

# **American Express Company**

# Dec Op Data: Thanksgiving holiday drives December credit noise

Reiterate Rating: BUY | PO: 206.00 USD | Price: 182.04 USD

# Credit ticks higher due to holiday timing

American Express (AXP) reported December operating metrics highlighted by US loan growth a touch below consensus expectations and net charge-offs were higher than forecasts. Overall, we view the results as slightly negative – while loan balances were solid, loss rates increased 66bps m/m partially due Thanksgiving holiday timing which resulted in some US Consumer debt settlements being written off in December. While Amex still operates with best-in-class credit, investors will likely question credit trends on 4Q earnings call on Friday, January 26. That said, 30+ day DQ rates are mostly stable which bodes well for near-term losses. Maintain Buy.

# US loans up 15.8% y/y, growth continues to moderate

December loan balances of \$109.0B grew 15.8% y/y, which is a slight deceleration from November when balances were up 16.8% y/y. US Consumer loan growth was 14.4% y/y, down from 15.5% y/y in the prior month, and US Small Business held strength at 20.6% y/y, compared to 21.0% in November. On a m/m basis, loan balances increased 168bps which outperformed typical seasonality of +125bps (10-year average). US loan balances were a touch below our consensus-like estimate of \$109.2B.

# Net write-off rate at 2.43%, up 66bps m/m

The net write-off rate was 2.50% in US Consumer and 2.20% in US Small business, which resulted in a loss rate of 2.43%, up 66bps m/m. US Consumer losses were 80bps higher than the prior month which is partially due to the timing of Thanksgiving which drove some write-offs being recorded in December rather than November. Core losses in November were likely althigher than the reported 1.7% and December lower than 2.5%, as such we do not find the m/m degradation as worrisome. US Small Business losses increased 20bps m/m and we note that it was not impacted by the holiday timing. The three-month average for US card losses was 2.04%, above our initial 1.90% estimate, but below the street at 2.08%. DQs were 1.40% in December, up only 2bps m/m.

# **Adjusting estimates**

We adjust our 4Q/2023 EPS estimates to \$2.60/\$11.19 from \$2.65/\$11.24 prior as we account for December results. Our 4Q estimate is a touch below consensus at \$2.65 primarily due to higher provision expenses.

Estimates (Dec) (US\$)	2021A	2022A	2023E	2024E	2025E
EPS	9.76	9.84	11.19	12.88	14.77
GAAP EPS	10.02	9.84	11.19	12.88	14.77
EPS Change (YoY)	158.9%	0.8%	13.7%	15.1%	14.7%
Consensus EPS (Bloomberg)			11.23	12.37	14.26
DPS	1.72	2.08	2.40	2.40	2.40
Valuation (Dec)					
P/E	18.7x	18.5x	16.3x	14.1x	12.3x
GAAP P/E	18.2x	18.5x	16.3x	14.1x	12.3x
Dividend Yield	0.9%	1.1%	1.3%	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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#### 16 January 2024

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#### **Stock Data**

Price 182.04 USD Price Objective 206.00 USD Date Established 10-lan-2024 Investment Opinion B-1-7 52-Week Range 140 91 USD -189 51 USD Mrkt Val / Shares Out (mn) 132,661 USD / 728.7 Free Float 72 5% Average Daily Value 585.04 USD BofA Ticker / Exchange AXP / NYS Bloomberg / Reuters AXP US / AXP.N ROE (2023E) 30.6% ESGMeter™ High

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

DQ: Delinquency

NCO: Net charge-off

# *iQprofile*<sup>™</sup> American Express Company

Income Statement Data (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Net Interest Income	7,750	9,895	12,989	14,587	15,887
% change	-2.9%	27.7%	31.3%	12.3%	8.9%
Net Fee Income	34,630	42,967	47,642	51,881	56,639
Securities Gains / (Losses)	NA	NA	NA	NA	NA
Total Operating Income	42,380	52,862	60,631	66,468	72,526
Operating Expenses	(33,110)	(41,095)	(45,305)	(49,372)	(53,606)
% change	22.4%	24.1%	10.2%	9.0%	8.6%
Provisions Expense	1,419	(2,182)	(4,901)	(5,357)	(5,878)
% change	-130.0%	NA	124.6%	9.3%	9.7%
Operating Pre-Tax Income	10,689	9,585	10,425	11,740	13,042
Operating Net Income to Comm S/Hold.	7,917	7,400	8,237	9,156	10,120
GAAP Net Income	8,060	7,514	8,356	9,274	10,238

