



Barclays Americas Select Franchise Conference 2016

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May 17, 2016

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 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, 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; 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, 2015, 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.

This presentation includes non-GAAP financial measures to describe U.S. Bancorp's performance. The calculations of these 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.



Agenda

- Overview
- Business Lines
- Innovation
- Financial Management
- Capital Management
- 2Q16 Update

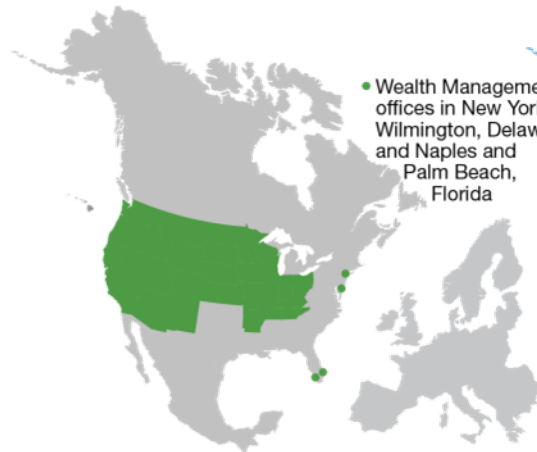


U.S. Bancorp 1Q16 Dimensions

NYSE Traded	USB	Branches	3,129	Assets	\$429B
Founded	1863	ATMs	4,954	Deposits	\$306B
Market Value	\$72B	Customers	18.6M	Loans	\$265B

Regional

**Consumer & Business Banking
and Wealth Management**



- Wealth Management offices in New York City, Wilmington, Delaware, and Naples and Palm Beach, Florida

National

**Wholesale Banking
and Wealth Management
& Securities Services**



International

Payments and Securities Services



- Corporate Trust and Fund Services offices in London and Dublin

Industry Position

Assets

U.S. Rank	Company	\$ Billions
1	J.P. Morgan	2,424
2	Bank of America	2,185
3	Wells Fargo	1,849
4	Citigroup	1,801
5	U.S. Bancorp	429
6	PNC	361
7	BB&T	212
8	SunTrust	194
9	Fifth Third	142
10	Regions	126

Deposits

U.S. Rank	Company	\$ Billions
1	J.P. Morgan	1,322
2	Wells Fargo	1,241
3	Bank of America	1,217
4	Citigroup	935
5	U.S. Bancorp	306
6	PNC	250
7	SunTrust	152
8	BB&T	151
9	Fifth Third	102
10	Regions	98

Market Value

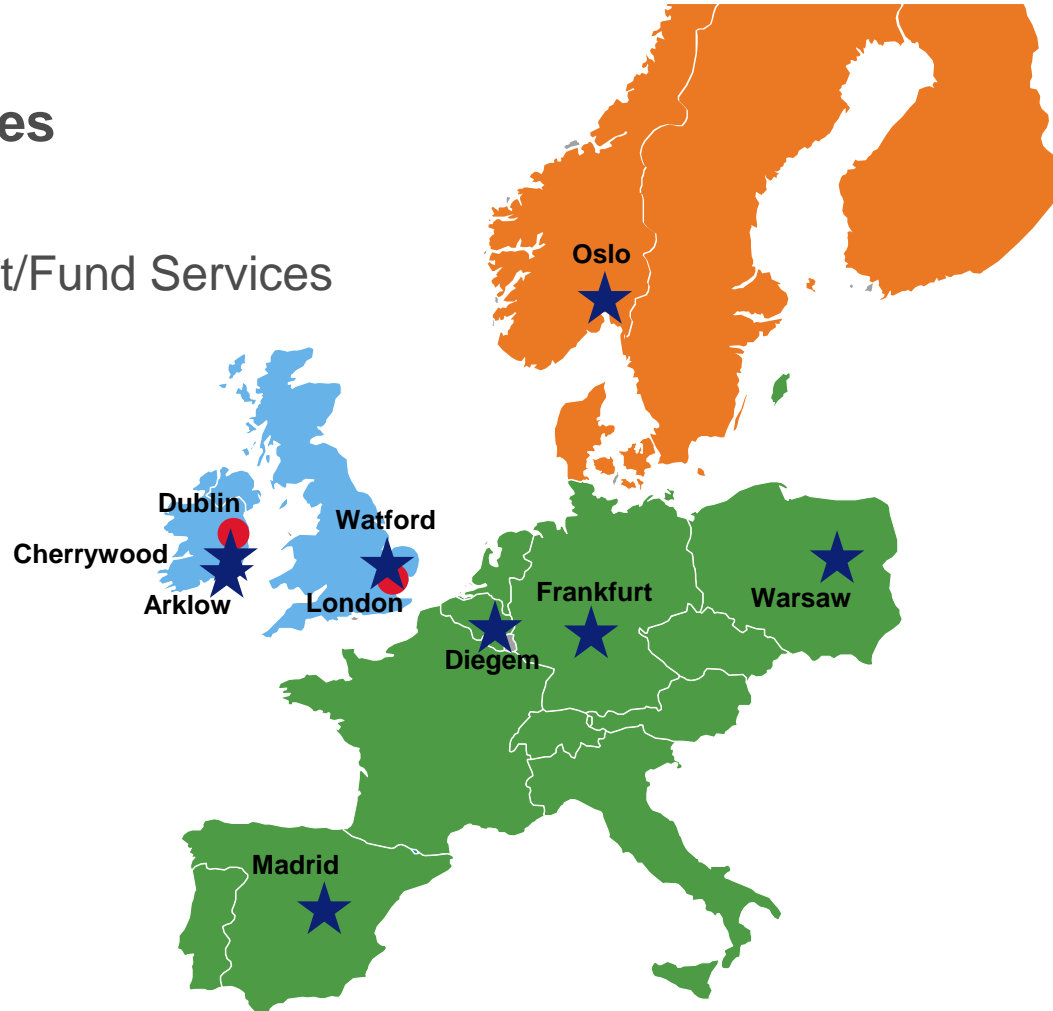
U.S. Rank	Company	\$ Billions
1	Wells Fargo	249
2	J.P. Morgan	225
3	Bank of America	146
4	Citigroup	130
5	U.S. Bancorp	72
6	PNC	43
7	BB&T	28
8	SunTrust	20
9	Fifth Third	13
10	Regions	12

