1Q12 Quarterly Supplement

April 13, 2012

Together we'll go far

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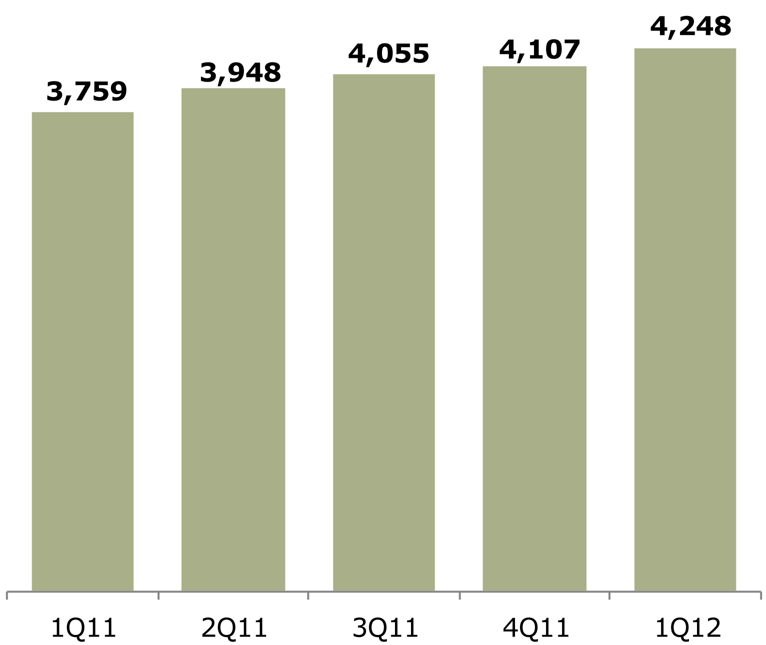
1Q12 Results

Wells Fargo Net Income
($ in millions)

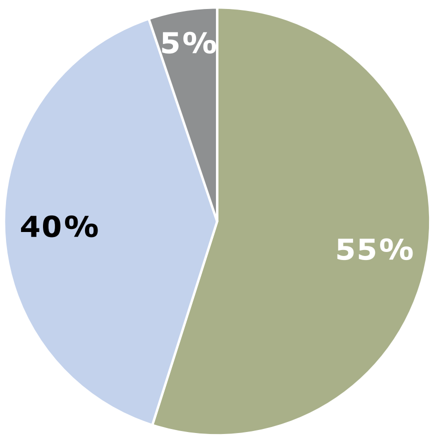


- Record earnings of $4.2 billion, up 3% linked quarter (LQ) and 13% year-over-year (YoY)
- Record diluted earnings per share of $0.75, up 3% LQ and 12% YoY
- Total revenue of $21.6 billion, up $1.0 billion LQ on strong noninterest income
- Pre-tax pre-provision profit (1) of $8.6 billion, up $546 million LQ
- Positive operating leverage
- Improved credit quality including a 9% LQ decline in net charge-offs
- ROA = 1.31%, up 6 bps LQ and up 8 bps YoY
- ROE = 12.14%, up 17 bps LQ and up 16 bps YoY
- Capital levels continued to grow
  - 9.95% Tier 1 common equity ratio under Basel I and estimated Tier 1 common equity ratio under Basel III of 7.81% (2)
- Quarterly common stock dividend rate increased to $0.22 per share

(1) Pre-tax pre-provision profit (PTPP) is total revenue less noninterest expense. Management believes PTPP is a useful financial measure because it enables investors and others to assess the Company's ability to generate capital to cover credit losses through a credit cycle.
(2) 1Q12 capital ratios are preliminary estimates. Pro forma Basel III calculation based on Tier 1 common equity, as adjusted to reflect management's interpretation of current Basel III capital proposals. This pro forma calculation is subject to change depending on final promulgation of Basel III capital rulemaking and interpretations by regulatory authorities. See pages 39-40 for additional information regarding Tier 1 common equity ratios.

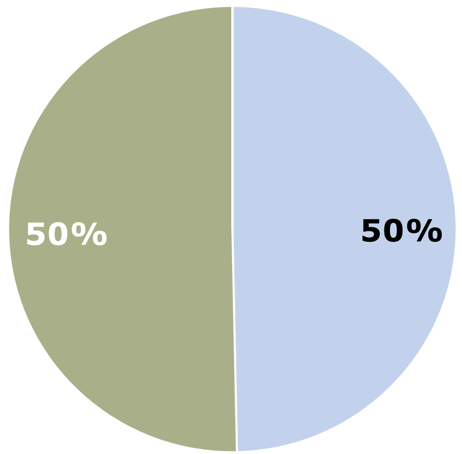
Continued strong diversification

Diversified Loan Portfolio



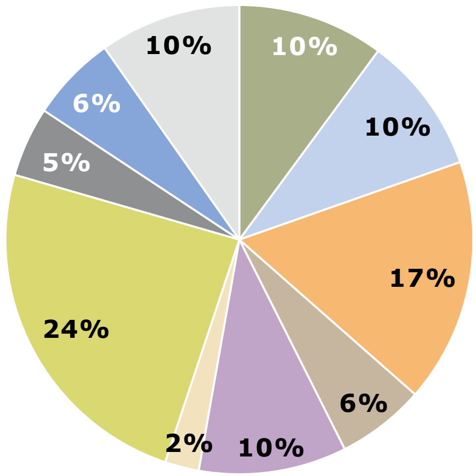
Consumer Loans	55%
Commercial Loans	40%
Foreign Loans	5%

Balanced Spread and Fee Income



Net Interest Income	50%
Noninterest Income	50%

Diversified Fee Generation



Deposit Service Charges	10%
Trust, Investment & IRA fees	10%
Commissions & All Other Investment Fees	17%
Card Fees	6%
Other Banking Fees	10%
Mortgage Servicing, net	2%
Mortgage Orig./Sales, net	24%
Insurance	5%
Net Gains from Trading (1)	6%
Other Noninterest Income (2)	10%

All data is for 1Q12.
(1) Net gains from trading activities.
(2) Other noninterest income includes net losses on debt securities available for sale, net gains from equity investments, operating leases and all other noninterest income.

Balance Sheet overview

Loans	▪ Total period-end loans down $3.1 billion; core loans grew $1.0 billion; non-strategic/liquidating portfolio decreased $4.1 billion [1] ▪ Acquired $858 million of asset-based commercial loans on February 1st
Securities available for sale (AFS)	▪ Balances up $7.7 billion as we continued to deploy cash, and new investments were partially offset by runoff
Trading assets	▪ Balances remained elevated as $12.1 billion of conforming agency production was held over quarter-end in security form to facilitate best execution ▪ VaR [2] stable with an average daily VaR of $32 million in the quarter
Deposits	▪ Balances up $10.2 billion on strong consumer deposit growth
Long-term debt	▪ Balances up $4.4 billion as $8.0 billion in issuances were partially offset by $4.2 billion in maturities
Common stock repurchases	▪ Purchased 7.6 million common shares in the quarter

Period-end balances, unless otherwise noted. All result comparisons are 1Q12 compared to 4Q11.

(1) See pages 6 and 24 for additional information regarding core loans and the non-strategic/liquidating portfolio, which comprises the Pick-a-Pay, liquidating home equity, legacy WFF indirect auto, legacy WFF debt consolidation, Education Finance-government guaranteed, and legacy Wachovia Commercial, Commercial Real Estate, foreign and other PCI loan portfolios.

(2) Average one-day 99% Value-at-Risk (VaR).

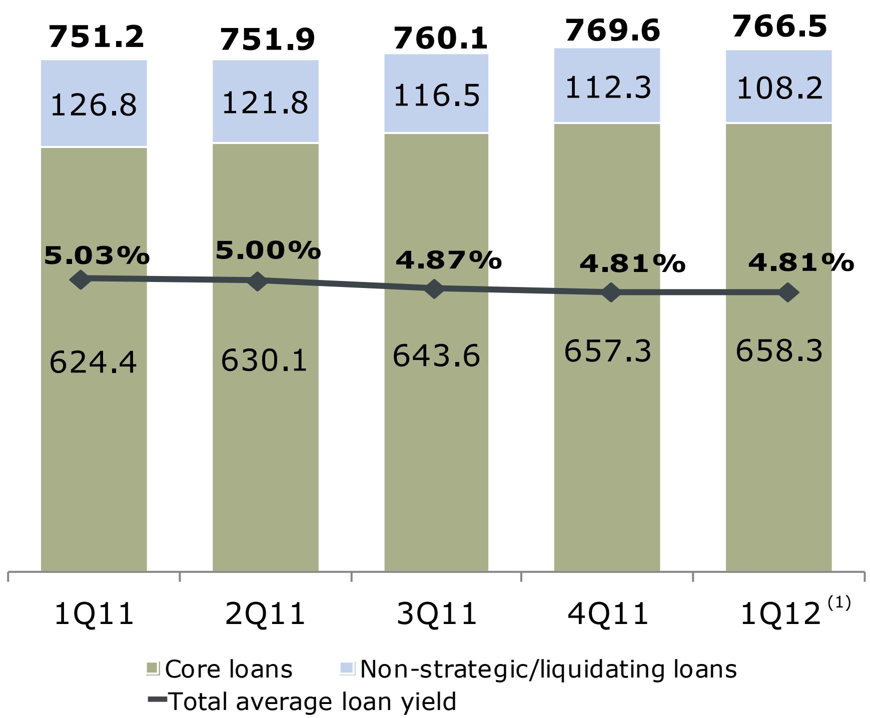
Income Statement overview

Net interest income	▪ Stable as growth in securities and the mortgage warehouse, as well as disciplined deposit pricing, was offset by 1 less day in the quarter and continued balance sheet repricing ▪ Net interest margin (NIM) up 2 bps to 3.91%
Noninterest income	▪ Mortgage banking up $506 million on higher origination volumes and strong margins ▪ Market sensitive revenues [(1)] up $458 million on strong equity investment and trading gains - Equity investment gains up $303 million on stronger business results and lower OTTI [(2)] - Trading up $210 million on higher deferred compensation plan investments (P&L neutral) and stronger customer-driven trading ▪ Trust & investment fees up $181 million on higher retail brokerage transaction activity and asset-based fees ▪ Other income down $128 million from 4Q11, which included a gain on the sale of H.D. Vest
Noninterest expense	▪ Employee benefits expense up $596 million reflecting seasonally higher payroll taxes, 401(k) matching on annual incentive compensation and higher deferred compensation expense ▪ Commission and incentive compensation increased $166 million on annual equity awards to retirement-eligible employees as well as higher revenue-based compensation in mortgage, retail brokerage and insurance ▪ Operating losses up $314 million primarily reflecting litigation accruals on various legal matters ▪ Partially offset by previously implemented expense savings initiatives

All result comparisons are 1Q12 compared with 4Q11.
(1) Includes net gains from trading activities, net losses on debt securities available for sale and net gains from equity investments.
(2) Other-than-temporary impairment.