Balance Sheet Data (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Total Assets	188,548	228,354	263,248	278,542	301,819
Average Interest Earning Assets	78,268	99,413	120,695	134,864	149,012
Total Gross Customer Loans	91,905	111,747	130,153	144,108	159,438
% change	16.7%	21.6%	16.5%	10.7%	10.6%
Total Customer Deposits	84,382	110,239	130,082	140,489	150,323
% change	-2.9%	30.6%	18.0%	8.0%	7.0%
Tangible Equity	NA	NA	NA	NA	NA
Common Shareholders' Equity	22,177	24,711	27,791	31,314	35,861
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#### Key Metrics (Dec) (US\$ Millions) 2021A 2022A 2023E 2024E 2025E 10.76% Net Interest Margin 9.90% 9.95% 10.82% 10.66% Effective Tax Rate 24.6% 21.6% 19.8% 21.0% 21.5% Loan / Deposit Ratio 108.9% 101.4% 100.1% 102.6% 106.1% Tangible Common Equity / Assets 0% 0% 0% 0% 0% ROA NA NA NA NA NA ROE 31.9% 31.4% 30.6% 30.6% 29.7% RoTE NA NA NA NA NA Dividend Payout Ratio 17.1% 21.1% 21.4% 18.6% 16.2% Efficiency Ratio (Cost / Income Ratio) 78.1% 74.7% 74.3% 73.9% 77.7% 23.7% 20.9% 8.4% 6.8% 7.7% Billings Growth Share / Issue Repurchase NA NA NA NA NA Cost of Dividends Paid (76)(62)(62)(62) Change in Debt NA NA NA NA

Quality of Earnings (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Total Non-Interest Inc / Operating Inc	81.7%	81.3%	78.6%	78.1%	78.1%
Loan Loss Reserves / Total Loans	3.73%	3.47%	4.05%	4.24%	4.34%

# **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 a 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 AXP should also benefit from the continuing recovery in travel post-pandemic. Credit also remains firmly in check. We think risk-reward is attractive.

Stock Data	
Average Daily Volume	3,213,787

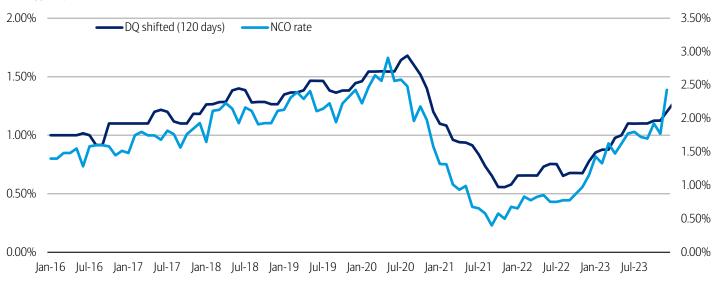
**Quarterly Earnings Estimates** 

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			2022	2023
Q1			2.73A	2.40A
Q2			2.57A	2.89A
Q3			2.47A	3.30A
Q4			2.07A	2.60E



# Exhibit 1: DQ trends suggest stability in near-term losses

DQs, lagged by four months vs NCOs



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

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# Price objective basis & risk

# American Express Company (AXP)

Our \$206 price objective is based on a 16x multiple to our 2024 EPS forecast. An 16x PE multiple is on the higher end of the historical range (12-18x) for AXP, which we think is appropriate given the faster 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
	Discover Financial	DFS	DFS 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
	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				
	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
	Marqeta	MQ	MQ 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				
	ADP	ADP	ADP US	Jason Kupferberg
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# **US - Payments, Processors, Specialty Finance and IT services Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
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	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
RSTR				
	EngageSmart	ESMT	ESMT US	Jason Kupferberg

# *IQ*method<sup>™</sup> Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) $\times$ (1 $-$ Tax Rate) + Goodwill Amortization	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt — Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations — Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

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### 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%	≤ /0%
Neutral	≥ 0%	≤ 30%
nderperform	N/A	≥ 20%

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