

# 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](http://wellsfargo.com) and [wachovia.com](http://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 &amp; 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)

### Contributions

