U.S. Bancorp

3Q13 Earnings Conference Call

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October 16, 2013

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Forward-looking Statements and Additional Information

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

This presentation 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 made. 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. Global and domestic economies could fail to recover from the recent economic downturn or could experience another severe contraction, which 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. Continued stress in the commercial real estate markets, as well as a delay or failure of recovery in the residential real estate markets, could cause additional credit losses and deterioration in asset values. In addition, U.S. Bancorp's business and financial performance is likely to be negatively impacted by recently enacted and future legislation and regulation. 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; increased competition from both banks and non-banks; changes in customer behavior and preferences; effects of mergers and acquisitions and related integration; effects of critical accounting policies and judgments; and management's ability to effectively manage credit risk, residual value risk, market risk, operational risk, interest rate risk and liquidity 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, 2012, 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. Forward-looking statements speak only as of the date they are made, and U.S. Bancorp undertakes no obligation to update them in light of new information or future events.

This presentation includes non-GAAP financial measures to describe U.S. Bancorp's performance. The reconciliations of those measures to GAAP measures are provided within or in the appendix of the presentation. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

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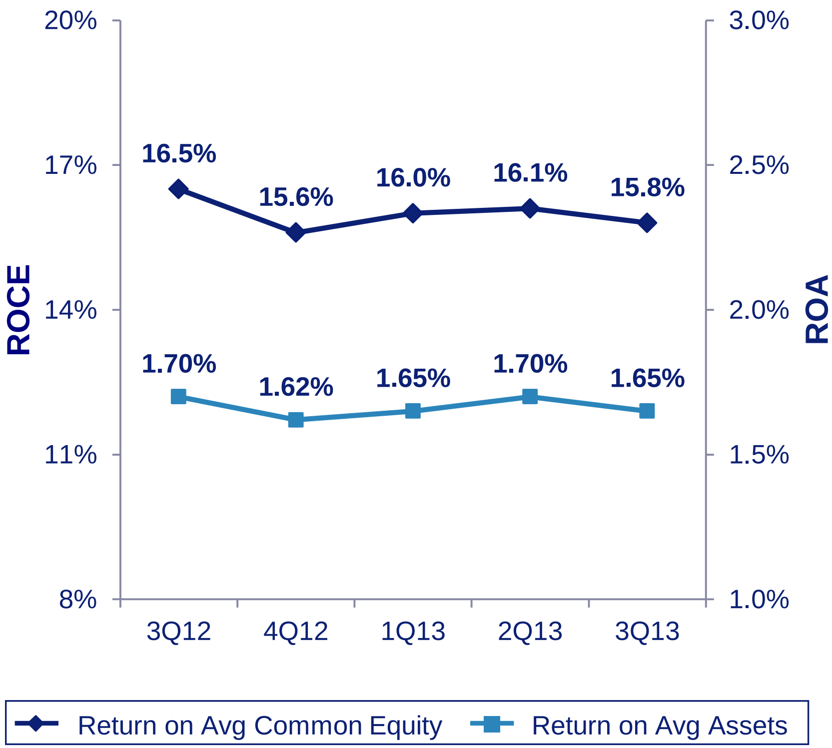
3Q13 Highlights

- Net income of $1.5 billion; $0.76 per diluted common share
- Average loan growth of 5.7% vs. 3Q12 and average loan growth of 1.9% vs. 2Q13
- Strong average deposit growth of 5.5% vs. 3Q12 and 2.0% vs. 2Q13
- Net charge-offs declined 16.3% vs. 2Q13
- Nonperforming assets declined 2.8% vs. 2Q13 (2.1% excluding covered assets)
- Capital generation continues to reinforce capital position
  - Tier 1 common equity ratio estimated at 8.6% using final rules for Basel III standardized approach released July 2013
  - Tier 1 common equity ratio of 9.3%; Tier 1 capital ratio of 11.2%
- Returned 77% of earnings to shareholders in 3Q13
  - Repurchased 17 million shares of common stock during 3Q13

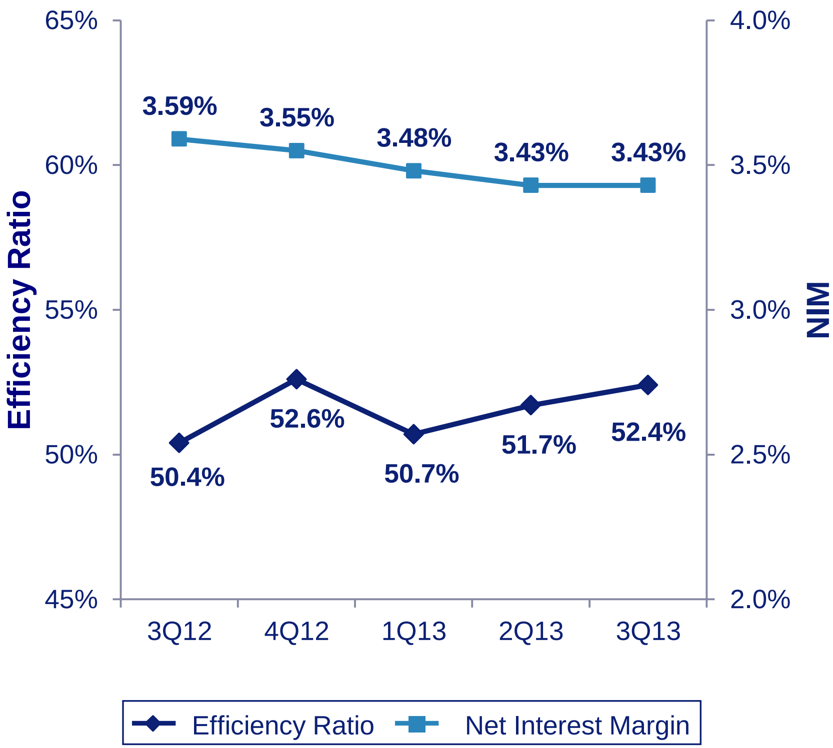
Performance Ratios

3Q13 Earnings
Conference Call

Return on Common Equity and Return on Assets



Efficiency Ratio and Net Interest Margin



Efficiency ratio computed as noninterest expense divided by the sum of net interest income on a taxable-equivalent basis and noninterest income excluding securities gains (losses) net