U.S. Bancorp European Presence

European Offices

★ Elavon

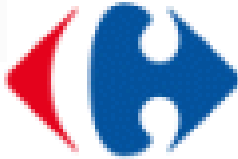
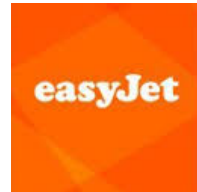
● Corporate Trust/Fund Services



European Merchant Customers



INDITEX



MANGO



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Our Business Mix and Product Delivery

Payment Services

- Retail Payment Solutions, Global Merchant Acquiring and Corporate Payment Solutions
- Provides a full suite of payment processing services to consumers, small businesses, corporations, government and merchants – a unique position versus other banks

Wealth Management & Securities Services

- Wealth Management, Global Corporate Trust Services, Fund Services, Asset Management and Institutional Trust & Custody
- Delivers a full array of wealth management services through differentiated service delivery models to address the needs of a broad range of clients

Consumer & Small Business Banking

- Branch Banking, Small Business Banking, Consumer Lending, Mortgage Banking and Omnichannel Delivery
- Provides a full suite of banking products and services to consumer and small business customers across a 25-state footprint

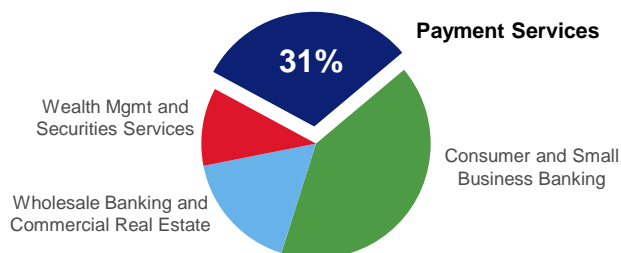
Wholesale Banking & CRE

- Corporate Banking, Commercial Banking and Commercial Real Estate
- Provides products and services to 90% of the Fortune 500 and 88% of the Fortune 1000

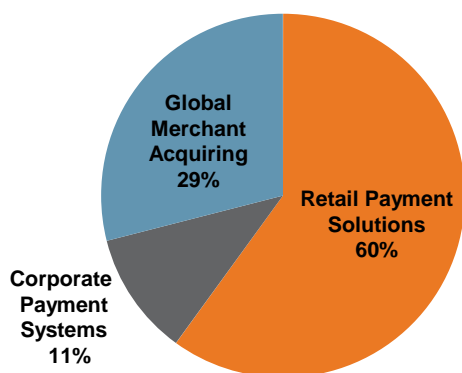


Payment Services

Revenue Contribution to USB



Payment Services Revenue Mix



Competitive Advantages

- Highly capital and operationally efficient
- Proprietary scalable, flexible platforms
- Financial institution/partner distribution
- Successful innovation program

Growth Opportunities

- Transaction volume growth from improved global economy
- Leveraging innovation and technology
- Partnerships and strategic acquisitions

Scale

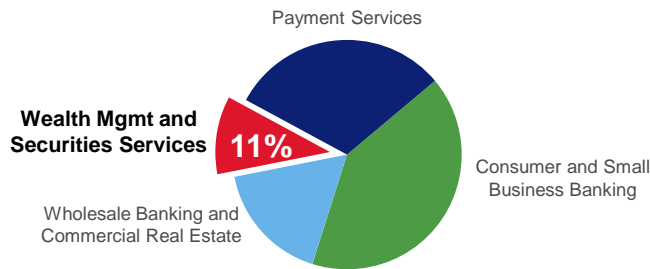
Rank

Volume

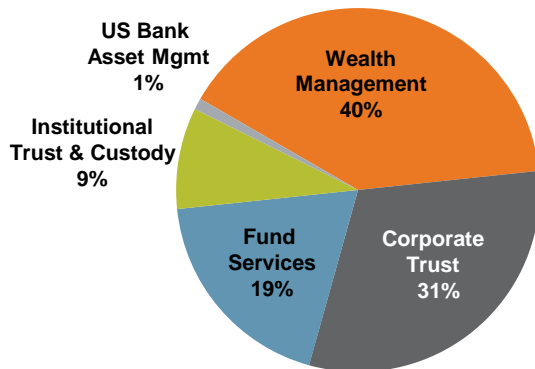
- #6 U.S. credit card issuer \$68 billion
- #5 U.S. debit card issuer \$62 billion
- #3 U.S. corporate card issuer \$54 billion
- #5 U.S. merchant acquirer / #4 European merchant acquirer \$389 billion

Wealth Management and Securities Services

Revenue Contribution to USB



Wealth Mgmt and Securities Services Revenue Mix



Competitive Advantages

- Operating scale
- High barriers to entry
- Investment in customer experience

Growth Opportunities

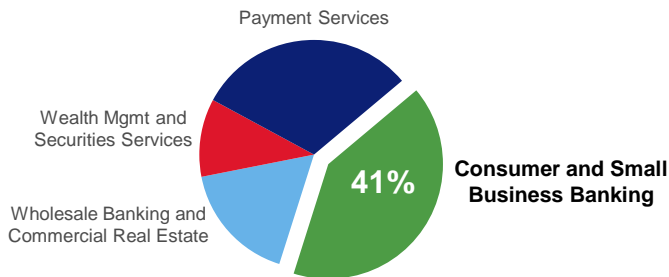
- AUM growth from improving markets/client growth
- Improved deposit margins as economy strengthens
- Executing on differentiated affluent wealth strategy
- Strategic acquisitions