Loans
Decline reflects continued reduction in non-strategic/liquidating portfolio

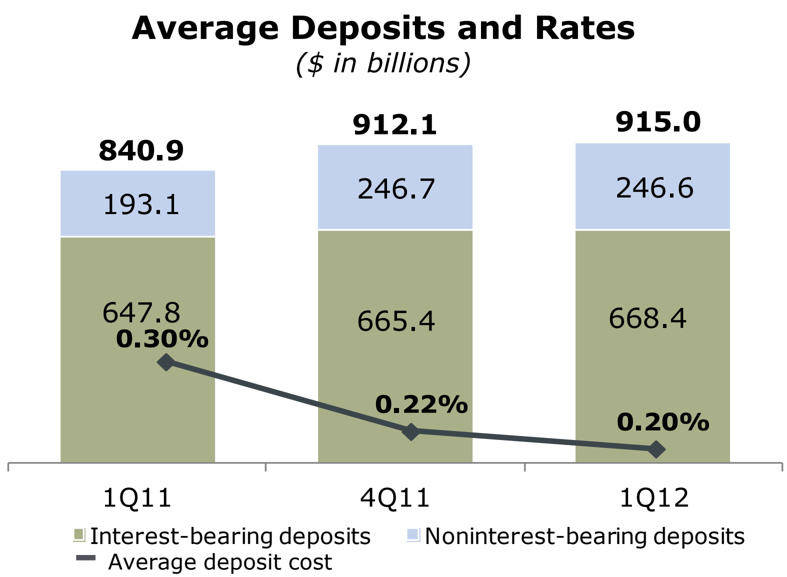
Period–end Loans Outstanding
($ in billions)

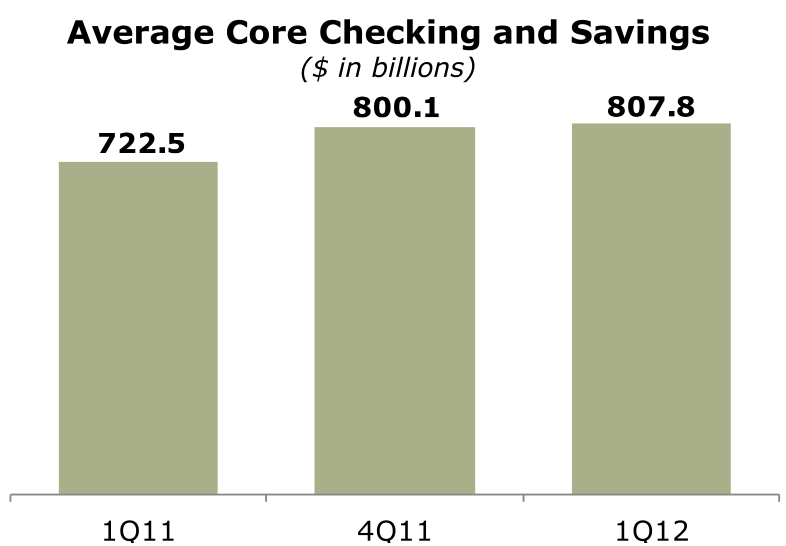


- Period-end loans down $3.1 billion from 4Q11
  - Commercial loans up $299 million as growth in C&I was partially offset by lower CRE and foreign
    - Included $858 million of asset-based loans acquired from Burdale Capital Finance in February ($445 million in U.S. and $413 million in U.K.)
  - Consumer loans down $3.4 billion as growth in auto and private student lending was more than offset by a decline in junior lien mortgage and seasonally lower credit card
- Non-strategic/liquidating loans [1] down $4.1 billion from 4Q11
- Core loans grew $1.0 billion from 4Q11
- Total average loan yield of 4.81% stable LQ; down 22 bps YoY due to runoff of higher-yielding loans including the non-strategic/liquidating portfolio
  - Weighted average yield of the non-strategic portfolio was 5.40% in 1Q12

Period-end balances.
(1) See page 24 for additional information regarding the non-strategic/liquidating portfolio, which comprises the Pick-a-Pay, liquidating home equity, legacy WFF indirect auto, legacy WFF debt consolidation, Education Finance-government guaranteed, and legacy Wachovia Commercial, Commercial Real Estate, foreign and other PCI loan portfolios.

Deposits
Strong growth and reduced average cost

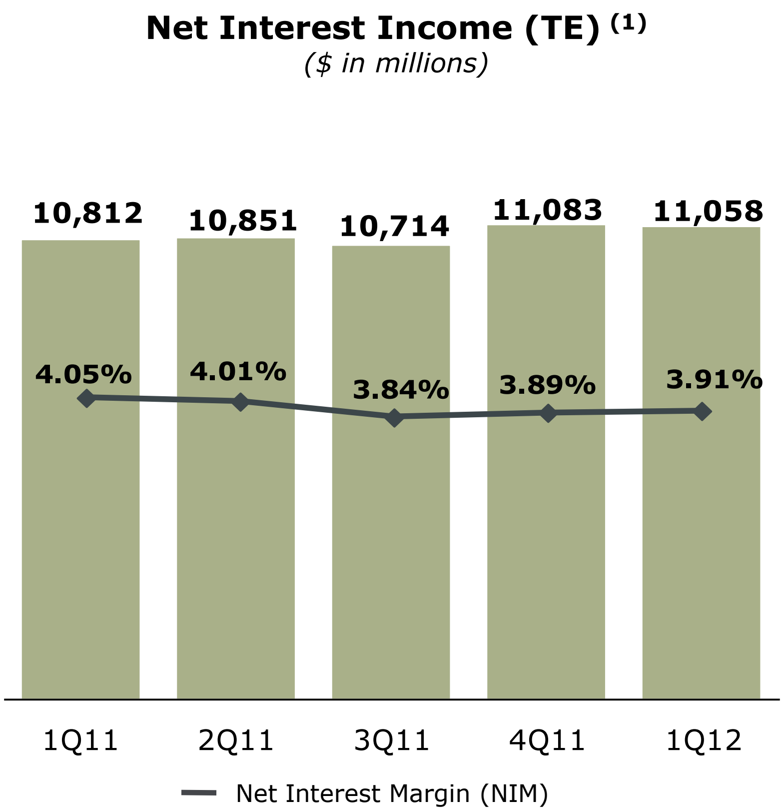




- Average deposits up $2.9 billion LQ to $915.0 billion on growth in consumer deposits
- Average core deposits of $870.5 billion up $5.6 billion from 4Q11 and up $73.7 billion, or 9% YoY
  - 113% of average loans
  - Average retail core deposits up 6% annualized LQ
- Average core checking and savings up $7.7 billion, or 1% from 4Q11, and up $85.3 billion, or 12%, YoY
  - 93% of average core deposits
- Consumer checking accounts (1) up a net 2.5% YoY
- Average deposit cost of 20 bps down 2 bps from 4Q11 and 10 bps YoY

(1) Checking account growth is 12-months ending February 2012.

Net interest income

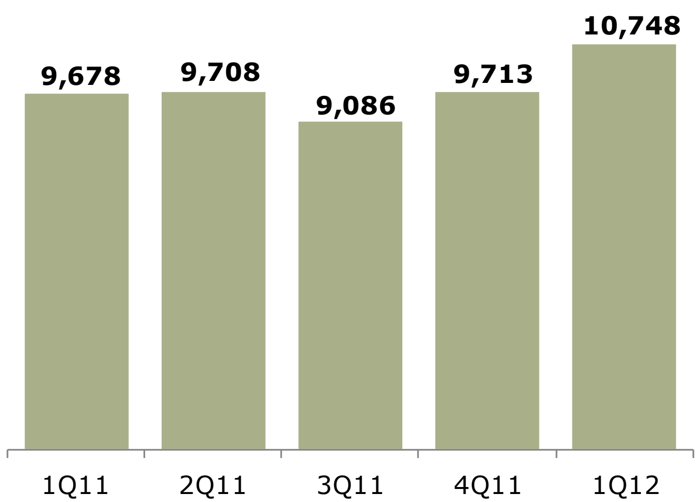


- Tax-equivalent net interest income [(1)] stable from 4Q11; NIM up 2 bps
- Average earning assets flat on:
  - $11.6 billion increase in AFS securities and $2.1 billion increase in mortgages held for sale
  - Short-term investments/cash down $12.0 billion and trading assets down $1.7 billion
- NIM increased 2 bps as increased balance sheet efficiency and pricing discipline was largely offset by balance sheet repricing
  - Interest-bearing deposit costs down 3 bps in the quarter

(1) Tax equivalent net interest income is based on the federal statutory rate of 35% for the periods presented. Net interest income was $10,651 million, $10,678 million, $10,542 million, $10,892 million and $10,888 million for 1Q11, 2Q11, 3Q11, 4Q11 and 1Q12 respectively.