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Revenue Growth

$ in millions

Taxable-equivalent basis

Loan and Deposit Growth

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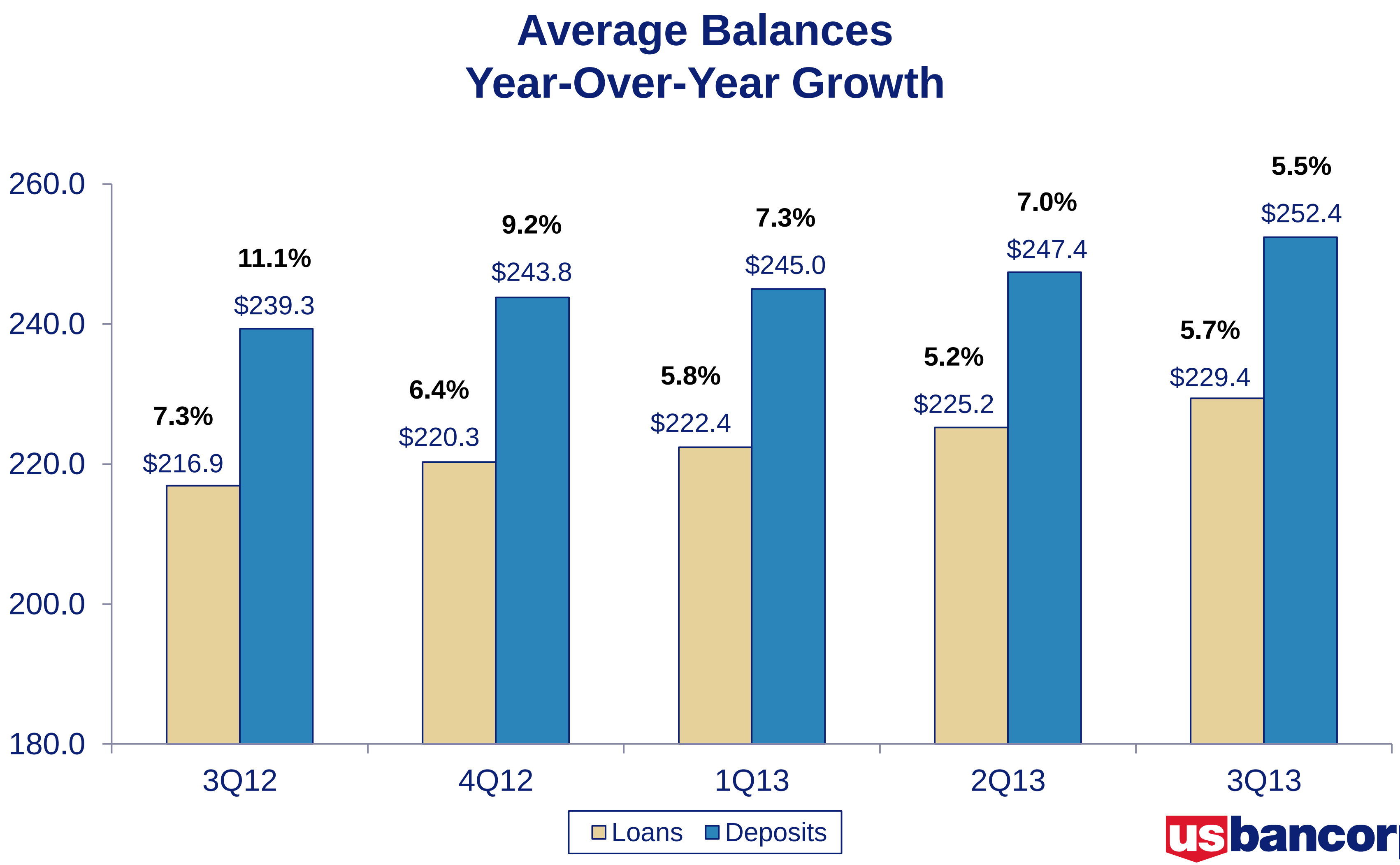
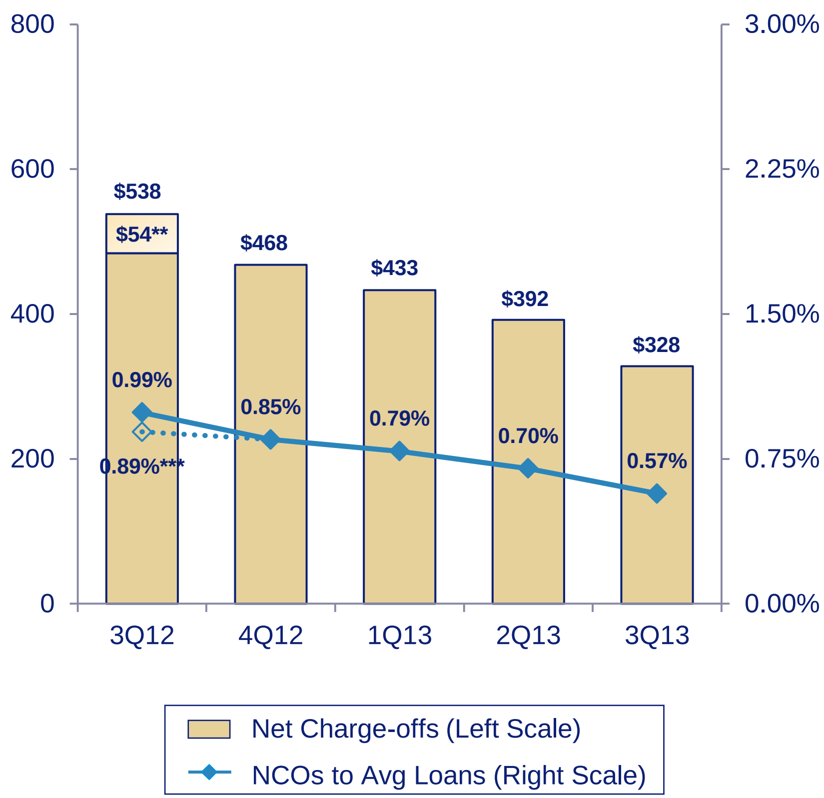
$ in billions



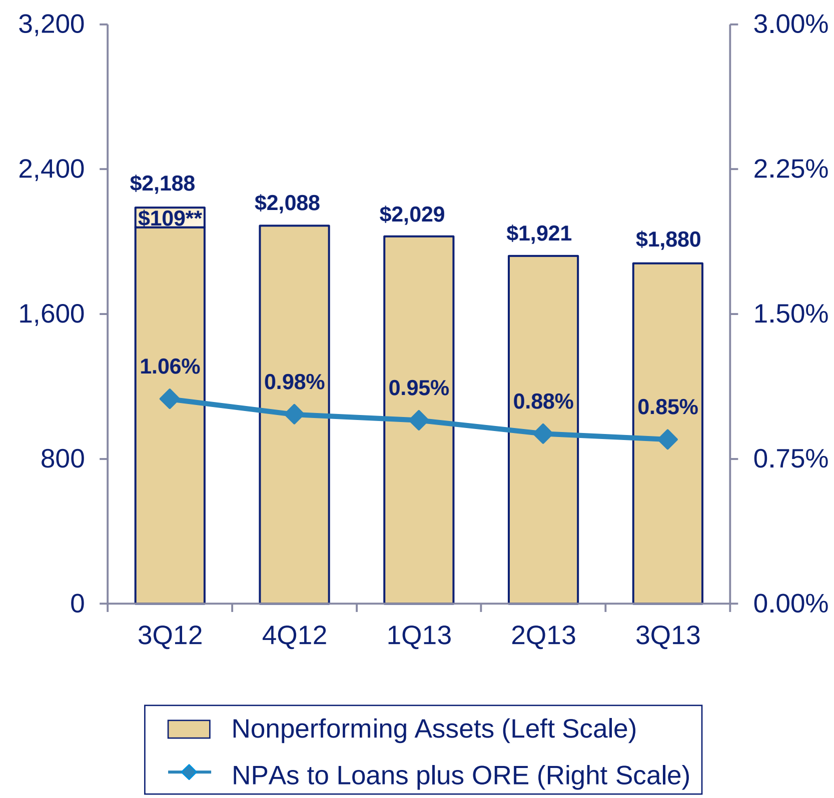
Credit Quality

$ in millions

Net Charge-offs



Nonperforming Assets*



* Excluding Covered Assets (assets subject to loss sharing agreements with FDIC) ** Related to a regulatory clarification in the treatment of residential mortgage and other consumer loans to borrowers who have exited bankruptcy but continue to make payments on their loans *** Excluding $54 million of incremental charge-offs

Earnings Summary

$ in millions, except per-share data

	3Q13	2Q13	3Q12	% B/(W) vs 2Q13	% B/(W) vs 3Q12	YTD 2013	YTD 2012	% B/(W)
Net Interest Income	$ 2,714	$ 2,672	$ 2,783	1.6	(2.5)	$ 8,095	$ 8,186	(1.1)
Noninterest Income	2,177	2,276	2,396	(4.3)	(9.1)	6,618	6,990	(5.3)
Total Revenue	**4,891**	**4,948**	**5,179**	**(1.2)**	**(5.6)**	**14,713**	**15,176**	**(3.1)**
Noninterest Expense	2,565	2,557	2,609	(0.3)	1.7	7,592	7,770	2.3
Operating Income	**2,326**	**2,391**	**2,570**	**(2.7)**	**(9.5)**	**7,121**	**7,406**	**(3.8)**
Net Charge-offs	328	392	538	16.3	39.0	1,153	1,629	29.2
Excess Provision	(30)	(30)	(50)	--	--	(90)	(190)	--
Income before Taxes	**2,028**	**2,029**	**2,082**	**(0.0)**	**(2.6)**	**6,058**	**5,967**	**1.5**
Applicable Income Taxes	598	585	650	(2.2)	8.0	1,797	1,852	3.0
Noncontrolling Interests	38	40	42	(5.0)	(9.5)	119	112	6.3
Net Income	**1,468**	**1,484**	**1,474**	**(1.1)**	**(0.4)**	**4,380**	**4,227**	**3.6**
Preferred Dividends/Other	68	79	70	13.9	2.9	217	193	(12.4)
NI to Common	**$ 1,400**	**$ 1,405**	**$ 1,404**	**(0.4)**	**(0.3)**	**$ 4,163**	**$ 4,034**	**3.2**
Diluted EPS	$ 0.76	$ 0.76	$ 0.74	-	2.7	$ 2.25	$ 2.12	6.1
Average Diluted Shares	1,843	1,853	1,897	0.5	2.8	1,854	1,901	2.5

