U.S. Bancorp
2Q19 Earnings Conference Call

July 17, 2019

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. Deterioration in general business and economic conditions or turbulence in domestic or global financial markets could adversely affect U.S. Bancorp's revenues and the values of its assets and liabilities, reduce the availability of funding to certain financial institutions, lead to a tightening of credit, and increase stock price 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 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 its investment securities; legal and regulatory developments; litigation; increased competition from both banks and non-banks; changes in the level of tariffs and other trade policies of the United States and its global trading partners; changes in customer behavior and preferences; breaches in data security; failures to safeguard personal information; 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, 2018, 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. In addition, factors other than these risks also could adversely affect U.S. Bancorp's results, and the reader should not consider these risks 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.

2Q19 Highlights

Income Statement		change vs.	
$ in millions, except EPS	2Q19	1Q19	2Q18
Net interest income*	**$3,332**	1.4 %	3.3 %
Noninterest income	**2,490**	8.7	3.1
Reported net income	**1,821**	7.2	4.1
Diluted EPS	**$1.09**	9.0 %	6.9 %

Balance Sheet		change vs.	
$ in billions	2Q19	1Q19	2Q18
Average earning assets	**$426.9**	1.8 %	3.5 %
Average total loans**	**289.2**	1.1	3.8
Average total deposits	**345.2**	2.9	3.1

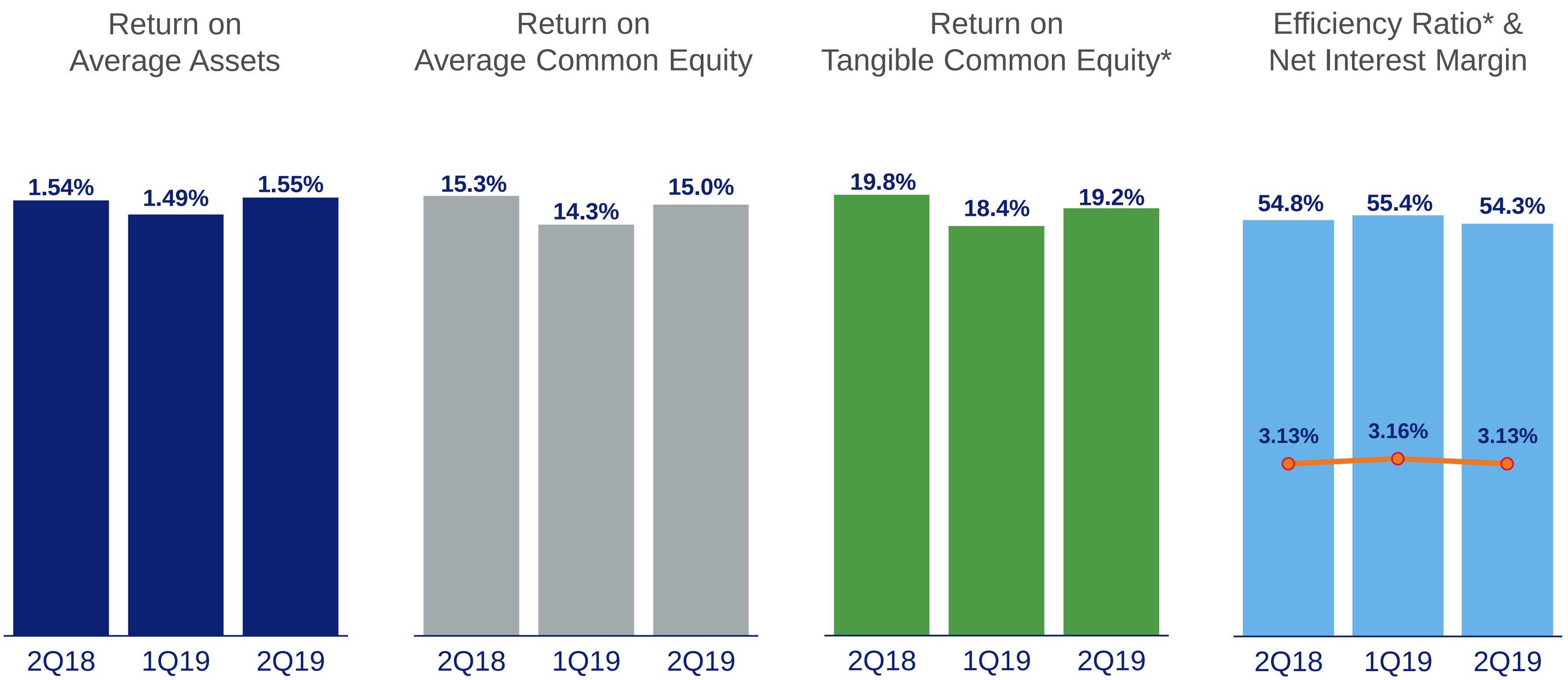
Credit Quality		change vs.	
$ in millions	2Q19	1Q19	2Q18
Nonperforming assets	**$953**	(5.2) %	(12.6) %
NPA ratio	**0.33%**	(2 bps)	(6 bps)
Net charge-off ratio	**0.49%**	(3 bps)	1 bp

Capital		change vs.	
	2Q19	1Q19	2Q18
CET1 capital ratio	**9.5%**	20 bps	40 bps
Book value per share	**$29.63**	2.8 %	9.7 %
Payout ratio	**79%**		

* Taxable-equivalent basis; see slide 25 for calculation

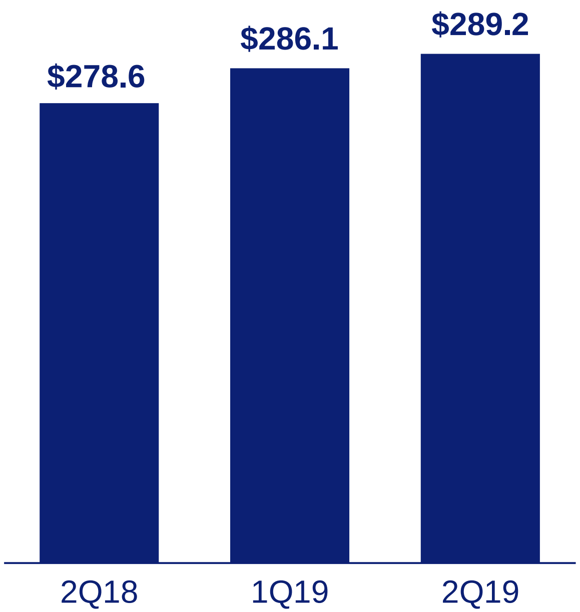
** Excluding the impact of FDIC covered loans sold in 4Q18, average total loans grew 4.5% vs. 2Q18

Performance Ratios



Net interest margin on a taxable-equivalent basis
* Non-GAAP; see slides 25 and 26 for calculations

