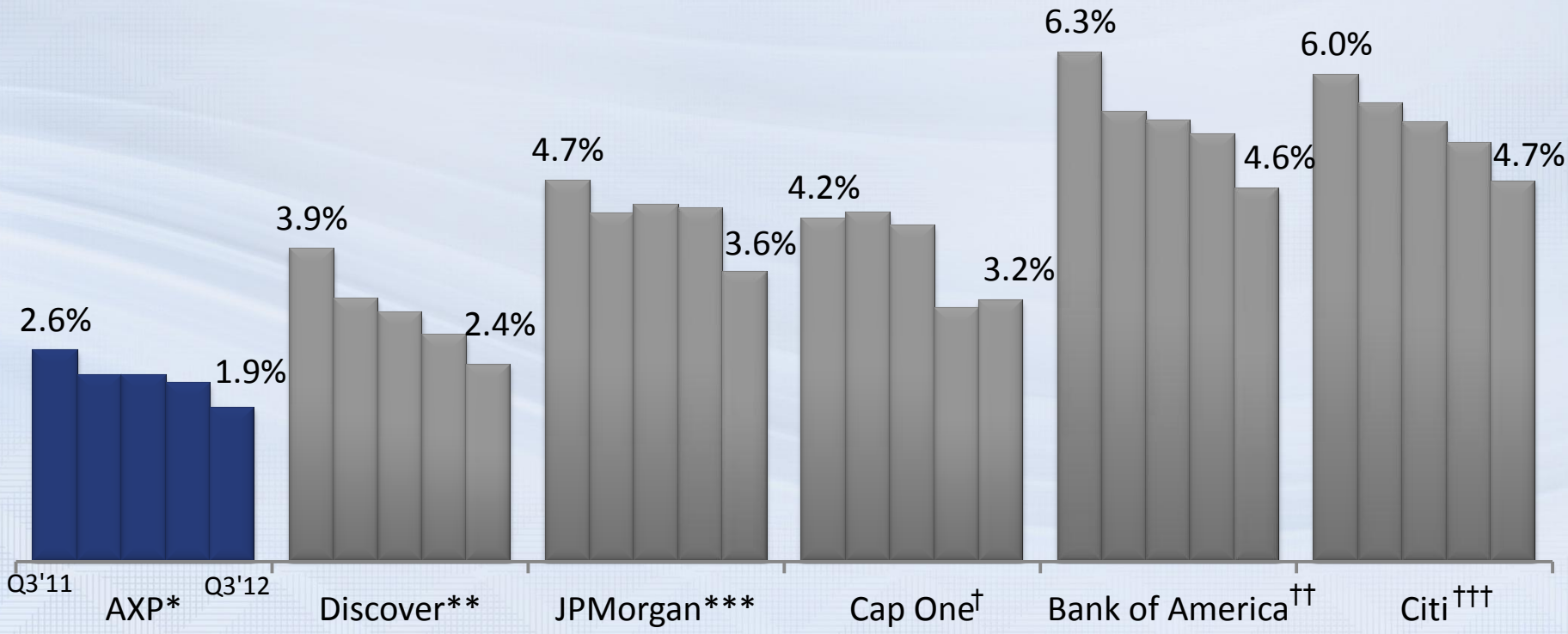


ICS/GCS Net Loss Ratio



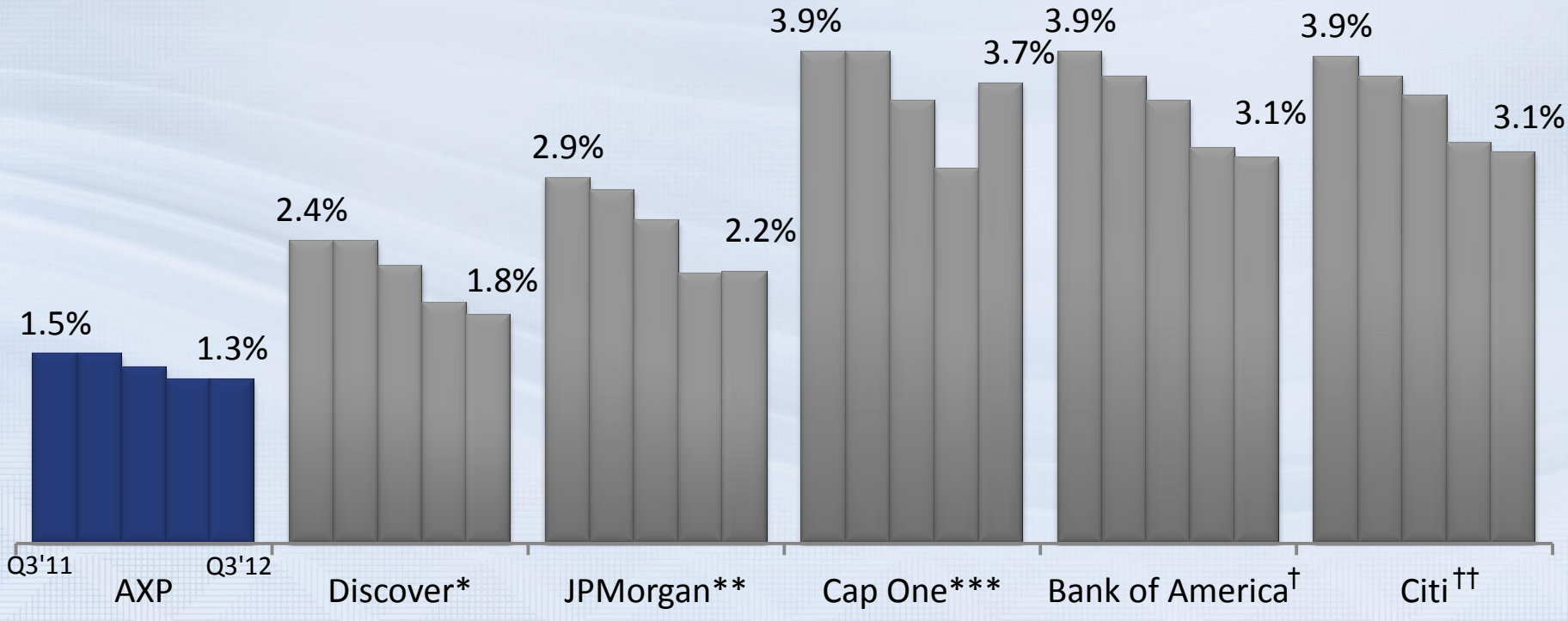
Note: USCS Net write-off rates above include Principal only. See Statistical tables in Q3'12 Earnings Release for net write-off rates including interest and/or fees.

