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U.S. Bancorp 3Q25 Earnings Conference Call

Forward-looking Statements and Additional Information

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

This presentation contains forward-looking statements about U.S. Bancorp. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements and are based on the information available to, and assumptions and estimates made by, management as of the date hereof. These forward-looking statements cover, among other things, future economic conditions and the anticipated future revenue, expenses, financial condition, asset quality, capital and liquidity levels, plans, prospects, targets, initiatives and operations of U.S. Bancorp. Forward-looking statements often use words such as “anticipates,” “targets,” “expects,” “hopes,” “estimates,” “projects,” “forecasts,” “intends,” “plans,” “goals,” “believes,” “continue” and other similar expressions or future or conditional verbs such as “will,” “may,” “might,” “should,” “would” and “could.”

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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.

Management does not provide a reconciliation for forward-looking non-GAAP financial measures where it is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the difficulty forecasting the occurrence and the financial impact of various items that have not yet occurred, are out of U.S. Bancorp’s control or cannot be reasonably predicted. For the same reasons, U.S. Bancorp’s management is unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.

3Q25 Highlights

Growth

- Top and bottom-line growth driven by a diversified and differentiated revenue mix

\$1.22

Earnings per share
▲18.4% vs. 3Q24

\$4.25B

Net Interest
Income¹

▲ **9.5%**

3Q25 Fee Revenue
Growth (YoY)

Productivity

- Greater organizational efficiency supported meaningful positive operating leverage

530 bps

YoY Adjusted Positive
Operating Leverage²

57.2%

Efficiency Ratio²

Returns

- Profitability metrics supported by strategic balance sheet and portfolio mix shifts

18.6%

Return on Tangible
Common Equity²

1.17%

Return on
Average Assets

2.75%

Net Interest Margin
▲9bps vs. 2Q25

Risk & Financial Management

- Improved credit quality with strengthening capital and liquidity levels

0.56%

Net Charge-off Ratio

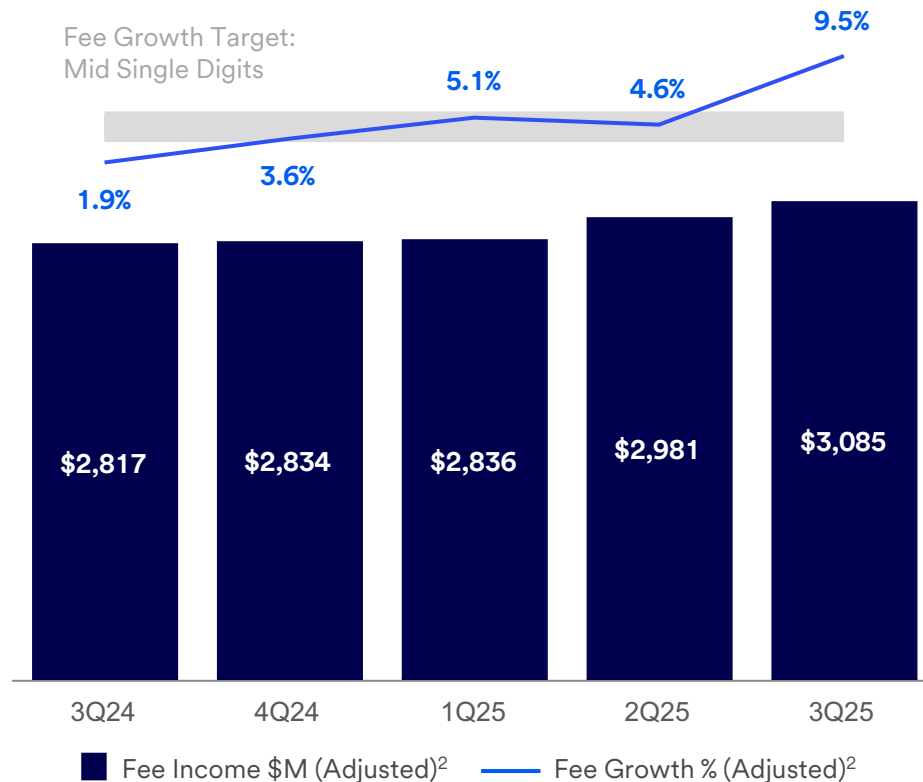
10.9%

CET1 Capital Ratio³

Our Revenue Mix is a Source of Strength

Fee income represents ~42% of U.S. Bancorp's total net revenue¹

Fee Income Growth (Adjusted)² Year-over-year



Performance highlights

3Q25 fee revenue growth (year-over-year)

\$730M | +9.4%
Trust & Investment Management

\$463M | +5.2%
Merchant Processing

\$434M | +9.3%
Capital Markets

\$279M | +5.2%
Credit Card

\$187M | +10.5%
Treasury Management

Spotlight on Impact Finance

Driving enterprise value through growth in affordable housing and environmental finance

**Business
Mix**



**Environmental
Finance**

Greener economy transition

**Affordable
Housing**

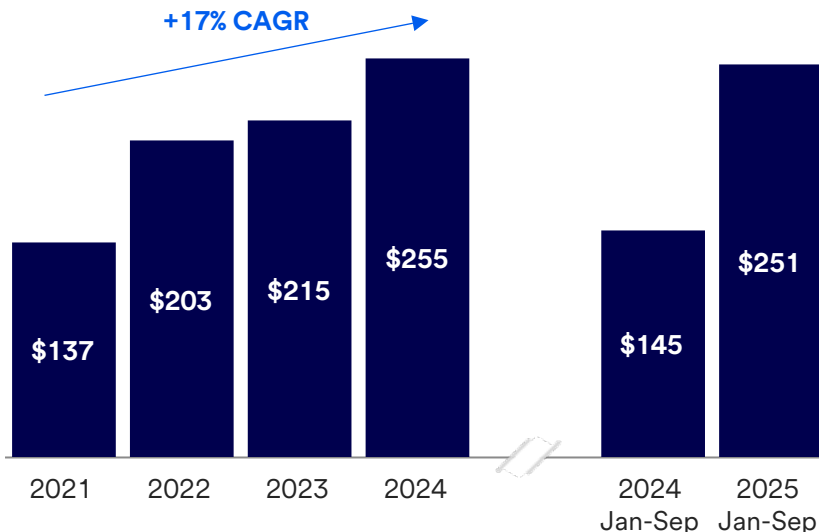
Expand access to housing

**Community Finance
Solutions**

Support LMI development

Impact Finance Revenue¹

\$ Millions



Enhanced fee revenues driven by:

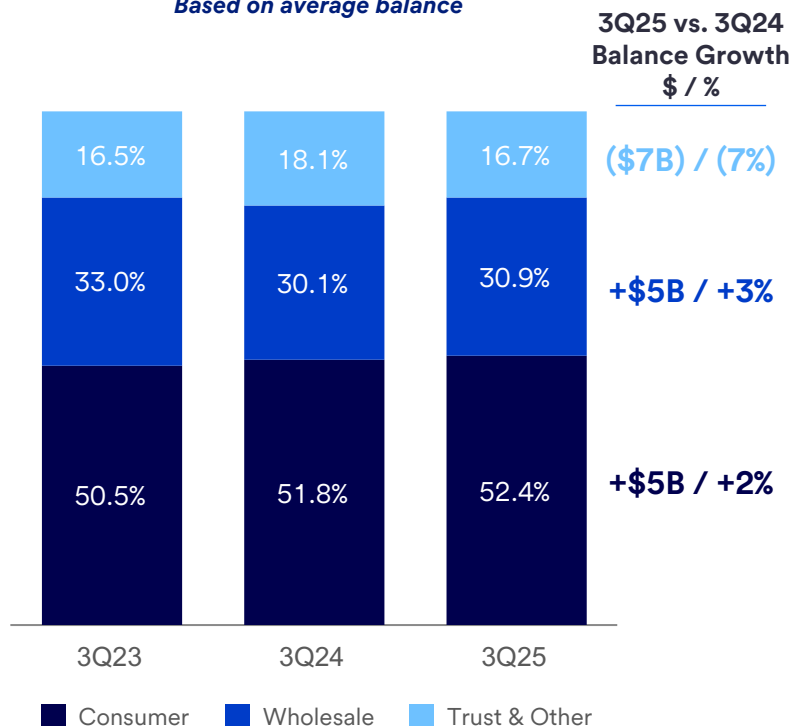
- Meaningful California market share
- Improved syndication platform / expertise
- Legislative-driven pull forward of demand

