U.S. Bancorp 2Q17 Earnings Conference Call

July 19, 2017

Forward-looking Statements and Additional Information

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

Today's 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, 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.

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

2Q17 Highlights

Income Statement		change vs.	
$ in millions, except EPS	2Q17	1Q17	2Q16
Net interest income*	**$3,068**	2.4 %	5.9 %
Noninterest income	**2,419**	3.9	(5.2)
Reported net income	**1,500**	1.8	(1.4)
Diluted EPS	**$0.85**	3.7 %	2.4 %

Balance Sheet		change vs.	
$ in billions	2Q17	1Q17	2Q16
Average earning assets	**$403.9**	1.2 %	4.8 %
Average total loans	**275.5**	0.9	3.4
Average total deposits	**331.2**	0.8	7.7

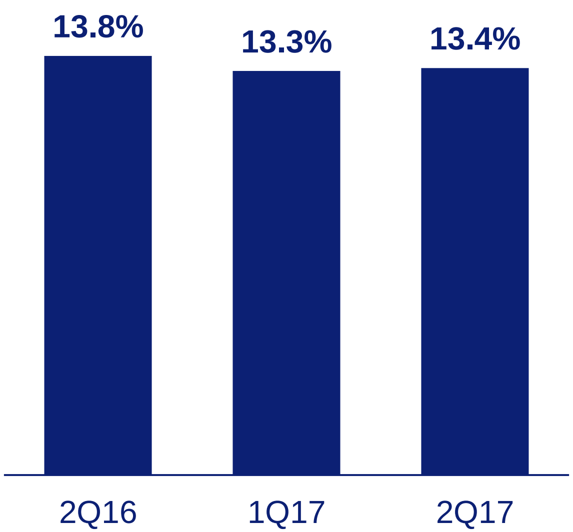
Credit Quality		change vs.	
$ in millions	2Q17	1Q17	2Q16
Nonperforming assets	**$1,349**	(9.8) %	(19.3) %
NPA ratio	**0.49%**	(6bps)	(13bps)
Net charge-off ratio	**0.49%**	(1bp)	1bp

Capital		change vs.	
	2Q17	1Q17	2Q16
CET1 capital to RWA**	**9.3%**	10bps	0bps
Book value per share	**$25.55**	2.0 %	4.8 %
Payout ratio	**81%**		

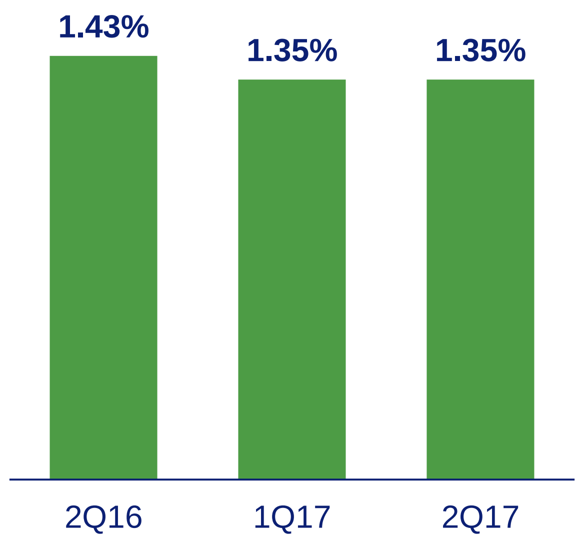
* Taxable-equivalent basis; see slide 26 for calculation
** Estimated for the Basel III fully implemented standardized approach; RWA = risk-weighted assets, see slide 25 for calculation

Performance Ratios

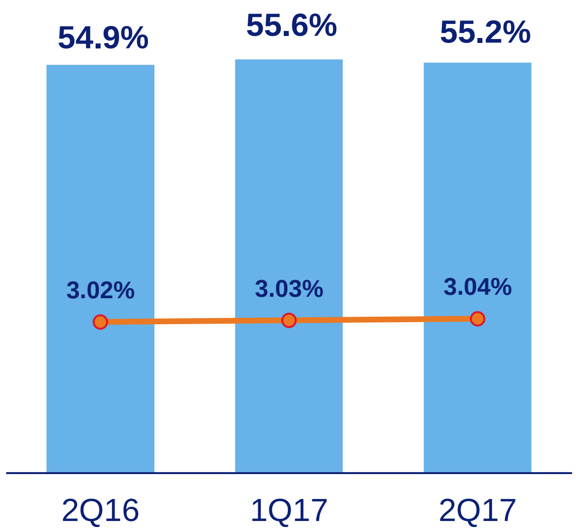
Return on Average Common Equity



Return on Average Assets



Efficiency Ratio* & Net Interest Margin**



* Non-GAAP; see slide 26 for calculation
** Taxable-equivalent basis

Average Loans

+0.9% linked quarter

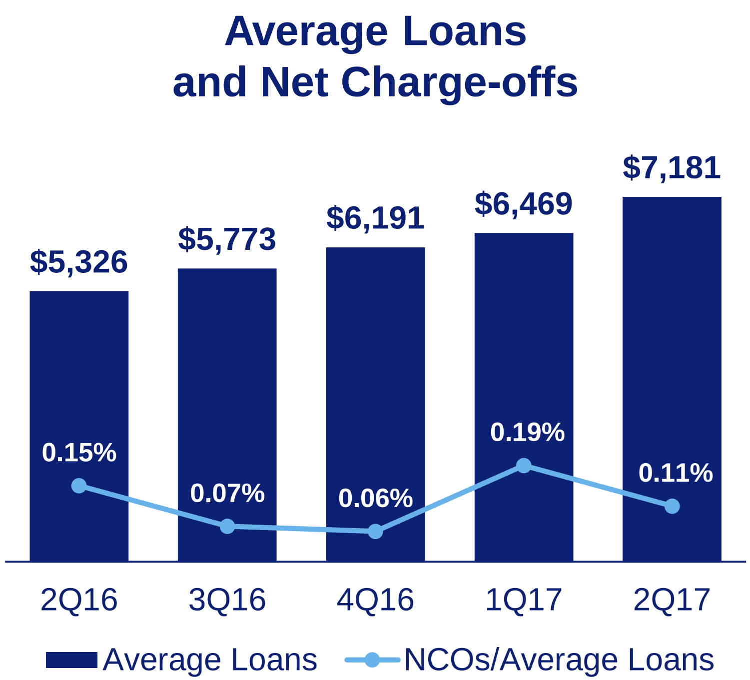
+3.4% year-over-year

(Three months ended 6/30/17)	Average Balances	Change vs. 1Q17	Change vs. 2Q16
Commercial	$95.6	2.0 %	3.8 %
Residential Mortgage	58.5	1.1	5.5
Retail	54.6	1.6	6.1
Commercial Real Estate	42.6	(1.4)	(1.0)
Credit Card	20.6	(1.0)	2.4
Covered	3.6	(5.2)	(18.3)
Total loans	**$275.5**	**0.9 %**	**3.4 %**

