U.S. Bancorp

2Q12 Earnings Conference Call

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July 18, 2012

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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 effects of recently enacted and future legislation and regulation. U.S. Bancorp's results could also be adversely affected by continued 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, 2011, 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.

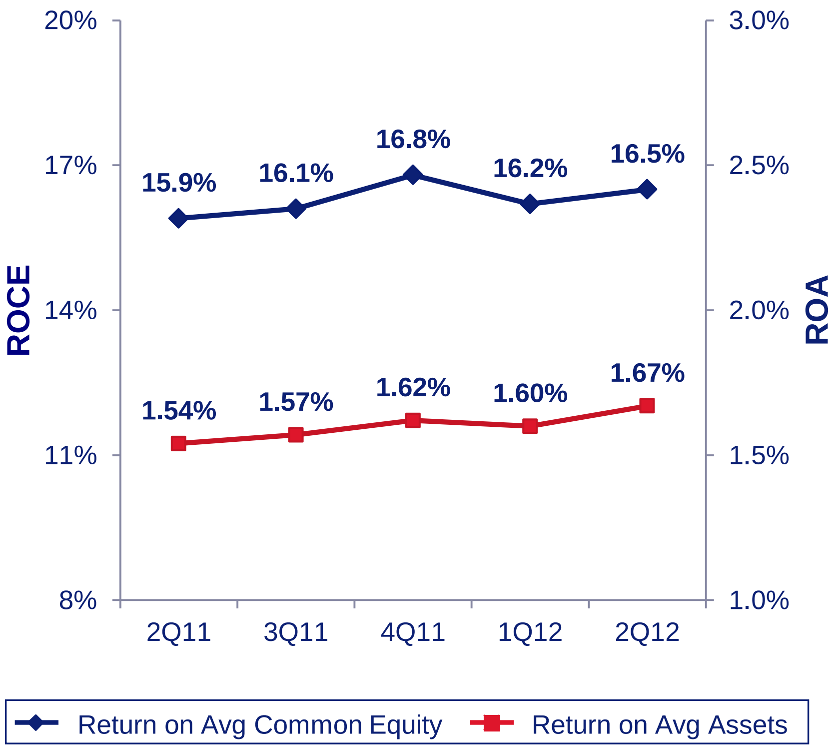
This presentation includes non-GAAP financial measures to describe U.S. Bancorp's performance. The reconciliations of those measures to GAAP measures are provided within or in the appendix of the presentation. These disclosures should not be viewed as a substitute for operating results determined in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

2Q12 Highlights

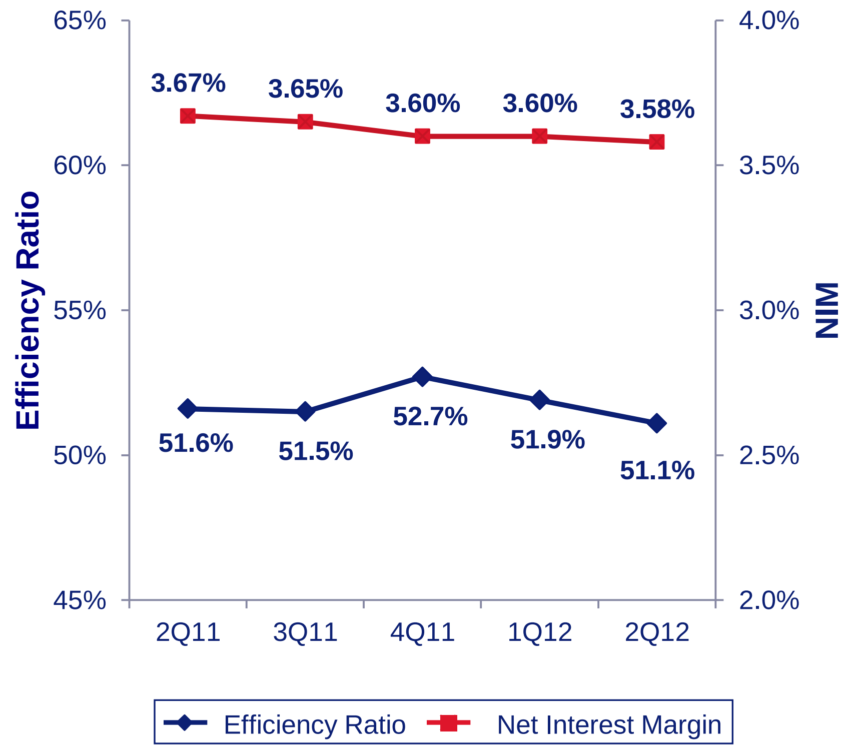
- ✓ Record net income of $1.4 billion; $0.71 per diluted common share
- ✓ Total net revenue of $5.1 billion, up 8.1% vs. 2Q11
  - Net interest income growth of 6.6% vs. 2Q11
  - Noninterest income growth of 9.7% vs. 2Q11
- ✓ Positive operating leverage on both a year-over-year and a linked quarter basis
- ✓ Average loan growth of 7.7% vs. 2Q11 and average loan growth of 1.9% vs. 1Q12
- ✓ Strong average deposit growth of 10.5% vs. 2Q11 and average deposit growth of 1.3% vs. 1Q12
- ✓ Net charge-offs declined 8.9% vs. 1Q12
- ✓ Nonperforming assets declined 6.9% vs. 1Q12 (12.3% including covered assets)
- ✓ Capital generation continues to fortify capital position
  - Tier 1 common equity ratio of 8.8%
  - Tier 1 capital ratio of 10.7%
  - Repurchased 13 million shares of common stock during 2Q12

Performance Ratios

ROCE and ROA



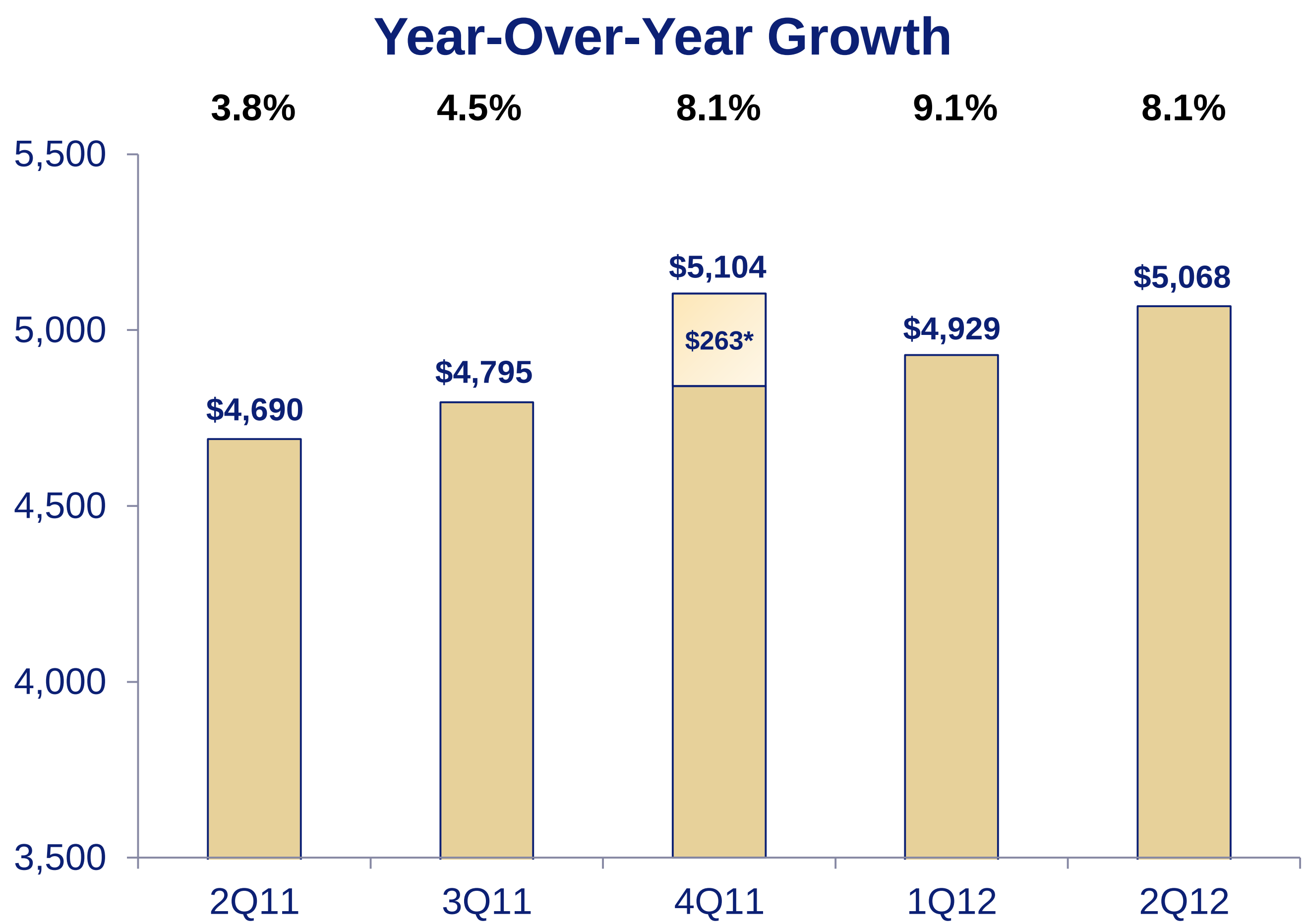
Efficiency Ratio and Net Interest Margin