Growing Our Consumer Franchise

Focused actions anchored in creating long-term value

Evolving Our Deposit Mix

Based on average balance



Core Consumer Deposit Strategies

1. Interconnected Products

Deepen relationships through bundled solutions on the U.S. Bank Smartly platform

2. Pricing and Analytics

Optimize deposit growth and cost of funds using advanced pricing analytics

3. Marketing and Promotions

Drive efficient acquisition through targeted campaigns and “life events”-based outreach

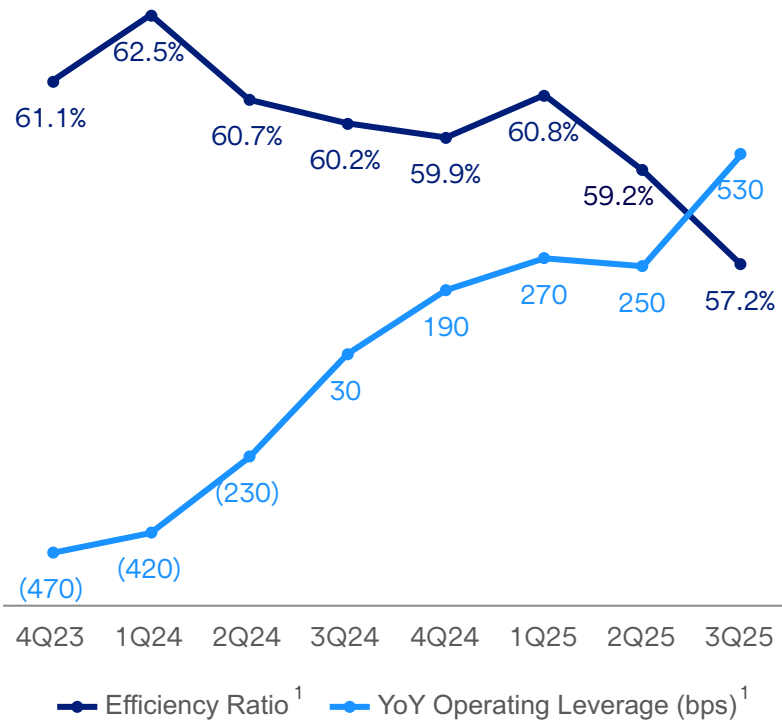
4. Distribution

Accelerate growth through branch build and reformat, sales excellence, and partnerships



Self-Funding Organic Growth

Balancing our continued growth with productivity



Savings

- AI and automation
- Location optimization
- Real estate rationalization
- Organization simplicity / Other

Reinvestment

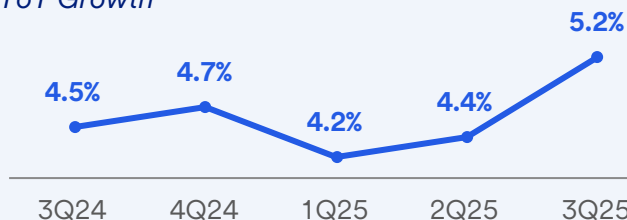
- Technology and digital
- Branch and client centers
- Sales, marketing, and brand awareness
- New products and services
- Talent (e.g., Capital Markets and Wealth)

Unlocking Our Payments Potential

Merchant Processing Fee Revenue
YoY Growth



Credit Card Only Fee Revenue
YoY Growth



Consumer Credit Card Balance (\$Bn) & Yield¹ (%)



Strategic Initiatives

Payments: Merchant and Institutional (PMI)

- Embedded payments (FKA, “Tech-led”)
- Vertical prioritization / additional sales capacity
- Investment in direct distribution channels

Payments: Consumer and Small Business (PCS)

- Interconnected solutions for consumer and small business
- Elan expansion
- Scaled marketing, focus on California



3Q25 Results Summary

Income Statement

\$ in millions, except EPS	3Q25	Change vs.		3Q24	
		2Q25			
Net interest income¹	\$4,251	4.2	%	2.0	%
Noninterest income	3,078	5.3		14.1	
Noninterest expense	4,197	.4		(.2)	
Net income to company	2,001	10.2		16.7	
Diluted EPS	\$1.22	9.9		18.4	

Balance Sheet

\$ in billions	Ending balance	Avg balance	Average Period Balance change vs.		
	3Q25	3Q25	2Q25	3Q24	
Total assets	\$695.4	\$679.6	.9	2.3	%
Earning assets	631.2	617.5	.7	1.7	
Total loans	382.5	379.2	.2	1.4	
Total deposits	526.1	511.8	1.8	.6	

Credit Quality

\$ in millions	3Q25	Change vs.		3Q24	
		2Q25			
Nonperforming assets	\$1,654	(1.5)	%	(10.5)	%
NPA ratio	0.43 %	(1)	bps	(6)	bps
Net charge-off ratio	0.56 %	(3)	bps	(4)	bps
90+ day delinquency	0.22 %	(3)	bps	2	bps

Capital

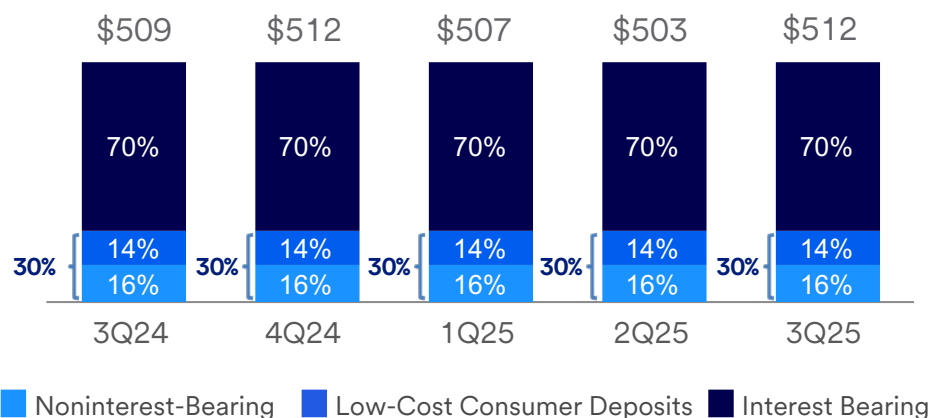
	3Q25	Change vs.		3Q24	
		2Q25			
CET1 capital ratio^{2,3}	10.9 %	20	bps	40	bps
Total risk-based capital ratio	14.4 %	10	bps	20	bps
Book value per share	\$36.33	3.6	%	9.0	%
Tangible book value per share⁴	\$27.84	5.0	%	12.7	%
Earnings returned (millions)⁵	\$915				

Performance Ratios



Balance Sheet Summary

Total Average Deposits



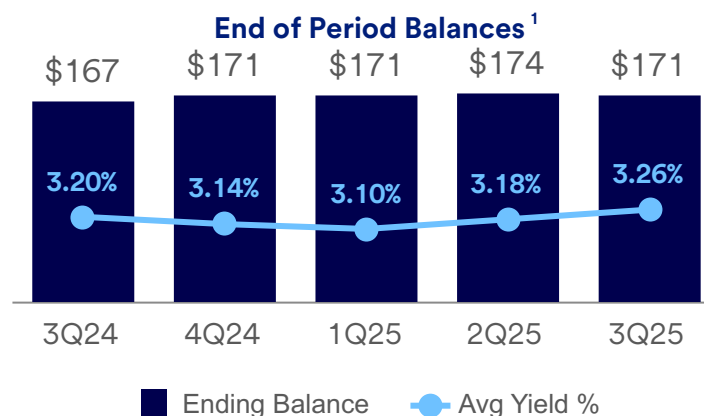
3Q25 Highlights

- Consumer deposits grew 2% year-over-year; Noninterest-bearing sequential growth of 1.0%
- Loan growth of 1.4% year-over-year or 2.8%² when adjusted for 2Q25 loan sales
- Loan and investment portfolio yields benefited from improved portfolio mix and 2Q25 strategic actions

Total Average Loans



Investment Portfolio



Net Interest Income

	3Q25	% Change vs.	
		2Q25	3Q24
Loans	\$5,688	2.5 %	(3.0) %
Loans held for sale	35	(40.7)	(22.2)
Investment securities	1,392	2.7	5.8
Other interest income	812	26.5	(5.9)
Total interest income	\$7,927	4.2	(2.0)
Deposits	\$2,648	4.2	(11.9)
Short-term borrowings	328	12.7	15.5
Long-term debt	729	1.1	10.0
Total interest expense	\$3,705	4.3	(6.2)
Net interest income	\$4,222	4.2	2.1
Taxable-equivalent adjustment	29	—	(6.5)
Net interest income, on a taxable-equivalent basis¹	\$4,251	4.2 %	2.0 %
Net interest margin (taxable-equivalent basis)	2.75 %	9 bps	1 bps

