All information in the following tables is presented on a basis prepared in accordance with U.S. generally accepted accounting principles (GAAP), unless otherwise indicated. Amounts herein reflect certain reclassifications as noted in the Company's Form 8-K dated April 5, 2006 filed with the Securities and Exchange Commission.
(Preliminary)
American Express Company
Consolidated Statements of Income
(Millions)

| Quarters Ended <br> December 31, |
| :---: |
| $2006 \quad-\quad 2005$ | | Percentage |
| :---: |
| Inc/(Dec) |


| Years Ended <br> December 31,$\quad$Percentage <br> Inc/(Dec) |
| :---: |
| $2006 \quad-\quad$ |


| Net revenues |
| :--- |
| Discount revenue |
| Cardmember lending finance charge revenue, net of interest |
| Net card fees |
| Travel commissions and fees |
| Other commissions and fees |
| Securitization income, net |
| Other investment and interest income, net of interest |
| Other |
| Total |
| Expenses |
| Marketing, promotion, rewards |
| and cardmember services |
| Human resources |
| Provision for losses and benefits: |
| $\quad$ Charge card |
| Cardmember lending |
| Investment certificates and other |
| $\quad$ Total |
| Professional services |
| Occupancy and equipment |
| Interest |
| Communications |
| Other |
| Total |
| Pretax income from continuing operations |
| Income tax provision |
| Income from continuing operations |
| (Loss)/Income from discontinued operations, net of tax |
| Net income |
| \# - Denotes a variance of more than $100 \%$. |


| \$ | 3,458 | \$ | 3,096 | 12 | \% | \$ | 12,978 | \$ | 11,489 | 13 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 990 |  | 703 | 41 |  |  | 3,457 |  | 2,580 | 34 |  |
|  | 479 |  | 518 | (8) |  |  | 1,994 |  | 2,033 | (2) |  |
|  | 450 |  | 435 | 3 |  |  | 1,778 |  | 1,780 | - |  |
|  | 654 |  | 630 | 4 |  |  | 2,555 |  | 2,375 | 8 |  |
|  | 347 |  | 295 | 18 |  |  | 1,489 |  | 1,260 | 18 |  |
|  | 265 |  | 279 | (5) |  |  | 1,078 |  | 1,055 | 2 |  |
|  | 565 |  | 424 | 33 |  |  | 1,807 |  | 1,496 | 21 |  |
|  | 7,208 |  | 6,380 | 13 |  |  | 27,136 |  | 24,068 | 13 |  |
|  | 1,734 |  | 1,581 | 10 |  |  | 6,516 |  | 5,841 | 12 |  |
|  | 1,336 |  | 1,177 | 14 |  |  | 5,065 |  | 4,829 | 5 |  |
|  | 277 |  | 290 | (4) |  |  | 935 |  | 1,038 | (10) |  |
|  | 484 |  | 415 | 17 |  |  | 1,623 |  | 1,349 | 20 |  |
|  | 130 |  | 108 | 20 |  |  | 529 |  | 386 | 37 |  |
|  | 891 |  | 813 | 10 |  |  | 3,087 |  | 2,773 | 11 |  |
|  | 807 |  | 714 | 13 |  |  | 2,710 |  | 2,308 | 17 |  |
|  | 405 |  | 390 | 4 |  |  | 1,491 |  | 1,428 | 4 |  |
|  | 338 |  | 249 | 36 |  |  | 1,236 |  | 920 | 34 |  |
|  | 116 |  | 115 | 1 |  |  | 449 |  | 457 | (2) |  |
|  | 358 |  | 382 | (6) |  |  | 1,254 |  | 1,264 | (1) |  |
|  | 5,985 |  | 5,421 | 10 |  |  | 21,808 |  | 19,820 | 10 |  |
|  | 1,223 |  | 959 | 28 |  |  | 5,328 |  | 4,248 | 25 |  |
|  | 298 |  | 208 | 43 |  |  | 1,599 |  | 1,027 | 56 |  |
|  | 925 |  | 751 | 23 |  |  | 3,729 |  | 3,221 | 16 |  |
|  | (3) |  | (6) | (50) |  |  | (22) |  | 513 | \# |  |
| \$ | 922 | \$ | 745 | 24 |  | \$ | 3,707 | \$ | 3,734 | (1) |  |

- Denotes a variance of more than $100 \%$.


## (Preliminary)

American Express Company Condensed Consolidated Balance Sheets

## (Billions)

| $\begin{gathered} \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 8 | \$ | 7 |
|  | 39 |  | 35 |
|  | 21 |  | 21 |
|  | 50 |  | 41 |
|  | 10 |  | 10 |
| \$ | 128 | \$ | 114 |

## Assets

Cash and cash equivalents
Accounts receivable
Investments
Loans
Other assets
Total assets
Liabilities and Shareholders' Equity
Short-term debt
Long-term debt
Other liabilities
Total liabilities
Shareholders' equity
Total liabilities and shareholders' equity

## American Express Company

Financial Summary
(Millions)

## Net Revenues

U.S. Card Services

International Card \& Global Commercial Services Global Network \& Merchant Services

## Corporate \& Other,

including adjustments and eliminations

## CONSOLIDATED NET REVENUES

## Pretax Income (Loss) From Continuing Operations U.S. Card Services

International Card \& Global Commercial Services Global Network \& Merchant Services

## Corporate \& Other

PRETAX INCOME FROM CONTINUING OPERATIONS

## Net Income (Loss)

U.S. Card Services

International Card \& Global Commercial Services
Global Network \& Merchant Services

## Corporate \& Other

Income from continuing operations
(Loss)/Income from discontinued operations, net of tax
NET INCOME
\# - Denotes a variance of more than $100 \%$.

| Quarters Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | 3,756 | \$ | 3,181 |
|  | 2,433 |  | 2,299 |
|  | 869 |  | 725 |
|  | 7,058 |  | 6,205 |
|  | 150 |  | 175 |
| \$ | 7,208 | \$ | 6,380 |
| \$ | 770 | \$ | 538 |
|  | 262 |  | 290 |
|  | 297 |  | 252 |
|  | $\begin{gathered} \hline 1,329 \\ (106) \end{gathered}$ |  | $\begin{gathered} 1,080 \\ (121) \end{gathered}$ |
| \$ | 1,223 | \$ | 959 |
| \$ | 535 | \$ | 414 |
|  | 231 |  | 233 |
|  | 201 |  | 166 |
|  | 967 |  | 813 |
|  | (42) |  | (62) |
|  | 925 |  | 751 |
|  | (3) |  | (6) |
| \$ | 922 | \$ | 745 |


| Percentage <br> Inc/(Dec) |  | Years Ended December 31, |  |  |  | Percentage Inc/(Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 206 |  | 005 |  |
| 18 | \% | \$ | 13,955 | \$ | 11,978 | 17 |
| 6 |  |  | 9,464 |  | 8,905 | 6 |
| 20 |  |  | 3,161 |  | 2,747 | 15 |
| 14 |  |  | 26,580 |  | 23,630 | 12 |
| (14) |  |  | 556 |  | 438 | 27 |
| 13 |  | \$ | 27,136 | \$ | 24,068 | 13 |
| 43 |  | \$ | 3,305 | \$ | 2,571 | 29 |
| (10) |  |  | 1,148 |  | 1,093 | 5 |
| 18 |  |  | 1,188 |  | 882 | 35 |
| 23 |  |  | 5,641 |  | 4,546 | 24 |
| (12) |  |  | (313) |  | (298) | 5 |
| 28 |  | \$ | 5,328 | \$ | 4,248 | 25 |
| 29 |  | \$ | 2,277 | \$ | 1,816 | 25 |
| (1) |  |  | 885 |  | 899 | (2) |
| 21 |  |  | 779 |  | 573 | 36 |
| 19 |  |  | 3,941 |  | 3,288 | 20 |
| (32) |  |  | (212) |  | (67) | \# |
| 23 |  |  | 3,729 |  | 3,221 | 16 |
| (50) |  |  | (22) |  | 513 | \# |
| 24 |  | \$ | 3,707 | \$ | 3,734 | (1) |