Scale

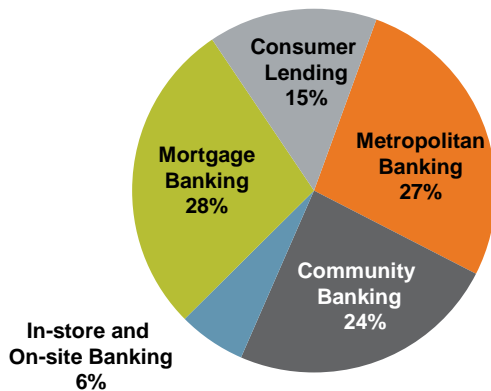
- \$128 billion in assets under management and \$5.4 trillion in assets under administration
- #2 U.S. corporate trustee
- #1 U.S. municipal trustee
- #1 U.S. structured trustee
- #3 third party mutual fund servicer

Consumer and Small Business Banking

Revenue Contribution to USB



Consumer and Small Business Banking Revenue Mix



Competitive Advantages

- Community banking model supported by scale
- Robust branch-based small business strategy
- Omnichannel approach enhancing customer experience
- Real time payment capabilities

Growth Opportunities

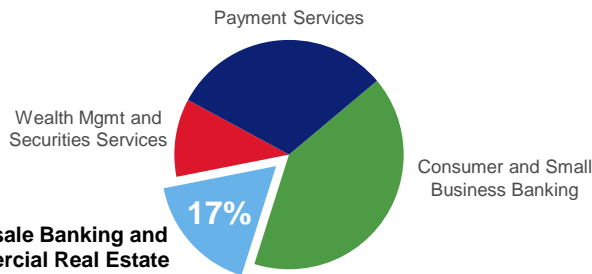
- Market share gains
 - Differentiation through improvement in customer experience and digital adoption
 - Executing Client Advocacy
 - Building deeper relationships

Scale

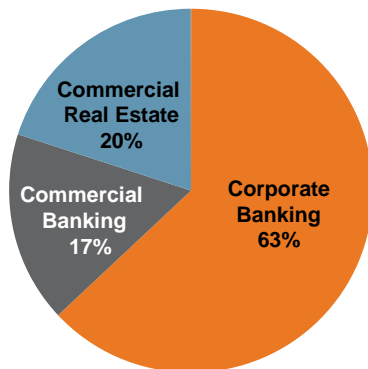
- #4 branch network across 25 contiguous state footprint
- #3 SBA lender
- #5 mortgage originator
- #1 in-store and on-site branch network

Wholesale Banking and Commercial Real Estate

Revenue Contribution to USB



Wholesale Banking and Commercial RE Revenue Mix



Competitive Advantages

- Breadth and depth of capabilities
- National footprint for large corporate banking and commercial real estate business
- Highest debt rating – pricing advantage, flight to quality

Growth Opportunities

- Volume growth with improving economy
- Building deeper relationships
- Product and distribution expansion

Scale

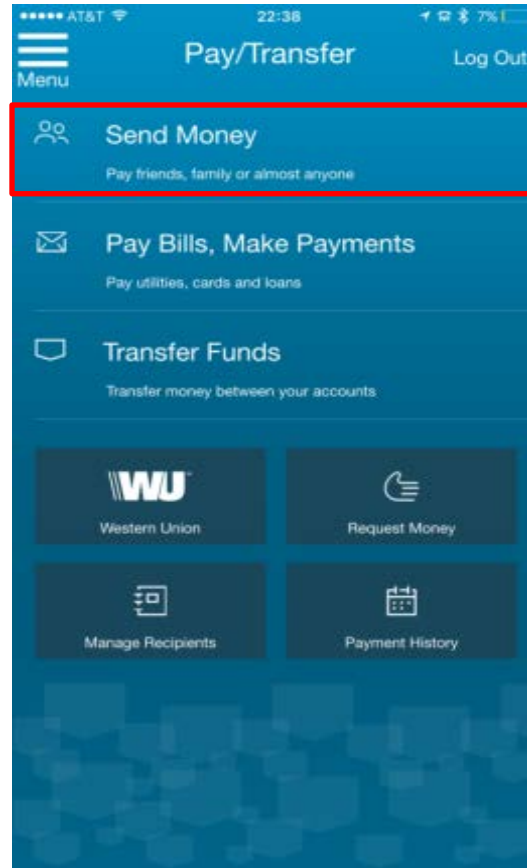
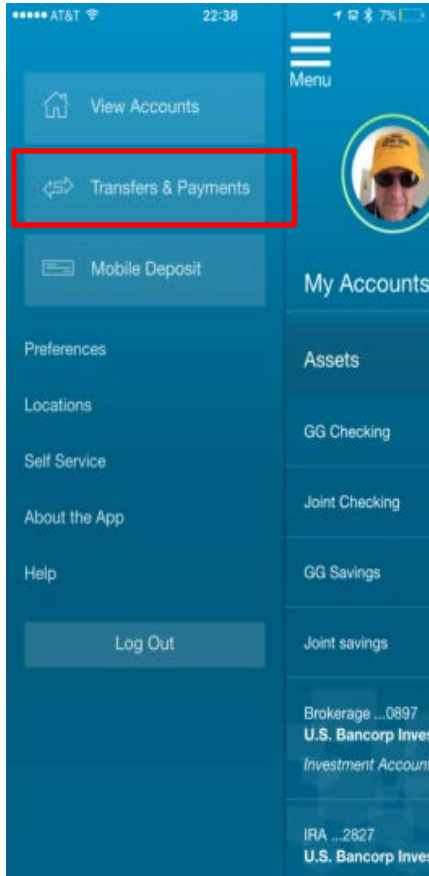
- #5 Bookrunner: U.S. investment grade corporate debt
- #4 Bookrunner: traditional middle market (under \$100 million transaction size)
- #5 Treasury Management & purchasing card

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Innovation: Real Time P2P Payments



- **Innovation is key to winning marquee business**
 - **Bank Innovation** called U.S. Bank “arguably the most forward-thinking major financial institution in the United States”
 - **Corporate Insights** named U.S. Bank a “Mobile Leader” in March 2016