Average Loans



+1.1% linked quarter

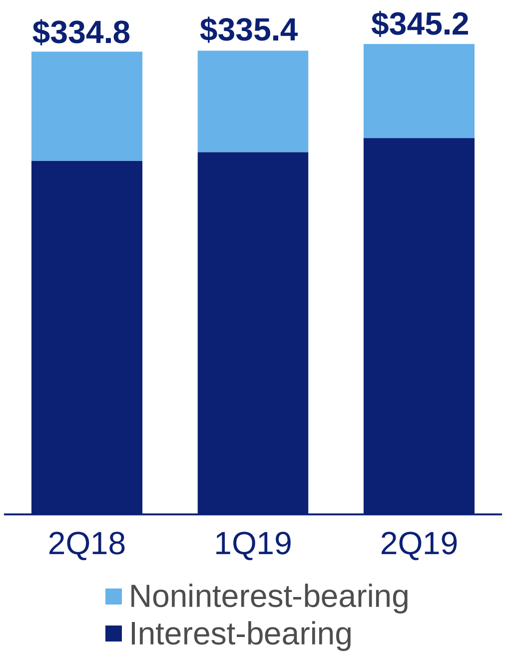
+3.8% year-over-year

(Three months ended 6/30/19)	Avg. Balances	Change vs. 1Q19	Change vs. 2Q18
Commercial	$103.2	1.2 %	5.0 %
Commercial Real Estate	39.4	(0.3)	(1.2)
Residential Mortgages	66.8	1.9	9.9
Credit Card	22.8	1.0	7.6
Retail	57.0	0.8	2.7
Covered	-	-	nm
Total loans	**$289.2**	**1.1 %**	**3.8 %**
Total loans excluding FDIC covered loans sold in 4Q18			**4.5 %**

- On a linked quarter basis, average total loan growth was driven by growth in total commercial loans, residential mortgages and seasonal growth in credit card balances.
- On a year-over-year basis, growth in average total loans was primarily driven by growth in total commercial loans, residential mortgages, credit card loans and other retail loans.
- Year-over-year average total loan growth was partially offset by a decrease in total commercial real estate loans given the later stage of the business cycle.

$ in billions

Average Deposits



+2.9% linked quarter

+3.1% year-over-year

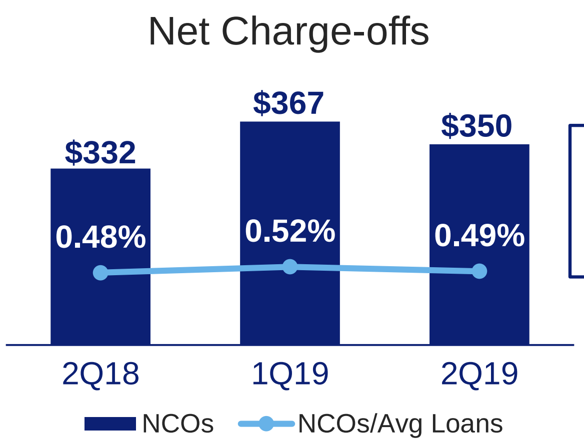
Interest-bearing Deposits

(Three months ended 6/30/19)	Average Balances	Change vs. 1Q19	Change vs. 2Q18	Rates	Change vs. 1Q19
Money market savings	$108.6	9.3 %	5.1 %	1.61 %	0.08 %
Interest checking	70.4	(2.4)	0.7	0.30	(0.05)
Savings accounts	46.0	1.7	2.0	0.23	0.02
Time deposits	47.1	4.4	25.5	2.12	0.02
Total interest-bearing deposits	**$272.1**	**3.9 %**	**6.4 %**	**1.12 %**	**0.04 %**

- Average total savings deposits (which include money market, interest checking and savings accounts) increased 3.8 percent linked quarter, primarily driven by growth within Wealth Management and Investment Services.
- On a year-over-year basis, average NIB deposits declined due to balance migration to interest-bearing deposits as well as customers' continued deployment of business and corporate trust balances.
- Year-over-year, average total savings deposits grew 3.1 percent, reflecting growth across all business lines.
- On both a linked quarter and year-over-year basis, growth in average time deposits reflects consumer deposit migration as customers seek higher yields.