Taxable-equivalent basis

3Q13 Results - Key Drivers

vs. 3Q12

- Net Revenue decline of 5.6%
  - Net interest income decline of 2.5%; net interest margin of 3.43% vs. 3.59% in 3Q12
  - Noninterest income decline of 9.1%
- Noninterest expense decline of 1.7%
- Provision for credit losses lower by $190 million
  - Net charge-offs lower by $210 million
  - Provision lower than NCOs by $30 million vs. $50 million in 3Q12

vs. 2Q13

- Net Revenue decline of 1.2%
  - Net interest income growth of 1.6%; net interest margin of 3.43% vs. 3.43% in 2Q13
  - Noninterest income decline of 4.3%
- Noninterest expense increase of 0.3%
- Provision for credit losses lower by $64 million
  - Net charge-offs lower by $64 million
  - Provision lower than NCOs by $30 million vs. $30 million in 2Q13

Capital Position

$ in billions

	3Q13	2Q13	1Q13	4Q12	3Q12
Shareholders' equity	$ 40.1	$ 39.7	$ 39.5	$ 39.0	$ 38.7
Tier 1 capital	32.7	32.2	31.8	31.2	30.8
Total risk-based capital	38.9	38.4	38.1	37.8	37.6
Tier 1 common equity ratio	9.3%	9.2%	9.1%	9.0%	9.0%
Tier 1 capital ratio	11.2%	11.1%	11.0%	10.8%	10.9%
Total risk-based capital ratio	13.3%	13.3%	13.2%	13.1%	13.3%
Leverage ratio	9.6%	9.5%	9.3%	9.2%	9.2%
Tangible common equity ratio	7.4%	7.5%	7.4%	7.2%	7.2%
Tangible common equity as a % of RWA	8.9%	8.9%	8.8%	8.6%	8.8%
Basel III					
Tier 1 common equity ratio estimated using final rules for the Basel III standardized approach released July 2013	8.6%	8.6%	-	-	-
Tier 1 common equity ratio approximated using proposed rules for the Basel III standardized approach released June 2012	-	8.3%	8.2%	8.1%	8.2%

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RWA = risk-weighted assets

Mortgage Repurchase

Mortgages Repurchased and Make-whole Payments

- Repurchase activity lower than peers due to:
  - Conservative credit and underwriting culture
  - Disciplined origination process - primarily conforming loans (≈ 95% sold to GSEs)
- Do not participate in private placement securitization market
- Outstanding repurchase and make-whole requests balance = $114 million

Mortgage Representation and Warranties Reserve

$ in millions	3Q13	2Q13	1Q13	4Q12	3Q12
Beginning Reserve	$190	$233	$240	$220	$216
Net Realized Losses	(13)	(16)	(23)	(32)	(32)
Change in Reserve	(1)	(27)	16	52	36
Ending Reserve	$176	$190	$233	$240	$220
Mortgages repurchased and make-whole payments	$42	$41	$79	$57	$58

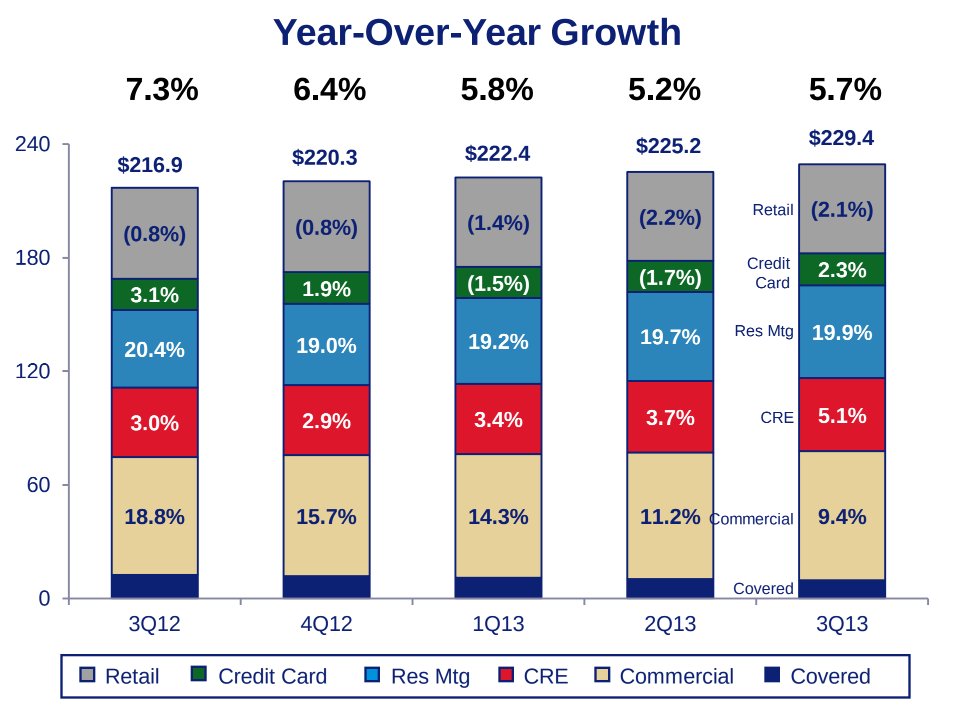
EXTENDING THE ADVANTAGE

Appendix

Average Loans

$ in billions

Average Loans



Key Points

vs. 3Q12

- Average total loans grew by $12.4 billion, or 5.7%
- Average total loans, excluding covered loans, were higher by 7.5%
- Average total commercial loans increased $5.9 billion, or 9.4%; average residential mortgage loans increased $8.2 billion, or 19.9%

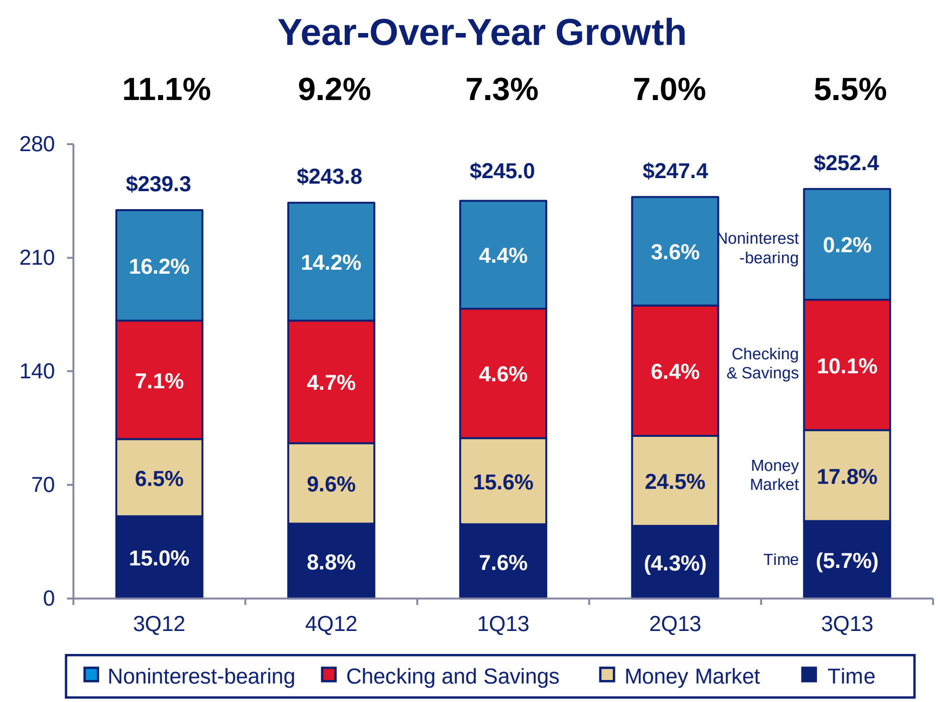
vs. 2Q13

- Average total loans grew by $4.2 billion, or 1.9%
- Average total loans, excluding covered loans, were higher by 2.2%
- Average total commercial loans increased $1.3 billion, or 2.0%; average residential mortgage loans increased $2.3 billion, or 4.8%

