



# News Release

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## **U.S. BANCORP REPORTS FIRST QUARTER 2017 EARNINGS**

**Earnings Per Diluted Common Share of \$0.82**

**Return on average assets of 1.35 percent and average common equity of 13.3 percent**

**Returned 78 percent of earnings to shareholders**

**MINNEAPOLIS, April 19, 2017** -- U.S. Bancorp (NYSE: USB) today reported net income of \$1,473 million for the first quarter of 2017, or \$0.82 per diluted common share, compared with \$1,386 million, or \$0.76 per diluted common share, in the first quarter of 2016.

Highlights for the first quarter of 2017 included:

- Industry-leading return on average assets of 1.35 percent and return on average common equity of 13.3 percent
- Net interest income (taxable-equivalent basis) grew 3.7 percent year-over-year and declined slightly on a linked quarter basis due to fewer days in the quarter
  - Net interest margin of 3.03 percent for the first quarter of 2017 decreased 3 basis points from the first quarter of 2016, due to loan mix and reinvestment yields, and grew 5 basis points over the fourth quarter of 2016, due to the favorable impact of higher interest rates
- Average total loans grew 4.1 percent over the first quarter of 2016 and 0.2 percent linked quarter
- Noninterest income increased 8.4 percent on a year-over-year basis
  - Payment services revenue increased 4.9 percent led by credit and debit card revenue growth of 9.8 percent
  - Trust and investment management fees increased 8.6 percent
  - Mortgage banking revenue increased 10.7 percent
- Nonperforming assets decreased 13.0 percent on a year-over-year basis and 6.7 percent on a linked quarter basis
- Strong capital position. At March 31, 2017, the estimated common equity tier 1 capital to risk-weighted assets ratio was 9.2 percent using the Basel III fully implemented standardized approach and was 11.5 percent using the Basel III fully implemented advanced approaches method.

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<b>EARNINGS SUMMARY</b>				<b>Table 1</b>	
(\$ in millions, except per-share data)					
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Percent</b>	<b>Percent</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>Change</b>	<b>Change</b>
				<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Net income attributable to U.S. Bancorp	\$1,473	\$1,478	\$1,386	(.3)	6.3
Diluted earnings per common share	\$.82	\$.82	\$.76	--	7.9
Return on average assets (%)	1.35	1.32	1.32		
Return on average common equity (%)	13.3	13.1	13.0		
Net interest margin (%)	3.03	2.98	3.06		
Efficiency ratio (%) (a)	55.6	55.3	54.6		
Tangible efficiency ratio (%) (a)	54.8	54.5	53.7		
Dividends declared per common share	\$.280	\$.280	\$.255	--	9.8
Book value per common share (period end)	\$25.05	\$24.63	\$23.82	1.7	5.2
(a) See Non-GAAP Financial Measures reconciliation on page 21					

Net income attributable to U.S. Bancorp was \$1,473 million for the first quarter of 2017, 6.3 percent higher than the \$1,386 million for the first quarter of 2016, and 0.3 percent lower than the \$1,478 million for the fourth quarter of 2016. Diluted earnings per common share of \$0.82 in the first quarter of 2017 were \$0.06 higher than the first quarter of 2016 and were unchanged from the fourth quarter of 2016. The increase in net income year-over-year was principally due to total net revenue growth, including an increase in net interest income of 3.7 percent on a taxable-equivalent basis (3.9 percent as reported on a GAAP basis), mainly a result of loan growth, and an increase in noninterest income of 8.4 percent, driven by higher payment services revenue, trust and investment management fees and mortgage banking revenue. This increase was partially offset by higher noninterest expense due to increased compensation expense related to hiring to support business growth and compliance programs as well as merit increases and higher variable compensation expense. The decrease in net income on a linked quarter basis was principally due to a decrease in total net revenue of 2.0 percent, reflecting lower net interest income of 0.3 percent, due to two fewer days, and a decrease in noninterest income of 4.2 percent driven by seasonally lower payment services revenue and a decline in mortgage banking revenue. These decreases were mostly offset by a decline in noninterest expense of 2.0 percent mainly from seasonally lower costs from investments in tax-advantaged projects and professional services expense, along with lower income tax expense.

U.S. Bancorp President and Chief Executive Officer Andy Cecere said, "U.S. Bancorp once again delivered industry-leading returns and profitability in the first quarter of 2017 as we leveraged our diverse

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business platform and our investments in innovation to deliver the entire bank to our customers in the ways they want to interact with us. We strive to continually improve upon our best-in-class performance, and we are well positioned to do so against the backdrop of an evolving economic and regulatory environment.

“In the first quarter, we maintained our industry-leading performance - a U.S. Bancorp hallmark. Our return on average common equity was 13.3 percent and, compared to a year ago, diluted earnings per share grew by 7.9 percent, supported by strong revenue growth and stable credit quality. We also returned 78 percent of earnings to shareholders.

"In everything we do at U.S. Bancorp, we work to become the most trusted choice for our customers, shareholders and communities. In the first quarter, we were fortunate to be recognized for our commitment to ethics and integrity by the Ethisphere Institute, which named U.S. Bank to its World's Most Ethical Companies list for the third year in a row. We are proud of this recognition and how it affirms our culture of trust. It is a culture that was fortified by our Executive Chairman Richard Davis and a culture that I will preserve and cultivate in my new role.

“I am excited for the future and working with our employees who have a unique capability to help U.S. Bancorp deliver consistent growth while exploring innovations that create dynamic opportunities with our customers, and accomplishing it all with a commitment to being our customers’ most trusted partner. We are well positioned to create long-term value for our shareholders, customers, communities and employees.”

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<b>INCOME STATEMENT HIGHLIGHTS</b>				<b>Table 2</b>	
(\$ in millions, except per-share data)					
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Percent</b>	<b>Percent</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>Change</b>	<b>Change</b>
				<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Net interest income	\$2,945	\$2,955	\$2,835	(.3)	3.9
Taxable-equivalent adjustment	50	49	53	2.0	(5.7)
Net interest income (taxable-equivalent basis)	2,995	3,004	2,888	(.3)	3.7
Noninterest income	2,329	2,431	2,149	(4.2)	8.4
Total net revenue	5,324	5,435	5,037	(2.0)	5.7
Noninterest expense	2,944	3,004	2,749	(2.0)	7.1
Income before provision and income taxes	2,380	2,431	2,288	(2.1)	4.0
Provision for credit losses	345	342	330	.9	4.5
Income before taxes	2,035	2,089	1,958	(2.6)	3.9
Income taxes and taxable-equivalent adjustment	549	598	557	(8.2)	(1.4)
Net income	1,486	1,491	1,401	(.3)	6.1
Net (income) loss attributable to noncontrolling interests	(13)	(13)	(15)	--	13.3
Net income attributable to U.S. Bancorp	\$1,473	\$1,478	\$1,386	(.3)	6.3
Net income applicable to U.S. Bancorp common shareholders	\$1,387	\$1,391	\$1,329	(.3)	4.4
Diluted earnings per common share	\$.82	\$.82	\$.76	--	7.9

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<b>NET INTEREST INCOME</b>				<b>Table 3</b>	
(Taxable-equivalent basis; \$ in millions)					
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Change</b>	<b>Change</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Components of net interest income					
Income on earning assets	\$3,451	\$3,424	\$3,275	\$27	\$176
Expense on interest-bearing liabilities	456	420	387	36	69
Net interest income	\$2,995	\$3,004	\$2,888	\$(9)	\$107
Average yields and rates paid					
Earning assets yield	3.49%	3.40%	3.48%	.09%	.01%
Rate paid on interest-bearing liabilities	.62	.57	.56	.05	.06
Gross interest margin	2.87%	2.83%	2.92%	.04%	(.05)%
Net interest margin	3.03%	2.98%	3.06%	.05%	(.03)%
Average balances					
Investment securities (a)	\$110,764	\$110,386	\$106,031	\$378	\$4,733
Loans	273,158	272,671	262,281	487	10,877
Earning assets	399,281	401,971	378,208	(2,690)	21,073
Interest-bearing liabilities	296,170	295,288	279,516	882	16,654
(a) Excludes unrealized gain (loss)					

### Net Interest Income

Net interest income on a taxable-equivalent basis in the first quarter of 2017 was \$2,995 million, an increase of \$107 million (3.7 percent) over the first quarter of 2016. The increase was principally driven by loan growth, partially offset by a lower net interest margin. Average earning assets were \$21.1 billion (5.6 percent) higher than the first quarter of 2016, driven by increases of \$10.9 billion (4.1 percent) in average total loans, \$4.7 billion (4.5 percent) in average investment securities and higher average cash balances. Net interest income on a taxable-equivalent basis decreased \$9 million (0.3 percent) linked quarter driven by the impact of two fewer days in the first quarter. In addition, higher net interest margin was partially offset by lower average earning assets, mainly average loans held for sale and average cash balances.