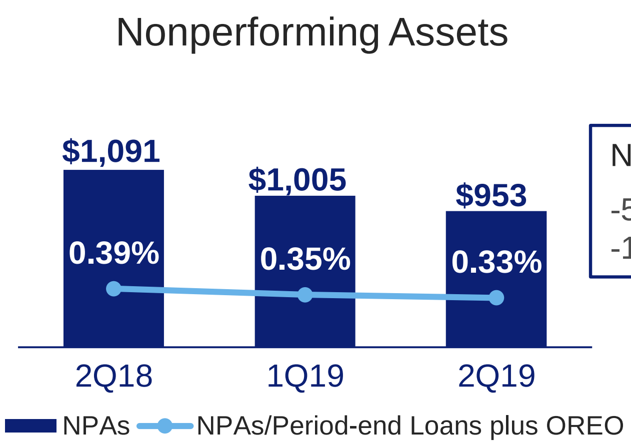
$ in billions

Credit Quality



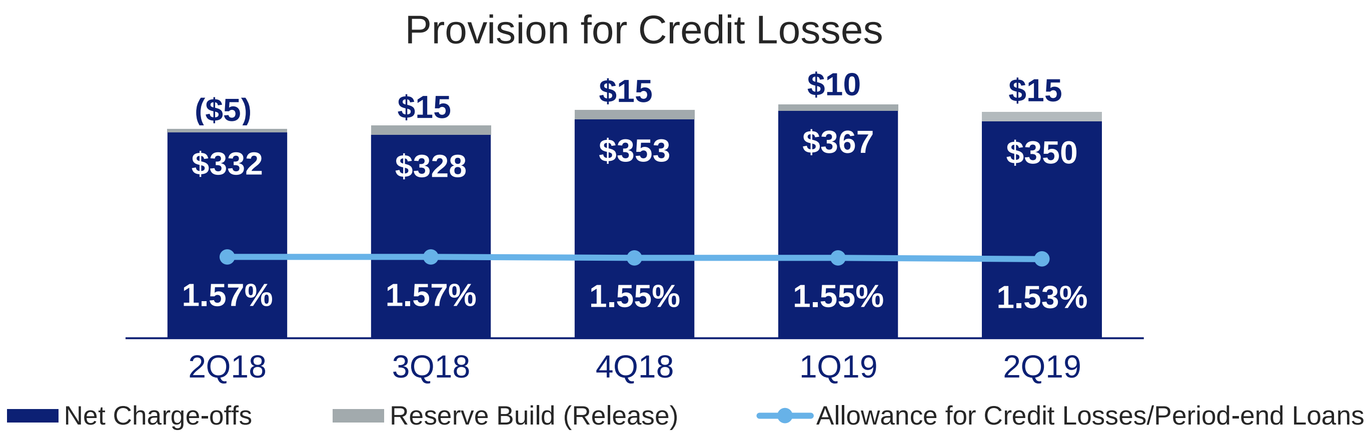
NCO Ratio

-3 bps QoQ
+1 bp YoY



NPAs

-5.2% QoQ
-12.6% YoY

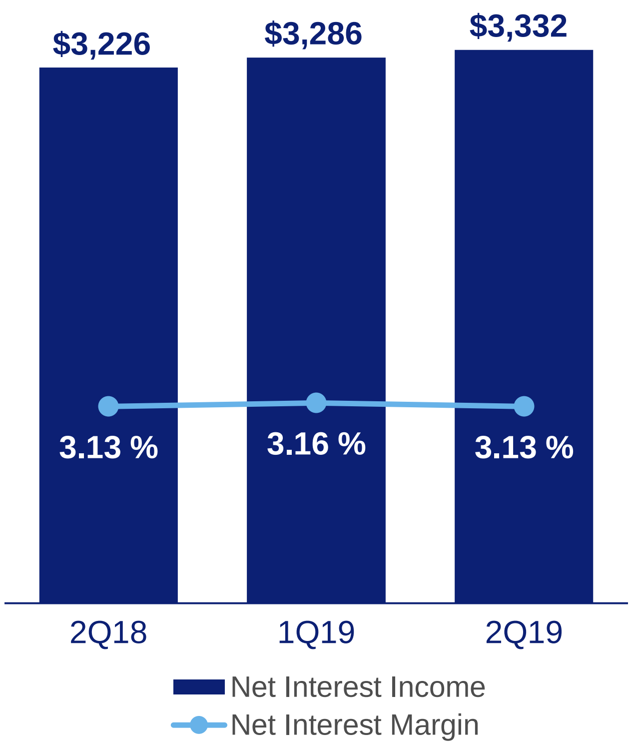


$ in millions

Earnings Summary

$ and shares in millions, except EPS				Reported % Change	
	2Q19	**1Q19**	**2Q18**	**vs. 1Q19**	**vs. 2Q18**
Net Interest Income	$3,305	$3,259	$3,197	1.4	3.4
Taxable-equivalent Adjustment	27	27	29	-	(6.9)
Net Interest Income (taxable-equivalent basis)	3,332	3,286	3,226	1.4	3.3
Noninterest Income	2,490	2,291	2,414	8.7	3.1
Net Revenue	**5,822**	**5,577**	**5,640**	4.4	3.2
Noninterest Expense	3,153	3,087	3,085	2.1	2.2
Operating Income	**2,669**	**2,490**	**2,555**	7.2	4.5
Net Charge-offs	350	367	332	(4.6)	5.4
Excess Provision	15	10	(5)	50.0	nm
Income Before Taxes	**2,304**	**2,113**	**2,228**	9.0	3.4
Applicable Income Taxes	476	405	470	17.5	1.3
Net Income	**1,828**	**1,708**	**1,758**	7.0	4.0
Noncontrolling Interests	(7)	(9)	(8)	22.2	12.5
Net Income to Company	**1,821**	**1,699**	**1,750**	7.2	4.1
Preferred Dividends/Other	80	86	72	(7.0)	11.1
Net Income to Common	**$1,741**	**$1,613**	**$1,678**	7.9	3.8
Diluted EPS	$1.09	$1.00	$1.02	9.0	6.9
Average Diluted Shares	1,592	1,605	1,646	(0.8)	(3.3)

Net Interest Income



+1.4% linked quarter

+3.3% year-over-year

Linked Quarter

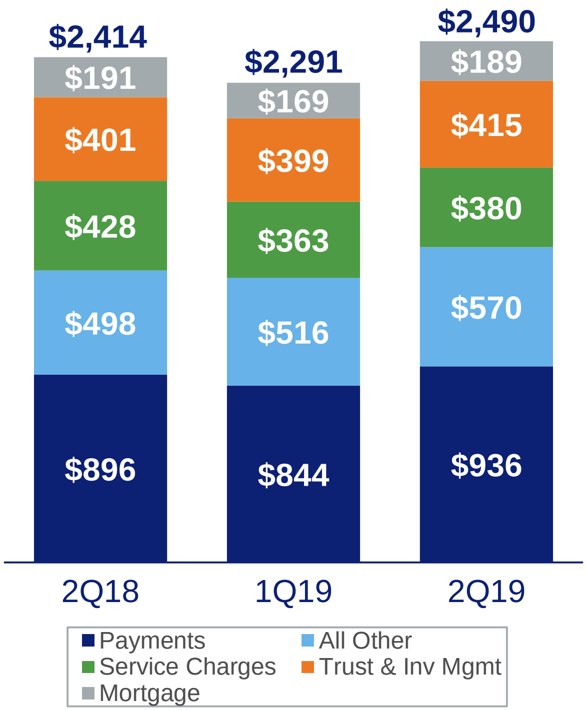
- Net interest income growth was primarily driven by growth in earning assets, an additional day in the second quarter and higher interest recoveries.
- The net interest margin declined, primarily due to the inversion of the yield curve in the second quarter, seasonally lower credit card revolving rates and higher cash balances, partially offset by higher securities yields and interest recoveries.

Year-over-Year

- Net interest income growth was driven by growth in earning assets and higher yields on reinvested securities, partially offset by a flatter yield curve, deposit pricing and funding mix shift.
- The net interest margin was flat, reflecting the impacts of higher short-term interest rates, the reinvestment of securities and loan portfolio mix, offset by the adverse impact of the flattening yield curve as well as deposit and funding mix shifts.

$ in millions
Net interest income on a taxable-equivalent basis; see slide 25 for calculation

Noninterest Income



+8.7% linked quarter

+3.1% year-over-year

Linked Quarter

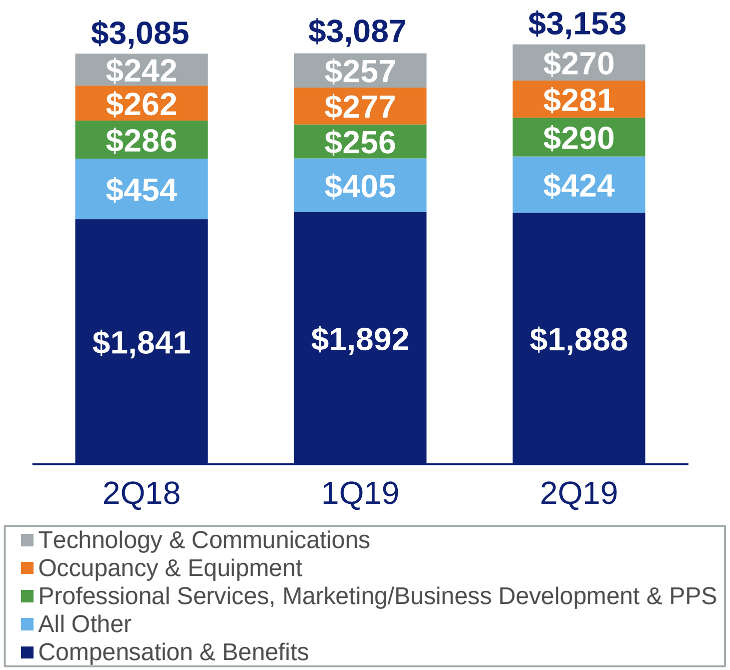
- Payment services revenue growth reflects seasonally higher sales as well as a recovery in consumer spending activity.
- Commercial products revenue growth reflects higher corporate bond fees and other capital markets revenue, primarily due to more favorable markets and certain M&A-related bond issuances.
- Mortgage banking revenue growth was driven by higher origination and sales volumes, partially offset by an unfavorable change in the valuation of mortgage servicing rights, net of hedging activities.

Year-over-Year

- Payment services revenue growth reflects higher sales volumes across all businesses.
- Growth in trust and investment management fees reflects business growth and favorable market conditions.
- Commercial products revenue increased, primarily due to higher corporate bond fees and trading revenue, partially offset by lower syndication fees.
- Other noninterest income growth was primarily driven by higher equity investment income and tax-advantaged investment syndication revenue.
- Deposit service charges declined, primarily due to the 2018 sale of the Company's ATM third-party servicing business.

$ in millions
Payments = credit and debit card, corporate payment products and merchant processing
Service charges = deposit service charges and treasury management
All other = commercial products, investment products fees, securities gains (losses) and other

Noninterest Expense



+2.1% linked quarter

+2.2% year-over-year

Linked Quarter

- Compensation expense increased due to the impact of seasonal merit increases and an additional day in the second quarter.
- Growth in professional services expense and marketing and business development expense both reflected seasonally higher activity.
- Employee benefits expense decreased due to higher payroll taxes during the first quarter.