Innovation: New Branch Formats



- Advice center
- External customer development
- Branch manager spends 50% of time in the community
- Central point of contact for retail, business banking, and wealth management



Innovation: Aviation Fuel Payments

- MSA Pay is the first mobile app in the general aviation space
- Simple, secure and efficient cardless payments for fueling, catering and other services
- Enables paperless approval and invoicing
- Awarded for uniqueness, value, “stickiness,” ease of use and “wow” factor



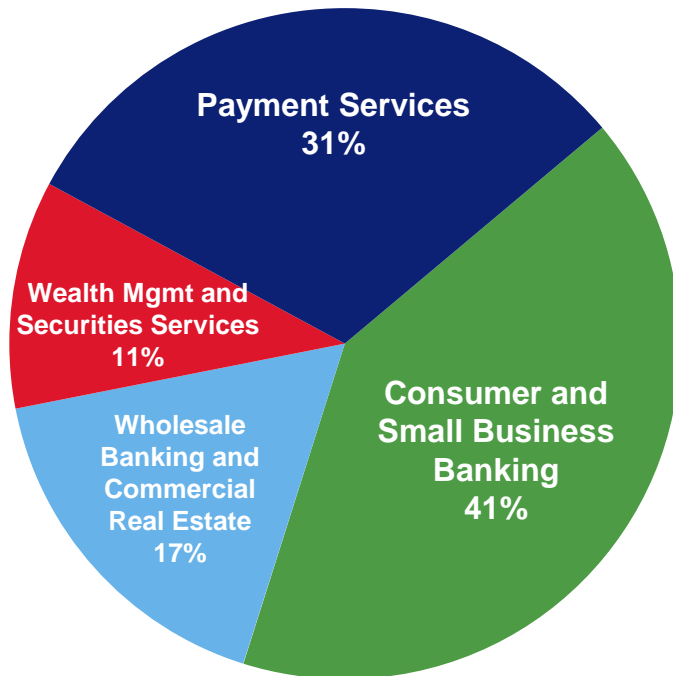
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Revenue Diversification

Revenue Mix By Business Line

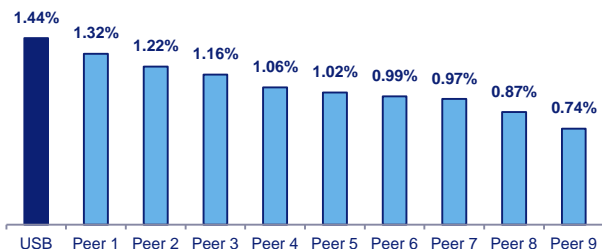


Diversification Advantages

- Balanced mix of fee revenue and balance sheet businesses
- High return/capital efficient businesses:
 - Payments
 - Wealth Management
- Consistent, predictable, repeatable revenue sources

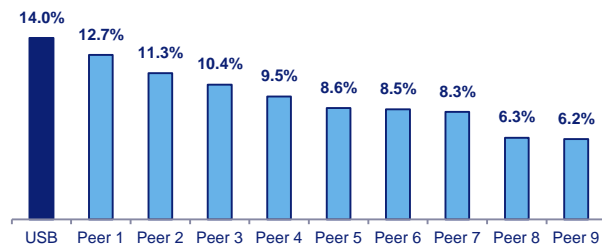
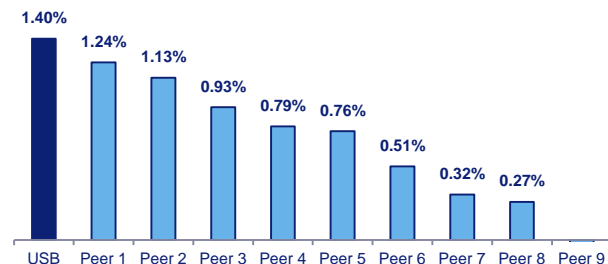
Performance vs. Peers

2015

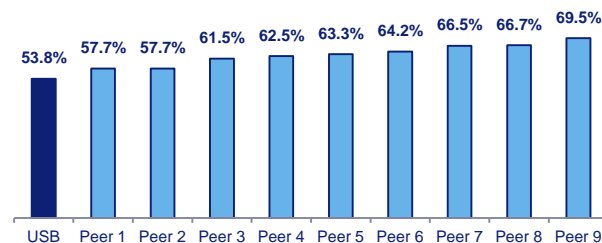
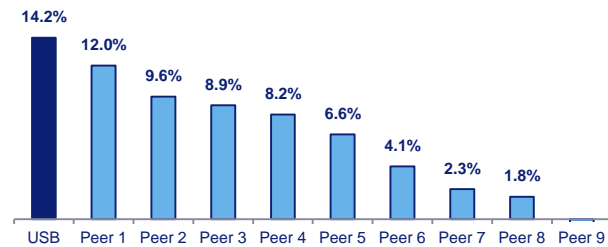


