

### **NOTE RELATING TO NON-GAAP FINANCIAL DISCLOSURES**

*This presentation contains certain non-GAAP financial disclosures, including the Company's pro forma return on equity, as well as information that is reported on a "managed" basis. Managed basis assumes no securitization transactions, i.e., all securitized loans and related income effects are reflected as if they were in the Company's balance sheet and income statement, respectively. Information relating to comparable GAAP financial measures may be found on the relevant slides both attached hereto and located on American Express Company's investor relations website at <http://ir.americanexpress.com>.*

### **INFORMATION RELATED TO FORWARD LOOKING STATEMENTS**

*This presentation includes forward-looking statements, which are subject to risks and uncertainties. The words "believe," "expect," "anticipate," "optimistic," "intend," "plan," "aim," "will," "may," "should," "could," "would," "likely," and similar expressions are intended to identify forward-looking statements. 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: the Company's ability to generate sufficient net income to achieve a return on equity on a GAAP basis of 28 percent to 30 percent; the Company's ability to grow its business and meet or exceed its return on shareholders' equity target by reinvesting approximately 35 percent of annually-generated capital, and returning approximately 65 percent of such capital to shareholders, over time, which will depend on the Company's ability to manage its capital needs and the effect of business mix, acquisitions and rating agency requirements; consumer and business spending on the Company's credit and charge card products and Travelers Cheques and other prepaid products and growth in card lending balances, which depend in part on the ability to issue new and enhanced card and prepaid products, services and rewards programs, and increase revenues from such products, attract new cardmembers, reduce cardmember attrition, capture a greater share of existing cardmembers' spending, sustain premium discount rates on its card products in light of regulatory and market pressures, increase merchant coverage, retain cardmembers after low introductory lending rates have expired, and expand the Global Network Services business; the Company's ability to introduce new products, reward program enhancements and service enhancements on a timely basis during 2006; the success of the Global Network Services business in partnering with banks in the United States, which will depend in part on the extent to which such business further enhances the Company's brand, allows the Company to leverage its processing scale, expands merchant coverage of the network, provides Global Network Services' bank partners in the United States the benefits of greater cardmember loyalty and higher spend per customer, and merchant benefits such as greater transaction volume and additional higher spending customers; the continuation of favorable trends, including increased travel and entertainment spending, and the overall level of consumer confidence; the costs and integration of acquisitions; the success, timeliness and financial impact (including costs, cost savings and other benefits including increased revenues), and beneficial effect on the Company's operating expense to revenue ratio, both in the short-term and over time, of reengineering initiatives being implemented or considered by the Company, including cost management, structural and strategic measures such as vendor, process, facilities and operations consolidation, outsourcing (including, among others, technologies operations), relocating certain functions to lower-cost overseas locations, moving internal and external functions to the Internet to save costs, and planned staff reductions relating to certain of such reengineering actions; the Company's ability to reinvest the benefits arising from such reengineering actions in its businesses; the ability to control and manage operating, infrastructure, advertising and promotion expenses as business expands or changes, including the ability to accurately estimate the provision for the cost of the Membership Rewards program; the Company's ability to manage credit risk related to consumer debt, business loans, merchant bankruptcies and other credit trends and the rate of bankruptcies, which can affect spending on card products, debt payments by individual and corporate customers and businesses that accept the Company's card products and returns on the Company's investment portfolios; bankruptcies, restructurings or similar events affecting the airline or any other industry representing a significant portion of the Company's billed business, including any potential negative effect on particular card products and services and billed business generally that could result from the actual or perceived weakness of key business partners in such industries; the triggering of obligations to make payments to certain co-brand partners, merchants, vendors and customers under contractual arrangements with such parties under certain circumstances; a downturn in the Company's businesses and/or negative changes in the Company's and its subsidiaries' credit ratings, which could result in contingent payments under contracts, decreased liquidity and higher borrowing costs; risks associated with the Company's agreements with Delta Air Lines to prepay \$300 million for the future purchases of Delta SkyMiles rewards points; fluctuations in foreign currency exchange rates; fluctuations in interest rates, which impact the Company's borrowing costs and return on lending products; accuracy of estimates for the fair value of the assets in the Company's investment portfolio and, in particular, those investments that are not readily marketable, including the valuation of the interest-only strip relating to the Company's lending securitizations; the potential negative effect on the Company's businesses and infrastructure, including information technology, of terrorist attacks, disasters or other catastrophic events in the future; political or economic instability in certain regions or countries, which could affect lending and other commercial activities, among other businesses, or restrictions on convertibility of certain currencies; changes in laws or government regulations; outcomes and costs associated with litigation and compliance and regulatory matters; and competitive pressures in all of the Company's major businesses. A further description of these and other risks and uncertainties can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2005, and its other reports filed with the SEC.*