Average Deposits

$ in billions

Average Deposits



Key Points

vs. 3Q12

- Average total deposits increased by $13.1 billion, or 5.5%
- Average low cost deposits (NIB, interest checking, money market and savings) increased by $16.0 billion, or 8.5%

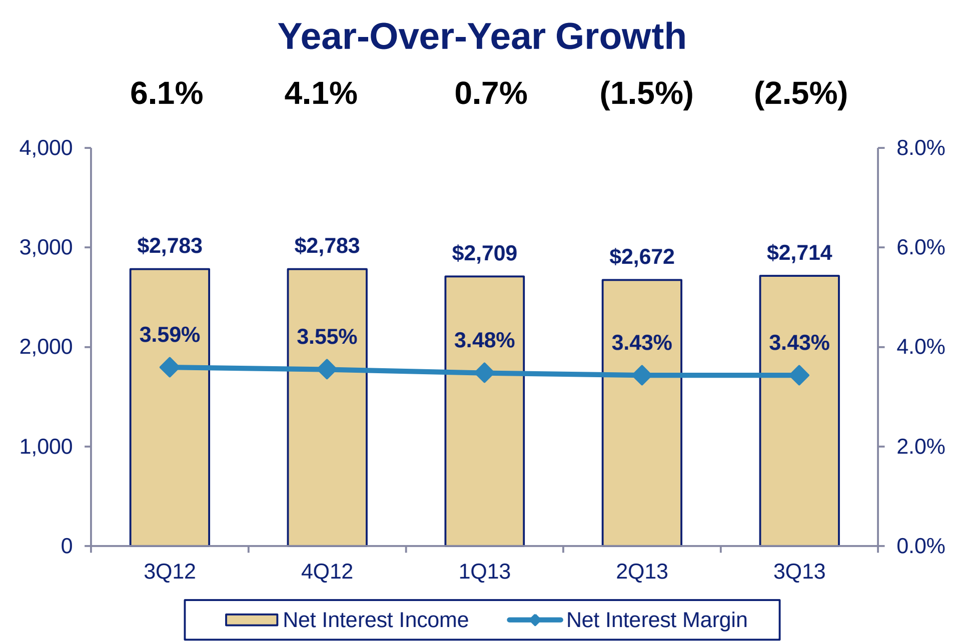
vs. 2Q13

- Average total deposits increased by $5.0 billion, or 2.0%
- Average low cost deposits increased by $2.0 billion, or 1.0%

Net Interest Income

$ in millions

Net Interest Income



Key Points

vs. 3Q12

- Average earning assets grew by $6.1 billion, or 2.0%
- Net interest margin lower by 16 bps (3.43% vs. 3.59%) driven by:
  - Lower rates on investment securities and loans
  - Partially offset by lower rates on deposits and a reduction in higher cost long-term debt

vs. 2Q13

- Average earning assets grew by $3.1 billion, or 1.0%
- Net interest margin flat (3.43% vs. 3.43%)

Taxable-equivalent basis

Noninterest Income

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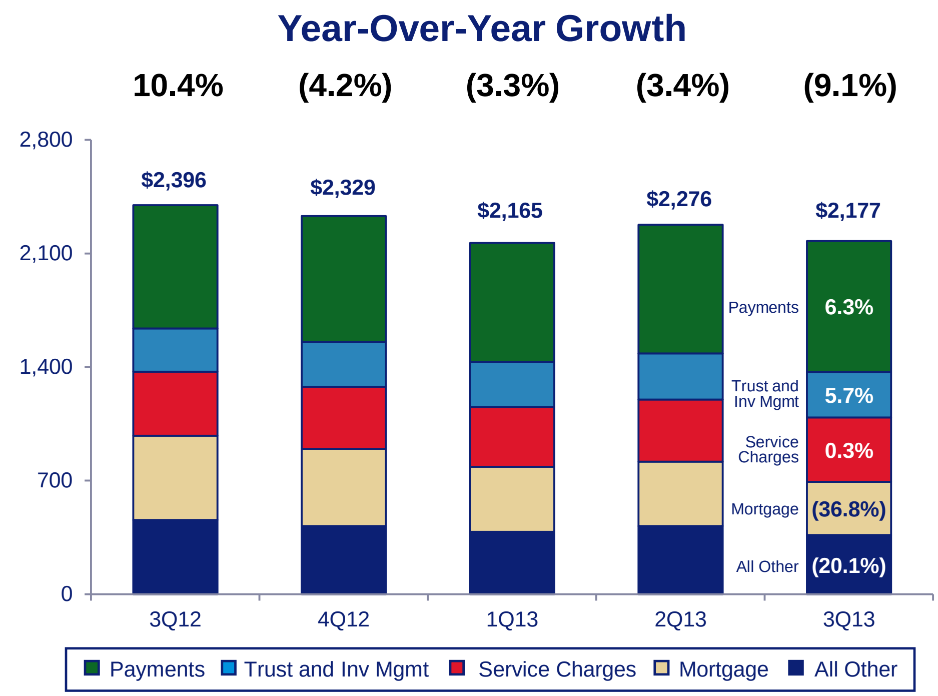
$ in millions

Noninterest Income



Key Points

vs. 3Q12

- Noninterest income declined by $219 million, or 9.1%, driven by:
  - Mortgage banking revenue decline of $191 million
  - Higher credit and debit card revenue (14.6% increase), due to higher transaction volumes including the impact of business expansion, and higher merchant processing (7.5% increase), due to an increase in product fees and higher volumes
  - Higher trust and investment management fees (5.7% increase), due to improved market conditions and business expansion, and higher investment product fees (21.1% increase), due to higher sales volumes and fees
  - Lower commercial products revenue (8.0% decline), due to lower standby letters of credit, foreign exchange, bond underwriting and syndication fees
  - Lower corporate payments revenue (4.5% decline), mainly due to lower government-related transactions
  - Lower other income, principally the result of a gain on sale of a credit card portfolio in 3Q12

vs. 2Q13

- Noninterest income declined by $99 million, or 4.3%, driven by:
  - Mortgage banking revenue decline of $68 million
  - Higher deposit service charges (12.5% increase), due to higher volumes, pricing changes and an increase in account fees
  - Higher corporate payments revenue (9.1% increase), due to seasonally higher sales volumes
  - Lower other income, mainly due to lower equity investment and retail lease revenue

Payments = credit and debit card revenue, corporate payment products revenue and merchant processing;
Service charges = deposit service charges, treasury management fees and ATM processing services

Noninterest Expense

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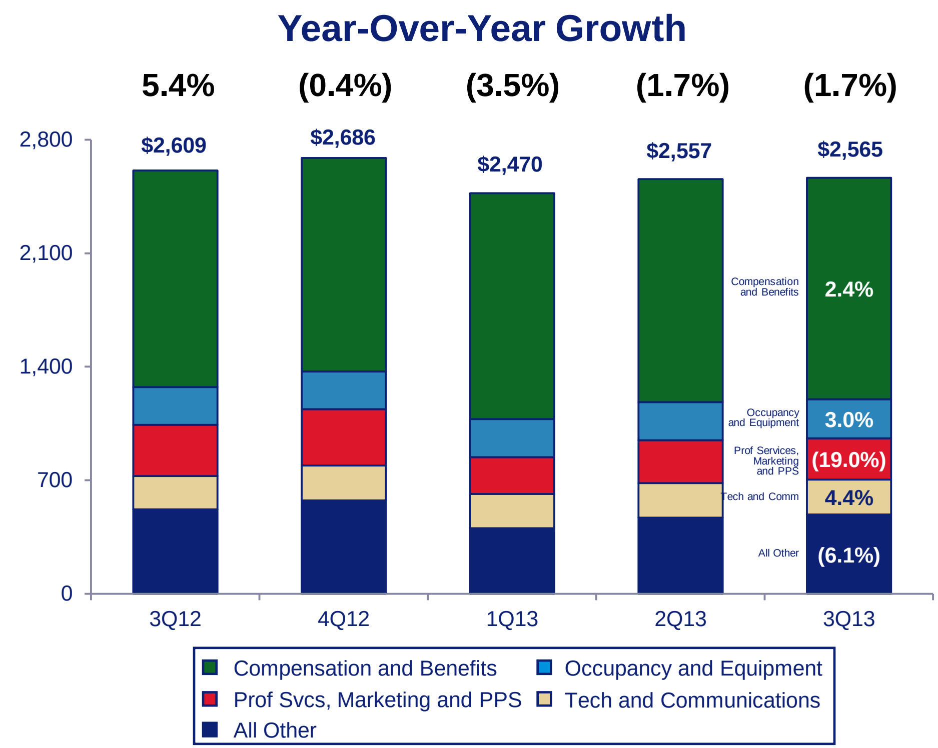
$ in millions

