When they were kids, siblings Kenneth and Leah Martinez of Los Angeles, considered their elderly next-door neighbors as extended family. Years later, they are the proud owners of that house with help from Wells Fargo’s NeighborhoodLIFT® program. Geared toward low- and moderate-income buyers, Wells Fargo’s largest philanthropic effort has created more than 21,000 homeowners nationwide since 2012. To learn more about Wells Fargo’s NeighborhoodLIFT® program, visit Wells Fargo Stories and search “NeighborhoodLIFT.”
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 7,600 locations, more than 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 32 countries and territories to support customers who conduct business in the global economy. With approximately 263,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 29 on Fortune’s 2019 rankings of America’s largest corporations.

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
Best Online Treasury Services - North America (2018) Global Finance

Company

3rd in Total Deposits (2018) FDIC data
6th in Total Assets (2019) Fortune
29th Biggest Company by Revenue in the U.S. (2019) Fortune
*Based on sales, profits, assets, and market value.

Brand

5th Most Valuable Banking Brand in World (2019) Brand Finance®
25th Top Company to Work for in U.S. (2019) LinkedIn

Corporate responsibility

#1 Largest workplace employee giving campaign in the U.S. for 10th consecutive year, based on 2018 donations (2019) United Way Worldwide
#1 Banking and Financial Services (2018) U.S. Environmental Protection Agency’s Green Power Partnership
Top 50 most community-minded companies (2019) Points of Light

Wells Fargo invested $23 billion in green buildings, renewable energy, and other sustainable businesses during the first year of the company’s $200 billion sustainable finance commitment, announced in April 2018 to accelerate the transition to a low-carbon economy. The company announced this progress in its 2018 Corporate Responsibility Report, “Purpose in action.” For more information, visit Wells Fargo Stories 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) Viqtory Media

**Perfect Score of 100, Disability Equality Index Best Places to Work** (2018, 3rd year)

**Employer Support of the Guard and Reserve** (2018)

**Military and Military Spouse Friendly Employer** (2019) G.I. Jobs

**Military Friendly Employer** (2020) Military Friendly

On July 27, soccer stars, more than 75 Wells Fargo team members, and other volunteers joined Wells Fargo and MLS WORKS, Major League Soccer’s community outreach initiative, to fight hunger with Feeding Children Everywhere for the 2019 MLS WORKS Day of Service in Orlando, Fla.

During the event, volunteers packed 102,000 “Red Lentil Jambalaya” meals of lentils, dehydrated vegetables, salt, and rice — enough food to feed 50,000 people.

To read more about Wells Fargo and MLS WORKS Day of Service, visit Wells Fargo Stories and search “MLS Works.”

**Key facts as of 6/30/2019**

- **Assets** — Approximately $1.9 trillion
- **Customers** — Approximately 70 million+
- **ATMs** — More than 13,000
- **NFC – enabled ATMs (Mobile Wallet at ATM)** — 11,551 (85% of network)
- **Team members** — Approximately 263,000
- **Locations** — 7,600
- **Market value of stock** — $209 billion
We are an industry leader

In wealth and investment management

#2 in U.S. annuity sales (2018) Transamerica Roundtable Survey
#3 U.S. full-service retail brokerage provider (1Q19) 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 supporting homeowners and consumers

#1 Home loan servicer (1Q19) Inside Mortgage Finance
#1 Debit card issuer by purchase and transaction volume (2019) 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 (1Q19) Inside Mortgage Finance
#2 Provider of student loans overall (2018) Company and competitor reports
#3 Used auto lender, non-captive (June 2018 - May 2019) AutoCount
#3 Overall auto lender, non-captive, excluding leases (June 2018 - May 2019) AutoCount

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

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 & Quarter Data

In treasury management

Distinguished Provider for USD Global Transaction Services six years in a row (2013–18) FImetrix Global Stats

Additional recognition

#1 Total Municipal Bond Par Traded and #2 trade count Bloomberg #3 Total Municipal Bond Par Traded and #3 trade count Tradeweb Direct (2Q19 Bloomberg & Tradeweb)¹
Best in Social Media Marketing and Services - North America (2018) Global Finance
#1 Asset-Based Lending Bookrunner (1Q19) Thomson Reuters LPC
Bank Sector Tax Equity Investor of the Year (2019) Power Finance & Risk
#4 Credit and liquidity provider in the municipal market (July 2019) Bloomberg LOC expiry data
#4 Remarketing agent of variable rate demand bonds by paramount and number of issues (07/01/2019) Refinitiv²
#6 Senior manager of competitive municipal bonds, 6.5% market share (01/01/2019 through 06/30/2019) Refinitiv
#7 Senior manager of negotiated and competitive municipal bonds combined, 5.8% market share (01/01/2019 through 06/30/2019) Refinitiv

¹Municipal Products Group and Wells Fargo Securities, LLC.
²Ranking represents combined totals for Wells Fargo Bank, N.A.