- Year-over-year increase in net interest income primarily due to the impact of the change in loan mix, fixed asset repricing, and lower rates paid on interest-bearing deposits
- Linked quarter net interest income increase driven by loan mix, fixed asset repricing, and strategic actions taken in the second quarter, partially offset by higher interest bearing deposits
- Linked quarter net interest margin increase driven by favorable loan mix, strategic actions taken in the second quarter, and fixed asset repricing



Noninterest Income

	3Q25	% Change vs.		2Q25	3Q24
Payments	\$1,098			(.9) %	2.7 %
Trust and investment management fees	730			3.8	9.4
Capital markets revenue	434			11.3	9.3
Investment product fees	97			7.8	15.5
Institutional fees	1,261			6.6	9.8
Service charges	333			(.9)	10.3
Mortgage banking revenue	180			11.1	16.1
Impact finance	101			8.2	55.4
Other	112			14.3	43.6
Consumer / Other	726			5.2	21.0
Total fee revenue	3,085			3.5	9.5
Securities gains (losses), net	(7)			87.7	94.1
Noninterest Income	\$3,078			5.3 %	14.1 %

- Year-over-year increase driven by broad-based growth across all fee categories
- On a linked quarter basis, noninterest income reflects higher trust and investment management fees, capital markets revenue, mortgage banking revenue, and other revenue



Noninterest Expense

		% Change vs.			
	3Q25	2Q25		3Q24	
Compensation and benefits	\$2,561	(1.5)	%	(2.9)	%
Technology and communications	560	4.9		6.9	
Occupancy and equipment	300	(.3)		(5.4)	
Professional services	117	7.3		(10.0)	
Marketing and business development	175	8.7		6.1	
All other	484	1.7		12.3	
Total noninterest expense	\$4,197	.4	%	(.2)	%

- Year-over-year decrease in noninterest expense was driven by lower compensation and benefits expense and occupancy and equipment expense, partially reinvested in technology and marketing expense
- On a linked quarter basis, increase in noninterest expense was driven by higher marketing and business development expense and technology and communications expense

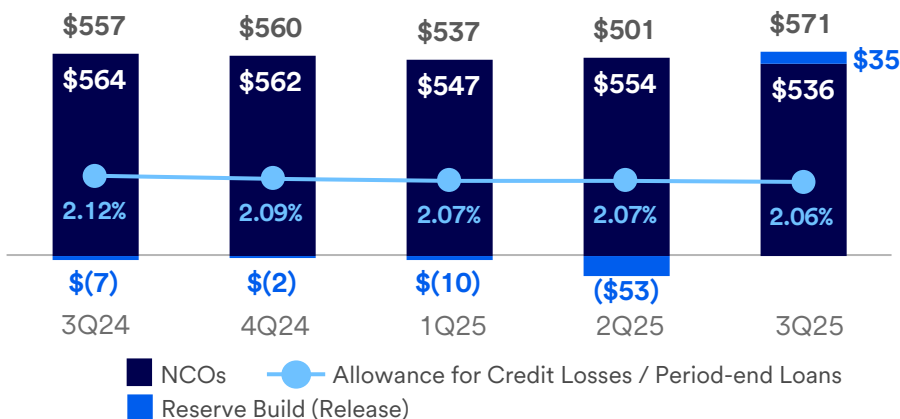
Credit Quality

Quarterly trends improved despite ongoing macroeconomic uncertainty

Net Charge-offs (NCO) and Nonperforming Assets (NPA)

		Change vs.	
	3Q25	2Q25	3Q24
Nonperforming assets			
Balance	\$1,654	\$(26)	\$(194)
NPAs/period-end loans plus OREO	0.43 %	(1) bps	(6) bps
Net charge-offs			
NCOs	\$536	\$(18)	\$(28)
NCOs/avg loans	0.56 %	(3) bps	(4) bps

Provision for Credit Losses



Allowance for Credit Losses by Loan Category, 3Q25

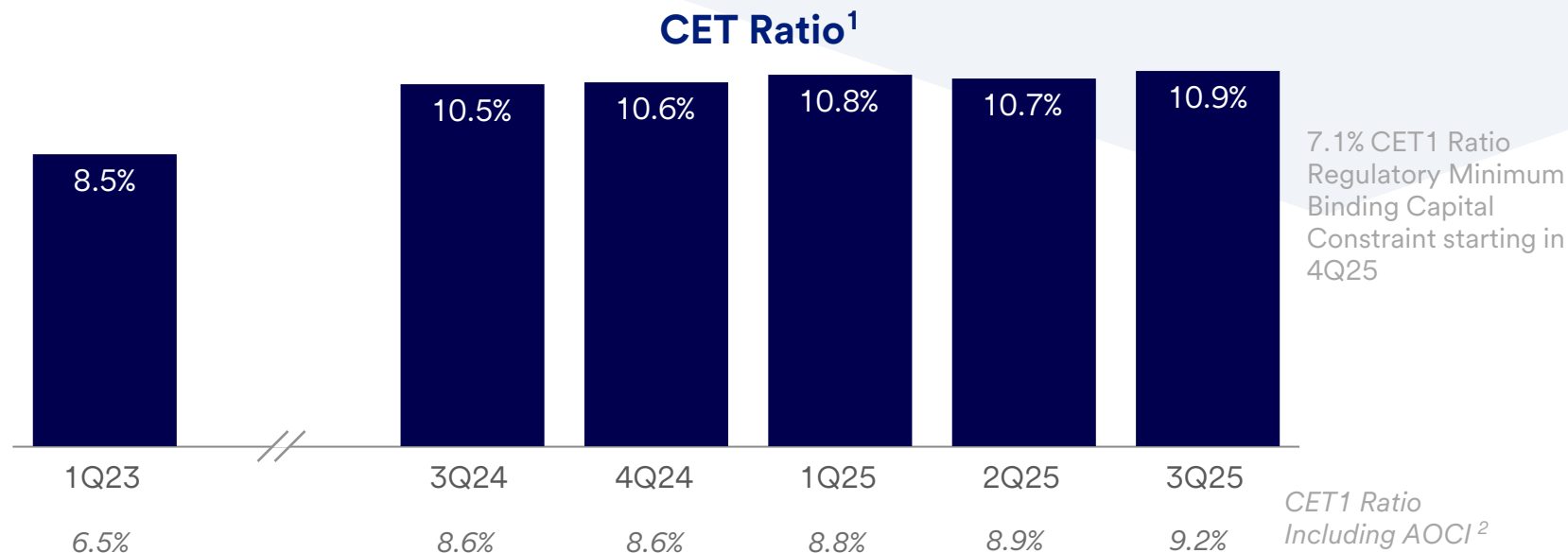
	Amount (\$B)	Reserve (%)
Commercial	\$2.3	1.5%
Commercial real estate	1.3	2.8%
Residential mortgage	0.8	0.7%
Credit card	2.7	8.8%
Other retail	0.8	2.1%
Total	\$7.9	2.1%

Highlights

- \$35M reserve build primarily driven by loan portfolio growth
- CECL forecasted peak unemployment rate of 5.9%
- Net charge off ratio improved to 56 basis points

Capital Management

Modest share repurchases with continued capital accretion through earnings



3rd Quarter Highlights

- Common Equity Tier 1 capital ratio increased to 10.9% driven by earnings accretion, net of distributions
- Including AOCI, CET1 improved to 9.2% as of September 30, 2025, up 30 basis points from June 30, 2025
- Completed common stock repurchases of \$100 million

Guidance - 4Q 2025

3Q25 Performance

	3Q Guidance	3Q Result
Net interest income ¹	\$4.1B to \$4.2B	\$4,251M
Total fee revenue	~\$3.0B	\$3,085M
Total noninterest expense	\$4.2B or Lower	\$4,197M
Positive operating leverage ^{2,3}	200+ bps	530 bps

4Q25 Guidance

Net interest income ¹	Relatively stable vs. 3Q 2025
Total fee revenue	~\$3.0B
Total noninterest expense	+1% to 1.5% vs. 3Q 2025
Positive operating leverage ^{2,3,4}	200+ bps

Marching Towards Our Medium-Term Targets

	3Q 2024	2Q 2025	3Q 2025	Medium-term Target ⁵
Return on Average Assets	1.03%	1.08%	1.17%	1.15% to 1.35%
Return on Tangible Common Equity ¹	17.9%	18.0%	18.6%	High teens
Fee Revenue Growth (YoY) ²	1.9%	4.6%	9.5%	Mid-single digits
Efficiency Ratio ¹	60.2%	59.2%	57.2%	Mid-to-high 50s
Operating Leverage (YoY) ²	30 bps ³	250 bps ³	530 bps¹	Committed to positive operating leverage
CET1 Capital Ratio (Cat III) ⁴	10.5%	10.7%	10.9%	~10% Cat II pro forma
CET1 Capital Ratio with AOCI ¹	8.6%	8.9%	9.2%	

¹ Non-GAAP; see appendix for calculation. ² Excludes securities gains (losses). ³ Non-GAAP; as adjusted for notable items; see appendix for calculation and description of notable items. ⁴ 3Q24 ratio calculated in accordance with transitional regulatory requirements related to the CECL methodology; 2Q25 and 3Q25 fully reflect implementation related to the CECL methodology. ⁵ Medium-term represents 2026 and 2027; subject to economic assumptions outlined in the appendix.