Year-over-Year

- Compensation expense increased, primarily driven by merit increases and hiring to support business growth.
- Growth in employee benefits expense reflected increased medical costs.
- Technology and communications expense and net occupancy and equipment expense increased to support business growth.
- Other noninterest expense decreased due to lower FDIC assessment costs and lower costs related to tax-advantaged projects.

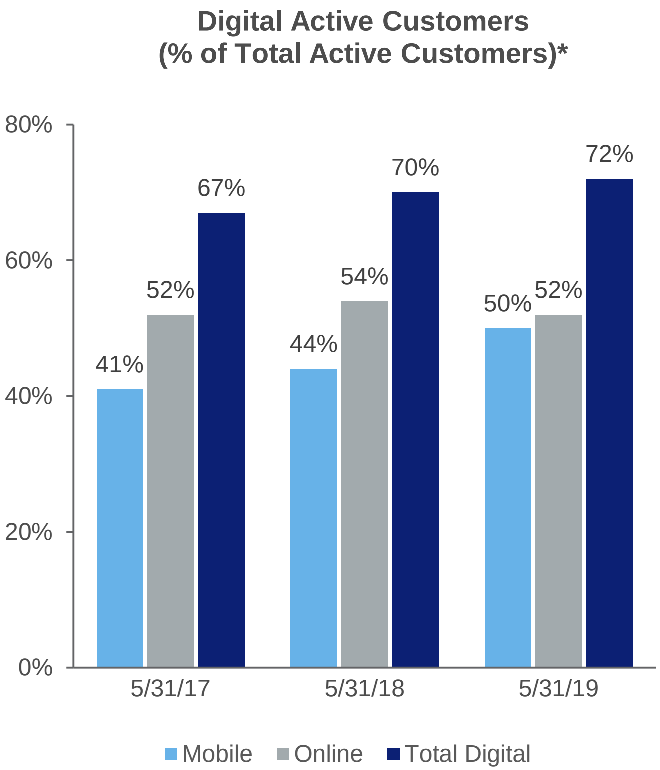
$ in millions
PPS = postage, printing and supplies

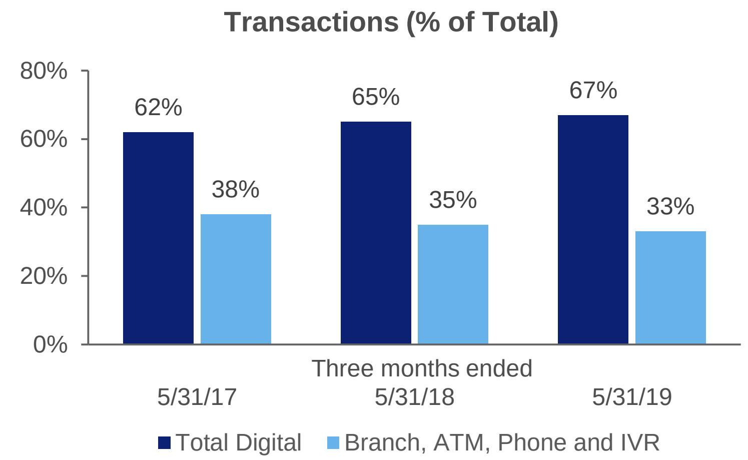
Capital Position

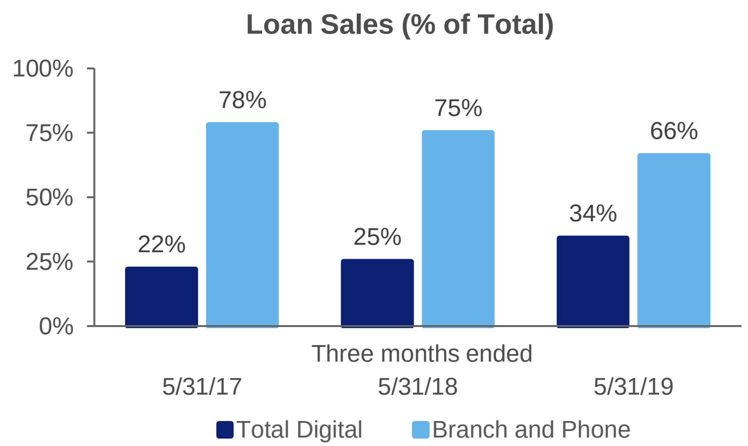
$ in billions	2Q19	1Q19	4Q18	3Q18	2Q18
Total U.S. Bancorp shareholders' equity	$52.9	$52.1	$51.0	$50.4	$49.6
Basel III Standardized Approach					
Common equity tier 1 capital ratio	9.5%	9.3%	9.1%	9.0%	9.1%
Tier 1 capital ratio	11.0%	10.9%	10.7%	10.6%	10.5%
Total risk-based capital ratio	13.0%	12.8%	12.6%	12.6%	12.6%
Leverage ratio	9.3%	9.2%	9.0%	9.0%	8.9%
Basel III Advanced Approaches					
Common equity tier 1 capital ratio	12.3%	12.0%	11.8%	11.8%	11.6%
Tangible common equity to tangible assets*	7.9%	7.9%	7.8%	7.7%	7.8%
Tangible common equity to risk-weighted assets*	9.7%	9.5%	9.4%	9.3%	9.3%

* Non-GAAP; see slide 27 for calculations

Digital Engagement Trends





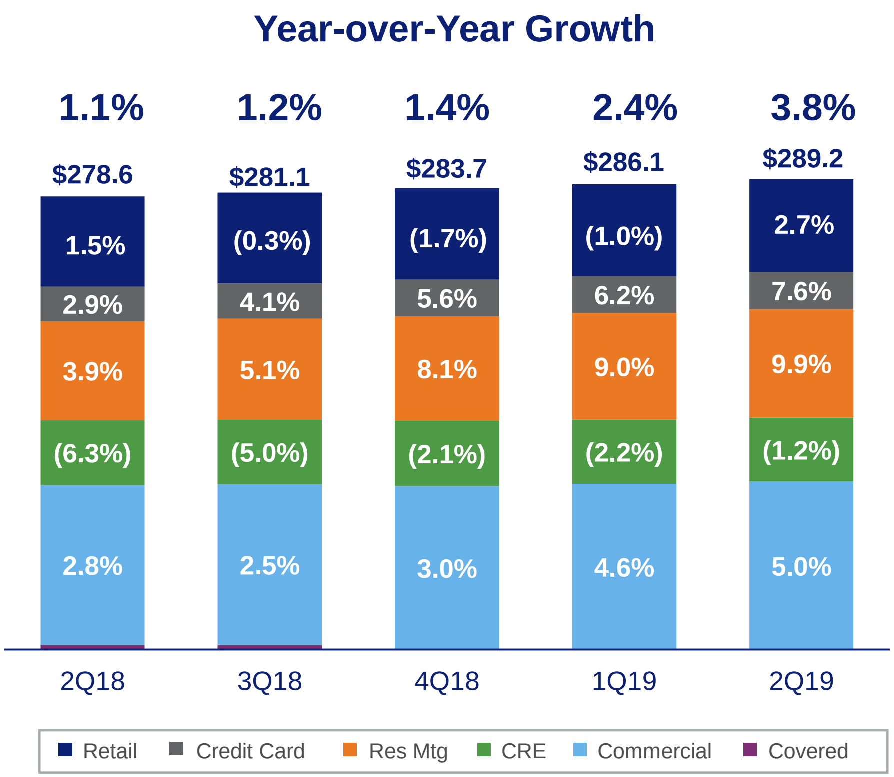


* Represents core Consumer Banking customers active in at least one channel in the previous 90 days
Total Digital includes both online and mobile platforms

Appendix

Average Loans

Average Loans ($bn)