## EARNINGS PER COMMON SHARE

BASIC
Income from continuing operations (Loss)/Income from discontinued operations Net income

Average common shares outstanding (millions)

## DILUTED

Income from continuing operations
(Loss)/Income from discontinued operations
Net income
Average common shares outstanding (millions)
Cash dividends declared per common share

| \$ | 0.77 | \$ | $\begin{gathered} 0.61 \\ (0.01) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | - |  |  |
| \$ | 0.77 | \$ | 0.60 |
|  | 1,196 |  | 1,232 |
| \$ | $\begin{gathered} 0.76 \\ (0.01) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 0.60 \\ (0.01) \\ \hline \end{gathered}$ |
| \$ | 0.75 | \$ | 0.59 |
|  | 1,224 |  | 1,258 |
| \$ | 0.15 | \$ | 0.12 |


| 26 | \% | \$ | 3.08 | \$ | 2.61 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \# |  |  | (0.02) |  | 0.42 |
| 28 | \% | \$ | 3.06 | \$ | 3.03 |
| (3) | \% |  | 1,212 |  | 1,233 |
| 27 | \% | \$ | 3.01 | \$ | 2.56 |
| - |  |  | (0.02) |  | 0.41 |
| 27 | \% | \$ | 2.99 | \$ | 2.97 |
| (3) | \% |  | 1,238 |  | 1,258 |
| 25 | \% | \$ | 0.57 | \$ | 0.48 |


| Quarters Ended <br> December 31, |  |
| :---: | :---: |
| $2006 \quad 2005$ |  |


| Percentage <br> Inc/(Dec) | Years Ended December 31, |  | Percentage |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | Inc/(Dec) |


|  | Years Ended <br> December 31, |  |
| :---: | :---: | :---: |
| Percentage <br> Inc/(Dec) | Percentage <br> Inc/(Dec) |  |
|  |  |  |

Percentage Inc/(Dec)

## American Express Company <br> Financial Summary (continued)

(Billions, except percentages and where indicated)
Card billed business (A):
United States
Outside the United States
$\quad$ Total

United States
Outside the United States
Total
Total cards-in-force (millions) (A):
United States
Outside the United States Total
Basic cards-in-force (millions) (A):
United States
Outside the United States
Total
Average discount rate (B)
Average basic cardmember spending (dollars) (A)
Average fee per card (dollars) (A) (C)
Travel sales
Travel commissions and fees/sales
Worldwide Travelers Cheque and prepaid products:
Sales

| Quarters Ended <br> December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | 109.7 | \$ | 96.9 |
|  | 43.8 |  | 35.7 |
| \$ | 153.5 | \$ | 132.6 |
|  | 48.1 |  | 43.0 |
|  | 29.9 |  | 28.0 |
|  | 78.0 |  | 71.0 |
|  | 37.1 |  | 32.8 |
|  | 25.4 |  | 23.2 |
|  | 62.5 |  | 56.0 |
|  | 2.55\% |  | 2.55\% |
| \$ | 2,985 | \$ | 2,778 |
| \$ | 35 | \$ | 35 |
| \$ | 5.5 | \$ | 5.2 |
|  | 8.2\% |  | 8.4\% |
| \$ | 4.8 | \$ | 4.8 |
| \$ | 6.9 | \$ | 6.9 |
| \$ | 7.6 | \$ | 7.6 |
|  | 4.9\% |  | 5.1\% |
|  | 7.5\% |  | 7.9\% |
| \$ | 7.2 | \$ | 7.1 |
| \$ | 22.5 | \$ | 20.3 |


| Percentage <br> Inc/(Dec) |
| :---: |
| 13 |
| 23 |
| 16 |


| Years Ended December 31, |  |  |  | Percentage <br> Inc/(Dec) |
| :---: | :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |  |
| \$ | 406.8 | \$ | 354.6 | 15 |
|  | 154.7 |  | 129.8 | 19 |
| \$ | 561.5 | \$ | 484.4 | 16 |

Average outstanding
Average investments
Investment yield (D)
Tax equivalent yield - managed (D)
International banking:
Total loans
Private banking holdings
(A) Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements and certain insurance fees charged on proprietary cards. Cards-in-force include proprietary cards and cards issued under network partnership agreements. Average basic cardmember spending and average fee per card are computed from proprietary card activities only.
(B) Computed as follows: Discount Revenue from all card spending (proprietary and Global Network Services) at merchants divided by all billed business (proprietary and Global Network Services) generating discount revenue at such merchants. Only merchants acquired by the Company are included in the computation.
(C) Average fee per card are computed based on net card fees excluding the amortization of deferred acquisition costs.
(D) Investment yield represents earnings on certain tax-exempt securities. The tax equivalent yield - managed represents earnings on such tax-exempt securities as if it had been earned on a taxable basis and assumes an income tax-rate of 35 percent.
(Billions, except percentages and where indicated)

|  | Quarters Ended December 31, |  |  |  | $\begin{array}{r} \text { Percentage } \\ \text { Inc/(Dec) } \\ \hline \end{array}$ |  | Years Ended December 31, |  |  |  | Percentage Inc/(Dec) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |  |  | 2006 |  | 2005 |  |  |  |
| Worldwide cardmember receivables: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total receivables | \$ | 37.4 | \$ | 34.2 | 9 | \% | \$ | 37.4 | \$ | 34.2 | 9 | \% |
| 90 days past due as a \% of total |  | 1.8\% |  | 1.6\% |  |  |  | 1.8\% |  | 1.6\% |  |  |
| Loss reserves (millions): | \$ | 981 | \$ | 942 | 4 | \% | \$ | 981 | \$ | 942 | 4 | \% |
| \% of receivables |  | 2.6\% |  | 2.8\% |  |  |  | 2.6\% |  | 2.8\% |  |  |
| \% of 90 days past due |  | 147\% |  | 177\% |  |  |  | 147\% |  | 177\% |  |  |
| Net loss ratio as a \% of charge volume |  | 0.26\% |  | 0.29\% |  |  |  | 0.24\% |  | 0.26\% |  |  |
| Worldwide cardmember lending - owned basis (A): |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans | \$ | 43.3 | \$ | 33.1 | 31 | \% | \$ | 43.3 | \$ | 33.1 | 31 | \% |
| 30 days past due loans as a \% of total |  | 2.7\% |  | 2.5\% |  |  |  | 2.7\% |  | 2.5\% |  |  |
| Loss reserves (millions): |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 1,126 | \$ | 952 | 18 | \% | \$ | 996 | \$ | 972 | 2 | \% |
| Provision |  | 451 |  | 374 | 21 |  |  | 1,507 |  | 1,227 | 23 |  |
| Net write-offs |  | (405) |  | (323) | 25 |  |  | $(1,359)$ |  | $(1,155)$ | 18 |  |
| Other |  | (1) |  | (7) | (86) |  |  | 27 |  | (48) | \# |  |
| Ending balance | \$ | 1,171 | \$ | 996 | 18 |  | \$ | 1,171 | \$ | 996 | 18 |  |
| \% of loans |  | 2.7\% |  | 3.0\% |  |  |  | 2.7\% |  | 3.0\% |  |  |
| \% of past due |  | 98\% |  | 122\% |  |  |  | 98\% |  | 122\% |  |  |
| Average loans | \$ | 40.2 | \$ | 31.0 | 30 | \% | \$ | 36.5 | \$ | 28.3 | 29 | \% |
| Net write-off rate |  | 4.0\% |  | 4.2\% |  |  |  | 3.7\% |  | 4.1\% |  |  |
| Net finance charge revenue(B)/average loans |  | 9.8\% |  | 9.0\% |  |  |  | 9.5\% |  | 9.1\% |  |  |
| Worldwide cardmember lending - managed basis (C): |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans | \$ | 63.5 | \$ | 54.3 | 17 | \% | \$ | 63.5 | \$ | 54.3 | 17 | \% |
| 30 days past due loans as a \% of total |  | 2.6\% |  | 2.4\% |  |  |  | 2.6\% |  | 2.4\% |  |  |
| Loss reserves (millions): |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 1,571 | \$ | 1,401 | 12 | \% | \$ | 1,469 | \$ | 1,475 | - | \% |
| Provision |  | 608 |  | 671 | (9) |  |  | 1,991 |  | 2,097 | (5) |  |
| Net write-offs |  | (557) |  | (596) | (7) |  |  | $(1,933)$ |  | $(2,055)$ | (6) |  |
| Other |  | - |  | (7) | \# |  |  | 95 |  | (48) | \# |  |
| Ending balance | \$ | 1,622 | \$ | 1,469 | 10 |  | \$ | 1,622 | \$ | 1,469 | 10 |  |
| \% of loans |  | 2.6\% |  | 2.7\% |  |  |  | 2.6\% |  | 2.7\% |  |  |
| \% of past due |  | 97\% |  | 114\% |  |  |  | 97\% |  | 114\% |  |  |
| Average loans | \$ | 60.4 | \$ | 51.9 | 16 | \% | \$ | 56.9 | \$ | 48.9 | 16 | \% |
| Net write-off rate |  | 3.7\% |  | 4.6\% |  |  |  | 3.4\% |  | 4.2\% |  |  |
| Net finance charge revenue(B)/average loans |  | 9.5\% |  | 9.4\% |  |  |  | 9.4\% |  | 9.3\% |  |  |

