Chef G.W. Chew, owner of The Veg Hub restaurant in Oakland, California, is expanding his Better Chew brand of meat and chicken substitutes in Northern California with the help of Wells Fargo and its Wells Fargo Works for Small Business®: Diverse Community Capital program. The program began in 2015 to help diverse small businesses like Chew’s by providing resources to Community Development Financial Institutions, or CDFIs.

To date, Wells Fargo has provided $94.8 million in grants and capital to 92 CDFIs, which, in turn, make loans to help small businesses that typically can’t access conventional financing. To learn more about CDFIs, visit stories.wf.com and search for “The Veg.”
Wells Fargo Overview

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with $1.9 trillion in assets. Wells Fargo’s vision is to satisfy our customers’ financial needs and help them succeed financially. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, investment and mortgage products and services, as well as consumer and commercial finance, through 7,700 locations, more than 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 33 countries and territories to support customers who conduct business in the global economy. With approximately 262,000 team members, Wells Fargo serves one in three households in the U.S. Wells Fargo & Company was ranked No. 26 on Fortune’s 2018 rankings of America’s largest corporations.

Company

3rd in Total Deposits (2018) FDIC data

*Based on sales, profits, assets, and market value.

Brand

Third-Most Valuable Banking Brand in World (2018) Brand Finance®
25th Top Company to Work for in U.S (2019) LinkedIn

Innovation leadership

1st in Mobile Web Banking Experience and tied for 1st in Functionality (March 2019) Dynatrace “Mobile Banking Scorecard”
1st in Overall Performance for a Positive Small Business Banking Experience through Digital Channels (March 2019) Dynatrace “Mobile Banking Scorecard”
1st ACH originator with 5.3 billion network transactions (2018) National Automated Clearinghouse Association
#1 Best No-Fee Credit Cards - Wells Fargo Propel American Express® Card (2018) Business Insider
Overall Most Innovative for Wells Fargo Gateway (March 2018) Barlow Research Monarch Innovation Awards
Best Online Portal Services - North America (2018) Global Finance
Best Online Treasury Services - North America (2018) Global Finance

Corporate responsibility

#1 Largest workplace employee giving campaign in the U.S. for 10th consecutive year, based on 2018 donations (2019) United Way Worldwide
Top 50 most community-minded companies (2018) Points of Light

In 2018, Wells Fargo increased its philanthropic impact by donating $444 million to nearly 11,000 nonprofits to help communities and people in need. Last fall, wildfires in Northern California destroyed 19,000 structures, including the auto repair shop of Brad Jenks II in Paradise, California.

To aid Jenks and many other wildfire victims, Wells Fargo donated $3.25 million for housing and small business recovery to the Butte Strong Fund administered through the North Valley Community Foundation.

For more information, visit stories.wf.com and search “CSR.”
We are strong for our customers and communities

Diversity

Top Companies For LGBT Employees (2019) DiversityInc.
13th Top Company For Diversity (2019) DiversityInc.

Leading Disability Employer (2018) National Organization on Disability
14th Top Company For Diversity Councils (2019) DiversityInc.
Perfect Score of 100, Corporate Equality Index (2019, 16th year) Human Rights Campaign

Top 50 Best Companies For Diversity (2018) Black Enterprise
19th Best Company For Latinas (2018) LATINA Style
Top Military Employer and Top Military Spouse Friendly Employer (2018) Victory Media

Perfect Score of 100, Disability Equality Index Best Places to Work (2018, 3rd year)
Top Military Employer
Employer Support of the Guard and Reserve (2018)

Wells Fargo is committed to advancing diversity and social inclusion by helping ensure that all people across its workforce, its communities, and its supply chain feel valued and respected and have equal access to resources, services, products, and opportunities to succeed. Visit stories.wf.com and search “Asian & Pacific Islander American Scholarship Fund” for more information on how Wells Fargo helped students like Jacklyn Garote pursue their higher education goals.