The net interest margin in the first quarter of 2017 was 3.03 percent, compared with 3.06 percent in the first quarter of 2016, and 2.98 percent in the fourth quarter of 2016. The decrease in the net interest margin of 3 basis points on a year-over-year basis reflected the net impact of loan mix, lower yield on securities purchased, higher rates paid on deposits, and a shift in interest-bearing liabilities mix. On a linked quarter

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basis, the increase of 5 basis points was principally due to the benefit of asset repricing during a period of rising rates.

### Investment Securities

Average investment securities in the first quarter of 2017 were \$4.7 billion (4.5 percent) higher year-over-year and \$378 million (0.3 percent) higher than the prior quarter. These increases were primarily due to purchases of U.S. Treasury securities, partially offset by a reduction in U.S. government agency-backed securities, net of prepayments and maturities, in support of liquidity management.

<b>AVERAGE LOANS</b>				<b>Table 4</b>	
(\$ in millions)				<b>Percent</b>	<b>Percent</b>
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Change</b>	<b>Change</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Commercial	\$88,284	\$88,448	\$84,582	(.2)	4.4
Lease financing	5,455	5,359	5,238	1.8	4.1
Total commercial	93,739	93,807	89,820	(.1)	4.4
Commercial mortgages	31,461	31,767	31,836	(1.0)	(1.2)
Construction and development	11,697	11,624	10,565	.6	10.7
Total commercial real estate	43,158	43,391	42,401	(.5)	1.8
Residential mortgages	57,900	56,718	54,208	2.1	6.8
Credit card	20,845	20,942	20,244	(.5)	3.0
Retail leasing	6,469	6,191	5,179	4.5	24.9
Home equity and second mortgages	16,259	16,444	16,368	(1.1)	(.7)
Other	31,056	31,245	29,550	(.6)	5.1
Total other retail	53,784	53,880	51,097	(.2)	5.3
Total loans, excluding covered loans	269,426	268,738	257,770	.3	4.5
Covered loans	3,732	3,933	4,511	(5.1)	(17.3)
Total loans	\$273,158	\$272,671	\$262,281	.2	4.1

## Loans

Average total loans were \$10.9 billion (4.1 percent) higher in the first quarter of 2017 than the first quarter of 2016. The increase was due to growth in total commercial loans (4.4 percent), residential mortgages (6.8 percent), total other retail loans (5.3 percent), total commercial real estate (1.8 percent) and credit card loans (3.0 percent). These increases were partially offset by run-off in the covered loans portfolio (17.3 percent). Average total loans were \$487 million (0.2 percent) higher in the first quarter of 2017 than the fourth quarter of 2016. This increase was primarily driven by linked quarter growth in residential mortgages (2.1 percent) and retail leasing (4.5 percent), partially offset by a decline in total commercial real estate (0.5 percent), home equity and second mortgages (1.1 percent) and covered loans (5.1 percent).

<b>AVERAGE DEPOSITS</b>				<b>Table 5</b>	
(\$ in millions)				<b>Percent</b>	<b>Percent</b>
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Change</b>	<b>Change</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Noninterest-bearing deposits	\$80,738	\$84,892	\$78,569	(4.9)	2.8
Interest-bearing savings deposits					
Interest checking	65,681	64,647	57,910	1.6	13.4
Money market savings	108,759	106,637	86,462	2.0	25.8
Savings accounts	42,609	41,310	39,250	3.1	8.6
Total savings deposits	217,049	212,594	183,622	2.1	18.2
Time deposits	30,646	31,697	33,687	(3.3)	(9.0)
Total interest-bearing deposits	247,695	244,291	217,309	1.4	14.0
Total deposits	\$328,433	\$329,183	\$295,878	(.2)	11.0

## Deposits

Average total deposits for the first quarter of 2017 were \$32.6 billion (11.0 percent) higher than the first quarter of 2016. Average noninterest-bearing deposits increased \$2.2 billion (2.8 percent) year-over-year mainly in Consumer and Small Business Banking and Wealth Management and Securities Services. Average total savings deposits were \$33.4 billion (18.2 percent) higher year-over-year, the result of growth across all business lines. Average time deposits were \$3.0 billion (9.0 percent) lower than the prior year quarter. Changes in time deposits are largely related to those deposits managed as an alternative to other funding sources such as wholesale borrowing, based largely on relative pricing and liquidity characteristics.

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Average total deposits decreased \$750 million (0.2 percent) from the fourth quarter of 2016. On a linked quarter basis, average noninterest-bearing deposits seasonally decreased \$4.2 billion (4.9 percent) across all business lines, while average total savings deposits grew \$4.5 billion (2.1 percent) reflecting increases in Consumer and Small Business Banking and Wealth Management and Securities Services, partially offset by decreases in Wholesale Banking and Commercial Real Estate. Average time deposits, which are managed based on funding needs, relative pricing, and liquidity characteristics, decreased \$1.1 billion (3.3 percent) on a linked quarter basis.

<b>NONINTEREST INCOME</b>				<b>Table 6</b>	
(\$ in millions)					
	<b>1Q</b>	<b>4Q</b>	<b>1Q</b>	<b>Percent</b>	<b>Percent</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>Change</b>	<b>Change</b>
				<b>1Q17 vs</b>	<b>1Q17 vs</b>
				<b>4Q16</b>	<b>1Q16</b>
Credit and debit card revenue	\$292	\$316	\$266	(7.6)	9.8
Corporate payment products revenue	179	171	170	4.7	5.3
Merchant processing services	378	404	373	(6.4)	1.3
ATM processing services	85	87	80	(2.3)	6.3
Trust and investment management fees	368	368	339	--	8.6
Deposit service charges	177	186	168	(4.8)	5.4
Treasury management fees	153	147	142	4.1	7.7
Commercial products revenue	207	217	197	(4.6)	5.1
Mortgage banking revenue	207	240	187	(13.8)	10.7
Investment products fees	40	38	40	5.3	--
Securities gains (losses), net	29	6	3	nm	nm
Other	214	251	184	(14.7)	16.3
<b>Total noninterest income</b>	<b>\$2,329</b>	<b>\$2,431</b>	<b>\$2,149</b>	<b>(4.2)</b>	<b>8.4</b>

### Noninterest Income

First quarter noninterest income of \$2,329 million was \$180 million (8.4 percent) higher than the first quarter of 2016, driven by increases in payment services revenue, trust and investment management fees, mortgage banking and other revenue. Payment services revenue was higher principally due to an increase in credit and debit card revenue of \$26 million (9.8 percent), reflecting higher sales volumes. Merchant processing services revenue increased \$5 million (1.3 percent). Adjusted for the approximate \$5 million impact of foreign currency rate changes, year-over-year merchant processing services revenue increased approximately 2.7 percent. Trust and investment management fees increased \$29 million (8.6 percent)

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primarily due to improved market conditions and account growth, along with lower money market fee waivers. Mortgage banking revenue increased \$20 million (10.7 percent) mainly due to the valuation of mortgage servicing rights, net of hedging activities. Other income increased \$30 million (16.3 percent) compared with the prior year quarter, primarily due to higher equity investment income in the first quarter of 2017.

Noninterest income was \$102 million (4.2 percent) lower in the first quarter of 2017 than the fourth quarter of 2016 driven by an expected decline in mortgage banking revenue and other income, along with seasonally lower fee-based revenue including credit and debit card revenue, merchant processing services revenue and deposit service charges, partially offset by securities gains. Mortgage banking revenue decreased \$33 million (13.8 percent), reflecting seasonality and lower origination and sales volume. Other income decreased \$37 million (14.7 percent) primarily driven by lower syndication revenue related to refinancings from tax credits. Credit and debit card revenue decreased \$24 million (7.6 percent) mainly due to seasonally lower sales volume. Merchant processing services revenue decreased \$26 million (6.4 percent) primarily as a result of seasonality and the timing of marketing incentives from card associations. Deposit service charges decreased \$9 million (4.8 percent) due to seasonally lower transaction volumes, while commercial products revenue decreased \$10 million (4.6 percent) due to lower syndication fees.

<b>NONINTEREST EXPENSE</b>				<b>Table 7</b>	
(\$ in millions)				<b>Percent Change</b>	<b>Percent Change</b>
	<b>1Q 2017</b>	<b>4Q 2016</b>	<b>1Q 2016</b>	<b>1Q17 vs 4Q16</b>	<b>1Q17 vs 1Q16</b>
Compensation	\$1,391	\$1,357	\$1,249	2.5	11.4
Employee benefits	314	261	300	20.3	4.7
Net occupancy and equipment	247	247	248	--	(.4)
Professional services	96	156	98	(38.5)	(2.0)
Marketing and business development	90	107	77	(15.9)	16.9
Technology and communications	235	238	233	(1.3)	.9
Postage, printing and supplies	81	75	79	8.0	2.5
Other intangibles	44	45	45	(2.2)	(2.2)
Other	446	518	420	(13.9)	6.2
Total noninterest expense	\$2,944	\$3,004	\$2,749	(2.0)	7.1

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### Noninterest Expense

First quarter noninterest expense of \$2,944 million was \$195 million (7.1 percent) higher than the first quarter of 2016, primarily due to higher compensation, employee benefits, marketing and business development expense and other expense. Compensation expense increased \$142 million (11.4 percent) principally due to the impact of hiring to support business growth and compliance programs, merit increases, and higher variable compensation. Employee benefits expense increased \$14 million (4.7 percent) primarily driven by higher payroll taxes. Marketing and business development expense increased \$13 million (16.9 percent) to support new business development. Other expense was \$26 million (6.2 percent) higher primarily reflecting the impact of the FDIC insurance surcharge, which began in the third quarter of 2016.