Noninterest income

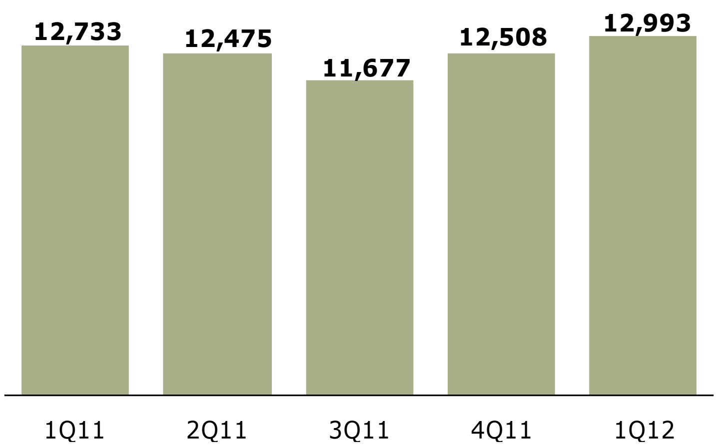
($ in millions)	1Q12	vs 4Q11	vs 1Q11
Noninterest income			
Service charges on deposit accounts	$ 1,084	(1) %	7
Trust and investment fees	2,839	7	(3)
Card fees	654	(4)	(32)
Other fees	1,095	-	11
Mortgage banking	2,870	21	42
Insurance	519	11	3
Net gains from trading activities	640	49	5
Net losses on debt securities available for sale	(7)	n.m.	(96)
Net gains from equity investments	364	n.m.	3
Operating leases	59	(2)	(23)
Other	631	(17)	54
Total nonterest income	**$ 10,748**	**11 %**	11



- Trust and investment fees up 7% LQ on higher retail brokerage transaction activity and asset-based fees
- Card fees down 4% LQ reflecting seasonally lower credit card fees
- Mortgage banking up $506 million, or 21%, LQ on an 8% increase in originations and higher margins
- Insurance up 11% LQ on seasonally higher crop insurance premiums
- Trading gains up $210 million on $109 million higher deferred compensation plan investment results (P&L neutral) and stronger core customer accommodation trading
- Equity gains up $303 million LQ reflecting strong business results and lower OTTI
- Other income down $128 million LQ reflecting 4Q11 gain on sale of H.D. Vest

Noninterest expense

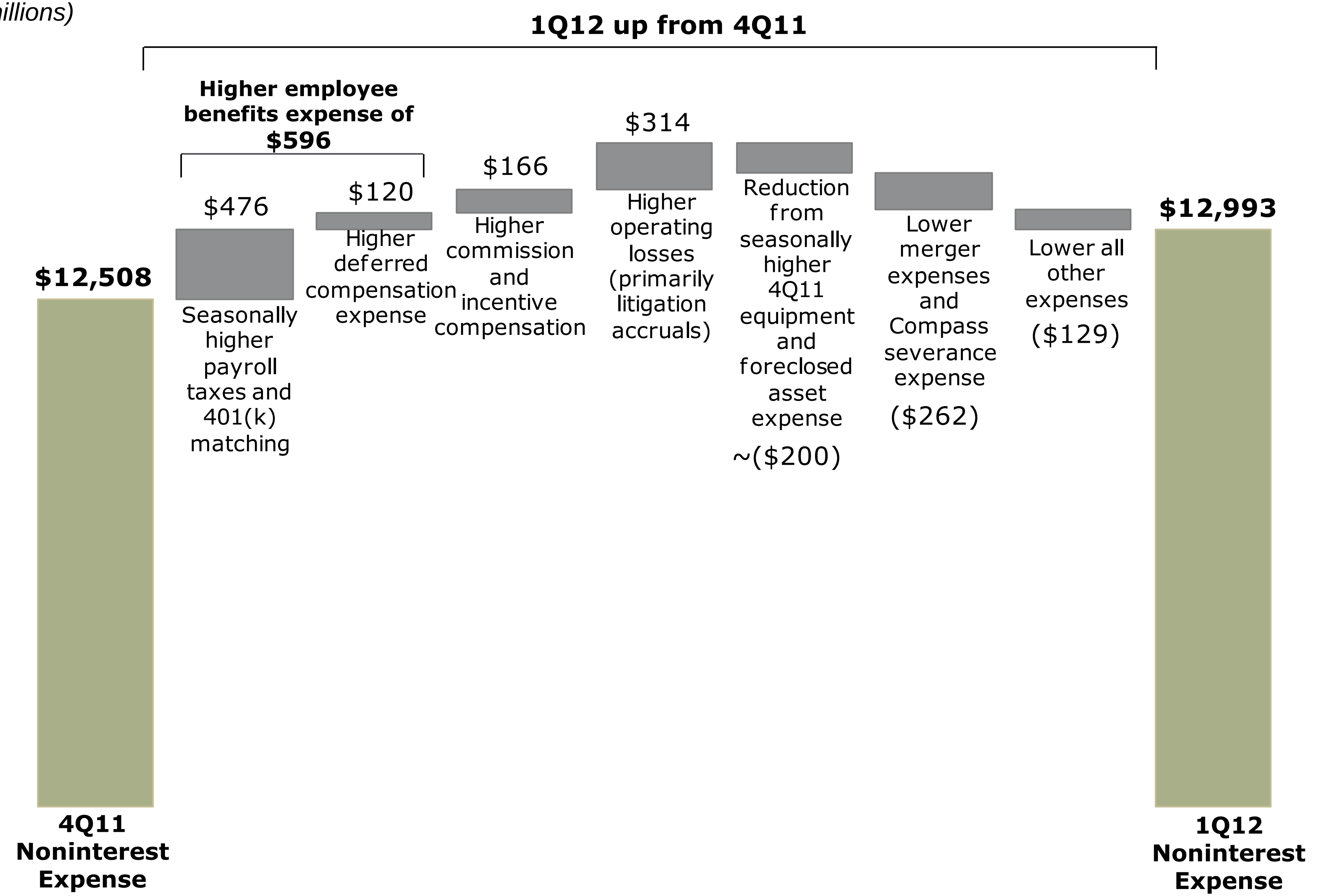
($ in millions)		1Q12	vs 4Q11		vs 1Q11
Noninterest expense					
Salaries	$	3,601	(3)	%	4
Commission and incentive compensation		2,417	7		3
Employee benefits		1,608	59		16
Equipment		557	(8)		(12)
Net occupancy		704	(7)		(6)
Core deposit and other intangibles		419	(10)		(13)
FDIC and other deposit assessments		357	14		17
Other		3,330	(2)		(1)
Total noninterest expense	**$**	**12,993**	**4**	**%**	**2**



- Noninterest expense up $485 million from 4Q11 driven by higher personnel expense and operating losses; up $260 million from 1Q11
  - Commission and incentive compensation increased $166 million, or 7%, on annual equity awards to retirement-eligible employees as well as higher revenue-based compensation in mortgage, retail brokerage and insurance
  - Employee benefits expense up $596 million reflecting seasonally higher payroll taxes and 401(k) matching on annual incentive compensation as well as $120 million higher deferred compensation expense (P&L neutral)
  - Other expenses up $62 million and included:
    - $314 million higher operating losses primarily reflecting litigation accruals on various legal matters
- 1Q12 expenses included:
  - $27 million in expense initiative severance expense vs. $133 million in 4Q11
  - ~$100 million in mortgage servicing regulatory consent orders expense in line with 4Q11
  - $218 million of merger integration costs vs. $374 million in 4Q11

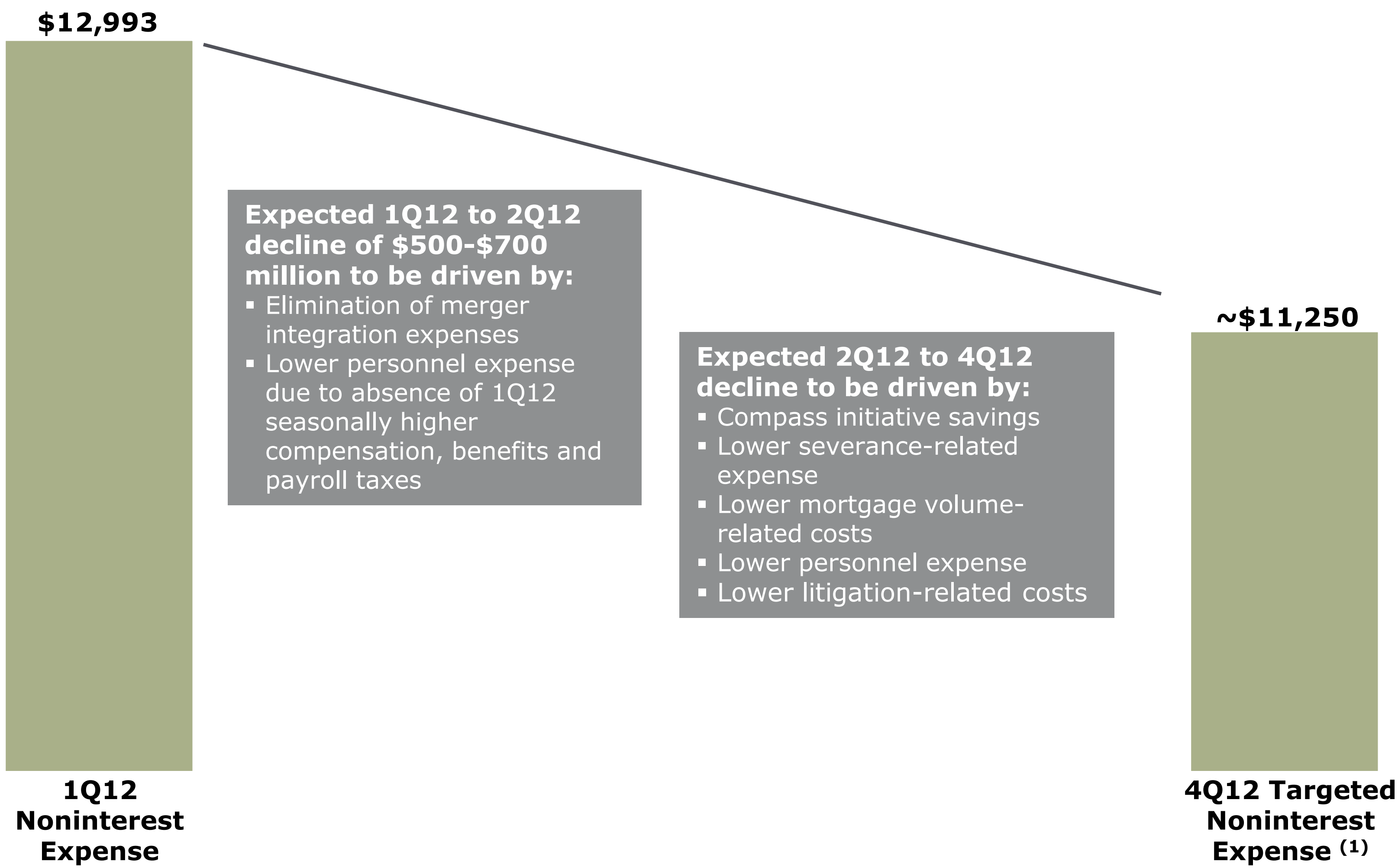
Noninterest expense

($ in millions)



Noninterest expense projected to decline through 2012

($ in millions)



(1) Reflects management's current targeted noninterest expense in 4Q12. Future 2012 noninterest expense expectations are subject to change and may be affected by a variety of factors, including business and economic cyclicality, seasonality, changes in our business composition and operating environment, growth in our business and/or acquisitions, and unexpected expenses relating to, among other things, litigation and regulatory matters.

