

# American Express Company

# Feb Op Data: Loan growth reaccelerates and credit meets expectations

Reiterate Rating: BUY | PO: 247.00 USD | Price: 218.80 USD

# **Solid February results**

American Express (AXP) reported February operating metrics highlighted by a slight reacceleration in US loan growth and credit results that were mostly in-line with expectations. Overall, we view the results positively – loan balances remain resilient and while credit weakened m/m, it was largely in-line. Amex continues to grow balances faster than pure-play card issuing peers while delivering best-in-class credit results. Buy.

# Loan growth reaccelerates, up 15.4% y/y

February US loan balances of \$107.0B were up 15.4% y/y and slightly accelerated from January at 15.1%. Loan growth continues to be resilient and was the fastest among other pure-play card issuers. Growth was driven by small business (+20.5% y/y) and could be a sign of a bounce-back in small business spend / billings. March balances have typically increase 161bps m/m so BofAe/cons 1Q forecasts appear a touch light at \$107.3B/\$107.6B. We increase our 1Q domestic card balance estimate to \$108.7B.

# Net write-offs up 28bps m/m to 2.38%

In February, US Consumer net write-offs were 2.4% (2.1% in January) and US Small Business came in at 2.3% (2.1% in January) for a combined loss rate of 2.38%. Loss rates increased 28bps m/m which is above historical seasonality at +15bps m/m. Though worse than seasonality would suggest, it is generally in-line with company commentary. Losses appear to be trending in-line with our 1Q estimate of 2.25% and we believe consensus could be slightly high at 2.43%. DQ rates were flat m/m at 1.5%, which implies that near-term losses should be mostly in-check (Exhibit 1).

# **Utilizing more loan modifications**

Amex has increased the use of loan modifications in recent years as it has found offering modifications to customers results in better longer-term credit outcomes and even enables it to retain good customers who experience short-term financial stress. In 2023, AXP had \$3.1B of loan modifications, of which \$97M subsequently defaulted (in '23). Notably, the 90+ DQ rate on loan modifications was only 2.36%. This suggests modified loan performance is ok. AXP has also noted that it has seen cardmembers pay their Amex balances ahead of other cards when it has offered modifications.

# **Adjusting estimates**

We tweak our 1Q/2024 EPS estimates to \$3.00/\$13.01 from \$2.99/\$12.97 previously as we account for slightly faster loan growth. We maintain a \$247 PO based on an unchanged 16.5x multiple to 2025e EPS.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	9.84	11.21	13.01	14.98	17.31
EPS Change (YoY)	0.8%	13.9%	16.1%	15.1%	15.6%
Consensus EPS (Bloomberg)			12.86	14.70	16.94
DPS	2.08	2.40	2.70	2.80	2.80
Valuation (Dec)					
P/E	22.4x	19.7x	16.9x	14.7x	12.7x
Dividend Yield	0.9%	1.1%	1.2%	1.3%	1.3%

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

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#### 15 March 2024

#### Equity

## Mihir Bhatia

Research Analyst BofAS +1 415 436 3553 mihir.bhatia@bofa.com

Jason Kupferberg

Research Analyst BofAS iason.kupferberg@bofa.com

Nathaniel Richam-Odoi Research Analyst

+1 646 855 1607 nate.richam-odoi@bofa.com

Caroline Latta Research Analyst

BofAS caroline.latta@bofa.com

#### **Stock Data**

Price 218.80 USD Price Objective 247.00 USD Date Established 11-Mar-2024 Investment Opinion 140.91 USD -224.90 USD 52-Week Range Mrkt Val / Shares Out (mn) 158,383 USD / 723.9 Free Float 72.4% Average Daily Value 660.45 USD BofA Ticker / Exchange AXP / NYS Bloomberg / Reuters AXP US / AXP.N ROE (2024E) 30.8% ESGMeter™ High

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DQ: Delinquency

NCO: Net charge-off

# **iQ**profile<sup>™</sup> American Express Company

Income Statement Data (Dec)			<u>.</u>	<u> </u>	
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Interest Income	9,895	13,134	15,004	17,203	19,771
% change	27.7%	32.7%	14.2%	14.7%	14.9%
Net Fee Income	42,967	47,381	51,739	56,455	61,519
Securities Gains / (Losses)	NA	NA	NA	NA	NA
Total Operating Income	52,862	60,515	66,743	73,658	81,290
Operating Expenses	(41,095)	(45,079)	(48,797)	(54,187)	(59,574)
% change	24.1%	9.7%	8.2%	11.0%	9.9%
Provisions Expense	(2,182)	(4,923)	(5,809)	(5,990)	(6,604)
% change	NA	125.6%	18.0%	3.1%	10.3%
Operating Pre-Tax Income	9,585	10,513	12,137	13,481	15,112
Operating Net Income to Comm S/Hold.	7,400	8,252	9,285	10,395	11,666
GAAP Net Income	7,514	8,374	9,406	10,516	11,787