Noninterest expense decreased \$60 million (2.0 percent) on a linked quarter basis driven by seasonally lower costs related to investments in tax-advantaged projects, lower professional services and marketing and business development expense, partially offset by higher employee benefits and compensation expense. Other noninterest expense decreased \$72 million (13.9 percent) primarily due to seasonally lower costs related to investments in tax-advantaged projects. Professional services expense was \$60 million (38.5 percent) lower primarily due to the timing of business initiatives and a decrease in costs related to compliance and legal matters. Marketing and business development expense decreased \$17 million (15.9 percent) due to the timing of certain marketing campaigns and seasonally lower travel costs. Partially offsetting these declines was a seasonal increase in employee benefits expense of \$53 million (20.3 percent) primarily driven by seasonally higher payroll tax and healthcare expenses, in addition to an increase in compensation expense of \$34 million (2.5 percent) reflecting the impact of variable compensation including the timing of stock-based compensation grants and merit increases.

### Provision for Income Taxes

The provision for income taxes for the first quarter of 2017 resulted in a tax rate on a taxable-equivalent basis of 27.0 percent (effective tax rate of 25.1 percent), compared with 28.4 percent (effective tax rate of 26.5 percent) in the first quarter of 2016, and 28.6 percent (effective tax rate of 26.9 percent) in the fourth quarter of 2016. The lower tax rate for the first quarter of 2017 reflects the tax benefit associated with stock-based compensation under new accounting guidance effective the first quarter of 2017. The impact of this guidance is expected to principally be reflected in the first quarter of each year.

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<b>ALLOWANCE FOR CREDIT LOSSES</b>										<b>Table 8</b>	
(\$ in millions)	<b>1Q</b>		<b>4Q</b>		<b>3Q</b>		<b>2Q</b>		<b>1Q</b>		
	<b>2017</b>	<b>% (b)</b>	<b>2016</b>	<b>% (b)</b>	<b>2016</b>	<b>% (b)</b>	<b>2016</b>	<b>% (b)</b>	<b>2016</b>	<b>% (b)</b>	
Balance, beginning of period	\$4,357		\$4,338		\$4,329		\$4,320		\$4,306		
Net charge-offs											
Commercial	71	.33	71	.32	84	.38	74	.34	78	.37	
Lease financing	4	.30	5	.37	3	.23	5	.38	5	.38	
Total commercial	75	.32	76	.32	87	.37	79	.34	83	.37	
Commercial mortgages	(1)	(.01)	(3)	(.04)	5	.06	(4)	(.05)	(2)	(.03)	
Construction and development	(1)	(.03)	(6)	(.21)	(4)	(.14)	4	.15	(3)	(.11)	
Total commercial real estate	(2)	(.02)	(9)	(.08)	1	.01	--	--	(5)	(.05)	
Residential mortgages	12	.08	12	.08	12	.08	17	.12	19	.14	
Credit card	190	3.70	181	3.44	161	3.11	170	3.39	164	3.26	
Retail leasing	3	.19	1	.06	1	.07	2	.15	1	.08	
Home equity and second mortgages	(1)	(.02)	(1)	(.02)	1	.02	(1)	(.02)	2	.05	
Other	58	.76	62	.79	52	.68	50	.68	51	.69	
Total other retail	60	.45	62	.46	54	.41	51	.40	54	.43	
Total net charge-offs, excluding covered loans	335	.50	322	.48	315	.47	317	.49	315	.49	
Covered loans	--	--	--	--	--	--	--	--	--	--	
Total net charge-offs	335	.50	322	.47	315	.46	317	.48	315	.48	
Provision for credit losses	345		342		325		327		330		
Other changes (a)	(1)		(1)		(1)		(1)		(1)		
Balance, end of period	\$4,366		\$4,357		\$4,338		\$4,329		\$4,320		
Components											
Allowance for loan losses	\$3,816		\$3,813		\$3,797		\$3,806		\$3,853		
Liability for unfunded credit commitments	550		544		541		523		467		
Total allowance for credit losses	\$4,366		\$4,357		\$4,338		\$4,329		\$4,320		
Gross charge-offs	\$417		\$405		\$398		\$407		\$405		
Gross recoveries	\$82		\$83		\$83		\$90		\$90		
Allowance for credit losses as a percentage of											
Period-end loans, excluding covered loans	1.61		1.60		1.61		1.62		1.65		
Nonperforming loans, excluding covered loans	338		317		309		311		302		
Nonperforming assets, excluding covered assets	296		275		264		263		255		
Period-end loans	1.60		1.59		1.60		1.61		1.63		
Nonperforming loans	338		318		310		312		303		
Nonperforming assets	292		272		261		259		251		
(a) Includes net changes in credit losses to be reimbursed by the FDIC and reductions in the allowance for covered loans where the reversal of a previously recorded allowance was offset by an associated decrease in the indemnification asset, and the impact of any loan sales.											
(b) Annualized and calculated on average loan balances											

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### Credit Quality

The Company's provision for credit losses for the first quarter of 2017 was \$345 million, which was \$3 million (0.9 percent) higher than the prior quarter and \$15 million (4.5 percent) higher than the first quarter of 2016. Credit quality was relatively stable compared with the fourth quarter of 2016.

The provision for credit losses was \$10 million higher than net charge-offs in the first quarter of 2017, \$20 million higher than net charge-offs in the fourth quarter of 2016, and \$15 million higher than net charge-offs in the first quarter of 2016. The reserve build for the first quarter of 2017 was \$10 million lower than the prior quarter due to lower portfolio growth and stable credit quality. Total net charge-offs in the first quarter of 2017 were \$335 million, compared with \$322 million in the fourth quarter of 2016, and \$315 million in the first quarter of 2016. Net charge-offs increased \$13 million (4.0 percent) compared with the fourth quarter of 2016 mainly due to seasonally higher credit card loan net charge-offs and lower total commercial real estate recoveries. Net charge-offs increased \$20 million (6.3 percent) compared with the first quarter of 2016 primarily due to higher credit card loan and total other retail net charge-offs, partially offset by lower net charge-offs related to total commercial and residential mortgages. The net charge-off ratio was 0.50 percent in the first quarter of 2017, compared with 0.47 percent in the fourth quarter of 2016 and 0.48 percent in the first quarter of 2016.

The allowance for credit losses was \$4,366 million at March 31, 2017, compared with \$4,357 million at December 31, 2016, and \$4,320 million at March 31, 2016. The ratio of the allowance for credit losses to period-end loans was 1.60 percent at March 31, 2017, compared with 1.59 percent at December 31, 2016, and 1.63 percent at March 31, 2016. The ratio of the allowance for credit losses to nonperforming loans was 338 percent at March 31, 2017, compared with 318 percent at December 31, 2016, and 303 percent at March 31, 2016.

Nonperforming assets were \$1,495 million at March 31, 2017, compared with \$1,603 million at December 31, 2016, and \$1,719 million at March 31, 2016. The ratio of nonperforming assets to loans and other real estate was 0.55 percent at March 31, 2017, compared with 0.59 percent at December 31, 2016, and 0.65 percent at March 31, 2016. The \$108 million (6.7 percent) decrease in nonperforming assets on a linked quarter basis was driven by improvements in commercial loans, commercial real estate, residential mortgages and other real estate. The \$224 million (13.0 percent) decrease in nonperforming assets on a year-over-year basis was driven by commercial loans, residential mortgages and other real estate. Accruing loans 90 days or more past due were \$718 million (\$524 million excluding covered loans) at March 31, 2017,

(MORE)

compared with \$764 million (\$552 million excluding covered loans) at December 31, 2016, and \$804 million (\$528 million excluding covered loans) at March 31, 2016.