\# - Denotes a variance of more than $100 \%$.
(A) "Owned" or GAAP basis measurement reflects only cardmember loans included in the Company's Consolidated Balance Sheets.

## (B) Computed on an annualized basis

(C) Includes on-balance sheet cardmember loans and off-balance sheet securitized cardmember loans. The difference between
the "owned basis" (GAAP) information and "managed basis" information is attributable to the effects of securitization
activities. Refer to the information set forth under U.S. Card Services Selected Financial Information on page 20 for further
discussion of the managed basis presentation.

| (Millions) | Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| Net revenues |  |  |  |  |  |  |  |  |  |  |
| Discount revenue | \$ | 3,458 | \$ | 3,259 | \$ | 3,292 | \$ | 2,969 | \$ | 3,096 |
| Cardmember lending finance charge revenue, net of interest |  | 990 |  | 912 |  | 839 |  | 716 |  | 703 |
| Net card fees |  | 479 |  | 462 |  | 533 |  | 520 |  | 518 |
| Travel commissions and fees |  | 450 |  | 427 |  | 483 |  | 418 |  | 435 |
| Other commissions and fees |  | 654 |  | 620 |  | 642 |  | 639 |  | 630 |
| Securitization income, net |  | 347 |  | 384 |  | 372 |  | 386 |  | 295 |
| Other investment and interest income, net of interest |  | 265 |  | 264 |  | 274 |  | 275 |  | 279 |
| Other |  | 565 |  | 431 |  | 415 |  | 396 |  | 424 |
| Total |  | 7,208 |  | 6,759 |  | 6,850 |  | 6,319 |  | 6,380 |
| Expenses |  |  |  |  |  |  |  |  |  |  |
| Marketing, promotion, rewards and cardmember services |  | 1,734 |  | 1,589 |  | 1,671 |  | 1,522 |  | 1,581 |
| Human resources |  | 1,336 |  | 1,213 |  | 1,276 |  | 1,240 |  | 1,177 |
| Provision for losses and benefits: |  |  |  |  |  |  |  |  |  |  |
| Charge card |  | 277 |  | 257 |  | 192 |  | 209 |  | 290 |
| Cardmember lending |  | 484 |  | 412 |  | 406 |  | 321 |  | 415 |
| Investment certificates and other |  | 130 |  | 129 |  | 132 |  | 138 |  | 108 |
| Total |  | 891 |  | 798 |  | 730 |  | 668 |  | 813 |
| Professional services |  | 807 |  | 684 |  | 658 |  | 561 |  | 714 |
| Occupancy and equipment |  | 405 |  | 375 |  | 365 |  | 346 |  | 390 |
| Interest |  | 338 |  | 324 |  | 308 |  | 266 |  | 249 |
| Communications |  | 116 |  | 107 |  | 113 |  | 113 |  | 115 |
| Other |  | 358 |  | 331 |  | 287 |  | 278 |  | 382 |
| Total |  | 5,985 |  | 5,421 |  | 5,408 |  | 4,994 |  | 5,421 |
| Pretax income from continuing operations |  | 1,223 |  | 1,338 |  | 1,442 |  | 1,325 |  | 959 |
| Income tax provision |  | 298 |  | 382 |  | 470 |  | 449 |  | 208 |
| Income from continuing operations |  | 925 |  | 956 |  | 972 |  | 876 |  | 751 |
| (Loss)/Income from discontinued operations, net of tax |  | (3) |  | 11 |  | (27) |  | (3) |  | (6) |
| Net income | \$ | 922 | \$ | 967 | \$ | 945 | \$ | 873 | \$ | 745 |

## (Preliminary)

(Millions)

## Net Revenues

## U.S. Card Services

International Card \& Global Commercial Services
Global Network \& Merchant Services

## Corporate \& Other,

including adjustments and eliminations
CONSOLIDATED NET REVENUES
Pretax Income (Loss) From Continuing Operations
U.S. Card Services

International Card \& Global Commercial Services
Global Network \& Merchant Services

## Corporate \& Other

PRETAX INCOME FROM CONTINUING OPERATIONS
Net Income (Loss)
U.S. Card Services

International Card \& Global Commercial Services
Global Network \& Merchant Services

## Corporate \& Other

Income from continuing operations
(Loss)/Income from discontinued operations, net of tax

## NET INCOME

## American Express Company <br> Financial Summary

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 3,756 | \$ | 3,534 | \$ | 3,485 | \$ | 3,180 | \$ | 3,181 |
|  | 2,433 |  | 2,287 |  | 2,441 |  | 2,303 |  | 2,299 |
|  | 869 |  | 798 |  | 789 |  | 705 |  | 725 |
|  | 7,058 |  | 6,619 |  | 6,715 |  | 6,188 |  | 6,205 |
|  | 150 |  | 140 |  | 135 |  | 131 |  | 175 |
| \$ | 7,208 | \$ | 6,759 | \$ | 6,850 | \$ | 6,319 | \$ | 6,380 |
| \$ | 770 | \$ | 819 | \$ | 920 | \$ | 796 | \$ | 538 |
|  | 262 |  | 281 |  | 294 |  | 311 |  | 290 |
|  | 297 |  | 314 |  | 315 |  | 262 |  | 252 |
|  | 1,329 |  | 1,414 |  | 1,529 |  | 1,369 |  | 1,080 |
|  | (106) |  | (76) |  | (87) |  | (44) |  | (121) |
| \$ | 1,223 | \$ | 1,338 | \$ | 1,442 | \$ | 1,325 | \$ | 959 |
| \$ | 535 | \$ | 580 | \$ | 616 | \$ | 546 | \$ | 414 |
|  | 231 |  | 216 |  | 225 |  | 213 |  | 233 |
|  | 201 |  | 212 |  | 200 |  | 166 |  | 166 |
|  | 967 |  | 1,008 |  | 1,041 |  | 925 |  | 813 |
|  | (42) |  | (52) |  | (69) |  | (49) |  | (62) |
|  | 925 |  | 956 |  | 972 |  | 876 |  | 751 |
|  | (3) |  | 11 |  | (27) |  | (3) |  | (6) |
| \$ | 922 | \$ | 967 | \$ | 945 | \$ | 873 | \$ | 745 |