## **AMERICAN EXPRESS COMPANY**

### **SELECTED FINANCIAL STATEMENT DATA AND STATISTICAL INFORMATION**

American Express Company (the Company) is a leading global payments, network and travel company. The Company offers a broad range of products including charge and credit cards; stored value products such as Travelers Cheques and gift cards; travel agency services and travel, entertainment and purchasing expense management services; network services and merchant acquisition and merchant processing for our network partners and proprietary payments businesses. The Company's various products are sold globally to diverse customer groups, including consumers, small businesses, mid-market companies, large corporations and banking institutions. These products are sold through various channels including direct mail, on-line applications, targeted sales-forces and direct response advertising. Effective September 30, 2005, the Company realigned its segment presentation to reflect the spin-off of Ameriprise. The new segments are: U.S. Card Services, International Card & Global Commercial Services, Global Network & Merchant Services, and Corporate & Other.

The following tables include:

- American Express Company Consolidated Statements of Income for the years ended December 31, 2005 and 2004.
- American Express Company Consolidated Balance Sheets as of December 31, 2005 and 2004.
- American Express Company Selected Statistical Information for the years ended December 31, 2005, 2004, 2003, 2002 and 2001.
- U.S. Card Services Selected Income Statement Data for the years ended December 31, 2005 and 2004.
- U.S. Card Services Selected Statistical Information for the years ended December 31, 2005 and 2004.
- International Card & Global Commercial Services Selected Income Statement Data for the years ended December 31, 2005 and 2004.
- International Card & Global Commercial Services Statistical Information for the years ended December 31, 2005 and 2004.
- Global Network & Commercial Services Selected Income Statement Data for the years ended December 31, 2005 and 2004.
- Global Network & Commercial Services Selected Statistical Information for the years ended December 31, 2005 and 2004.

The financial statement, selected income statement data and selected statistical information above should be read in conjunction with the Annual Report on Form 10-K of American Express Company for the year ended December 31, 2005. Certain reclassifications of 2005 and 2004 financial information were made as contained in the current report on Form 8-K dated April 5, 2006. These reclassifications were made to conform to Company presentation beginning with the first quarter of 2006. The data presented for 2005 and 2004 reflects the effects of these reclassifications. Management's Discussion and Analysis of Financial Condition and Results of Operations are provided in the Company's Annual Report referenced above. Additionally, see the U.S. Card Services segment in the Annual Report on Form 10-K of American Express Company for additional information on managed basis presentation.

## CONSOLIDATED STATEMENTS OF INCOME

### American Express Company

Years Ended December 31, (Millions, except per share amounts)

	2005	2004
<b>Revenues</b>		
Discount revenue	\$11,489	\$10,126
Cardmember lending net finance charge revenue	2,580	2,224
Net card fees	2,033	1,909
Travel commissions and fees	1,780	1,795
Other commissions and fees	2,375	2,200
Securitization income, net	1,260	1,132
Other investment and interest income, net	1,055	997
Other	1,496	1,514
<b>Total</b>	<b>24,068</b>	<b>21,897</b>
<b>Expenses</b>		
Marketing, promotion, rewards and cardmember services	5,841	4,965
Human resources	4,829	4,538
Provisions for losses and benefits:		
Charge card	1,038	833
Cardmember lending	1,349	1,130
Investment certificates and other	386	301
<b>Total</b>	<b>2,773</b>	<b>2,264</b>
Professional services	2,308	2,141
Occupancy and equipment	1,428	1,353
Interest	920	814
Communications	457	474
Other	1,264	1,517
<b>Total</b>	<b>19,820</b>	<b>18,066</b>
Pretax income from continuing operations	4,248	3,831
Income tax provision	1,027	1,145
Income from continuing operations	3,221	2,686
Income from discontinued operations, net of tax	513	830
Cumulative effect of accounting change related to discontinued operations, net of tax	—	(71)
<b>Net income</b>	<b>\$ 3,734</b>	<b>\$ 3,445</b>
<b>Earnings Per Common Share — Basic:</b>		
Continuing operations	\$ 2.61	\$ 2.13
Discontinued operations	0.42	0.66
Cumulative effect of accounting change	—	(0.05)
<b>Net income</b>	<b>\$ 3.03</b>	<b>\$ 2.74</b>
<b>Earnings Per Common Share — Diluted:</b>		
Continuing operations	\$ 2.56	\$ 2.09
Discontinued operations	0.41	0.65
Cumulative effect of accounting change	—	(0.06)
<b>Net income</b>	<b>\$ 2.97</b>	<b>\$ 2.68</b>
Average common shares outstanding for earnings per common share:		
Basic	1,233	1,259
Diluted	1,258	1,285