- Linked quarter growth in total loans driven by commercial, real estate construction, residential mortgage and retail leasing
- Year-over-year and linked quarter declines in commercial real estate loans reflected a cautious approach in certain commercial mortgage markets and an increase in payoffs as customers accessed capital markets

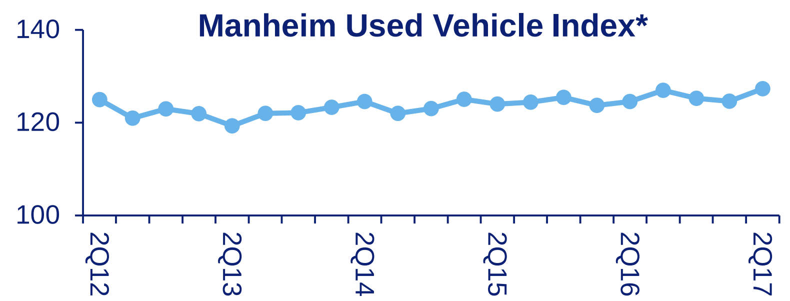
$ in billions

Credit Quality – Retail Leasing



Delinquencies

	2Q16	1Q17	2Q17
Average Loans	$5,326	$6,469	$7,181
30-89 Delinquencies	0.18%	0.24%	0.22%
90+ Delinquencies	0.00%	0.01%	0.01%
Nonperforming Loans	0.04%	0.04%	0.07%



- Continued high-quality originations (weighted average FICO of 782) support the portfolio's stable credit profile
- Delinquencies, nonperforming leases and net charge-offs remained at very low levels

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

Average Deposits

+0.8% linked quarter

+7.7% year-over-year

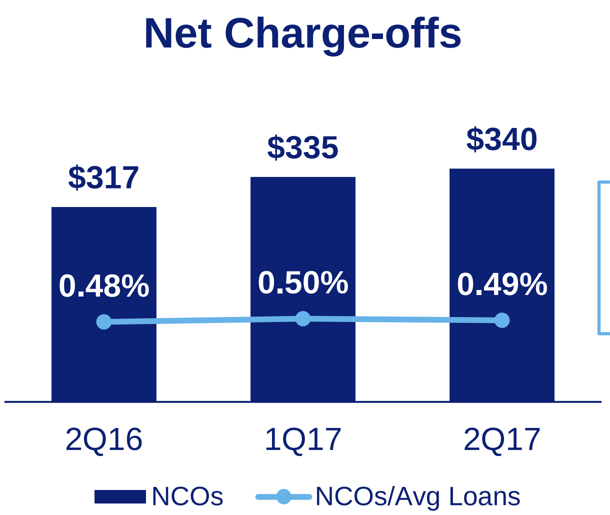
Interest-bearing Deposits

(Three months ended 6/30/17)	Average Balances	Change vs. 1Q17	Change vs. 2Q16	Rates	Change vs. 1Q17
Money market savings	$106.8	(1.8) %	14.9 %	0.58 %	0.10 %
Interest checking	67.3	2.4	10.6	0.10	0.02
Savings accounts	43.5	2.1	8.1	0.07	(0.01)
Time deposits	30.9	0.7	(9.8)	0.75	0.10
Total interest-bearing deposits	**$248.5**	**0.3 %**	**8.9 %**	**0.38 %**	**0.05 %**

- Noninterest-bearing deposits grew 2.4% on a linked quarter basis and 4.5% vs. 2Q16
- Growth in total deposits vs. 2Q16 reflected growth across all business lines

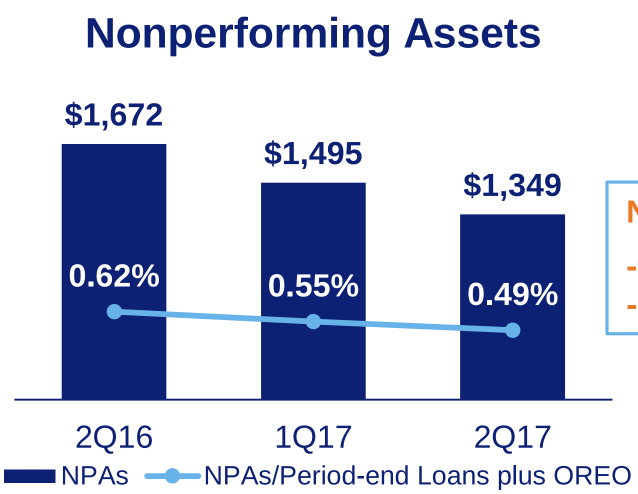
$ in billions
Rates are presented on a fully taxable-equivalent basis utilizing a tax rate of 35 percent