## EARNINGS PER COMMON SHARE

## BASIC

Income from continuing operations
(Loss)/Income from discontinued operations
Net income
Average common shares outstanding (millions)

## DILUTED

Income from continuing operations
(Loss)/Income from discontinued operations

## Net income

Average common shares outstanding (millions)
Cash dividends declared per common share
eturn on average total shareholders' equity (A)
Common shares outstanding (millions)
Book value per common share
Shareholders' equity (billions)

[^0](Billions, except percentages and where indicated)

Card billed business (A):
United States
Outside the United States Total

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 109.7 | \$ | 101.7 | \$ | 102.5 | \$ | 92.9 | \$ | 96.9 |
|  | 43.8 |  | 38.6 |  | 38.0 |  | 34.3 |  | 35.7 |
| \$ | 153.5 | \$ | 140.3 | \$ | 140.5 | \$ | 127.2 | \$ | 132.6 |
|  | 48.1 |  | 46.8 |  | 45.4 |  | 44.0 |  | 43.0 |
|  | 29.9 |  | 29.7 |  | 29.0 |  | 28.5 |  | 28.0 |
|  | 78.0 |  | 76.5 |  | 74.4 |  | 72.5 |  | 71.0 |
|  | 37.1 |  | 36.0 |  | 34.8 |  | 33.7 |  | 32.8 |
|  | 25.4 |  | 25.2 |  | 24.1 |  | 23.6 |  | 23.2 |
|  | 62.5 |  | 61.2 |  | 58.9 |  | 57.3 |  | 56.0 |
|  | 2.55\% |  | 2.57\% |  | 2.57\% |  | 2.58\% |  | 2.55\% |
| \$ | 2,985 | \$ | 2,770 | \$ | 2,821 | \$ | 2,612 | \$ | 2,778 |
| \$ | 35 | \$ | 34 | \$ | 34 | \$ | 34 | \$ | 35 |
| \$ | 5.5 | \$ | 5.1 | \$ | 5.9 | \$ | 5.3 | \$ | 5.2 |
|  | 8.2\% |  | 8.4\% |  | 8.2\% |  | 7.9\% |  | 8.4\% |
| \$ | 4.8 | \$ | 5.6 | \$ | 5.1 | \$ | 4.2 | \$ | 4.8 |
| \$ | 6.9 | \$ | 7.2 | \$ | 7.0 | \$ | 6.9 | \$ | 6.9 |
| \$ | 7.6 | \$ | 7.9 | \$ | 7.6 | \$ | 7.7 | \$ | 7.6 |
|  | 4.9\% |  | 4.9\% |  | 5.0\% |  | 5.0\% |  | 5.1\% |
|  | 7.5\% |  | 7.5\% |  | 7.7\% |  | 7.7\% |  | 7.9\% |
| \$ | 7.2 | \$ | 7.2 | \$ | 7.2 | \$ | 7.2 | \$ | 7.1 |
| \$ | 22.5 | \$ | 22.0 | \$ | 21.2 | \$ | 20.8 | \$ | 20.3 |

(A) Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements and certain insurance fees charged on proprietary cards. Cards-in-force include proprietary cards and cards issued under network partnership agreements. Average basic cardmember spending and average fee per card are computed from proprietary card activities only.
(B) Computed as follows: Discount Revenue from all card spending (proprietary and Global Network Services) at merchants divided by all billed business (proprietary and Global Network Services) generating discount revenue at such merchants. Only merchants acquired by the Company are included in the computation
(C) Average fee per card are computed based on net card fees excluding the amortization of deferred acquisition costs.
(D) Investment yield represents earnings on certain tax-exempt securities. The tax equivalent yield - managed represents earnings on such tax-exempt securities as if it had been earned on a taxable basis and assumes an income tax-rate of 35 percent.
(Billions, except percentages and where indicated)

Worldwide cardmember receivables:
Total receivables
90 days past due as a \% of total
Loss reserves (millions):
$\%$ of receivables
$\%$ of 90 days past due
Net loss ratio as a \% of charge volume
Worldwide cardmember lending - owned basis (A):
Total loans
30 days past due loans as a $\%$ of total
Loss reserves (millions):
Beginning balance
Provision
Provision
Net write-offs
Net writ
Other
Ending balance
$\%$ of loans
\% of loans
$\%$ of past due
Average loans
Net write-off rate
Net write-off rate
Net finance charge revenue(B)/average loans
Worldwide cardmember lending - managed basis (C):
Total loans
30 days past due loans as a $\%$ of total
Loss reserves (millions):
Beginning balance
Provision
Net write-offs
Other
Ending balance
$\%$ of loans
$\%$ of past due
Average loans
Net write-off rate
Net finance charge revenue(B)/average loans

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 37.4 | \$ | 35.0 | \$ | 34.7 | \$ | 33.2 | \$ | 34.2 |
|  | 1.8\% |  | 1.8\% |  | 1.8\% |  | 1.8\% |  | 1.6\% |
| \$ | 981 | \$ | 947 | \$ | 948 | \$ | 978 | \$ | 942 |
|  | 2.6\% |  | 2.7\% |  | 2.7\% |  | 2.9\% |  | 2.8\% |
|  | 147\% |  | 149\% |  | 150\% |  | 163\% |  | 177\% |
|  | 0.26\% |  | 0.26\% |  | 0.24\% |  | 0.19\% |  | 0.29\% |
| \$ | 43.3 | \$ | 38.3 | \$ | 36.3 | \$ | 32.7 | \$ | 33.1 |
|  | 2.7\% |  | 2.8\% |  | 2.7\% |  | 2.6\% |  | 2.5\% |
| \$ | 1,126 | \$ | 1,086 | \$ | 1,053 | \$ | 996 | \$ | 952 |
|  | 451 |  | 381 |  | 376 |  | 299 |  | 374 |
|  | (405) |  | (353) |  | (331) |  | (270) |  | (323) |
|  | (1) |  | 12 |  | (12) |  | 28 |  | (7) |
| \$ | 1,171 | \$ | 1,126 | \$ | 1,086 | \$ | 1,053 | \$ | 996 |
|  | 2.7\% |  | 2.9\% |  | 3.0\% |  | 3.2\% |  | 3.0\% |
|  | 98\% |  | 106\% |  | 113\% |  | 123\% |  | 122\% |
| \$ | 40.2 | \$ | 37.5 | \$ | 35.2 | \$ | 32.4 | \$ | 31.0 |
|  | 4.0\% |  | 3.8\% |  | 3.8\% |  | 3.3\% |  | 4.2\% |
|  | 9.8\% |  | 9.6\% |  | 9.6\% |  | 8.9\% |  | 9.0\% |
| \$ | 63.5 | \$ | 58.5 | \$ | 56.5 | \$ | 53.5 | \$ | 54.3 |
|  | 2.6\% |  | 2.7\% |  | 2.5\% |  | 2.5\% |  | 2.4\% |
| \$ | 1,571 | \$ | 1,546 | \$ | 1,554 | \$ | 1,469 | \$ | 1,401 |
|  | 608 |  | 512 |  | 478 |  | 393 |  | 671 |
|  | (557) |  | (498) |  | (474) |  | (404) |  | (596) |
|  | - |  | 11 |  | (12) |  | 96 |  | (7) |
| \$ | 1,622 | \$ | 1,571 | \$ | 1,546 | \$ | 1,554 | \$ | 1,469 |
|  | 2.6\% |  | 2.7\% |  | 2.7\% |  | 2.9\% |  | 2.7\% |
|  | 97\% |  | 101\% |  | 110\% |  | 116\% |  | 114\% |
| \$ | 60.4 | \$ | 57.6 | \$ | 55.3 | \$ | 53.7 | \$ | 51.9 |
|  | 3.7\% |  | 3.5\% |  | 3.4\% |  | 3.0\% |  | 4.6\% |
|  | 9.5\% |  | 9.6\% |  | 9.5\% |  | 9.1\% |  | 9.4\% |

(A) "Owned" or GAAP basis measurement reflects only cardmember loans included in the Company's Consolidated Balance Sheet
(B) Computed on an annualized basis.
(C) Includes on-balance sheet cardmember loans and off-balance sheet securitized cardmember loans. The difference between the "owned basis" (GAAP) information and "managed basis" information is attributable to the effects of securitization activities. Refer to the information set forth under U.S. Card Services Selected Financial Information on page 20 for further discussion of the managed basis presentation.