Return on Average Assets

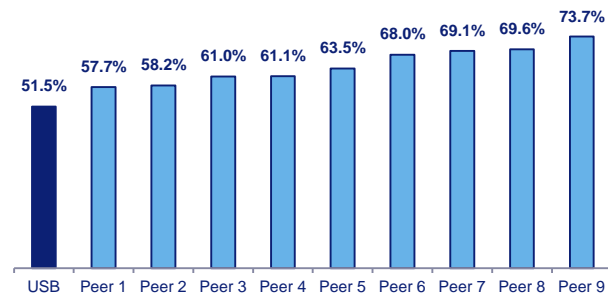
1Q08 – 1Q16



Return on Average Common Equity

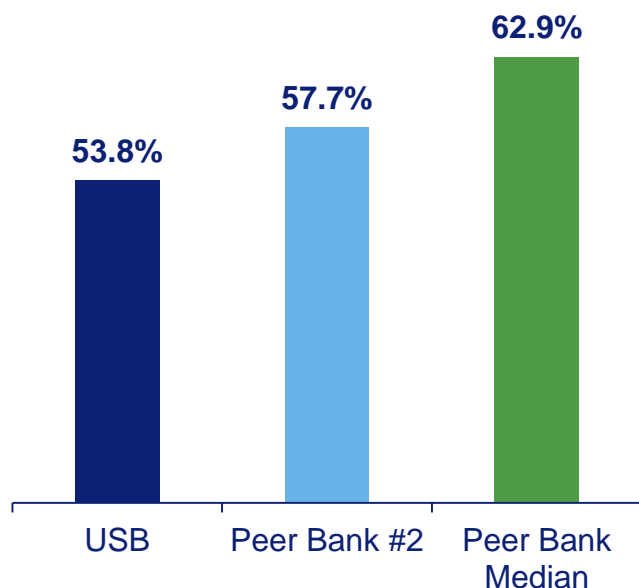


Efficiency Ratio



Efficient Platform

2015 Efficiency Ratio



Source of Competitive Advantage

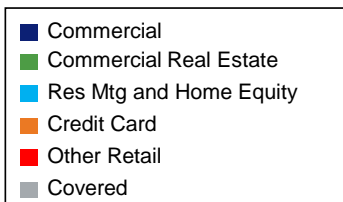
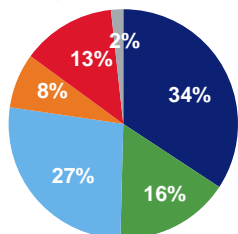
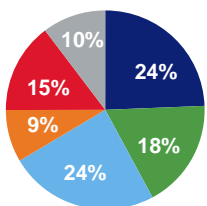
- Single processing platforms
- Full consolidation of acquisitions
- Operating scale in all significant businesses
- Business line monthly review process
- Ongoing efficiency efforts

Long-term Growth

Average Loans

2010 Avg Loans
\$193 billion

1Q16 Avg Loans
\$262 billion



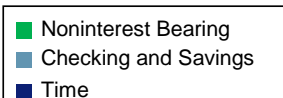
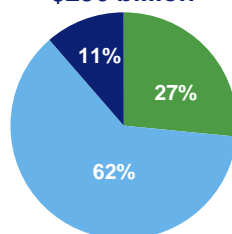
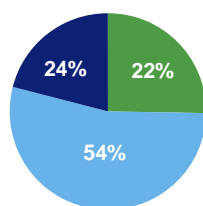
USB +36%

Peer Median +20%

Average Deposits

2010 Avg Deposits \$185 billion

1Q16 Avg Deposits \$296 billion



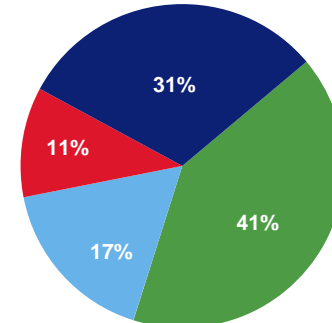
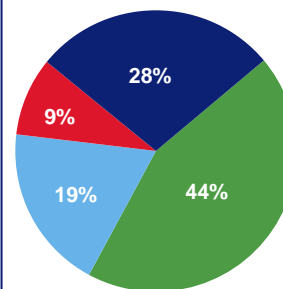
USB +60%

Peer Median +25%

Total Revenue

2010 Revenue
\$18.1 billion

1Q16 TTM* Revenue
\$20.4 billion



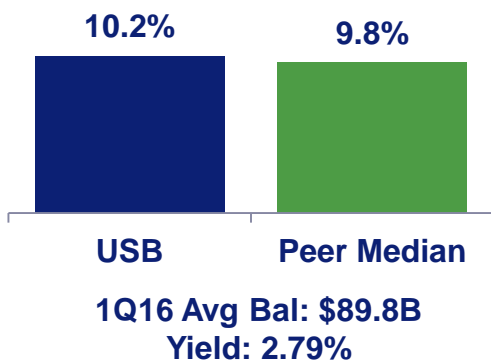
USB +13%

Peer Median -5%

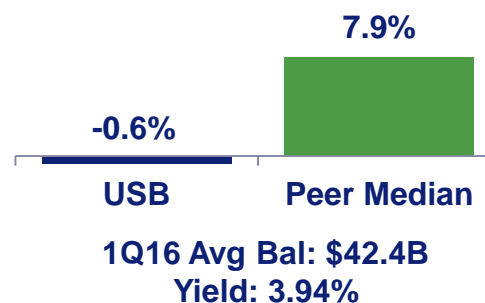
Source: SNL; Peer banks: BAC, BBT, FITB, JPM, KEY, PNC, RF, STI and WFC
 Revenue contribution percentages exclude Treasury and Corporate Support (see slide 34)
 *TTM = trailing twelve months