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

Revenue Growth

$ in millions

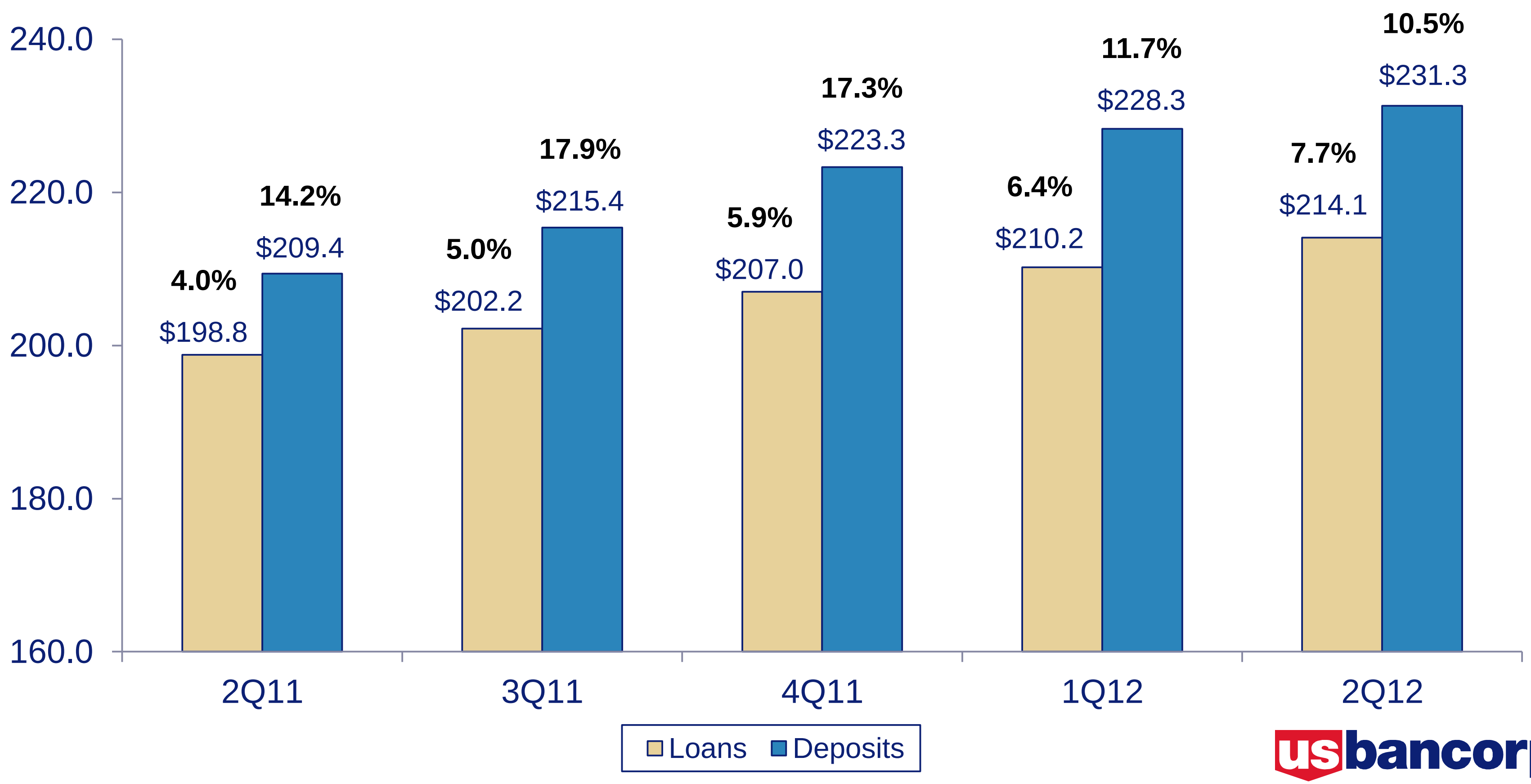


* Gain on merchant processing agreement settlement
Taxable-equivalent basis

Loan and Deposit Growth

$ in billions

Average Balances Year-Over-Year Growth



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Credit Quality

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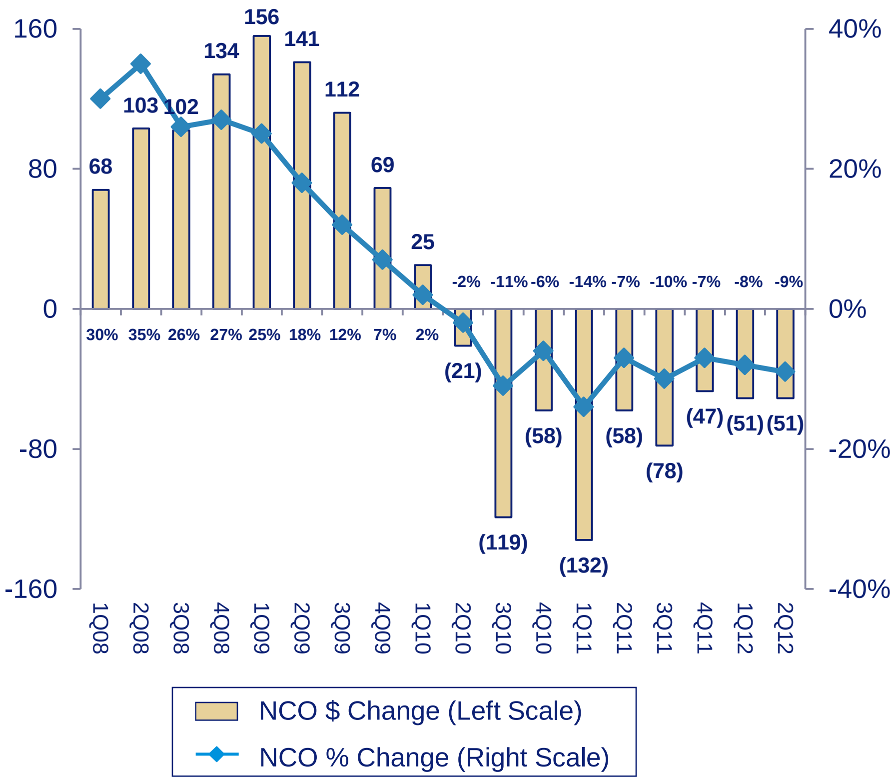
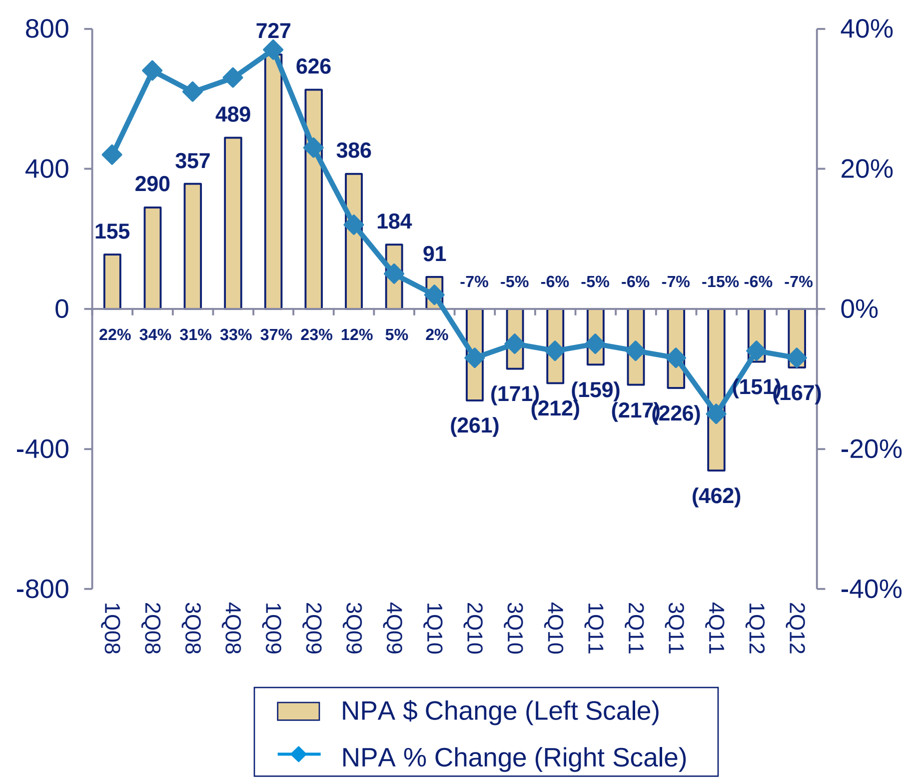
$ in millions

