

# U.S. Bank Commercial Real Estate

2011 Second Quarter

## U.S. Bank At A Glance

- Industry-leading capital generation
- Focus on enhancing the customer experience
- Building deeper customer relationships
- Investing in technology for future capabilities
- Ongoing investment in products and services
- Prudent operating principles and risk management

### Commercial Real Estate Statistics

Number of Employees: 400

Commitments \$24 billion

Loans \$18 billion

At quarter-end, March 31, 2011



**Commitment:** Throughout this difficult economic environment, U.S. Bank has been open for business, lending money to our customers and offering the best financial services in the industry. We're honored by the many accolades U.S. Bank has received in the past year for our prudent, responsible way of doing business — committed to putting the customer first, strengthening our bank and investing in the products and services that you and your business want and need.

**Strength:** U.S. Bank is a financial partner that's strong and stable. We lead among our peer banks in many key measurements of bank performance and soundness. This position of strength allows us to lead in serving our customers and our communities.

**Leadership:** U.S. Bancorp ended the year 2010 as an industry leader in financial performance, safety, capital generation and strong new lending activity. Let US put our strength, expertise and integrity to work for you and your business.

## U.S. Bancorp **Pride Points**

- Fortune Magazine ranked U.S. Bancorp **No. 1** on its **"World's Most Admired Companies"** list in the Superregional banks category — March 2011
- U.S. Bank is one of the **Most Trusted Companies for Privacy** as ranked by the Ponemon Institute — for four years in a row — February 2010
- Global Finance ranks U.S. Bancorp **one of the safest banks** in the world — September 2010
- Highest Ranked** large commercial bank in Forrester's Customer Experience Survey — 2010.
- Fortune Magazine recognized U.S. Bancorp as fifth in the world for **Most Admired Management Quality** — March 2011
- Elavon, U.S. Bank's global acquiring payments solutions subsidiary, ranks fourth among North America acquirers, processing **2 billion transactions** annually worth almost \$200 billion
- For the fifth consecutive year, U.S. Bancorp has been ranked as a "Top Banking Team" by U.S. Banker Magazine as part of its annual ranking of **The Top 25 Most Powerful Women in Banking** — October 2010

### Holding Company – Long Term/Senior Debt Ratings: Peer Group

	S&P	Ratings as of 4/27/11		DBRS
		Moody's	Fitch	
<b>1 U.S. Bancorp</b>	<b>A+</b>	<b>Aa3</b>	<b>AA-</b>	<b>AA</b>
2 JP Morgan Chase & Co.	A+	Aa3	AA-	AH
3 Wells Fargo & Co.	AA-	A1	AA-	AA
4 BB&T Corp.	A	A2	A+	AH
5 Bank of America Corp.	A	A2	A+	A
6 PNC Financial Services Group	A	A3	A+	AH
7 Keycorp	BBB+	Baa1	A-	BBBH
8 Suntrust Banks, Inc.	BBB	Baa1	BBB+	AL
9 Fifth Third Bancorp	BBB	Baa1	A-	AL
10 Regions Financial Corp.	BB+	Ba3	BBB-	BBB

### USB Capital Position

	1Q11 USB	"Well Capitalized" Requirements
Tier 1 Capital Ratio	<b>10.8%</b>	6.0%
Total Risk-based Capital Ratio	<b>13.8%</b>	10.0%
Leverage Ratio	<b>9.0%</b>	5.0%
Tier 1 Common Equity Ratio	<b>8.2%</b>	
Tangible Common Equity Ratio	<b>6.3%</b>	



U.S. Bank

# Commercial Real Estate



## Real Estate Lending

U.S. Bank Commercial Real Estate offers competitive loans and lines of credit to real estate developers/investors. Financing is available for the purpose of development/ redevelopment and stabilizing projects of any size.

## Affordable Multi-Family Lending

U.S. Bank Commercial Real Estate offers programs to assist communities in the construction, rehabilitation, and acquisition of rental housing for low and moderate-income individuals and families. In this capacity, we combine our expertise in real estate and our experience in the field of affordable housing.

## Structured Finance

U.S. Bank Commercial Real Estate Structured Finance delivers customized financing solutions through a blend of senior and mezzanine debt otherwise not available in the traditional banking market. Customers are able to obtain funding with optimal leverage at market rates, all delivered in a timely and efficient manner. Transactions cover all product types and encompass small, regional assets to large, institutional projects nationwide.

U.S. Bank OREO property listings are available at [www.oreo.usbank.com](http://www.oreo.usbank.com)

## Capital Markets

U.S. Bank Capital Markets has a team of seasoned banking professionals who maintain a customer-oriented approach and offer the following products:

**Syndicated Loans:** Provide financing for construction projects, working capital, merger and acquisitions, buyouts and recapitalizations, among other purposes. U.S. Bank Capital Markets is an experienced leader in the arrangement of syndicated loans.