Credit Quality



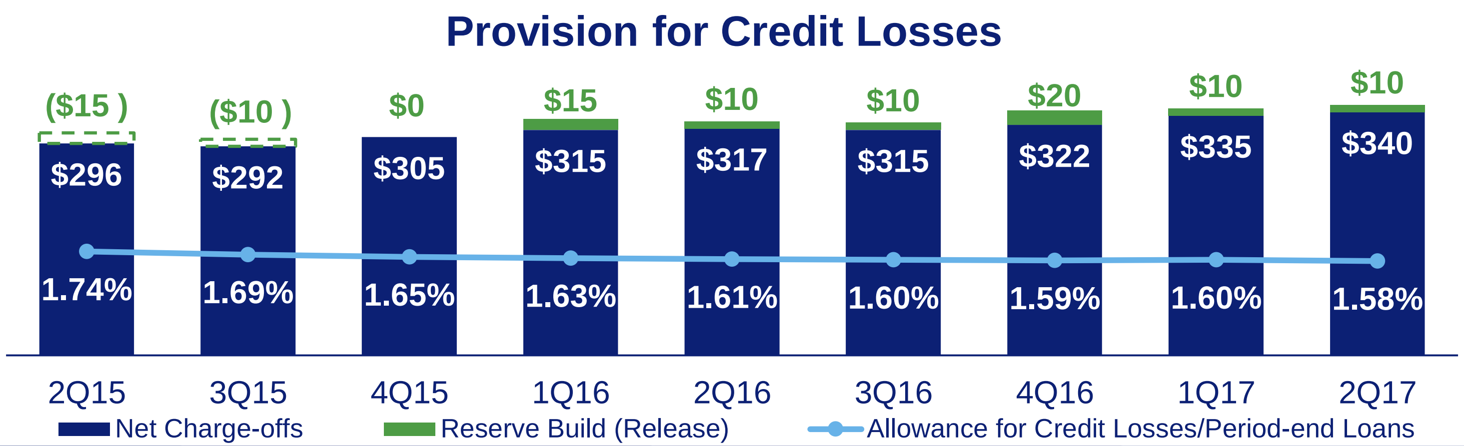
NCO Ratio

-1bp QoQ
+1bp YoY



NPAs

-9.8% QoQ
-19.3% YoY



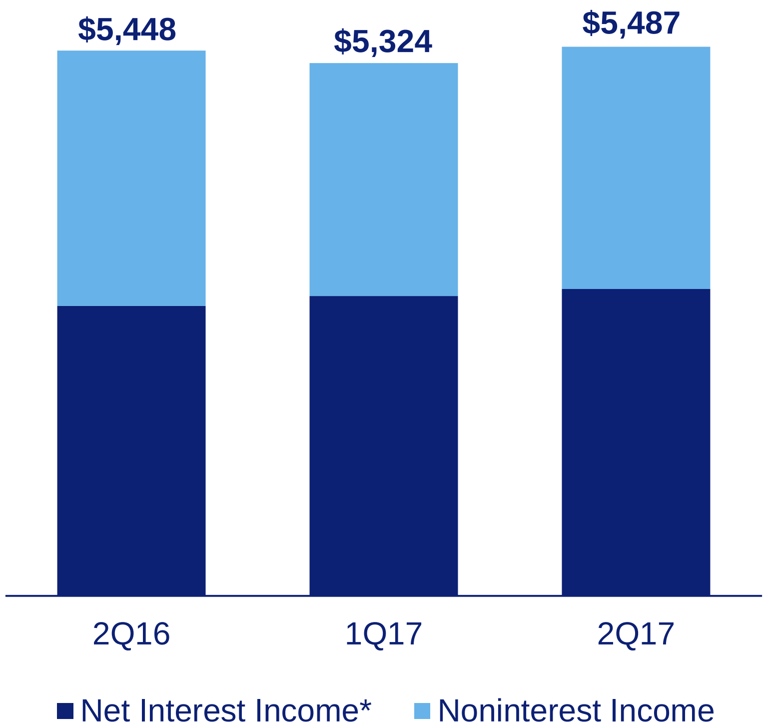
$ in millions

Earnings Summary

$ and shares in millions, except per-share data

	2Q17	1Q17	2Q16	Reported % Change vs. 1Q17	Reported % Change vs. 2Q16
Net Interest Income	$3,017	$2,945	$2,845	2.4	6.0
Taxable-equivalent Adjustment	51	50	51	2.0	-
Net Interest Income (taxable-equivalent basis)	3,068	2,995	2,896	2.4	5.9
Noninterest Income	2,419	2,329	2,552	3.9	(5.2)
Net Revenue	**5,487**	**5,324**	**5,448**	3.1	0.7
Noninterest Expense	3,023	2,944	2,992	2.7	1.0
Operating Income	**2,464**	**2,380**	**2,456**	3.5	0.3
Net Charge-offs	340	335	317	1.5	7.3
Excess Provision	10	10	10	-	-
Income Before Taxes	**2,114**	**2,035**	**2,129**	3.9	(0.7)
Applicable Income Taxes	602	549	593	9.7	1.5
Noncontrolling Interests	(12)	(13)	(14)	7.7	14.3
Net Income	**1,500**	**1,473**	**1,522**	1.8	(1.4)
Preferred Dividends/Other	70	86	87	(18.6)	(19.5)
Net Income to Common	**$1,430**	**$1,387**	**$1,435**	3.1	(0.3)
Diluted EPS	$0.85	$0.82	$0.83	3.7	2.4
Average Diluted Shares	1,690	1,701	1,731	(0.6)	(2.4)

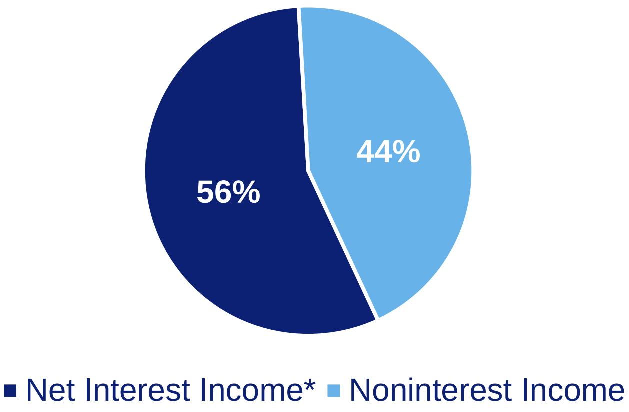
Revenue



+3.1% linked quarter

+0.7% year-over-year

2Q17 Revenue



Linked Quarter

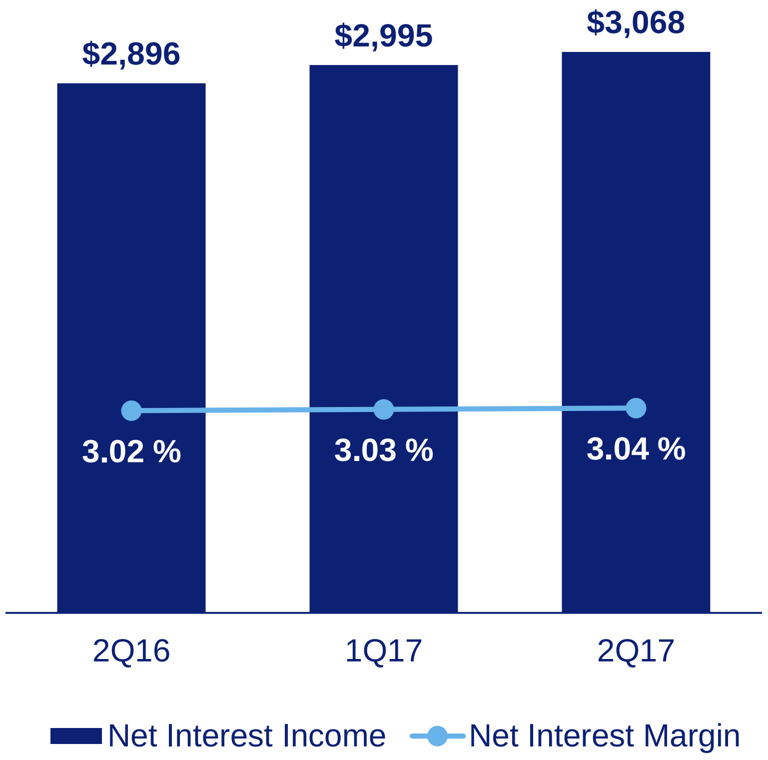
- Growth reflected higher net interest income as well as seasonally higher fee-based revenue

