

City of Philadelphia Office of the City Treasurer



Authorized Depository Compliance Reporting: Philadelphia City Code Chapter 19-200 City Funds--Deposits, Investments, & Disbursements

**Annual Request for Information
Questionnaire
Calendar Year 2017**

U.S Bank reported community development investments totaling \$934,000 in Philadelphia County during 2017. These investments included Low Income Housing Tax Credits, New Markets Tax Credits and CRA qualified Historic Tax Credits.

As part of U.S. Bank's commitment to community investment, the Bank sets Community Reinvestment Act goals in assessment areas where we have a retail branch, depository presence per the direction of the Community Reinvestment Act. U.S. Bank does not have a retail presence in Philadelphia and therefore does not set specific goals for the Philadelphia MSA.

U.S. Bank National Association is proud to have been awarded an "Outstanding" rating in all three CRA categories – lending, investments and service tests – from the Office of the Comptroller of the Currency (OCC). This is the highest possible rating given by the Office of the Comptroller of the Currency (OCC). However, due to an issue with a third party provider of credit monitoring services, that was resolved immediately upon identification, the OCC downgraded the Banks overall rating to "Satisfactory". The Bank is committed to returning our rating to "Outstanding" during our next review period which is currently in process. U.S. Bank's most current CRA exam period covers January 1, 2009 through March 31, 2012. The most recent copy of our "Community Reinvestment Act Evaluation" can be found on our website – www.usbank.com/community/cra-performance-evaluation.html

Further, an outline of our corporate social responsibility strategy and achievements can be found in our 2017 CSR Report: <https://www.usbank.com/en/CSR-Annual-Report-2017/>

Provide the number of small business loans, home mortgages, home improvement loans, and community development investments to be made within low and moderate-income neighborhoods within the City of Philadelphia.

Type	2017 Goals	2017 Results	2018 Goals
Small Business Loans (1)	N/A	446	N/A
Home Mortgages		137	
Home Improvement Loans		4	
Community Development Investments (2)	N/A	15	

(1) Data is provided for Philadelphia County

(2) USB does not track or report the census tract level of its community development investments.

If applicable, explain why previous year results did not meet the stated goal.

U.S. Bank does not have a retail branch presence in Philadelphia and therefore does not have specifically set goals for the Philadelphia MSA. The City's activities are included with the Bank's overall goals.

2. Provide the actual number and dollar amounts of small business loans, home mortgages, home improvement loans, community development investments, consumer loans, and other commercial loans made in neighborhoods within the City of Philadelphia.

Calendar Year 2017

Number of Loans by Income

Type	Low	Mod	Mid	Upp	Total
Residential Mortgage	10	44	40	43	137
Home Improvement	-	2	-	2	4
Small Business Loans (1) (2)	33	117	96	193	446
Community Development (1)					15
Consumer Loans (3)	N/A	N/A	N/A	N/A	N/A
Other Commercial Loans	N/A	N/A	N/A	N/A	N/A
Total:	43	163	136	238	602
How many business loans were originated?	33	117	96	192	445

*Value of Loans (\$) by Income (*In 000's per HMDA LAR Loan Amount)*

Type	Low	Mod	Mid	Upp	Total
Residential Mortgage	1,327	6,225	7,109	13,613	28,274
Home Improvement	-	193	-	404	597
Small Business Loans (1) (2)	\$218	\$761	\$857	\$1,561	\$3,509
Community Development (1)					\$934
Consumer Loans (3)	N/A	N/A	N/A	N/A	N/A
Other Commercial Loans	N/A	N/A	N/A	N/A	N/A
Total:	1,545	7,179	7,966	15,578	33,314
% of Consumer Loans made through Credit Cards					

(1)Data is provided for Philadelphia County

(2)Small business lending includes seven loans totaling \$112,000 with NA as census tract income level.

(3)U.S. Bank does not include consumer lending in its CRA examinations.

Appendix II - Long Term Strategic Plan

U.S. Bancorp Consolidated Balance Sheet — Five Year Summary (Unaudited)

At December 31 (Dollars in Millions)	2017	2016	2015	2014	2013	% Change 2017 v 2016
Assets						
Cash and due from banks	\$ 19,505	\$ 15,705	\$ 11,147	\$ 10,654	\$ 8,477	24.2%
Held-to-maturity securities	44,362	42,991	43,590	44,974	38,920	3.2
Available-for-sale securities	68,137	66,284	61,997	56,069	40,935	2.8
Loans held for sale	3,554	4,826	3,184	4,792	3,268	(26.4)
Loans	280,432	273,207	260,849	247,851	235,235	2.6
Less allowance for loan losses	(3,925)	(3,813)	(3,863)	(4,039)	(4,250)	(2.9)
Net loans	276,507	269,394	256,986	243,812	230,985	2.6
Other assets	49,975	46,764	44,949	42,228	41,436	6.9
Total assets	<u>\$462,040</u>	<u>\$445,964</u>	<u>\$421,853</u>	<u>\$402,529</u>	<u>\$364,021</u>	3.6
Liabilities and Shareholders' Equity						
Deposits						
Noninterest-bearing	\$ 87,557	\$ 86,097	\$ 83,766	\$ 77,323	\$ 76,941	1.7%
Interest-bearing	259,658	248,493	216,634	205,410	185,182	4.5
Total deposits	347,215	334,590	300,400	282,733	262,123	3.8
Short-term borrowings	16,651	13,963	27,877	29,893	27,608	19.3
Long-term debt	32,259	33,323	32,078	32,260	20,049	(3.2)
Other liabilities	16,249	16,155	14,681	13,475	12,434	.6
Total liabilities	412,374	398,031	375,036	358,361	322,214	3.6
Total U.S. Bancorp shareholders' equity	49,040	47,298	46,131	43,479	41,113	3.7
Noncontrolling interests	626	635	686	689	694	(1.4)
Total equity	49,666	47,933	46,817	44,168	41,807	3.6
Total liabilities and equity	<u>\$462,040</u>	<u>\$445,964</u>	<u>\$421,853</u>	<u>\$402,529</u>	<u>\$364,021</u>	3.6