## (Millions)

Net revenues:
Discount revenue, net card fees and other
Cardmember lending:
Finance charge revenue
Interest expense
Net finance charge revenue
Securitization income, net
Total net revenues
Expenses:
Marketing, promotion, rewards and cardmember services
Provision for losses
Human resources and other operating expenses Total expenses
Pretax segment income
Income tax provision
Segment income

| Quarters Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | 2,679 | \$ | 2,401 |
|  | 1,018 |  | 685 |
|  | 288 |  | 200 |
|  | 730 |  | 485 |
|  | 347 |  | 295 |
|  | 3,756 |  | 3,181 |
|  | 1,242 |  | 1,097 |
|  | 526 |  | 509 |
|  | 1,218 |  | 1,037 |
|  | 2,986 |  | 2,643 |
|  | 770 |  | 538 |
|  | 235 |  | 124 |
| \$ | 535 | \$ | 414 |


| Percentage <br> Inc/(Dec) | Years Ended <br> December 31, |  |  |  | Percentage <br> Inc/(Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |  |
| 12 \% | \$ | 9,989 | \$ | 8,926 | 12 \% |
| 49 |  | 3,434 |  | 2,408 | 43 |
| 44 |  | 957 |  | 616 | 55 |
| 51 |  | 2,477 |  | 1,792 | 38 |
| 18 |  | 1,489 |  | 1,260 | 18 |
| 18 |  | 13,955 |  | 11,978 | 17 |
| 13 |  | 4,509 |  | 3,911 | 15 |
| 3 |  | 1,630 |  | 1,676 | (3) |
| 17 |  | 4,511 |  | 3,820 | 18 |
| 13 |  | 10,650 |  | 9,407 | 13 |
| 43 |  | 3,305 |  | 2,571 | 29 |
| 90 |  | 1,028 |  | 755 | 36 |
| 29 | \$ | 2,277 | \$ | 1,816 | 25 |


| Quarters Ended December 31, |  |  |  | Percentage <br> Inc/(Dec) |
| :---: | :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |  |
| \$ | 2,679 | \$ | 2,401 | 12 |
|  | 56 |  | 53 | 6 |
|  | 53 |  | 56 | (5) |
| \$ | 2,788 | \$ | 2,510 | 11 |
| \$ | 730 | \$ | 485 | 51 |
|  | 450 |  | 518 | (13) |
| \$ | 1,180 | \$ | 1,003 | 18 |
| \$ | 347 | \$ | 295 | 18 |
|  | (347) |  | (295) | 18 |
| \$ | - | \$ | - | - |
| \$ | 526 | \$ | 509 | 3 |
|  | 153 |  | 287 | (47) |
| \$ | 679 | \$ | 796 | (15) |


| Years Ended <br> December 31, |  |  |  | Percentage$\qquad$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |
| \$ | 9,989 | \$ | 8,926 | 12 \% |
|  | 199 |  | 210 | (5) |
|  | 217 |  | 226 | (4) |
| \$ | 10,405 | \$ | 9,362 | 11 |
| \$ | 2,477 | \$ | 1,792 | 38 |
|  | 1,880 |  | 1,953 | (4) |
| \$ | 4,357 | \$ | 3,745 | 16 |
| \$ | 1,489 | \$ | 1,260 | 18 |
|  | $(1,489)$ |  | $(1,260)$ | 18 |
| \$ | - | \$ | - | - |
| \$ | 1,630 | \$ | 1,676 | (3) |
|  | 550 |  | 924 | (40) |
| \$ | 2,180 | \$ | 2,600 | (16) |

For U.S. Card Services, the managed basis presentation reflects an increase to interest income recorded to enable management to evaluate tax exempt investments on a basis consistent with taxable investment securities. On a GAAP basis, interest income associated with tax exempt investments is recorded based on amounts earned. Accordingly, information presented on a managed basis assumes that tax exempt securities earned income at rates as if the securities produced taxable income with a corresponding increase in the provision for income taxes.

The managed basis presentation also assumes that there have been no off balance sheet securitization transactions, i.e., all securitized cardmember loans and related income effects are reflected as if they were in the Company's balance sheets and income statements, respectively. For the managed basis presentation, revenue and expenses related to securitized cardmember loans are reflected in net card fees and other, net finance charge revenue, and credit provision. On a managed basis, there is no securitization income, net, as the managed basis presentation assumes no securitization transactions have occurred.

The Company presents U.S. Card Services information on a managed basis because that is the way the Company's management views and manages the business. Management believes that a full picture of trends in the Company's cardmember lending business can only be derived by evaluating the performance of both securitized and non-securitized cardmember loans. Management also believes that use of a managed basis presentation presents a more accurate picture of the key dynamics of the cardmember lending business. Irrespective of the on and off-balance sheet funding mix, it is important for management and investors to see metrics for the entire cardmember lending portfolio because they are more representative of the economics of the aggregate cardmember relationships and ongoing business performance and trends over time. It is also important for investors to see the overall growth of cardmember loans and related revenue in order to evaluate market share. These metrics are significant in evaluating the Company's performance and can only be properly assessed when all non-securitized and securitized cardmember loans are viewed together on a managed basis. The Company does not currently securitize international loans.

## Selected Financial Information

Managed Basis Presentation
(Millions)


Income Statement Data
Discount revenue, net card fees and other Reported for the period (GAAP)
Securitization adjustments
Tax adjustments
Managed discount revenue, net card fees and other

| $\$$ | 2,679 |
| ---: | ---: |
|  | 56 |
|  | 53 |
| $\$$ | 2,788 |


| $\$$ | 2,482 |
| :---: | ---: |
|  | 51 |
|  | 55 |
| $\$$ | 2,588 |


| \$ | 2,514 | \$ | 2,314 | \$ | 2,401 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 44 |  | 48 |  | 53 |
|  | 54 |  | 55 |  | 56 |
| \$ | 2,612 | \$ | 2,417 | \$ | 2,510 |

Net finance charge revenue
Reported for the period (GAAP)
Securitization adjustments
Managed net finance charge revenue
Securitization income, net
Reported for the period (GAAP)
Securitization adjustments
Managed securitization income, net

## Provision for losses

Reported for the period (GAAP)
Securitization adjustments
Managed provision for losses

|  |  |
| ---: | ---: |
|  |  |
| $\$$ | $\mathbf{7 3 0}$ |
|  | $\mathbf{4 5 0}$ |
| $\$$ | $\mathbf{1 , 1 8 0}$ |



See prior page for discussion of managed basis presentation.