Change in Net Charge-offs



Change in Nonperforming Assets*



* Excluding Covered Assets (assets subject to loss sharing agreements with FDIC), 1Q11 change in NPAs excludes FCB acquisition ($287 million)
Linked quarter change

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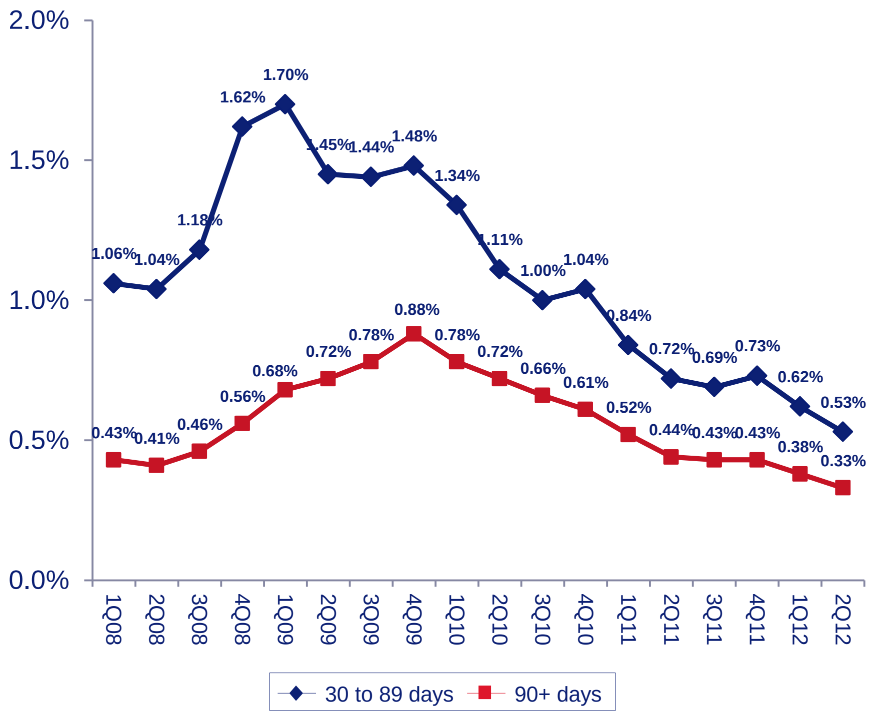
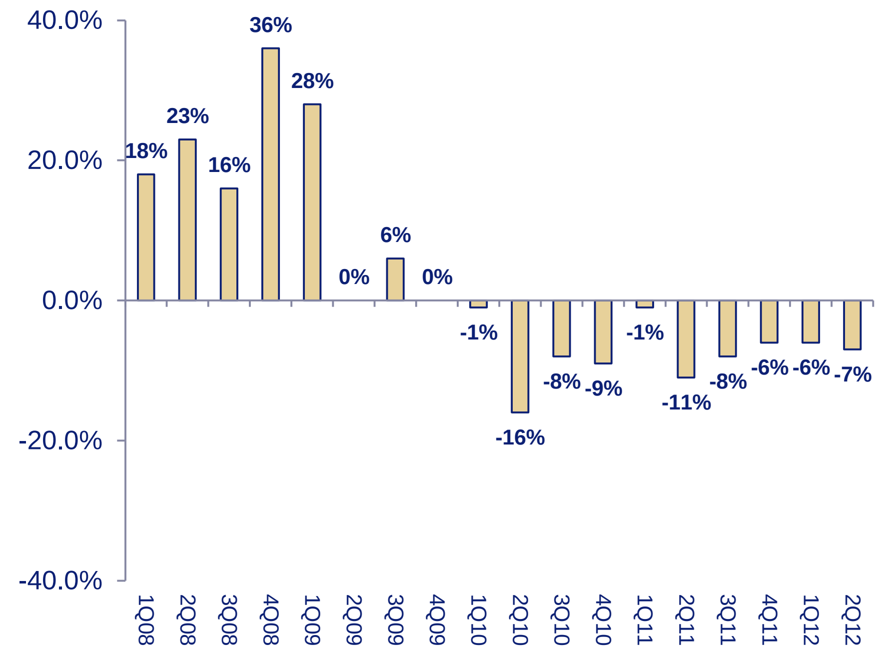
Credit Quality - Outlook

- The Company expects the level of Net Charge-offs and Nonperforming Assets to trend modestly lower during 3Q12

Delinquencies*



Changes in Criticized Assets*



* Excluding Covered Assets (assets subject to loss sharing agreements with FDIC)
1Q11 change in criticized assets excludes FCB acquisition

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Earnings Summary

$ in millions, except per-share data

	2Q12	1Q12	2Q11	% B/(W) vs 1Q12	% B/(W) vs 2Q11	YTD 2Q12	YTD 2Q11	% B/(W)
Net Interest Income	$ 2,713	$ 2,690	$ 2,544	0.9	6.6	$ 5,403	$ 5,051	7.0
Noninterest Income	2,355	2,239	2,146	5.2	9.7	4,594	4,158	10.5
Total Revenue	**5,068**	**4,929**	**4,690**	**2.8**	**8.1**	**9,997**	**9,209**	**8.6**
Noninterest Expense	2,601	2,560	2,425	(1.6)	(7.3)	5,161	4,739	(8.9)
Operating Income	**2,467**	**2,369**	**2,265**	**4.1**	**8.9**	**4,836**	**4,470**	**8.2**
Net Charge-offs	520	571	747	8.9	30.4	1,091	1,552	29.7
Excess Provision	(50)	(90)	(175)	--	--	(140)	(225)	--
Income before Taxes	**1,997**	**1,888**	**1,693**	**5.8**	**18.0**	**3,885**	**3,143**	**23.6**
Applicable Income Taxes	619	583	514	(6.2)	(20.4)	1,202	935	(28.6)
Noncontrolling Interests	37	33	24	12.1	54.2	70	41	70.7
Net Income	**1,415**	**1,338**	**1,203**	**5.8**	**17.6**	**2,753**	**2,249**	**22.4**
Preferred Dividends/Other	70	53	36	(32.1)	(94.4)	123	79	(55.7)
NI to Common	**$ 1,345**	**$ 1,285**	**$ 1,167**	**4.7**	**15.3**	**$ 2,630**	**$ 2,170**	**21.2**
Diluted EPS	$ 0.71	$ 0.67	$ 0.60	6.0	18.3	$ 1.38	$ 1.12	23.2
Average Diluted Shares	1,898	1,910	1,929	0.6	1.6	1,904	1,929	1.3

Taxable-equivalent basis

2Q12 Results - Key Drivers

vs. 2Q11

- ✓ Net Revenue growth of 8.1%
  - Net interest income growth of 6.6%; net interest margin of 3.58% vs. 3.67%
  - Noninterest income growth of 9.7%
- ✓ Noninterest expense growth of 7.3%
- ✓ Provision for credit losses lower by $102 million
  - Net charge-offs lower by $227 million
  - Provision lower than NCOs by $50 million vs. $175 million in 2Q11

vs. 1Q12

- ✓ Net Revenue growth of 2.8%
  - Net interest income growth of 0.9%; net interest margin of 3.58% vs. 3.60%
  - Noninterest income growth of 5.2%
- ✓ Noninterest expense growth of 1.6%
- ✓ Provision for credit losses lower by $11 million
  - Net charge-offs lower by $51 million
  - Provision lower than NCOs by $50 million vs. $90 million in 1Q12

Capital Position

$ in billions

	2Q12	1Q12	4Q11	3Q11	2Q11
Shareholders' equity	$ 37.8	$ 35.9	$ 34.0	$ 33.2	$ 32.5
Tier 1 capital	30.0	30.0	29.2	28.1	27.8
Total risk-based capital	36.4	36.4	36.1	35.4	35.1
Tier 1 common equity ratio	8.8%	8.7%	8.6%	8.5%	8.4%
Tier 1 capital ratio	10.7%	10.9%	10.8%	10.8%	11.0%
Total risk-based capital ratio	13.0%	13.3%	13.3%	13.5%	13.9%
Leverage ratio	9.1%	9.2%	9.1%	9.0%	9.2%
Tangible common equity ratio	6.9%	6.9%	6.6%	6.6%	6.5%
Tangible common equity % of RWA	8.5%	8.3%	8.1%	8.1%	8.0%
Basel III					
Tier 1 common equity ratio using Basel III proposals published prior to June 2012	-	8.4%	8.2%	8.2%	8.1%
Tier 1 common equity ratio approximated using proposed rules for the Basel III standardized approach released June 2012	7.9%	-	-	-	-