U.S. Bancorp

Consolidated Statement of Income — Five-Year Summary

(Unaudited)

Year Ended December 31 (Dollars in Millions)	2017	2016	2015	2014	2013	% Change 2017 v 2016
Interest Income						
Loans	\$11,827	\$10,810	\$10,059	\$10,113	\$10,277	9.4%
Loans held for sale	144	154	206	128	203	(6.5)
Investment securities	2,232	2,078	2,001	1,866	1,631	7.4
Other interest income	182	125	136	121	174	45.6
Total interest income	14,385	13,167	12,402	12,228	12,285	9.3
Interest Expense						
Deposits	1,041	622	457	465	561	67.4
Short-term borrowings	319	263	245	263	353	21.3
Long-term debt	784	754	699	725	767	4.0
Total interest expense	2,144	1,639	1,401	1,453	1,681	30.8
Net interest income	12,241	11,528	11,001	10,775	10,604	6.2
Provision for credit losses	1,390	1,324	1,132	1,229	1,340	5.0
Net interest income after provision for credit losses	10,851	10,204	9,869	9,546	9,264	6.3
Noninterest Income						
Credit and debit card revenue	1,252	1,177	1,070	1,021	965	6.4
Corporate payment products revenue	753	712	708	724	706	5.8
Merchant processing services	1,590	1,592	1,547	1,511	1,458	(.1)
ATM processing services	362	338	318	321	327	7.1
Trust and investment management fees	1,522	1,427	1,321	1,252	1,139	6.7
Deposit service charges	751	725	702	693	670	3.6
Treasury management fees	618	583	561	545	538	6.0
Commercial products revenue	849	871	867	854	859	(2.5)
Mortgage banking revenue	834	979	906	1,009	1,356	(14.8)
Investment products fees	163	158	185	191	178	3.2
Securities gains (losses), net	57	22	—	3	9	*
Other	860	993	907	1,040	569	(13.4)
Total noninterest income	9,611	9,577	9,092	9,164	8,774	.4
Noninterest Expense						
Compensation	5,746	5,212	4,812	4,523	4,371	10.2
Employee benefits	1,186	1,119	1,167	1,041	1,140	6.0
Net occupancy and equipment	1,019	988	991	987	949	3.1
Professional services	419	502	423	414	381	(16.5)
Marketing and business development	542	435	361	382	357	24.6
Technology and communications	977	955	887	863	848	2.3
Postage, printing and supplies	323	311	297	328	310	3.9
Other intangibles	175	179	174	199	223	(2.2)
Other	2,558	1,975	1,819	1,978	1,695	29.5
Total noninterest expense	12,945	11,676	10,931	10,715	10,274	10.9
Income before income taxes	7,517	8,105	8,030	7,995	7,764	(7.3)
Applicable income taxes	1,264	2,161	2,097	2,087	2,032	(41.5)
Net income	6,253	5,944	5,933	5,908	5,732	5.2
Net (income) loss attributable to noncontrolling interests	(35)	(56)	(54)	(57)	104	37.5
Net income attributable to U.S. Bancorp	\$ 6,218	\$ 5,888	\$ 5,879	\$ 5,851	\$ 5,836	5.6
Net income applicable to U.S. Bancorp common shareholders	\$ 5,913	\$ 5,589	\$ 5,608	\$ 5,583	\$ 5,552	5.8

* Not meaningful

U.S. Bancorp

Quarterly Consolidated Financial Data (Unaudited)

	2017				2016			
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
(Dollars in Millions, Except Per Share Data)								
Interest Income								
Loans	\$2,797	\$2,901	\$3,059	\$3,070	\$2,644	\$2,664	\$2,731	\$2,771
Loans held for sale	35	29	40	40	31	36	43	44
Investment securities	530	555	568	579	517	523	515	523
Other interest income	38	46	47	51	29	29	31	36
Total interest income	3,400	3,531	3,714	3,740	3,221	3,252	3,320	3,374
Interest Expense								
Deposits	199	238	293	311	139	152	161	170
Short-term borrowings	66	77	90	86	65	66	70	62
Long-term debt	190	199	196	199	182	189	196	187
Total interest expense	455	514	579	596	386	407	427	419
Net interest income	2,945	3,017	3,135	3,144	2,835	2,845	2,893	2,955
Provision for credit losses	345	350	360	335	330	327	325	342
Net interest income after provision for credit losses	2,600	2,667	2,775	2,809	2,505	2,518	2,568	2,613
Noninterest Income								
Credit and debit card revenue	292	319	308	333	266	296	299	316
Corporate payment products revenue	179	184	201	189	170	181	190	171
Merchant processing services	378	407	405	400	373	403	412	404
ATM processing services	85	90	92	95	80	84	87	87
Trust and investment management fees	368	380	380	394	339	358	362	368
Deposit service charges	177	184	192	198	168	179	192	186
Treasury management fees	153	160	153	152	142	147	147	147
Commercial products revenue	207	210	221	211	197	238	219	217
Mortgage banking revenue	207	212	213	202	187	238	314	240
Investment products fees	40	41	39	43	40	39	41	38
Securities gains (losses), net	29	9	9	10	3	3	10	6
Other	214	223	209	214	184	386	172	251
Total noninterest income	2,329	2,419	2,422	2,441	2,149	2,552	2,445	2,431
Noninterest Expense								
Compensation	1,391	1,416	1,440	1,499	1,249	1,277	1,329	1,357
Employee benefits	314	287	281	304	300	278	280	261
Net occupancy and equipment	247	255	258	259	248	243	250	247
Professional services	96	105	104	114	98	121	127	156
Marketing and business development	90	109	92	251	77	149	102	107
Technology and communications	235	242	246	254	233	241	243	238
Postage, printing and supplies	81	81	82	79	79	77	80	75
Other intangibles	44	43	44	44	45	44	45	45
Other	446	485	492	1,135	420	562	475	518
Total noninterest expense	2,944	3,023	3,039	3,939	2,749	2,992	2,931	3,004
Income before income taxes	1,985	2,063	2,158	1,311	1,905	2,078	2,082	2,040
Applicable income taxes	499	551	589	(375)	504	542	566	549
Net income	1,486	1,512	1,569	1,686	1,401	1,536	1,516	1,491
Net (income) loss attributable to noncontrolling interests	(13)	(12)	(6)	(4)	(15)	(14)	(14)	(13)
Net income attributable to U.S. Bancorp	\$1,473	\$1,500	\$1,563	\$1,682	\$1,386	\$1,522	\$1,502	\$1,478
Net income applicable to U.S. Bancorp common shareholders	\$1,387	\$1,430	\$1,485	\$1,611	\$1,329	\$1,435	\$1,434	\$1,391
Earnings per common share	\$.82	\$.85	\$.89	\$.97	\$.77	\$.83	\$.84	\$.82
Diluted earnings per common share	\$.82	\$.85	\$.88	\$.97	\$.76	\$.83	\$.84	\$.82