## U.S. Card Services

(Billions, except percentages and where indicated)
Card billed business
Total cards-in-force (millions)
Basic cards-in-force (millions)
Average basic cardmember spending (dollars)
U.S. Consumer Travel

Travel sales (millions)
Travel commissions and fees/sales
Worldwide Travelers Cheque and prepaid products:
Sales

Average outstanding
Average investments
Investment yield (A)
Tax equivalent yield - managed (A)
Total segment assets
Segment capital
Return on segment capital (B)
Cardmember receivables:
Total receivables
90 days past due as a \% of total
Net loss ratio as a \% of charge volume
Cardmember lending - owned basis (C)
Total loans
30 days past due loans as a \% of total
Average loans
Net write-off rate
Net finance charge revenue(D)/average loans
Cardmember lending - managed basis (E)
Total loans
30 days past due loans as a \% of total
Average loans
Net write-off rate
Net finance charge revenue(D)/average loans

| Quarters Ended December 31, |  |  |  | $\begin{array}{r} \text { Percentage } \\ \text { Inc/(Dec) } \\ \hline \end{array}$ |  | Years Ended December 31, |  |  |  | Percentage Inc/(Dec) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |  |  | 2006 |  | 2005 |  |  |  |
| \$ | 90.8 | \$ | 80.8 | 12 | \% | \$ | 333.4 | \$ | 292.8 | 14 | \% |
|  | 40.7 |  | 37.5 | 9 |  |  | 40.7 |  | 37.5 | 9 |  |
|  | 30.1 |  | 27.7 | 9 |  |  | 30.1 |  | 27.7 | 9 |  |
| \$ | 3,044 | \$ | 2,945 | 3 | \% | \$ | 11,521 | \$ | 10,996 | 5 | \% |
| \$ | 597 | \$ | 475 | 26 | \% | \$ | 2,357 | \$ | 1,853 | 27 | \% |
|  | 8.2\% |  | 8.4\% |  |  |  | 8.4\% |  | 8.7\% |  |  |
| \$ | 4.8 | \$ | 4.8 | - | \% | \$ | 19.7 | \$ | 19.7 | - | \% |
| \$ | 6.9 | \$ | 6.9 | - | \% | \$ | 7.0 | \$ | 7.1 | (1) | \% |
| \$ | 7.6 | \$ | 7.6 | - | \% | \$ | 7.7 | \$ | 7.8 | (1) | \% |
|  | 4.9\% |  | 5.1\% |  |  |  | 4.9\% |  | 5.1\% |  |  |
|  | 7.5\% |  | 7.9\% |  |  |  | 7.6\% |  | 7.9\% |  |  |
| \$ | 79.7 | \$ | 70.3 | 13 | \% | \$ | 79.7 | \$ | 70.3 | 13 | \% |
| \$ | 5.0 | \$ | 5.1 | (2) | \% | \$ | 5.0 | \$ | 5.1 | (2) | \% |
|  | 46.2\% |  | 38.9\% |  |  |  | 46.2\% |  | 38.9\% |  |  |
| \$ | 20.6 | \$ | 19.2 | 7 | \% | \$ | 20.6 | \$ | 19.2 | 7 | \% |
|  | 2.1\% |  | 1.8\% |  |  |  | 2.1\% |  | 1.8\% |  |  |
|  | 0.32\% |  | 0.38\% |  |  |  | 0.28\% |  | 0.30\% |  |  |
| \$ | 33.6 | \$ | 24.8 | 35 | \% | \$ | 33.6 | \$ | 24.8 | 35 | \% |
|  | 2.7\% |  | 2.3\% |  |  |  | 2.7\% |  | 2.3\% |  |  |
| \$ | 30.9 | \$ | 23.2 | 33 | \% | \$ | 27.6 | \$ | 21.0 | 31 | \% |
|  | 3.5\% |  | 4.1\% |  |  |  | 3.0\% |  | 3.9\% |  |  |
|  | 9.4\% |  | 8.4\% |  |  |  | 9.0\% |  | 8.5\% |  |  |
| \$ | 53.8 | \$ | 46.0 | 17 | \% | \$ | 53.8 | \$ | 46.0 | 17 | \% |
|  | 2.6\% |  | 2.3\% |  |  |  | 2.6\% |  | 2.3\% |  |  |
| \$ | 51.1 | \$ | 44.1 | 16 | \% | \$ | 48.0 | \$ | 41.5 | 16 | \% |
|  | 3.3\% |  | 4.6\% |  |  |  | 2.9\% |  | 4.1\% |  |  |
|  | 9.2\% |  | 9.1\% |  |  |  | 9.1\% |  | 9.0\% |  |  |

(A) Investment yield represents earnings on certain tax-exempt securities. The tax equivalent yield - managed represents
earnings on such tax-exempt securities as if it had been earned on a taxable basis and assumes an income tax-rate of 35 percent.
(B) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements.
(C) "Owned" or GAAP basis measurement reflects only cardmember loans included in the Company's Consolidated Balance Sheets.
(D) Computed on an annualized basis.
(E) Includes on-balance sheet cardmember loans and off-balance sheet securitized cardmember loans. The difference between the "owned basis" (GAAP) information and
"managed basis" information is attributable to the effects of securitization activities. Refer to the information set forth under U.S. Card Services Selected Financial Information on page 20 for further discussion of the managed basis presentation.

## (Millions)

## Net revenues:

| Discount revenue, net card fees and other | \$ | 2,679 | \$ | 2,482 | \$ | 2,514 | \$ | 2,314 | \$ | 2,401 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cardmember lending: |  |  |  |  |  |  |  |  |  |  |
| Finance charge revenue |  | 1,018 |  | 928 |  | 814 |  | 674 |  | 685 |
| Interest expense |  | 288 |  | 260 |  | 215 |  | 194 |  | 200 |
| Net finance charge revenue |  | 730 |  | 668 |  | 599 |  | 480 |  | 485 |
| Securitization income, net |  | 347 |  | 384 |  | 372 |  | 386 |  | 295 |
| Total net revenues |  | 3,756 |  | 3,534 |  | 3,485 |  | 3,180 |  | 3,181 |
| Expenses: |  |  |  |  |  |  |  |  |  |  |
| Marketing, promotion, rewards and cardmember services |  | 1,242 |  | 1,127 |  | 1,106 |  | 1,034 |  | 1,097 |
| Provision for losses |  | 526 |  | 446 |  | 351 |  | 307 |  | 509 |
| Human resources and other operating expenses |  | 1,218 |  | 1,142 |  | 1,108 |  | 1,043 |  | 1,037 |
| Total expenses |  | 2,986 |  | 2,715 |  | 2,565 |  | 2,384 |  | 2,643 |
| Pretax segment income |  | 770 |  | 819 |  | 920 |  | 796 |  | 538 |
| Income tax provision |  | 235 |  | 239 |  | 304 |  | 250 |  | 124 |
| Segment income | \$ | 535 | \$ | 580 | \$ | 616 | \$ | 546 | \$ | 414 |

(Billions, except percentages and where indicated)

## Card billed busines

Total cards-in-force (millions)
Basic cards-in-force (millions)
Average quarterly basic cardmember spending (dollars)
U.S. Consumer Travel

Travel sales
Travel commissions and fees/sales
Worldwide Travelers Cheque and prepaid products

## Sales

Average outstanding
Average investments
Average investment
Investment yield (A)
Tax equivalent yield - managed (A)
Total segment assets
Segment capital
Return on segment capital (B)