Key Points

vs. 2Q18

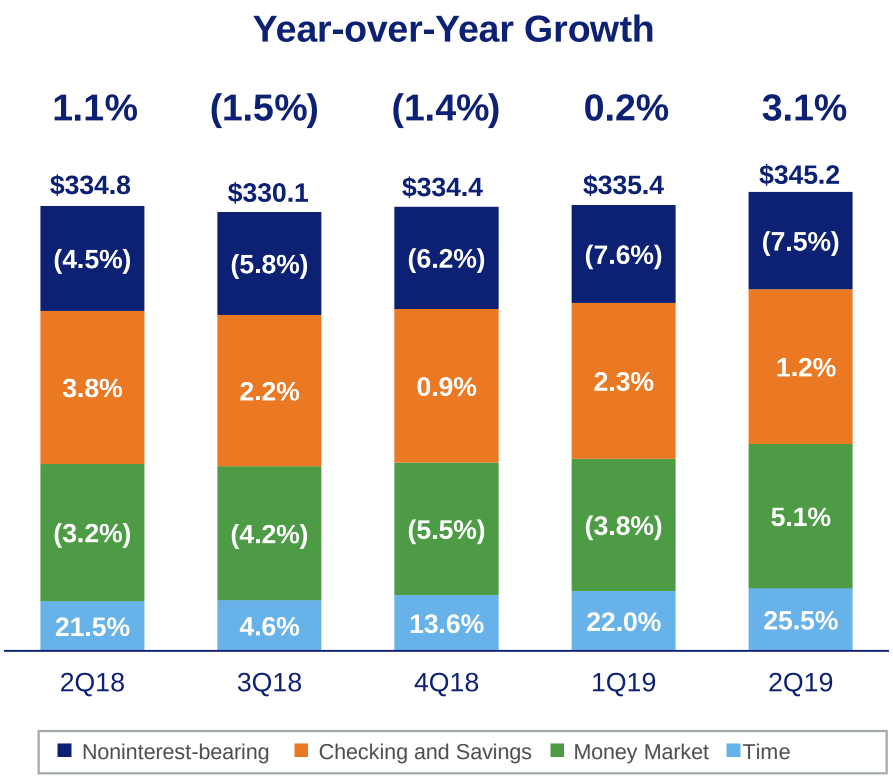
- Average total loans increased by $10.6 billion, or 3.8%
- Average commercial loans increased by $4.9 billion, or 5.0%
- Average residential mortgage loans increased by $6.0 billion, or 9.9%
- Average credit card loans increased by $1.6 billion, or 7.6%
- Average retail loans increased by $1.5 billion, or 2.7%
- Average commercial real estate loans decreased by $0.5 billion, or 1.2%

vs. 1Q19

- Average total loans increased by $3.1 billion, or 1.1%
- Average commercial loans increased by $1.3 billion, or 1.2%
- Average residential mortgage loans increased by $1.3 billion, or 1.9%

Average Deposits

Average Deposits ($bn)



Key Points

vs. 2Q18

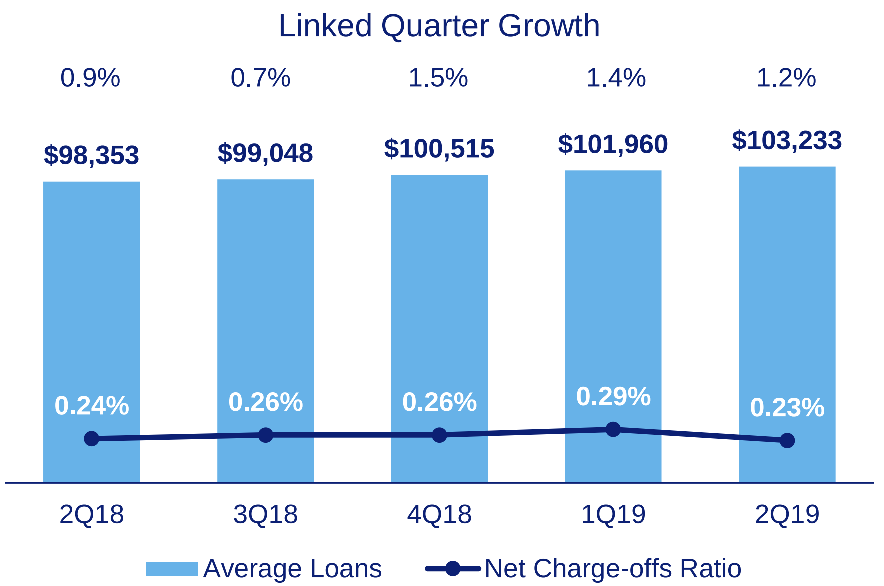
- Average total deposits increased by $10.4 billion, or 3.1%
- Average low-cost deposits (NIB, interest checking, savings and money market) increased by $0.8 billion, or 0.3%

vs. 1Q19

- Average total deposits increased by $9.9 billion, or 2.9%
- Average low-cost deposits (NIB, interest checking, savings and money market) increased by $7.9 billion, or 2.7%

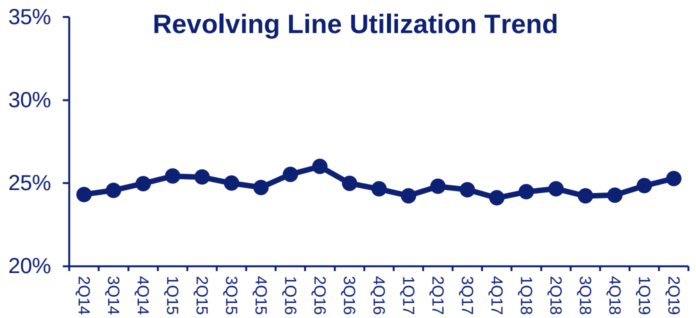
Credit Quality – Commercial

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$98,353	$101,960	$103,233
30-89 Delinquencies	0.23%	0.58%	0.34%
90+ Delinquencies	0.06%	0.07%	0.26%
Nonperforming Loans	0.23%	0.26%	0.27%

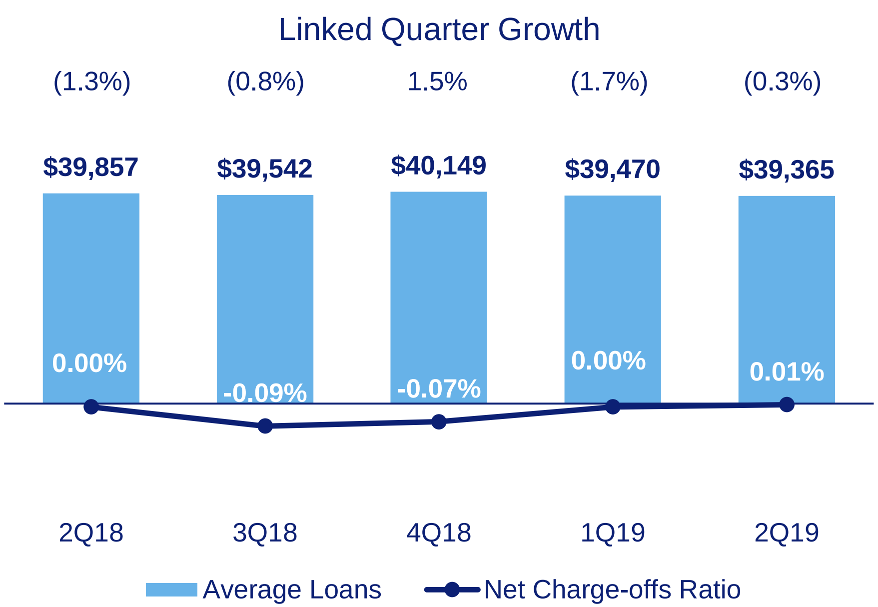


Key Points

- Linked quarter growth was modest at 1.2% and year-over-year growth was 5.0%
- Increase in late stage delinquencies as a result of an administrative delinquency related to one customer that is expected to resolve without a credit loss
- Net charge-offs decreased on a linked quarter basis and remain at historically low levels