AXP Lending Net Write-off Rates versus Competitors



*Rates include principal only. See Statistical tables in Q3'12 Earnings Release for net write-off rates including interest and/or fees. **Fiscal year ends November 30. US Card. ***Results exclude Commercial Card. †Global Card . Includes impact of HSBC acquisition. †† US Card. †††Citi Global Cards

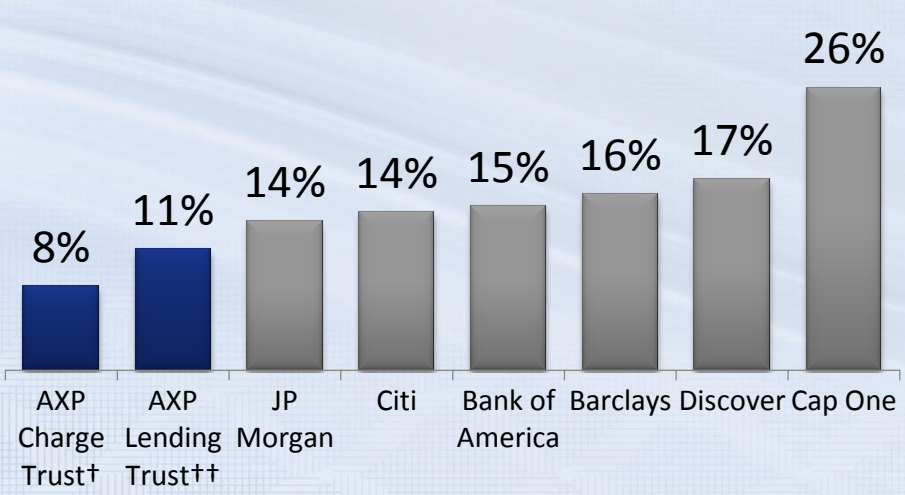
AXP Lending 30 Days Past Due Rates versus Competitors



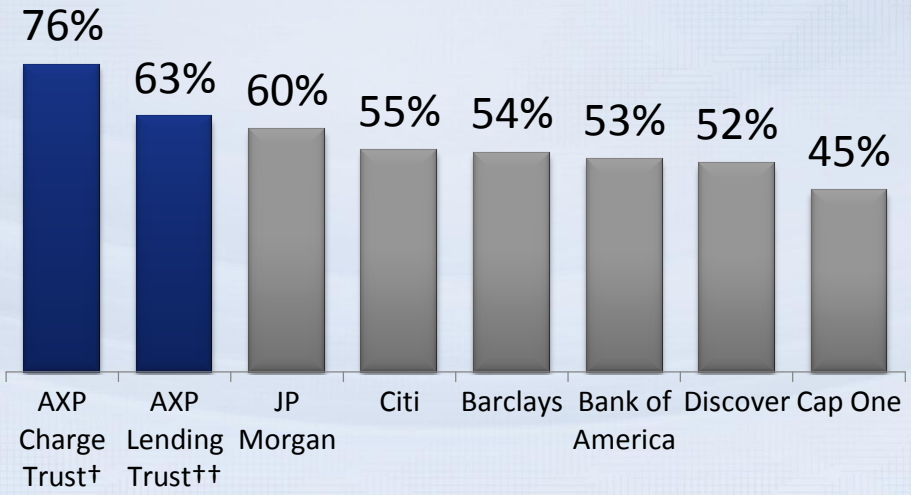
*Fiscal year ends November 30. US Card. **Results exclude Commercial Card. ***Global Card. Includes impact of HSBC acquisition. †Credit Card, includes US credit card. ††Citi Global Cards.

Peer Comparison - Trust FICO Distributions*

FICO <660 ("Sub-prime")**



FICO >720 ("Super-prime")



*Trust data as of October 2012 for Bank of America (BACCT), September 2012 for AXP Lending Trust (AMXCA) and Discover (DCENT), August 2012 for JP Morgan (CHAIT) and Barclays (DROCK), June 2012 for Citi (CCCIT), and December 2011 for AXP Charge Trust (AEIT) and Capital One (COMET). **Includes receivables associated with accounts without FICO scores. † Data on AEIT excludes the Commercial charge card accounts, a substantial portion of which do not have associated FICO scores. † † For AMXCA, FICO > 720 ("Super-prime") category includes 2/3's of the A/R within the 700 – 759 category.

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Capital Management



Capital Ratios

	Q3'12	Q2'12
Tier 1 Common Risk-Based*	12.7%	12.8%
Tier 1 Leverage	10.8%	10.7%
Tier 1 Risk-Based Capital	12.7%	12.8%
Total Risk-Based Capital	14.7%	14.8%
Tangible Common Equity to Risk-Weighted Assets ("TCE/RWA")**	12.6%	12.6%

**The Tier 1 Common Risk-Based Capital Ratio is calculated as Tier 1 Common Equity, a non-GAAP measure, divided by Risk-weighted assets. See Annex 1 for reconciliation between Tier 1 Common Equity and Total Shareholders' Equity. **Common equity equals Total Shareholders' equity of $19.5B. TCE, a non-GAAP measure, equals common shareholders' equity, less goodwill and intangibles of $4.2B for Q3'12. RWA are $121.4B for Q3'12. The Company's calculations of Non-GAAP measures may differ from the calculations of similarly titled measures of other companies.*

Funding & Liquidity

- Our liquidity strategy is to target holding sufficient cash and readily marketable securities to meet all maturing funding obligations for the next 12 months, without having to access the unsecured or secured debt capital markets, or raise further retail deposits.
- We continue to focus on maintaining a strong liquidity profile:
  - Diversifying our funding sources by maintaining scale and relevance in each of the three long-term funding markets: unsecured term, ABS and deposits
  - Laddering out maturities
  - Maintaining substantial levels of both cash and readily marketable securities on hand, as well as contingent funding sources

Funding & Liquidity Sources

Funding Sources

- Deposits
- ABS
- Unsecured Term Debt
- Term Bank Facility
- Commercial Paper

Contingent Sources

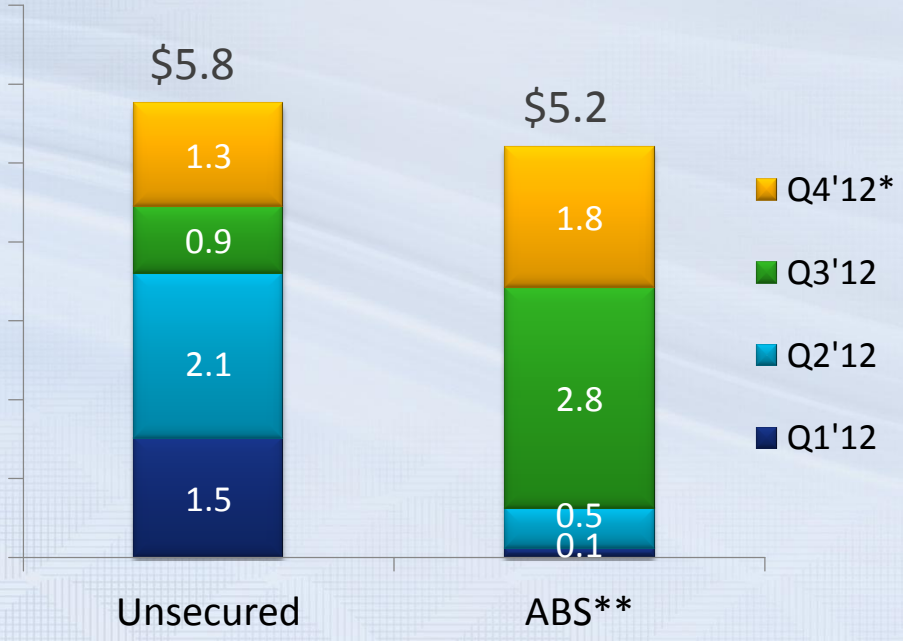
- Cash & Readily Marketable Securities
- Discount Window
- Committed Bank Credit Facilities

- Secured Borrowing through Conduit Facility*

**Drawn balance of the conduit serves as a funding source for the Company; undrawn balance is treated as a contingent source.*

2012 Capital Market Issuance Volume

($ in billions)



Additional Q3'12 transactions included:

- Extended our $3.0B Charge Trust committed, revolving, secured financing facility, with an original maturity date of December 17, 2013, to July 15, 2014

- Entered into a new $2.0B 3-year Lending Trust committed, revolving, secured financing facility with a maturity date of September 15, 2015.