<b>DELINQUENT LOAN RATIOS AS A PERCENT OF ENDING LOAN BALANCES</b>					<b>Table 9</b>
(Percent)	<b>Mar 31</b>	<b>Dec 31</b>	<b>Sep 30</b>	<b>Jun 30</b>	<b>Mar 31</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>
Delinquent loan ratios - 90 days or more past due <b>excluding</b> nonperforming loans					
Commercial	.06	.06	.05	.05	.05
Commercial real estate	.01	.02	.02	.03	.04
Residential mortgages	.24	.27	.28	.27	.31
Credit card	1.23	1.16	1.11	.98	1.10
Other retail	.14	.15	.14	.13	.15
Total loans, excluding covered loans	.19	.20	.19	.18	.20
Covered loans	5.34	5.53	5.72	5.81	6.23
Total loans	.26	.28	.28	.27	.30
Delinquent loan ratios - 90 days or more past due <b>including</b> nonperforming loans					
Commercial	.52	.57	.61	.58	.57
Commercial real estate	.27	.31	.26	.27	.28
Residential mortgages	1.23	1.31	1.37	1.39	1.54
Credit card	1.24	1.18	1.13	1.00	1.14
Other retail	.43	.45	.42	.43	.45
Total loans, excluding covered loans	.67	.71	.72	.70	.75
Covered loans	5.53	5.68	5.89	5.98	6.39
Total loans	.73	.78	.79	.79	.84

<b>ASSET QUALITY</b>		<b>Table 10</b>				
(\$ in millions)						
	<b>Mar 31</b>	<b>Dec 31</b>	<b>Sep 30</b>	<b>Jun 30</b>	<b>Mar 31</b>	
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>	
Nonperforming loans						
Commercial	\$397	\$443	\$477	\$450	\$457	
Lease financing	42	40	40	39	16	
Total commercial	439	483	517	489	473	
Commercial mortgages	74	87	98	91	94	
Construction and development	36	37	7	12	10	
Total commercial real estate	110	124	105	103	104	
Residential mortgages	575	595	614	628	677	
Credit card	2	3	4	5	7	
Other retail	157	157	153	157	157	
Total nonperforming loans, excluding covered loans	1,283	1,362	1,393	1,382	1,418	
Covered loans	7	6	7	7	7	
Total nonperforming loans	1,290	1,368	1,400	1,389	1,425	
Other real estate (a)	155	186	213	229	242	
Covered other real estate (a)	22	26	28	34	33	
Other nonperforming assets	28	23	23	20	19	
Total nonperforming assets (b)	\$1,495	\$1,603	\$1,664	\$1,672	\$1,719	
Total nonperforming assets, excluding covered assets	\$1,466	\$1,571	\$1,629	\$1,631	\$1,679	
Accruing loans 90 days or more past due, excluding covered loans	\$524	\$552	\$518	\$478	\$528	
Accruing loans 90 days or more past due	\$718	\$764	\$748	\$724	\$804	
Performing restructured loans, excluding GNMA and covered loans	\$2,478	\$2,557	\$2,672	\$2,676	\$2,735	
Performing restructured GNMA and covered loans	\$1,746	\$1,604	\$1,375	\$1,602	\$1,851	
Nonperforming assets to loans plus ORE, excluding covered assets (%)	.54	.58	.61	.62	.64	
Nonperforming assets to loans plus ORE (%)	.55	.59	.61	.62	.65	
(a) Includes equity investments in entities whose principal assets are other real estate owned.						
(b) Does not include accruing loans 90 days or more past due.						

(MORE)

<b>COMMON SHARES</b>					<b>Table 11</b>
(Millions)	<b>1Q</b>	<b>4Q</b>	<b>3Q</b>	<b>2Q</b>	<b>1Q</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>
Beginning shares outstanding	1,697	1,705	1,719	1,732	1,745
Shares issued for stock incentive plans, acquisitions and other corporate purposes	6	6	2	2	3
Shares repurchased	(11)	(14)	(16)	(15)	(16)
Ending shares outstanding	<u>1,692</u>	<u>1,697</u>	<u>1,705</u>	<u>1,719</u>	<u>1,732</u>

<b>CAPITAL POSITION</b>					<b>Table 12</b>
(\$ in millions)	<b>Mar 31</b>	<b>Dec 31</b>	<b>Sep 30</b>	<b>Jun 30</b>	<b>Mar 31</b>
	<b>2017</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>	<b>2016</b>
Total U.S. Bancorp shareholders' equity	\$47,798	\$47,298	\$47,759	\$47,390	\$46,755
<b>Standardized Approach</b>					
Basel III transitional standardized approach					
Common equity tier 1 capital	\$33,847	\$33,720	\$33,827	\$33,444	\$32,827
Tier 1 capital	39,374	39,421	39,531	39,148	38,532
Total risk-based capital	47,279	47,355	47,452	47,049	45,412
Common equity tier 1 capital ratio	9.5 %	9.4 %	9.5 %	9.5 %	9.5 %
Tier 1 capital ratio	11.0	11.0	11.1	11.1	11.1
Total risk-based capital ratio	13.3	13.2	13.3	13.4	13.1
Leverage ratio	9.1	9.0	9.2	9.3	9.3
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented standardized approach (a)	9.2	9.1	9.3	9.3	9.2
<b>Advanced Approaches</b>					
Common equity tier 1 capital to risk-weighted assets for the Basel III transitional advanced approaches	11.8	12.2	12.4	12.3	12.3
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented advanced approaches (a)	11.5	11.7	12.1	12.0	11.9
<b>Tangible common equity to tangible assets (a)</b>	7.6	7.5	7.5	7.6	7.7
<b>Tangible common equity to risk-weighted assets (a)</b>	9.4	9.2	9.3	9.3	9.3
Beginning January 1, 2014, the regulatory capital requirements effective for the Company follow Basel III, subject to certain transition provisions from Basel I over the following four years to full implementation by January 1, 2018. Basel III includes two comprehensive methodologies for calculating risk-weighted assets: a general standardized approach and more risk-sensitive advanced approaches, with the Company's capital adequacy being evaluated against the methodology that is most restrictive.					
(a) See Non-GAAP Financial Measures reconciliation on page 21					

(MORE)

### Capital Management

Total U.S. Bancorp shareholders' equity was \$47.8 billion at March 31, 2017, compared with \$47.3 billion at December 31, 2016, and \$46.8 billion at March 31, 2016. During the first quarter, the Company returned 78 percent of earnings to shareholders through dividends and share buybacks.

All regulatory ratios continue to be in excess of "well-capitalized" requirements. The estimated common equity tier 1 capital to risk-weighted assets ratio using the Basel III fully implemented standardized approach was 9.2 percent at March 31, 2017, compared with 9.1 percent at December 31, 2016, and 9.2 percent at March 31, 2016. The estimated common equity tier 1 capital to risk-weighted assets ratio using the Basel III fully implemented advanced approaches method was 11.5 percent at March 31, 2017, compared with 11.7 percent at December 31, 2016, and 11.9 percent at March 31, 2016.

**On Wednesday, April 19, 2017, at 8:00 a.m. CT, Andy Cecere, president and chief executive officer, and Terry Dolan, vice chairman and chief financial officer, will host a conference call to review the financial results. The conference call will be available online or by telephone. To access the webcast and presentation, go to [www.usbank.com](http://www.usbank.com) and click on "About U.S. Bank." The "Webcasts & Presentations" link can be found under the Investor/Shareholder information heading, which is at the left side near the bottom of the page. To access the conference call from locations within the United States and Canada, please dial 866-316-1409. Participants calling from outside the United States and Canada, please dial 706-634-9086. The conference ID number for all participants is 73528771. For those unable to participate during the live call, a recording will be available at approximately 11:00 a.m. CT on Wednesday, April 19 and be accessible through Wednesday, April 26 at 11:00 p.m. CT. To access the recording within the United States and Canada, dial 855-859-2056. If calling from outside the United States and Canada, please dial 404-537-3406 to access the recording. The conference ID is 73528771.**

Minneapolis-based U.S. Bancorp (NYSE: USB), with \$450 billion in assets as of March 31, 2017, is the parent company of U.S. Bank National Association, the fifth largest commercial bank in the United States. The Company operates 3,091 banking offices in 25 states and 4,838 ATMs and provides a comprehensive line of banking, investment, mortgage, trust and payment services products to consumers, businesses and institutions. Visit U.S. Bancorp on the web at [www.usbank.com](http://www.usbank.com).



### Forward-Looking Statements

The following information appears in accordance with the Private Securities Litigation Reform Act of 1995:

This press release contains forward-looking statements about U.S. Bancorp. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements and are based on the information available to, and assumptions and estimates made by, management as of the date hereof. These forward-looking statements cover, among other things, anticipated future revenue and expenses and the future plans and prospects of U.S. Bancorp. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated. A reversal or slowing of the current economic recovery or another severe contraction could adversely affect U.S. Bancorp's revenues and the values of its assets and liabilities. Global financial markets could experience a recurrence of significant turbulence, which could reduce the availability of funding to certain financial institutions and lead to a tightening of credit, a reduction of business activity, and increased market volatility. Stress in the commercial real estate markets, as well as a downturn in the residential real estate markets could cause credit losses and deterioration in asset values. In addition, changes to statutes, regulations, or regulatory policies or practices could affect U.S. Bancorp in substantial and unpredictable ways. U.S. Bancorp's results could also be adversely affected by deterioration in general business and economic conditions; changes in interest rates; deterioration in the credit quality of its loan portfolios or in the value of the collateral securing those loans; deterioration in the value of securities held in its investment securities portfolio; legal and regulatory developments; litigation; increased competition from both banks and non-banks; changes in customer behavior and preferences; breaches in data security; effects of mergers and acquisitions and related integration; effects of critical accounting policies and judgments; and management's ability to effectively manage credit risk, market risk, operational risk, compliance risk, strategic risk, interest rate risk, liquidity risk and reputational risk.