Year-over-Year

- Revenue increased 4.2% excluding a $180 million Visa Europe sale gain in 2Q16

$ in millions
* Taxable-equivalent basis

Net Interest Income



+2.4% linked quarter

+5.9% year-over-year

Linked Quarter

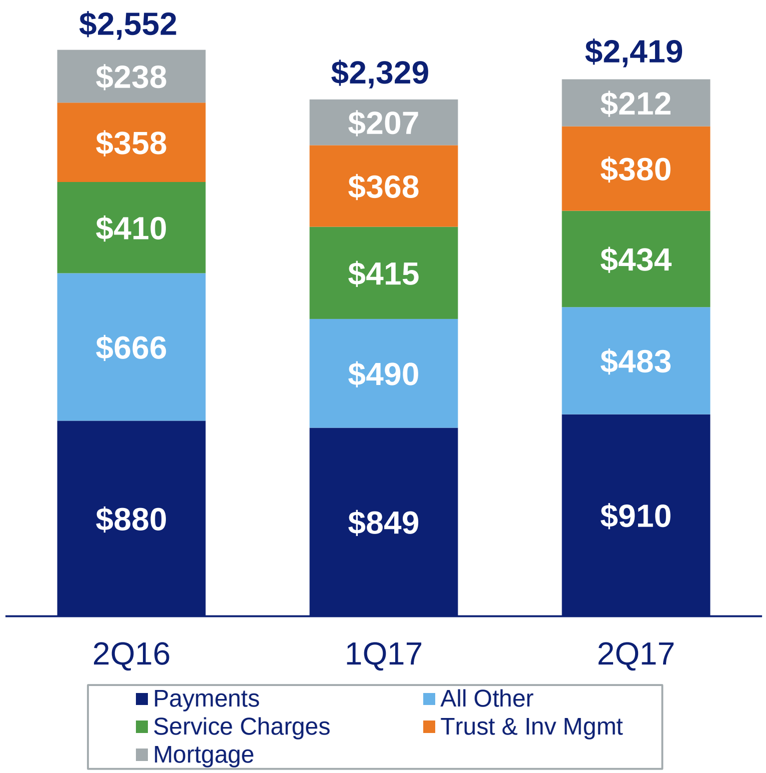
- Net interest income growth driven by loan growth, the impact of higher interest rates and an additional day in the quarter
- Net interest margin increased 1bp due to rising interest rates, partially offset by the impact of a flatter yield curve and higher cash balances

Year-over-Year

- Growth driven primarily by loan growth and the impact of higher interest rates

$ in millions
Taxable-equivalent basis

Noninterest Income



+3.9% linked quarter

-5.2% year-over-year

Linked Quarter

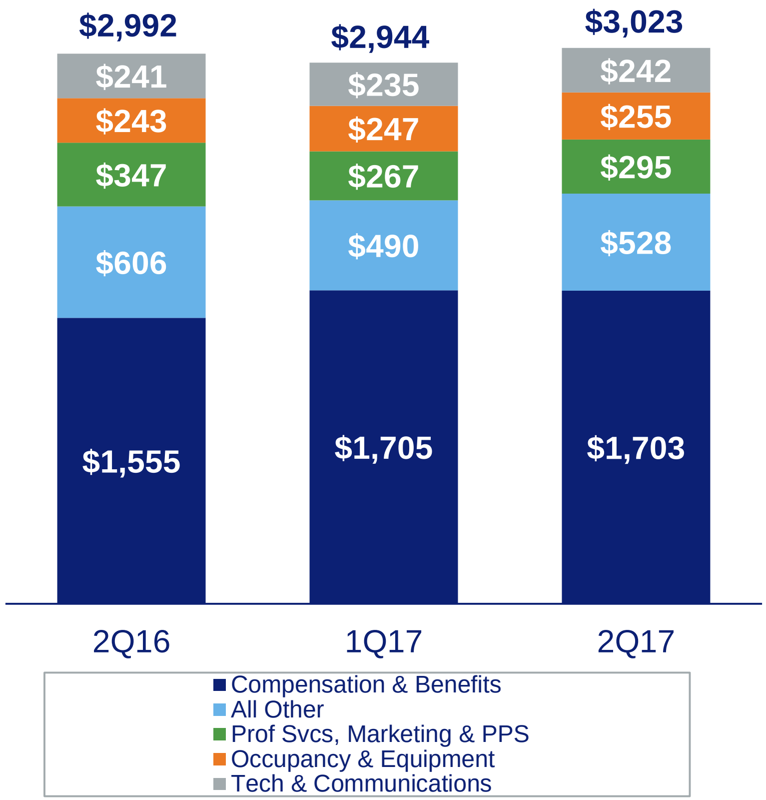
- Solid growth in payment services revenue reflected typical seasonal patterns
- Growth in trust and investment management fees driven primarily by new account growth

Year-over-Year

- Excluding the impact of the 2Q16 Visa Europe sale gain of $180 million, noninterest income increased 2.0%
- Anticipated declines in commercial products and mortgage banking revenue mainly reflected lower market activity and refinancing activity

$ in millions
Payments = credit and debit card, corporate payment products and merchant processing
Service charges = deposit service charges, treasury management and ATM processing

Noninterest Expense



+2.7% linked quarter

+1.0% year-over-year

Linked Quarter

- Increase driven by higher compensation and marketing and business development expense, partially offset by lower employee benefits cost

Year-over-Year

- Total noninterest expense increased 6.4% excluding 2Q16 expense of $150 million related to litigation accruals and a charitable contribution
- Higher compensation expense driven by hiring to support business growth and compliance programs, merit increases and higher variable compensation