Community Banking

($ in millions)		1Q12	vs 4Q11		vs 1Q11
Net interest income	$	7,326	(1)	%	(3)
Noninterest income		6,095	9		20
Provision for credit losses		1,878	(7)		(9)
Noninterest expense		7,825	7		3
Income tax expense		1,293	19		74
Segment earnings	**$**	**2,348**	**(6)**	**%**	**8**
($ in billions)					
Avg loans, net	$	486.1	(1)		(4)
Avg core deposits		575.2	1		5

	1Q12		4Q11	1Q11
Regional Banking				
Consumer checking account growth [(1)(2)]	2.5	%	3.9	7.5
Business checking account growth [(1)(2)]	3.8		3.7	5.1
Retail Bank household cross-sell [(1)]	5.98		5.93	5.76

($ in billions)		1Q12		vs 4Q11		vs 1Q11
Consumer Lending						
Credit card penetration [(1)]		29.9	%	71	bps	277
Home Mortgage						
Applications	$	188		20	%	84
Application pipeline		79		10		76
Originations		129		8		54
Managed residential mortgage servicing *($ in trillions)*	$	1.8		1		2

(1) *Metrics reported on a one-month lag from reported quarter-end; for example 1Q12 cross-sell is as of February 2012. Previously reported metrics have been restated to reflect the lagged reporting.*
(2) *Checking account growth is 12-months ending February 2012.*
(3) *Household penetration as of February 2012 and defined as the percentage of retail banking deposit households that have a credit card with Wells Fargo. Household penetration has been redefined to include legacy Wells Fargo Financial accounts.*
(4) *Home Affordable Refinance Program.*

- Earnings reflect strong mortgage banking results
- Average loans decreased 1% as lower home equity and credit card balances were partially offset by growth in core auto and private student lending

Regional Banking

- Continued franchise and cross-sell growth [(1)]
  - Consumer checking [(2)] up a net 2.5% from 1Q11
  - Business checking [(2)] up a net 3.8% from 1Q11
  - Retail bank cross-sell of 5.98 products per household up from 5.76 in 1Q11
    - West cross-sell = 6.35
    - East cross-sell = 5.49

Consumer Lending

- Credit card penetration [(1)] [(3)] rose to 29.9%, up from 29.2% in 4Q11 and 27.2% in 1Q11
- Record consumer auto originations of $6 billion, up 25% LQ and 10% YoY
- Mortgage originations up $9 billion from 4Q11 and application volumes up 20%
  - 15% of originations were from HARP [(4)]
- Quarter-end pipeline of $79 billion up 10% from 4Q11
- Managed residential mortgage servicing of $1.8 trillion up 2% YoY

Wholesale Banking

($ in millions)		1Q12	vs 4Q11		vs 1Q11
Net interest income	$	3,181	4	%	17
Noninterest income		2,852	22		5
Provision for credit losses		95	n.m.		(29)
Noninterest expense		3,054	4		10
Income tax expense		1,016	25		18
Segment earnings	**$**	**1,868**	**14**	**%**	**14**
($ in billions)					
Avg loans, net	$	268.6	1		14
Avg core deposits		220.9	(1)		20

($ in billions)		1Q12		vs 4Q11		vs 1Q11
Key Metrics:						
Commercial card spend volume	$	3.68		7	%	27
CEO Mobile Wire volume [1]		3.3		49		156
U.S. investment banking market share % [2]		4.8	%			
Total AUM	$	444		(2)		(10)
Advantage Funds AUM		210		(2)		(10)

- Record revenue and PTPP
- Net interest income up 4%
  - Average loans up $3.5 billion driven by new loans from existing customers, new customer growth and the Burdale acquisition
- Noninterest income up 22% LQ driven by strong capital markets, insurance and equity investment results
- Provision expense up $64 million LQ on $50 million lower reserve release
- Expenses up 4% LQ driven by higher personnel and crop insurance expenses while efficiency ratio improved to 50.6% [3]

Treasury Management

- Commercial card spend volume of $3.68 billion up 7% LQ and 27% YoY

Investment Banking

- U.S. investment banking market share [2] of 4.8% down from 5.1% in FY2011

Asset Management

- Total AUM down 2% LQ
  - Money market outflows were offset by higher equity assets reflecting both higher market valuations and positive net flows

(1) Approved and initiated.
(2) Source: Dealogic U.S. investment banking fee market share.
(3) Efficiency ratio is noninterest expense divided by total revenue (net interest income and noninterest income).

Wealth, Brokerage and Retirement

($ in millions)		1Q12	vs 4Q11		vs 1Q11
Net interest income	$	701	(4)	%	-
Noninterest income		2,361	2		(4)
Provision for credit losses		43	n.m.		8
Noninterest expense		2,547	1		-
Income tax expense		181	(5)		(14)
Segment earnings	**$**	**296**	**(5)**	**%**	**(14)**
($ in billions)					
Avg loans, net	$	42.5	(1)		-
Avg core deposits		135.6	-		8

($ in billions, except where noted)		1Q12	vs 4Q11		vs 1Q11
Key Metrics:					
WBR Clients Assets [1] *($ in trillions)*	$	1.4	5	%	-
Cross-sell [2]		10.16	9	bps	31
Retail Brokerage					
Financial Advisors		15,134	(1)	%	(1)
Managed account assets	$	279	10		11
Client assets [1] *($ in trillions)*		1.2	6		-
Wealth Management					
Client assets [1]		202	2		(1)
Retirement					
IRA Assets		287	7		1
Institutional Retirement Plan Assets		257	9		5

(1) Includes deposits.
(2) Data as of February 2012.

- Net interest income down 4% LQ primarily due to lower loan yields
- Noninterest income up 2% LQ despite 4Q11 gain on the sale of H.D. Vest
- Total revenue increased 1%; excluding the 4Q11 $153 million H.D. Vest gain, revenue was up 6% on higher retail brokerage asset-based fees, transaction revenues and securities gains
  - Brokerage managed account asset fees priced at beginning of quarter, reflecting 12/31/2011 market valuations
- Provision expense up on lower reserve release and recoveries
- Expenses up 1% LQ on higher personnel expense including higher revenue-based costs and deferred compensation expense

Retail Brokerage

- Managed account assets up 10% LQ and 11% YoY driven by strong net flows and market performance

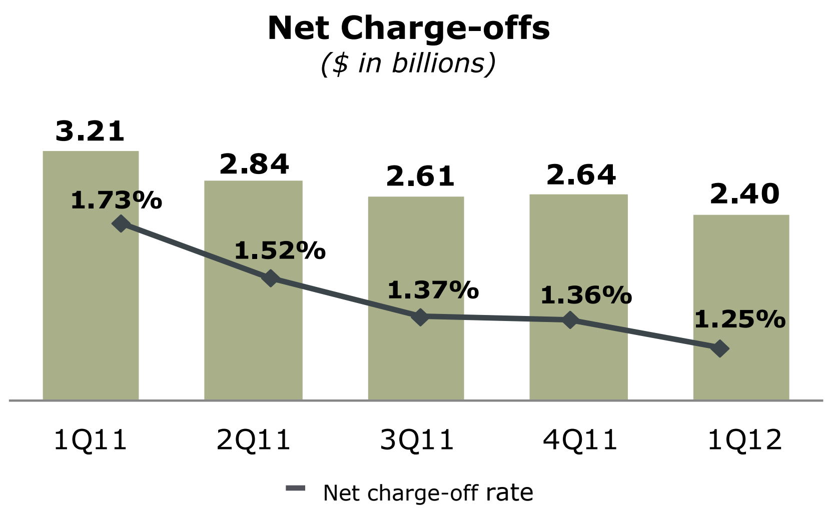
Wealth Management

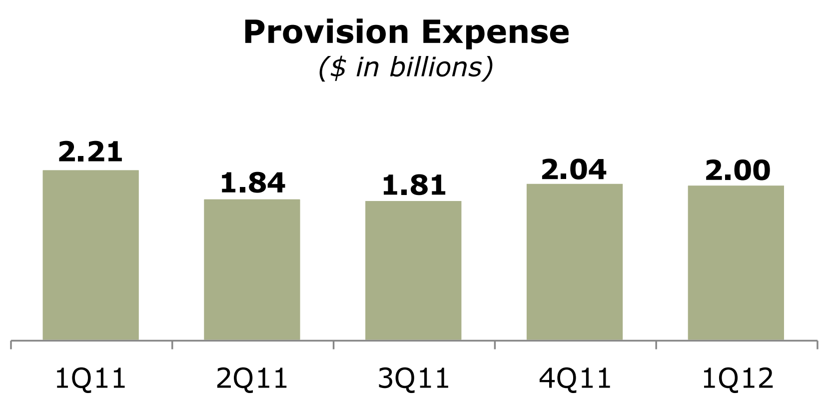
- Wealth Management client assets up 2% LQ

Retirement

- IRA assets up 7% LQ
- Institutional Retirement plan assets up 9% LQ

Credit quality
Improved performance with lower net charge-offs



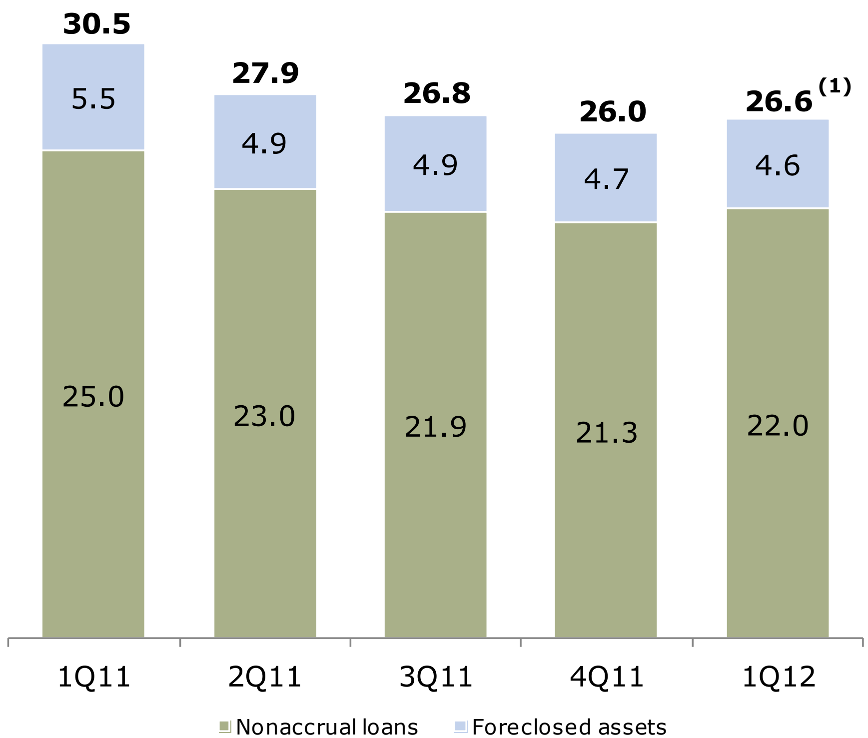


- $2.4 billion net charge-offs, down $245 million LQ and down 56% from 4Q09 peak
  - 1.25% net charge-off rate, down 11 bps LQ
- Provision expense of $2.0 billion, down $45 million from 4Q11, includes a $400 million reserve release (1) in 1Q12 vs. $600 million in 4Q11
- Allowance for credit losses = $19.1 billion
- Remaining PCI nonaccretable = 25.8% of remaining UPB (2)
- Credit metrics:
  - $678 million LQ increase in NPAs reflects $1.7 billion in additional junior lien nonaccruals resulting from January 2012 interagency guidance (3); excluding the $1.7 billion in junior lien nonaccruals, NPLs fell $948 million on declines in all categories
  - Early stage consumer delinquency balances declined 18% and rates improved 40 bps LQ driven by seasonality