**Q4'12 is quarter-to-date as of November 20, 2012. **ABS issuances are presented net of securities that have been retained by the Company. Excludes drawn amounts on secured borrowing through the conduit facilities.*

US Retail Deposit Programs

($ in billions)

	Direct *	Third Party CDs	Third Party Sweep	Total Deposits
June 30, 2012 Balance	$16.4	$9.1	$10.3	$35.8
Maturities	(0.1)	(0.3)	-	(0.4)
Amount Raised	1.4	0.2	-	1.6
September 30, 2012 Balance	$17.7	$9.0	$10.3	$37.0

Retail CD Portfolio†: 9/30/12

Weighted Avg., Remaining Maturity	18.3 Months
Weighted Avg., Rate at Issuance	2.1%

**Direct primarily includes the Personal Savings Direct Deposit Program, which consists of $17.0B from high yield savings accounts and $0.7B from retail CDs. †Retail CDs include both third party and direct CDs.*

Q3'12 Liquidity Snapshot

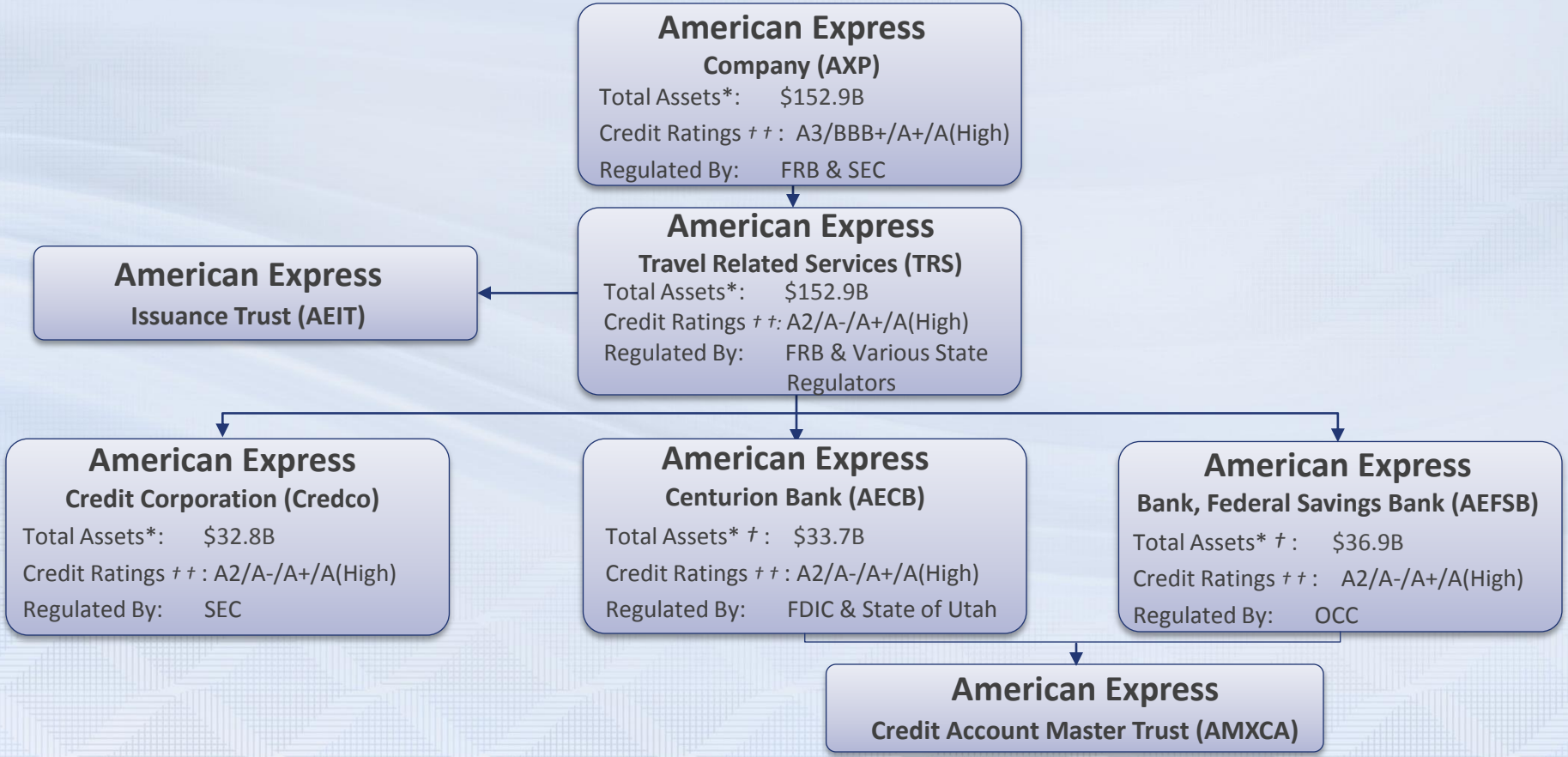
($ in billions)

Resources	
Cash*	$18
Readily Marketable Securities	1
Liquidity Portfolio	19
Commercial Paper Outstanding	(1)
Excess Cash & Securities	**$18**

Funding Maturities	
Q4‘12	4
Q1'13	1
Q2'13	6
Q3‘13	5
Twelve Month Maturities	**$16****

** Includes $25.1B classified as Cash and Cash Equivalents, less $7.9B of cash available to fund day-to-day operations. Cash also includes $1.2B classified as Other Assets on the Company’s balance sheet, which is held against certain forthcoming asset-backed principal securitization maturities. **Includes maturities of long term unsecured debt of $9.1B, asset-backed securitization liabilities of $4.0B and long-term certificates of deposit of $3.2B.*

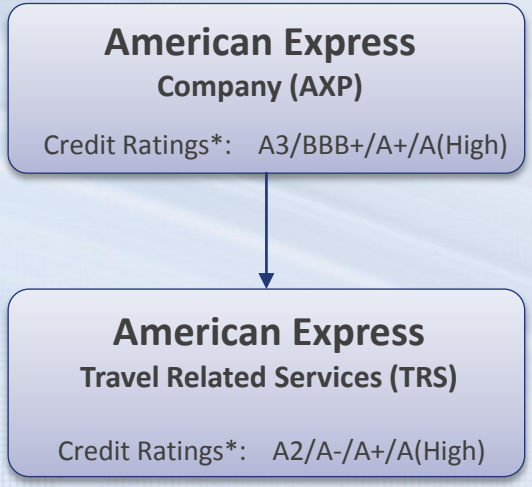
American Express Primary Issuance Structure



** Total assets as of September 30, 2012. † Excludes off-balance sheet loans of $10.9 billion and $6.8 billion for AECB and AEFSB, respectively. These assets are included in the GAAP assets at TRS. † † Credit Ratings indicated are from Moody's/S&P/Fitch/DBRS as of November 20, 2012. Credit Outlook: Moody's, S&P, Fitch and DBRS – stable.*