$ in millions

Capital Position

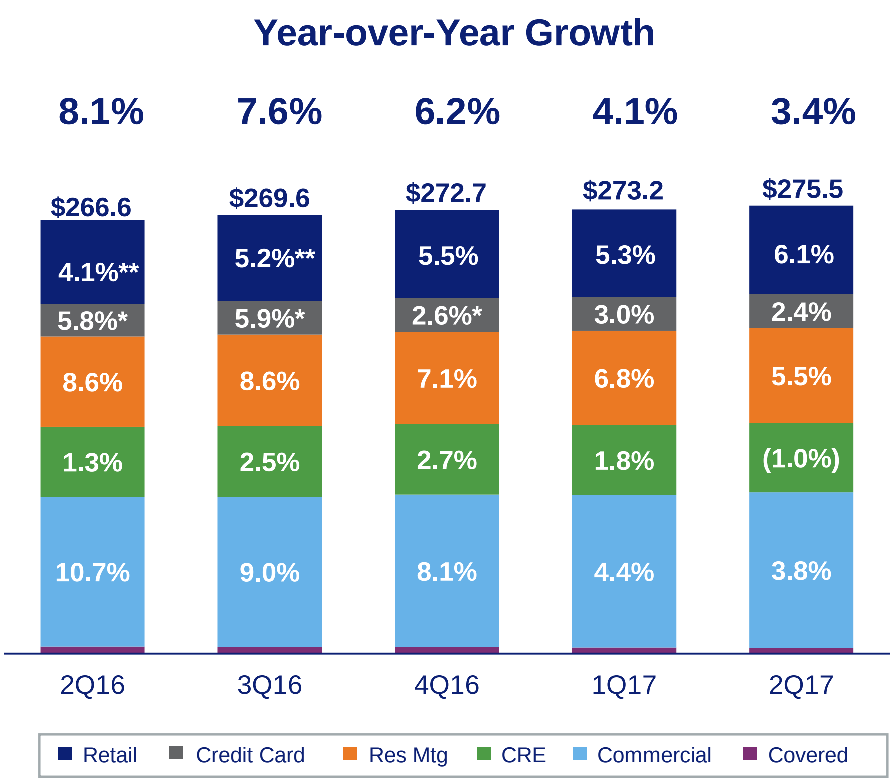
$ in billions	2Q17	1Q17	4Q16	3Q16	2Q16
Total U.S. Bancorp shareholders' equity	$48.3	$47.8	$47.3	$47.8	$47.4
Standardized Approach					
Basel III transitional standardized approach					
Common equity tier 1 capital ratio	9.5%	9.5%	9.4%	9.5%	9.5%
Tier 1 capital ratio	11.1%	11.0%	11.0%	11.1%	11.1%
Total risk-based capital ratio	13.2%	13.3%	13.2%	13.3%	13.4%
Leverage ratio	9.1%	9.1%	9.0%	9.2%	9.3%
Common equity tier 1 capital to RWA estimated for the Basel III fully implemented standardized approach*	9.3%	9.2%	9.1%	9.3%	9.3%
Advanced Approaches					
Common equity tier 1 capital ratio	12.0%	11.8%	12.2%	12.4%	12.3%
Common equity tier 1 capital to RWA estimated for the Basel III fully implemented advanced approaches*	11.7%	11.5%	11.7%	12.1%	12.0%
Tangible common equity to tangible assets*	7.5%	7.6%	7.5%	7.5%	7.6%
Tangible common equity as a % of RWA*	9.4%	9.4%	9.2%	9.3%	9.3%

RWA = risk-weighted assets
* See Non-GAAP Financial Measures reconciliation on slide 25

Appendix

Average Loans

Average Loans ($bn)



Key Points

vs. 2Q16

- Average total loans increased by $8.9 billion, or 3.4%
- Average commercial loans increased by $3.5 billion, or 3.8%
- Average retail loans increased by $3.2 billion, or 6.1%
- Average residential mortgage loans increased by $3.0 billion, or 5.5%

vs. 1Q17

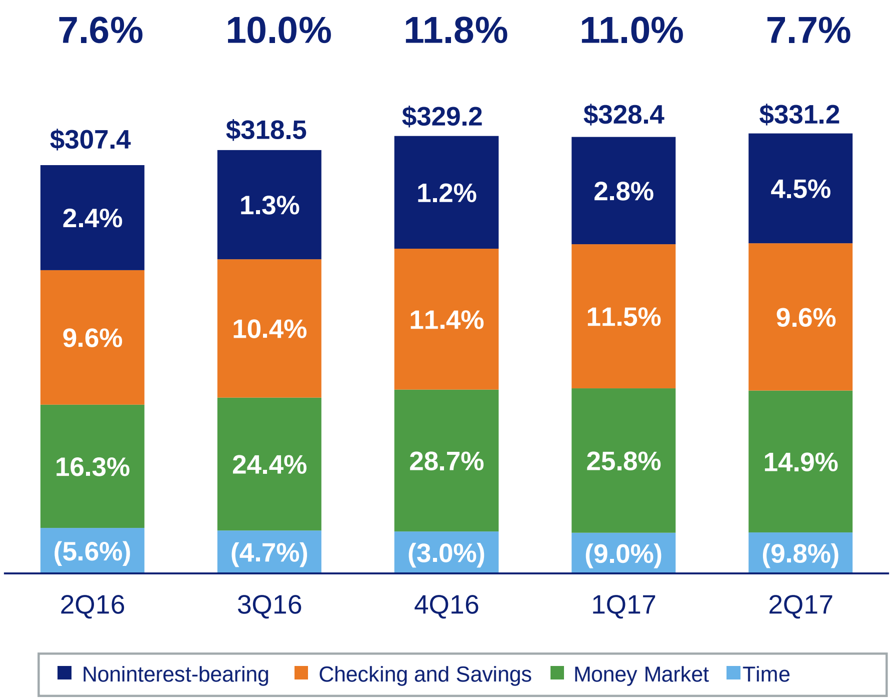
- Average total loans increased by $2.4 billion, or 0.9%
- Average commercial loans increased by $1.9 billion, or 2.0%
- Average retail loans increased by $0.8 billion, or 1.6%
- Average residential mortgage loans increased by $0.6 billion, or 1.1%

* Excluding the credit card portfolio acquisition
** Excluding student loans that were transferred to held for sale at the end of 1Q15 and returned to held for investment during 3Q15

Average Deposits

Average Deposits ($bn)

Year-over-Year Growth



Key Points

vs. 2Q16

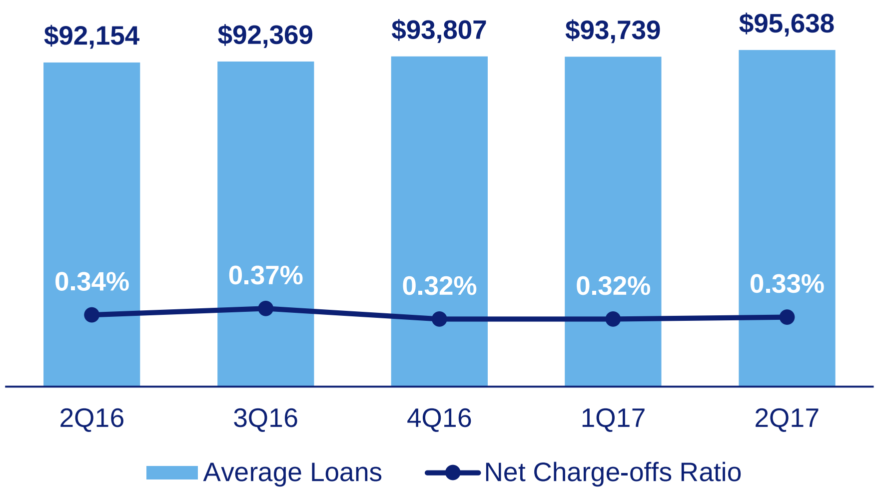
- Average total deposits increased by $23.8 billion, or 7.7%
- Average low-cost deposits (NIB, interest checking, money market and savings) increased by $27.1 billion, or 9.9%

vs. 1Q17

- Average total deposits increased by $2.7 billion, or 0.8%
- Average low-cost deposits increased by $2.5 billion, or 0.8%