U.S. Bancorp

Supplemental Financial Data (Unaudited)

Earnings Per Common Share Summary	2017	2016	2015	2014	2013
Earnings per common share	\$ 3.53	\$ 3.25	\$ 3.18	\$ 3.10	\$ 3.02
Diluted earnings per common share	3.51	3.24	3.16	3.08	3.00
Dividends declared per common share	1.160	1.070	1.010	.965	.885
Ratios					
Return on average assets	1.39%	1.36%	1.44%	1.54%	1.65%
Return on average common equity	13.8	13.4	14.0	14.7	15.8
Average total U.S. Bancorp shareholders' equity to average assets	10.8	10.9	11.0	11.3	11.3
Dividends per common share to net income per common share	32.9	32.9	31.8	31.1	29.3
Other Statistics (Dollars and Shares in Millions)					
Common shares outstanding ^(a)	1,656	1,697	1,745	1,786	1,825
Average common shares outstanding and common stock equivalents					
Earnings per common share	1,677	1,718	1,764	1,803	1,839
Diluted earnings per common share	1,683	1,724	1,772	1,813	1,849
Number of shareholders ^(b)	36,841	38,794	40,666	44,114	46,632
Common dividends declared	\$ 1,950	\$ 1,842	\$ 1,785	\$ 1,745	\$ 1,631

(a) Defined as total common shares less common stock held in treasury at December 31.

(b) Based on number of common stock shareholders of record at December 31.

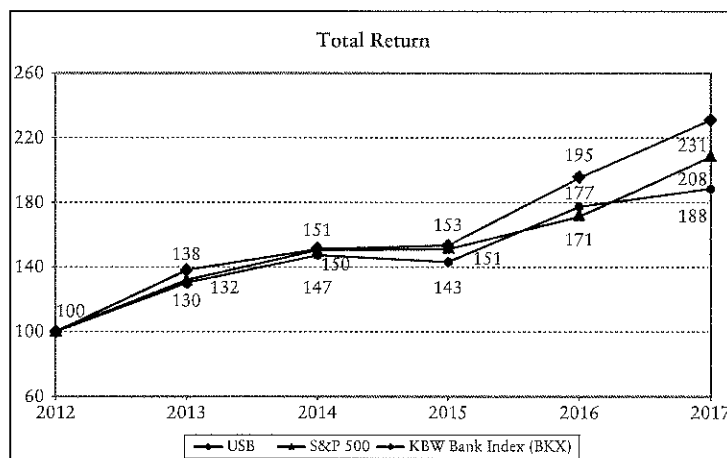
Stock Price Range and Dividends

	2017				2016			
	Sales Price			Dividends Declared	Sales Price			Dividends Declared
	High	Low	Closing Price		High	Low	Closing Price	
First quarter	\$56.61	\$49.99	\$51.50	\$280	\$41.82	\$37.07	\$40.59	\$255
Second quarter	53.46	49.55	51.92	.280	43.94	38.48	40.33	.255
Third quarter	54.35	49.54	53.59	.300	44.26	38.63	42.89	.280
Fourth quarter	56.43	51.14	53.58	.300	52.68	42.37	51.37	.280

The common stock of U.S. Bancorp is traded on the New York Stock Exchange, under the ticker symbol "USB." At January 31, 2018, there were 36,705 holders of record of the Company's common stock.

Stock Performance Chart

The following chart compares the cumulative total shareholder return on the Company's common stock during the five years ended December 31, 2017, with the cumulative total return on the Standard & Poor's 500 Index and the KBW Bank Index. The comparison assumes \$100 was invested on December 31, 2012, in the Company's common stock and in each of the foregoing indices and assumes the reinvestment of all dividends. The comparisons in the graph are based upon historical data and are not indicative of, nor intended to forecast, future performance of the Company's common stock.



2017 Corporate Social Responsibility at U.S. Bank

Community Possible:

Closing the gap between people and possibility



Andy Cecere
Chairman, President &
CEO, U.S. Bancorp

“At U.S. Bank, our Corporate Social Responsibility (CSR) work is built on a foundation of ethics, integrity and trust, and highlights our commitment to economic development in the communities we serve. Our commitment to CSR comes to life through Community Possible, our corporate giving and engagement platform that closes the gap between people and possibility in the areas of Work, Home and Play.”