AXP & TRS

AXP and TRS are Bank and Financial Holding Companies



- Leading global payments and travel company
- Sources of funding:
  - Dividends from subsidiaries
  - Unsecured long-term notes

- Issues corporate charge cards and prepaid products
- Sells corporate charge cards to Credco
- The Lending Trust is consolidated by TRS
- Sources of funding:
  - Unsecured medium and long-term notes
  - Asset backed securities (ABS) issued by American Express Issuance Trust

**Credit Ratings indicated are from Moody's/S&P/Fitch/DBRS as of November 20, 2012.*

Credco



American Express
Travel Related Services (TRS)

↓

American Express
Credit Corporation (Credco)

100% owned by TRS

Credit Ratings*: A2/A-/A+/A(High)

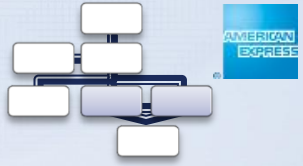
Credco-Ratio of Earnings to Fixed Charges

12/31/10	12/31/11	9/30/12
1.54	1.49	1.38

- Funds the following products:
  - US and Non-US charge cards
  - Non-US revolving cards
- Sources of funding:
  - Issuance of US and non-US unsecured long term debt
  - Asset backed securities (ABS) issued by American Express Issuance Trust
  - Borrowings under bank credit facilities in certain international markets
  - Inter-company borrowings
  - Retail notes
  - Direct issuance of 3(a)(3) commercial paper (P-1/A-2/F1/R-1)
- Terms of purchase of receivables:
  - Credco has an agreement with TRS such that sales of card receivables by TRS to Credco will be at a discounted rate that will yield earnings for fixed charges of not less than 1.25 times such charges
  - Credco may also purchase American Express card receivables from AECB, AEFSB and other AXP card issuers

** Credit Ratings indicated are from Moody's/S&P/Fitch/DBRS as of November 20, 2012.*

US Banks



American Express
Travel Related Services (TRS)

American Express Centurion Bank (AECB)

100% owned by TRS
Credit Ratings*: A2/A-/A+/A(High)

- Incorporated in 1987
- Issues and funds the following charge and revolving cards:
  - Consumer Charge (including Lending on Charge)
  - Proprietary Lending
- Sources of funding:
  - Retail deposits
  - Inter-company borrowings
  - Unsecured medium and long-term notes
  - Asset backed securities (ABS) issued by American Express Credit Account Master Trust
  - Short-term money market instruments

American Express Bank, Federal Savings Bank (AEFSB)

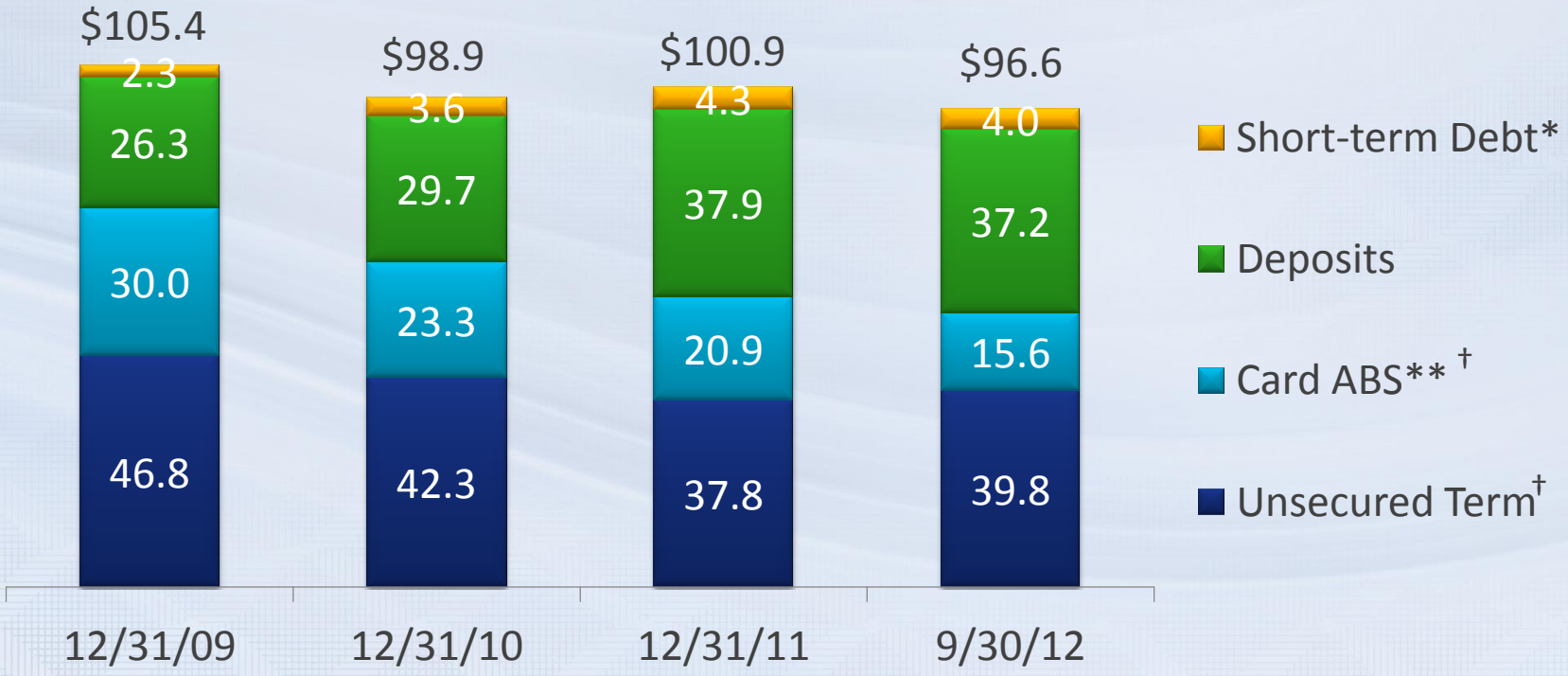
100% owned by TRS
Credit Ratings*: A2/A-/A+/A(High)

- Incorporated in 2000
- Primarily issues and funds the following charge and revolving cards:
  - Co-Brands
  - OPEN (Small Business Services)
- Sources of funding:
  - Retail deposits
  - Inter-company borrowings
  - Unsecured medium and long-term notes
  - Asset backed securities (ABS) issued by American Express Credit Account Master Trust
  - Short-term money market instruments

