Wells Fargo Today

The 2018 Wells Fargo Holiday Food Bank secured more than 55.7 million meals from Nov. 13 to Dec. 31, 2018. Nearly 2,300 Wells Fargo team members volunteered more than 9,000 hours during that time frame to support 93 food-related nonprofits. For more information on Wells Fargo’s 2018 effort to fight hunger, visit stories.wf.com.
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 7,800 locations, more than 13,000 ATMs, the internet (wellsfargo.com), and mobile banking, and has offices in 37 countries and territories to support customers who conduct business in the global economy. With approximately 259,000 team members, Wells Fargo serves one in three households in the U.S. Wells Fargo was ranked No. 26 on Fortune’s 2018 rankings of America’s largest corporations. News, insights, and perspectives from Wells Fargo are also available at Wells Fargo Stories.

Innovation leadership

1st in Overall Mobile Performance, Functionality, and Quality & Availability (March 2018) Dynatrace
1st in Overall Performance for a Positive Small Business Banking Experience through Digital Channels (July 2018) Dynatrace
1st ACH originator with 5.3 billion network transactions (2018) NACHA
#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

For 10 years, Cynthia Eaglin (left) and Rufaro Jenkins fought to keep Parkway Overlook Apartments an affordable housing option in Washington, D.C. Wells Fargo provided the construction loan and equity for the project as part of its Where We Live effort™, investing more than $1.6 billion to revitalize neighborhoods in the nation’s capital. For more information on Where We Live, visit stories.wf.com.
We are strong for our customers and communities

Diversity

Top Company For LGBT (2018) DiversityInc
14th Top Company For Diversity (2018) DiversityInc
19th Best Company For Latinas (2018) LATINA Style
Top 50 best Companies for Diversity (2018) Black Enterprise
Leading Disability Employer (2018) National Organization on Disability
16th Top Company For Veterans (2018) DiversityInc
18th Top Company For Diversity Councils (2018) DiversityInc
Perfect Score, 100 Corporate Equality Index (2018, 15th year) Human Rights Campaign
Perfect Score, 100 Disability Equality Index Best Places to Work (2018, 3rd year)
Top Military Employer and Top Military Spouse Friendly Employer (2018) Victory Media

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 for more information.

Key facts as of 12/31/2018

Assets — Approximately $1.9 trillion
Customers — Approximately 70 million+
ATMs — 13,000
Team members — Approximately 259,000
Locations — 7,800*
Market value of stock — $211 billion

*Includes domestic and global locations as of 12/31/2018.
We are an industry leader

In wealth and investment management

#2 U.S. annuity sales (2017) Transamerica Roundtable Survey

#3 U.S. full-service retail brokerage provider (3Q18) Company and competitor reports

#4 U.S. wealth management provider (2018) Barron’s

#7 U.S. IRA provider (2Q18) Cerulli Associates

#10 U.S. Institutional retirement plan recordkeeper, based on assets (2018) PlanSponsor


In supporting homeowners and consumers

#1 Home loan originator to minority borrowers (2017) HMDA data

#1 Home loan servicer (3Q18) Inside Mortgage Finance

#1 Debit card issuer by purchase and transaction volume (2018) Nilson Report

#1 Provider of private student loans among banks (2018) Company and competitor reports

#1 Retail deposits (2018) FDIC data

#2 Retail mortgage lender (3Q18) Inside Mortgage Finance

#2 Provider of student loans overall (2018) Company and competitor reports

#3 Used auto lender, non-captive (December 2017 - November 2018) AutoCount

#5 Overall auto lender, non-captive, excluding leases (December 2017 - November 2018) AutoCount

* April 2018, total 2017 debit and prepaid transaction volume for consumer and small business

**FDIC 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 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

#2 Freddie Mac CMBS bookrunner (2018) Commercial Mortgage Alert

#1 Home loan originator to minority borrowers (2017) HMDA data

#1 Home loan servicer (3Q18) Inside Mortgage Finance

#1 Debit card issuer by purchase and transaction volume (2018) Nilson Report

#1 Provider of private student loans among banks (2018) Company and competitor reports

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**FDIC 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 marketing 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

Additional recognition


Best in Social Media Marketing and Services - North America (2018) Global Finance

#1 Bloomberg and Tradeweb Direct (4Q18) (for total municipal bond par traded and trade count)¹

#1 Asset-Based Lending Bookrunner (3Q18) Thomson Reuters LPC

#4 Credit and liquidity provider in the municipal market (December 2018) Bloomberg

#4 Remarketing agent of variable rate demand bonds by par amount and number of issues (01/01/2019) Thomson Reuters Municipal Market Data²

#6 Senior manager of competitive municipal bonds, 4.9% market share (01/01/2018 through 12/31/2018) Thomson Reuters LPC

#7 Senior manager of negotiated and competitive municipal bonds combined, 4.7% market share 01/01/2018 through 12/31/2018) Thomson Reuters LPC

¹ Ranking represents combined totals for Wells Fargo Bank, N.A. Municipal Products Group and Wells Fargo Securities, LLC.

² FDIC 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.

Investment and Insurance Products:

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<th>NOT FDIC-Insured</th>
<th>NO Bank Guarantee</th>
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<td>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 &amp; Company. Wells Fargo Securities is the trade name for the capital markets and investment banking services of Wells Fargo &amp; 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 &amp; Company.</td>
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