\$18B

Invested more than
\$18 billion in environmentally
beneficial business
opportunities over 10 years



\$2B

small business loans
through the Small Business
Administration (SBA) program



\$58.4M

Gave \$58.4 million in
grants and contributions to
nonprofit organizations



\$48M

in American Dream
mortgage loans



\$4.6B

Loaned and invested
to revitalize
communities



20%

increased
spending with
diverse suppliers



200,000

Educated more than
200,000 individuals in
financial matters



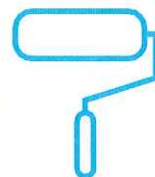
\$14M

donated by U.S. Bank and its
employees through the Annual
Employee Giving Campaign in
partnership with the United Way



188,000

hours of employee
volunteer time



Read our 2017 CSR Report www.usbank.com/en/CSR-Annual-Report-2017/index.html

Exhibit C - U.S. Bank Supplier Diversity Program Overview

Supplier Diversity

Supplier Diversity Program

The mission of the U.S. Bank Supplier Diversity program is to identify, develop and build strong relationships with certified diverse businesses that are qualified to supply U.S. Bank with quality products and services.

Our communities are made up of an increasingly diverse population. Minority and women-owned business enterprises (MWBE), Veteran and Service Disabled Veteran owned businesses and Lesbian/Gay/Bi-sexual/Transgender (LGBT) businesses are rapidly growing and progressing from suppliers of small commodity lines to providers of a wide variety of manufactured products and corporate services. By doing business with diverse suppliers, we build bridges with the community and contribute to the growth of companies who, in turn, help us build the best bank in America.

We strive to identify business opportunities for certified diverse suppliers to participate equally with other suppliers in the competitive supplier evaluation process. The Supplier Diversity strategy includes designation of diversity goals set by business lines towards meeting the enterprise-wide goals and objectives to diversify the supply chain and create jobs.

Please visit www.usbank.com/supplierdiversity for more information on U.S. Bank's Supplier Diversity program.

U.S. Bank Supplier Diversity Program Overview

The mission of the U.S. Bank Supplier Diversity program is to identify, develop and build strong relationships with certified diverse businesses that are qualified to supply U.S. Bank with quality products and services.

Our communities are made up of an increasingly diverse population. Minority and women-owned business enterprises (MWBE), Veteran and Service Disabled Veteran owned businesses and Lesbian/Gay/Bi-sexual/Transgender (LGBT) businesses are rapidly growing and progressing from suppliers of small commodity lines to providers of a wide variety of manufactured products and corporate services. By doing business with diverse suppliers, we build bridges with the community and contribute to the growth of companies who, in turn, help us build the best bank in America.

Our Supplier Diversity Program was created in 1998 to help grow and support this initiative. It is staffed by two full-time employees dedicated to driving Supplier Diversity internally within the corporation, as well as externally in the community. We strive to identify business opportunities for certified diverse suppliers to participate equally with other suppliers in the competitive supplier evaluation process. The Supplier Diversity strategy includes designation of diversity goals set by business lines towards meeting the enterprise wide goals and objectives to diversify the supply chain and create jobs.

We are national corporate members of the NMSDC (National Minority Supplier Development Council) as well as corporate members of WBENC (Women's Business Enterprise National Council) the NGLCC (National Gay and Lesbian Chamber of Commerce) as well as NaVOBA (National Veteran Owned Business Association) and participate in a number of national and regional outreach activities throughout the year.

"U.S. Bank is committed to building the best bank in America. To meet this goal, we're helping to build the best communities in America. That's why we support Supplier Diversity. It creates opportunities for more individuals and firms to do business with us. When the diverse communities we serve are strong, then we have economic vitality in the communities where we live and work."

Richard Davis
Chairman and CEO

Our strategic sourcing efforts work toward the inclusion and participation of certified diverse owned businesses in our RFPs and contracts. U.S. Bank requires a company to be at least 51% owned, controlled and managed by one or more minority group members or women. Minority groups include the following:

- African American
- Hispanic Americans
- Asian Pacific Americans
- Native Americans
- Asian Indian Americans

U.S. Bank expanded its current spend goal with MWBEs to include Veteran, Service Disabled Veterans and LGBT owned businesses. Qualifying companies must be located within the United States, its territories or its possessions. Certified companies must submit a certification received from an authorized third party or regulatory agency. U.S. Bank accepts certification completed by regional councils of the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC), the National Women Business Owners Corporation (NWBOC), the National Gay and Lesbian Chamber of Commerce (NGLCC) or a federal, state, local government affiliate or municipality.

We work with our prime (Tier 1) suppliers to support the growth of diverse suppliers by requiring the reporting of their subcontracting (Tier 2) utilization of certified companies on U.S. Bank contracts.

An automated, online registration process for diverse suppliers can be accessed via our website, www.usbank.com/supplierdiversity for interested suppliers.

U.S. Bank continues its dedication to identifying, developing and building strong business relationships with certified diverse suppliers with expanded efforts. Every line of business will support the enterprise-wide initiative effort by:

- Building awareness, education and training
- Assisting in the development of supplier diversity strategies that are aligned with U.S. Bank's strategic plans
- Finding potential diverse suppliers, including identifying opportunities to expand existing MWBE, Veteran, Service Disabled Veteran and LGBT relationships
- Providing resources and tools
- Reviewing and measuring supplier diversity spend performance

We monitor our effectiveness by capturing spend with diverse suppliers on a monthly and quarterly basis. The Supplier Diversity Team, in conjunction with the business lines, work with all non-certified suppliers to identify valid certification options that fit the supplier's business model in alliance with U.S. Bank's needs.