Balance Sheet Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Total Assets	228,354	261,108	279,508	304,139	331,476
Average Interest Earning Assets	99,413	120,849	137,075	152,570	169,765
Total Gross Customer Loans	111,747	131,118	146,266	163,131	182,101
% change	21.6%	17.3%	11.6%	11.5%	11.6%
Total Customer Deposits	110,239	129,144	139,476	149,239	159,686
% change	30.6%	17.1%	8.0%	7.0%	7.0%
Tangible Equity	NA	NA	NA	NA	NA
Common Shareholders' Equity	24,711	28,057	31,489	36,015	41,868
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# **Key Metrics (Dec)**

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Interest Margin	9.95%	10.87%	10.95%	11.28%	11.65%
Effective Tax Rate	21.6%	20.3%	22.5%	22.0%	22.0%
Loan / Deposit Ratio	101.4%	101.5%	104.9%	109.3%	114.0%
Tangible Common Equity / Assets	0%	0%	0%	0%	0%
ROA	NA	NA	NA	NA	NA
ROE	31.4%	30.5%	30.8%	30.5%	29.5%
RoTE	NA	NA	NA	NA	NA
Dividend Payout Ratio	21.1%	21.4%	20.7%	18.7%	16.2%
Efficiency Ratio (Cost / Income Ratio)	77.7%	74.5%	73.1%	73.6%	73.3%
Billings Growth	20.9%	8.2%	6.7%	7.3%	7.3%
Share / Issue Repurchase	NA	NA	NA	NA	NA
Cost of Dividends Paid	(57)	(65)	(65)	(65)	(65)
Change in Debt	NA	NA	NA	NA	NA

# Quality of Earnings (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Total Non-Interest Inc / Operating Inc	81.3%	78.3%	77.5%	76.6%	75.7%
Loan Loss Reserves / Total Loans	3.47%	4.06%	4.25%	4.32%	4.38%

# **Company Sector**

Financial Services-Consumer/Commercial

# **Company Description**

American Express is a fully integrated payments company. It is a card issuer, payment network and merchant acquirer. The company provides charge and credit cards to consumers and businesses, directly and to a much lesser extent through bank issuing partners across the world. It also operates a global merchant acquiring and card processing network.

#### **Investment Rationale**

We rate AXP Buy. AXP's strong execution during the pandemic should drive faster long-term revenue and EPS growth as it benefits from improved card member retention and new card acquisitions. Operating momentum is strong and credit also remains firmly in check. We think risk-reward is attractive.

#### **Stock Data**

Average Daily Volume 3,018,514

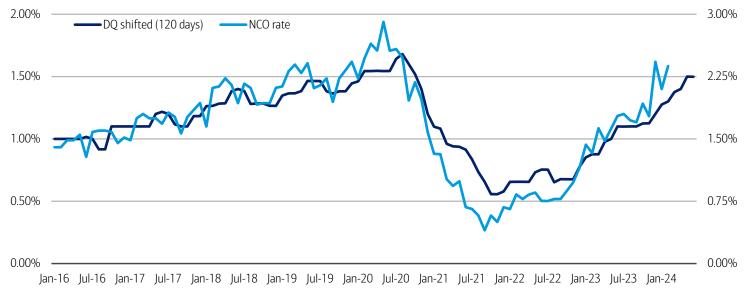
# **Quarterly Earnings Estimates**

	2023	2024
Q1	2.40A	3.00E
Q2	2.89A	3.27E
Q3	3.30A	3.38E
Q4	2.62A	3.37E



# Exhibit 1: DQ performance implies relative stability in near-term losses

Lagged DQs vs NCOs



**Source:** BofA Global Research estimates, company reports

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# Price objective basis & risk

## American Express Company (AXP)

Our \$247 price objective is based on a 16.5x multiple to our 2025 EPS forecast. The 16.5x PE multiple is on the higher end of the historical range (12-18x) for AXP, which we think is appropriate given the growth outlook and strong operating momentum it is experiencing.

Downside risks to our PO are weaker-than-expected macroeconomic conditions, softer consumer and business spending, weaker loan growth, increasing competition, weaker US consumer credit performance, disruptions in capital markets, or an increasing regulatory burden.