Key facts as of 3/31/2019

Assets — Approximately $1.9 trillion
Customers — Approximately 70 million+
ATMs — 13,000
Team members — Approximately 262,000
Locations — 7,700
Market value of stock — $218 billion
We are an industry leader

In wealth and investment management

#3 U.S. full-service retail brokerage provider (4Q18) Company and competitor reports
#4 U.S. wealth management provider (2018) Barron’s
#7 U.S. IRA provider (4Q18) Cerulli Associates
#10 U.S. Institutional retirement plan recordkeeper, based on assets (2018) PlanSponsor

In commercial real estate

#1 Market share by commercial real estate outstandings (2018) Federal Reserve Form FRY-9C
#1 CRE CLO bookrunner (2018) Commercial Mortgage Alert
#1 Commercial real estate lender in the U.S. (2018) MBA Commercial / Multifamily Annual Origination Rankings
#1 Primary and master servicer of commercial real estate loans by volume in the U.S. (2018) MBA Commercial / Multifamily Mortgage Servicer Rankings
#1 Freddie Mac CMBS bookrunner (2018) Commercial Mortgage Alert

Additional recognition

Best in Social Media Marketing and Services - North America (2018) Global Finance
#1 Bloomberg and Tradeweb Direct (1Q19) (for total municipal bond par traded and trade count)¹
#1 Asset-Based Lending Bookrunner (1Q19) Thomson Reuters LPC
#4 Credit and liquidity provider in the municipal market (March 2019) Bloomberg
#4 Remarketing agent of variable rate demand bonds by paramount and number of issues (04/01/2019) Refinitiv²
#6 Senior manager of competitive municipal bonds, 4.9% market share (01/01/2019 through 03/31/2019) Refinitiv
#6 Senior manager of negotiated and competitive municipal bonds combined, 5.8% market share (01/01/2019 through 03/31/2019) Refinitiv²
¹Municipal Products Group and Wells Fargo Securities, LLC.
²Ranking represents combined totals for Wells Fargo Bank, N.A.

In supporting homeowners and consumers

#1 Home loan originator to minority borrowers (2017) HMDA data
#1 Home loan servicer (4Q18) Inside Mortgage Finance
#1 Debit card issuer by purchase and transaction volume (2019) Nilson Report¹
#1 Provider of private student loans among banks (2018) Company and competitor reports
#1 Retail deposits (2018) FDIC data¹
#2 Retail mortgage lender (4Q18) Inside Mortgage Finance
#2 Provider of student loans overall (2018) Company and competitor reports
#3 Used auto lender, non-captive (March 2018 - February 2019) AutoCount
#4 Overall auto lender, non-captive, excluding leases (March 2018 - February 2019) AutoCount
¹April 2019, total 2018 debit and prepaid transaction volume for consumer and small business
²FDIC data, SNL Financial, as of June 2018. Retail deposit data is pro forma for acquisitions and caps deposits at $1 billion in a single banking branch and excludes credit union deposits.

In middle market banking

#1 Total middle market banking share in the U.S. and the most primary banking relationships with middle market companies with $25 million to $500 million in annual sales (4Q2016-3Q2018) Barlow Research Middle Market Rolling 8 Quarter Data

In treasury management

Best Bank for Payments and Collections in North America (2018) Global Finance
Distinguished Provider for USD Global Transaction Services six years in a row (2013–18) Fimetrix Global Stats

Investment and Insurance Products:

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<th>NOT FDIC-Insured</th>
<th>NO Bank Guarantee</th>
<th>MAY Lose Value</th>
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Brokerage products and services are offered through Wells Fargo Advisors. Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC and Wells Fargo Advisors Financial Network, LLC, Members SIPC, separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company. Wells Fargo Securities is the trade name for the capital markets and investment banking services of Wells Fargo & Company and its subsidiaries, including but not limited to Wells Fargo Securities, LLC, a member of NYSE, FINRA, NFA and SIPC, Wells Fargo Prime Services, LLC, a member of FINRA, NFA and SIPC, and Wells Fargo Bank, N.A. Wells Fargo Securities, LLC and Wells Fargo Prime Services, LLC are distinct entities from affiliated banks and thrifts. Wells Fargo Bank, N.A. is a bank affiliate of Wells Fargo & Company.