## CONSOLIDATED BALANCE SHEETS

### American Express Company

December 31, (Millions)	2005	2004
<b>Assets</b>		
Cash and cash equivalents	\$ 7,126	\$ 7,808
Accounts receivable and accrued interest:		
Cardmember receivables, less reserves	33,216	30,270
Other receivables, less reserves	2,281	2,128
Investments	21,334	21,675
Loans:		
Cardmember lending, less reserves	32,108	25,933
International banking, less reserves	7,049	6,790
Other, less reserves	1,644	1,533
Land, buildings and equipment — at cost, less accumulated depreciation:	2,230	2,380
Other assets	6,972	8,558
Assets of discontinued operations	—	87,141
<b>Total assets</b>	<b>\$113,960</b>	<b>\$194,216</b>
<b>Liabilities and Shareholders' Equity</b>		
Customers' deposits	\$ 24,579	\$ 20,107
Travelers Cheques outstanding	7,175	7,287
Accounts payable	7,824	7,319
Investment certificate reserves	6,872	5,501
Short-term debt	15,633	14,316
Long-term debt	30,781	32,676
Other liabilities	10,547	10,315
Liabilities of discontinued operations	—	80,675
<b>Total liabilities</b>	<b>103,411</b>	<b>178,196</b>
<b>Shareholders' Equity</b>		
Common shares	248	250
Additional paid-in capital	8,652	7,316
Retained earnings	1,788	8,196
Accumulated other comprehensive (loss) income :		
Net unrealized securities gains, net of tax	137	760
Net unrealized derivatives gains (losses), net of tax	143	(142)
Foreign currency translation adjustments, net of tax	(400)	(344)
Minimum pension liability, net of tax	(19)	(16)
<b>Total accumulated other comprehensive (loss) income</b>	<b>(139)</b>	<b>258</b>
<b>Total shareholders' equity</b>	<b>10,549</b>	<b>16,020</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$113,960</b>	<b>\$194,216</b>

**American Express Company**  
**Consolidated Selected Statistical Information**

Years Ended December 31,  
(Billions, except percentages  
and where indicated)

	2005	2004	2003	2002	2001
<b>Card billed business(a):</b>					
United States	\$ 354.6	\$ 304.8	\$ 262.1	\$ 234.1	\$ 224.5
Outside the United States	129.8	111.3	90.1	77.3	73.5
<b>Total</b>	<b>\$ 484.4</b>	<b>\$ 416.1</b>	<b>\$ 352.2</b>	<b>\$ 311.4</b>	<b>\$ 298.0</b>
<b>Total cards-in-force (millions)(a):</b>					
United States	43.0	39.9	36.4	34.8	34.3
Outside the United States	28.0	25.5	24.1	22.2	20.6
<b>Total</b>	<b>71.0</b>	<b>65.4</b>	<b>60.5</b>	<b>57.0</b>	<b>54.9</b>
<b>Basic cards-in-force (millions)(a):</b>					
United States	32.8	30.3	27.7	26.9	26.8
Outside the United States	23.2	21.0	19.9	18.3	15.6
<b>Total</b>	<b>56.0</b>	<b>51.3</b>	<b>47.6</b>	<b>45.2</b>	<b>42.4</b>
Average discount rate(b)	2.58%	2.61%	2.62%	2.64%	2.67%
Average basic cardmember spending (dollars)(a)	\$ 10,445	\$ 9,460	\$ 8,367	\$ 7,645	\$ 7,666
Average fee per card (dollars)(a)	\$ 35	\$ 34	\$ 35	\$ 34	\$ 34
Travel sales	\$ 20.6	\$ 19.9	\$ 16.0	\$ 15.5	\$ 17.2
Travel commissions and fees/sales	8.6%	9.0%	9.4%	9.1%	8.9%
<b>Worldwide Travelers Cheque and prepaid products:</b>					
Sales	\$ 19.7	\$ 19.9	\$ 19.2	\$ 22.1	\$ 23.5
Average outstanding	\$ 7.1	\$ 7.0	\$ 6.6	\$ 6.5	\$ 6.4
Average investments	\$ 7.8	\$ 7.5	\$ 7.1	\$ 6.9	\$ 6.6
Investment yield(c)	5.1%	5.4%	5.4%	5.6%	5.8%
Tax equivalent yield — managed(c)	7.9%	8.4%	8.4%	8.7%	9.0%
<b>International banking</b>					
Total loans	\$ 7.1	\$ 6.9	\$ 6.5	\$ 5.6	\$ 5.3
Private banking holdings	\$ 20.3	\$ 18.6	\$ 16.2	\$ 13.9	\$ 12.4

