

5 Yrs. 2.5% .5% of change (per sh) 10 Yrs. to '20-'22 5.0% 4.0% \_oans 8.5% Earnings 13.0% -2.0% Dividends Book Value 4 0% 10.0%

QUARTERLY REVENUES (\$ mill.) E Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 2014 8199 8657 8329 9107 34292 2015 7950 8284 8193 8391 32818 2016 8088 8235 7774 8022 32119 2017 7889 8307 8436 8839 33471 8500 8900 9000 9500 35900 2018 EARNINGS PER SHARE A Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar Year 1.39 2014 1.33 1 43 5.56 1 40 2015 1.48 1.42 1.24 1.23 5.39 2016 1.45 2.10 1.20 .88 5.65 1.34 2017 1.47 1.50 1.58 5.89 2018 1.70 1.75 1.80 1.85 7.10 QUARTERLY DIVIDENDS PAID B. Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 2014 .26 2015 .26 .26 .29 .29 1.10 2016 .29 .29 .32 .32 1.22 2017 .32 .32 .32 .35 1.31

GAAP basis, the credit card behemoth incurred a share loss of \$1.41. However, that included a large one-time tax charge, which we view as nonrecurring in nature. Absent that item, share net came in at \$1.58, or \$0.09 higher than our estimate. It also compared favorably to the yearearlier tally of just \$0.88 a share. What's more, for the period, Amex's revenues increased 10%, thanks to greater cardmember spending, fees, and loans. Although loan losses were higher, credit quality remained above historical levels.

Looking ahead, we are bullish in regard to the company's prospects. Over the past couple of years, following the business separation from Costco, management has implemented a number of initiatives that should bear fruit in 2018. These include marketing endeavors and technology improvements, along with cutting down on some operating expenses. This year's profits will receive a big boost from share repurchases and, even more important, tax reform. On the latter note, over the past several years, Amex's tax line percentage of 21%. All told, for 2018, we have increased our share-earnings estimate from \$6.35, to \$7.10, which is the midpoint of management's guidance.

Speaking of leadership, on February 1st, there was a changing of the guard. After 17 years at the helm, Kenneth Chenault stepped down as Chairman and CEO. He was replaced by Stephen J. Squeri, who was Vice Chairman since 2015. Mr. Squeri will be ushering Amex through the current transition, and has already promised some operating changes.

As for the stock, after trading lower in 2015 and early on in 2016, it has staged a huge comeback. In fact, over the past two years, the issue has advanced more than 80% in price. This surge has, in our opinion, reduced the equity's appeal, though we could easily see the price head higher, especially if the bull market persists. That said, AXP now appears fully valued, and we recommend that most interested investors wait on the sidelines for a better entry point.

(A)Fully diluted earnings. May not sum to total due to rounding. Excludes non-recurring charges: '15 \$0.34; '17, \$2.99. Next earnings report due late April.

(B) Div'd's historically paid around the 10th of February, May, August, and November. Div'd reinv. plan available. (C) In millions.

(D) Began reporting as a bank holding company on 11/14/08.

(É) Revenues are net of interest expense.

Ian Gendler

Company's Financial Strength Stock's Price Stability Price Growth Persistence 80 60 **Earnings Predictability** 

February 9, 2018