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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 = $164 million
- ✓ Repurchase requests expected to remain relatively stable over next few quarters

Mortgage Representation and Warranties Reserve

$ in millions	2Q12	1Q12	4Q11	3Q11	2Q11
Beginning Reserve	$202	$160	$162	$173	$181
Net Realized Losses	(31)	(25)	(31)	(31)	(43)
Additions to Reserve	45	67	29	20	35
Ending Reserve	$216	$202	$160	$162	$173
Mortgages repurchased and make-whole payments	$58	$55	$61	$57	$72

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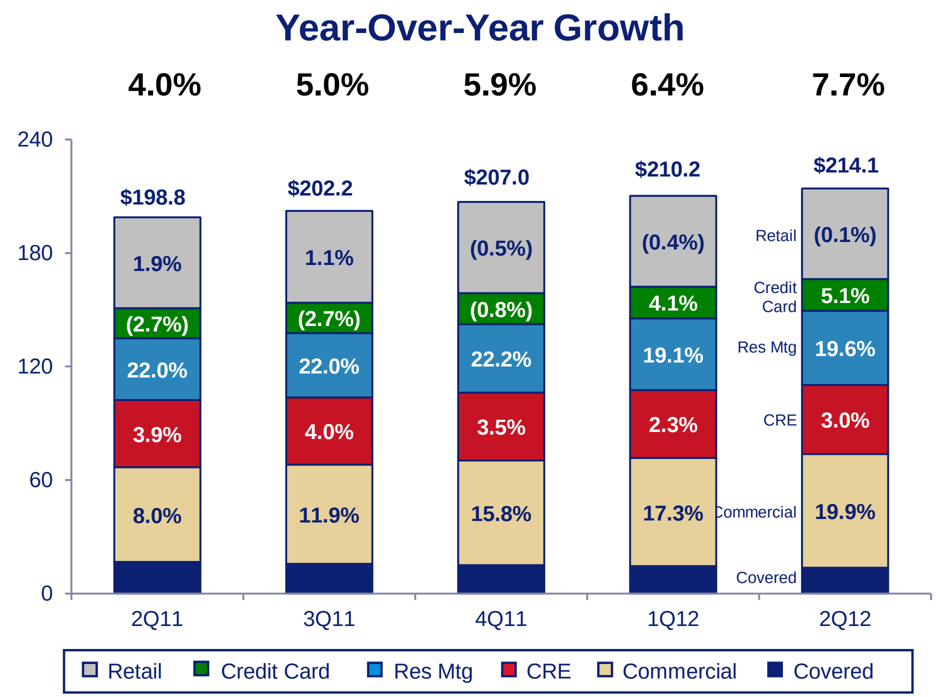
Appendix

Average Loans

$ in billions

Average Loans



Key Points

vs. 2Q11

- ✓ Average total loans grew by $15.3 billion, or 7.7%
- ✓ Average total loans, excluding covered loans, were higher by 10.0%
- ✓ Average total commercial loans increased $10.0 billion, or 19.9%

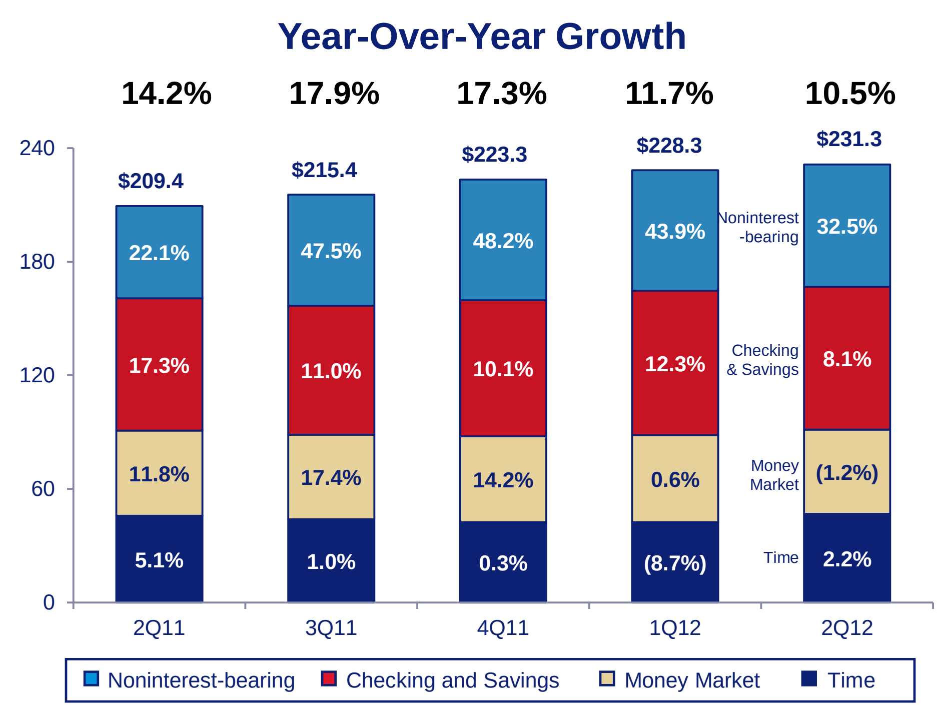
vs. 1Q12

- ✓ Average total loans grew by $3.9 billion, or 1.9%
- ✓ Average total loans, excluding covered loans, were higher by 2.4%
- ✓ Average total commercial loans increased $2.9 billion, or 5.1%

Average Deposits

$ in billions

Average Deposits



Key Points

vs. 2Q11

- ✓ Average total deposits increased by $21.9 billion, or 10.5%
- ✓ Average low cost deposits (NIB, interest checking, money market and savings) increased by $20.9 billion, or 12.8%

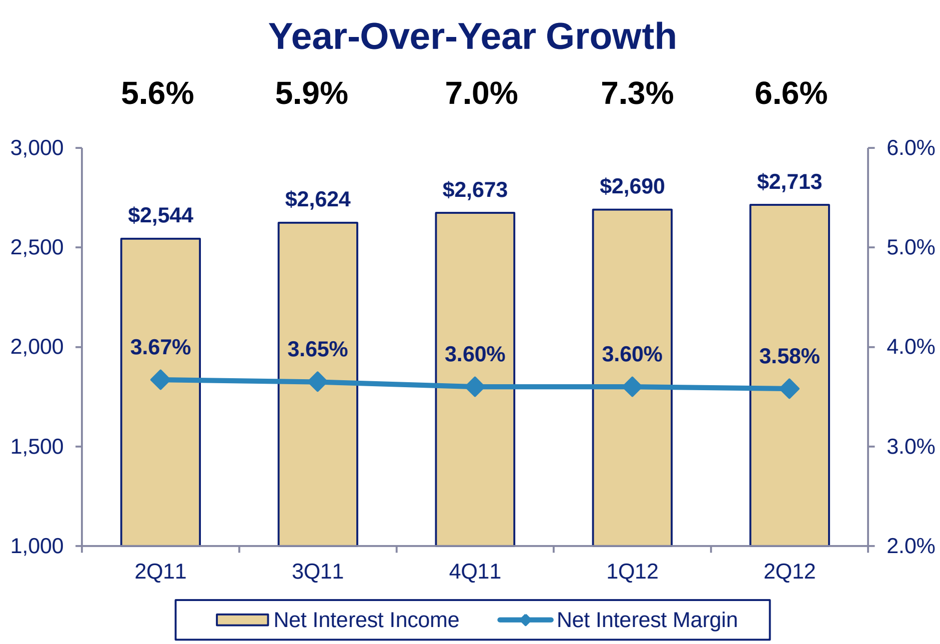
vs. 1Q12

- ✓ Average total deposits increased by $3.0 billion, or 1.3%
- ✓ Average low cost deposits decreased by $1.3 billion, or 0.7%