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | June 30, 2006 |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 90.8 | \$ | 83.4 | \$ | 83.9 | \$ | 75.3 | \$ | 80.8 |
|  | 40.7 |  | 39.9 |  | 39.1 |  | 38.3 |  | 37.5 |
|  | 30.1 |  | 29.5 |  | 28.9 |  | 28.4 |  | 27.7 |
| \$ | 3,044 | \$ | 2,852 | \$ | 2,925 | \$ | 2,690 | \$ | 2,945 |
| \$ |  | \$ | 0.6 | \$ | 0.7 | \$ | 0.5 | \$ | 0.5 |
|  | 8.2\% |  | 8.5\% |  | 8.5\% |  | 8.1\% |  | 8.4\% |
| \$ | 4.8 | \$ | 5.6 | \$ | 5.1 | \$ | 4.2 | \$ | 4.8 |
| \$ | 6.9 | \$ | 7.2 | \$ | 7.0 | \$ | 6.9 | \$ | 6.9 |
| \$ | 7.6 | \$ | 7.9 | \$ | 7.6 | \$ | 7.7 | \$ | 7.6 |
|  | 4.9\% |  | 4.9\% |  | 5.0\% |  | 5.0\% |  | 5.1\% |
|  | 7.5\% |  | 7.5\% |  | 7.7\% |  | 7.7\% |  | 7.9\% |
| \$ | 79.7 | \$ | 75.1 | \$ | 70.8 | \$ | 66.6 | \$ | 70.3 |
| \$ | 5.0 | \$ | 4.9 | \$ | 4.7 | \$ | 5.0 | \$ | 5.1 |
|  | 46.2\% |  | 44.0\% |  | 41.8\% |  | 39.4\% |  | 38.9\% |
| \$ | 20.6 | \$ | 18.2 | \$ | 18.5 | \$ | 17.2 | \$ | 19.2 |
|  | 2.1\% |  | 2.3\% |  | 2.3\% |  | 2.3\% |  | 1.8\% |
|  | 0.32\% |  | 0.33\% |  | 0.28\% |  | 0.20\% |  | 0.38\% |
| \$ | 33.6 | \$ | 29.3 | \$ | 27.6 | \$ | 24.3 | \$ | 24.8 |
|  | 2.7\% |  | 2.7\% |  | 2.5\% |  | 2.4\% |  | 2.3\% |
| \$ | 30.9 | \$ | 28.6 | \$ | 26.4 | \$ | 24.0 | \$ | 23.2 |
|  | 3.5\% |  | 3.1\% |  | 2.9\% |  | 2.6\% |  | 4.1\% |
|  | 9.4\% |  | 9.2\% |  | 9.1\% |  | 8.1\% |  | 8.4\% |
| \$ | 53.8 | \$ | 49.5 | \$ | 47.8 | \$ | 45.1 | \$ | 46.0 |
|  | 2.6\% |  | 2.6\% |  | 2.4\% |  | 2.4\% |  | 2.3\% |
| \$ | 51.1 | \$ | 48.7 | \$ | 46.5 | \$ | 45.3 | \$ | 44.1 |
|  | 3.3\% |  | 3.0\% |  | 2.9\% |  | 2.6\% |  | 4.6\% |
|  | 9.2\% |  | 9.3\% |  | 9.2\% |  | 8.7\% |  | 9.1\% |

had been earned on a taxable basis and assumes an income tax-rate of 35 percent
(B) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements.
(C) "Owned" or GAAP basis measurement reflects only cardmember loans included in the Company's Consolidated Balance Sheets.
(D) Computed on an annualized basis.
(E) Includes on-balance sheet cardmember loans and off-balance sheet securitized cardmember loans. The difference between the "owned basis" (GAAP) information and "managed basis" information is attributable to the effects of securitization activities. Refer to the information set forth under U.S. Card Services Selected Financial Information on page 20 for further discussion of the managed basis presentation.

(Billions, except percentages and where indicated)

|  | Quarters Ended <br> December 31, |  |  |  | Percentage <br> Inc/(Dec) |  | Years Ended <br> December 31, |  |  |  | Percentage <br> Inc/(Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |  |  | 2006 |  | 2005 |  |  |
| Card billed business | \$ | 51.2 | \$ | 45.1 | 14 | \% | \$ | 193.1 | \$ | 168.5 | 15 \% |
| Total cards-in-force (millions) |  | 22.3 |  | 22.7 | (2) |  |  | 22.3 |  | 22.7 | (2) |
| Basic cards-in-force (millions) |  | 17.9 |  | 18.0 | (1) |  |  | 17.9 |  | 18.0 | (1) |
| Average basic cardmember spending (dollars) | \$ | 2,874 | \$ | 2,534 | 13 | \% | \$ | 10,681 | \$ | 9,641 | 11 \% |
| Global Corporate \& International Consumer Travel |  |  |  |  |  |  |  |  |  |  |  |
| Travel sales | \$ | 4.9 | \$ | 4.7 | 4 | \% | \$ | 19.4 | \$ | 18.8 | $3 \%$ |
| Travel commissions and fees/sales |  | 8.1\% |  | 8.4\% |  |  |  | 8.1\% |  | 8.6\% |  |
| International banking: |  |  |  |  |  |  |  |  |  |  |  |
| Total loans | \$ | 7.2 | \$ | 7.1 | 1 | \% | \$ | 7.2 | \$ | 7.1 | 1 \% |
| Private banking holdings | \$ | 22.5 | \$ | 20.3 | 11 | \% | \$ | 22.5 | \$ | 20.3 | 11 \% |
| Total segment assets | \$ | 57.7 | \$ | 51.7 | 12 | \% | \$ | 57.7 | \$ | 51.7 | 12 \% |
| Segment capital | \$ | 4.1 | \$ | 4.1 | - | \% | \$ | 4.1 | \$ | 4.1 | \% |
| Return on segment capital (A) |  | 20.9\% |  | 23.2\% |  |  |  | 20.9\% |  | 23.2\% |  |
| Cardmember receivables: |  |  |  |  |  |  |  |  |  |  |  |
| Total receivables | \$ | 16.3 | \$ | 14.5 | 12 | \% | \$ | 16.3 | \$ | 14.5 | 12 \% |
| 90 days past due as a \% of total |  | 1.4\% |  | 1.3\% |  |  |  | 1.4\% |  | 1.3\% |  |
| Net loss ratio as a \% of charge volume |  | 0.19\% |  | 0.18\% |  |  |  | 0.18\% |  | 0.21\% |  |
| Cardmember lending: |  |  |  |  |  |  |  |  |  |  |  |
| Total loans | \$ | 9.7 | \$ | 8.3 | 17 | \% | \$ | 9.7 | \$ | 8.3 | 17 \% |
| 30 days past due loans as a \% of total |  | 2.9\% |  | 2.8\% |  |  |  | 2.9\% |  | 2.8\% |  |
| Average loans | \$ | 9.3 | \$ | 7.8 | 19 | \% | \$ | 8.9 | \$ | 7.4 | 20 \% |
| Net write-off rate |  | 5.7\% |  | 4.4\% |  |  |  | 5.9\% |  | 4.7\% |  |
| Net finance charge revenue(B)/average loans |  | 9.1\% |  | 9.4\% |  |  |  | 9.1\% |  | 9.3\% |  |

(A) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements.
(B) Computed on an annualized basis.

## (Millions)

## Net revenues:

Discount revenue, net card fees and other
Cardmember lending:
Finance charge revenue
Interest expense
Net finance charge revenue
Total net revenues
Expenses:
Marketing, promotion, rewards and cardmember services
Provision for losses and benefits
Human resources and other operating expenses Total expenses
Pretax segment income
Income tax provision
Segment income

| Quarters Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ 2,220 | \$ | 2,086 | \$ | 2,241 | \$ | 2,109 | \$ | 2,115 |
| 329 |  | 310 |  | 308 |  | 293 |  | 278 |
| 116 |  | 109 |  | 108 |  | 99 |  | 94 |
| 213 |  | 201 |  | 200 |  | 194 |  | 184 |
| 2,433 |  | 2,287 |  | 2,441 |  | 2,303 |  | 2,299 |
| 346 |  | 330 |  | 410 |  | 343 |  | 321 |
| 316 |  | 329 |  | 364 |  | 349 |  | 286 |
| 1,509 |  | 1,347 |  | 1,373 |  | 1,300 |  | 1,402 |
| 2,171 |  | 2,006 |  | 2,147 |  | 1,992 |  | 2,009 |
| 262 |  | 281 |  | 294 |  | 311 |  | 290 |
| 31 |  | 65 |  | 69 |  | 98 |  | 57 |
| \$ 231 | \$ | 216 | \$ | 225 | \$ | 213 | \$ | 233 |