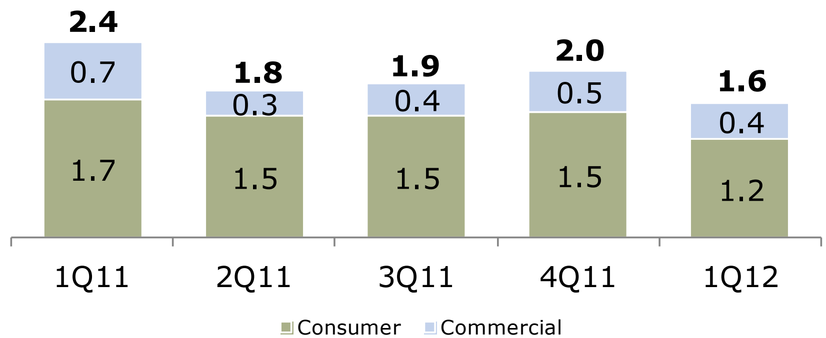
(1) Reserve release represents the amount by which net charge-offs exceed the provision for credit losses.
(2) Unpaid principal balance for PCI loans that have not had a UPB charge-off.
(3) Interagency Supervisory Guidance on Allowance for Loan and Lease Losses Estimation Practices for Loans and Lines of Credit Secured by Junior Liens on 1-4 Family Residential Properties issued January 31, 2012.

Credit quality

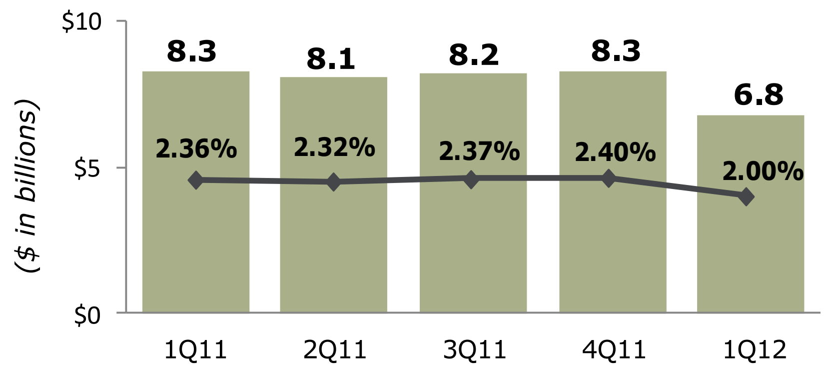
Nonperforming Assets
($ in billions)



Loans 90+ DPD and Still Accruing (2) (3)
($ in billions)



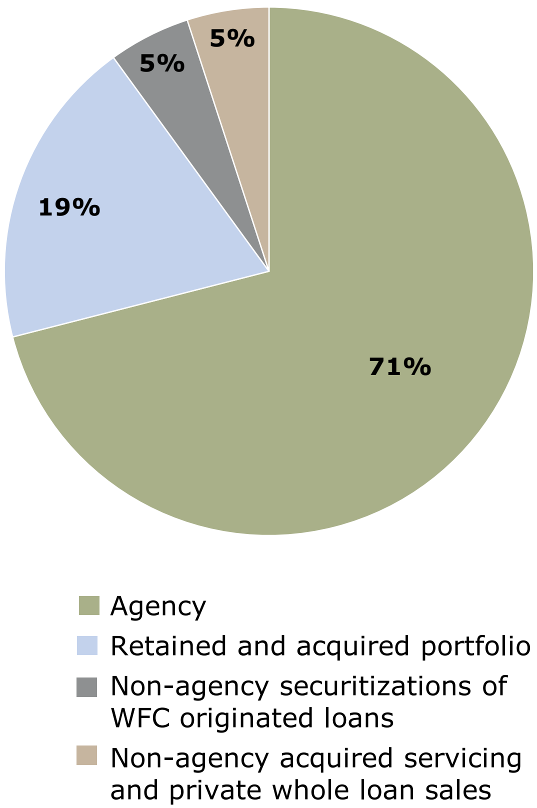
Consumer Loans 30-89 DPD & Still Accruing (2) (3)
(Balances and rates)



(1) *Includes $1.7 billion at March 31, 2012, resulting from implementation of Interagency Supervisory Guidance on Allowance for Loan and Lease Losses Estimation Practices for Loans and Lines of Credit Secured by Junior Liens on 1-4 Family Residential Properties issued January 31, 2012.*
(2) *Excludes mortgage loans insured/guaranteed by the FHA or VA, reverse mortgages, margin loans and student loans whose repayments are predominantly guaranteed by guarantee agencies on behalf of the U.S. Department of Education under the Federal Family Education Loan Program. Also excludes the carrying value of PCI loans contractually delinquent.*
(3) *Consumer includes mortgage loans held for sale 30-89 days and 90 days or more past due and still accruing.*

Mortgage servicing
Wells Fargo has a high quality servicing portfolio

Residential Mortgage Servicing Portfolio
$1.8 Trillion
(as of March 31, 2012)

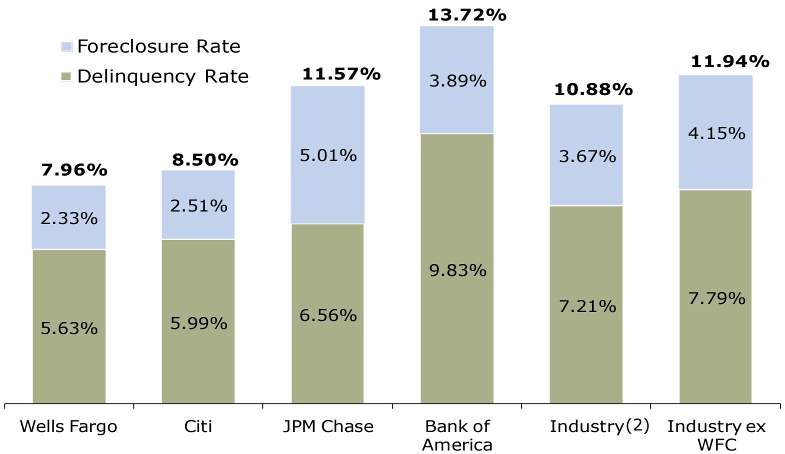


- 71% of the portfolio is with the Agencies (FNMA, FHLMC and GNMA)
- 19% are loans that we retained or acquired
  - Loss exposure handled through loan loss reserves and PCI nonaccretable
- 5% are private securitizations where Wells Fargo originated the loan and therefore has some repurchase risk
  - 79% prime at origination
  - 58% from pre-2006 vintages
  - Insignificant amount of home equity and no option ARMs
  - ~50% do not have traditional reps and warranties
- 5% are non-agency acquired servicing and private whole loan sales
  - 4% is acquired servicing where Wells Fargo did not underwrite and securitize and has repurchase recourse with the originator
  - 1% are private whole loan sales
    - Less than 2% subprime at origination
    - Loans sold to others and subsequently securitized are included in private securitizations above

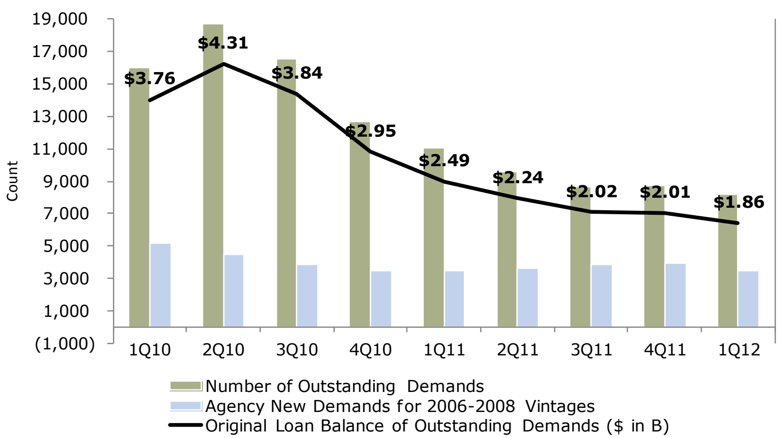
Mortgage servicing

Delinquency ratios lower than peers and total repurchase demands stable

4Q11 Servicing Portfolio Delinquency Performance (1)



Total Outstanding Repurchase Demands (3) and Agency New Demands for 2006-2008 Vintages



(1) Inside Mortgage Finance, data as of December 31, 2011. Industry excluding WFC performance calculated based on IMF data.
(2) Industry is all large servicers ($6.8 trillion) including WFC, C, JPM and BAC.
(3) Includes mortgage insurance rescissions.