(a)Card billed business includes activities related to proprietary cards, cards issued under network partnership agreements, cash advances on proprietary cards 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)2005, 2004 and 2003 was computed as follows: Discount Revenue from all card spending at merchants divided by all billed business generating discount revenue at such merchants. 2002 and 2001 was computed as follows: Discount Revenue from Company-issued card spending at merchants divided by Company-issued card billed business generating discount revenue at such merchants. Only merchants acquired by the Company are included in the computation for all periods.

(c)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. See the U.S. Card Services segment discussion in the Annual Report on Form 10-K of American Express Company for additional information on managed basis presentation.

**American Express Company**  
**Consolidated Selected Statistical Information**  
*(continued)*

Years Ended December 31,  
(Billions, except percentages  
and where indicated)

	2005	2004	2003	2002	2001
<b>Worldwide cardmember receivables:</b>					
Total receivables	\$ 34.2	\$ 31.1	\$ 28.4	\$ 26.3	\$ 26.2
90 days past due as a % of total	1.6%	1.8%	1.9%	2.2%	2.9%
<b>Loss reserves (millions):</b>					
% of receivables	2.8%	2.6%	3.2%	3.5%	3.9%
% of 90 days past due	177%	146%	171%	162%	136%
Net loss ratio as a % of charge volume	0.26%	0.26%	0.28%	0.38%	0.42%
<b>Worldwide cardmember lending — owned basis(a):</b>					
Total loans	\$ 33.1	\$ 26.9	\$ 25.8	\$ 22.6	\$ 21.0
30 days past due as a % of total	2.5%	2.4%	2.7%	3.2%	3.3%
<b>Loss reserves (millions):</b>					
Beginning balance	\$ 972	\$ 998	\$ 1,030	\$ 831	\$ 650
Provision	1,227	1,016	1,121	1,271	1,231
Net write-offs	(1,155)	(1,040)	(1,148)	(1,167)	(1,086)
Other	(48)	(2)	(5)	95	36
<b>Ending balance</b>	<b>\$ 996</b>	<b>\$ 972</b>	<b>\$ 998</b>	<b>\$ 1,030</b>	<b>\$ 831</b>
% of loans	3.0%	3.6%	3.9%	4.6%	4.0%
% of past due	122%	151%	145%	144%	120%
Average loans	\$ 28.3	\$ 25.9	\$ 22.6	\$ 19.9	\$ 20.4
Net write-off rate	4.1%	4.0%	5.1%	5.9%	5.3%
Net finance charge revenue/average loans	9.1%	8.6%	9.0%	9.2%	8.4%
<b>Worldwide cardmember lending — managed basis(b):</b>					
Total loans	\$ 54.3	\$ 47.2	\$ 45.3	\$ 39.8	\$ 36.0
30 days past due as a % of total	2.4%	2.4%	2.7%	3.1%	3.3%
<b>Loss reserves (millions):</b>					
Beginning balance	\$ 1,475	\$ 1,541	\$ 1,529	\$ 1,240	\$ 917
Provision	2,097	1,931	2,188	2,370	2,166
Net write-offs	(2,055)	(1,957)	(2,171)	(2,176)	(1,879)
Other	(48)	(40)	(5)	95	36
<b>Ending balance</b>	<b>\$ 1,469</b>	<b>\$ 1,475</b>	<b>\$ 1,541</b>	<b>\$ 1,529</b>	<b>\$ 1,240</b>
% of loans	2.7%	3.1%	3.4%	3.8%	3.4%
% of past due	114%	129%	127%	124%	103%
Average loans	\$ 48.9	\$ 45.4	\$ 41.6	\$ 36.7	\$ 34.2
Net write-off rate	4.2%	4.3%	5.2%	5.9%	5.1%
Net finance charge revenue/average loans	9.3%	9.0%	9.4%	10.0%	9.2%