**Agency Services:** Provide a specialized expertise in the operation and administration of syndicated credits.

**Interest Rate Protection/Derivatives:** Products include swaps, caps, floors, collars, and swaptions to hedge exposure to interest rate risk.

## Deposit, Treasury Management, And Payment Solutions

U.S. Bank provides a variety of deposit solutions for current, short- and long-term cash. With Treasury Management processing facilities throughout the country and sophisticated payment and electronic transaction processing capabilities, you'll enjoy convenient, superior service and innovative solutions for such processes as epayment, on-site electronic deposit, lockbox, online information reporting and transaction initiation, accounts payable automation, and onsite cash vault services. In addition, we offer fully integrated collection and payment solutions that support overall cost reduction and increase processing efficiencies.

## Loan Administration

U.S. Bank Commercial Real Estate has a professional, experienced staff of loan administrators located in each of our markets, providing efficient execution of loan closings, knowledgeable construction loan administration, skilled on-going loan servicing and excellent customer experience.

## High Grade Corporate Bonds and Equity Offerings

U.S. Bank High Grade Fixed Income Group has the ability to provide full-service investment grade bond underwriting capabilities and provides:

- Advice on capital raising alternatives
- Structure & execution of new securities offerings
- Support of securities in the secondary market through trading activities

USBI, through a partnership with Piper Jaffray, is capable of participating in secondary and initial public equity offerings for Commercial Real Estate clients. Equity opportunities are referred to Piper Jaffray for execution by their experienced equity capital markets team.

Investment products are

NOT FDIC INSURED	MAY LOSE VALUE	NOT GUARANTEED BY THE BANK
NOT A DEPOSIT	NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCIES	

U.S. Bank

## Commercial Real Estate is open for business.

### Here are some examples of U.S. Bank's Commercial Real Estate recent transactions:



Location: **San Rafael, California**  
Redevelop Existing Regional Mall  
\$36,500,000 Syndicated Construction Loan  
Operating Deposit Accounts, Lockbox, and SinglePoint

Location: **Dallas, Texas**  
333-Unit, Mid-rise, Class-A Multi-family Apartment Project  
\$33,800,000 Construction Loan

Location: **St. George, Utah**  
135,000 SF Retail Center, 61% Pre-Leased  
\$18,000,000 Construction Loan  
\$15,000,000 Participation in a  
\$125,000,000 Unsecured Line of Credit  
U.S. Bank Named as Documentation Agent; Deposit Accounts

Location: **Milwaukee, Wisconsin**  
140-Unit Affordable Apartment Property  
\$20,400,000 Construction Loan  
Operating Deposit Accounts

Location: **Core markets throughout the U.S.**  
Medical Office, Life Science, Senior Housing,  
and Hospital & Skilled Nursing  
\$45,000,000 Commitment to Revolving Corporate Facility  
High Grade Debt and Equity and Trust Services

Location: **Rolling Meadows, Illinois**  
Acquire/Upgrade Large Multi-family Property  
\$25,250,000 Bridge Loan with Interest Rate Cap  
Operating Deposit Accounts

Location: **Chicago, Illinois**  
\$40,000,000 Secured Corporate Revolving Line of Credit  
Equity Offering Participation  
Provided Lockbox Service and Blocked Account Agreements  
Treasury Management Lead Bank

Location: **Charleston, South Carolina**  
85,000 SF Class-A Suburban Office Building  
\$19,950,000 Multi-Tenant Acquisition/Re-tenanting Loan

Location: **Issaquah, Washington**  
Medical Office  
\$12,800,000 Construction and Mini-Perm Loan  
Recovery Zone Facility Bond Financing Structure  
Interest Rate Swap  
Controlled Deposit Account

## Empower Your Payment Collections

### *U.S. Bank Wholesale Lockbox – a proven way to improve your cash flow*

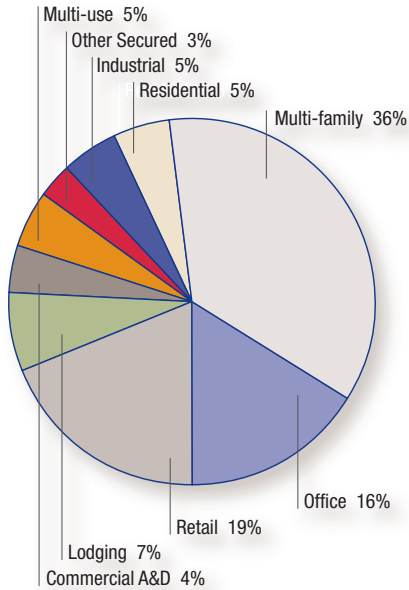
Your resources are valuable and are best directed towards your core business functions. Let U.S. Bank assist you in maintaining that focus.