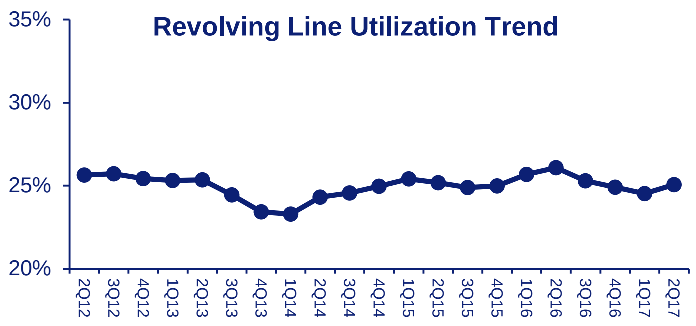
Credit Quality – Commercial Loans

Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$92,154	$93,739	$95,638
30-89 Delinquencies	0.22%	0.23%	0.27%
90+ Delinquencies	0.05%	0.06%	0.05%
Nonperforming Loans	0.53%	0.46%	0.33%

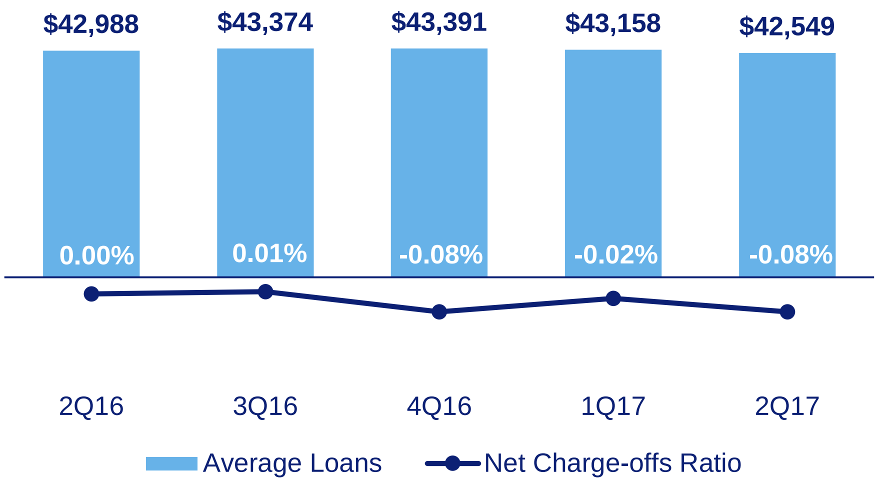


Key Points

- Improved growth in 2Q17 due to seasonal increases in utilization and originations; strengths noted in Commercial Banking and Equipment Finance
- Lower nonperforming loans driven by credit quality improvement across a number of sectors, including energy
- Net charge-offs remained flat linked quarter and year-over-year

Credit Quality – Commercial Real Estate

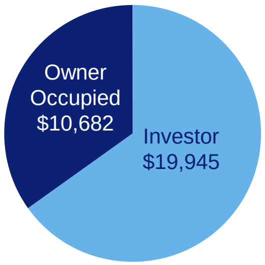
Average Loans ($mm) and Net Charge-offs Ratio



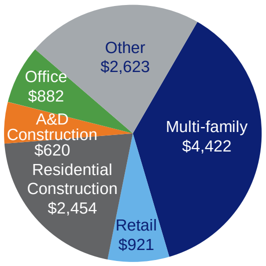
Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$42,988	$43,158	$42,549
30-89 Delinquencies	0.11%	0.15%	0.08%
90+ Delinquencies	0.03%	0.01%	0.00%
Nonperforming Loans	0.24%	0.26%	0.28%
Performing TDRs*	$185	$153	$162

CRE Mortgage



CRE Construction



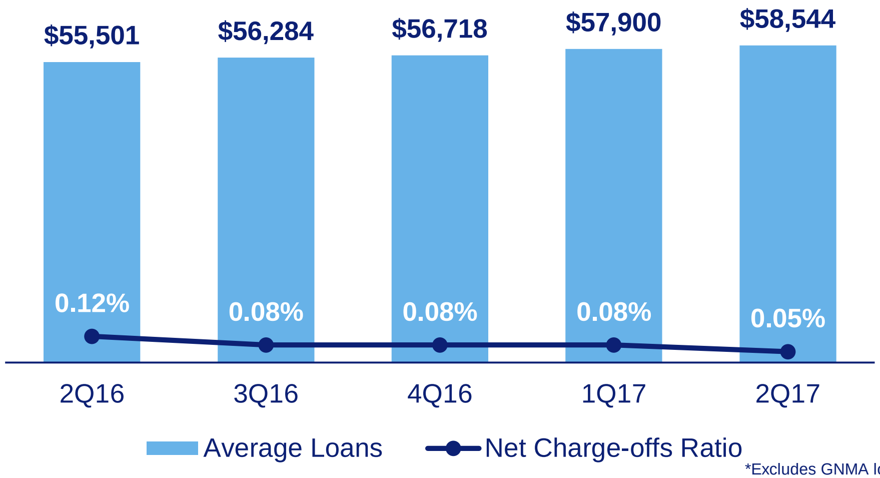
Key Points

- Average loans decreased for the second consecutive quarter, resulting in a 1.0% decline vs. 2Q16 as construction loans paid off due to strong permanent loan market liquidity, and growth opportunities waned due to labor cost increases, lowering development yields and increasing supply risk in sectors such as multi-family and lodging
- Nonperforming loans remained at historically low levels and recoveries continued to exceed charge-offs

* TDR = troubled debt restructuring

Credit Quality – Residential Mortgage

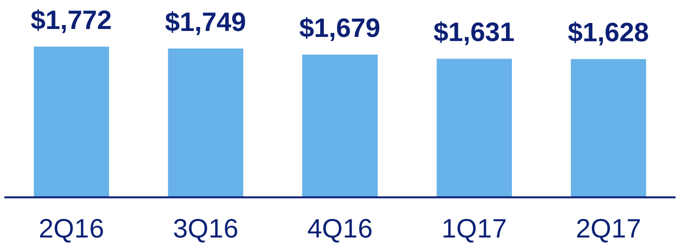
Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$55,501	$57,900	$58,544
30-89 Delinquencies	0.28%	0.21%	0.22%
90+ Delinquencies	0.27%	0.24%	0.20%
Nonperforming Loans	1.12%	0.99%	0.90%