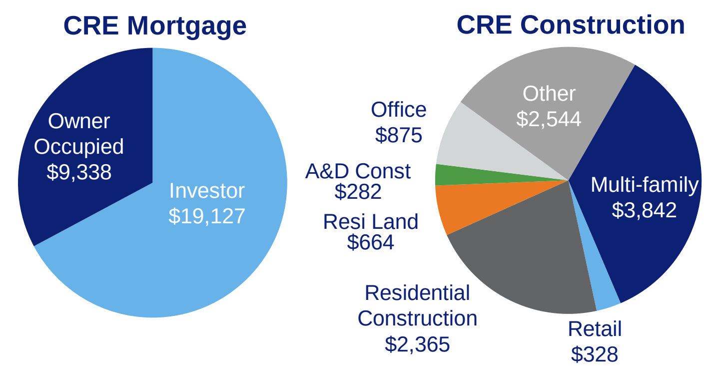
Credit Quality – Commercial Real Estate

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$39,857	$39,470	$39,365
30-89 Delinquencies	0.11%	0.11%	0.07%
90+ Delinquencies	0.01%	0.01%	0.00%
Nonperforming Loans	0.26%	0.32%	0.23%
Performing TDRs*	$126	$139	$137



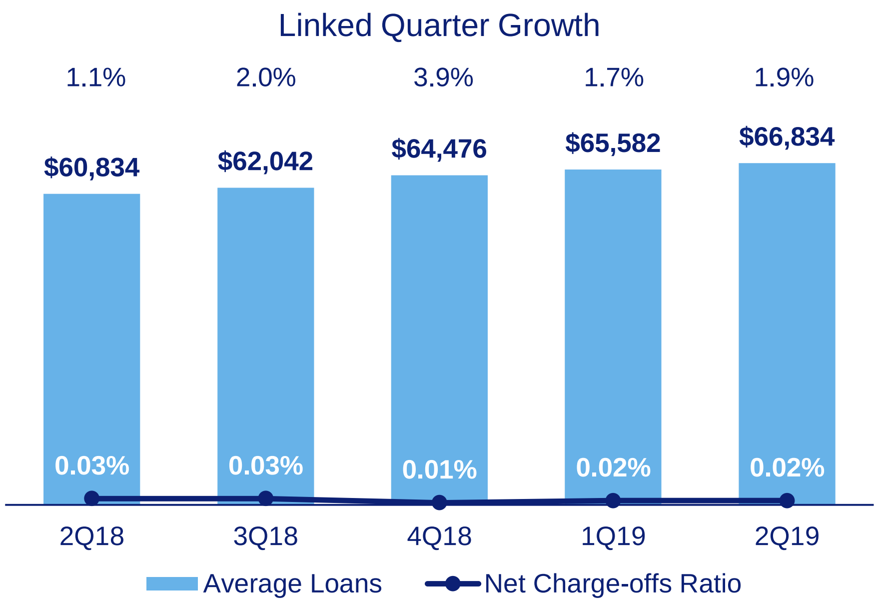
Key Points

- Average loans decreased by 0.3% on a linked quarter basis and were down year-over-year as well due to high market liquidity resulting in continued early payoffs
- Credit quality remains strong and stable; nonperforming loans remain low

* TDR = troubled debt restructuring

Credit Quality – Residential Mortgage

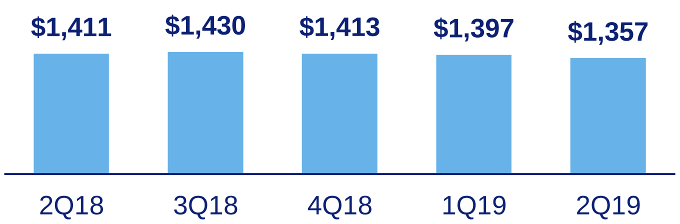
Average Loans ($mm) and Net Charge-offs Ratio



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$60,834	$65,582	$66,834
30-89 Delinquencies	0.27%	0.26%	0.26%
90+ Delinquencies	0.18%	0.18%	0.17%
Nonperforming Loans	0.65%	0.43%	0.39%

Residential Mortgage Performing TDRs*



Key Points

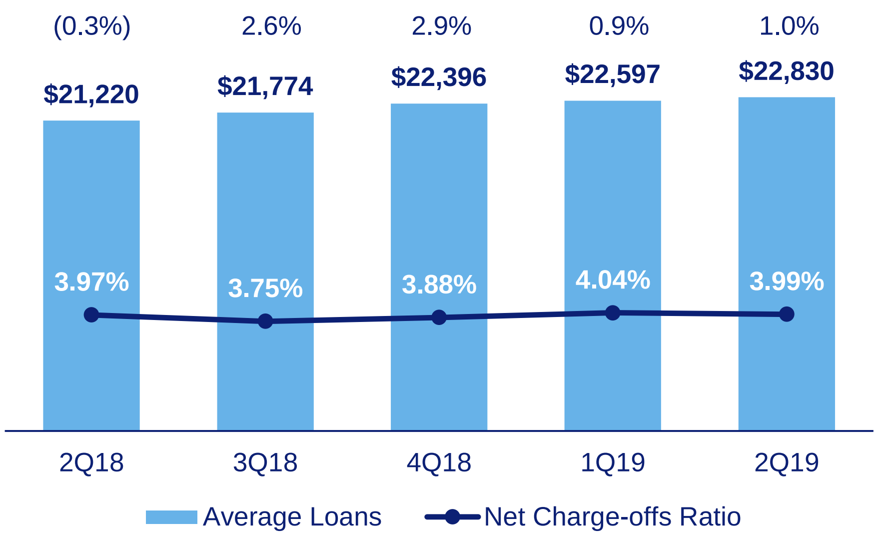
- Originations continued to be high credit quality (weighted average FICO of 763, weighted average LTV of 73%)
- More than 93% of balances have been originated since the beginning of 2009; the origination quality metrics and performance to date have significantly outperformed prior vintages with similar seasoning

* Excludes GNMA loans, whose repayments are insured by the FHA or guaranteed by the Department of VA ($1,598 million in 2Q19)

Credit Quality – Credit Card

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

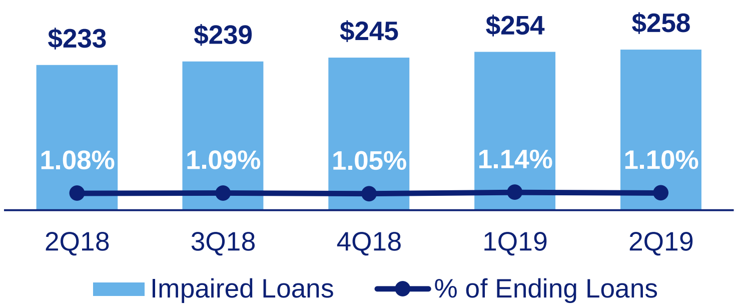
Linked Quarter Growth



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$21,220	$22,597	$22,830
30-89 Delinquencies	1.22%	1.31%	1.23%
90+ Delinquencies	1.15%	1.29%	1.14%
Nonperforming Loans	0.00%	0.00%	0.00%