- As of 4Q11, the delinquency and foreclosure ratio of Wells Fargo's servicing portfolio continued to be lower than peers, per industry data
- Wells Fargo's total delinquency and foreclosure ratio for 1Q12 was 6.89%, down from a peak of 8.96% in 4Q09
- Total repurchase demands down modestly LQ and down approximately 25% YoY

Agency

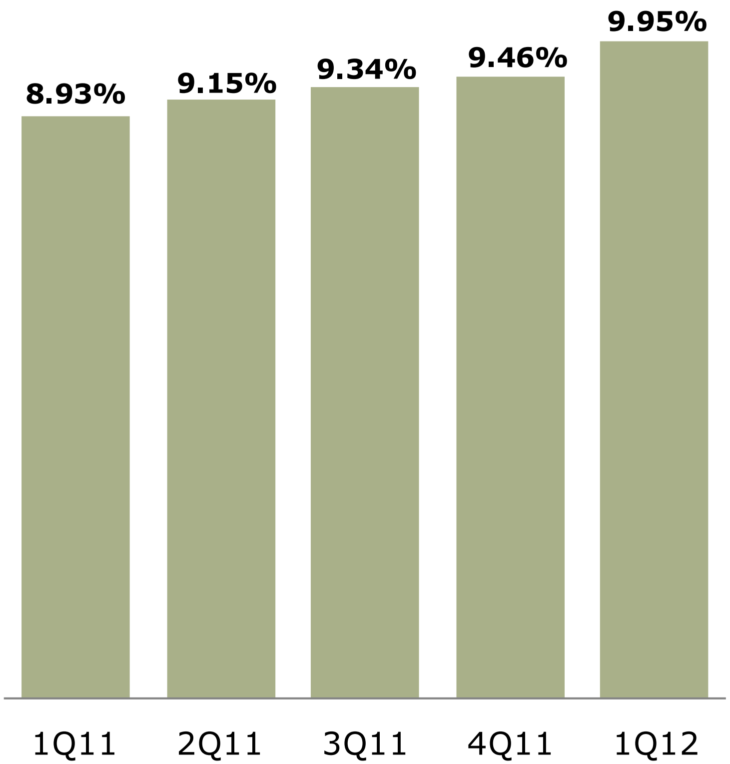
- Agency repurchase demands outstanding down from 4Q11
  - Agency new demands for 2006-2008 vintages are down slightly in 1Q12
  - Demand on newer vintage originations continue to emerge consistent with our estimates
- Demands and losses continued to be concentrated in the 2006 - early 2008 vintages

Non-Agency

- Non-agency repurchase demands outstanding, which includes non-agency securities, whole loans sold and acquired servicing, up from 4Q11, but continued to be a small percentage of total demands outstanding

Capital
Capital remained strong and continued to grow internally

Tier 1 Common Equity Ratio



- Tier 1 common equity ratio increased 49 bps in 1Q12
- Tier 1 common equity ratio under Basel III is estimated to be 7.81% at 3/31/12 (1)
- Increased common stock quarterly dividend rate to $0.22 per share in 1Q12
- Purchased 7.6 million common shares in 1Q12
- Called $875 million of 6.38% trust preferred securities; to be redeemed on 4/13/12

See Appendix page 39 for additional information on Tier 1 common equity.
1Q12 capital ratios are preliminary estimates.
(1) Pro forma Basel III calculation based on Tier 1 common equity, as adjusted to reflect management's interpretation of current Basel III capital proposals. This pro forma calculation is subject to change depending on final promulgation of Basel III capital rulemaking and interpretations thereof by regulatory authorities. See page 40 for additional information.

Summary

- Record earnings of $4.2 billion
- Robust revenue growth on strong noninterest income
- Expenses up on higher revenues and seasonality
  - 2Q12 expense currently expected to decline $500 - $700 million
  - Noninterest expense expected to decline to ~$11,250 million in 4Q12 (1)
- Higher pre-tax pre-provision profit (2) of $8.6 billion
- Positive operating leverage
- Improved credit quality
- Solid returns
  - ROA = 1.31%
  - ROE = 12.14%
- Capital levels continued to grow
- Rewarded shareholders with additional returns on their investment
  - Increased common stock quarterly dividend rate to $0.22 per share in 1Q12

(1) Reflects management's current targeted noninterest expense in 4Q12. Future 2012 noninterest expense expectations are subject to change and may be affected by a variety of factors, including business and economic cyclicality, seasonality, changes in our business composition and operating environment, growth in our business and/or acquisitions, and unexpected expenses relating to, among other things, litigation and regulatory matters.

(2) Pre-tax pre-provision profit (PTPP) is total revenue less noninterest expense. Management believes that PTPP is a useful financial measure because it enables investors and others to assess the Company's ability to generate capital to cover credit losses through a credit cycle.

Appendix

Recent acquisitions and divestitures

Acquired from / Divestiture of	Date
2012	
Pending	
BNP Paribas North American Energy Lending	Estimated April 2012
Complete	
Burdale Financial Holdings Limited	1Q12
EverKey Global Partners	1Q12
2011	
Loan portfolio purchases	
Irish Bank Resolution Corp.	4Q11
Bank of Ireland	3Q11
Allied Irish	2Q11
Acquisitions	
LaCrosse Holdings, LLC	4Q11
CP Equity, LLC (remaining equity interest)	3Q11
Foreign Currency Exchange Corp. (certain assets)	3Q11
Insurance brokerage firms	
7 transactions	2Q11-3Q11
Divestitures	
H.D. Vest Financial Services	4Q11
Wells Fargo Third Party Administrator, Inc.	4Q11
WFF Canadian, Guam and Saipan receivables	4Q11
American E&S	2Q11

Non-strategic/liquidating loan portfolio risk reduction

($ in billions)		*1Q12*	*4Q11*	*3Q11*	*2Q11*	*1Q11*	*4Q08*
Pick-a-Pay mortgage (1)	$	64.0	65.7	67.4	69.6	71.5	95.3
Liquidating home equity		5.5	5.7	6.0	6.3	6.6	10.3
Legacy WFF indirect auto		1.9	2.5	3.1	3.9	4.9	18.2
Legacy WFF debt consolidation		16.0	16.5	17.2	17.7	18.4	25.3
Education Finance - gov't guaranteed		14.8	15.4	15.6	16.3	16.9	20.5
Legacy WB C&I, CRE and foreign PCI loans (1)		5.2	5.7	6.3	7.0	7.5	18.7
Legacy WB other PCI loans (1)		0.8	0.8	0.9	1.0	1.0	2.5
Total	**$**	**108.2**	**112.3**	**116.5**	**121.8**	**126.8**	**190.8**

-$4.1 **-$4.2** **-$5.3** **-$5.0** **-$64.0**

-$82.6

(1) Net of purchase accounting adjustments.

Purchased credit-impaired (PCI) portfolios

Legacy Wachovia PCI loans continued to perform better than originally expected

($ in billions)		Commercial	Pick-a-Pay	Other consumer	Total
Adjusted unpaid principal balance [1]					
December 31, 2008	$	29.2	62.5	6.5	**98.2**
December 31, 2011		8.5	36.9	1.8	**47.2**
March 31, 2012		7.8	35.8	1.8	**45.4**
Nonaccretable difference rollforward					
12/31/08 Nonaccretable difference	$	10.4	26.5	4.0	**40.9**
Addition of nonaccretable difference due to acquisitions		0.2	-	-	**0.2**
Losses from loan resolutions and write-downs		(6.9)	(15.5)	(2.6)	**(25.0)**
Release of nonaccretable difference since merger		(3.0)	(2.4)	(0.8)	**(6.2)** [2]
3/31/12 Remaining nonaccretable difference		0.7	8.6	0.6	**9.9**
Life-to-date net performance					
Additional provision since 2008 merger	$	(1.7)	-	(0.1)	**(1.8)**
Release of nonaccretable difference since 2008 merger		3.0	2.4	0.8	**6.2** [2]
Net performance		1.3	2.4	0.7	**4.4**

(1) *Includes write-downs taken on loans where severe delinquency (normally 180 days) or other indications of severe borrower financial stress exist that indicate there will be a loss of contractually due amounts upon final resolution of the loan.*

(2) *Reflects releases of $1.8 billion for loan resolutions and $4.4 billion from the reclassification of nonaccretable difference to the accretable yield, which will result in increasing income over the remaining life of the loan or pool of loans.*

PCI nonaccretable difference

Analysis of nonaccretable difference for PCI loans *($ in millions)*		Commercial	Pick-a-Pay	Other consumer	Total
Balance at December 31, 2011	$	929	9,126	652	10,707
Addition of nonaccretable difference due to acquisitions		-	-	-	-
Release of nonaccretable difference due to:					
Loans resolved by settlement with borrower (1)		(28)	-	-	(28)
Loans resolved by sales to third parties (2)		-	-	-	-
Reclassification to accretable yield for loans with improving credit-related cash flows (3)		(108)	-	(127)	(235)
Use of nonaccretable difference due to:					
Losses from loan resolutions and write-downs (4)		(45)	(505)	(19)	(569)
Balance at March 31, 2012	$	748	8,621	506	9,875

- $9.9 billion in nonaccretable difference remains to absorb losses on PCI loans
  - Remaining nonaccretable = 25.8% of unpaid principal balance (UPB) (5)
    - Remaining Pick-a-Pay nonaccretable = 28.3% of Pick-a-Pay UPB (5)

(1) Release of the nonaccretable difference for settlement with borrower, on individually accounted PCI loans, increases interest income in the period of settlement. Pick-a-Pay and Other consumer PCI loans do not reflect nonaccretable difference releases for settlements with borrowers due to pool accounting for those loans, which assumes that the amount received approximates the pool performance expectations.
(2) Release of the nonaccretable difference as a result of sales to third parties increases noninterest income in the period of the sale.
(3) Reclassification of nonaccretable difference to accretable yield for loans with increased cash flow estimates will result in increased interest income as a prospective yield adjustment over the remaining life of the loan or pool of loans.
(4) Write-downs to net realizable value of PCI loans are absorbed by the nonaccretable difference when severe delinquency (normally 180 days) or other indications of severe borrower financial stress exist that indicate there will be a loss of contractually due amounts upon final resolution of the loan.
(5) Unpaid principal balance of loans without write-downs.

PCI accretable yield

- 1Q12 results included accretion of $514 million, down modestly from 4Q11 as balances and yields declined
- Balance of $15.8 billion expected to accrete to income over the remaining life of the underlying loans

Accretable yield rollforward *($ in millions)*		*1Q12*	*4Q11*	*Cumulative since merger*
Total, beginning of period	$	15,961	16,896	10,447
Addition of accretable yield due to acquisitions		-	124	128
Accretion into interest income (1)		(514)	(551)	(7,713)
Accretion into noninterest income due to sales (2)		-	(1)	(237)
Reclassification from nonaccretable difference for loans with improving cash flows		235	55	4,448
Changes in expected cash flows that do not affect nonaccretable difference (3)		81	(562)	8,690
Total, end of period	$	15,763	15,961	15,763

(1) Includes accretable yield released as a result of settlements with borrowers, which is included in interest income.
(2) Includes accretable yield released as a result of sales to third parties, which is included in noninterest income.
(3) Represents changes in cash flows expected to be collected due to changes in interest rates on variable rate PCI loans, changes in prepayment assumptions and the impact of modifications.