Residential Mortgage Performing TDRs*



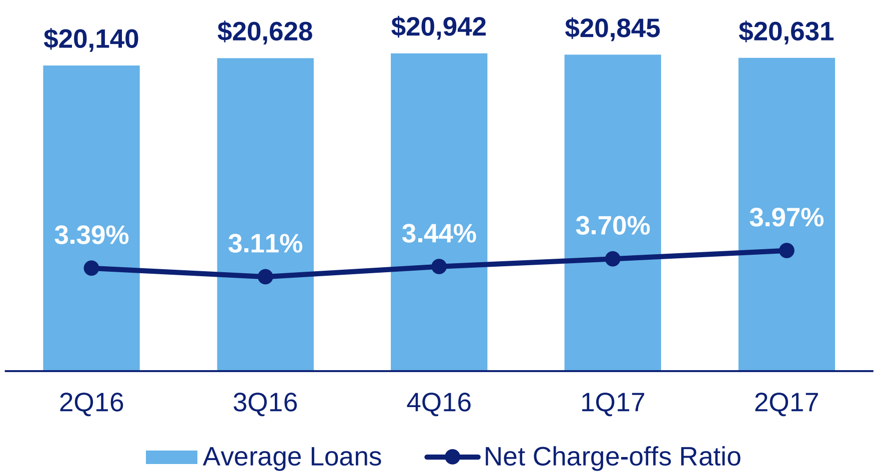
*Excludes GNMA loans, whose repayments are insured by the FHA or guaranteed by the Department of VA ($1,774 million in 2Q17)

Key Points

- Originations continued to be high credit quality (weighted average FICO of 758, weighted average LTV of 71%)
- More than 90% of 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

Credit Quality – Credit Card

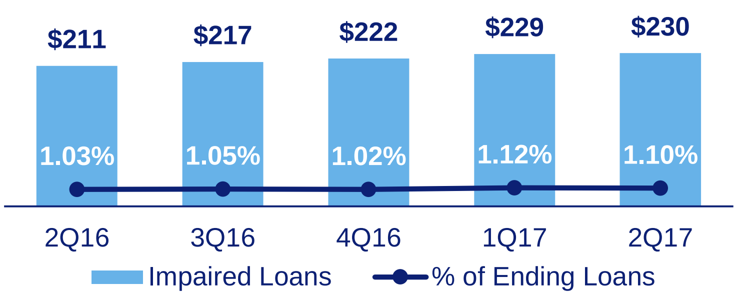
Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$20,140	$20,845	$20,631
30-89 Delinquencies	1.15%	1.24%	1.22%
90+ Delinquencies	0.98%	1.23%	1.10%
Nonperforming Loans	0.02%	0.01%	0.00%

Credit Card Restructured Loans

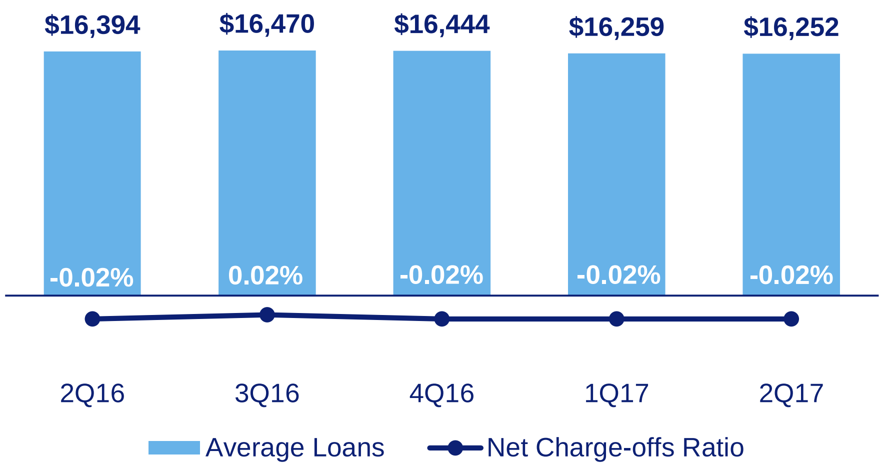


Key Points

- Year-over-year average loan growth of 2.4% was driven by high credit quality originations
- Commitment weighted average FICO on new originations remained strong at 758
- Year-over-year increases in delinquency and loss rates primarily reflect vintage maturation

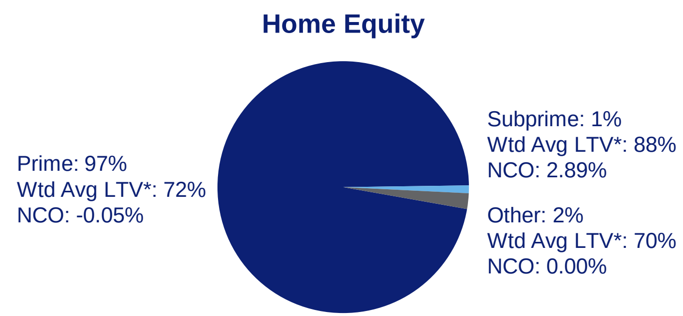
Credit Quality – Home Equity

Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$16,394	$16,259	$16,252
30-89 Delinquencies	0.36%	0.33%	0.33%
90+ Delinquencies	0.24%	0.24%	0.25%
Nonperforming Loans	0.78%	0.79%	0.74%



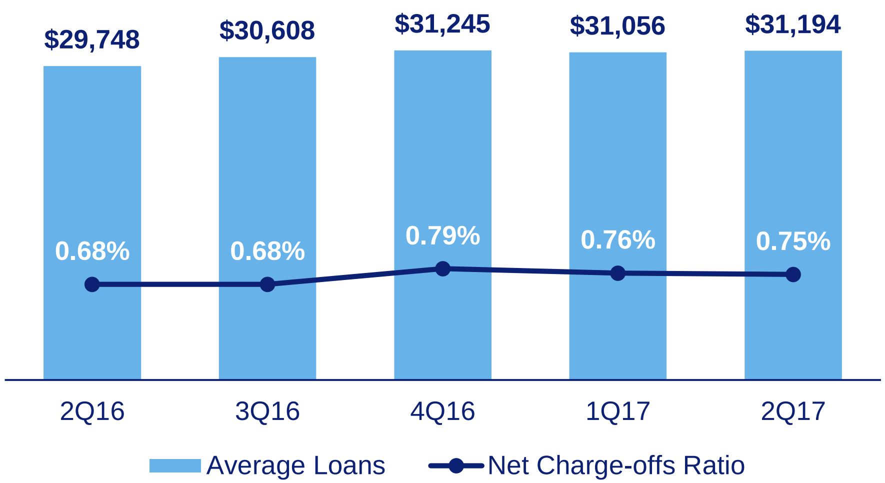
*LTV at origination

Key Points

- High-quality originations (weighted average FICO on commitments of 768, weighted average CLTV of 70%) originated primarily through the retail branch network to existing bank customers on their primary residences
- Net charge-offs were stable year-over-year