Net Interest Income

$ in millions

Net Interest Income



Key Points

vs. 2Q11

- ✓ Average earning assets grew by $26.2 billion, or 9.4%
- ✓ Net interest margin lower by 9 bp (3.58% vs. 3.67%) driven by:
  - Higher balances in lower yielding investment securities and a decline in loan yields
  - Partially offset by lower deposit rates, a reduction in the average cash position at the Federal Reserve, and the classification change of credit card balance transfer fees from noninterest income to interest income beginning 1Q12

vs. 1Q12

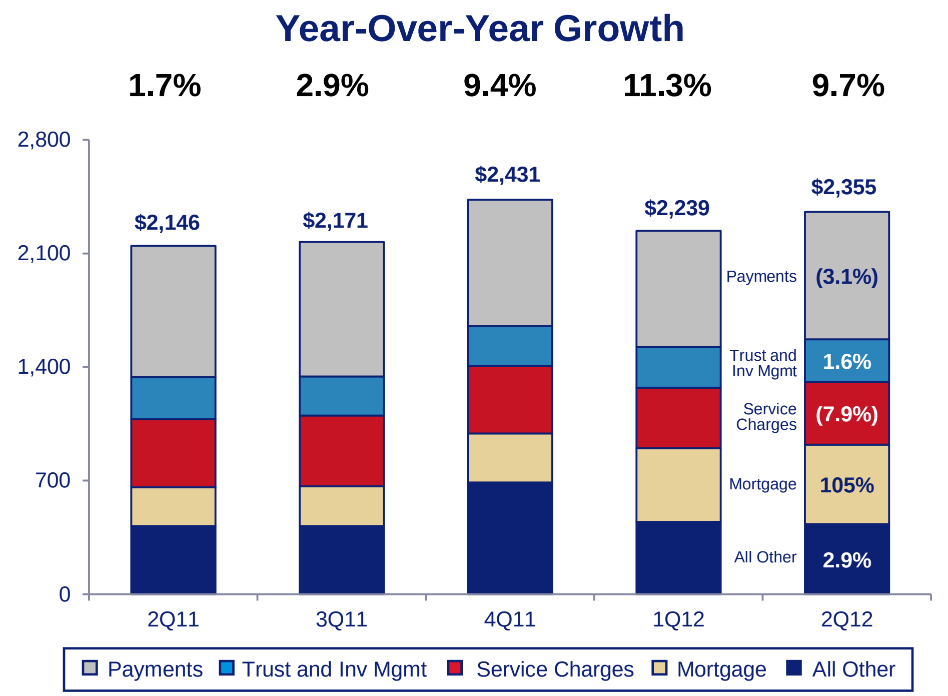
- ✓ Average earning assets grew by $3.7 billion, or 1.2%
- ✓ Net interest margin lower by 2 bp (3.58% vs. 3.60%) driven by:
  - Continued growth in lower yielding investment securities and lower loan yields
  - Partially offset by lower rates on long-term debt and a reduction in the average cash position at the Federal Reserve

Taxable-equivalent basis

Noninterest Income

$ in millions

Noninterest Income



Notable Noninterest Income Items

	2Q11	3Q11	4Q11	1Q12	2Q12
Non-operating gains	$ -	$ -	$ 263	$ -	$ -
Total	$ -	$ -	$ 263	$ -	$ -

Key Points

vs. 2Q11

✓ Noninterest income grew by $209 million, or 9.7%, driven by:

- Mortgage banking revenue increase of $251 million
- Merchant processing (6.2% growth)
- Lower credit and debit card revenue (17.8% decline) due to the impact of legislative changes to debit interchange fees and the classification change of credit card balance transfer fees from noninterest income to interest income beginning 1Q12, partially offset by higher transaction volumes and a credit related to the final expiration of debit card customer rewards
- Lower ATM processing services revenue (21.9% decline) due to classifying surcharge revenue passed through to others as a reduction of revenue beginning 1Q12 rather than occupancy expense as in previous periods

vs. 1Q12

✓ Noninterest income grew by $116 million, or 5.2%, driven by:

- Mortgage banking revenue increase of $38 million
- Higher payments revenue (9.8% increase) primarily due to higher volumes

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

Noninterest Expense

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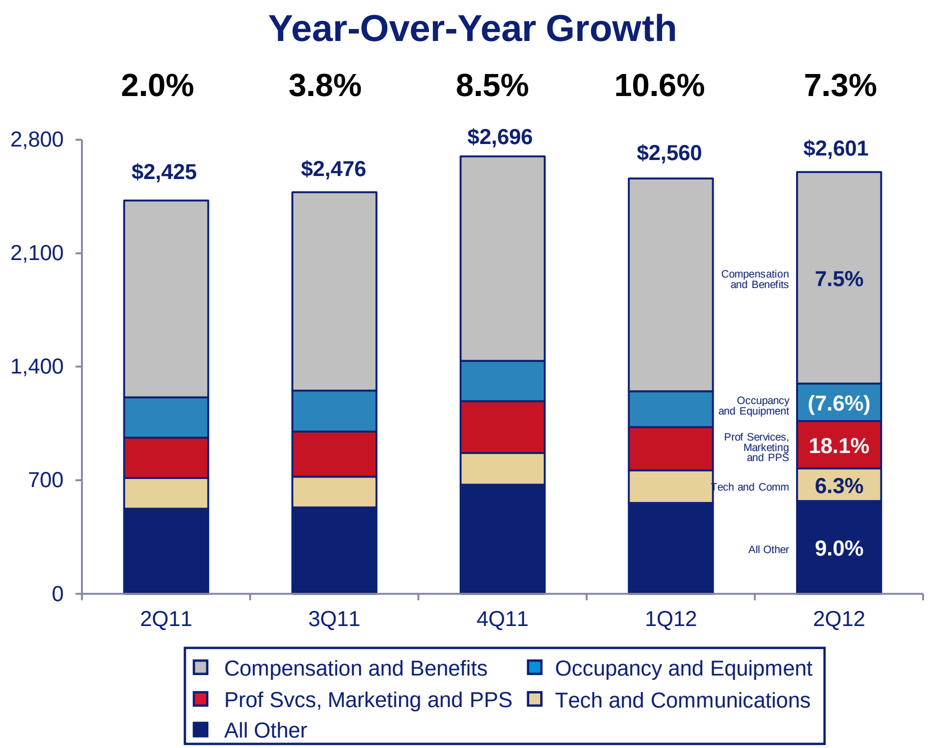
$ in millions

Noninterest Expense



Notable Noninterest Expense Items

	2Q11	3Q11	4Q11	1Q12	2Q12
Mortgage servicing matters	$ -	$ -	$ 130	$ -	$ -
Total	$ -	$ -	$ 130	$ -	$ -

Key Points

vs. 2Q11

✓ Noninterest expense was higher by $176 million, or 7.3%, driven by:

- Increased compensation (7.2%) and employee benefits (9.0%)
- Increase in professional services (65.9%) principally due to mortgage servicing review-related project
- Increase in other expense driven by accrual related to indemnification obligations associated with Visa Inc.
- Lower net occupancy and equipment (7.6%) principally reflecting the change in classification of ATM surcharge revenue passed through to others
- Lower marketing (11.1%) due to the timing of advertising campaigns

vs. 1Q12

✓ Noninterest expense was higher by $41 million, or 1.6%, driven by:

- Higher professional services (61.9%) due to mortgage servicing review-related project
- Higher other expense primarily due to Visa accrual and costs related to investments in affordable housing and other tax-advantaged projects, partially offset by lower regulatory and insurance-related costs
- Lower marketing (26.6%) due to the timing of charitable contributions and payments-related initiatives

Credit Quality - Commercial Loans

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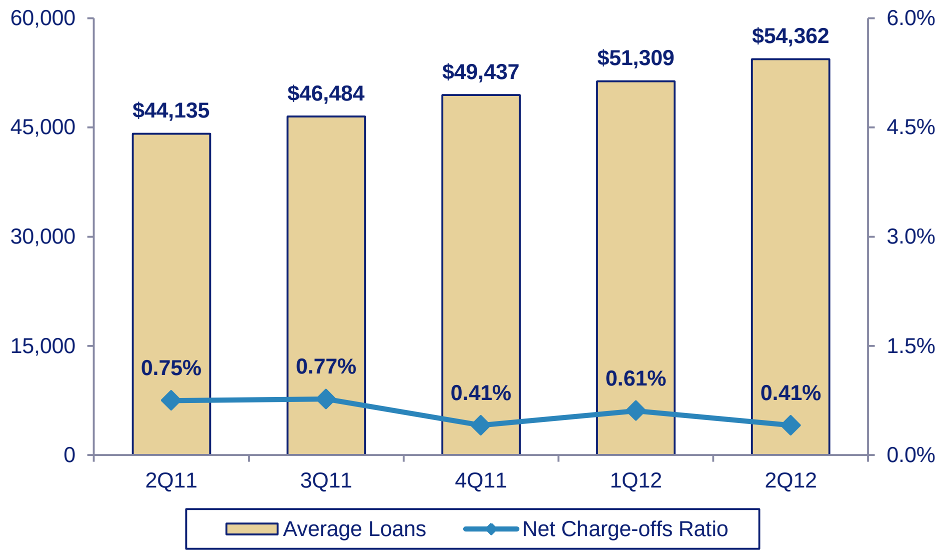
$ in millions