** Credit Ratings indicated are from Moody's/S&P/Fitch/DBRS as of November 20, 2012.*

Outstanding Funding Composition

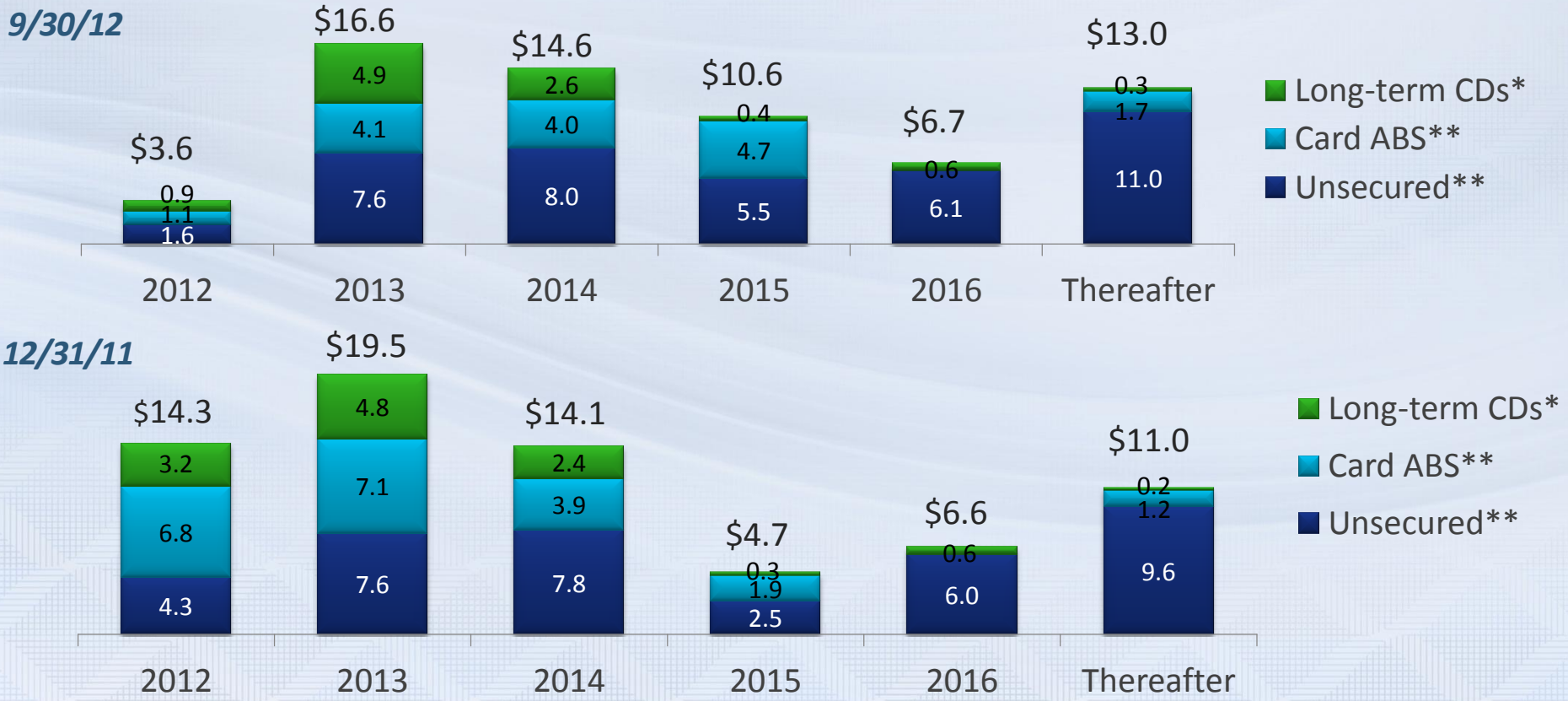
($ in billions)



**Short-term Debt as of 9/30/12 includes $0.3B of Commercial Paper and $3.7B of other short-term borrowings. In Q1'12, the Company reclassified certain short-term debt obligations from Other Liabilities. Balances as of 12/31/10 and 12/31/11 have been revised to conform to the current period presentation. **On January 1, 2010, the Company consolidated its off-balance sheet ABS funding onto the balance sheet in compliance with new GAAP governing transfer of financial assets (formerly known as SFAS 166/167). Prior period off-balance sheet ABS funding was $25.0 billion at 12/31/09. All ABS debt is presented net of securities that have been retained by the Company. †Principal only. Excludes capitalized leases and certain adjustments classified as long-term debt on the Company's consolidated balance sheet.*

Term Maturity Profile – Debt and LT CDs

($ in billions)



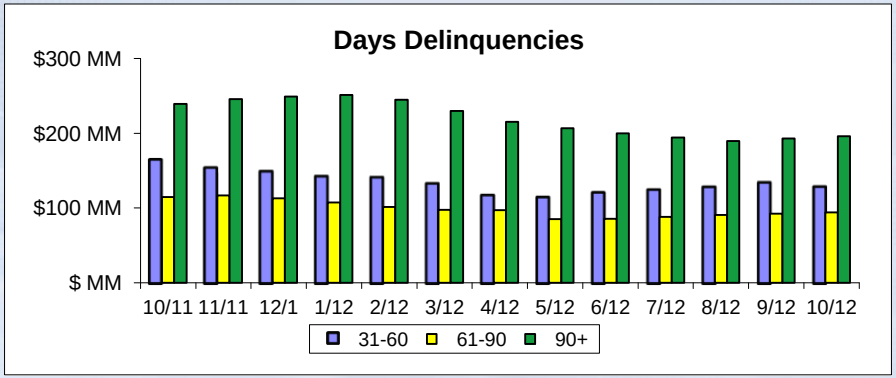
**Long Term CDs include US$ CDs only. ** Principal only. Excludes $0.9 billion of capitalized leases and certain adjustments classified as long-term debt on the Company's consolidated balance sheet as of 9/30/12 and $0.1 billion of capitalized leases classified as long-term debt on the Company's consolidated balance sheet as of 12/31/11.*