For discussion of these and other risks that may cause actual results to differ from expectations, refer to U.S. Bancorp's Annual Report on Form 10-K for the year ended December 31, 2016, on file with the Securities and Exchange Commission, including the sections entitled "Risk Factors" and "Corporate Risk Profile" contained in Exhibit 13, and all subsequent filings with the Securities and Exchange Commission under Sections 13(a), 13(c), 14 or 15(d) of the Securities Exchange Act of 1934. However, factors other than these also could adversely affect U.S. Bancorp's results, and the reader should not consider these factors to be a complete set of all potential risks or uncertainties. Forward-looking statements speak only as of the date hereof, and U.S. Bancorp undertakes no obligation to update them in light of new information or future events.

### Non-GAAP Financial Measures

In addition to capital ratios defined by banking regulators, the Company considers various other measures when evaluating capital utilization and adequacy, including:

- Tangible common equity to tangible assets,
- Tangible common equity to risk-weighted assets,
- Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented standardized approach, and
- Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented advanced approaches.

These capital measures are viewed by management as useful additional methods of reflecting the level of capital available to withstand unexpected market or economic conditions. Additionally, presentation of these measures allows investors, analysts and banking regulators to assess the Company's capital position relative to other financial services companies. These measures differ from currently effective capital ratios defined by banking regulations principally in that the numerator of the currently effective ratios, which are subject to certain transitional provisions, temporarily excludes a portion of unrealized gains and losses related to available-for-sale securities and retirement plan obligations, and includes a portion of capital related to intangible assets, other than mortgage servicing rights. These capital measures are not defined in generally accepted accounting principles ("GAAP"), or are not currently effective or defined in federal banking regulations. As a result, these capital measures disclosed by the Company may be considered non-GAAP financial measures.

The Company also discloses net interest income and related ratios and analysis on a taxable-equivalent basis, which may also be considered non-GAAP financial measures. The Company believes this presentation to be the preferred industry measurement of net interest income as it provides a relevant comparison of net interest income arising from taxable and tax-exempt sources. In addition, certain performance measures, including the efficiency ratio and net interest margin utilize net interest income on a taxable-equivalent basis.

There may be limits in the usefulness of these measures to investors. As a result, the Company encourages readers to consider the consolidated financial statements and other financial information contained in this press release in their entirety, and not to rely on any single financial measure. A table follows that shows the Company's calculation of these non-GAAP financial measures.

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(MORE)

U.S. Bancorp  
**Consolidated Statement of Income**

Three Months Ended

(Dollars and Shares in Millions, Except Per Share Data)

(Unaudited)

	March 31,	
	2017	2016
<b>Interest Income</b>		
Loans	\$2,797	\$2,644
Loans held for sale	35	31
Investment securities	530	517
Other interest income	38	29
Total interest income	<u>3,400</u>	<u>3,221</u>
<b>Interest Expense</b>		
Deposits	199	139
Short-term borrowings	66	65
Long-term debt	190	182
Total interest expense	<u>455</u>	<u>386</u>
Net interest income	2,945	2,835
Provision for credit losses	345	330
Net interest income after provision for credit losses	<u>2,600</u>	<u>2,505</u>
<b>Noninterest Income</b>		
Credit and debit card revenue	292	266
Corporate payment products revenue	179	170
Merchant processing services	378	373
ATM processing services	85	80
Trust and investment management fees	368	339
Deposit service charges	177	168
Treasury management fees	153	142
Commercial products revenue	207	197
Mortgage banking revenue	207	187
Investment products fees	40	40
Securities gains (losses), net	29	3
Other	214	184
Total noninterest income	<u>2,329</u>	<u>2,149</u>
<b>Noninterest Expense</b>		
Compensation	1,391	1,249
Employee benefits	314	300
Net occupancy and equipment	247	248
Professional services	96	98
Marketing and business development	90	77
Technology and communications	235	233
Postage, printing and supplies	81	79
Other intangibles	44	45
Other	446	420
Total noninterest expense	<u>2,944</u>	<u>2,749</u>
Income before income taxes	1,985	1,905
Applicable income taxes	499	504
Net income	1,486	1,401
Net (income) loss attributable to noncontrolling interests	(13)	(15)
Net income attributable to U.S. Bancorp	<u>\$1,473</u>	<u>\$1,386</u>
Net income applicable to U.S. Bancorp common shareholders	<u>\$1,387</u>	<u>\$1,329</u>
Earnings per common share	\$.82	\$.77
Diluted earnings per common share	\$.82	\$.76
Dividends declared per common share	\$.280	\$.255
Average common shares outstanding	1,694	1,737
Average diluted common shares outstanding	1,701	1,743

## U.S. Bancorp

### Consolidated Ending Balance Sheet

(Dollars in Millions)	March 31, 2017	December 31, 2016	March 31, 2016
<b>Assets</b>	(Unaudited)		(Unaudited)
Cash and due from banks	\$20,319	\$15,705	\$10,981
Investment securities			
Held-to-maturity	43,393	42,991	42,113
Available-for-sale	67,031	66,284	64,912
Loans held for sale	2,738	4,826	4,005
Loans			
Commercial	94,491	93,386	91,277
Commercial real estate	42,832	43,098	42,743
Residential mortgages	58,266	57,274	54,955
Credit card	20,387	21,749	19,957
Other retail	53,966	53,864	51,161
Total loans, excluding covered loans	269,942	269,371	260,093
Covered loans	3,635	3,836	4,429
Total loans	273,577	273,207	264,522
Less allowance for loan losses	(3,816)	(3,813)	(3,853)
Net loans	269,761	269,394	260,669
Premises and equipment	2,432	2,443	2,486
Goodwill	9,348	9,344	9,368
Other intangible assets	3,313	3,303	3,042
Other assets	31,187	31,674	31,062
Total assets	\$449,522	\$445,964	\$428,638
<b>Liabilities and Shareholders' Equity</b>			
Deposits			
Noninterest-bearing	\$85,222	\$86,097	\$80,407
Interest-bearing	251,651	248,493	225,941
Total deposits	336,873	334,590	306,348
Short-term borrowings	12,183	13,963	23,777
Long-term debt	35,948	33,323	34,872
Other liabilities	16,085	16,155	16,248
Total liabilities	401,089	398,031	381,245
Shareholders' equity			
Preferred stock	5,419	5,501	5,501
Common stock	21	21	21
Capital surplus	8,388	8,440	8,368
Retained earnings	51,069	50,151	47,267
Less treasury stock	(15,660)	(15,280)	(13,658)
Accumulated other comprehensive income (loss)	(1,439)	(1,535)	(744)
Total U.S. Bancorp shareholders' equity	47,798	47,298	46,755
Noncontrolling interests	635	635	638
Total equity	48,433	47,933	47,393
Total liabilities and equity	\$449,522	\$445,964	\$428,638

U.S. Bancorp

**Non-GAAP Financial Measures**

(Dollars in Millions, Unaudited)	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
Total equity	\$48,433	\$47,933	\$48,399	\$48,029	\$47,393
Preferred stock	(5,419)	(5,501)	(5,501)	(5,501)	(5,501)
Noncontrolling interests	(635)	(635)	(640)	(639)	(638)
Goodwill (net of deferred tax liability) (1)	(8,186)	(8,203)	(8,239)	(8,246)	(8,270)
Intangible assets, other than mortgage servicing rights	(671)	(712)	(756)	(796)	(820)
Tangible common equity (a)	33,522	32,882	33,263	32,847	32,164
Tangible common equity (as calculated above)	33,522	32,882	33,263	32,847	32,164
Adjustments (2)	(136)	(55)	97	133	99
Common equity tier 1 capital estimated for the Basel III fully implemented standardized and advanced approaches (b)	33,386	32,827	33,360	32,980	32,263
Total assets	449,522	445,964	454,134	438,463	428,638
Goodwill (net of deferred tax liability) (1)	(8,186)	(8,203)	(8,239)	(8,246)	(8,270)
Intangible assets, other than mortgage servicing rights	(671)	(712)	(756)	(796)	(820)
Tangible assets (c)	440,665	437,049	445,139	429,421	419,548
Risk-weighted assets, determined in accordance with prescribed transitional standardized approach regulatory requirements (d)	356,373 *	358,237	356,733	351,462	346,227
Adjustments (3)	4,731 *	4,027	3,165	3,079	3,485
Risk-weighted assets estimated for the Basel III fully implemented standardized approach (e)	361,104 *	362,264	359,898	354,541	349,712
Risk-weighted assets, determined in accordance with prescribed transitional advanced approaches regulatory requirements	285,963 *	277,141	272,832	271,495	267,309
Adjustments (4)	5,046 *	4,295	3,372	3,283	3,707
Risk-weighted assets estimated for the Basel III fully implemented advanced approaches (f)	291,009 *	281,436	276,204	274,778	271,016
<b>Ratios *</b>					
Tangible common equity to tangible assets (a)/(c)	7.6 %	7.5 %	7.5 %	7.6 %	7.7 %
Tangible common equity to risk-weighted assets (a)/(d)	9.4	9.2	9.3	9.3	9.3
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented standardized approach (b)/(e)	9.2	9.1	9.3	9.3	9.2
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented advanced approaches (b)/(f)	11.5	11.7	12.1	12.0	11.9
	<b>Three Months Ended</b>				
	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
Net interest income	\$2,945	\$2,955	\$2,893	\$2,845	\$2,835
Taxable-equivalent adjustment (5)	50	49	50	51	53
Net interest income, on a taxable-equivalent basis	2,995	3,004	2,943	2,896	2,888
Net interest income, on a taxable-equivalent basis (as calculated above)	2,995	3,004	2,943	2,896	2,888
Noninterest income	2,329	2,431	2,445	2,552	2,149
Less: Securities gains (losses), net	29	6	10	3	3
Total net revenue, excluding net securities gains (losses) (g)	5,295	5,429	5,378	5,445	5,034
Noninterest expense (h)	2,944	3,004	2,931	2,992	2,749
Less: Intangible amortization	44	45	45	44	45
Noninterest expense, excluding intangible amortization (i)	2,900	2,959	2,886	2,948	2,704
Efficiency ratio (h)/(g)	55.6 %	55.3 %	54.5 %	54.9 %	54.6 %
Tangible efficiency ratio (i)/(g)	54.8	54.5	53.7	54.1	53.7