Noninterest Expense



Notable Noninterest Expense Items

	3Q12	4Q12	1Q13	2Q13	3Q13
Mortgage servicing matters	$ -	$ 80	$ -	$ -	$ -
Total	$ -	$ 80	$ -	$ -	$ -

Key Points

vs. 3Q12

- Noninterest expense was lower by $44 million, or 1.7%, driven by:
  - Lower professional services expense (34.7% decline), due to a reduction in mortgage servicing review-related costs
  - Lower compensation expense (1.9% decline), mainly due to lower incentive expense
  - Lower marketing and business development expense (11.5% decline), due to the timing of marketing programs
  - Lower other expense, mainly due to a reduction in litigation-related expense and lower costs associated with OREO, partially offset by higher costs related to investments in tax-advantaged projects
  - Higher employee benefits expense (23.6% increase), mainly due to higher pension and medical costs

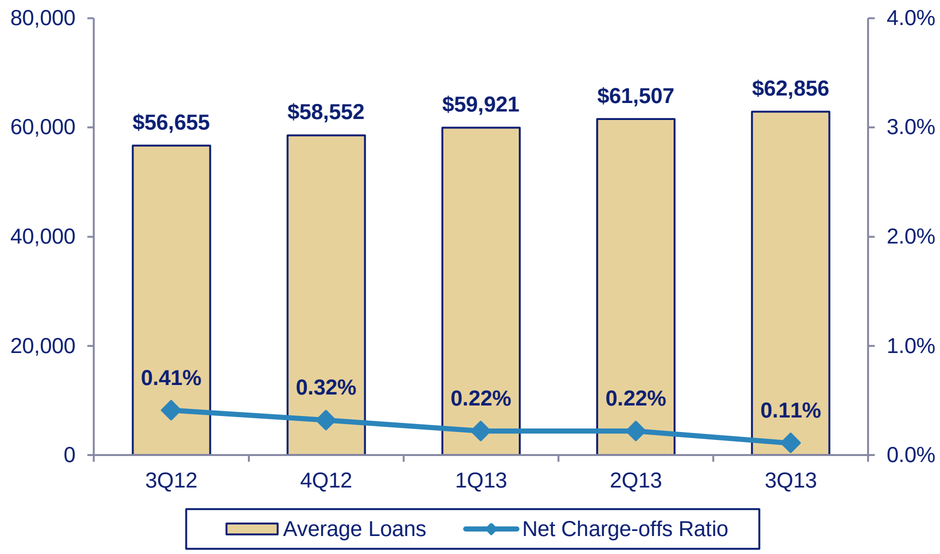
vs. 2Q13

- Noninterest expense was higher by $8 million, or 0.3%, driven by:
  - Higher other expense, mainly due to higher costs related to investments in tax-advantaged projects
  - Lower marketing and business development expense (11.5% decrease), due to the timing of marketing programs
  - Lower compensation expense (0.9% decline), reflecting a reduction in commission expense and contract labor costs

Credit Quality - Commercial Loans

$ in millions

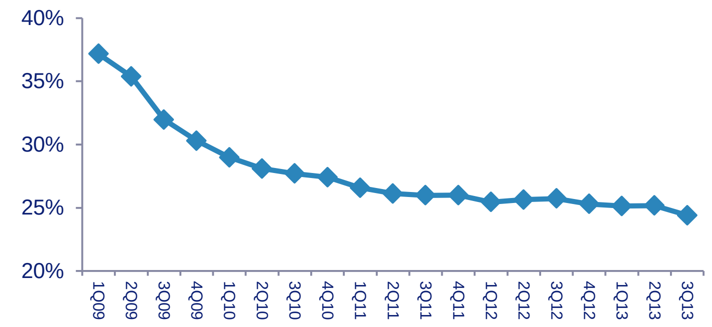
Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$56,655	$61,507	$62,856
30-89 Delinquencies	0.29%	0.23%	0.28%
90+ Delinquencies	0.07%	0.10%	0.08%
Nonperforming Loans	0.23%	0.14%	0.16%

Revolving Line Utilization Trend



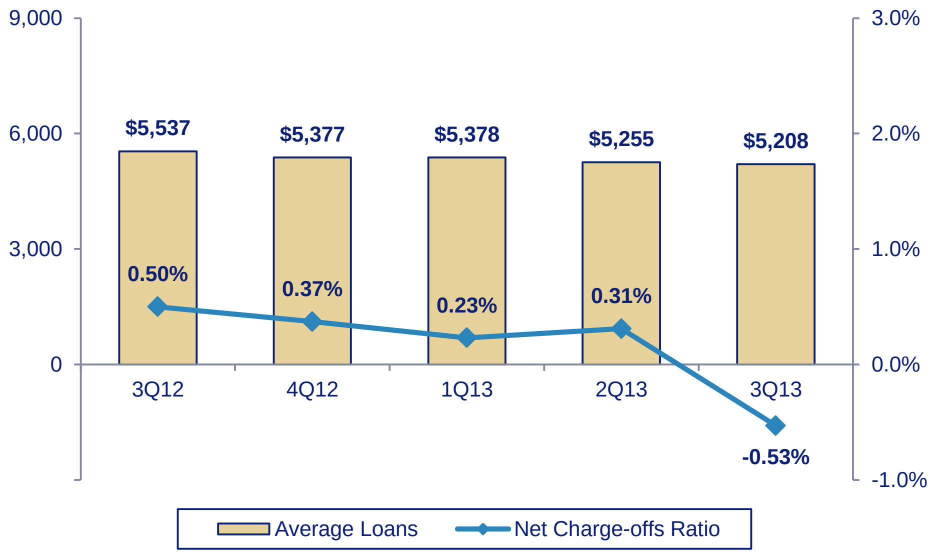
Comments

- Strong new lending activity resulted in 2.2% linked quarter loan growth and 10.9% year-over-year growth although utilization rates remained at historically low levels
- Net charge-offs continued to improve year-over-year and on a linked quarter basis
- Nonperforming loans improved year-over-year and were relatively stable on a linked quarter basis
- Early stage delinquencies remained at moderate levels

Credit Quality - Commercial Leases

$ in millions

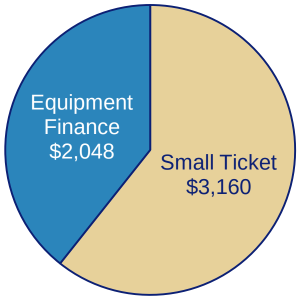
Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$5,537	$5,255	$5,208
30-89 Delinquencies	0.93%	0.74%	0.76%
90+ Delinquencies	0.02%	0.00%	0.00%
Nonperforming Loans	0.35%	0.27%	0.23%

Commercial Leases



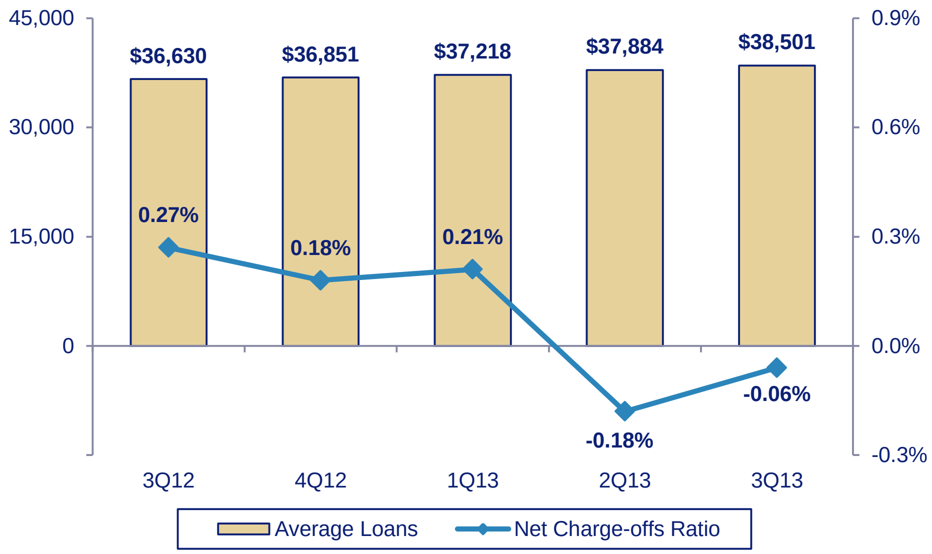
Comments

- Net charge-offs have shown considerable improvement year-over-year and on a linked quarter basis, even excluding a large recovery in 3Q13
- Nonperforming loans and early stage delinquencies improved year-over-year and were relatively stable on a linked quarter basis