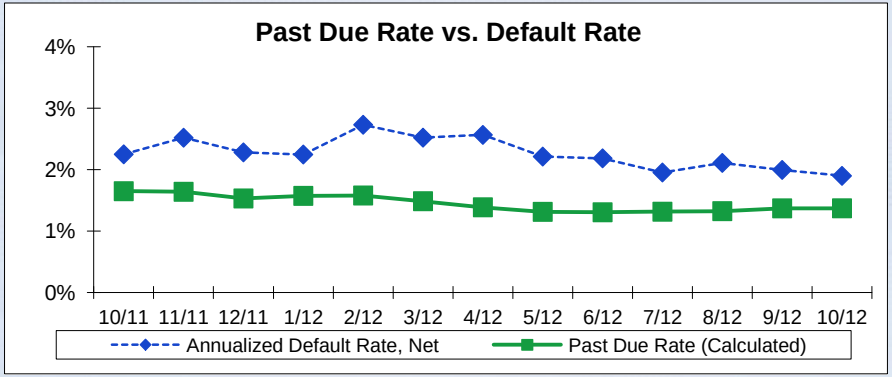
American Express ABS Trusts

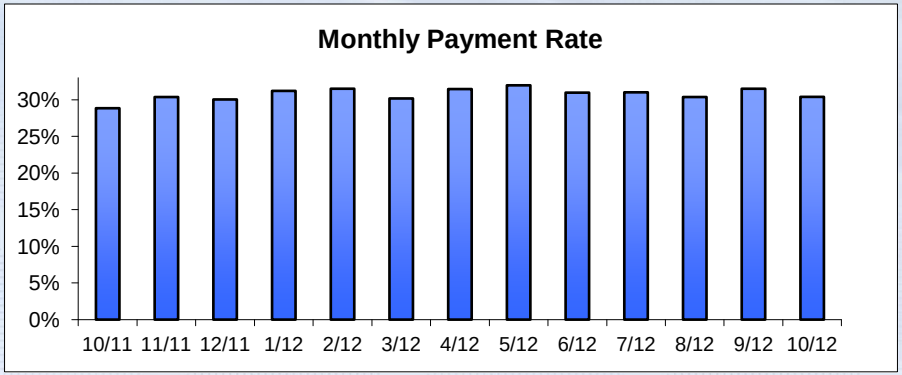
	American Express Credit Account Master Trust (AMXCA)	American Express Issuance Trust (AEIT)
Trust Established	• 1996	• 2005
Eligible loans and receivables	• US Consumer and Small Business cardmember loans	• US Consumer, Small Business and Corporate cardmember receivables
Assets currently in trust	• Consumer loans	• Consumer, Small Business and Corporate cardmember receivables
Trust Size: - Principal AR*	• $30.5 billion	• $6.9 billion
Investor Interest*	• $18.1 billion	• $0 billion
Seller Interest*	• $12.4 billion	• $6.9 billion
Accounting Treatment	• Beginning 1/1/2010, on a consolidated basis securitized loans accounted for on-balance sheet with no gain on sale	• Securitized receivables accounted for on-balance sheet with no gain on sale
Minimum Sellers Interest	• 7% of outstanding debt	• 15% of trust principal
Credit Enhancement based on most recent issuance	• Floating Rate: 17.5% • Class B – 6.0% • Class C – 6.5% • Class D – 5% • Fixed Rate: 16.0% • Class B – 5.75% • Class C – 6.25% • Class D – 4%	• Floating Rate: 7% • Class B – 3% • Class C – 4%

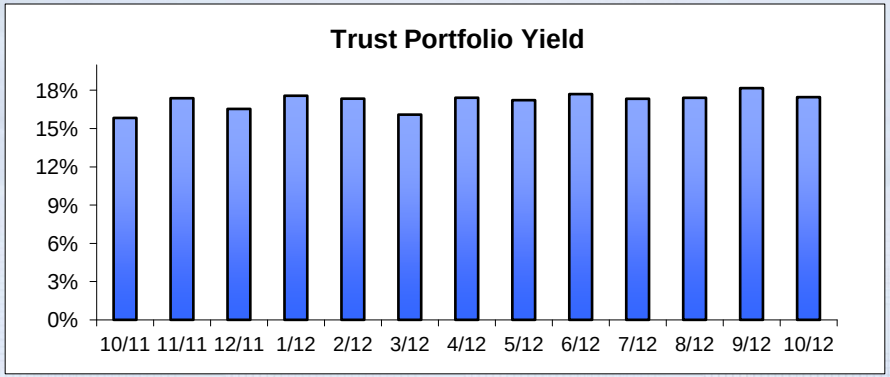
** Source: 10-D filings dated November 15, 2012 and AMXCA Series 2012-4 and 2012-5 Prospectus Supplements, dated October 31, 2012.*

Credit Account Master Trust - Performance Trend



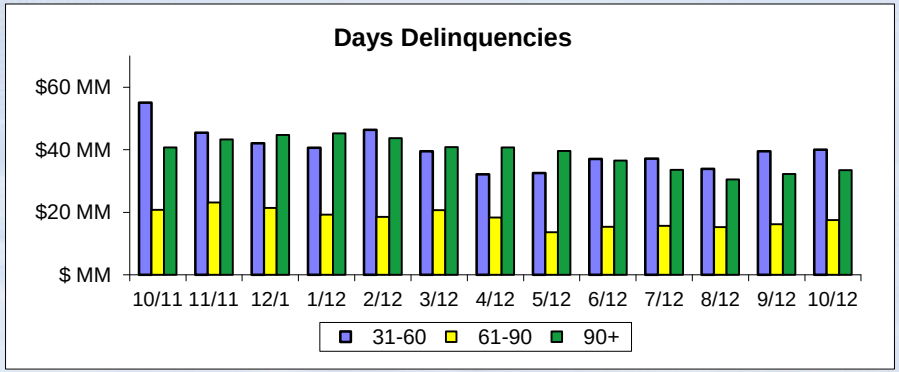


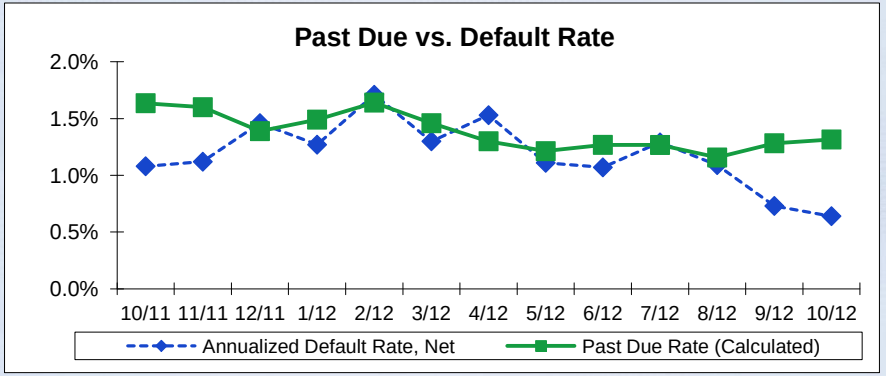


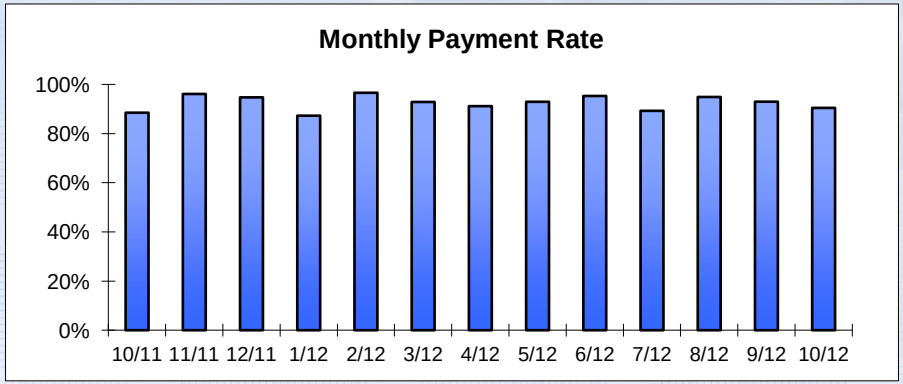


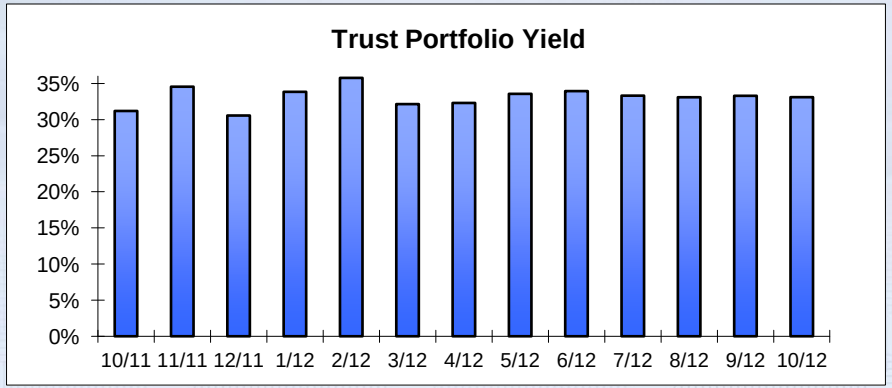
Source: AMXCA 10D Filings.

Issuance Trust - Performance Trend









Source: AEIT 10D Filings.