NATIONAL SPEND			
2016			
Diversity Category	Certified	Ethnicity	Grand Total
MBE	Yes	African American	\$184,215,922
		Asian Indian American	\$9,089,919
		Asian Pacific American	\$21,237,323
		Hispanic American	\$15,465,412
		Native American	\$378,330
		Total	\$230,386,906
	No	African American	\$40,635
		Asian Indian American	\$739,885
		Asian Pacific American	\$15,000
		Hispanic American	\$49,750
		Native American	\$438,603
		Total	\$1,283,873
	Total		\$231,670,779
	WBE	Yes	Asian Indian American
Non-Minority			\$132,672,486
Total			\$132,712,809
No		Non-Minority	\$4,732,035
		Total	\$4,732,035
Total		\$137,444,844	
SDV	Yes	Non-Minority	\$562,879
	Total		\$562,879
Vet	Yes	Non-Minority	\$403,666
	Total		\$403,666
LGBT	Yes	Non-Minority	\$3,860,891
	Total		\$3,860,891
Grand Total (Tier 2 included)			\$411,253,462*
* Totals represented in this report reflect certified and non certified diversity expenditures.			
Note: U.S. Bank's Supplier Diversity Program requires third party certification and for the period expenditures total \$405,237,554			

Infrastructure is in place to track and report Tier 1 and Tier 2 spend using a third party supplier management tool. The automated tool enables online analysis, tracking and reporting of spend. U.S. Bank tracks the following certified and non-certified diverse suppliers: MBE, WBE, DBE, DOBE, HUBZ, LGBT, SBA 8(a), SBE, SDB, SDV, VET. We engage and train prime suppliers regarding Tier 2 reporting to maintain compliance and to assist in meeting our corporate Supplier Diversity Initiative goals and objectives.

The Supplier Diversity Team:

Hector Martinez, Supplier Diversity Manager/Corporate Procurement

hector.martinez@usbank.com

Phone: 612-973-6646

Fesha Buie, Supplier Diversity Specialist/Corporate Procurement

fesha.buie@usbank.com

Phone: 513-277-5354

The Supplier Diversity Team is comprised of seasoned bankers with long tenure in Human Resources, and Supply Chain Optimization, respectively. Their combined expertise is focused in lending products, recruiting, training and procurement. These core skills have assisted them in creating an inclusionary sourcing and bid process.

All are actively engaged and/or coordinate diverse supplier participation across the U.S. Bank 25-state footprint with the NMSDC, WBENC, NaVOBA and the NGLCC. In addition we support regional councils, ethnic Chambers of Commerce, municipalities, higher education institutes, Community Based Organizations and U.S. Bank's technical assistance partners. U.S. Bank is a founder and active member of numerous community based organizations whose mission aligns with ours—to develop and grow diverse businesses and

to impact positive growth in the communities to which we operate and work. To name a few: O.A.M.E./Portland; Astra/Oregon, M.E.D.A./MN, Cincinnati Minority Business Accelerator and partnerships with Small Business Development Centers across the United States. Subject matter experts such as Small Business Bankers and Community Development Managers support these organizations by providing business literacy and serving on various boards and committees.

The success of our outreach stems from having local, internal business line partners to support the growth and development of certified diverse suppliers. Our Supplier Diversity efforts are aligned internally with Diversity & Inclusion, Community Affairs/Community Development, Small Business Banking, Multicultural Marketing and Products, Corporate Real Estate-Construction/Property/Facilities Managers.

The Supplier Diversity Team is available to respond to any additional questions or feedback needed to validate a robust initiative for U. S. Bank and your business opportunity.





Equal Employment Opportunity & Affirmative Action Policy Statement

It is U.S. Bank's policy to prohibit both discrimination against and harassment of any employee or applicant, and to ensure that all personnel practices are administered on individual merit and capability without regard to race, religion, color, age, gender, national origin or ancestry, sexual orientation, gender identity or expression, marital status, disability, veteran status, or other factors identified and protected by federal, state and local legislation. These practices include, but are not limited to, hiring, promotion, selection or placement, demotion or transfer, recruitment or related advertising, layoff or termination, performance management, compensation, benefits, education, social/recreational programs, and selection for training. U.S. Bank's nondiscrimination and anti-harassment policies are also included in the Code of Ethics and Business Conduct handbook.

U.S. Bank is a federal contractor subject to Executive Order 11246, as amended, as well as Section 503 of the Rehabilitation Act of 1973, as amended, and the Vietnam Era Veterans' Readjustment Assistance Act of 1974, as amended (38 U.S.C. 4212), which require government contractors to take affirmative action to employ and advance in employment qualified individuals with a disability, disabled veterans, newly separated veterans, campaign veterans, or armed forces service medal veterans (i.e., qualified covered veterans). If you, as an employee, have a disability or are a covered veteran and would like to be considered under the affirmative action program either currently or in the future, you are invited to do so. This information is voluntary and refusal to provide it will not subject you to adverse treatment. Information disclosed is kept confidential and separate from other personnel records, and will not be used in ways inconsistent with the above-mentioned laws.

U.S. Bank makes reasonable accommodations to individuals with a disability so that they may enjoy equal employment opportunity, except where such accommodation would impose an undue hardship. We make these accommodations so that there is equal opportunity in the application process, so that individuals with disabilities may perform the essential functions of a position they hold or desire, or so that employees with disabilities may enjoy the same benefits and privileges of employment as those without a disability.

In accordance with applicable non-retaliation laws, applicants and employees can raise concerns and make reports in good faith, related to any federal, state or local equal employment opportunity (EEO) or affirmative action (AA) statute, without fear of harassment, intimidation, threats, coercion or discrimination because they: file a complaint; assist or participate in a review, investigation or hearing; oppose any act or practice made unlawful by EEO laws; or exercise any other employment right protected by federal, state or local EEO laws or their implementing regulations. EEO complaints may be made directly to us by contacting any Human Resources representative. Complaints may also be filed with local or state human/civil rights agencies.

U.S. Bank takes affirmative action to contract with businesses owned by women and minorities. We fully support incorporation of nondiscrimination regulations into contracts. Our nondiscrimination policy applies to subcontractors, vendors and suppliers doing business with U.S. Bank.

We maintain an audit and reporting system to determine overall compliance with EEO/AA mandates. Responsibility for the implementation of our EEO programs and for affirmative action compliance activities has been assigned to the Executive Vice President of Human Resources.

The practice of Affirmative Action reinforces our commitment to equal opportunity at U.S. Bank. The Company maintains written Affirmative Action Programs which describe our efforts to employ and advance in employment minorities, women, individuals with disabilities and covered veterans. Questions regarding these Programs, this policy statement, or our invitation to identify as a disabled or veteran status employee may be directed to any Human Resources representative during normal business hours.