Credit Quality - Commercial Real Estate

$ in millions

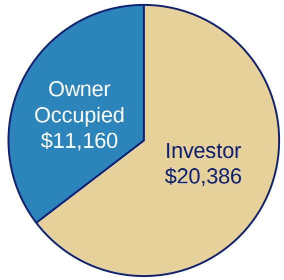
Average Loans and Net Charge-offs Ratios



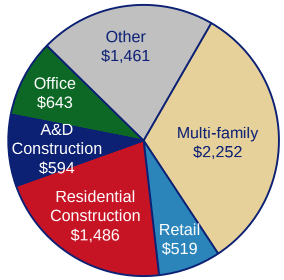
Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$36,630	$37,884	$38,501
30-89 Delinquencies	0.18%	0.23%	0.16%
90+ Delinquencies	0.03%	0.03%	0.02%
Nonperforming Loans	1.71%	1.11%	0.92%
Performing TDRs*	$583	$494	$365

CRE Mortgage



CRE Construction



Comments

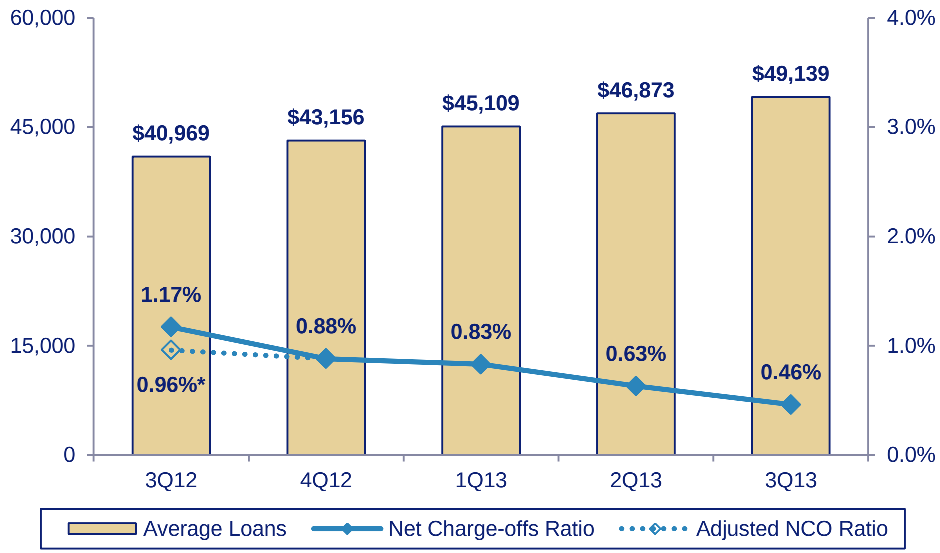
- Average loans increased 1.6% on a linked quarter basis and 5.1% year-over-year
- High levels of commercial real estate recoveries, reflecting continued improvement in market conditions
- Nonperforming loans continued to decline, down from the peak of 5.36% in 1Q10

* TDR = troubled debt restructuring

Credit Quality - Residential Mortgage

$ in millions

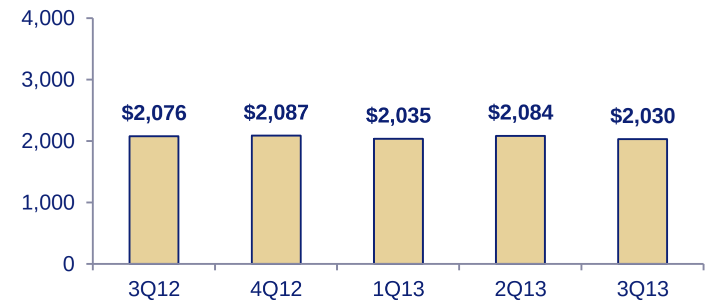
Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$40,969	$46,873	$49,139
30-89 Delinquencies	0.93%	0.78%	0.70%
90+ Delinquencies	0.72%	0.53%	0.53%
Nonperforming Loans	1.81%	1.43%	1.46%

Residential Mortgage Performing TDRs**



** Excludes GNMA loans, whose repayments are insured by the FHA or guaranteed by the Department of VA ($1,915 million 3Q13)

Comments

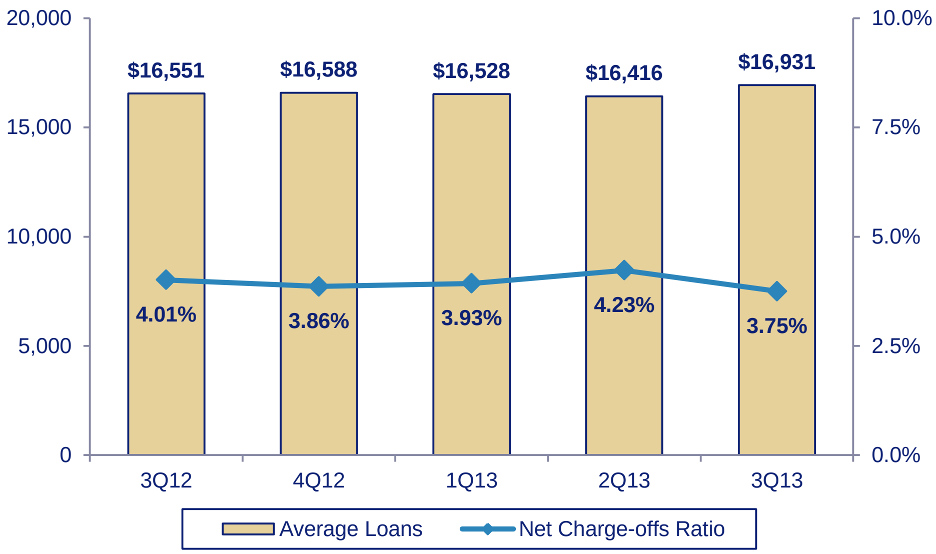
- Strong growth in high quality originations (weighted average FICO 760, weighted average LTV 68%) as average loans increased 4.8% over 2Q13, driven by demand for refinancing
- Over 76% of the balances have been originated since the beginning of 2009, the origination quality metrics and performance to date have significantly outperformed prior vintages with similar seasoning
- Net charge-offs continue to decline as housing values improve

* Excluding $22 million related to a regulatory clarification in the treatment of loans to borrowers who have exited bankruptcy but continue to make payments on their loans

Credit Quality - Credit Card

$ in millions

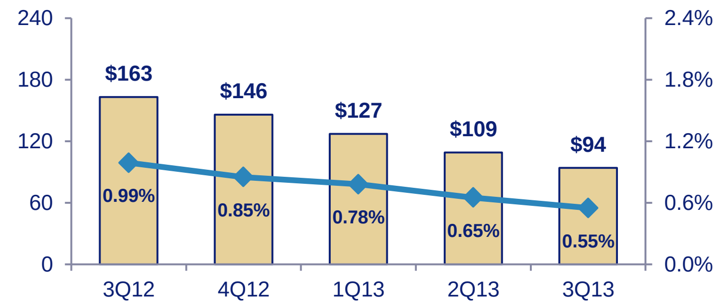
Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$16,551	$16,416	$16,931
30-89 Delinquencies	1.41%	1.17%	1.25%
90+ Delinquencies	1.18%	1.10%	1.11%
Nonperforming Loans	0.99%	0.65%	0.55%

