

Wells Fargo Today



This and thousands of other signs in New York note the recent return of Wells Fargo banking stores to the city, where the company was founded 159 years ago.



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 \$1.2 trillion in assets and approximately 280,000 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 March 31, 2011.

Reputation

<i>FORTUNE</i>	19th in Revenue Among All Companies in All Industries (2010) World's 41st Most Admired Company (2011)
<i>Forbes</i>	Top 100 Best Companies in the World (2010)
<i>Barron's</i>	World's 50 Most Respected Companies (2010)
<i>Brand Finance</i>	Among Top 10 Most Valuable Brands in the World (2011)
<i>BusinessWeek</i>	America's #2 Most Generous Corporate Foundations (2010)
<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>Diversity Inc.</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>Global Finance</i>	Best Consumer Internet Bank and Best Corporate/Institutional Internet Bank in the North America (2010)
<i>Juniper Research</i>	Future Mobile Award (2010)
<i>Javelin Strategy & Research</i>	Gold ranking for mobile banking services in "2010 Mobile Banking Scorecard" (2010)
<i>Brand Keys</i>	#1 Bank Brand in Customer Loyalty Engagement Index (2010)
<i>U.S. Banker and American Banker</i>	One of America's Top Banking Teams (2010)
<i>Workforce Diversity for Engineering & IT Professionals</i>	Among Top 50 Employers for Workforce Diversity (2010)

#1 in U.S.

- Banking stores (Wells Fargo and Wachovia stores in 39 states & D.C.)
- Total stores (Wells Fargo and Wachovia stores)
- Retail mortgage lender
- Nation's #1 home loan originator to minority customers & low-to-moderate-income neighborhoods (2009 HMDA data)
- Used car lender (AutoCount 2010)
- 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)
- High grade bond secondary trading (Q1 2011, MarketAxess)
- REIT preferred stock (Q1 FY 2011, Thomson Financial)
- Real estate lead arranger of loan syndications by volume and number of transactions (FY 2010, Thomson Reuters LPC)
- Agribusiness lender (U.S. Government data)
- Market share for middle market companies. (Defined as the percentage of companies with revenues of \$25-500MM citing Wells Fargo as their lead banking provider, Greenwich Associates, 2010)
- Crop Insurance provider (U.S. Government Data)
- Largest bank-owned insurance brokerage (Business Insurance magazine)
- Certificate Administrator for Commercial Backed Securities (includes resecuritizations) (Commercial Mortgage Alert)
- Trustee for direct GNMA issuances (Government National Mortgage Association)
- Trustee for ABS and MBS securities (Asset Backed Alert)
- Payments and Collections in North America (Global Finance, 1/2011)

Key facts*	as of 3/31/11
Assets	\$1.2 trillion
Team members	280,000
Customers	70 million
Stores	More than 9,000
ATMs	12,112
Market Value of Stock	\$168.1 billion
* Includes Wells Fargo and Wachovia	

#2 in U.S.

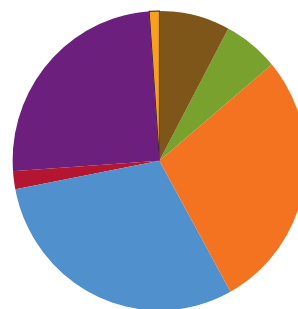
- Deposits
- Issuer of Debit Cards
- Mortgage servicer
- Provider of private student loans
- Annuity distributor
- Underwriter of preferred stock by number of transactions (Q1 2011, Bloomberg)
- REIT common stock (Q1 2011, Dealogic)
- Arranger of asset-based loans by volume and number of transactions (Q1 2011, Thomson Reuters LPC)
- Non-investment grade loan issuer by number of transactions (Q1 2011, Thomson Reuters LPC)
- Real estate lead arranger of loan syndications by number of transactions (Q1 2011, Thomson Reuters LPC)
- Senior manager of municipal negotiated bond issues by volume¹ (Q1 2011, Thomson Reuters)
- Equity research U.S. stock picking (2011 *Financial Times* / StarMine)
- Trustee for Commercial Backed Securities (includes resecuritizations) (Commercial Mortgage Alert)
- Trustee for High Yield debt (Securities Data Corporation)
- Trustee for Municipal Single Family Housing (Securities Data Corporation)

¹ Full credit to each manager

- #3 in U.S.**
 - Branded bank ATM owner (12,112 Wells Fargo and Wachovia ATMs)
 - Full-service retail brokerage provider based on number of Financial Advisors
 - Loan syndication bookrunner by number of transactions (Q1 2011, Thomson Reuters LPC)
 - High grade corporate loan issuer by number of transactions (Q1 2011, Thomson Reuters LPC)
 - Transfer agent serving clients and their registered shareowners (2010, SEC Form TA-2)
- #4 in U.S.**
 - Wealth management provider
 - Senior manager of municipal competitive bond issues by volume (Q1 2011, Thomson Reuters)
 - Largest Insurance Broker (Business Insurance magazine)
- #5 in U.S.**
 - IRA provider
 - Family wealth provider
 - Largest broker in the world (Business Insurance magazine)
- #6 in U.S.**
 - Institutional retirement plan recordkeeper
 - High yield bond issuer by number of transactions (Q1 2011, Bloomberg)
- #7 in U.S.**
 - Issuer of Credit Cards
 - Equity capital markets bookrunner by number of transactions (Q1 2011, SDC)

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. Our success comes from a time-tested formula: local people making local decisions because they know best what their communities need.



Contributions

- Arts and Culture - 8%
- Civic - 6%
- Community - 28%
Development
- Education - 30%
- Environmental - 2%
- Human Services - 25%
- Other - 1%

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/>.