

Wells Fargo Today



Team members Chris Edwards, Jenniffer Pickerill and Edgar Smith repainted a house in Charlotte, N.C. as part of a volunteer project to help families in need. Home repairs in low- and moderate-income neighborhoods are one of many ways team members promote long-term economic prosperity and quality of life through volunteerism.

Together we'll go far



Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores and 12,000 ATMs and the Internet (wellsfargo.com and wachovia.com) across North America and internationally.

We're headquartered in San Francisco, but we're decentralized so every local Wells Fargo store is a headquarters for satisfying all our customers' financial needs and helping them succeed financially. One in three households in America does business with Wells Fargo. Wells Fargo has \$1.3 trillion in assets and approximately 275,000 team members across our 80+ businesses.

We ranked fourth in assets and second in market value of our stock among our U.S. peers as of June 30, 2011.

Our vision: "We want to satisfy all our customers' financial needs and help them succeed financially."

Reputation

<i>FORTUNE</i>	23rd in Revenue Among All Companies in All Industries (2011) World's 41st Most Admired Company (2011)
<i>Forbes</i>	Top 20 Biggest Public Companies in the World (2011)
<i>Brand Finance</i>	Among Top 10 Most Valuable Brands in the World (2011)
<i>The Chronicle of Philanthropy</i>	America's Third Most Generous Cash Donor (2011)
<i>Newsweek</i>	Among America's Top 50 Greenest Big Companies (2010)
<i>Human Rights Campaign</i>	Perfect Score of 100 on Corporate Equality Index (2010)
<i>DiversityInc</i>	Top 50 Companies for Diversity (2011) Top 10 Companies for Asian Americans Top 10 Companies for Lesbian, Gay, Bisexual, and Transgender Employees
<i>LATINA Style</i>	Top 20 U.S. Companies for Latinas (2010)
<i>American Customer Satisfaction Index</i>	America's #1 Large Bank for Customer Satisfaction (2010)
<i>Office of the Comptroller of the Currency</i>	"Outstanding" rating for Community Reinvestment Act performance (2009)
<i>Brand Z</i>	Among the Top 20 Most Valuable Brands in the World (2011)
<i>CIO</i>	Among the Top 100 Companies for Technology Innovations that Advance Business Results (2011)
<i>Workforce Diversity for Engineering & IT Professionals</i>	Among Top 50 Employers for Workforce Diversity (2010)
<i>Bank Technology News/American Banker</i>	Top Innovator for Wells Fargo Mobile and ATM services (2011)
<i>Global Finance Magazine</i>	Best Consumer and Corporate/Institutional Internet Banks in the United States. (2011)

#1 in U.S.

- Banking stores (Wells Fargo and Wachovia stores in 39 states & D.C.)
- Total stores (Wells Fargo and Wachovia stores)
- Small business lender (U.S. in dollars per 2009 Community Reinvestment Act government data)
- SBA 7(a) lender in dollars (2010 Small Business Administration federal fiscal year-end data)
- Retail mortgage lender (Q1 2011, Inside Mortgage Finance, May 2011)
- Home loan originator to minority consumers & low-to-moderate-income neighborhoods (2010 HMDA data)
- Used car lender*
- Trustee for Student Loan Securitizations (Thomson Reuters and AB Alert)
- Trustee for GNMA Securitizations (Government National Mortgage Association)
- Bond administrator for Residential MBS (Asset Backed Alert)
- Bond administrator for Commercial MBS (Commercial Mortgage Alert)
- Market share for middle market** companies (2010 Middle Market Survey, Greenwich Associates)
- Agribusiness Lender (FDIC)
- Crop Insurance provider (U.S. Government Data)
- Global Financial Institution in overall institutional Satisfaction (FIMetrix)
- World's Best Treasury & Cash Management Providers 2011 (Global Finance magazine)
- Reputation as a leader in treasury management (2010 Middle Market Survey, Greenwich Associates)
- Treasury management specialist's level of product knowledge (2010 Middle Market Survey, Greenwich Associates)
- Treasury management specialist's counsel and guidance (2010 Middle Market Survey, Greenwich Associates)
- Trade Bank in the U.S.A. (Trade Finance magazine Awards for Excellence, 2011)
- Trade outsourcing bank in Asia-Pacific (GTR Asia Leaders in Trade Awards, 2011)
- Bank for payments and collections (Global Finance magazine, 2010)
- Large transfer agent in overall satisfaction (Stockholder Consulting Services)
- Large Corporate Quality Index – Most A+ grades of any bank (Phoenix-Hecht)