Deliberate Loan Growth – 1Q16 YoY Growth

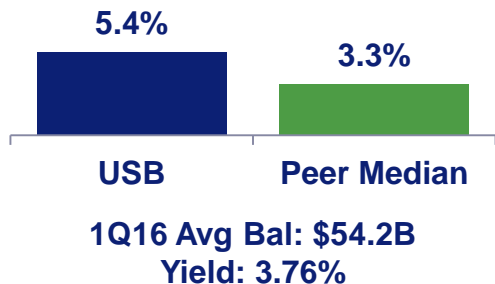
Commercial Loans



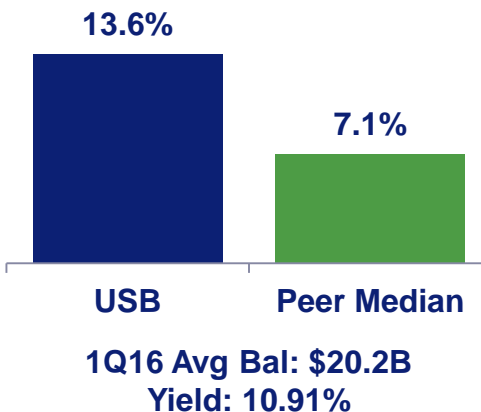
Commercial Real Estate



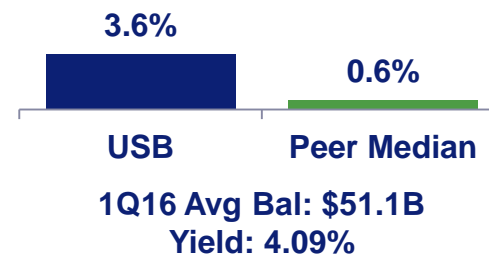
Mortgage Loans



Credit Cards



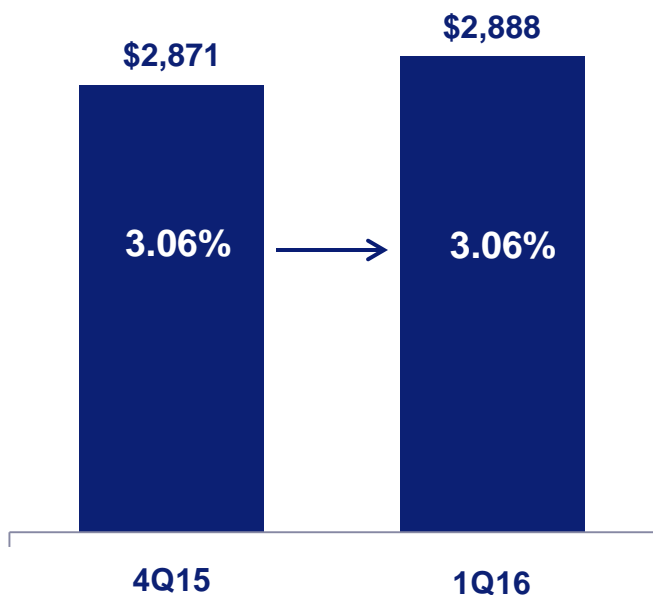
Other Retail Loans



Net Interest Income & Margin

\$ in millions

Linked Quarter



Net Interest Income increase driven by:

- Earning assets increase of 1.4%
- Higher income from increase in short-term rates
- Partially offset by fewer days than the previous quarter

Flat Net Interest Margin reflects:

- Higher short-term rates: +2 basis points
- Other: -2 basis points, principally due to loan mix

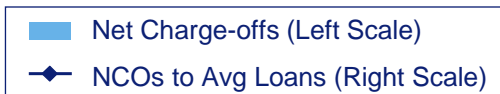
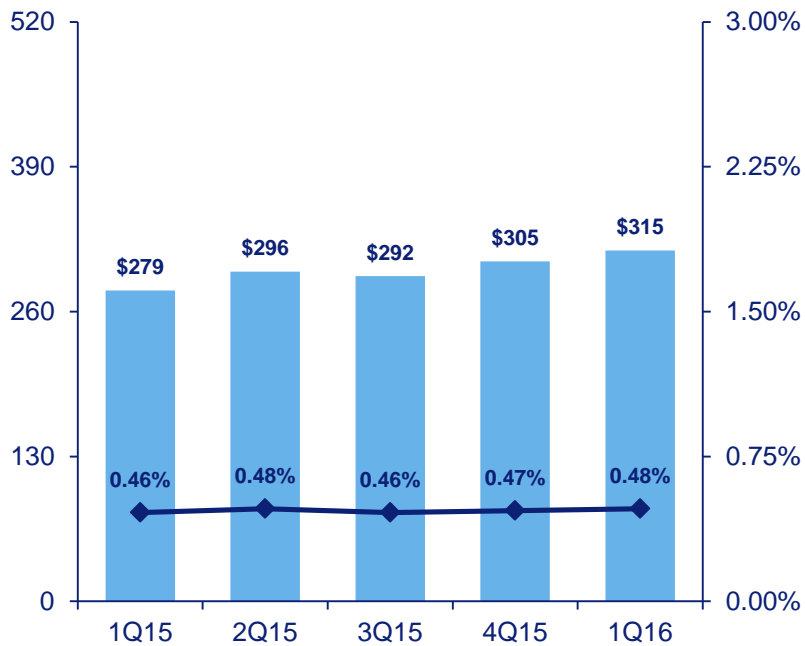
Linked 2Q16 guidance:

- Modest increase in net interest income and relatively stable net interest margin
 - *Headwinds:* loan growth mix, lower long-term rates
 - *Tailwinds:* earning asset growth, increase in short-term rates

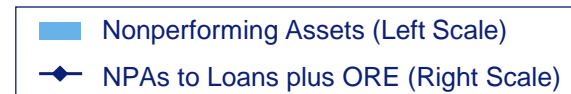
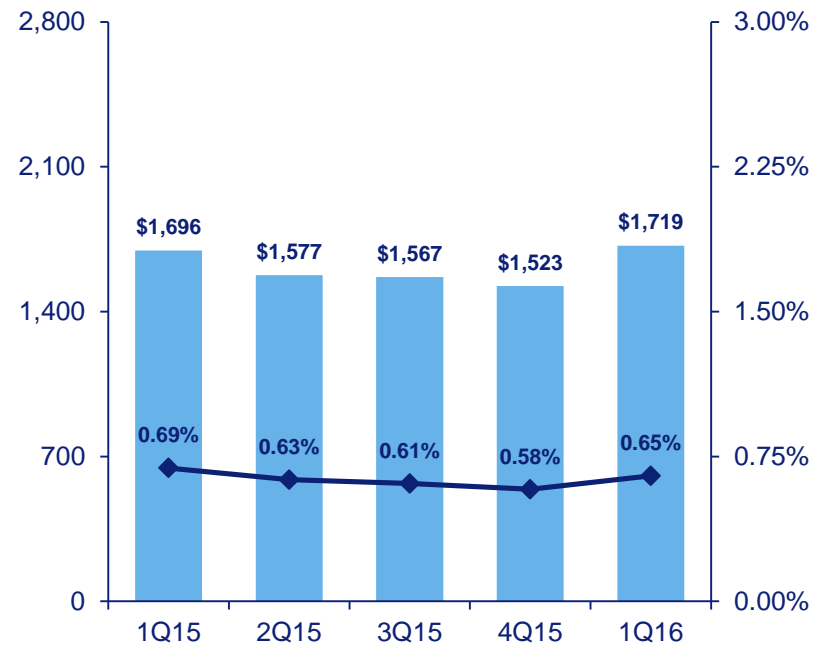
Credit Quality