The following tables represent Employer Equal Employment Opportunity (EEO) Workforce Profile for U.S. Bancorp (total company) as of March 31, 2018.

Job Categories	Number of Employees														
	Overall Totals	Male							Female						
		White	Asian	Black or African American	Hispanic or Latino	American Indian or Alaskan Native	Native Hawaiian or other Pacific Islander	Two or More Races	White	Asian	Black or African American	Hispanic or Latino	American Indian or Alaskan Native	Native Hawaiian or other Pacific Islander	Two or More Races
Exec/Senior Managers	2,619	1,666	84	20	34	6	3	11	703	50	15	17	3	0	7
First/Mid Managers	10,205	3,951	345	222	391	14	25	91	4,098	308	309	319	19	18	95
Professionals	19,898	7,956	1,092	543	401	15	18	165	7,275	1,008	782	403	35	21	184
Sales Workers	10,283	3,211	331	335	799	13	31	137	3,321	387	476	1,014	25	32	171
Clerical/Admin Support	29,786	4,504	596	949	906	33	42	223	14,244	1,538	3,300	2,586	114	111	640
Craft Workers	5	5	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTALS	72,796	21,293	2,448	2,069	2,531	81	119	627	29,641	3,291	4,882	4,339	196	182	1,097

Job Categories	Number Of Employees				
	TOTALS	Male	Female	Total Minority	Disabled
Exec/Senior Managers	2,619	1,824	795	250	21
First/Mid Managers	10,205	5,039	5,166	2,156	117
Professionals	19,898	10,190	9,708	4,667	352
Sales Workers	10,283	4,857	5,426	3,751	189
Clerical/Admin Support	29,786	7,253	22,533	11,038	647
Craft Workers	5	5	0	0	0
TOTALS	72,796	29,168	43,628	21,862	1,326



2018 First Quarter Profile

Commercial bank ranking	5th largest
Period-end assets	\$460 billion
Period-end deposits	\$345 billion
Period-end loans	\$278 billion
Earnings per common share (diluted)	\$0.96
Return on average assets	1.50%
Return on average common equity	14.9%
Customers	18.7 million
Bank branches	3,054
ATMs	4,729
NYSE symbol	USB
Year founded	1863

At quarter end, March 31, 2018

Strong start in 2018

In the first quarter, we continued to produce best-in-class performance metrics and return capital to shareholders. We're investing in digital-first initiatives to be a trusted partner to our customers, with the products and services that enable them to do what they want, when, where and how they want.

This quarter, we launched a new digital auto loan application platform that provides loan decisions in minutes. We also became the first bank in the country to have voice assisted capabilities on all the major voice command platforms including Alexa, Siri and Google.

Our foundation for serving customers, investors, employees and communities is our culture of ethics and integrity. We believe that a relationship with U.S. Bank built on trust is a key differentiator in our ability to create long-term value. In the first quarter, we were recognized with several awards that reflect our core values in action:



4th year



2018 Most Trusted Company for Retail Banking

11th year



New!

Our four pillars of strategy

Our strategy is how we will grow; it comes to life by activating our pillars: by being the most trusted choice, driving one U.S. Bank, striving for simplicity and creating the future now.



Dynamic approach to forward thinking

Business plan in hand, fifteen-year-old Lincoln Roch walked into a U.S. Bank branch in Colorado to meet with Branch Manager Jason Lantzy.

Lincoln explained to Jason how, as minors, he and his friends felt voiceless as education funding eroded in their state. The students aimed to establish an education-focused, small-donor political action committee.

Their meeting had been scheduled through a tool on the U.S. Bank website that allows consumers to schedule an appointment with a banker. For a teen used to on-demand everything, this feature was an expected convenience, not an innovation. For the bank, however, his experience was exactly why the tool was implemented.

Online appointment booking was born out of the U.S. Bank Dynamic Dozen, a program that brings together a group of millennials to help the company better serve the next generation of customers and employees. The group develops a project, pitching it to the bank's executive team at the end of the year.

Established in 2009, the program set out to elevate the voices of millennials, who were just entering the workforce. Today, they make up 35 percent of the U.S. workforce and more than 40 percent of the bank's 74,000 employees.

While Lincoln can bank with us how, where and when he wants today, efforts like the Dynamic Dozen are helping us imagine how his grandkids will want to bank with us decades from now.



U.S. Bank Core Values

- We do the right thing.
- We power potential.
- We stay a step ahead.
- We draw strength from diversity.
- We put people first.

What it means to do the right thing

When U.S. Bank was recognized again this year by the Ethisphere Institute as one of the World's Most Ethical Companies®, we asked employees to share how our core value of 'we do the right thing' shapes how they approach their role. Here's what a few U.S. Bankers had to say:

"Doing the right thing means following my inner compass so that at the end of the day I feel proud of my choices. That translates from the smallest to the largest decisions. To me, that is an important part of leadership." Hassan Salem, commercial banking region president.

"'We do the right thing' is a simple yet exceptional core value. Customers enter my work area with all types of specific needs – and each should be treated specially. Doing the right thing helps every customer feel valued and makes them want to return for a future need. I am proud to work at an organization that places such value on doing the right thing." Julie Peterson, personal banker.

"Customer data is one of our most precious assets – and we protect it accordingly. We work with our regulatory, compliance, risk and legal partners to make sure we do the right thing with fair data use." Bill Hoffman, chief analytics officer.

"World's Most Ethical Companies" and "Ethisphere" names and marks are registered trademarks of Ethisphere LLC.



Business owners: The glass is half full

U.S. Bank is one of the most active Small Business Administration (SBA) lenders, granting \$2 billion in SBA loans last year.

Small business owners are more certain about their futures and are investing in their companies again, according to the ninth annual U.S. Bank Small Business Survey.