U.S. Bank has provided remittance processing services for more than 50 years and currently processes millions of payments for thousands of customers each month. U.S. Bank Wholesale Lockbox accelerates the handling of your company's customer remittances. It reduces time lost in mail float, processing, and delivery. Our lockbox processing and imaging systems speed the availability of funds and provide the information you need to make informed business decisions — fast!

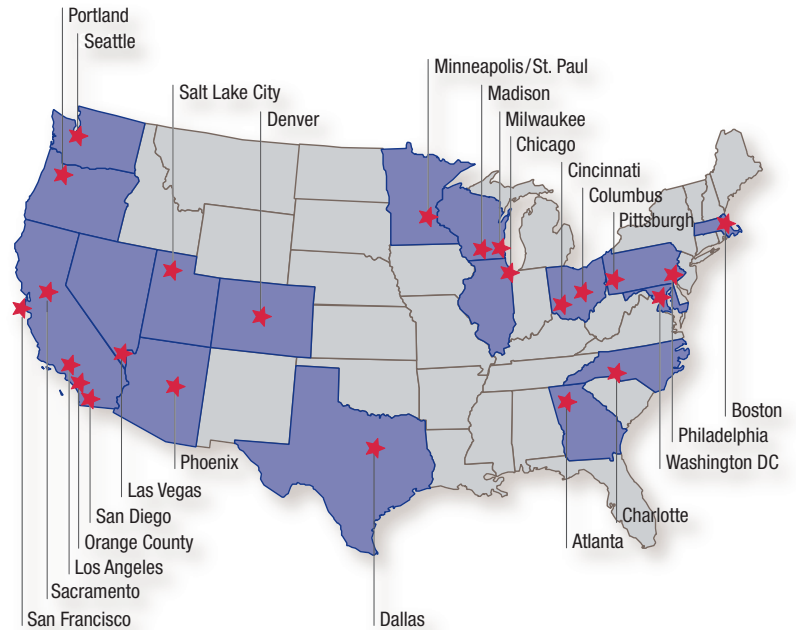
A U.S. Bank Commercial Real Estate Deposit and Payment Solutions expert can design a single or multi-site processing solution that provides you the fastest, most efficient way to process your accounts receivable payments.

# Real Estate Expertise Across the U.S.

## COMMERCIAL MORTGAGE COMMITMENT PORTFOLIO



## COMMERCIAL REAL ESTATE OFFICES



U.S. Bank Commercial Real Estate has local offices in 24 major markets including Milwaukee, Wisconsin

## COMMERCIAL REAL ESTATE CONTACT LIST

Joe Hoesley, Vice Chairman, Commercial Real Estate

### Lending Offices

- Atlanta, GA**  
Rick Anthony 770-512-3116
- Boston, MA**  
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- Charlotte, NC**  
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- Chicago, IL**  
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- Product Specialties**
- Structured Finance**  
Vish Ali 972-458-4517

**Privacy** U.S. Bancorp is committed to respecting the privacy of our customers and safeguarding the financial and personal information provided to us. To learn more about the U.S. Bancorp commitment to protecting privacy, visit [usbank.com](http://usbank.com) and click on Privacy Pledge.

**Code of Ethics** U.S. Bancorp places the highest importance on honesty and integrity. Each year, every U.S. Bancorp employee certifies compliance with the letter and spirit of our Code of Ethics and Business Conduct, the guiding ethical standards of our organization. For details about Our Code of Ethics and Business Conduct, visit [usbank.com](http://usbank.com) and click on About U.S. Bancorp, then Ethics at U.S. Bank.

**Diversity** U.S. Bancorp and our subsidiaries are committed to developing and maintaining a workplace that reflects the diversity of the communities we serve. We support a work environment where individual differences are valued and respected and where each individual who shares the fundamental values of the company has an opportunity to contribute and grow based on individual merit.

**Equal Employment Opportunity/Affirmative Action** U.S. Bancorp and our subsidiaries are committed to providing Equal Employment Opportunity to all employees and applicants for employment. In keeping with this commitment, employment decisions are made based upon performance, skill and abilities, not race, color, religion, national origin or ancestry, gender, age, disability, veteran status, sexual orientation or any other factors protected by law. The corporation complies with municipal, state and federal fair employment laws, including regulations applying to federal contractors. U.S. Bancorp, including each of our subsidiaries, is an Equal Opportunity Employer committed to creating a diverse workforce.

All of **us** serving you®