Credit Card Nonperforming Loans



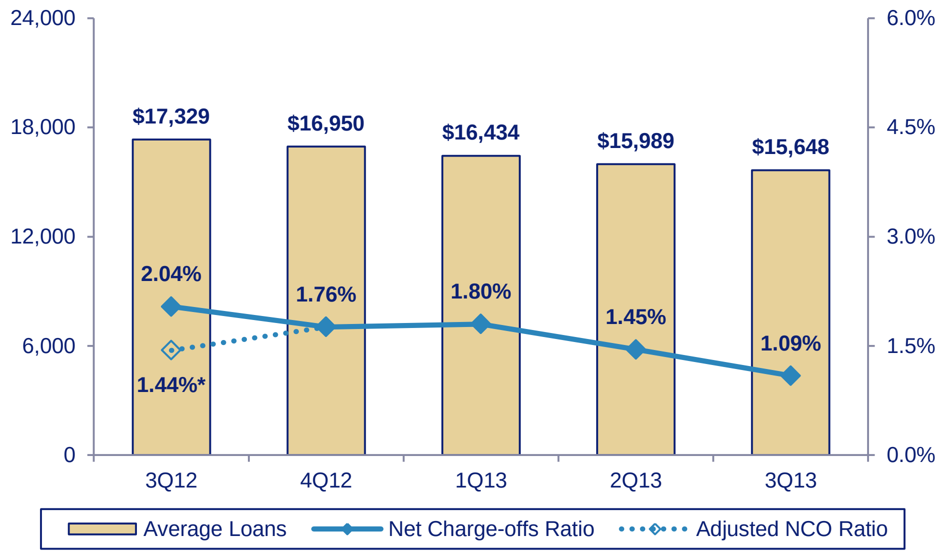
Comments

- Average loans increased 3.1% on a linked quarter basis
- Net charge-offs ratio at lowest level since 4Q07 and delinquencies remain near historically low levels
- Nonperforming loans have decreased for several consecutive quarters

Credit Quality - Home Equity

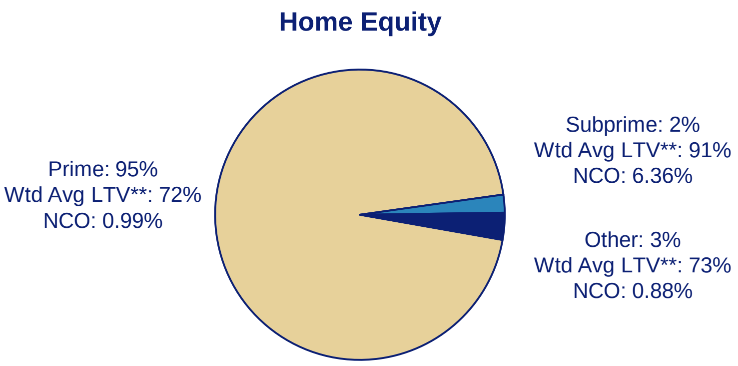
$ in millions

Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$17,329	$15,989	$15,648
30-89 Delinquencies	0.81%	0.74%	0.65%
90+ Delinquencies	0.32%	0.25%	0.25%
Nonperforming Loans	1.05%	1.23%	1.15%



** LTV at origination

Comments

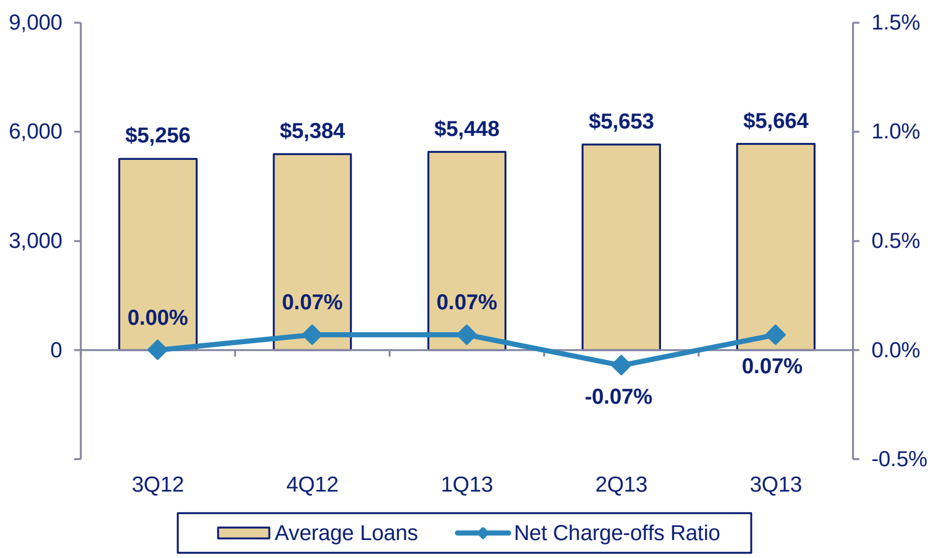
- High-quality originations (weighted average FICO on commitments was 765, weighted average CLTV 69%) originated primarily through the retail branch network to existing bank customers on their primary residence
- Net charge-off ratio declined on a linked quarter basis

* Excluding $26 million related to a regulatory clarification in the treatment of loans to borrowers who have exited bankruptcy but continue to make payments on their loans

Credit Quality - Retail Leasing

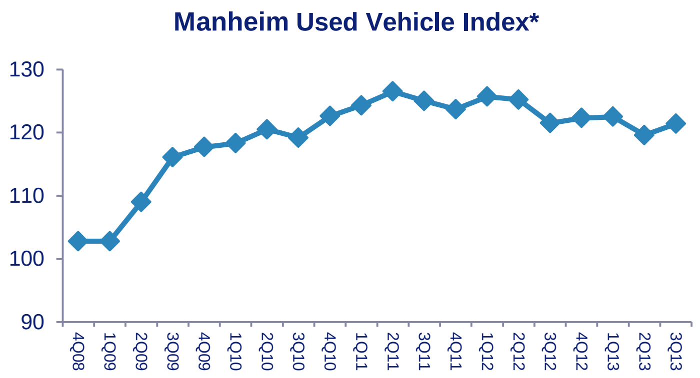
$ in millions

Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$5,256	$5,653	$5,664
30-89 Delinquencies	0.17%	0.14%	0.15%
90+ Delinquencies	0.02%	0.00%	0.02%
Nonperforming Loans	0.02%	0.02%	0.02%



Comments

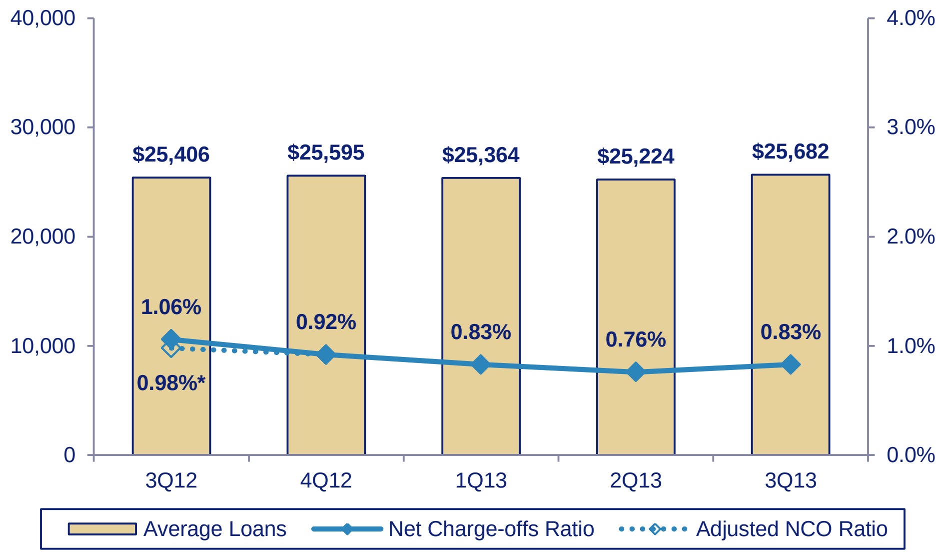
- Strong year-over-year growth (7.8%) driven by high-quality originations (weighted average FICO 769)
- Delinquencies remain relatively stable at very low levels
- Strong used auto values continued to contribute to historically low net charge-offs

* Manheim Used Vehicle Value Index source: www.manheimconsulting.com, January 1995 = 100, quarter value = average monthly ending value