U.S. Bank meets the needs of small businesses with a wide range of products and services that include deposit accounts and cash flow management, card payment and acceptance tools, equipment leasing and wealth management.

Market research firm LRW conducted the online survey of 2,700 qualified U.S. small business owners in 25 states during January and February 2018. Those businesses needed to have less than \$10 million in annual revenue, with half of the respondents having revenue under \$200,000 per year. The margin of error is less than 2 percent on national results.

Work family

In a matter of days, Diane Thomas became a widow without a home. A small fire quickly overcame the home Diane shared with her husband. Wheelchair-bound and home alone, he was unable to escape the smoke inhalation fast enough and suffered a fatal heart attack days later.

Slowly, Diane is rebuilding her life. Insurance helped to build a new house, but she credits the U.S. Bank Employee Assistance Fund (EAF) for making it a home. As insurance funds didn't cover everything, the EAF stepped in to help Diane furnish her home. "I have been very blessed to work at U.S. Bank. And blessed again that the EAF came to my rescue."

Through the EAF, our employees have donated \$10M in financial relief to more than 2,600 colleagues in 10 years.



Gratitude and well wishes for two U.S Bank leaders

Chief Risk Officer Bill Parker and Chief Human Resources Officer Jennie Carlson announced their plans to retire from U.S. Bank this year.



Bill came to the bank in 1984, beginning his career as a commercial lending officer, and was named chief credit officer in 2007. Bill has positioned us well, establishing and maintaining strong relationships with regulators and showing that we are a leader in risk philosophy, governance and management.



Jennie has been with the bank for 27 years, heading human resources for the last 15 years. Under her leadership, HR has placed more of an emphasis on the importance of diversity and inclusion, engagement and talent development.

Bill and Jennie leave behind strong teams who will continue to lead us into the future.

Much more than a bank

Our Corporate Social Responsibility work is an important indicator of our commitment to the customers and communities we serve. It builds on our foundation of ethics, integrity and trust. It highlights our commitment to economic development. And, it comes to life through Community Possible, our corporate giving and engagement platform that closes the gap between people and possibility in the areas of Work, Home and Play.

Read more about our CSR efforts in our 2017 Corporate Social Responsibility Report, found online at usbank.com/community.



\$58.4M

given in grants and contributions
to nonprofit organizations

188,000

hours of employee volunteer time



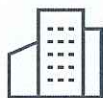
\$4.6B

loaned and invested to
revitalize communities

People, purpose
and **possible**
intersect in our four
powerful lines of
business.



CONSUMER &
BUSINESS BANKING



CORPORATE &
COMMERCIAL
BANKING



WEALTH
MANAGEMENT &
INVESTMENT
SERVICES



PAYMENT
SERVICES

USB Capital Position 1Q18

Common equity tier 1 capital ratio	9.0%
Tier 1 capital ratio	10.4%
Total risk-based capital ratio	12.5%
Leverage ratio	8.8%
Tangible common equity to tangible assets ¹	7.7%

*Calculated under the Basel III standardized approach

1. Non-GAAP; see slide 25 of Exhibit 99.2 of Form 8-K filed April 18, 2018 for reconciliation

USB Total Assets 1Q18

U.S. Rank	Company	\$Billions
1	J.P. Morgan	2,610
2	Bank of America	2,328
3	Citigroup	1,922
4	Wells Fargo	1,915
5	U.S. Bancorp	460
6	PNC	379
7	BB&T	221
8	SunTrust	205
9	Fifth Third	142
10	KeyCorp	137

Source: company reports
Assets as of April 24, 2018

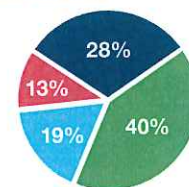
USB Market Value 1Q18

U.S. Rank	Company	\$Billions
1	J.P. Morgan	377
2	Bank of America	307
3	Wells Fargo	256
4	Citigroup	176
5	U.S. Bancorp	83
6	PNC	68
7	BB&T	42
8	SunTrust	32
9	Fifth Third	23
10	KeyCorp	21

Source: Bloomberg
Market Value as of April 24, 2018

Revenue mix by business line

- Payment Services
- Wealth Management & Investment Services
- Corporate & Commercial Banking
- Consumer & Business Banking



FY 2017 taxable-equivalent basis

Revenue percentages exclude Treasury and Corporate Support

Outperforming our peers 1Q18

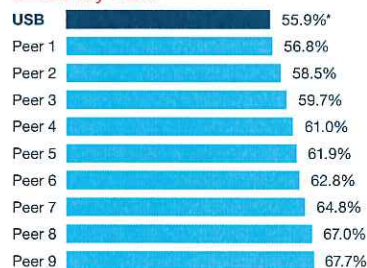
Return on Average Assets



Return on Average Common Equity



Efficiency Ratio



Source: company reports
Peer banks: BAC, BBT, FITB, JPM, KEY, PNC, RF, STI and WFC

*Non-GAAP; see slide 27 of Exhibit 99.2 of Form 8-K filed April 18, 2018 for calculation

U.S. Bancorp business scope — Diversified business and markets

Regional	National	International
Consumer & Business Banking and Wealth Management	Corporate & Commercial Banking and Investment Services	Payment and Investment Services



U.S. Bancorp Ratings

Moody's	=	A1
S&P	=	A+
Fitch	=	AA-
DBRS	=	AA

The senior unsecured debt ratings established for U.S. Bancorp by Moody's, Standard and Poor's, Fitch, and Dominion Bond Rating Service reflect the rating agencies' recognition of the strong, consistent financial performance of the company and the quality of the balance sheet

Long-Term Issuer Credit Rating Definitions

S&P	Moody's	Fitch	DBRS
AAA	Aaa	AAA	AAA
AA+	Aa1	AA+	AAH
AA	Aa2	AA	AA
AA-	Aa3	AA-	AAL
A+	A1	A+	AH
A	A2	A	A
A-	A3	A-	AL
BBB+	Baa1	BBB+	BBBH
BBB	Baa2	BBB	BBB
BBB-	Baa3	BBB-	BBBL