Credit Card Restructured Loans

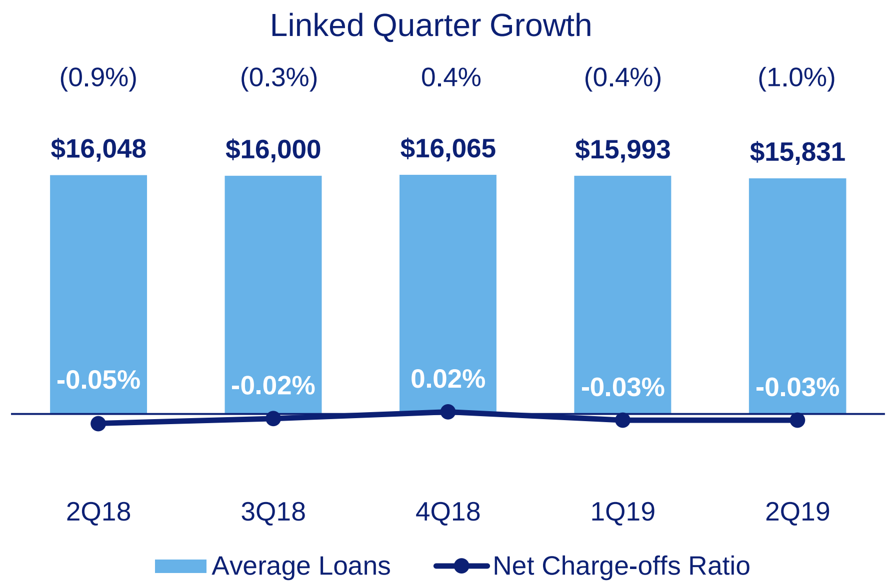


Key Points

- Year-over-year average loan growth of 7.6% was driven by both new originations and existing account usage
- The commitment weighted average FICO on new originations remained strong at 775
- Delinquencies and charge-offs were stable year-over-year

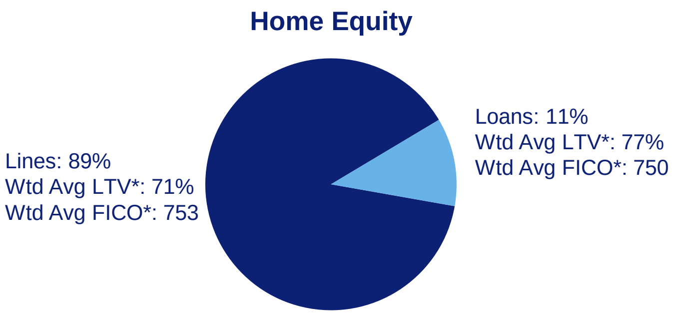
Credit Quality – Home Equity

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$16,048	$15,993	$15,831
30-89 Delinquencies	0.39%	0.54%	0.51%
90+ Delinquencies	0.29%	0.37%	0.34%
Nonperforming Loans	0.81%	0.77%	0.75%



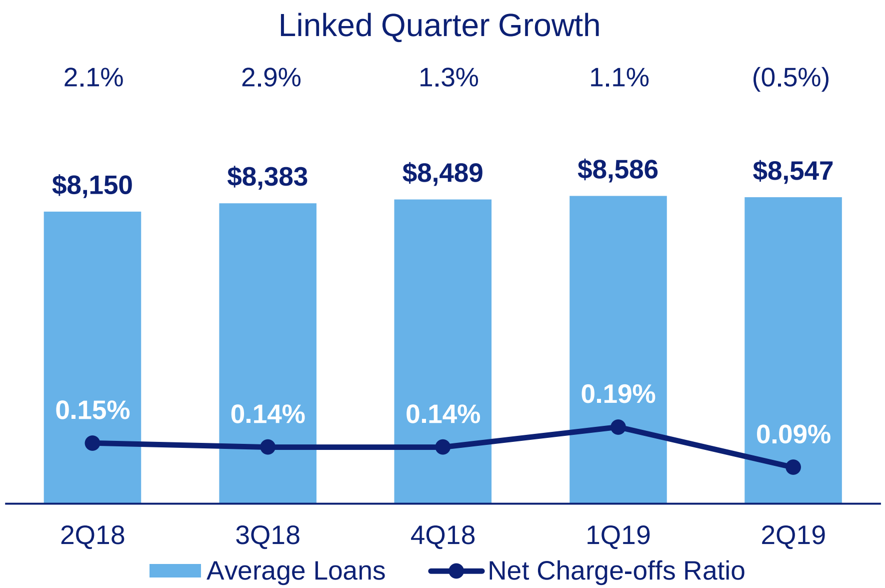
*LTV and FICO at origination

Key Points

- High-quality originations (weighted average FICO on commitments of 782, weighted average CLTV of 68%) were originated primarily through the retail branch network to existing bank customers on their primary residences
- Net charge-offs were stable year-over-year with strong recoveries due to continued strength in home values

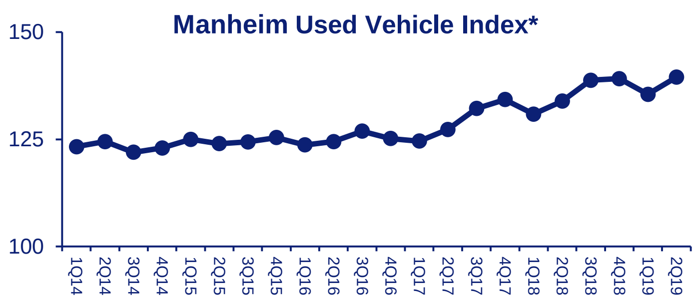
Credit Quality – Retail Leasing

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$8,150	$8,586	$8,547
30-89 Delinquencies	0.30%	0.42%	0.45%
90+ Delinquencies	0.02%	0.03%	0.02%
Nonperforming Loans	0.12%	0.12%	0.13%



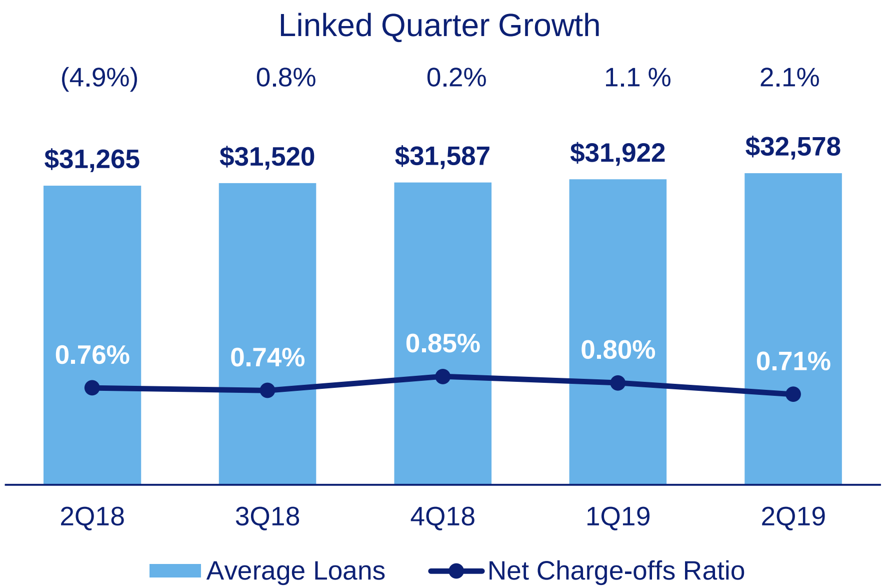
Key Points

- Continued high-quality originations during 2Q19 (weighted average FICO of 781)
- Delinquencies and net charge-offs remained at low levels