(a) "Owned" or GAAP basis measurement reflects only cardmember loans included in the Company's Consolidated Balance Sheets.

(b) 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. See the U.S. Card Services segment discussion in the Annual Report on Form 10-K of American Express Company for additional information on managed basis presentation.

**U.S. Card Services**  
**Selected Income Statement Data**

The following table reconciles the GAAP basis for certain U.S. Card Services income statement line items to the managed basis information, where different.

Years Ended December 31, (Millions)	GAAP Basis		Securitization Effect		Tax Equivalent Effect		Managed Basis	
	2005	2004	2005	2004	2005	2004	2005	2004
<b>Revenues:</b>								
Discount revenue, net card fees and other	\$ 8,926	\$ 7,940	\$ 210	\$ 210	\$ 226	\$ 228	\$ 9,362	\$ 8,378
Cardmember lending:								
Finance charge revenue	2,408	1,776	2,692	2,222			5,100	3,998
Interest expense	616	406	739	384			1,355	790
Net finance charge revenue	1,792	1,370	1,953	1,838			3,745	3,208
Securitization income, net	1,260	1,132	(1,260)	(1,132)			—	—
<b>Total revenues</b>	<b>11,978</b>	<b>10,442</b>	<b>903</b>	<b>916</b>	<b>226</b>	<b>228</b>	<b>13,107</b>	<b>11,586</b>
<b>Expenses:</b>								
Marketing, promotion, rewards and cardmember services	3,911	3,325	(13)	(16)			3,898	3,309
Provision for losses	1,676	1,508	924	942			2,600	2,450
Human resources and other operating expenses	3,820	3,449	(8)	(10)			3,812	3,439
<b>Total expenses</b>	<b>9,407</b>	<b>8,282</b>	<b>\$ 903</b>	<b>\$ 916</b>			<b>10,310</b>	<b>9,198</b>
Pretax segment income	2,571	2,160			226	228	2,797	2,388
Income tax provision	755	629			\$ 226	\$ 228	\$ 981	\$ 857
<b>Segment income</b>	<b>\$ 1,816</b>	<b>\$ 1,531</b>						

## U.S. Card Services Selected Statistical Information

Years Ended December 31,  
(Billions, except percentages and  
where indicated)

	2005	2004
Card billed business	\$ 292.8	\$ 251.7
Total cards-in-force (millions)	37.5	35.0
Basic cards-in-force (millions)	27.7	25.7
Average basic cardmember spending (dollars)	\$10,996	\$10,118
U.S. Consumer Travel		
Travel sales	\$ 1.9	\$ 1.5
Travel commissions and fees/sales	8.7%	8.9%
Worldwide Travelers Cheque and prepaid products:		
Sales	\$ 19.7	\$ 19.9
Average outstanding	\$ 7.1	\$ 7.0
Average investments	\$ 7.8	\$ 7.5
Investment yield(a)	5.1%	5.4%
Tax equivalent yield — managed(a)	7.9%	8.4%
Total segment assets	\$ 70.3	\$ 58.3
Segment capital	\$ 5.1	\$ 4.5
Return on segment capital(b)	38.9%	38.5%
Cardmember receivables:		
Total receivables	\$ 19.2	\$ 17.4
90 days past due as a % of total	1.8 %	2.0%
Net loss ratio as a % of charge volume	0.30%	0.30%
Cardmember lending — owned basis: (c)		
Total loans	\$ 24.8	\$ 19.6
30 days past due loans as a % of total	2.3%	2.4%
Average loans	\$ 21.0	\$ 17.9
Net write-off rate	3.9%	3.9%
Net finance charge revenue/average loans	8.5%	7.7%
Cardmember lending — managed basis: (d)		
Total loans	\$ 46.0	\$ 39.9
30 days past due loans as a % of total	2.3%	2.5%
Average loans	\$ 41.5	\$ 37.3
Net write-off rate	4.1%	4.3%
Net finance charge revenue/average loans	9.0%	8.6%