▲ Investment Grade

▼ Below Investment Grade

BB+	Ba1	BB+	BBH
BB	Ba2	BB	BB
BB-	Ba3	BB-	BBL
B+	B1	B+	BH
B	B2	B	B
B-	B3	B-	BL
CCC+	Caa1	CCC+	CCCH
CCC	Caa2	CCC	CCC
CCC-	Caa3	CCC-	CCCL
CC	Ca	CC	CCH
C	C	C	CC
D		DDD	CCL
		DD	CH
		D	C
			CL
			D

Long-Term Senior Debt Ratings

Holding Company: Peer Group		Moody's		S&P		Fitch		DBRS	
		Rating	Outlook	Rating	Outlook	Rating	Outlook	Rating	Outlook
1	U.S. Bancorp	A1	s	A+	s	AA-	s	AA	s
2	Wells Fargo & Co.	A2	on	A-	s	A+	s	AAL	s
3	BB&T Corp.	A2	s	A-	s	A+	s	AH	s
4	JPMorgan Chase & Co.	A3	s	A-	s	A+	s	AAL	s
5	PNC Financial Services	A3	s	A-	s	A+	s	AH	s
6	Bank of America Corp.	A3	s	A-	s	A	s	A	op
7	SunTrust Banks, Inc.	Baa1	s	BBB+	op	A-	s	A	s
8	Fifth Third Bancorp	Baa1	s	BBB+	s	A-	s	AL	op
9	KeyCorp	Baa1	s	BBB+	s	A-	s	AL	s
10	Regions Financial Corp.	Baa2	s	BBB+	s	BBB+	s	BBBH	op

Holding Company: Others		Moody's		S&P		Fitch		DBRS	
		Rating	Outlook	Rating	Outlook	Rating	Outlook	Rating	Outlook
1	Bank of New York Mellon	A1	s	A	s	AA-	s	AAL	s
2	State Street Corp.	A1	s	A	s	AA-	s	AAL	s
3	Northern Trust Corp.	A2	s	A+	s	AA-	s	AAL	s
4	M&T Bank Corp.	A3	s	A-	s	A	s	A	s
5	Comerica Inc.	A3	s	BBB+	s	A	s	A	s
6	Citigroup Inc.	Baa1	op	BBB+	s	A	s	A	op
7	Huntington Bancshares Inc.	Baa1	s	BBB+	s	A-	s	AL	s
8	Zions Bancorporation	Baa3	s	BBB	s	nr	nr	nr	nr

Long-Term Bank Deposits

Bank Level: Peer Group		Moody's		S&P*		Fitch		DBRS	
		Rating	Outlook	Rating	Outlook	Rating	Outlook	Rating	Outlook
1	U.S. Bank NA	Aa1	s	AA-	s	AA	s	AAH	s
2	Wells Fargo Bank NA	Aa1	on	A+	s	AA	s	AA	s
3	BB&T Bank	Aa1	s	A	s	AA-	s	AAL	s
4	JPMorgan Chase NA	Aa2	s	A+	s	AA	s	AA	s
5	PNC Bank NA	Aa2	s	A	s	AA-	s	AAL	s
6	Fifth Third Bank NA	Aa3	s	A-	s	A	s	A	op
7	KeyBank NA	Aa3	s	A-	s	A	s	A	s
8	Bank of America NA	Aa3	s	A+	s	AA-	s	AH	op
9	SunTrust Bank	A1	s	A-	op	A	s	AH	s
10	Regions Bank	A2	s	A-	s	A-	s	AL	op

Bank Level: Others		Moody's		S&P*		Fitch		DBRS	
		Rating	Outlook	Rating	Outlook	Rating	Outlook	Rating	Outlook
1	Bank of New York Mellon	Aa1	s	AA-	s	AA+	s	AA	s
2	State Street	Aa1	s	AA-	s	AA+	s	AA	s
3	Northern Trust Co.	Aa2	s	AA-	s	AA	s	AA	s
4	M&T	Aa3	s	A	s	A+	s	AH	s
5	Comerica Bank	Aa3	s	A-	s	A+	s	AH	s
6	Huntington National Bank	Aa3	s	A-	s	A	s	A	s
7	Citibank NA	A1	op	A+	s	AA-	s	AH	op
8	Zions First National	A3	s	BBB+	s	nr	nr	nr	nr

op = outlook positive

on = outlook negative

s = outlook stable

wu = watch uncertain

wn = watch negative

wp = watch positive

nr = not rated

Accurate as of May 9, 2018

*S&P does not provide a deposit rating; the long-term issuer credit rating is shown

Visit usbank.com or call 800.USBANKS to learn more



Investment products and services are:

NOT A DEPOSIT • NOT FDIC INSURED • MAY LOSE VALUE • NOT BANK GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

U.S. Bank, U.S. Bancorp Investments, and their representatives do not provide tax or legal advice. Each client's tax and financial situation is unique. Clients should consult their tax and/or legal advisor for advice and information concerning their particular situation.

For U.S. Bank: U.S. Bank is not responsible for and does not guarantee the products, services or performance of U.S. Bancorp Investments. Deposit products offered by U.S. Bank National Association. Member FDIC. Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Credit products are offered by U.S. Bank National Association.

For U.S. Bancorp Investments: Investment products and services are available through U.S. Bancorp Investments, the marketing name for U.S. Bancorp Investments, Inc., member FINRA and SIPC, an investment adviser and a brokerage subsidiary of U.S. Bancorp and affiliate of U.S. Bank.

U.S. Bancorp, including each of our subsidiaries, is an Equal Opportunity Employer and a Drug-Free Workplace. Some of the information provided here has been obtained from third party sources believed to be reliable, but it is not guaranteed as to accuracy or completeness. 183040 (5/18) CR16015304