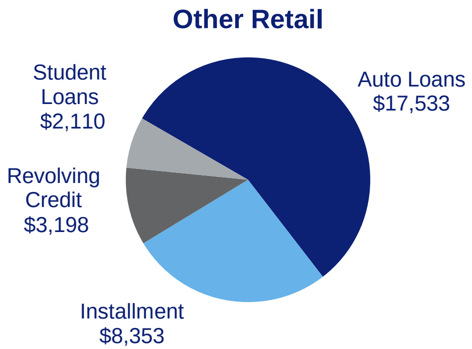
Credit Quality – Other Retail

Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$29,748	$31,056	$31,194
30-89 Delinquencies	0.47%	0.56%	0.65%
90+ Delinquencies	0.10%	0.12%	0.11%
Nonperforming Loans	0.09%	0.09%	0.10%

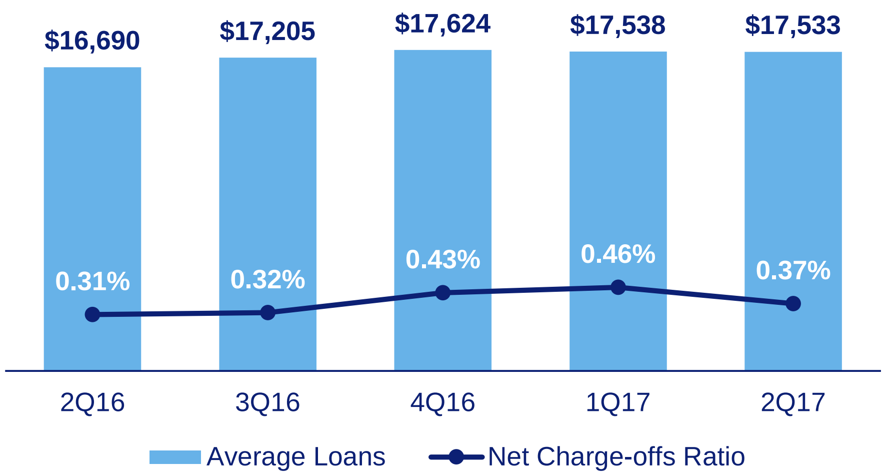


Key Points

- Overall growth continued to be driven by the auto loans and installment categories, which were up 5.1% and 13.6% year-over-year, respectively
- Net charge-offs remained stable; 30-89 delinquencies up seasonally linked quarter

Credit Quality – Auto Loans

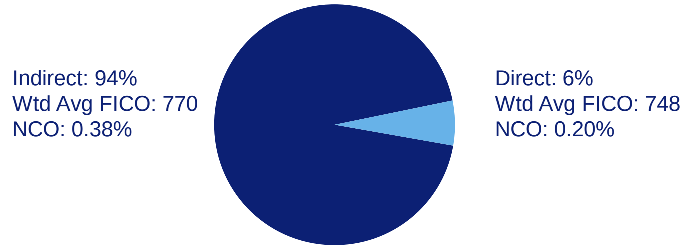
Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q16	1Q17	2Q17
Average Loans	$16,690	$17,538	$17,533
30-89 Delinquencies	0.48%	0.64%	0.73%
90+ Delinquencies	0.03%	0.05%	0.06%
Nonperforming Loans	0.08%	0.09%	0.12%

Indirect and Direct Channel



Key Points

- Growth driven by high-quality originations in the indirect channel (weighted average FICO 774)
- Net charge-offs declined seasonally on a linked quarter basis

Auto loans are included in Other Retail category

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016
Total equity	$48,949	$48,433	$47,933	$48,399	$48,029
Preferred stock	(5,419)	(5,419)	(5,501)	(5,501)	(5,501)
Noncontrolling interests	(629)	(635)	(635)	(640)	(639)
Goodwill (net of deferred tax liability) (1)	(8,181)	(8,186)	(8,203)	(8,239)	(8,246)
Intangible assets, other than mortgage servicing rights	(634)	(671)	(712)	(756)	(796)
Tangible common equity (a)	34,086	33,522	32,882	33,263	32,847
Tangible common equity (as calculated above)	34,086	33,522	32,882	33,263	32,847
Adjustments (2)	(51)	(136)	(55)	97	133
Common equity tier 1 capital estimated for the Basel III fully implemented standardized and advanced approaches (b)	34,035	33,386	32,827	33,360	32,980
Total assets	463,844	449,522	445,964	454,134	438,463
Goodwill (net of deferred tax liability) (1)	(8,181)	(8,186)	(8,203)	(8,239)	(8,246)
Intangible assets, other than mortgage servicing rights	(634)	(671)	(712)	(756)	(796)
Tangible assets (c)	455,029	440,665	437,049	445,139	429,421
Risk-weighted assets, determined in accordance with prescribed transitional standardized approach regulatory requirements (d)	361,164 *	356,373	358,237	356,733	351,462
Adjustments (3)	3,967 *	4,731	4,027	3,165	3,079
Risk-weighted assets estimated for the Basel III fully implemented standardized approach (e)	365,131 *	361,104	362,264	359,898	354,541
Risk-weighted assets, determined in accordance with prescribed transitional advanced approaches regulatory requirements	287,124 *	285,963	277,141	272,832	271,495
Adjustments (4)	4,231 *	5,046	4,295	3,372	3,283
Risk-weighted assets estimated for the Basel III fully implemented advanced approaches (f)	291,355 *	291,009	281,436	276,204	274,778
Ratios *					
Tangible common equity to tangible assets (a)/(c)	7.5 %	7.6 %	7.5 %	7.5 %	7.6
Tangible common equity to risk-weighted assets (a)/(d)	9.4	9.4	9.2	9.3	9.3
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented standardized approach (b)/(e)	9.3	9.2	9.1	9.3	9.3
Common equity tier 1 capital to risk-weighted assets estimated for the Basel III fully implemented advanced approaches (b)/(f)	11.7	11.5	11.7	12.1	12.0

* 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.

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended				
	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016
Net interest income	$3,017	$2,945	$2,955	$2,893	$2,845
Taxable-equivalent adjustment (1)	51	50	49	50	51
Net interest income, on a taxable-equivalent basis	3,068	2,995	3,004	2,943	2,896
Net interest income, on a taxable-equivalent basis (as calculated above)	3,068	2,995	3,004	2,943	2,896
Noninterest income	2,419	2,329	2,431	2,445	2,552
Less: Securities gains (losses), net	9	29	6	10	3
Total net revenue, excluding net securities gains (losses) (a)	5,478	5,295	5,429	5,378	5,445
Noninterest expense (b)	3,023	2,944	3,004	2,931	2,992
Less: Intangible amortization	43	44	45	45	44
Noninterest expense, excluding intangible amortization (c)	2,980	2,900	2,959	2,886	2,948
Efficiency ratio (b)/(a)	55.2 %	55.6 %	55.3 %	54.5 %	54.9 %
Tangible efficiency ratio (c)/(a)	54.4	54.8	54.5	53.7	54.1

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

U.S. Bancorp 2Q17 Earnings Conference Call

July 19, 2017