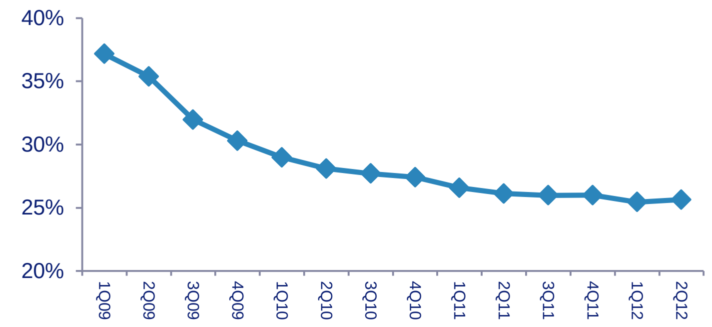
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$44,135	$51,309	$54,362
30-89 Delinquencies	0.46%	0.30%	0.26%
90+ Delinquencies	0.09%	0.08%	0.07%
Nonperforming Loans	0.78%	0.53%	0.31%

Revolving Line Utilization Trend



Comments

- ✓ Nonperforming loans and delinquencies continued to improve year-over-year and on a linked quarter basis
- ✓ Net charge-offs improved on a linked quarter and year-over-year basis
- ✓ Strong new lending activity of both loans and commitments resulted in 6% linked quarter average loan growth; utilization rates remained historically low

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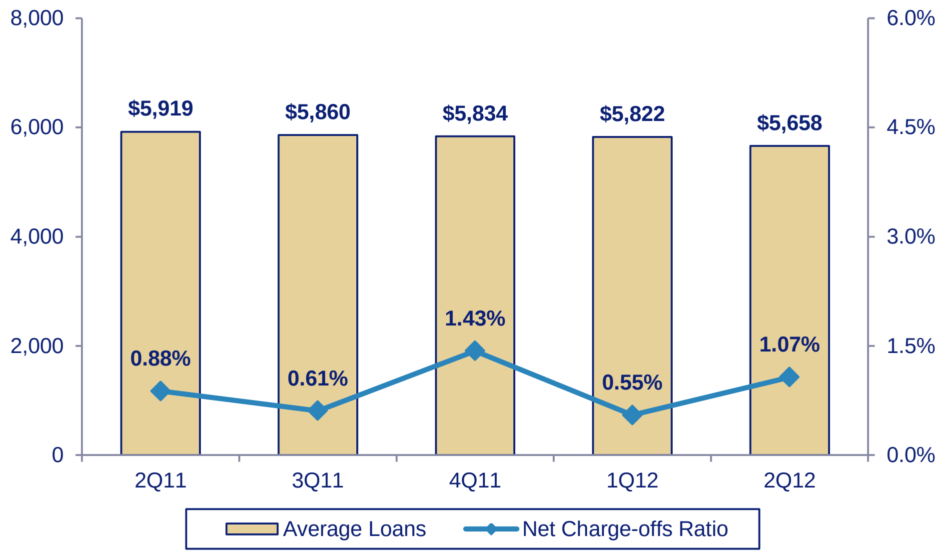
Credit Quality - Commercial Leases

$ in millions

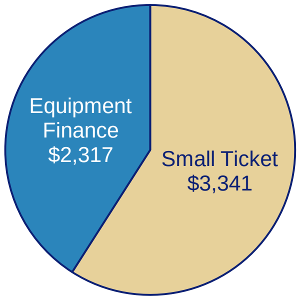
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$5,919	$5,822	$5,658
30-89 Delinquencies	1.00%	0.89%	0.83%
90+ Delinquencies	0.02%	0.00%	0.00%
Nonperforming Loans	0.73%	0.54%	0.40%

Commercial Leases



Comments

- ✓ Net charge-offs increased this quarter primarily due to a single transaction
- ✓ Overall credit quality continued to improve as nonperforming loans and delinquencies declined on a linked quarter and year-over-year basis

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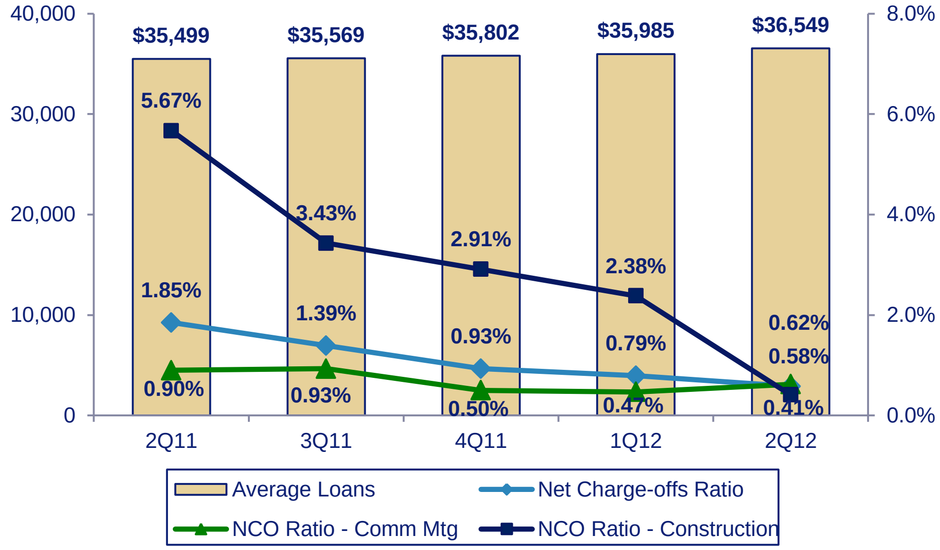
Credit Quality - Commercial Real Estate

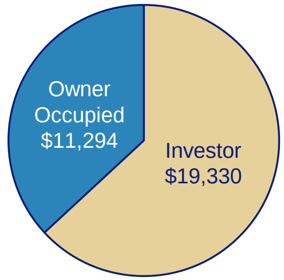
$ in millions

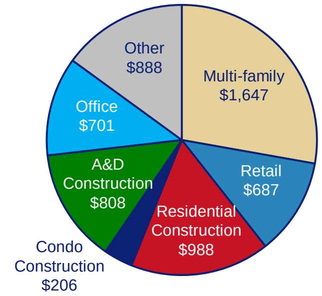
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$35,499	$35,985	$36,549
30-89 Delinquencies	0.45%	0.45%	0.24%
90+ Delinquencies	0.01%	0.04%	0.03%
Nonperforming Loans	3.84%	2.10%	1.89%
Performing TDRs*	225	630	596





Comments

- ✓ Nonperforming loans continue to decline as the Company continues to resolve and reduce exposures in this portfolio
- ✓ Net charge-offs continue to trend lower primarily driven by improvement in the credit quality of the construction portfolio
- ✓ Delinquencies improved significantly on a linked quarter basis

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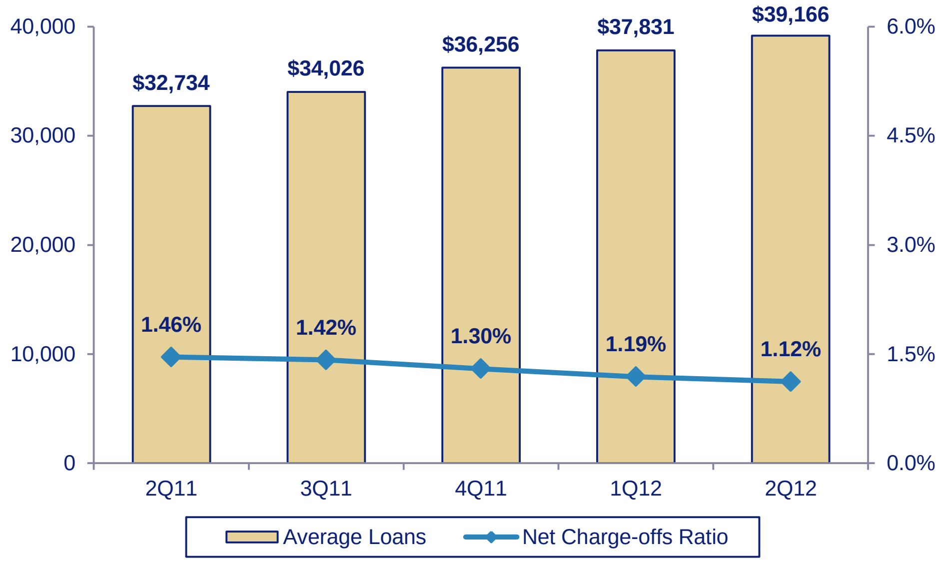
* TDR = troubled debt restructuring, new accounting guidance adopted 3Q11 (FASB Accounting Standards Update No. 2011-02)