AMERICAN
EXPRESS

Annex 1

The Tier 1 Common Risk-Based Capital Ratio is calculated as Tier 1 Common Equity, a non-GAAP measure, divided by Risk-weighted assets. Tier 1 Common Equity is calculated by reference to Total Shareholders' Equity as shown below:

Tier 1 Common Equity Reconciliation as of September 30, 2012

($ in Millions)

Total Shareholders' Equity	*$ 19,478*
Effect of certain items in accumulated other comprehensive loss excluded from Tier 1 common equity	107
Less:	
Ineligible goodwill and intangible assets	(3,936)
Ineligible deferred tax assets	(199)
Tier 1 Common Equity	***$ 15,450***

Tier 1 Common Equity Reconciliation as of June 30, 2012

($ in Millions)

Total Shareholders' Equity	*$ 19,267*
Effect of certain items in accumulated other comprehensive loss excluded from Tier 1 common equity	142
Less:	
Ineligible goodwill and intangible assets	(3,940)
Ineligible deferred tax assets	(218)
Tier 1 Common Equity	***$ 15,251***

Annex 2

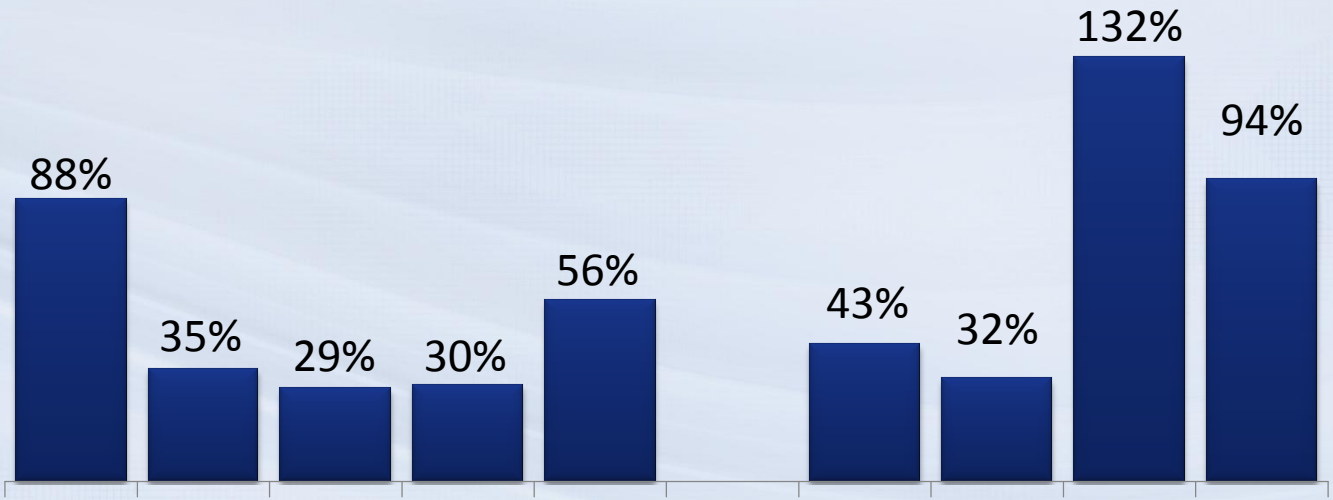
The following table presents a comparison of the Company's Tier 1 and Tier 1 common risk-based capital under Basel I rules to its estimated Tier 1 and Tier 1 common risk-based capital under Basel III rules, for purposes of calculating the estimated Tier 1 and Tier 1, common capital ratios and the supplementary leverage ratio.

(Billions, except ratios)	Tier 1 /Tier 1 Common
Risk-Based Capital under Basel I	$15.5
Adjustments related to:	
AOCI for available for sale securities	0.3
Pension and other post-retirement benefit costs	(0.5)
Other	0.1
Estimated Risk-Based Capital under Basel III[(a)]	$15.4
Risk-Weighted Assets under Basel I	$121.4
Estimated Risk-Weighted Assets under Basel III[(a)(b)]	$122.6
Estimated Tier 1 ratio under Basel III rules[(a)(c)]	12.6%
Estimated Tier 1 common ratio under Basel III rules[(a)(d)]	12.6%
Total Assets	$152.9
Estimated Total Assets for Leverage Capital Purposes[(a)(e)]	$168.7
Estimated Supplementary Leverage Ratio under Basel III[(a)(f)]	9.1%

(a) Estimated Basel III Tier 1 capital, Tier 1 common equity, risk-weighted assets and total assets for leverage capital purposes reflect the Company's current interpretation of the Basel III rules using the standardized approach. The estimated Basel III amounts could change in the future as the U.S. regulatory agencies implement Basel III or if the Company's business changes. (b) Differences in the calculation of risk-weighted assets between Basel I and Basel III include adjustments relating to the impact of the incremental risk weighting applied to deferred tax assets and significant investments in unconsolidated financial institutions, as well as exposures to past due accounts, equities and sovereigns. (c)The Basel III Tier 1 risk-based capital ratio is calculated as adjusted Tier 1 capital divided by adjusted risk-weighted assets. (d) The Basel III Tier 1 common risk-based capital ratio is calculated as adjusted Tier 1 common equity divided by adjusted risk-weighted assets. (e) Estimated total assets for leverage capital purposes includes adjustments for Tier 1 capital deductions, off-balance sheet derivatives, undrawn unconditionally cancellable commitments and other off-balance sheet liabilities. (f) The Basel III supplementary leverage ratio is calculated by dividing Basel III Tier 1 capital by the Company's estimated total assets for leverage capital purposes under Basel III.

Total Payout Ratio

Percentage of Capital Generated Returned to Shareholders



($ in billions)

	2007	2008	2009*	2010	2011	Q4'11	Q1'12	Q2'12	Q3'12
Share Repurchases	$3.6	$0.2	-	$0.6	$2.3	$0.3	$0.2	$1.8	$1.0

*Note: Payout Ratio is calculated by dividing the total amount returned to shareholders through dividends and share repurchases during the respective period by the total capital generated through net income attributable to common shareholders and employee plans during the respective period. *Excludes warrants, preferred dividends, and the accelerated accretion of preferred dividends related to preferred shares issued under the U.S. Treasury's Capital Purchase Program during 2009.*

Forward Looking Statements

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 the Company's expected business and financial performance, among other matters, contain words such as "believe," "expect," "estimate," "anticipate," "optimistic," "intend," "plan," "aim," "will," "may," "should," "could," "would," "likely," 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:

- *uncertainty relating to the timing and magnitude of a possible charge resulting from the current review of the ultimate redemption rate estimation process for the Company's U.S. Membership Rewards program, which will be resolved based in part on management's final assessment of any proposed changes and enhancements to the estimation process, including, among other things, (i) completing the testing, validation and operational effectiveness of the enhanced ultimate redemption rate model and (ii) the validation of the completeness and appropriateness of enhanced data sources being used;*

- *changes in global economic and business conditions, including consumer and business spending, the availability and cost of credit, unemployment and political conditions, all of which may significantly affect spending on American Express cards, delinquency rates, loan balances and other aspects of the Company's business and results of operations;*

- *changes in capital and credit market conditions, including sovereign creditworthiness, which may significantly affect the Company's ability to meet its liquidity needs, access to capital and cost of capital, including changes in interest rates; changes in market conditions affecting the valuation of the Company's assets; or any reduction in the Company's credit ratings or those of its subsidiaries, which could materially increase the cost and other terms of the Company's funding, restrict its access to the capital markets or result in contingent payments under contracts;*