\* Preliminary data. Subject to change prior to filings with applicable regulatory agencies.

(1) Includes goodwill related to certain investments in unconsolidated financial institutions per prescribed regulatory requirements.

(2) Includes net losses on cash flow hedges included in accumulated other comprehensive income (loss) and other adjustments.

(3) Includes higher risk-weighting for unfunded loan commitments, investment securities, residential mortgages, mortgage servicing rights and other adjustments.

(4) Primarily reflects higher risk-weighting for mortgage servicing rights.

(5) Utilizes a tax rate of 35 percent for those assets and liabilities whose income or expense is not included for federal income tax purposes.

# **Supplemental Consolidated Schedules**

**1Q 2017**

## U.S. Bancorp

### Income Statement Highlights

(Dollars and Shares in Millions, Except Per Share Data) (Unaudited)	Three Months Ended			Percent Change v. March 31, 2017	
	March 31, 2017	December 31, 2016	March 31, 2016	December 31, 2016	March 31, 2016
Net interest income	\$2,945	\$2,955	\$2,835	(.3) %	3.9 %
Taxable-equivalent adjustment	50	49	53	2.0	(5.7)
Net interest income (taxable-equivalent basis)	2,995	3,004	2,888	(.3)	3.7
Noninterest income	2,329	2,431	2,149	(4.2)	8.4
Total net revenue	5,324	5,435	5,037	(2.0)	5.7
Noninterest expense	2,944	3,004	2,749	(2.0)	7.1
Income before provision and income taxes	2,380	2,431	2,288	(2.1)	4.0
Provision for credit losses	345	342	330	.9	4.5
Income before income taxes	2,035	2,089	1,958	(2.6)	3.9
Income taxes and taxable-equivalent adjustment	549	598	557	(8.2)	(1.4)
Net income	1,486	1,491	1,401	(.3)	6.1
Net (income) loss attributable to noncontrolling interests	(13)	(13)	(15)	--	13.3
Net income attributable to U.S. Bancorp	\$1,473	\$1,478	\$1,386	(.3)	6.3
Net income applicable to U.S. Bancorp common shareholders	\$1,387	\$1,391	\$1,329	(.3)	4.4
Diluted earnings per common share	\$.82	\$.82	\$.76	--	7.9
Revenue per diluted common share (a)	\$3.11	\$3.18	\$2.89	(2.2)	7.6
<b>Financial Ratios</b>					
Net interest margin (b)	3.03 %	2.98 %	3.06 %		
Interest yield on average loans (b)	4.18	4.08	4.09		
Rate paid on interest-bearing liabilities (b)	.62	.57	.56		
Return on average assets	1.35	1.32	1.32		
Return on average common equity	13.3	13.1	13.0		
Efficiency ratio	55.6	55.3	54.6		
Tangible efficiency ratio	54.8	54.5	53.7		

(a) Computed as the sum of net interest income on a taxable-equivalent basis and noninterest income excluding net securities gains (losses), divided by average diluted common shares outstanding

(b) On a taxable-equivalent basis

U.S. Bancorp

**Quarterly Consolidated Statement of Income**

(Dollars and Shares in Millions, Except Per Share Data) (Unaudited)	Three Months Ended				
	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
<b>Interest Income</b>					
Loans	\$2,797	\$2,771	\$2,731	\$2,664	\$2,644
Loans held for sale	35	44	43	36	31
Investment securities	530	523	515	523	517
Other interest income	38	36	31	29	29
Total interest income	3,400	3,374	3,320	3,252	3,221
<b>Interest Expense</b>					
Deposits	199	170	161	152	139
Short-term borrowings	66	62	70	66	65
Long-term debt	190	187	196	189	182
Total interest expense	455	419	427	407	386
Net interest income	2,945	2,955	2,893	2,845	2,835
Provision for credit losses	345	342	325	327	330
Net interest income after provision for credit losses	2,600	2,613	2,568	2,518	2,505
<b>Noninterest Income</b>					
Credit and debit card revenue	292	316	299	296	266
Corporate payment products revenue	179	171	190	181	170
Merchant processing services	378	404	412	403	373
ATM processing services	85	87	87	84	80
Trust and investment management fees	368	368	362	358	339
Deposit service charges	177	186	192	179	168
Treasury management fees	153	147	147	147	142
Commercial products revenue	207	217	219	238	197
Mortgage banking revenue	207	240	314	238	187
Investment products fees	40	38	41	39	40
Securities gains (losses), net	29	6	10	3	3
Other	214	251	172	386	184
Total noninterest income	2,329	2,431	2,445	2,552	2,149
<b>Noninterest Expense</b>					
Compensation	1,391	1,357	1,329	1,277	1,249
Employee benefits	314	261	280	278	300
Net occupancy and equipment	247	247	250	243	248
Professional services	96	156	127	121	98
Marketing and business development	90	107	102	149	77
Technology and communications	235	238	243	241	233
Postage, printing and supplies	81	75	80	77	79
Other intangibles	44	45	45	44	45
Other	446	518	475	562	420
Total noninterest expense	2,944	3,004	2,931	2,992	2,749
Income before income taxes	1,985	2,040	2,082	2,078	1,905
Applicable income taxes	499	549	566	542	504
Net income	1,486	1,491	1,516	1,536	1,401
Net (income) loss attributable to noncontrolling interests	(13)	(13)	(14)	(14)	(15)
Net income attributable to U.S. Bancorp	\$1,473	\$1,478	\$1,502	\$1,522	\$1,386
Net income applicable to U.S. Bancorp common shareholders	\$1,387	\$1,391	\$1,434	\$1,435	\$1,329
Earnings per common share	\$.82	\$.82	\$.84	\$.83	\$.77
Diluted earnings per common share	\$.82	\$.82	\$.84	\$.83	\$.76
Dividends declared per common share	\$.280	\$.280	\$.280	\$.255	\$.255
Average common shares outstanding	1,694	1,700	1,710	1,725	1,737
Average diluted common shares outstanding	1,701	1,705	1,716	1,731	1,743
<b>Financial Ratios</b>					
Net interest margin (a)	3.03 %	2.98 %	2.98 %	3.02 %	3.06 %
Interest yield on average loans (a)	4.18	4.08	4.07	4.05	4.09
Rate paid on interest-bearing liabilities (a)	.62	.57	.59	.58	.56
Return on average assets	1.35	1.32	1.36	1.43	1.32
Return on average common equity	13.3	13.1	13.5	13.8	13.0
Efficiency ratio	55.6	55.3	54.5	54.9	54.6
Tangible efficiency ratio	54.8	54.5	53.7	54.1	53.7