Credit Quality - Other Retail

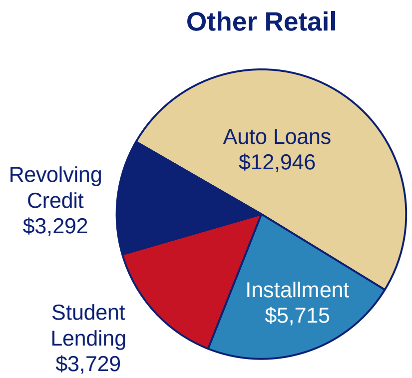
$ in millions

Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$25,406	$25,224	$25,682
30-89 Delinquencies	0.59%	0.46%	0.48%
90+ Delinquencies	0.16%	0.14%	0.14%
Nonperforming Loans	0.12%	0.11%	0.10%



Comments

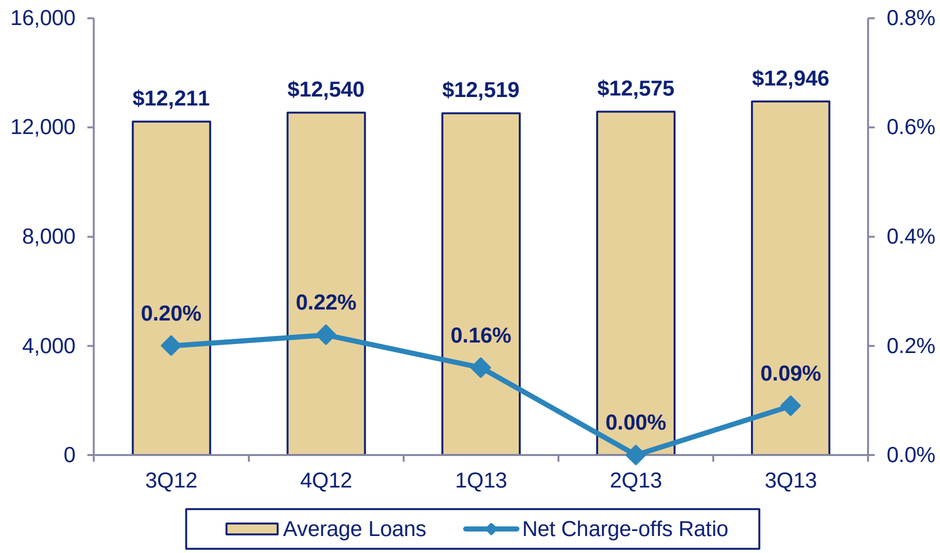
- Growth in Auto Loans continue to offset declines in Student Lending loan balances (see slide 27 for auto loan detail)
- Delinquencies and nonperforming loans remain relatively stable and at very low levels

* Excluding $5 million related to a regulatory clarification in the treatment of loans to borrowers who have exited bankruptcy but continue to make payments on their loans

Credit Quality - Auto Loans

$ in millions

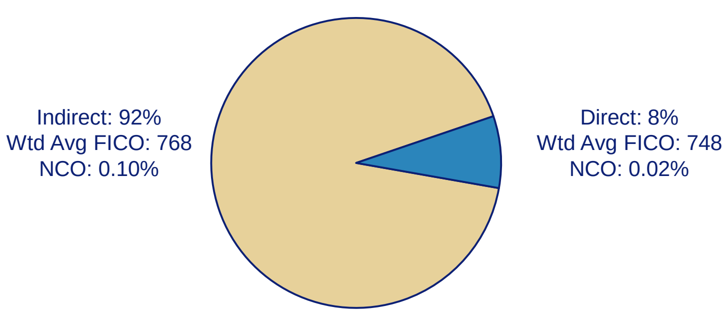
Average Loans and Net Charge-offs Ratios



Key Statistics

	3Q12	2Q13	3Q13
Average Loans	$12,211	$12,575	$12,946
30-89 Delinquencies	0.43%	0.30%	0.30%
90+ Delinquencies	0.06%	0.02%	0.03%
Nonperforming Loans	0.06%	0.02%	0.02%

Indirect and Direct Channel



Comments

- Continued growth in Auto Loans driven by high-quality originations (Indirect channel weighted average FICO 756, Direct channel weighted average FICO 747)
- Low net charge-offs and delinquencies continue as used vehicle values remain strong

Auto Loans are included in Other Retail category

Non-GAAP Financial Measures

$ in millions	3Q13	2Q13	1Q13	4Q12	3Q12
Total equity	$ 41,552	$ 41,050	$ 40,847	$ 40,267	$ 39,825
Preferred stock	(4,756)	(4,756)	(4,769)	(4,769)	(4,769)
Noncontrolling interests	(1,420)	(1,367)	(1,316)	(1,269)	(1,164)
Goodwill (net of deferred tax liability)	(8,319)	(8,317)	(8,333)	(8,351)	(8,194)
Intangible assets, other than mortgage servicing rights	(878)	(910)	(963)	(1,006)	(980)
Tangible common equity (a)	26,179	25,700	25,466	24,872	24,718
Tier 1 capital, determined in accordance with prescribed regulatory requirements using Basel I definition	32,707	32,219	31,774	31,203	30,766
Preferred stock	(4,756)	(4,756)	(4,769)	(4,769)	(4,769)
Noncontrolling interests, less preferred stock not eligible for Tier 1 capital	(686)	(685)	(684)	(685)	(685)
Tier 1 common equity using Basel I definition (b)	27,265	26,778	26,321	25,749	25,312
Tangible common equity (as calculated above)	26,179	25,700			
Adjustments[1]	258	195			
Tier 1 common equity estimated using final rules for the Basel III standardized approach released July 2013 (c)	26,437	25,895			
Tangible common equity (as calculated above)		25,700	25,466	24,872	24,718
Adjustments[2]		(43)	81	126	157
Tier 1 common equity approximated using proposed rules for the Basel III standardized approach released June 2012 (d)		25,657	25,547	24,998	24,875

[1] Includes net losses on cash flow hedges included in accumulated other comprehensive income and unrealized losses on securities transferred from available-for-sale to held-to-maturity included in accumulated other comprehensive income

[2] Includes net losses on cash flow hedges included in accumulated other comprehensive income, unrealized losses on securities transferred from available-for-sale to held-to-maturity included in accumulated other comprehensive income and disallowed mortgage servicing rights

Non-GAAP Financial Measures

3Q13 Earnings Conference Call

$ in millions	3Q13	2Q13	1Q13	4Q12	3Q12
Total assets	$ 360,681	$ 353,415	$ 355,447	$ 353,855	$ 352,253
Goodwill (net of deferred tax liability)	(8,319)	(8,317)	(8,333)	(8,351)	(8,194)
Intangible assets, other than mortgage servicing rights	(878)	(910)	(963)	(1,006)	(980)
Tangible assets (e)	351,484	344,188	346,151	344,498	343,079
Risk-weighted assets, determined in accordance with prescribed regulatory requirements using Basel I definition (f)	293,155	289,613			
Adjustments[3]	13,473	12,476			
Risk-weighted assets estimated using final rules for the Basel III standardized approach released July 2013 (g)	306,628	302,089			
Risk-weighted assets, determined in accordance with prescribed regulatory requirements using Basel I definition (f)		289,613	289,672	287,611	282,033
Adjustments[4]		20,866	21,021	21,233	22,167
Risk-weighted assets approximated using proposed rules for the Basel III standardized approach released June 2012 (h)		310,479	310,693	308,844	304,200
Ratios					
Tangible common equity to tangible assets (a)/(e)	7.4%	7.5%	7.4%	7.2%	7.2%
Tangible common equity to risk-weighted assets using Basel I definition (a)/(f)	8.9%	8.9%	8.8%	8.6%	8.8%
Tier 1 common equity to risk-weighted assets using Basel I definition (b)/(f)	9.3%	9.2%	9.1%	9.0%	9.0%
Tier 1 common equity to risk-weighted assets estimated using final rules for the Basel III standardized approach released July 2013 (c)/(g)	8.6%	8.6%	-	-	-
Tier 1 common equity to risk-weighted assets approximated using proposed rules for the Basel III standardized approach released June 2012 (d)/(h)	-	8.3%	8.2%	8.1%	8.2%

3Q13 risk-weighted assets are preliminary data, subject to change prior to filings with applicable regulatory agencies

[3] Includes higher risk-weighting for unfunded loan commitments, investment securities and mortgage servicing rights, and other adjustments

[4] Includes higher risk-weighting for residential mortgages, unfunded loan commitments, investment securities and mortgage servicing rights, and other adjustments

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3Q13 Earnings Conference Call

October 16, 2013

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