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

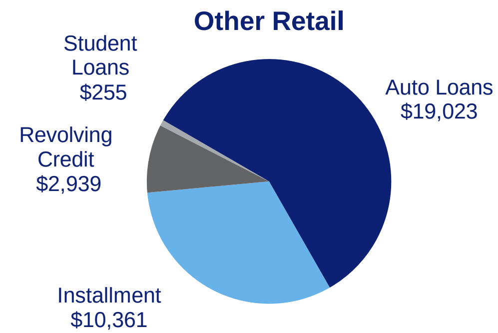
Credit Quality – Other Retail

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$31,265	$31,922	$32,578
30-89 Delinquencies	0.75%	0.78%	0.80%
90+ Delinquencies	0.13%	0.14%	0.13%
Nonperforming Loans	0.12%	0.13%	0.12%

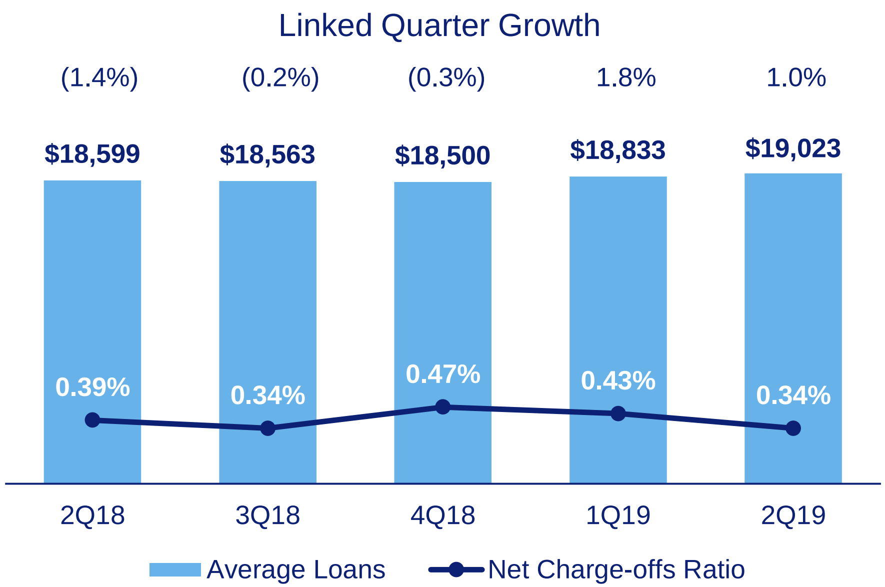


Key Points

- Linked quarter average loans increased 2.1%, while increase year-over-year was primarily driven by loan growth in auto loans and installment lending
- Net charge-offs, delinquencies and nonperforming loans were all relatively stable and consistent with the low levels experienced in recent quarters

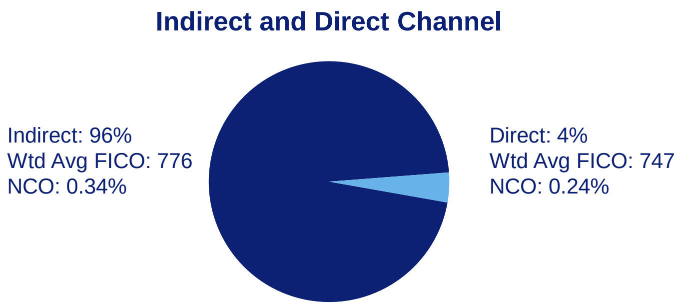
Credit Quality – Auto Loans

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



Key Statistics

$mm	2Q18	1Q19	2Q19
Average Loans	$18,599	$18,833	$19,023
30-89 Delinquencies	0.90%	0.95%	1.01%
90+ Delinquencies	0.08%	0.08%	0.09%
Nonperforming Loans	0.13%	0.15%	0.15%



Key Points

- New balances continue to be driven by high quality originations in the Indirect channel (weighted average FICO of 784)
- Late stage delinquencies remained stable while net charge-offs decreased on a linked quarter

Auto loans are included in Other Retail category

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended		
	June 30, 2019	March 31, 2019	June 30, 2018
Net interest income	$3,305	$3,259	$3,197
Taxable-equivalent adjustment (1)	27	27	29
Net interest income, on a taxable-equivalent basis	3,332	3,286	3,226
Net interest income, on a taxable-equivalent basis (as calculated above)	3,332	3,286	3,226
Noninterest income	2,490	2,291	2,414
Less: Securities gains (losses), net	17	5	10
Total net revenue, excluding net securities gains (losses) (a)	5,805	5,572	5,630
Noninterest expense (b)	3,153	3,087	3,085
Efficiency ratio (b)/(a)	54.3 %	55.4 %	54.8 %

(1) Based on a federal income tax rate of 21 percent for those assets and liabilities whose income or expense is not included for federal income tax purposes.

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended June 30, 2019	March 31, 2019	June 30, 2018
Net income applicable to U.S. Bancorp common shareholders	$1,741	$1,613	$1,678
Intangibles amortization (net-of-tax)	33	32	32
Net income applicable to U.S. Bancorp common shareholders, excluding intangibles amortization	1,774	1,645	1,710
Annualized net income applicable to U.S. Bancorp common shareholders, excluding intangibles amortization (a)	7,115	6,671	6,859
Average total equity	53,066	52,218	49,950
Average preferred stock	(5,984)	(5,984)	(5,419)
Average noncontrolling interests	(628)	(629)	(628)
Average goodwill (net of deferred tax liability) (1)	(8,715)	(8,732)	(8,602)
Average intangible assets, other than mortgage servicing rights	(681)	(671)	(588)
Average tangible common equity (b)	37,058	36,202	34,713
Return on tangible common equity (a)/(b)	19.2 %	18.4 %	19.8 %

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

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	June 30, 2019		March 31, 2019		December 31, 2018		September 30, 2018		June 30, 2018	
Total equity	$53,540		$52,686		$51,657		$51,007		$50,257	
Preferred stock	(5,984)		(5,984)		(5,984)		(5,984)		(5,419)	
Noncontrolling interests	(627)		(629)		(628)		(632)		(629)	
Goodwill (net of deferred tax liability) (1)	(8,708)		(8,716)		(8,549)		(8,682)		(8,585)	
Intangible assets, other than mortgage servicing rights	(703)		(685)		(601)		(627)		(571)	
Tangible common equity (a)	37,518		36,672		35,895		35,082		35,053	
Total assets	481,719		475,775		467,374		464,607		461,329	
Goodwill (net of deferred tax liability) (1)	(8,708)		(8,716)		(8,549)		(8,682)		(8,585)	
Intangible assets, other than mortgage servicing rights	(703)		(685)		(601)		(627)		(571)	
Tangible assets (b)	472,308		466,374		458,224		455,298		452,173	
Risk-weighted assets, determined in accordance with the Basel III standardized approach (c)	388,709	*	384,394		381,661		377,713		375,466	
Ratios *										
Tangible common equity to tangible assets (a)/(b)	7.9	%	7.9	%	7.8	%	7.7	%	7.8	%
Tangible common equity to risk-weighted assets (a)/(c)	9.7		9.5		9.4		9.3		9.3	

* 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.

U.S. Bancorp
2Q19 Earnings Conference Call

July 17, 2019

usbancorp