(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) Includes on-balance sheet cardmember loans and off-balance sheet securitized cardmember loans. As discussed above, the difference between the "owned basis" (GAAP) information and "managed basis" information is attributable to the effects of securitization activities.

**International Card & Global Commercial Services**  
**Selected Income Statement Data**

Years Ended December 31, (Millions)	2005	2004
Revenues:		
Discount revenue, net card fees and other	<b>\$8,221</b>	\$7,783
Cardmember lending:		
Finance charge revenue	<b>1,035</b>	907
Interest expense	<b>351</b>	267
Net finance charge revenue	<b>684</b>	640
Total revenues	<b>8,905</b>	8,423
Expenses:		
Marketing, promotion, rewards and cardmember services	<b>1,269</b>	1,130
Provision for losses and benefits	<b>1,023</b>	740
Human resources and other operating expenses	<b>5,520</b>	5,480
Total expenses	<b>7,812</b>	7,350
Pretax segment income	<b>1,093</b>	1,073
Income tax provision	<b>194</b>	319
Segment income	<b>\$ 899</b>	\$ 754

**Selected Statistical Information**

Years Ended December 31, (Billions, except percentages and where indicated)	2005	2004
Card billed business	<b>\$ 168.5</b>	\$ 148.6
Total cards-in-force (millions)	<b>22.7</b>	21.6
Basic cards-in-force (millions)	<b>18.0</b>	17.2
Average basic cardmember spending (dollars)	<b>\$ 9,641</b>	\$ 8,610
Global Corporate & International Consumer Travel		
Travel sales	<b>\$ 18.8</b>	\$ 18.4
Travel commissions and fees/sales	<b>8.6%</b>	9.0%
International banking		
Total loans	<b>\$ 7.1</b>	\$ 6.9
Private banking holdings	<b>\$ 20.3</b>	\$ 18.6
Total segment assets	<b>\$ 51.7</b>	\$ 47.9
Segment capital	<b>\$ 4.1</b>	\$ 3.8
Return on segment capital(a)	<b>23.2%</b>	21.2%
Cardmember receivables:		
Total receivables	<b>\$ 14.5</b>	\$ 13.7
90 days past due as a % of total	<b>1.3%</b>	1.5%
Net loss ratio as a % of charge volume	<b>0.21%</b>	0.19%
Cardmember lending:		
Total loans	<b>\$ 8.3</b>	\$ 7.3
30 days past due loans as a % of total	<b>2.8%</b>	2.3%
Average loans	<b>\$ 7.4</b>	\$ 6.7
Net write-off rate	<b>4.7%</b>	5.2%
Net finance charge revenue/average loans	<b>9.3%</b>	9.6%

(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.

**Global Network & Merchant Services**  
**Selected Income Statement Data**

Years Ended December 31, (Millions)	2005	2004
Revenues:		
Discount revenue, fees and other	\$ 2,747	\$ 2,531
Expenses:		
Marketing and promotion	604	389
Provision/(benefit) for losses	66	(2)
Human resources and other operating expenses	1,195	1,233
Total expenses	1,865	1,620
Pretax segment income	882	911
Income tax provision	309	332
Segment income	\$ 573	\$ 579

**Selected Statistical Information**

Years Ended December 31, (Billions, except percentages and where indicated)	2005	2004
Global Card billed business(a)	\$ 484.4	\$ 416.1
Global Network & Merchant Services:		
Total segment assets	\$ 4.5	\$ 3.9
Segment capital	\$ 1.3	\$ 1.1
Return on segment capital(b)	49.2%	56.2%
Global Network Services:		
Card billed business	\$ 24.0	\$ 17.7
Total cards-in-force (millions)	10.8	8.8

(a) Global Card billed business includes activities related to proprietary cards, cards issued under network partnership agreements, cash advances on proprietary cards 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.

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