Hitting Our Stride on Execution

- Building on **medium-term targets**
- **Investing** for future growth
- Maintaining strong **expense discipline**
- Focused on **payments transformation**
- Targeting an **earnings distribution** of ~75%¹
- Committed to restoring **investor confidence**

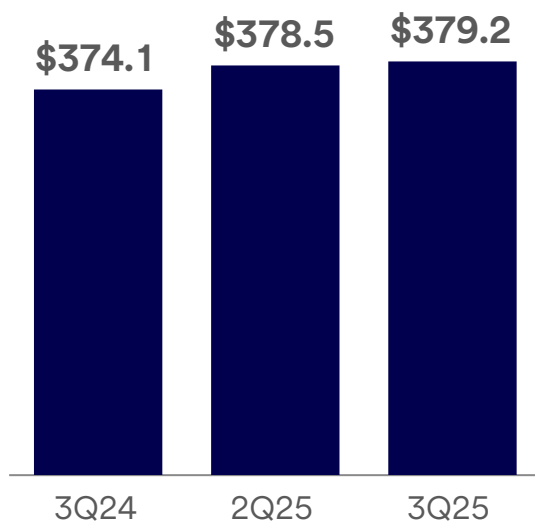


Appendix

Income Statement Detail

\$ in millions, except EPS	3Q25	2Q25	3Q24	% Change			
				vs 2Q25		vs 3Q24	
Net interest income	\$4,222	\$4,051	\$4,135	4.2	%	2.1	%
Taxable-equivalent adjustment	29	29	31	—		(6.5)	
Net interest income (taxable-equivalent basis)	4,251	4,080	4,166	4.2		2.0	
Noninterest income	3,078	2,924	2,698	5.3		14.1	
Net revenue	7,329	7,004	6,864	4.6		6.8	
Noninterest expense	4,197	4,181	4,204	.4		(.2)	
Operating income	3,132	2,823	2,660	10.9		17.7	
Provision for credit losses	571	501	557	14.0		2.5	
Income before taxes	2,561	2,322	2,103	10.3		21.8	
Applicable income taxes	553	501	381	10.4		45.1	
Net income	2,008	1,821	1,722	10.3		16.6	
Noncontrolling interests	(7)	(6)	(8)	(16.7)		12.5	
Net Income to company	2,001	1,815	1,714	10.2		16.7	
Preferred dividends/other	108	82	113	31.7		(4.4)	
Net Income to common	\$1,893	\$1,733	\$1,601	9.2	%	18.2	%
Net interest margin ¹	2.75%	2.66%	2.74%	9	bps	1	bps
Efficiency ratio ²	57.2%	59.2%	60.2%	(200)	bps	(300)	bps
Diluted EPS	\$1.22	\$1.11	\$1.03	9.9	%	18.4	%

Average Loans



Growth Excluding 2Q25 Loan Sales²

+1.0% linked quarter

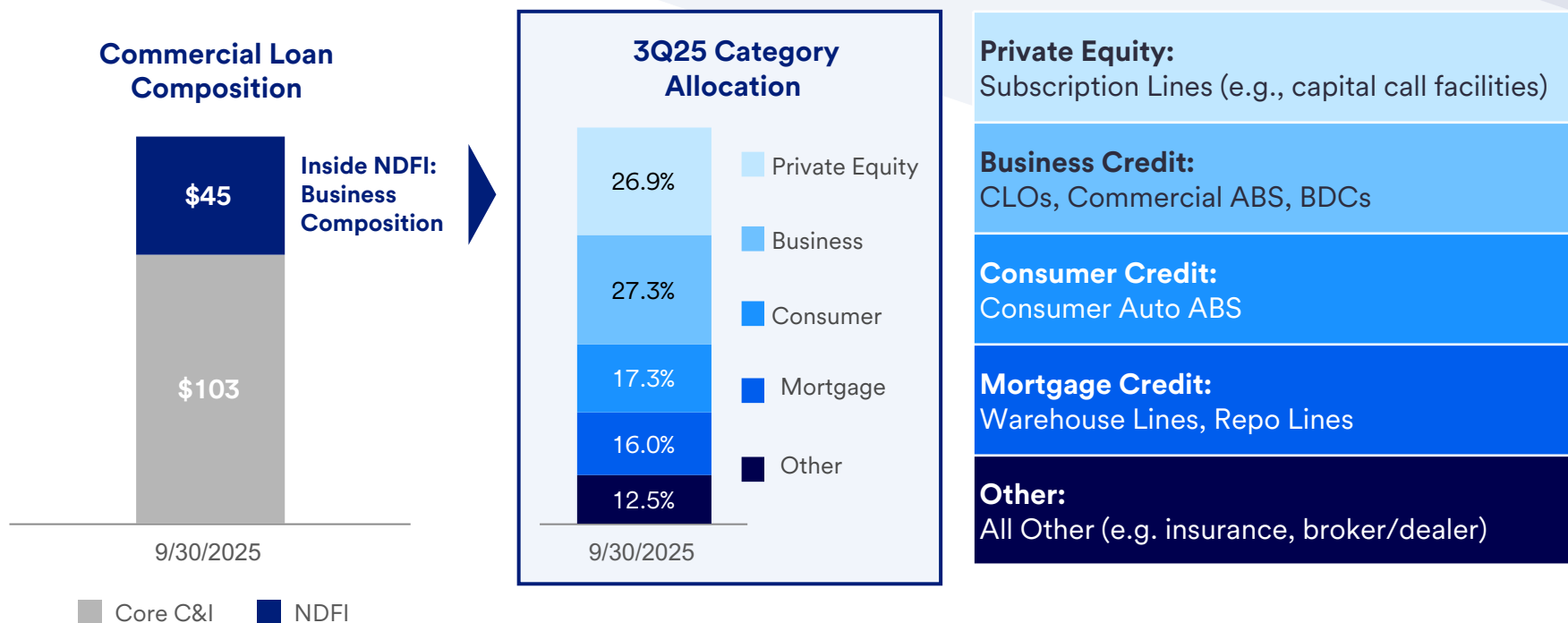
+2.8% year-over-year

3Q 2025	Average Balance	% of Total	Average Change vs.			
			2Q25		3Q24	
Commercial ¹	\$146	38%	1.4	%	9.5	%
Commercial real estate	48	13%	(.5)		(6.2)	
Residential mortgages	115	30%	(.7)		(2.4)	
Credit card	30	8%	2.2		4.3	
Other retail	40	11%	(2.3)		(6.6)	
Total loans	\$379		.2	%	1.4	%

- On a year-over-year basis, average total loan growth was driven by higher commercial and credit card loans partially offset by lower commercial real estate loans, residential mortgages, and other retail loans
- On a linked quarter basis, the increase in average total loans was driven by higher commercial loans and credit card loans, partially offset by lower residential mortgages and other retail loans



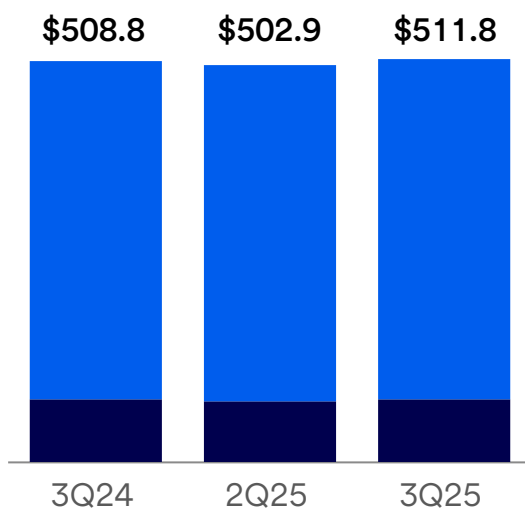
NDFI Transparency



Non Depository Financial Institution (NDFI) loan portfolio characteristics:

- Balanced composition of subscription lines and credit investment entities with diversified repayment sources
- Portfolio credit quality exceeds that of our core investment-grade corporate and commercial lending book¹
- Asset quality supported by strong collateral and structural protections