Credit Quality - Residential Mortgage

$ in millions

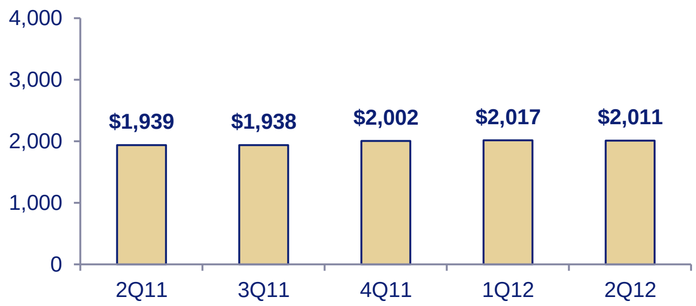
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$32,734	$37,831	$39,166
30-89 Delinquencies	1.11%	0.95%	0.86%
90+ Delinquencies	1.13%	0.79%	0.80%
Nonperforming Loans	2.03%	1.78%	1.65%

Residential Mortgage Performing TDRs*



* Excludes GNMA loans, whose repayments are insured by the FHA or guaranteed by the Department of VA ($1,352 million 2Q12)

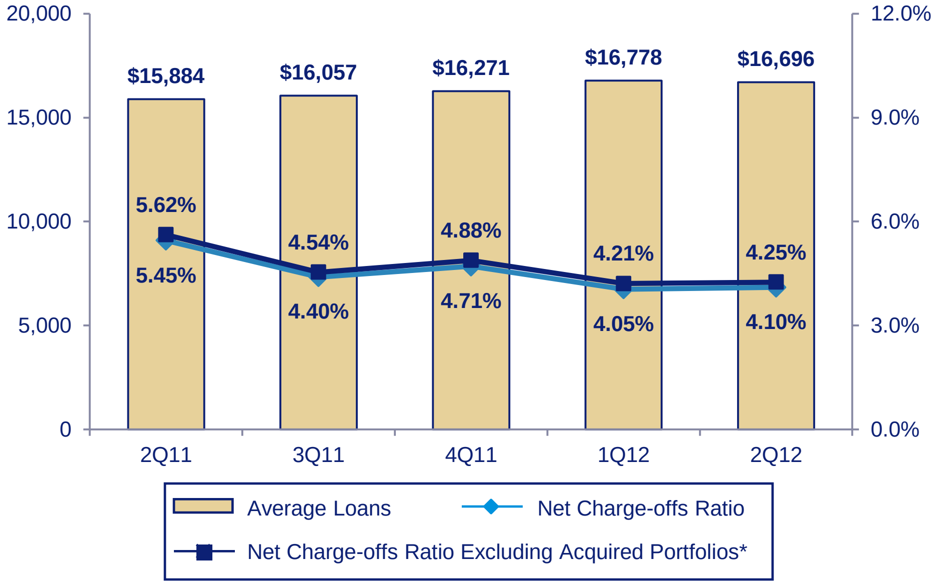
Comments

- ✓ Strong growth in high quality originations (weighted average FICO 761, weighted average LTV 68%) as average loans increased 3.5% over 1Q12, driven by demand for refinancing
- ✓ Continued to help home owners by successfully modifying 2,874 loans (owned and serviced) in 2Q12, representing $495 million in balances
- ✓ Delinquencies, nonperforming loans, and net charge-offs improved on a year-over-year basis

Credit Quality - Credit Card

$ in millions

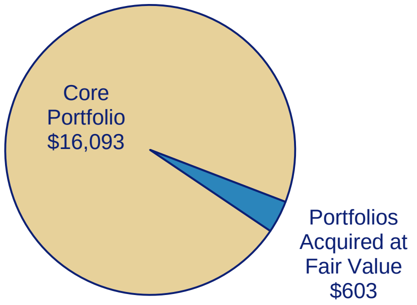
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$15,884	$16,778	$16,696
30-89 Delinquencies	1.34%	1.26%	1.20%
90+ Delinquencies	1.32%	1.33%	1.17%
Nonperforming Loans	1.59%	1.25%	1.12%

Credit Card



Comments

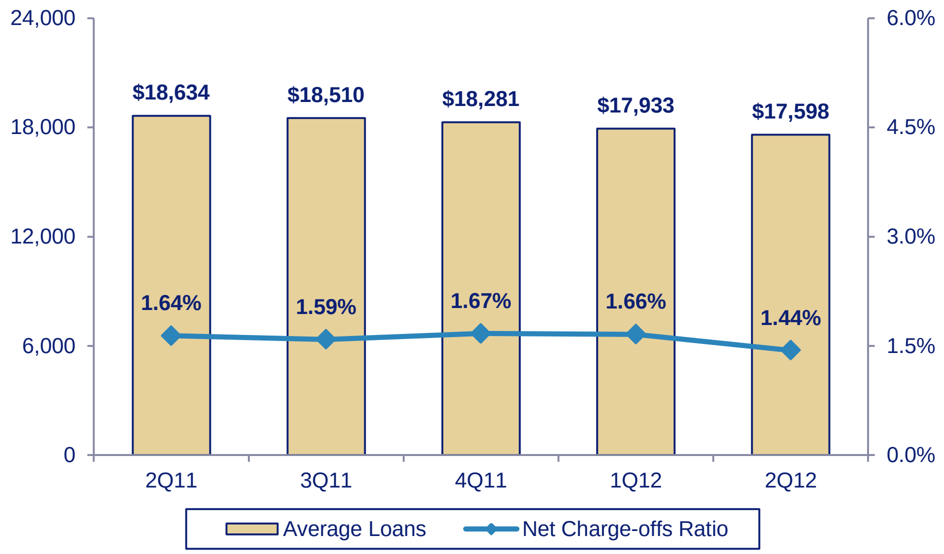
- ✓ Net charge-offs continue to remain low
- ✓ Overall delinquencies and nonperforming loans declined on a linked quarter and year-over-year basis

* Excluding portfolio purchases where the acquired loans were recorded at fair value at the purchase date

Credit Quality - Home Equity

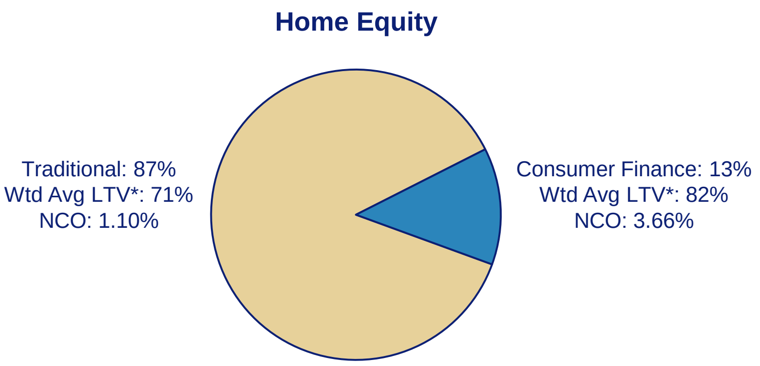
$ in millions

Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$18,634	$17,933	$17,598
30-89 Delinquencies	0.78%	0.82%	0.71%
90+ Delinquencies	0.65%	0.68%	0.30%
Nonperforming Loans	0.22%	0.23%	0.91%



* LTV at origination

Comments

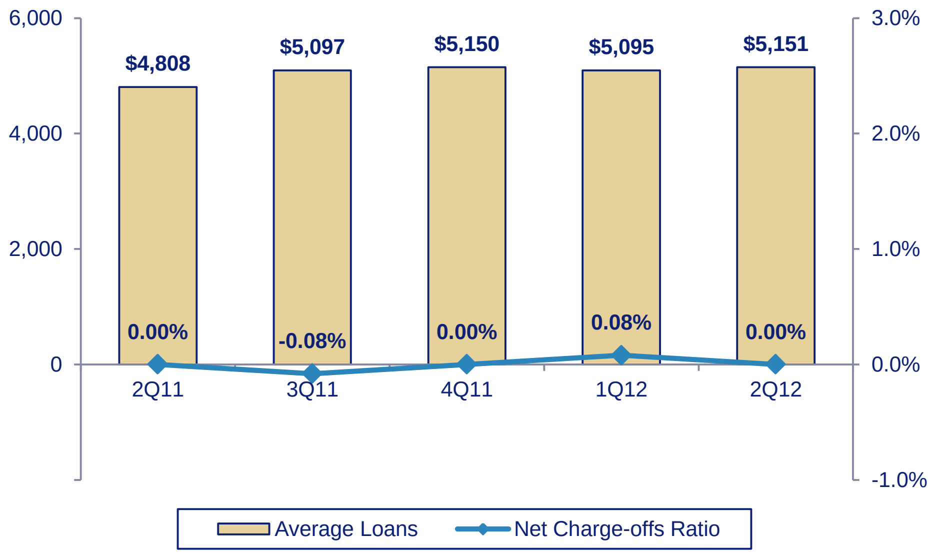
- ✓ High-quality originations (weighted average FICO 772, weighted average CLTV 69%) originated primarily through the retail branch network to existing bank customers on their primary residence
- ✓ Nonperforming loans increased in the quarter as the Company included junior lien loans and lines greater than 120 days past due, as well as junior lien loans and lines behind a first lien greater than 180 days past due or in nonaccrual status, as nonperforming loans