PCI accretable yield (Commercial and Pick-a-Pay)

Commercial PCI Accretable Yield ($ in millions)		1Q12		4Q11	3Q11
PCI interest income					
Accretion	$	182		198	220
Resolution income		28		44	65
Average carrying value		6,638		6,812	6,672
Accretable yield percentage					
Accretion		10.94	%	11.62	13.20
Accretable yield balance	$	1,347		1,363	1,303
Weighted average life (years)		2.8		3.2	2.7

Pick-a-Pay PCI Accretable Yield ($ in millions)		1Q12		4Q11	3Q11
PCI interest income					
Accretion	$	311		326	310
Average carrying value		28,734		29,331	30,168
Accretable yield percentage		4.32	%	4.45	4.11
Accretable yield balance	$	13,709		14,018	14,989
Weighted average life (years)		11.0		11.0	11.0

Includes both legacy Wachovia PCI loans as well as recently purchased PCI loans.

1Q12 Credit quality highlights

($ in millions)		1Q12 PCI loans	Non PCI loans	Total Wells Fargo	
Commercial loans	$	6,254	339,495	345,749	
Consumer loans		29,280	391,492	420,772	
Total period-end loans	$	35,534	730,987	766,521	
Total nonaccrual loans			$	22,026	
Total foreclosed assets				4,617	
Total NPAs			$	26,643	
as % of loans				3.48	%
Provision for credit losses			$	1,995	
Net charge-offs				2,395	
as % of avg loans				1.25	%
Commercial				0.45	
Consumer				1.91	%
Allowance for credit losses			$	19,129	
as % of loans				2.50	%
as % of nonaccrual loans				87	%

- Net charge-offs of $2.4 billion down $245 million LQ
  - Commercial losses down $86 million as higher CRE construction losses were more than offset by declines in all other categories
  - Consumer losses down $159 million on declines across all asset classes
- Total NPAs of $26.6 billion up $678 million
  - Nonaccrual loans up $722 million on:
    - $1.7 billion in junior lien nonaccruals [1] on implementation of interagency guidance
      - 12% were 30+ DPD
    - Partially offset by declines in all other categories
  - Foreclosed assets down $44 million
    - 57% of the balance are government guaranteed loans and loans written down through purchase accounting
      - $1.4 billion, or 29%, are government guaranteed
      - $1.3 billion, or 28%, reflects shift from PCI loans to REO ($432 million consumer and $875 million C&I and CRE)
- Currently expect future reserve releases absent significant deterioration in the economy

(1) Resulting from implementation of Interagency Supervisory Guidance on Allowance for Loan and Lease Losses Estimation Practices for Loans and Lines of Credit Secured by Junior Liens on 1-4 Family Residential Properties issued January 31, 2012.

Commercial real estate (CRE) loan portfolio

($ in millions)		1Q12		4Q11
CRE outstandings				
Real estate mortgage	$	105,874		105,975
Real estate construction		18,549		19,382
Total CRE outstandings		124,423		125,357
Nonaccrual loans				
Real estate mortgage	$	4,081		4,085
Real estate construction		1,709		1,890
Total nonaccrual loans		5,790		5,975
as % of loans		4.65	%	4.77
Net charge-offs (recoveries)				
Real estate mortgage	$	46		117
Real estate construction		67		(5)
Total net charge-offs		113		112
as % of avg loans		0.36	%	0.36

- Outstandings down modestly from 4Q11
- Nonaccruals down $185 million, or 12 bps, on lower real estate construction NPLs
- Net charge-offs stable LQ

Pick-a-Pay mortgage portfolio

- Carrying value of $64.0 billion in first lien loans outstanding, down $1.7 billion from 4Q11 and down $31.3 billion from 4Q08 on paid-in-full loans and loss mitigation efforts
  - Adjusted unpaid principal balance of $71.2 billion, down $2.1 billion from 4Q11 and down $44.5 billion from 4Q08
  - $4.0 billion in modification principal forgiveness since acquisition reflects over 103,000 completed full-term modifications; additional $616 million of conditional forgiveness that can be earned by borrowers through performance over the next 3 years
  - Modification redefault rate has been consistently better than the industry average (as measured by 60+ DPD after six months)

($ in millions)	At 3/31/2012		At 12/31/2011		At 12/31/2008	
Product type	***Adjusted unpaid principal***	***% of total***	***Adjusted unpaid principal***	***% of total***	***Adjusted unpaid principal***	***% of total***
Option payment loans [1]	$ 37,251	52 %	$ 39,164	53 %	$ 99,937	86 %
Non-option payment adjustable-rate and fixed-rate loans [1]	9,673	14	9,986	14	15,763	14
Full-term loan modifications [1]	24,284	34	24,207	33	-	-
Total adjusted unpaid principal balance [1]	$ 71,208	100 %	$ 73,357	100 %	$ 115,700	100 %
Total carrying value	63,983		65,652		95,315	

(1) Adjusted unpaid principal includes write-downs taken on loans where severe delinquency (normally 180 days) or other indications of severe borrower financial stress exist that indicate there will be a loss of contractually due amounts upon final resolution of the loan.

Pick-a-Pay credit highlights

($ in millions)		1Q12		4Q11
Non-PCI loans				
Carrying value [1]	$	35,563		36,596
Nonaccrual loans		3,918		3,909
as a % of loans		11.02	%	10.68
Net charge-offs	$	200		196
as % of avg loans		2.21	%	2.11
90+ days past due as % of loans		10.27		10.07
Current average LTV [2]		86	%	86
Current average FICO		681		681
Contractual average loan size	$	208,000		210,000
Contractual average age of loans		8.04	years	7.79
% of loans in California		49	%	49

($ in millions)				
PCI loans				
Adjusted unpaid principal balance [3]	$	35,785		36,905
Carrying value [1]		28,420		29,056
Current average LTV [2]		90	%	91
Current average FICO		612		610
Contractual average loan size	$	310,000		311,000
Contractual average age of loans		6.00	years	5.75
% of loans in California		68	%	68

Non-PCI portfolio

- Loans down 3% driven by loans paid-in-full
- 85% of portfolio current
- Nonaccrual loans consistent with 4Q11 levels
  - $130 million of nonaccrual TDRs reclassified to accruing TDR status based on borrower payment performance
- $3.9 billion in nonaccruals includes $1.0 billion of nonaccruing TDRs and an annualized loss rate of 2.21%
- Net charge-offs of $200 million in 1Q12, consistent with expectations
- 41% of portfolio with LTV [2] ≤ 80%

PCI portfolio

- Carrying value down 2%
- 69% of portfolio current vs. 67% in 4Q11
- Life-of-loan losses continued to be lower than originally projected at time of merger

(1) The carrying value, which does not reflect the allowance for loan losses, includes purchase accounting adjustments, which, for PCI loans, are the nonaccretable difference and the accretable yield, and for all other loans, an adjustment to mark the loans to a market yield at date of merger less any subsequent charge-offs.
(2) The current loan-to-value (LTV) ratio is calculated as the net carrying value (defined in (1) above) divided by the collateral value.
(3) The adjusted unpaid principal balance includes write-downs taken on loans where severe delinquency (normally 180 days) or other indications of severe borrower financial stress exist that indicate there will be a loss of contractually due amounts upon final resolution of the loan.

Real estate 1-4 family first mortgage portfolio

($ in millions)		1Q12		4Q11
Total real estate 1-4 family first mortgage	$	228,885		228,894
Less consumer non-strategic/liquidating portfolios:				
Pick-a-Pay non-PCI first lien mortgage		35,563		36,596
PCI first lien mortgage		29,082		29,746
WFF debt consolidation first mortgage portfolio		15,610		16,117
Core first lien mortgage		148,630		146,435
WFF debt consolidation first mortgage loan performance (1)				
Nonaccrual loans	$	2,284		2,263
as % of loans		14.63	%	14.04
Net charge-offs	$	195		233
as % of average loans		4.91	%	5.67
Core first lien mortgage loan performance (2)				
Nonaccrual loans	$	4,481		4,741
as % of loans		3.01	%	3.24
Net charge-offs	$	396		415
as % of loans		1.07	%	1.12

- First lien mortgage loans stable as growth in core first lien mortgage was offset by continued run-off in the liquidating portfolio
  - Pick-a-Pay non-PCI portfolio down 3%
  - PCI portfolio down 2%
  - Debt consolidation first lien down 3%
  - Core first lien up $2.2 billion, or 1%, reflecting strong origination volumes
- Core first lien mortgage nonaccruals down $260 million, or 23 bps
- Core net charge-offs down $19 million

(1) Ratios on WFF debt consolidation first mortgage loan portfolio only.
(2) Ratios on non runoff first lien mortgage loan portfolio only.

Home equity portfolio

($ in millions)		1Q12		4Q11
Core Portfolio [1]				
Outstandings	$	98,009		100,882
Net charge-offs		721		718
as % of avg loans		2.91	%	2.79
2+ payments past due	$	2,854		3,146
as % loans		2.92	%	3.13
% CLTV > 100% [2]		37		36
2+ payments past due		3.99		4.42
% Unsecured balances [3]		18		17
% 1st lien position		21		20
Liquidating Portfolio				
Outstandings	$	5,456		5,710
Net charge-offs		113		134
as % of avg loans		8.11	%	9.09
2+ payments past due	$	241		270
as % loans		4.41	%	4.73
% CLTV > 100% [2]		74		74
2+ payments past due		4.69		5.02
% 1st lien position		4		4

Core Portfolio [1]

- Outstandings down 3%
  - High quality new originations with weighted average CLTV of 62%, 778 FICO, and 31% total debt service ratio
- 1Q12 losses increased $3 million, or 12 bps
- 2+ delinquencies decreased $292 million
- Delinquency rate for loans with a CLTV >100% declined 43 bps

Liquidating Portfolio

- Outstandings down 4%
- 1Q12 losses down $21 million, or 98 bps
- 2+ delinquencies declined $29 million
- Continued decline in delinquency rate for loans with a CLTV >100%, 33 bps improvement

Excludes purchased credit-impaired loans.
(1) Includes equity lines of credit and closed-end junior liens associated with the Pick-a-Pay portfolio totaling $1.5 billion at March 31, 2012, and December 31, 2011.
(2) CLTV is calculated based on outstanding balance plus unused lines of credit divided by estimated home value. Estimated home values are determined predominantly based on automated valuation models updated through March 2012.
(3) Unsecured balances, representing the percentage of outstanding balances above the most recent home value.