Average Deposits



■ Noninterest-bearing
■ Interest-bearing

3Q 2025	Average Balance	Average Change vs.			
		2Q25		3Q24	
Noninterest-bearing deposits	\$80	1.0	%	(1.3)	%
Money market savings	181	2.2		(12.3)	
Interest checking	131	(.2)		4.5	
Savings accounts	63	7.6		70.0	
Time deposits	57	.1		(3.2)	
Total interest-bearing deposits	\$432	1.9	%	1.0	%
Total deposits	\$512	1.8	%	.6	%

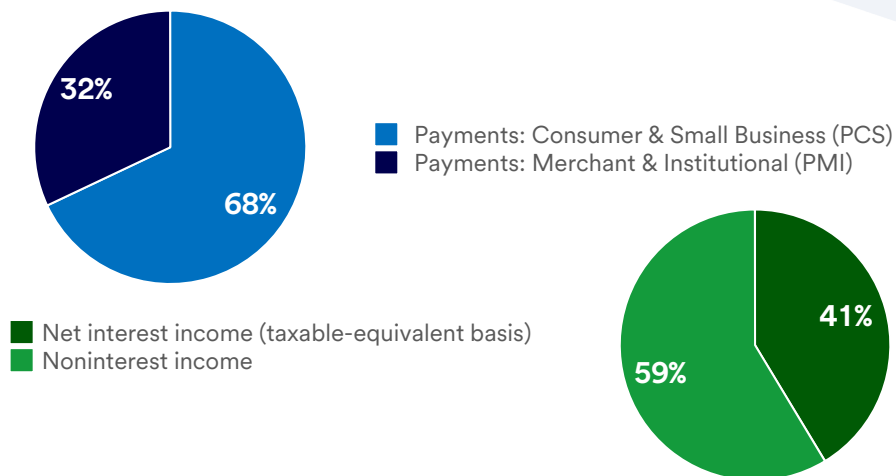
- On a year-over-year basis, average total deposits increase was driven by higher savings and interest checking partially offset by lower money market, time deposits, and noninterest-bearing deposits
- On a linked quarter basis, the increase in average total deposits was driven by higher money market, savings, noninterest-bearing and time deposits partially offset by lower interest checking

Capital Position

\$ in billions	3Q25	2Q25	1Q25	4Q24	3Q24
Total U.S. Bancorp shareholders' equity	\$63.3	\$61.4	\$60.1	\$58.6	\$58.9
Basel III Standardized Approach ¹					
Fully implemented common equity tier 1 capital ratio	10.9 %	10.7 %	10.8 %	10.5 % ²	10.5 % ²
Tier 1 capital ratio	12.4 %	12.3 %	12.4 %	12.2 %	12.2 %
Total risk-based capital ratio	14.4 %	14.3 %	14.4 %	14.3 %	14.2 %
Leverage ratio	8.6 %	8.5 %	8.4 %	8.3 %	8.3 %
Common equity to assets	8.1 %	8.0 %	7.9 %	7.6 %	7.6 %
Tangible common equity to tangible assets ²	6.4 %	6.1 %	6.0 %	5.8 %	5.7 %
Tangible common equity to risk-weighted assets ²	9.3 %	9.0 %	8.9 %	8.5 %	8.6 %

Payment Services

Payments Total Net Revenue by Business (3Q25)



Historical Linked Quarter Seasonality for Payment Fees Revenue¹

Segment	1Q	2Q	3Q	4Q
Card ²	↓	↑	stable	↑
Corporate Payments	stable	↑	↑	↓
Merchant Processing	↓	↑	↑	↓

Highlights

- Elavon and Woo expanded a successful European payments partnership to North America, simplifying merchant experience and providing value-added services at scale
- Elavon and Liberis partnering to launch “Quick Capital” to provide seamless flexible revenue-based funding solutions to more than 27,000 U.S. Small Business merchants
- U.S. Bank Elan surpassed 1,300 small business and consumer card issuing partner relationships
- U.S. Bank continues to support Small Businesses extensively with a new embedded payroll solution “U.S. Bank Payroll”, all-in-one cash flow management platform, “U.S. Bank bill pay for business” and a resource hub, “U.S. Bank Business Resources Central”

Fee Revenue Growth Rates

+3.3%
year-over-year

➤ +5.2%
Credit only

Total Card

+5.2%
year-over-year

Merchant Processing (MPS)

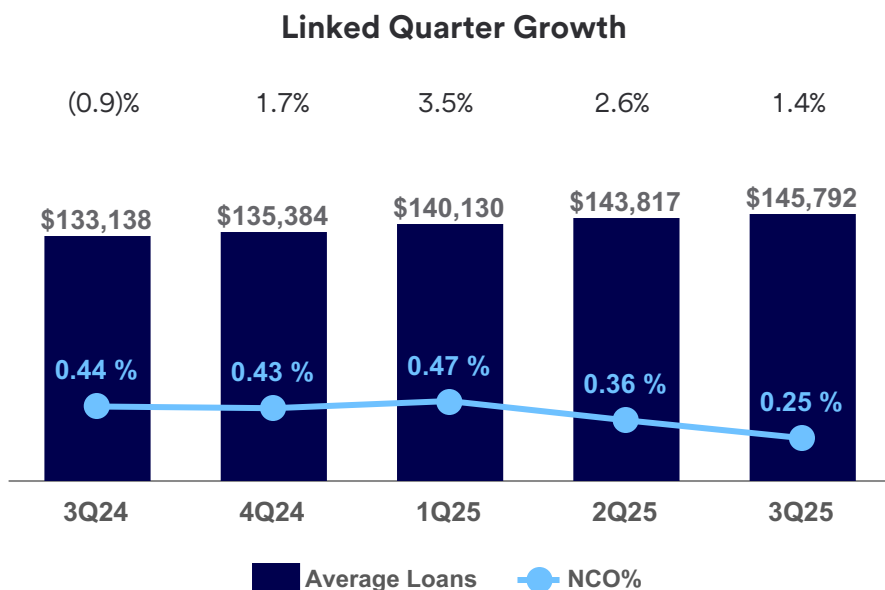
-3.9%
year-over-year

Corporate Payments (CPS)



Credit Quality - Commercial

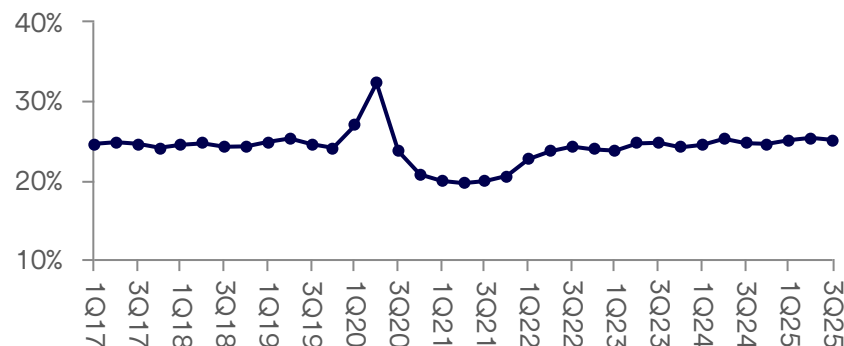
Average Loans (\$M) and Net Charge-offs Ratio



Key Statistics

\$ in millions	3Q24	2Q25	3Q25
Average loans	\$133,138	\$143,817	\$145,792
30-89 delinquencies	0.25 %	0.22 %	0.19 %
90+ delinquencies	0.07 %	0.06 %	0.06 %
Nonperforming loans	0.44 %	0.39 %	0.49 %

Revolving Line Utilization Trend

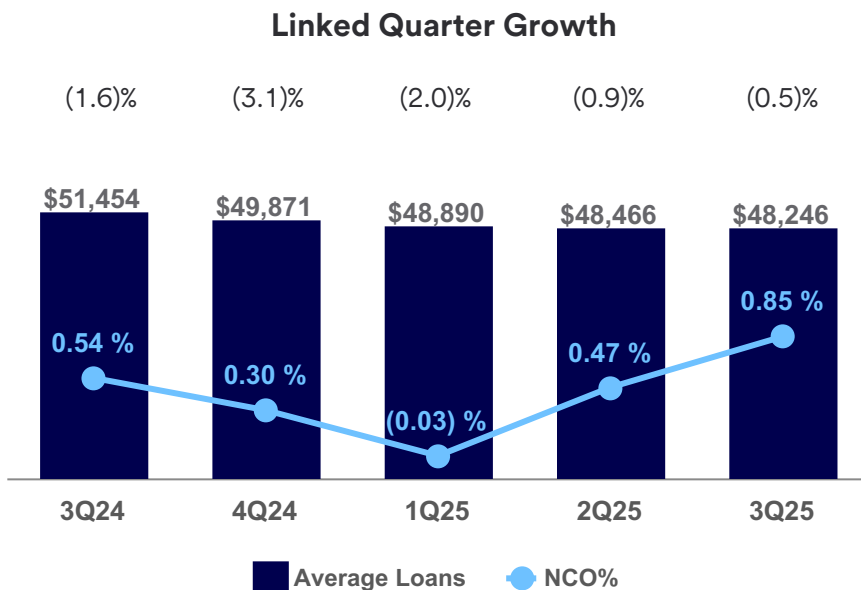


Key Points

- Average loans increased by 1.4%, linked quarter, and 9.5% on a year-over-year basis
- Utilization decreased quarter-over-quarter to 25.1% for 3Q25 versus 25.4% for 2Q25
- NCOs decreased by 11 bps in the third quarter

