U.S. Army veteran Bobby Henline received a mortgage-free home in Sanford, N.C., thanks to financial support and volunteer efforts from Wells Fargo and the Military Warriors Support Foundation. Henline, who served from 1989 to 1992 and again from 2001 to 2011, suffered injuries in 2007 when a roadside bomb hit his vehicle in Iraq. His service dog is Daisy.

For more information on how Wells Fargo supports the Military Warriors Support Foundation, visit stories.wf.com.
We’re strong for our customers and communities

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 7,950 locations, 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 262,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company 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.

Company

#1 in Overall Institutional Satisfaction among Global Financial Institutions (2017) Fimmetrix Global Stats
3rd Total Deposits (2017) FDIC data
4th Total Assets (2018) SNL Financial
Distinguished Provider for USD Global Transaction Services six years in a row (2013-18) Fimmetrix Global Stats

Innovation leadership

#1 in Overall Mobile Performance, Functionality, and Quality & Availability (March 2018) Dynatrace
Overall Most Innovative for Wells Fargo Gateway (March 2018) Barlow Research Monarch Innovation Awards
#1 in Overall Performance for a Positive Small Business Banking Experience through Digital Channels (July 2018) Dynatrace
Leader in fraud prevention, detection, and resolution (3Q17) Javelin Strategy Account Safety in Banking
Mobile Banking scorecard leader in account opening, financial fitness, money movement, and security empowerment (2017) Javelin Strategy Mobile Banking Scorecard

Diversity

Top Company For LGBT (2018) DiversityInc
14th Top Company For Diversity (2018) DiversityInc
19th Best Company For Latinas (2018) LATINAb Style
Top 50 Best companies for Diversity (2018) Black Enterprise magazine
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 (DEI) Best Places to Work (2018, 3rd year)
Top Military Employer and Top Military Spouse Friendly Employer (2018) Victory Media

Corporate social responsibility

#1 Largest workplace employee giving campaign in the U.S. for ninth consecutive year, based on 2017 donations (2018) United Way Worldwide

Brand

Most Valuable Banking Brand in North America and Retail Banking (2017) Brand Finance®
Third-Most Valuable Financial Services Brand in World (2017) Forbes

*Based on sales, profits, assets, and market value.
We’re an industry leader

<table>
<thead>
<tr>
<th>In supporting homeowners and consumers</th>
<th>Key facts as of 9/30/2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1 Home loan originator to minority borrowers (2017) HMDA data</td>
<td>Approximately $1.9 trillion</td>
</tr>
<tr>
<td>#1 Home loan servicer (2Q18) Inside Mortgage Finance</td>
<td>Approximately 262,000</td>
</tr>
<tr>
<td>#1 Debit card issuer by purchase and transaction volume Nilson Report*</td>
<td>Team members</td>
</tr>
<tr>
<td>#1 Provider of private student loans among banks (2018) Company and competitor reports</td>
<td>Approximately 70 million</td>
</tr>
<tr>
<td>#1 Retail deposits (2018) FDIC data**</td>
<td>Customers</td>
</tr>
</tbody>
</table>

*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.

<table>
<thead>
<tr>
<th>In helping small businesses</th>
<th>In middle market banking</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1 In overall performance and best in quality and availability and ease of use for providing a positive small business banking experience through digital channels (2017) Keynote Competitive Research</td>
<td>#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 (4Q14 to 1Q18) Barlow Research Middle Market Rolling 8 Quarter Data</td>
</tr>
</tbody>
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<thead>
<tr>
<th>In wealth and investment management</th>
<th>In treasury management</th>
</tr>
</thead>
<tbody>
<tr>
<td>#3 U.S. full-service retail brokerage provider (2Q18) Company and competitor reports</td>
<td>Best Bank for Payments and Collections in North America (2018) Global Finance</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>In commercial real estate</th>
<th>In treasury management</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1 Freddie Mac CMBS bookrunner (2017) Commercial Mortgage Alert</td>
<td>#1 Primary and master servicer of commercial real estate loans by volume in the U.S. (2017) MBA Commercial / Multifamily Mortgage Servicer Rankings</td>
</tr>
<tr>
<td>#1 Commercial real estate lender in the U.S. (2017) MBA Commercial / Multifamily Annual Origination Rankings</td>
<td>#1 Affordable housing lender (2017) MBA Commercial / Multifamily Origination Rankings</td>
</tr>
</tbody>
</table>
We have a broad range of expertise

#1
- High grade trading (2017) MarketAxess
- Equity Research (2017) Thomson Reuters StarMine Analyst Awards
- Bloomberg and Tradeweb Direct (3Q18) (for total municipal bond par traded and trade count)\(^1\)
- Agricultural production lender across commercial banks (1Q17) FDIC
- Asset-Based Lending Bookrunner (3Q18) Thomson Reuters LPC

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

#2
- Real estate and REIT loan syndications (2017) Thomson Reuters LPC
- Utilities loan syndications (2017) Thomson Reuters LPC

Additional recognition
- U.S. top 10 in investment banking revenue (2017) Dealogic Quarterly Markets Review
- Excellence in Large Corporate Trade Finance in Quality of Advice, Accuracy of Operations, Digital Platform (2017) Greenwich Associate
- Senior manager of competitive municipal bonds, 4.8% market share (01/01/2018 through 09/30/2018) Thomson Reuters Municipal Market Data\(^2\)
- Senior manager of competitive municipal bonds, 4.5% market share (01/01/2018 through 09/30/2018) Thomson Reuters LPC\(^2\)

\(^2\) Ranking represents combined totals for Wells Fargo Bank, N.A. Municipal Products Group and Wells Fargo Securities, LLC.

Michael Wakefield and his partner, Bill Trento, drive a semitrailer throughout the Pacific Northwest to make appearances with the Wells Fargo stagecoach and horses.

Learn more about what Wakefield calls “the pinnacle of my career.”
Corporate Social Responsibility

Performance Highlights

We are committed to delivering value to our shareholders and becoming a leader in corporate citizenship by advancing diversity and social inclusion, creating economic opportunity, and promoting environmental responsibility. Read more about our priorities, goals, and progress at wellsfargo.com/about/corporate-responsibility.

**Investing in team members**

Raised minimum wage to $15 per hour (effective March 2018) and added four new paid holidays for U.S. team members.

**Supporting communities**

Invested $286.5 million and volunteered 2+ million hours in nonprofits in 2017. Created 15,800+ homeowners in 57 communities through LIFT programs since 2012.

**Advancing diversity and social inclusion**

Awarded $4.6 million through diverse scholarship programs, increasing access to education and employment opportunities. Hired 1,400 military veterans.

**Accelerating clean technology**

Donated $6 million to advance clean tech and innovation. Financed more than $12 billion in renewable energy and other sustainable businesses.

**Empowering diverse businesses**

Provided $55 million in grants and capital to grow diverse small businesses since 2015. Spent more than $1 billion with diverse suppliers.

**Reducing our operational impact**

Met 100% of our electricity needs with renewable energy. Achieved LEED® certification for 25% of total square footage in buildings.*

*As part of a five-year initiative beginning in 2015.

Data for January 1, 2017-December 31, 2017, unless otherwise noted.