- *litigation, such as class actions or proceedings brought by governmental and regulatory agencies (including the lawsuit filed against the Company by the U.S. Department of Justice and certain state attorneys general), that could result in (i) the imposition of behavioral remedies against the Company or the Company voluntarily making certain changes to its business practices, the effects of which in either case could have a material adverse impact on the Company's financial performance; (ii) the imposition of substantial monetary damages and penalties, disgorgement and restitution; and/or (iii) damage to the Company's global reputation and brand;*

Forward Looking Statements

•legal and regulatory developments wherever the Company does business, including legislative and regulatory reforms in the United States, such as the Dodd-Frank Reform Act's stricter regulation of large, interconnected financial institutions; changes in requirements relating to securitization and the establishment of the Bureau of Consumer Financial Protection, which could make fundamental changes to many of the Company's business practices or materially affect its capital requirements, results of operations, or ability to pay dividends or repurchase its stock; actions and potential future actions by the FDIC and credit rating agencies applicable to securitization trusts, which could impact the Company's ABS program; or potential changes in the federal tax system that could substantially alter, among other things, the taxation of the Company's international businesses, the allowance of deductions for significant expenses, or the incidence of consumption taxes on the Company's transactions, products and services;

•the ability of the Company to generate its on-average and over-time growth targets for revenues net of interest expense, earnings per share and return on average equity, which will depend on the factors such as the Company's success in implementing its strategies and initiatives, meeting its targets for operating expenses and on factors outside management's control including changes in the economic and business environment, the effectiveness of marketing and loyalty programs, and the willingness of cardmembers to sustain spending;

•the Company's net interest yield on U.S. cardmember loans not remaining at historical levels, which will be influenced by, among other things, the effects of the CARD Act (including the regulations requiring the Company to periodically reevaluate APR increases), interest rates, changes in consumer behavior that affect loan balances, such as paydown rates, the credit quality of the Company's portfolio and the Company's cardmember acquisition strategy, product mix, cost of funds, credit actions, including line size and other adjustments to credit availability, and potential pricing changes;

•changes in the substantial and increasing worldwide competition in the payments industry, including competitive pressure that may impact the prices the Company charges merchants that accept the Company's cards and the success of marketing, promotion or rewards programs;

•changes in technology or in the Company's ability to protect its intellectual property (such as copyrights, trademarks, patents and controls on access and distribution), and invest in and compete at the leading edge of technological developments across the Company's businesses, including technology and intellectual property of third parties on whom the Company relies, all of which could materially affect the Company's results of operations;

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•data breaches and fraudulent activity, which could damage the Company's brand, increase the Company's costs or have regulatory implications, and changes in regulation affecting privacy and data security under federal, state and foreign law, which could result in higher compliance and technology costs to the Company or the Company's vendors;

•changes in the Company's ability to attract or retain qualified personnel in the management and operation of the Company's business, including any changes that may result from increasing regulatory supervision of compensation practices;

•changes in the financial condition and creditworthiness of the Company's business partners, such as bankruptcies, restructurings or consolidations, involving merchants that represent a significant portion of the Company's business, such as the airline industry, or the Company's partners in Global Network Services or financial institutions that the Company relies on for routine funding and liquidity, which could materially affect the Company's financial condition or results of operations;

•uncertainty relating to the actual growth of operating expenses in 2012 and subsequent years, which will depend in part on the Company's ability to balance the control and management of expenses and the maintenance of competitive service levels to its businesses and customers, unanticipated increases in significant categories of operating expenses, such as consulting or professional fees, compliance or regulatory costs and technology costs, higher than expected employee levels due to lower than expected attrition rates or employee needs not currently anticipated, the Company's decision to increase or decrease discretionary operating expenses depending on overall business performance, the impact of changes in foreign currency exchange rates on costs and results, and the level of acquisition activity and related expenses;

•uncertainty in the growth of operating expenses relative to the growth of revenues in 2012 and subsequent years and the possibility that the ratio of total expenses to revenues will not migrate back towards historical levels over time, which will depend on (i) factors affecting revenue, such as, among other things, the growth of consumer and business spending on American Express cards, higher travel commissions and fees, the growth of and/or higher yields on the loan portfolio and the development of new revenue opportunities and (ii) the success of the Company in containing operating expenses, which will be impacted by, among other things, the factors identified in the preceding bullet, and in containing other expenses including the Company's ability to control and manage marketing and promotion expenses as described below as well as expenses related to increased redemptions or other growth in rewards and cardmember services expenses. Further, in any period, the ability to grow revenue faster than operating expenses and the ratio of total expenses to revenues may be impacted by rapid decreases in revenues that cannot be matched by decreases in operating expenses;

Forward Looking Statements

•the actual amount to be spent by the Company on investments in the business, including on marketing, promotion, rewards and cardmember services and certain operating expenses, which will be based in part on management's assessment of competitive opportunities and the Company's performance and the ability to control and manage operating, infrastructure, advertising, promotion and rewards expenses as business expands or changes, including the changing behavior of cardmembers;

•the ability of the Company to generate $3 billion in fee revenue by the end of 2014, which will depend on the Company's success in implementing its strategy to increase fee revenue through growing its existing fee-based businesses such as insurance products and other services, acquiring companies with complementary businesses and capabilities, and in introducing new business initiatives, such as Loyalty Edge, Business Insights and its joint venture with Vente-Privee;

•the effectiveness of the Company's risk management policies and procedures, including credit risk relating to consumer debt, liquidity risk in meeting business requirements and operational risk;

•the Company's lending write-off rates not remaining below the average historical levels of the last ten years, which will depend in part on changes in the level of the Company's loan balances, delinquency rates of cardmembers, unemployment rates, the volume of bankruptcies and recoveries of previously written-off loans;

•the ability of the Company to maintain and expand its presence in the digital payments space, including as an online payments provider, which will depend on the Company's success in evolving its business models and processes for the digital environment, building partnerships and executing programs with companies, and utilizing digital capabilities that can be leveraged for future growth;

•changes affecting the Company's ability to accept or maintain deposits due to market demand or regulatory constraints, such as changes in interest rates and regulatory restrictions on the Company's ability to obtain deposit funding or offer competitive interest rates, which could affect the Company's liquidity position and the Company's ability to fund the Company's business;

•the Company's funding plan for 2012 being implemented in a manner inconsistent with current expectations, which will depend on various factors such as future business growth, the impact of global economic, political and other events on market capacity, demand for securities offered by the Company, regulatory changes, ability to securitize and sell receivables and the performance of receivables previously sold in securitization transactions.

Forward Looking Statements

•the failure of the U.S. Congress to renew legislation regarding the active financing exception to Subpart F of the Internal Revenue Code, which could increase the Company's effective tax rate and have an adverse impact on net income; and

•factors beyond the Company's control such as fire, power loss, disruptions in telecommunications, severe weather conditions, natural disasters, terrorism, "hackers" or fraud, which could affect travel-related spending or disrupt the Company's global network systems and ability to process transactions.

A further description of these uncertainties and other risks can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2011, its Quarterly Reports on Form 10-Q for the quarters ended March 31, June 30 and September 30, 2012, and the Company's other filings with the Securities and Exchange Commission.