\$ in millions

Net Charge-offs



Nonperforming Assets

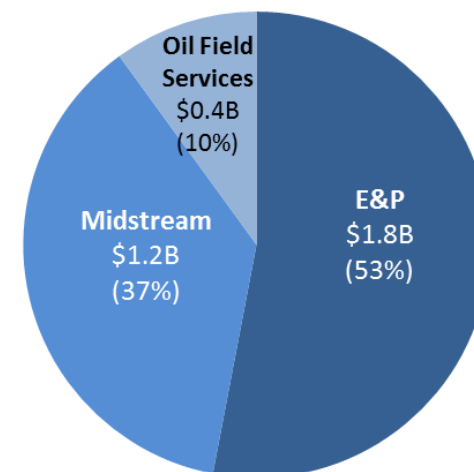


Energy Credit

	Energy			% Change		All Other			% Change	
	1Q16	4Q15	1Q15	vs. 4Q15	vs. 1Q15	1Q16	4Q15	1Q15	vs. 4Q15	vs. 1Q15
Loans	\$3,417	\$3,183	\$3,345	7%	2%	\$261,105	\$257,666	\$241,956	1%	8%
Commitments	11,931	12,118	12,564	-2%	-5%	544,426	536,286	496,328	2%	10%
Nonperforming Assets	\$276	\$19	\$1	NM	NM	\$1,443	\$1,504	\$1,695	-4%	-15%
NPAs/Loans + OREO	8.08%	0.60%	0.03%			0.55%	0.58%	0.70%		

Energy	1Q16	4Q15	1Q15	% Change	
				Q-Q	Y-Y
Reserves	\$310	\$172	\$87	80%	256%
Reserves to Loans	9.1%	5.4%	2.6%		
Criticized Commitments	\$4,167	\$1,886	\$1,564	121%	166%
Total Criticized/Commitments	35%	16%	12%		
Investment Grade					
Total Loans	17%				
Total Commitments	43%				
Unfunded Commitments	54%				

Loans by Segment



Best in Class Debt Rating

USB is the highest rated peer bank in the U.S. across all rating agencies and is recognized by S&P and Fitch as the highest rated bank globally

- Funding advantage
- Competitive advantages include pricing, flight-to-quality and sales force confidence

U.S. Peers

Holding Company	S&P	Moody's	Fitch	DBRS
U.S. Bancorp	A+	A1	AA	AA
Wells Fargo	A	A2	AA-	AA
BB&T	A-	A2	A+	A (high)
JP Morgan	A-	A3	A+	A (high)
PNC Financial	A-	A3	A+	A (high)
Bank of America	BBB+	Baa1	A	A (low)
Fifth Third Bancorp	BBB+	Baa1	A	A (low)
SunTrust	BBB+	Baa1	A-	A (low)
KeyBank	BBB+	Baa1	A-	BBB (high)
Regions Financial	BBB	Baa3	BBB	BBB

Large European Banks

Holding Company	S&P	Moody's	Fitch	DBRS
U.S. Bancorp	A+	A1	AA	AA
HSBC	A	A1	AA-	AA (low)
BNP Paribas	A	A1	A+	AA (low)
Credit Agricole	A	A2	A	A (high)
Societe Generale	A	A2	A	A (high)
Banco Santander	A-	A3	A-	A
Lloyds Banking Grp	BBB+	Baa1	A+	A
Deutsche Bank AG	BBB+	Baa1	A-	A
Barclays Plc	BBB	Baa3	A	
RBS Group Plc	BBB-	Ba1	BBB+	BBB

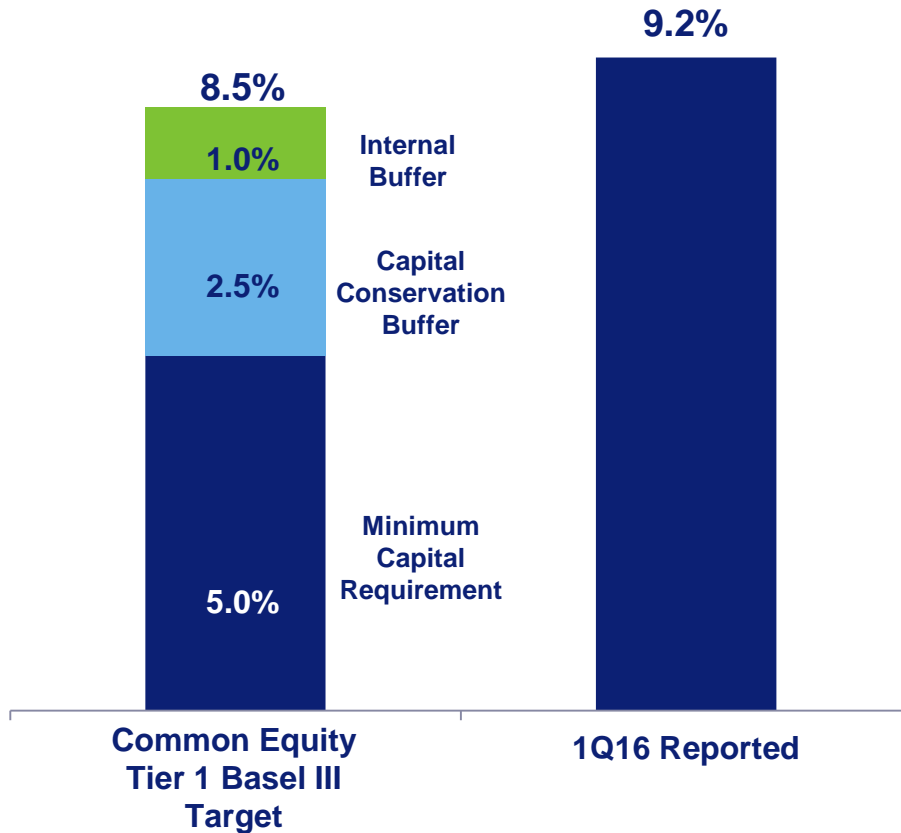
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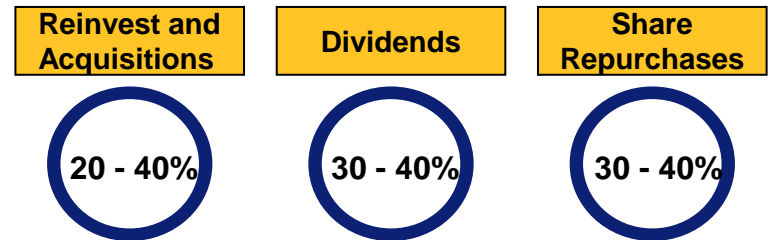