# **Analyst Certification**

I, Mihir Bhatia, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

**US - Payments, Processors, Specialty Finance and IT services Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Accenture Plc	ACN	ACN US	Jason Kupferberg
	American Express Company	AXP	AXP US	Mihir Bhatia
	Block Inc	SQ	SQ US	Jason Kupferberg
	Capital One Financial	COF	COF US	Mihir Bhatia
	Enact Holdings	ACT	ACT US	Mihir Bhatia
	Essent Group	ESNT	ESNT US	Mihir Bhatia
	Fidelity National Information Services	FIS	FIS US	Jason Kupferberg
	Fiserv Inc	FI	FIUS	Jason Kupferberg
	FleetCor Technologies Inc.	FLT	FLT US	Mihir Bhatia
	Flywire	FLYW	FLYW US	Jason Kupferberg
	Global Payments Inc	GPN	GPN US	Jason Kupferberg
	Jack Henry & Associates	JKHY	JKHY US	Jason Kupferberg
	Marqeta	MQ	MQ US	Cassie Chan
	Mastercard Inc	MA	MA US	Jason Kupferberg
	MGIC Investment Corp.	MTG	MTG US	Mihir Bhatia
	NMI Holdings	NMIH	NMIH US	Mihir Bhatia
	Nuvei	NVEI	NVEI US	Jason Kupferberg
	Nuvei	YNVEI	NVEI CN	Jason Kupferberg
	OneMain Holdings, Inc.	OMF	OMF US	Mihir Bhatia
	Shift4 Payments, Inc	FOUR	FOUR US	Jason Kupferberg
	Telus International	TIXT	TIXT US	Cassie Chan
	Telus International	YTIXT	TIXT CN	Cassie Chan
	Visa Inc.	V	V US	Jason Kupferberg
	WEX Inc.	WEX	WEX US	Mihir Bhatia
NEUTRAL				
	ADP	ADP	ADP US	Jason Kupferberg
	Affirm Holdings	AFRM	AFRM US	Jason Kupferberg
	Bread Financial Holdings Inc	BFH	BFH US	Mihir Bhatia
	DLocal	DLO	DLO US	Jason Kupferberg
	Globant SA	GLOB	GLOB US	Jason Kupferberg
	PayPal Holdings Inc	PYPL	PYPL US	Jason Kupferberg
	SoFi Technologies Inc	SOFI	SOFI US	Mihir Bhatia
	Synchrony Financial	SYF	SYF US	Mihir Bhatia
	Thoughtworks	TWKS	TWKS US	Jason Kupferberg
	Toast	TOST	TOST US	Jason Kupferberg
	TTEC Holdings	TTEC	TTEC US	Cassie Chan
UNDERPERFORM				
	CGI Inc.	GIB	GIB US	Jason Kupferberg

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Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	CGI Inc.	YGIBA	GIB/A CN	Jason Kupferberg
	Cognizant Technology Solutions	CTSH	CTSH US	Jason Kupferberg
	Coinbase	COIN	COIN US	Jason Kupferberg
	DXC Technology	DXC	DXC US	Jason Kupferberg
	EPAM Systems	EPAM	EPAM US	Jason Kupferberg
	Paychex	PAYX	PAYX US	Jason Kupferberg
	Radian Group Inc	RDN	RDN US	Mihir Bhatia
	Rocket Companies, Inc.	RKT	RKT US	Mihir Bhatia
	TaskUs	TASK	TASK US	Cassie Chan
	Western Union	WU	WU US	Jason Kupferberg

# **P**enethod<sup>™</sup> Measures Definitions

Numerator	Denominator
NOPAT = (EBIT + Interest Income) $\times$ (1 $-$ Tax Rate) + Goodwill Amortization	Total Assets — Current Liabilities + ST Debt + Accumulated Goodwill Amortization
Net Income	Shareholders' Equity
Operating Profit	Sales
Expected 5 Year CAGR From Latest Actual	N/A
Cash Flow From Operations — Total Capex	N/A
Numerator	Denominator
Cash Flow From Operations	Net Income
Capex	Depreciation
Tax Charge	Pre-Tax Income
Net Debt = Total Debt - Cash & Equivalents	Total Equity
EBIT	Interest Expense
Numerator	Denominator
Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Current Share Price	Shareholders' Equity / Current Basic Shares
Annualised Declared Cash Dividend	Current Share Price
Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
Other LT Liabilities	
Enterprise Value	Basic EBIT + Depreciation + Amortization
	NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization  Net Income Operating Profit Expected 5 Year CAGR From Latest Actual Cash Flow From Operations - Total Capex  Numerator Cash Flow From Operations Capex Tax Charge Net Debt = Total Debt - Cash & Equivalents EBIT  Numerator Current Share Price Current Share Price Annualised Declared Cash Dividend Cash Flow From Operations - Total Capex EV = Current Share Price × Current Shares + Minority Equity + Net Debt + Other LT Liabilities

Manethod 3<sup>34</sup> is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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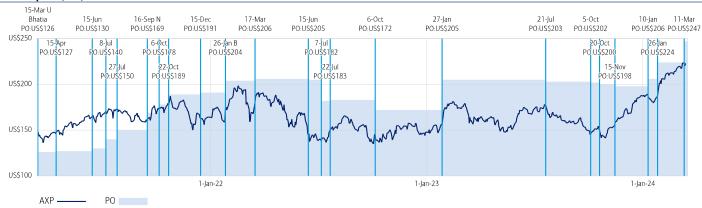
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# **Disclosures**

# **Important Disclosures**

#### American Express (AXP) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

#### **Equity Investment Rating Distribution: Financial Services Group (as of 31 Dec 2023)**

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	156	53.79%	Buy	94	60.26%
Hold	72	24.83%	Hold	48	66.67%
Sell	62	21.38%	Sell	35	56.45%

#### Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>R2</sup>

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
nderperform	N/A	≥ 20%

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