Home equity portfolio

- $103.5 billion home equity portfolio
  - 20% in 1st lien position
  - 40% in junior lien position behind WFC owned or serviced 1st lien

Delinquency Status (1) of Junior Liens Behind a Wells Fargo 1st Lien	
	Outstanding Balance %
Delinquency Status	
Current 1st lien, Current junior lien	95.7 %
Current 1st lien, Delinquent junior lien	1.1
Delinquent 1st lien, Current junior lien	1.5
Delinquent 1st lien, Delinquent junior lien	1.7

  - 40% in junior lien position behind third party 1st lien

Excludes purchased credit-impaired loans.
(1) Delinquency represents two or more payments past due as of February 2012.

Credit card portfolio

($ in millions)	1Q12		4Q11
Credit card outstandings	$ 21,998		22,836
Net charge-offs	242		256
as % of avg loans	4.40	%	4.63

- $22.0 billion credit card outstandings down 4% from 4Q11 as seasonally lower balances offset new customer growth
  - New accounts increased 23% in the quarter with household penetration increasing to 29.9% (1)
    - East penetration of 20.4% (1) vs. 19.2% in November 2011
  - Purchase dollar volume decreased 7% and transactions fell 7% from 4Q11
- Net charge-offs down $14 million LQ, or 23 bps, reflecting continued steady improvement

(1) Household penetration as of February 2012 and defined as the percentage of retail banking deposit households that have a credit card with Wells Fargo. Household penetration has been redefined to include Wells Fargo Financial accounts.

Auto portfolios (1)

($ in millions)		1Q12		4Q11
Core Consumer Portfolios				
Direct				
Auto outstandings	$	2,380		2,529
Nonaccrual loans		56		67
as % of loans		2.35	%	2.66
Net charge-offs	$	7		16
as % of avg loans		1.09	%	2.43
30+ days past due	$	31		75
as % of loans		1.31	%	2.98
Indirect				
Auto outstandings	$	40,908		39,647
Nonaccrual loans		9		9
as % of loans		0.02	%	0.02
Net charge-offs	$	54		68
as % of avg loans		0.57	%	0.69
30+ days past due	$	447		571
as % of loans		1.09	%	1.44
Commercial Portfolio				
Auto outstandings	$	6,043		5,660
Nonaccrual loans		-		6
as % of loans		-	%	0.11
Net charge-offs (recoveries)	$	(3)		(1)
as % of avg loans		n.m.	%	n.m.

Core Consumer Portfolio

- Core auto outstandings of $43.2 billion up 3% LQ and up 8% YoY
  - Originations were up 25% LQ and 10% YoY reflecting growth across the credit spectrum
- Net charge-offs were down $23 million, or 27%, LQ on low delinquencies and continued strong used car values
  - March Manheim index of 126.2, up 1% LQ and up 2% from March 2011
- 30+ days past due decreased $168 million LQ, or 43 bps, reflecting continued improvement in portfolio quality as well as seasonal improvement

Commercial Portfolio

- Loans of $6.0 billion increased 7% LQ reflecting improved demand in floor plan lending
- Nonaccrual loans down $6 million on continued strong performance of the portfolio

(1) Legacy Wells Fargo Financial indirect portfolio balance as of March 31, 2012, was $1,907 million.

Forward-looking statements and additional information

Forward-looking statements:

This Quarterly Supplement and management's related presentation contain forward-looking statements about our future financial performance. These forward-looking statements include statements using words such as "believe," "expect," "anticipate," "estimate," "target", "should," "may," "can," "will," "outlook," "appears" or similar expressions. These forward-looking statements may include, among others, statements about: expected or estimated future losses in our loan portfolios, including our belief that the allowance for loan losses is expected to decline; expected or estimated loan loss reserve releases; mortgage repurchase exposure; exposure related to mortgage practices, including foreclosures and servicing; our noninterest expense, including our targeted noninterest expense for second quarter 2012 and fourth quarter 2012 as part of our expense management initiatives; the future economic environment; loan growth; our net interest margin; reduction or mitigation of risk in our loan portfolios; future effects of loan modification programs; life-of-loan loss estimates; the estimated impact of regulatory reform on our financial results and business and expectations regarding our efforts to mitigate such impact; and our estimated Tier 1 common equity ratio as of March 31, 2012, under proposed Basel capital rules. Investors are urged to not unduly rely on forward-looking statements as actual results could differ materially from expectations. Forward-looking statements speak only as of the date made, and we do not undertake to update them to reflect changes or events that occur after that date. For more information about factors that could cause actual results to differ materially from expectations, refer to page 13 of Wells Fargo's press release announcing our first quarter 2012 results, as well as Wells Fargo's reports filed with the Securities and Exchange Commission, including the discussion under "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2011.

Purchased credit-impaired loan portfolio:

Loans that were acquired from Wachovia that were considered credit impaired were written down at acquisition date in purchase accounting to an amount estimated to be collectible and the related allowance for loan losses was not carried over to Wells Fargo's allowance. In addition, such purchased credit-impaired loans are not classified as nonaccrual or nonperforming, and are not included in loans that were contractually 90+ days past due and still accruing. Any losses on such loans are charged against the nonaccretable difference established in purchase accounting and are not reported as charge-offs (until such difference is fully utilized). As a result of accounting for purchased loans with evidence of credit deterioration, certain ratios of the combined company are not comparable to a portfolio that does not include purchased credit-impaired loans.

In certain cases, the purchased credit-impaired loans may affect portfolio credit ratios and trends. Management believes that the presentation of information adjusted to exclude the purchased credit-impaired loans provides useful disclosure regarding the credit quality of the non-impaired loan portfolio. Accordingly, certain of the loan balances and credit ratios in this Quarterly Supplement have been adjusted to exclude the purchased credit-impaired loans. References in this Quarterly Supplement to impaired loans mean the purchased credit-impaired loans. Please see pages 30-32 of the press release for additional information regarding the purchased credit-impaired loans.

Tier 1 common equity under Basel I (1)

Wells Fargo & Company and Subsidiaries

FIVE QUARTER TIER 1 COMMON EQUITY UNDER BASEL I (1)

($ in billions)			Quarter ended					
			Mar. 31, 2012		Dec. 31, 2011	Sept. 30, 2011	June 30, 2011	Mar. 31, 2011
Total equity		**$**	**146.8**		141.7	139.2	137.9	134.9
Noncontrolling interests			**(1.3)**		(1.5)	(1.5)	(1.5)	(1.5)
Total Wells Fargo stockholders' equity			**145.5**		140.2	137.7	136.4	133.4
Adjustments:								
Preferred equity			**(10.6)**		(10.6)	(10.6)	(10.6)	(10.6)
Goodwill and intangible assets (other than MSRs)			**(33.7)**		(34.0)	(34.4)	(34.6)	(35.1)
Applicable deferred taxes			**3.7**		3.8	4.0	4.1	4.2
MSRs over specified limitations			**(0.9)**		(0.8)	(0.7)	(0.9)	(0.9)
Cumulative other comprehensive income			**(4.1)**		(3.1)	(3.7)	(5.3)	(4.9)
Other			**(0.4)**		(0.4)	(0.4)	(0.3)	(0.1)
Tier 1 common equity	(A)	**$**	**99.5**		95.1	91.9	88.8	86.0
Total risk-weighted assets (2)	(B)	**$**	**1,000.1**		1,005.6	983.2	970.2	962.9
Tier 1 common equity to total risk-weighted assets	(A)/(B)		**9.95**	**%**	9.46	9.34	9.15	8.93

(1) Tier 1 common equity is a non-generally accepted accounting principle (GAAP) financial measure that is used by investors, analysts and bank regulatory agencies to assess the capital position of financial services companies. Management reviews Tier 1 common equity along with other measures of capital as part of its financial analyses and has included this non-GAAP financial information, and the corresponding reconciliation to total equity, because of current interest in such information on the part of market participants.

(2) Under the regulatory guidelines for risk-based capital, on-balance sheet assets and credit equivalent amounts of derivatives and off-balance sheet items are assigned to one of several broad risk categories according to the obligor or, if relevant, the guarantor or the nature of any collateral. The aggregate dollar amount in each risk category is then multiplied by the risk weight associated with that category. The resulting weighted values from each of the risk categories are aggregated for determining total risk-weighted assets. The Company's March 31, 2012, preliminary risk-weighted assets reflect estimated on-balance sheet risk-weighted assets of $831.2 billion and derivative and off-balance sheet risk-weighted assets of $169.0 billion.

Tier 1 common equity under Basel III (Estimated) (1)

Wells Fargo & Company and Subsidiaries

TIER 1 COMMON EQUITY UNDER BASEL III (ESTIMATED) (1)

($ in billions)			Quarter ended Mar. 31, 2012
Tier 1 common equity under Basel I		$	99.5
Adjustments from Basel I to Basel III:			
Cumulative other comprehensive income (2)			4.1
Impact of threshold deductions defined under Basel III (2)(3)			0.9
Other			0.6
Tier 1 common equity anticipated under Basel III	(C)		105.1
Total risk-weighted assets anticipated under Basel III (4)	(D)	$	1,346.0
Tier 1 common equity to total risk-weighted assets anticipated under Basel III	(C)/(D)		7.81 %

(1) Tier 1 common equity is a non-generally accepted accounting principle (GAAP) financial measure that is used by investors, analysts and bank regulatory agencies to assess the capital position of financial services companies. Management reviews Tier 1 common equity along with other measures of capital as part of its financial analyses and has included this non-GAAP financial information, and the corresponding reconciliation to total equity, because of current interest in such information on the part of market participants.

(2) Volatility in interest rates can have a significant impact on the valuation of cumulative other comprehensive income and MSRs and therefore, impact adjustments under Basel III in future reporting periods.

(3) Threshold deductions under Basel III include individual and aggregate limitations, as a percentage of Tier 1 common equity (as defined under Basel III), with respect to MSRs, deferred tax assets and investments in unconsolidated financial companies.

(4) Under current Basel proposals, risk-weighted assets incorporate different classifications of assets, with certain risk weights based on a borrower's credit rating or Wells Fargo's own risk models, along with adjustments to address a combination of credit/counterparty, operational and market risks, and other Basel III elements. The amount of risk-weighted assets anticipated under Basel III is preliminary and subject to change depending on final promulgation of Basel III capital rulemaking and interpretations thereof by regulatory authorities.