Credit Quality – Commercial Real Estate

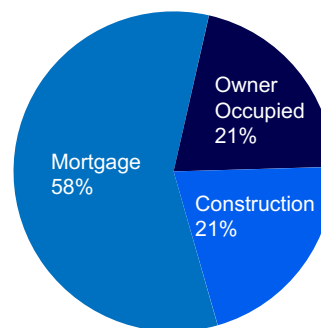
Average Loans (\$M) and Net Charge-offs Ratio



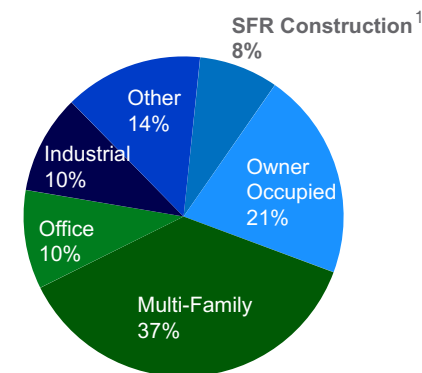
Key Statistics

\$ in millions	3Q24	2Q25	3Q25
Average loans	\$51,454	\$48,466	\$48,246
30-89 delinquencies	0.16 %	0.23 %	0.16 %
90+ delinquencies	0.02 %	0.28 %	0.04 %
Nonperforming loans	1.83 %	1.58 %	1.20 %

CRE by Loan Type



CRE by Property Class



Key Points

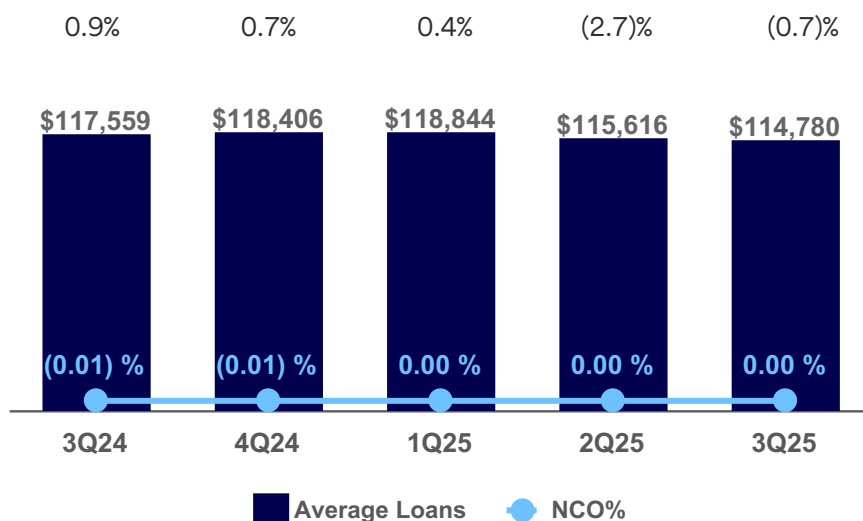
- Average loans decreased by 0.5% on a linked quarter basis
- 30-89 and 90+ delinquencies improved on a linked quarter basis
- NCOs and non-performing loans continued to be driven by the Office portfolio



Credit Quality - Residential Mortgage

Average Loans (\$M) and Net Charge-offs Ratio

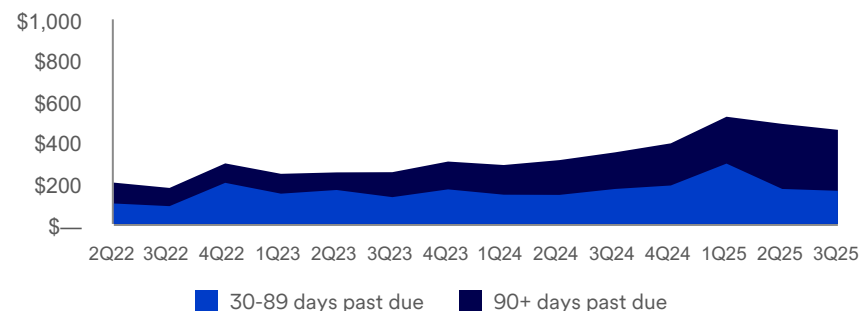
Linked Quarter Growth



Key Statistics

\$ in millions	3Q24	2Q25	3Q25
Average loans	\$117,559	\$115,616	\$114,780
30-89 delinquencies	0.14 %	0.15 %	0.14 %
90+ delinquencies	0.15 %	0.28 %	0.26 %
Nonperforming loans	0.13 %	0.13 %	0.12 %

Residential Mortgage Delinquencies (\$M)

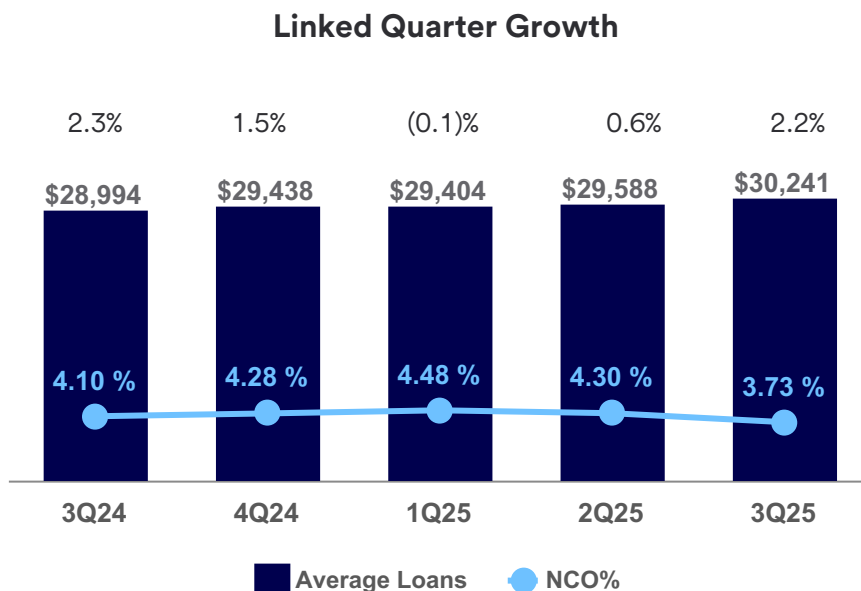


Key Points

- Average loans decreased by 0.7% on a linked quarter basis; Year-over-year decline driven by 2Q25 loan sale
- Continued low losses and nonperforming loans supported by strong portfolio credit quality and collateral values
- Originations continued to reflect high credit quality (weighted average credit score of 772, weighted average LTV of 69%)

Credit Quality - Credit Card

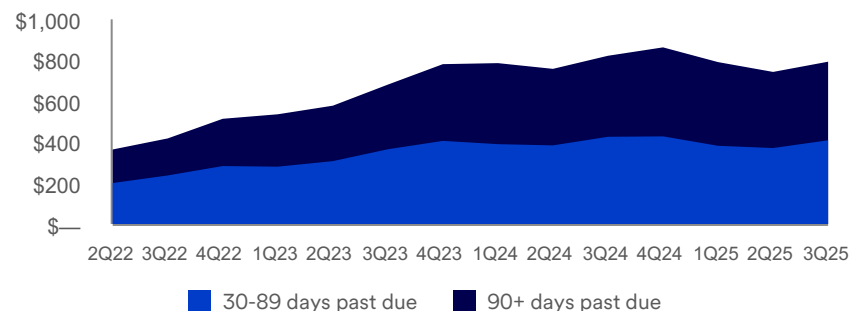
Average Loans (\$M) and Net Charge-offs Ratio



