

# U.S. Bank to Acquire MUFG Union Bank: **A Deal for Communities**



## **Bringing together**

*two ethical organizations  
committed to the communities  
they serve.*

## **Investing**

*in priorities such as  
financial inclusion, closing racial  
wealth gaps and environmentally  
beneficial businesses.*

## **Serving**

*low and moderate-income  
communities and customers.*



# How U.S. Bank helps communities thrive

At U.S. Bank, we have a long history of putting our customers and communities first through community development and outreach activities.

In the past eighteen months alone, we committed \$116 million to address social and economic inequities through our [U.S. Bank Access Commitment](#), a long-term approach that redefines how we serve, support and provide opportunities for diverse communities and employees.

We listen to feedback from customers, stay abreast of trends and gaps in products and services, and collaborate with fifteen non-profit community partners through our national Community Advisory Committee, which gives us valuable perspective and insights from underserved communities.

We're dedicated to supporting our communities through responsive and humble actions focused on addressing racial and economic inequities and creating lasting change. Our giving and engagement strategy, Community Possible, focuses on creating vibrant communities in the areas of Work, Home and Play. Through Community Possible, we partner with organizations that focus on economic and workforce advancement, safe and affordable housing, and communities connected through arts and culture.

Both U.S. Bank and MUFG Union Bank are committed community partners with a legacy of valued support, including in low and moderate-income communities, as recognized by Outstanding Community Reinvestment Act ratings. The combination of the two institutions offers added scale that will allow U.S. Bank to continue to invest in priorities such as financial inclusion, closing racial wealth gaps, and serving low and moderate-income communities. One existing example is our strategic partnership with Community Reinvestment Fund, USA (CRF), a national nonprofit with a mission to empower people to improve their lives and strengthen their communities through innovative financial solutions.

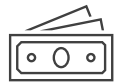
With the acquisition of MUFG Union Bank, U.S. Bank is focused on being the leader in serving communities in California, Oregon and Washington. We're committed to improving access to banking, including through our mobile app, which is #1-rated among all U.S. financial institutions by Keynova in its Q3 2021 scorecard. We'll give customers easy and convenient ways to monitor and manage their accounts, move their money and understand their spending safely and securely with 24/7 assistance.

We also look forward to offering MUFG Union Bank customers state-of-the-art financial products such as the U.S. Bank Smart Assistant™, the U.S. Bank Safe Debit Account, which is BankOn-certified, and the U.S. Bank Simple Loan. U.S. Bank also will continue the American Dream Home Loan program, which we created in the 1990s to help consumers with limited resources become homeowners. Key features of the program include low down payments and assistance toward down payments or closing costs.



# Creating more equitable communities

## By the numbers



**\$67**  
million

Corporate contributions and foundation giving in 2020



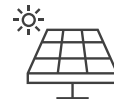
**\$116**  
million

Committed by U.S. Bank in 2020 to bridge social and economic gaps and enhance opportunity for people of color as part of our Access Commitment program



**\$560**  
million

In diverse supplier spending in 2020



**>\$38**  
billion

Invested by USBCDC since 1991 in affordable housing, economic development projects in low- and moderate-income communities, historic renovations, and renewable energy\*



**\$6.2**  
billion

Loaned and invested to revitalize low-to-moderate income communities in 2020



**\$39.7**  
billion

Invested in environmentally beneficial business since 2008



**\$1.9**  
billion

Provided in SBA loans in 2020

\*Data from the USB 2020 ESG Report

# Our history of community lending

**U.S. Bank's CRA community lending activity** since its 2017 CRA Evaluation is as follows from January 1, 2016, through December 2020, including further detail on our SBA loans over the past three years. The majority of our loans are smaller, meeting the needs of the individual entrepreneur and helping those in low to moderate-income communities build their businesses.

Loan Type	Nationwide	
	Total #	Total \$ (000)
Small Business	1,654,832	\$ 36,896,286
Small Farm	56,637	\$ 2,345,750
HMDA	1,368,833	\$333,262,662
Community Development	2,938	\$ 9,334,255

## SBA Loans

2018		2019		2020	
Units	Dollars	Units	Dollars	Units	Dollars
1,796	\$276,652,858	2,238	\$377,091,679	2,004	\$304,425,993



## **Case study:** How we support homeownership in underserved communities

**Since the 1990s, U.S. Bank has offered the American Dream Loan, a product that helps consumers with limited resources become homeowners.**

From 2009 through 2020, more than 13,900 households have used the program to realize their dreams of homeownership, helping to revitalize communities across the U.S. Bank footprint.

Just this year, as part of our Access Commitment, we introduced the Advancing Black Homeownership initiative. It's focused on increasing mortgage readiness and Black representation in the mortgage industry through strategic outreach and engagement with local community partners.

The initiative includes enhanced adult financial education, youth outreach and a mortgage loan officer development program focused on the recruitment and development of Black loan officers and future mortgage leaders.