Key facts*		as of 6/30/11
Assets		\$1.3 trillion
Team members		Approximately 275,000
Customers		70 million
Stores		More than 9,000
ATMs		12,228
Market Value of Stock		\$148.1 billion

* Includes Wells Fargo and Wachovia

#2 in U.S.

- Debit card issuer (Nilson Report #970)
- Mortgage servicer (Q1 2011, Inside Mortgage Finance, May 2011)
- Auto finance lender*
- Provider of private student loans
- Trustee for Asset Backed Securitizations (Asset Backed Alert)
- Trustee for Delaware Statutory Trusts (Delaware Division of Corporations)
- Trustee for High Yield debt (Thomson Financial)
- Trustee for Single Family Housing (Thomson Reuters)
- Annuity distributor, based on sales (2011 Sun Life Distributor Roundtable Survey, April 2011)
- In market share for primary global correspondent bank relationships (FIMetrix)
- Bookrunner of asset-based loans (Thomson Reuters, June 2011)

- #3 in U.S.
 - Branded bank ATM owner (12,228 Wells Fargo and Wachovia ATMs)
 - Full-service retail brokerage provider based on number of Financial Advisors (Q2 2011 company and competitor reports)
- #4 in U.S.
 - Wealth management provider, based on assets under management of accounts greater than \$5 million (Barron's, September 2010)
 - In U.S. largest equipment finance provider by assets (Monitor 100-2011 industry ranking)
- #5 in U.S.
 - IRA provider, based on assets as of Q3 2010 (Cerulli Associates)
 - Family wealth provider, based on assets (Family Wealth Alliance, LLC, 2010)
 - Equity Research team stock picking (*Wall Street Journal*, 2011)
 - Fixed Income Research team ranking (Institutional Investor, 2010)
- #6 in U.S.
 - Institutional retirement plan recordkeeper, based on assets (2011 Recordkeeping Survey PLANSPONSOR Magazine, June 2011)
- #7 in U.S.
 - Credit card issuer (Nilson Report #966)

Social Responsibility

We want to help all of our customers succeed financially and create long-term economic growth and quality of life for everyone in our communities. We promote economic development and self-sufficiency through community development, financial education, cash contributions, affordable housing, environmental stewardship, and through the efforts of our enthusiastic team member volunteers. In 2010, Wells Fargo invested \$219 million in 19,000 nonprofits nationwide, surpassing \$200 million for the third consecutive year. Through June 30, 2011 Wells Fargo has contributed \$91 million to 9,500 nonprofits. Our success comes from a time-tested formula: local people making local decisions because they know best what their communities need..

In 2010, Wells Fargo invested:

- \$32 million in grants to nonprofits supporting homeownership, including construction of affordable housing, home buyer education and counseling, down-payment assistance, and home repairs.
- \$2.3 billion in CRA qualified community development loans and investments in projects that support affordable housing, community services, economic development, revitalization, and stabilization.
- \$66.4 million in 8,000 educational programs and schools around the U.S., and \$17.2 million in matched educational donations from team members.
- \$621 million spent with certified minority-, women-, and disadvantaged-owned business enterprises, a 5% increase over 2009.
- 1.3 million team member hours; team members contributed a record \$55.3 million through year-round donations to nonprofits and the Community Support and United Way Campaign.
- \$1.4 billion in environmental loans and investments; \$750 million to LEED certified commercial buildings and community development projects.

Additional information about our achievements in social responsibility is available at: <https://www.wellsfargo.com/about/csr/>.

*Source: AutoCount July 2010-June 2011 excluding leases.

AutoCount data available for all states except: CO, DC, DE, NM, OK, RI, WY.

**Defined as percentage of companies with revenues of \$25-500 MM citing Wells Fargo as their lead banking provider