Credit Quality - Retail Leasing

2Q12 Earnings
Conference Call

$ in millions

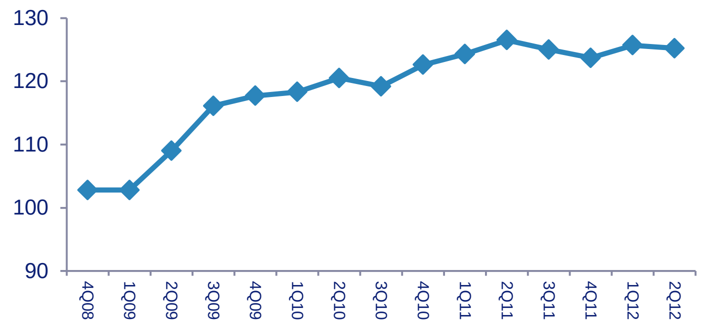
Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$4,808	$5,095	$5,151
30-89 Delinquencies	0.20%	0.12%	0.13%
90+ Delinquencies	0.02%	0.02%	0.00%
Nonperforming Loans	--%	--%	--%

Manheim Used Vehicle Index*



Comments

- ✓ High-quality originations (weighted average FICO 772)
- ✓ Retail leasing delinquencies have stabilized at very low levels
- ✓ Strong used auto values continued to contribute to historically low net charge-offs

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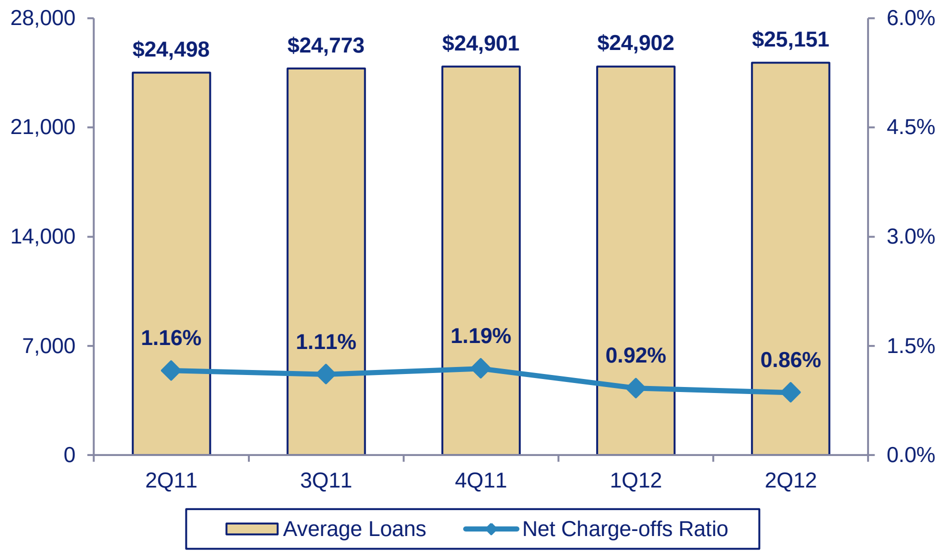
* Manheim Used Vehicle Value Index source: www.manheimconsulting.com, January 1995 = 100, quarter value = average monthly ending value

Credit Quality - Other Retail

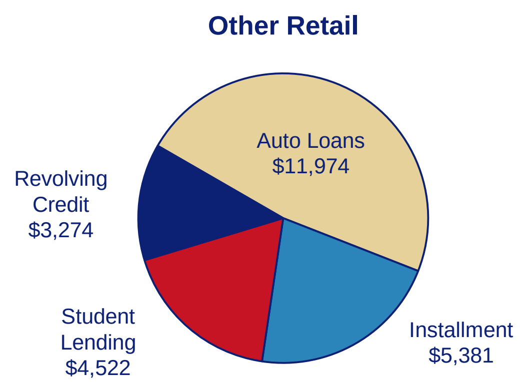
$ in millions

Average Loans and Net Charge-offs Ratios



Key Statistics

	2Q11	1Q12	2Q12
Average Loans	$24,498	$24,902	$25,151
30-89 Delinquencies	0.62%	0.51%	0.51%
90+ Delinquencies	0.20%	0.17%	0.16%
Nonperforming Loans	0.13%	0.10%	0.09%



Comments

- ✓ Average balances grew modestly during the quarter as auto loan demand remained strong
- ✓ Delinquencies and nonperforming loans remained stable
- ✓ Net charge-offs continued to improve

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Non-GAAP Financial Measures

$ in millions	2Q12	1Q12	4Q11	3Q11	2Q11
Total equity	$ 38,874	$ 36,914	$ 34,971	$ 34,210	$ 33,341
Preferred stock	(4,769)	(3,694)	(2,606)	(2,606)	(2,606)
Noncontrolling interests	(1,082)	(1,014)	(993)	(980)	(889)
Goodwill (net of deferred tax liability)	(8,205)	(8,233)	(8,239)	(8,265)	(8,300)
Intangible assets (exclude mortgage servicing rights)	(1,118)	(1,182)	(1,217)	(1,209)	(1,277)
Tangible common equity (a)	23,700	22,791	21,916	21,150	20,269
Tier 1 Capital, determined in accordance with prescribed regulatory requirements using Basel I definition	30,044	29,976	29,173	28,081	27,795
Trust preferred securities	-	(1,800)	(2,675)	(2,675)	(3,267)
Preferred stock	(4,769)	(3,694)	(2,606)	(2,606)	(2,606)
Noncontrolling interests, less preferred stock not eligible for Tier I capital	(685)	(686)	(687)	(695)	(695)
Tier 1 common equity using Basel I definition (b)	24,590	23,796	23,205	22,105	21,227
Tier 1 capital, determined in accordance with prescribed regulatory requirements using Basel III proposals published prior to June 2012		27,578	25,636	24,902	23,931
Preferred stock		(3,694)	(2,606)	(2,606)	(2,606)
Noncontrolling interests of real estate investment trusts		(659)	(664)	(667)	(667)
Tier 1 common equity using Basel III proposals published prior to June 2012 (c)		23,225	22,366	21,629	20,658
Tier 1 capital, determined in accordance with prescribed regulatory requirements approximated using proposed rules for the Basel III standardized approach released June 2012	28,622				
Preferred Stock	(4,769)				
Tier 1 common equity approximated using proposed rules for the Basel III standardized approach released June 2012 (d)	23,853				
Total assets	353,136	340,762	340,122	330,141	320,874
Goodwill (net of deferred tax liability)	(8,205)	(8,233)	(8,239)	(8,265)	(8,300)
Intangible assets (exclude mortgage servicing rights)	(1,118)	(1,182)	(1,217)	(1,209)	(1,277)
Tangible assets (e)	343,813	331,347	330,666	320,667	311,297
Risk-weighted assets, determined in accordance with prescribed regulatory requirements using Basel I definition (f)	279,982	274,847	271,333	261,115	252,882
Risk-weighted assets using Basel III proposals published prior to June 2012 (g)		277,856	274,351	264,103	256,205
Risk-weighted assets approximated using proposed rules for the Basel III standarized approach released June 2012 (h)	303,212				
Ratios					
Tangible common equity to tangible assets (a)/(e)	6.9%	6.9%	6.6%	6.6%	6.5%
Tangible common equity to risk-weighted assets using Basel I definition (a)/(f)	8.5%	8.3%	8.1%	8.1%	8.0%
Tier 1 common equity to risk-weighted assets using Basel I definition (b)/(f)	8.8%	8.7%	8.6%	8.5%	8.4%
Tier 1 common equity to risk-weighted assets using Basel III proposals published prior to June 2012 (c)/(g)	-	8.4%	8.2%	8.2%	8.1%
Tier 1 common equity to risk-weighted assets approximated using proposed rules for the Basel III standardized approach released June 2012 (d)/(h)	7.9%	-	-	-	-

2Q12 risk-weighted assets are preliminary data, subject to change prior to filings with applicable regulatory agencies

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2Q12 Earnings Conference Call

July 18, 2012

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