(Billions, except percentages and where indicated)

## Card billed business

Total cards-in-force (millions)
Basic cards-in-force (millions)
Average quarterly basic cardmember spending (dollars)
Global Corporate \& International Consumer Travel Travel sales
Travel commissions and fees/sales
International banking:
Total loans
Private banking holdings
Total segment assets
Segment capital
Return on segment capital (A)
Cardmember receivables:
Total receivables
90 days past due as a \% of total
Net loss ratio as a \% of charge volume
Cardmember lending:
Total loans
30 days past due loans as a \% of total
Average loans
Net write-off rate
Net finance charge revenue(B)/average loans

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 51.2 | \$ | 47.5 | \$ | 49.2 | \$ | 45.2 | \$ | 45.1 |
|  | 22.3 |  | 22.1 |  | 22.2 |  | 23.2 |  | 22.7 |
|  | 17.9 |  | 17.7 |  | 17.8 |  | 18.4 |  | 18.0 |
| \$ | 2,874 | \$ | 2,642 | \$ | 2,654 | \$ | 2,494 | \$ | 2,534 |
| \$ | 4.9 | \$ | 4.5 | \$ | 5.2 | \$ | 4.8 | \$ | 4.7 |
|  | 8.1\% |  | 8.3\% |  | 8.1\% |  | 7.8\% |  | 8.4\% |
| \$ | 7.2 | \$ | 7.2 | \$ | 7.2 | \$ | 7.2 | \$ | 7.1 |
| \$ | 22.5 | \$ | 22.0 | \$ | 21.2 | \$ | 20.8 | \$ | 20.3 |
| \$ | 57.7 | \$ | 57.3 | \$ | 55.3 | \$ | 53.0 | \$ | 51.7 |
| \$ | 4.1 | \$ | 4.4 | \$ | 4.3 | \$ | 4.3 | \$ | 4.1 |
|  | 20.9\% |  | 21.2\% |  | 22.6\% |  | 23.2\% |  | 23.2\% |
| \$ | 16.3 | \$ | 16.4 | \$ | 15.8 | \$ | 15.6 | \$ | 14.5 |
|  | 1.4\% |  | 1.3\% |  | 1.3\% |  | 1.3\% |  | 1.3\% |
|  | 0.19\% |  | 0.18\% |  | 0.18\% |  | 0.17\% |  | 0.18\% |
| \$ | 9.7 | \$ | 9.0 | \$ | 8.7 | \$ | 8.4 | \$ | 8.3 |
|  | 2.9\% |  | 3.1\% |  | 3.2\% |  | 3.2\% |  | 2.8\% |
| \$ | 9.3 | \$ | 8.9 | \$ | 8.8 | \$ | 8.4 | \$ | 7.8 |
|  | 5.7\% |  | 5.9\% |  | 6.4\% |  | 5.5\% |  | 4.4\% |
|  | 9.1\% |  | 8.9\% |  | 9.1\% |  | 9.4\% |  | 9.4\% |

(A) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements.
(B) Computed on an annualized basis.

## Global Network \& Merchant Services

## Selected Income Statement Data

(Millions)

## Net revenues:

Discount revenue, fees and other
Expenses:
Marketing and promotion
Provision for losses
Human resources and other operating expenses Total expenses
Pretax segment income
Income tax provision
Segment income

| Quarters Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | 869 | \$ | 725 |
|  | 125 |  | 141 |
|  | 46 |  | 13 |
|  | 401 |  | 319 |
|  | 572 |  | 473 |
|  | 297 |  | 252 |
|  | 96 |  | 86 |
| \$ | 201 | \$ | 166 |


| PercentageInc/(Dec) | Years Ended <br> December 31, |  |  |  | PercentageInc/(Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 006 |  |  |  |
| 20 \% | \$ | 3,161 | \$ | 2,747 | 15 |
| (11) |  | 518 |  | 604 | (14) |
| \# |  | 89 |  | 66 | 35 |
| 26 |  | 1,366 |  | 1,195 | 14 |
| 21 |  | 1,973 |  | 1,865 | 6 |
| 18 |  | 1,188 |  | 882 | 35 |
| 12 |  | 409 |  | 309 | 32 |
| 21 | \$ | 779 | \$ | 573 | 36 |


| (Billions, except percentages and where indicated) | Quarters Ended December 31, |  |  |  | $\begin{gathered} \text { Percenta } \\ \text { Inc/(D } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 06 |  | 05 |  |
| Global Card billed business (A) | \$ | 153.5 | \$ | 132.6 |  |
| Global Network \& Merchant Services: |  |  |  |  |  |
| Total segment assets | \$ | 4.4 | \$ | 4.5 |  |
| Segment capital (millions) | \$ | 1,272 | \$ | 1,316 |  |
| Return on segment capital (B) |  | 60.3\% |  | 49.2\% |  |
| Global Network Services: |  |  |  |  |  |
| Card billed business | \$ | 11.5 | \$ | 6.9 |  |
| Total cards-in-force (millions) |  | 15.0 |  | 10.8 |  |
| (A) Global Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements and certain insurance fees charged on proprietary cards. |  |  |  |  |  |
| (B) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements. |  |  |  |  |  |

## (Millions)

Net revenues:
Discount revenue, fees and other
Expenses:
Marketing and promotion
Provision for losses
Human resources and other operating expenses Total expenses
Pretax segment income
Income tax provision
Segment income

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 869 | \$ | 798 | \$ | 789 | \$ | 705 | \$ | 725 |
|  | 125 |  | 118 |  | 140 |  | 135 |  | 141 |
|  | 46 |  | 19 |  | 14 |  | 10 |  | 13 |
|  | 401 |  | 347 |  | 320 |  | 298 |  | 319 |
|  | 572 |  | 484 |  | 474 |  | 443 |  | 473 |
|  | 297 |  | 314 |  | 315 |  | 262 |  | 252 |
|  | 96 |  | 102 |  | 115 |  | 96 |  | 86 |
| \$ | 201 | \$ | 212 | \$ | 200 | \$ | 166 | \$ | 166 |

(Preliminary)

## Global Network \& Merchant Services

Selected Statistical Information
(Billions, except percentages and where indicated)

Global Card billed business (A)
Global Network \& Merchant Services:
Total segment assets
Segment capital
Return on segment capital (B)
Global Network Services:
Card billed business
Total cards-in-force (millions)

| Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| \$ | 153.5 | \$ | 140.3 | \$ | 140.5 | \$ | 127.2 | \$ | 132.6 |
| \$ | 4.4 | \$ | 5.1 | \$ | 6.2 | \$ | 5.7 | \$ | 4.5 |
| \$ | 1.3 | \$ | 1.3 | \$ | 1.3 | \$ | 1.3 | \$ | 1.3 |
|  | 60.3\% |  | 57.9\% |  | 53.8\% |  | 51.7\% |  | 49.2\% |
| \$ | 11.5 | \$ | 9.7 | \$ | 7.6 | \$ | 6.6 | \$ | 6.9 |
|  | 15.0 |  | 14.5 |  | 13.1 |  | 11.0 |  | 10.8 |

(A) Global Card billed business includes activities (including cash advances) related to proprietary cards, cards issued under network partnership agreements and certain insurance fees charged on proprietary cards
(B) Computed on a trailing 12-month basis using segment income and equity capital allocated to segments based upon specific business operational needs, risk measures and regulatory capital requirements.


[^0]:    (A) Computed on a trailing 12-month basis using net income over average total shareholders' equity (including discontinued operations) as included in the Consolidated Financial Statements prepared in accordance with GAAP.