# We're already a committed part of the community in California, Oregon and Washington

*We live and work here, we support business, and we invest in the development of our communities.*

	Total U.S. Bank employees	Community development investments <sup>1</sup>	U.S. Bank Foundation and corporate giving <sup>1</sup>	Community development loans <sup>1</sup>	Volunteer hours <sup>1</sup>
<b>In California</b>	5,784	\$1.3B	\$37M	\$725M	59,000
<b>In Oregon</b>	3,870	\$216M	\$8M	\$158M	50,000
<b>In Washington</b>	2,181	\$85M	\$8M	\$151M	27,000



<sup>1</sup> Three-year total: January 1, 2018 – December 31, 2020

# Our diversity

*By the numbers*

<b>U.S. Employee and Board Diversity in 2020</b>															
	White		Black		Latino		Asian		American Indian/Alaska Native		Native Hawaiian/ Other Pacific Islander		Two or More Races		Total
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
Board of Directors	5	4	0	2	1	0	0	0	0	0	0	0	1	0	13
Exec/Sr. level officials and managers	1,766	798	23	24	52	26	135	67	4	1	4	0	24	9	2,933
1 <sup>st</sup> /Mid-level officials and managers	3,480	3,569	222	289	324	308	372	285	15	12	25	17	79	102	9,099
Professionals	9,461	8,140	641	848	606	553	1,718	1,359	24	38	32	24	237	241	23,922
All other	5,474	12,689	1,058	3,181	1,310	2,780	728	1,612	36	97	48	100	335	648	30,096
<b>Total</b>	<b>20,186</b>	<b>25,200</b>	<b>1,944</b>	<b>4,344</b>	<b>2,293</b>	<b>3,667</b>	<b>2,953</b>	<b>3,323</b>	<b>79</b>	<b>148</b>	<b>109</b>	<b>141</b>	<b>676</b>	<b>1,000</b>	<b>66,063</b>

Note: Professionals include FLSA exempt Sales; non-exempt Sales included in All Other; data as of 12/31/2020; Board of Directors as of 2/1/21



# Resources

**Learn more about U.S. Bank's story at**

[www.usbank.com](http://www.usbank.com)

**and Union Bank's story at**

[www.unionbank.com](http://www.unionbank.com)

**View U.S. Bank's [2020 Community Impact Report](#) and [2020 ESG Report](#).**





## Case study: U.S. Bank Access Fund

Launched in 2021, the \$25 million U.S. Bank Access Fund includes patient capital and grants through the U.S. Bank Community Development Corporation (USBCDC) as well as capacity building grants from the U.S. Bank Foundation. The U.S. Bank Access Fund will support more than 30,000 women of color-owned microbusiness over three years, prioritizing Black women business owners. Microbusinesses, defined as having 10 or fewer employees, led by women of color are some of the fastest growing in the country, yet face tremendous barriers

The U.S. Bank Access Fund is focused on creating systemic change by ensuring both community development financial institutions (CDFIs) and microbusiness owners have the support and capital they need to be successful. We're partnering with the African American Alliance of CDFI CEOs and its member CDFIs, Grameen American and the Local Initiatives Support Corporation (LISC).

## Case study: Enterprise Community Loan Fund

In July, U.S. Bank announced that it helped the Enterprise Community Loan Fund issue the first-of-its-kind \$30 million bond to support housing developers of color. It was the first racial equity bond issued by a CDFI, and U.S. Bank also purchased the initial \$10 million of the bond.



Data as of March 31, 2021, unless otherwise noted.

# Forward-looking statements

“Safe Harbor” Statement under the Private Securities Litigation Reform Act of 1995: This fact sheet 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, any projections or expectations regarding U.S. Bancorp’s proposed acquisition of MUFG Union Bank described herein, U.S. Bancorp’s future revenues, expenses, earnings, capital expenditures, deposits or stock price, as well as the assumptions on which such expectations are based. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated.

Such risks and uncertainties include, among others, (1) the risk that the cost savings, any revenue synergies and other anticipated benefits of the proposed acquisition may not be realized or may take longer than anticipated to be realized, (2) disruption to the parties’ businesses as a result of the announcement and pendency of the proposed acquisition and diversion of management’s attention from ongoing business operations and opportunities, (3) the occurrence of any event that could give rise to the right of one or both of the parties to terminate the definitive purchase agreement, (4) the failure to obtain required governmental approvals or a delay in obtaining such approvals (and the risk that such approvals may result in the imposition of conditions that could adversely affect U.S. Bancorp or the expected benefits of the proposed acquisition), (5) the failure of any of the closing conditions in the definitive purchase agreement to be satisfied on a timely

basis or at all, (6) delays in closing the proposed acquisition, (7) the possibility that the proposed acquisition, including the integration of MUFG Union Bank, may be more costly or difficult to complete than anticipated, (8) the dilution caused by U.S. Bancorp’s issuance of additional shares of its capital stock in connection with the proposed acquisition, (9) other factors that may affect future results of U.S. Bancorp, including changes in asset quality and credit risk, the inability to sustain revenue and earnings growth, changes in interest rates and capital markets, inflation, customer borrowing, repayment, investment and deposit practices, the impact, extent and timing of technological changes, capital management activities, litigation, and legislative and regulatory actions and reforms, and (10) the impact of the ongoing global COVID-19 pandemic on U.S. Bancorp’s or MUFG Union Bank’s businesses or our ability to complete the proposed acquisition.

For discussion of these and other risks and uncertainties that may cause actual results to differ from expectations, refer to U.S. Bancorp’s Annual Report on Form 10-K for the year ended December 31, 2020, on file with the Securities and Exchange Commission, including the sections entitled “Corporate Risk Profile” and “Risk Factors” contained in Exhibit 13, and all subsequent filings with the Securities and Exchange Commission under Sections 13(a), 13(c), 14 or 15(d) of the Securities Exchange Act of 1934. In addition, factors other than these risks also could adversely affect U.S. Bancorp’s results, and the reader should not consider these risks to be a complete set of all potential risks or uncertainties. Forward-looking statements speak only as of the date hereof, and U.S. Bancorp undertakes no obligation to update them in light of new information or future events.]