Capital Management

- Common Equity Tier 1 Basel III target increased 50 bps from 8.0% to 8.5%



Earnings Distribution Target



Hypothetical Earnings Distribution Example			
Dividends	30%	Reinvestment	30%
Share Repurchases	40%	Assumed ROTCE	20%
Discretionary Distributions	70%	Balance Sheet Growth	6%

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2Q16 Linked Quarter Update

- Loan Growth: Approximately 1.5% growth
- Net Interest Margin: Relatively stable
- Net Interest Income: Modest growth
- Credit Quality: NCOs and provision expense relatively stable
- Mortgage Fees: Increase 10 – 20% (seasonally higher volumes)
- Noninterest Expense: Increase approximately 4%
 - Seasonality
 - Elevated branding costs
 - Compliance costs (peak in 2Q16)
- Efficiency Ratio: Slightly improving





Appendix

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	March 31, 2016	December 31, 2015	September 30, 2015	June 30, 2015	March 31, 2015
Total equity	\$47,393	\$46,817	\$45,767	\$45,231	\$44,965
Preferred stock	(5,501)	(5,501)	(4,756)	(4,756)	(4,756)
Noncontrolling interests	(638)	(686)	(692)	(694)	(688)
Goodwill (net of deferred tax liability) (1)	(8,270)	(8,295)	(8,324)	(8,350)	(8,360)
Intangible assets, other than mortgage servicing rights	(820)	(838)	(779)	(744)	(783)
Tangible common equity (a)	32,164	31,497	31,216	30,687	30,378
Tangible common equity (as calculated above)	32,164	31,497	31,216	30,687	30,378
Adjustments (2)	99	67	118	125	158
Common equity tier 1 capital estimated for the Basel III fully implemented standardized and advanced approaches (b)	32,263	31,564	31,334	30,812	30,536
Total assets	428,638	421,853	415,943	419,075	410,233
Goodwill (net of deferred tax liability) (1)	(8,270)	(8,295)	(8,324)	(8,350)	(8,360)
Intangible assets, other than mortgage servicing rights	(820)	(838)	(779)	(744)	(783)
Tangible assets (c)	419,548	412,720	406,840	409,981	401,090
Risk-weighted assets, determined in accordance with prescribed transitional standardized approach regulatory requirements (d)	346,227	341,360	336,227	333,177	327,709
Adjustments (3)	3,485	3,892	3,532	3,532	3,153
Risk-weighted assets estimated for the Basel III fully implemented standardized approach (e)	349,712	345,252	339,759	336,709	330,862
Risk-weighted assets, determined in accordance with prescribed transitional advanced approaches regulatory requirements	267,309	261,668	248,048	245,038	254,892
Adjustments (4)	3,707	4,099	3,723	3,721	3,321
Risk-weighted assets estimated for the Basel III fully implemented advanced approaches (f)	271,016	265,767	251,771	248,759	258,213
Ratios					
Tangible common equity to tangible assets (a)/(c)	7.7 %	7.6 %	7.7 %	7.5 %	7.6 %
Tangible common equity to risk-weighted assets (a)/(d)	9.3	9.2	9.3	9.2	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	9.2	9.2	9.2
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented advanced approaches (b)/(f)	11.9	11.9	12.4	12.4	11.8

(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.

Non-GAAP Financial Measures

Line of Business Financial Performance

\$ in millions	Revenue	Revenue	Revenue
Line of Business Financial Performance	1Q16 TTM	2015	2010
Wholesale Banking and Commercial Real Estate	\$ 2,880	\$ 2,924	\$ 3,131
Consumer and Small Business Banking	7,053	7,114	7,168
Wealth Management and Securities Services	1,888	1,852	1,403
Payment Services	5,400	5,301	4,489
Treasury and Corporate Support	3,216	3,115	1,957
Consolidated Company	20,437	20,306	18,148
Less Treasury and Corporate Support	3,216	3,115	1,957
Consolidated Company excluding Treasury and Corporate Support	\$ 17,221	\$ 17,191	\$ 16,191
Percent of Total			
Wholesale Banking and Commercial Real Estate	14%	15%	17%
Consumer and Small Business Banking	35%	35%	39%
Wealth Management and Securities Services	9%	9%	8%
Payment Services	26%	26%	25%
Treasury and Corporate Support	16%	15%	11%
Total	100%	100%	100%
Percent of Total excluding Treasury and Corporate Support			
Wholesale Banking and Commercial Real Estate	17%	17%	19%
Consumer and Small Business Banking	41%	41%	44%
Wealth Management and Securities Services	11%	11%	9%
Payment Services	31%	31%	28%
Total	100%	100%	100%



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