(a) On a taxable-equivalent basis



# U.S. Bancorp

## Consolidated Ending Balance Sheet

(Dollars in Millions)	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
<b>Assets</b>	(Unaudited)		(Unaudited)	(Unaudited)	(Unaudited)
Cash and due from banks	\$20,319	\$15,705	\$23,664	\$14,038	\$10,981
Investment securities					
Held-to-maturity	43,393	42,991	42,873	42,030	42,113
Available-for-sale	67,031	66,284	67,155	66,490	64,912
Loans held for sale	2,738	4,826	5,575	4,311	4,005
Loans					
Commercial	94,491	93,386	93,201	92,514	91,277
Commercial real estate	42,832	43,098	43,468	43,290	42,743
Residential mortgages	58,266	57,274	56,229	55,904	54,955
Credit card	20,387	21,749	20,706	20,571	19,957
Other retail	53,966	53,864	53,664	52,008	51,161
Total loans, excluding covered loans	269,942	269,371	267,268	264,287	260,093
Covered loans	3,635	3,836	4,021	4,234	4,429
Total loans	273,577	273,207	271,289	268,521	264,522
Less allowance for loan losses	(3,816)	(3,813)	(3,797)	(3,806)	(3,853)
Net loans	269,761	269,394	267,492	264,715	260,669
Premises and equipment	2,432	2,443	2,449	2,459	2,486
Goodwill	9,348	9,344	9,357	9,359	9,368
Other intangible assets	3,313	3,303	2,887	2,852	3,042
Other assets	31,187	31,674	32,682	32,209	31,062
Total assets	\$449,522	\$445,964	\$454,134	\$438,463	\$428,638
<b>Liabilities and Shareholders' Equity</b>					
Deposits					
Noninterest-bearing	\$85,222	\$86,097	\$89,101	\$86,572	\$80,407
Interest-bearing	251,651	248,493	245,494	231,018	225,941
Total deposits	336,873	334,590	334,595	317,590	306,348
Short-term borrowings	12,183	13,963	15,695	18,433	23,777
Long-term debt	35,948	33,323	37,978	36,941	34,872
Other liabilities	16,085	16,155	17,467	17,470	16,248
Total liabilities	401,089	398,031	405,735	390,434	381,245
Shareholders' equity					
Preferred stock	5,419	5,501	5,501	5,501	5,501
Common stock	21	21	21	21	21
Capital surplus	8,388	8,440	8,429	8,402	8,368
Retained earnings	51,069	50,151	49,231	48,269	47,267
Less treasury stock	(15,660)	(15,280)	(14,844)	(14,241)	(13,658)
Accumulated other comprehensive income (loss)	(1,439)	(1,535)	(579)	(562)	(744)
Total U.S. Bancorp shareholders' equity	47,798	47,298	47,759	47,390	46,755
Noncontrolling interests	635	635	640	639	638
Total equity	48,433	47,933	48,399	48,029	47,393
Total liabilities and equity	\$449,522	\$445,964	\$454,134	\$438,463	\$428,638

U.S. Bancorp

**Consolidated Quarterly Average Balance Sheet**

(Dollars in Millions, Unaudited)	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
<b>Assets</b>					
Investment securities	\$110,764	\$110,386	\$108,109	\$107,132	\$106,031
Loans held for sale	3,625	5,054	4,691	3,796	3,167
Loans					
Commercial					
Commercial	88,284	88,448	87,067	86,899	84,582
Lease financing	5,455	5,359	5,302	5,255	5,238
Total commercial	93,739	93,807	92,369	92,154	89,820
Commercial real estate					
Commercial mortgages	31,461	31,767	31,888	31,950	31,836
Construction and development	11,697	11,624	11,486	11,038	10,565
Total commercial real estate	43,158	43,391	43,374	42,988	42,401
Residential mortgages	57,900	56,718	56,284	55,501	54,208
Credit card	20,845	20,942	20,628	20,140	20,244
Other retail					
Retail leasing	6,469	6,191	5,773	5,326	5,179
Home equity and second mortgages	16,259	16,444	16,470	16,394	16,368
Other	31,056	31,245	30,608	29,748	29,550
Total other retail	53,784	53,880	52,851	51,468	51,097
Total loans, excluding covered loans	269,426	268,738	265,506	262,251	257,770
Covered loans	3,732	3,933	4,131	4,331	4,511
Total loans	273,158	272,671	269,637	266,582	262,281
Other earning assets	11,734	13,860	11,346	7,858	6,729
Total earning assets	399,281	401,971	393,783	385,368	378,208
Allowance for loan losses	(3,823)	(3,801)	(3,818)	(3,863)	(3,864)
Unrealized gain (loss) on investment securities	(626)	21	933	771	648
Other assets	46,479	46,712	46,965	46,474	46,565
Total assets	\$441,311	\$444,903	\$437,863	\$428,750	\$421,557
<b>Liabilities and Shareholders' Equity</b>					
Noninterest-bearing deposits	\$80,738	\$84,892	\$82,021	\$79,171	\$78,569
Interest-bearing deposits					
Interest checking	65,681	64,647	63,456	60,842	57,910
Money market savings	108,759	106,637	99,921	92,904	86,462
Savings accounts	42,609	41,310	40,695	40,258	39,250
Time deposits	30,646	31,697	32,455	34,211	33,687
Total interest-bearing deposits	247,695	244,291	236,527	228,215	217,309
Short-term borrowings	13,201	15,288	15,929	21,103	27,399
Long-term debt	35,274	35,709	37,875	36,478	34,808
Total interest-bearing liabilities	296,170	295,288	290,331	285,796	279,516
Other liabilities	15,845	16,450	17,081	15,961	16,056
Shareholders' equity					
Preferred equity	5,706	5,501	5,501	5,501	5,501
Common equity	42,217	42,134	42,290	41,683	41,237
Total U.S. Bancorp shareholders' equity	47,923	47,635	47,791	47,184	46,738
Noncontrolling interests	635	638	639	638	678
Total equity	48,558	48,273	48,430	47,822	47,416
Total liabilities and equity	\$441,311	\$444,903	\$437,863	\$428,750	\$421,557

U.S. Bancorp

**Consolidated Daily Average Balance Sheet and Related Yields and Rates (a)**

For the Three Months Ended March 31,  
2017 2016

(Dollars in Millions) (Unaudited)	2017		Yields and Rates	2016		Yields and Rates	% Change Average Balances
	Average Balances	Interest		Average Balances	Interest		
<b>Assets</b>							
Investment securities	\$110,764	\$554	2.00 %	\$106,031	\$545	2.06 %	4.5 %
Loans held for sale	3,625	35	3.82	3,167	31	3.92	14.5
Loans (b)							
Commercial	93,739	706	3.05	89,820	624	2.79	4.4
Commercial real estate	43,158	425	4.00	42,401	416	3.94	1.8
Residential mortgages	57,900	535	3.71	54,208	509	3.76	6.8
Credit card	20,845	579	11.26	20,244	549	10.91	3.0
Other retail	53,784	535	4.04	51,097	520	4.09	5.3
Total loans, excluding covered loans	269,426	2,780	4.18	257,770	2,618	4.08	4.5
Covered loans	3,732	44	4.71	4,511	52	4.63	(17.3)
Total loans	273,158	2,824	4.18	262,281	2,670	4.09	4.1
Other earning assets	11,734	38	1.32	6,729	29	1.75	74.4
Total earning assets	399,281	3,451	3.49	378,208	3,275	3.48	5.6
Allowance for loan losses	(3,823)			(3,864)			1.1
Unrealized gain (loss) on investment securities	(626)			648			*
Other assets	46,479			46,565			(.2)
Total assets	<u>\$441,311</u>			<u>\$421,557</u>			4.7
<b>Liabilities and Shareholders' Equity</b>							
Noninterest-bearing deposits	\$80,738			\$78,569			2.8 %
Interest-bearing deposits							
Interest checking	65,681	13	.08	57,910	7	.05	13.4
Money market savings	108,759	129	.48	86,462	73	.34	25.8
Savings accounts	42,609	8	.08	39,250	9	.09	8.6
Time deposits	30,646	49	.65	33,687	50	.60	(9.0)
Total interest-bearing deposits	247,695	199	.33	217,309	139	.26	14.0
Short-term borrowings	13,201	67	2.07	27,399	66	.97	(51.8)
Long-term debt	35,274	190	2.18	34,808	182	2.10	1.3
Total interest-bearing liabilities	296,170	456	.62	279,516	387	.56	6.0
Other liabilities	15,845			16,056			(1.3)
Shareholders' equity							
Preferred equity	5,706			5,501			3.7
Common equity	42,217			41,237			2.4
Total U.S. Bancorp shareholders' equity	47,923			46,738			2.5
Noncontrolling interests	635			678			(6.3)
Total equity	48,558			47,416			2.4
Total liabilities and equity	<u>\$441,311</u>			<u>\$421,557</u>			4.7
Net interest income		<u>\$2,995</u>			<u>\$2,888</u>		
Gross interest margin			2.87 %			2.92 %	
Gross interest margin without taxable-equivalent increments			2.82			2.86	
<b>Percent of Earning Assets</b>							
Interest income			3.49 %			3.48 %	
Interest expense			.46			.42	
Net interest margin			3.03 %			3.06 %	
Net interest margin without taxable-equivalent increments			2.98 %			3.00 %	

\* Not meaningful

(a) Interest and rates are presented on a fully taxable-equivalent basis utilizing a tax rate of 35 percent.

(b) Interest income and rates on loans include loan fees. Nonaccrual loans are included in average loan balances.