Key Statistics

\$ in millions	3Q24	2Q25	3Q25
Average loans	\$28,994	\$29,588	\$30,241
30-89 delinquencies	1.47 %	1.24 %	1.34 %
90+ delinquencies	1.36 %	1.24 %	1.26 %
Nonperforming loans	— %	— %	— %

Credit Card Delinquencies (\$M)



Key Points

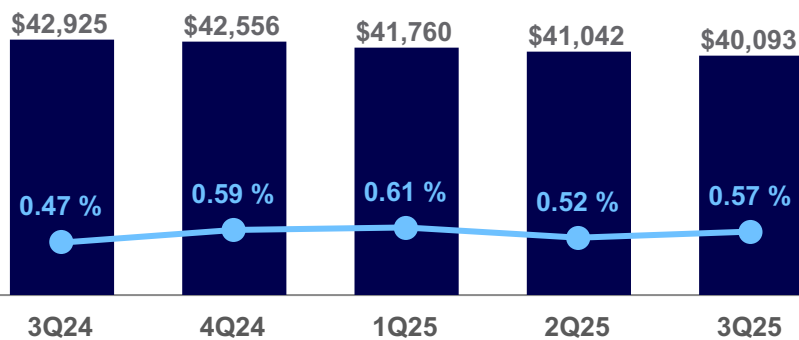
- Average loans increased by 2.2%, linked quarter, and 4.3% on a year-over-year basis
- Net charge-off rate decreased to 3.73% consistent with seasonal patterns
- 30-89 and 90+ day delinquency rates decreased from prior year

Credit Quality - Other Retail

Average Loans (\$M) and Net Charge-offs Ratio

Linked Quarter Growth

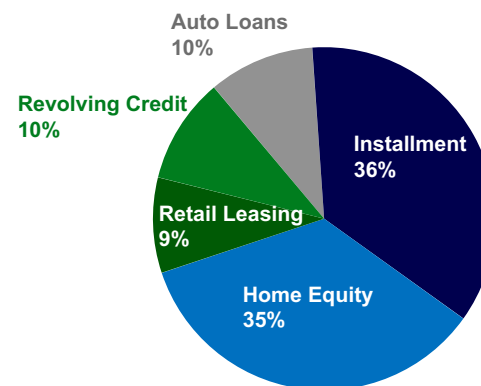
(0.7)% (0.9)% (1.9)% (1.7)% (2.3)%



■ Average Loans ● NCO%

Key Statistics

\$ in millions	3Q24	2Q25	3Q25
Average loans	\$42,925	\$41,042	\$40,093
30-89 delinquencies	0.52 %	0.43 %	0.44 %
90+ delinquencies	0.14 %	0.13 %	0.13 %
Nonperforming loans	0.34 %	0.38 %	0.39 %



Key Points

- Third quarter balance growth rates impacted by 2Q25 auto portfolio sale
- Nonperforming loans ratio increased slightly quarter-over-quarter
- Net charge-off ratio increased 5 bps on a linked quarter basis

Financial Targets

Medium-term¹

ROA

1.15% to 1.35%

ROTCE

High teens

Fee Income Growth

Mid-single digits

Efficiency Ratio

Mid-to-high 50s

Key assumptions²

Modest GDP growth

Stable unemployment rate

Moderating inflation

Current tax policy

Fed Funds rate path consistent with market implied

Upward sloping yield curve driven by rate cuts

Stable credit quality

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended		
	September 30, 2025	June 30, 2025	September 30, 2024
Net interest income	\$ 4,222	\$ 4,051	\$ 4,135
Taxable-equivalent adjustment (1)	29	29	31
Net interest income, on a taxable-equivalent basis	4,251	4,080	4,166
Net interest income, on a taxable-equivalent basis (as calculated above)	4,251	4,080	4,166
Noninterest income	3,078	2,924	2,698
Less: Securities gains (losses), net	(7)	(57)	(119)
Total net revenue, excluding net securities gains (losses) (a)	7,336	7,061	6,983
Noninterest expense (b)	4,197	4,181	4,204
Efficiency ratio (b)/(a)	57.2 %	59.2 %	60.2 %
Net income applicable to U.S. Bancorp common shareholders	\$ 1,893	\$ 1,733	\$ 1,601
Intangibles amortization (net-of-tax)	99	98	112
Net income applicable to U.S. Bancorp common shareholders, excluding intangibles amortization	1,992	1,831	1,713
Annualized net income applicable to U.S. Bancorp common shareholders, excluding intangibles amortization (a)	7,903	7,344	6,815
Average total equity	63,101	61,356	58,744
Average preferred stock	(6,808)	(6,808)	(6,808)
Average noncontrolling interests	(458)	(457)	(461)
Average goodwill (net of deferred tax liability) (2)	(11,609)	(11,544)	(11,494)
Average intangible assets (net of deferred tax liability), other than mortgage servicing rights	(1,659)	(1,734)	(1,981)
Average tangible common equity (b)	42,567	40,813	38,000
Return on tangible common equity (a)/(b)	18.6 %	18.0 %	17.9 %

Non-GAAP Financial Measures

(Dollars and Shares in Millions Except Per Share Data, Unaudited)	September 30, 2025		June 30, 2025		March 31, 2025		December 31, 2024		September 30, 2024	
Total equity	\$	63,798	\$	61,896	\$	60,558	\$	59,040	\$	59,321
Preferred stock		(6,808)		(6,808)		(6,808)		(6,808)		(6,808)
Noncontrolling interest		(458)		(458)		(462)		(462)		(462)
Common equity (a)		56,532		54,630		53,288		51,770		52,051
Goodwill (net of deferred tax liability) (2)		(11,603)		(11,613)		(11,521)		(11,508)		(11,540)
Intangible assets (net of deferred tax liability), other than mortgage servicing rights		(1,605)		(1,699)		(1,761)		(1,846)		(1,944)
Tangible common equity (b)		43,324		41,318		40,006		38,416		38,567
Common equity tier 1 capital, determined in accordance with transitional regulatory capital requirements related to the current expected credit losses methodology implementation								47,877		47,164
Adjustments (3)								(433)		(433)
Common equity tier 1 capital, reflecting the full implementation of the current expected credit losses methodology (c)								47,444		46,731
Total assets (d)		695,357		686,370		676,489		678,318		686,469
Goodwill (net of deferred tax liability) (2)	*	(11,603)		(11,613)		(11,521)		(11,508)		(11,540)
Intangible assets (net of deferred tax liability), other than mortgage servicing rights		(1,605)		(1,699)		(1,761)		(1,846)		(1,944)
Tangible assets (e)		682,149		673,058		663,207		664,964		672,985
Risk-weighted assets, determined in accordance with transitional regulatory capital requirements related to the current expected credit losses methodology implementation if applicable (f)		465,092		459,521		450,290		450,498		447,476
Adjustments (4)								(368)		(368)
Risk-weighted assets, reflecting the full implementation of the current expected credit losses methodology (g)								450,130		447,108
Common shares outstanding (h)		1,556		1,558		1,560		1,560		1,561
Ratios										
Common equity to assets (a)/(d)		8.1%		8.0%		7.9%		7.6%		7.6%
Tangible common equity to tangible assets (b)/(e)		6.4		6.1		6.0		5.8		5.7
Tangible common equity to risk-weighted assets (b)/(f)		9.3		9.0		8.9		8.5		8.6
Common equity tier 1 capital to risk-weighted assets, reflecting the full implementation of the current expected credit losses methodology (c)/(g)								10.5		10.5
Tangible book value per common share (b)/(h)	\$	27.84	\$	26.52	\$	25.64	\$	24.63	\$	24.71

Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	March 31, 2023
Common equity tier 1 capital, determined in accordance with transitional regulatory capital requirements related to the current expected credit losses methodology implementation (a)	50,602	49,382	48,482	47,877	47,164	42,027
Accumulated Other Comprehensive Income (AOCI) related adjustments (5)	(7,638)	(8,458)	(8,737)	(9,198)	(8,648)	(10,153)
Common equity tier 1 capital, including AOCI related adjustments (5) (b)	42,964	40,924	39,745	38,679	38,516	31,874
Risk-weighted assets, determined in accordance with transitional regulatory capital requirements related to the current expected credit losses methodology implementation (c)	465,092	459,521	450,290	450,498	447,476	494,048
Ratios						
Common equity tier 1 capital ratio (a)/(c)	10.9 %	10.7 %	10.8 %	10.6 %	10.5 %	8.5 %
Common equity tier 1 capital ratio, including AOCI related adjustments (5) (b)/(c)	9.2	8.9	8.8	8.6	8.6	6.5



Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended					
	September 30, 2025	September 30, 2024	June 30, 2025	June 30, 2024	March 31, 2025	March 31, 2024
Net interest income	\$ 4,222	\$ 4,135	\$ 4,051	\$ 4,023	\$ 4,092	\$ 3,985
Taxable-equivalent adjustment (1)	29	31	29	29	30	30
Net interest income, on a taxable-equivalent adjustment basis	4,251	4,166	4,080	4,052	4,122	4,015
Net interest income, on a taxable-equivalent basis (as calculated above)	4,251	4,166	4,080	4,052	4,122	4,015
Noninterest income	3,078	2,698	2,924	2,815	2,836	2,700
Total net revenue	7,329	6,864	7,004	6,867	6,958	6,715
Percentage change (a)	6.8 %		2.0 %		3.6 %	
Less: Securities gains (losses), net	(7)	(119)	(57)	(36)	—	2
Total net revenue, excluding net securities gains (losses) (b)	7,336	6,983	7,061	6,903	6,958	6,713
Percent change (c)	5.1 %		2.3 %		3.6 %	
Noninterest expense (d)	4,197	4,204	4,181	4,214	4,232	4,459
Percentage change (e)	(0.2)%		(0.8)%		(5.1)%	
Less: Notable items (6)	—	—	—	26	—	265
Total noninterest expense, excluding notable items	4,197	4,204	4,181	4,188	4,232	4,194
Percentage change (f)	(0.2)%		(0.2)%		0.9 %	
Operating leverage (a) - (e)	7.0 %		2.8 %		8.7 %	
Operating leverage, excl. notable items and net securities losses (c) - (f)	5.3 %		2.5 %		2.7 %	
Efficiency ratio (d) / (b)	57.2 %		59.2 %		60.8 %	



Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended					
	December 31, 2024	December 31, 2023	September 30, 2024	September 30, 2023	June 30, 2024	June 30, 2023
Net interest income	\$ 4,146	\$ 4,111	\$ 4,135	\$ 4,236	\$ 4,023	\$ 4,415
Taxable-equivalent adjustment (1)	30	31	31	32	29	34
Net interest income, on a taxable-equivalent adjustment basis	4,176	4,142	4,166	4,268	4,052	4,449
Net interest income, on a taxable-equivalent basis (as calculated above)	4,176	4,142	4,166	4,268	4,052	4,449
Noninterest income	2,833	2,620	2,698	2,764	2,815	2,726
Total net revenue	7,009	6,762	6,864	7,032	6,867	7,175
Percentage change (a)	3.7 %		(2.4)%		(4.3)%	
Less: Securities gains (losses), net	(1)	(116)	(119)	—	(36)	3
Total net revenue, excluding net securities gains (losses) (b)	7,010	6,878	6,983	7,032	6,903	7,172
Less: Notable items (6)	—	—	—	—	—	(22)
Total net revenue, excluding net securities gains (losses) and notable items (c)	7,010	6,878	6,983	7,032	6,903	7,194
Percent change (d)	1.9 %		(0.7)%		(4.0)%	
Noninterest expense (e)	4,311	5,219	4,204	4,530	4,214	4,569
Percentage change (f)	(17.4)%		(7.2)%		(7.8)%	
Less: Notable items (6)	109	1,015	—	284	26	310
Total noninterest expense, excluding notable items (g)	4,202	4,204	4,204	4,246	4,188	4,259
Percentage change (h)	— %		(1.0)%		(1.7)%	
Operating leverage (a) - (f)	21.1 %		4.8 %		3.5 %	
Operating leverage, excl. notable items and net securities losses (d) - (h)	1.9 %		0.3 %		(2.3)%	
Efficiency ratio (e) / (b)	61.5 %		60.2 %		61.0 %	
Efficiency ratio, excluding notable items (g) / (c)	59.9 %				60.7 %	



Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended			
	March 31, 2024	March 31, 2023	December 31, 2023	December 31, 2022
Net interest income	\$ 3,985	\$ 4,634	\$ 4,111	\$ 4,293
Taxable-equivalent adjustment (1)	30	34	31	32
Net interest income, on a taxable-equivalent adjustment basis	4,015	4,668	4,142	4,325
Net interest income, on a taxable-equivalent basis (as calculated above)	4,015	4,668	4,142	4,325
Noninterest income	2,700	2,507	2,620	2,043
Total net revenue	6,715	7,175	6,762	6,368
Percentage change (a)	(6.4)%		6.2 %	
Less: Securities gains (losses), net	2	(32)	(116)	(18)
Total net revenue, excluding net securities gains (losses) (b)	6,713	7,207	6,878	6,386
Less: Notable items (6)	—	—	—	(381)
Total net revenue, excluding net securities gains (losses) and notable items (c)	6,713	7,207	6,878	6,767
Percent change (d)	(6.9)%		1.6 %	
Noninterest expense (e)	4,459	4,555	5,219	4,043
Percentage change (f)	(2.1)%		29.1 %	
Less: Notable items (6)	265	244	1,015	90
Total noninterest expense, excluding notable items (g)	4,194	4,311	4,204	3,953
Percentage change (h)	(2.7)%		6.3 %	
Operating leverage (a) - (f)	(4.3)%		(22.9)%	
Operating leverage, excl. notable items and net securities losses (d) - (h)	(4.2)%		(4.7)%	
Efficiency ratio (e) / (b)	66.4 %		75.9 %	
Efficiency ratio, excluding notable items (g) / (c)	62.5 %		61.1 %	



Non-GAAP Financial Measures

(Dollars in Millions, Unaudited)	Three Months Ended					
	September 30, 2025	September 30, 2024	June 30, 2025	June 30, 2024	March 31, 2025	March 31, 2024
Noninterest income	\$ 3,078	\$ 2,698	\$ 2,924	\$ 2,815	\$ 2,836	\$ 2,700
Less: Securities gains (losses), net	(7)	(119)	(57)	(36)	—	2
Total noninterest income, excluding net securities gains (losses)	3,085	2,817	2,981	2,851	2,836	2,698
Percent change	9.5 %		4.6 %		5.1 %	

(Dollars in Millions, Unaudited)	Three Months Ended			
	December 31, 2024	December 31, 2023	September 30, 2024	September 30, 2023
Noninterest income	\$ 2,833	\$ 2,620	\$ 2,698	\$ 2,764
Less: Securities gains (losses), net	(1)	2	(119)	—
Less: Notable items (6)	—	(118)	—	—
Total noninterest income, excluding net securities gains (losses) and notable items	2,834	2,736	2,817	2,764
Percent change	3.6 %		1.9 %	



Notes

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.
2. Includes goodwill related to certain investments in unconsolidated financial institutions per prescribed regulatory requirements.
3. Includes the estimated increase in the allowance for credit losses related to the adoption of the current expected credit losses methodology net of deferred taxes.
4. Includes the impact of the estimated increase in the allowance for credit losses related to the adoption of the current expected credit losses methodology.
5. Includes Accumulated Other Comprehensive Income (AOCI) related to available for sale securities, pension plans, and available for sale to held to maturity transfers.
6. Notable item for the three months ended December 31, 2024 of \$109 million (\$82 million net-of-tax) included lease impairments and operational efficiency actions.

Notable items for the three months ended June 30, 2024 were a \$26 million (\$19 million net-of-tax) charge for the increase in FDIC special assessment.

Notable items for the three months ended March 31, 2024 of \$265 million (\$199 million net-of-tax) included \$155 million of merger and integration-related charges and a \$110 million charge for the increase in the FDIC special assessment.

Notable items for the three months ended December 31, 2023 of \$1.1 billion (\$780 million net-of-tax, including a \$70 million discrete tax benefit) included \$(118) million of noninterest income related to investment securities balance sheet repositioning and capital management actions, \$171 million of merger and integration-related charges, \$734 million of FDIC special assessment charges and a \$110 million charitable contribution.

Notable items for the three months ended September 30, 2023 included \$284 million (\$213 million net-of-tax) of merger and integration-related charges.

Notes

6. Notable items for the three months ended June 30, 2023 of \$575 million (\$432 million net-of-tax) included \$(22) million of noninterest income related to balance sheet repositioning and capital management actions, \$310 million of merger and integration-related charges, and \$243 million of provision for credit losses related to balance sheet repositioning and capital management actions.

Notable items for the three months ended March 31, 2023 included \$244 million (\$183 million net-of-tax) of merger and integration-related charges.

Notable items for the three months ended December 31, 2022 of \$1.3 billion (\$952 million net-of-tax) included \$(399) million of noninterest income related to balance sheet repositioning and capital management actions, \$90 million of merger and integration-related charges and \$791 million of provision for credit losses related to the acquisition of Union Bank and balance sheet optimization activities.

Thank you