**Consolidated Daily Average Balance Sheet and Related Yields and Rates (a)**

For the Three Months Ended  
 March 31, 2017 December 31, 2016

(Dollars in Millions) (Unaudited)	Average Balances	Interest	Yields and Rates	Average Balances	Interest	Yields and Rates	% Change Average Balances
<b>Assets</b>							
Investment securities	\$110,764	\$554	2.00 %	\$110,386	\$547	1.98 %	.3 %
Loans held for sale	3,625	35	3.82	5,054	44	3.53	(28.3)
Loans (b)							
Commercial	93,739	706	3.05	93,807	676	2.87	(.1)
Commercial real estate	43,158	425	4.00	43,391	429	3.93	(.5)
Residential mortgages	57,900	535	3.71	56,718	522	3.68	2.1
Credit card	20,845	579	11.26	20,942	581	11.03	(.5)
Other retail	53,784	535	4.04	53,880	541	3.99	(.2)
Total loans, excluding covered loans	269,426	2,780	4.18	268,738	2,749	4.07	.3
Covered loans	3,732	44	4.71	3,933	48	4.91	(5.1)
Total loans	273,158	2,824	4.18	272,671	2,797	4.08	.2
Other earning assets	11,734	38	1.32	13,860	36	1.05	(15.3)
Total earning assets	399,281	3,451	3.49	401,971	3,424	3.40	(.7)
Allowance for loan losses	(3,823)			(3,801)			(.6)
Unrealized gain (loss) on investment securities	(626)			21			*
Other assets	46,479			46,712			(.5)
Total assets	\$441,311			\$444,903			(.8)
<b>Liabilities and Shareholders' Equity</b>							
Noninterest-bearing deposits	\$80,738			\$84,892			(4.9) %
Interest-bearing deposits							
Interest checking	65,681	13	.08	64,647	13	.08	1.6
Money market savings	108,759	129	.48	106,637	102	.38	2.0
Savings accounts	42,609	8	.08	41,310	8	.08	3.1
Time deposits	30,646	49	.65	31,697	47	.59	(3.3)
Total interest-bearing deposits	247,695	199	.33	244,291	170	.28	1.4
Short-term borrowings	13,201	67	2.07	15,288	63	1.63	(13.7)
Long-term debt	35,274	190	2.18	35,709	187	2.10	(1.2)
Total interest-bearing liabilities	296,170	456	.62	295,288	420	.57	.3
Other liabilities	15,845			16,450			(3.7)
Shareholders' equity							
Preferred equity	5,706			5,501			3.7
Common equity	42,217			42,134			.2
Total U.S. Bancorp shareholders' equity	47,923			47,635			.6
Noncontrolling interests	635			638			(.5)
Total equity	48,558			48,273			.6
Total liabilities and equity	\$441,311			\$444,903			(.8)
Net interest income		\$2,995			\$3,004		
Gross interest margin			2.87 %			2.83 %	
Gross interest margin without taxable-equivalent increments			2.82			2.78	
<b>Percent of Earning Assets</b>							
Interest income			3.49 %			3.40 %	
Interest expense			.46			.42	
Net interest margin			3.03 %			2.98 %	
Net interest margin without taxable-equivalent increments			2.98 %			2.93 %	

\* Not meaningful

(a) Interest and rates are presented on a fully taxable-equivalent basis utilizing a tax rate of 35 percent.

(b) Interest income and rates on loans include loan fees. Nonaccrual loans are included in average loan balances.

U.S. Bancorp  
**Loan Portfolio**

	March 31, 2017		December 31, 2016		September 30, 2016		June 30, 2016		March 31, 2016	
(Dollars in Millions, Unaudited)	Amount	Percent of Total	Amount	Percent of Total	Amount	Percent of Total	Amount	Percent of Total	Amount	Percent of Total
<b>Commercial</b>										
Commercial	\$88,883	32.5 %	\$87,928	32.2 %	\$87,851	32.4 %	\$87,179	32.4 %	\$85,986	32.5 %
Lease financing	5,608	2.0	5,458	2.0	5,350	2.0	5,335	2.0	5,291	2.0
Total commercial	94,491	34.5	93,386	34.2	93,201	34.4	92,514	34.4	91,277	34.5
<b>Commercial real estate</b>										
Commercial mortgages	31,046	11.4	31,592	11.6	31,916	11.8	32,129	12.0	31,936	12.1
Construction and development	11,786	4.3	11,506	4.2	11,552	4.2	11,161	4.1	10,807	4.1
Total commercial real estate	42,832	15.7	43,098	15.8	43,468	16.0	43,290	16.1	42,743	16.2
<b>Residential mortgages</b>										
Residential mortgages	44,667	16.3	43,632	16.0	42,846	15.8	42,534	15.8	41,742	15.8
Home equity loans, first liens	13,599	5.0	13,642	5.0	13,383	4.9	13,370	5.0	13,213	5.0
Total residential mortgages	58,266	21.3	57,274	21.0	56,229	20.7	55,904	20.8	54,955	20.8
<b>Credit card</b>	20,387	7.5	21,749	7.9	20,706	7.6	20,571	7.7	19,957	7.5
<b>Other retail</b>										
Retail leasing	6,793	2.5	6,316	2.3	6,076	2.2	5,512	2.1	5,268	2.0
Home equity and second mortgages	16,163	5.9	16,369	6.0	16,467	6.1	16,481	6.1	16,332	6.2
Revolving credit	3,164	1.1	3,282	1.2	3,247	1.2	3,225	1.2	3,220	1.2
Installment	8,179	3.0	8,087	3.0	7,983	2.9	7,567	2.8	7,162	2.7
Automobile	17,522	6.4	17,571	6.4	17,559	6.5	16,799	6.3	16,657	6.3
Student	2,145	.8	2,239	.8	2,332	.9	2,424	.9	2,522	.9
Total other retail	53,966	19.7	53,864	19.7	53,664	19.8	52,008	19.4	51,161	19.3
Total loans, excluding covered loans	269,942	98.7	269,371	98.6	267,268	98.5	264,287	98.4	260,093	98.3
<b>Covered loans</b>	3,635	1.3	3,836	1.4	4,021	1.5	4,234	1.6	4,429	1.7
Total loans	\$273,577	100.0 %	\$273,207	100.0 %	\$271,289	100.0 %	\$268,521	100.0 %	\$264,522	100.0 %

U.S. Bancorp  
**Supplemental Financial Data**

(Dollars in Millions, Unaudited)	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
<b>Book value of intangibles</b>					
Goodwill	\$9,348	\$9,344	\$9,357	\$9,359	\$9,368
Merchant processing contracts	104	108	117	124	128
Core deposit benefits	153	161	169	178	186
Mortgage servicing rights	2,642	2,591	2,131	2,056	2,222
Trust relationships	55	59	63	67	71
Other identified intangibles	359	384	407	427	435
Total	<u>\$12,661</u>	<u>\$12,647</u>	<u>\$12,244</u>	<u>\$12,211</u>	<u>\$12,410</u>
<b>Three Months Ended</b>					
	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
<b>Amortization of intangibles</b>					
Merchant processing contracts	\$6	\$7	\$7	\$7	\$7
Core deposit benefits	8	8	9	8	9
Trust relationships	3	4	4	4	4
Other identified intangibles	27	26	25	25	25
Total	<u>\$44</u>	<u>\$45</u>	<u>\$45</u>	<u>\$44</u>	<u>\$45</u>

U.S. Bancorp

**Residential Mortgages and Home Equity and Second Mortgages**

(Dollars in Millions, Unaudited)

**RESIDENTIAL MORTGAGES**

March 31, 2017	Loans Outstanding	As a Percent of Total Loan Balances	Weighted Average Credit Score		Weighted Average Loan-to-Value	
			At Origination	Updated	At Origination	Updated
<b>Portfolio Profile</b>						
Prime Borrowers	\$53,195	91 %	758	785	70 %	60 %
Sub-Prime Borrowers	913	2	620	640	87	74
Other Borrowers	449	1	701	706	89	72
Loans Purchased From GNMA Mortgage Pools	3,709	6	*	*	*	*
<b>Total</b>	<b>\$58,266</b>	<b>100 %</b>	<b>755</b>	<b>782</b>	<b>70 %</b>	<b>60 %</b>

Three Months Ended March 31, 2017	Loans Originated	Weighted Average Credit Score	Weighted Average Loan-to-Value
Loan Originations - all Prime	\$3,505	756	68 %

**HOME EQUITY AND SECOND MORTGAGES**

March 31, 2017	Loans Outstanding	As a Percent of Total Loan Balances	Weighted Average Credit Score		Weighted Average Loan-to-Value	
			At Origination	Updated	At Origination	Updated
<b>Portfolio Profile</b>						
Prime Borrowers	\$15,736	97 %	754	771	72 %	67 %
Sub-Prime Borrowers	145	1	655	674	88	85
Other Borrowers	282	2	693	709	70	61
<b>Total</b>	<b>\$16,163</b>	<b>100 %</b>	<b>752</b>	<b>769</b>	<b>72 %</b>	<b>67 %</b>

Three Months Ended March 31, 2017	Loans Originated	Weighted Average Credit Score	Weighted Average Loan-to-Value
Loan Originations - all Prime	\$1,648	768	70 %

\* Not applicable.