3Q13 Quarterly Supplement

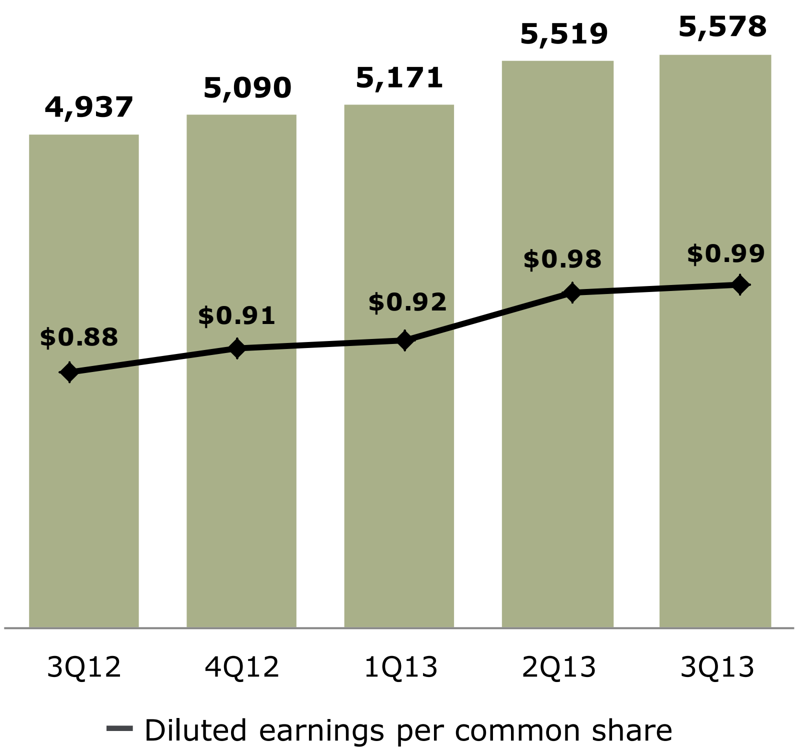
October 11, 2013

Together we'll go far

Table of contents

3Q13 Results

Wells Fargo Net Income
($ in millions)



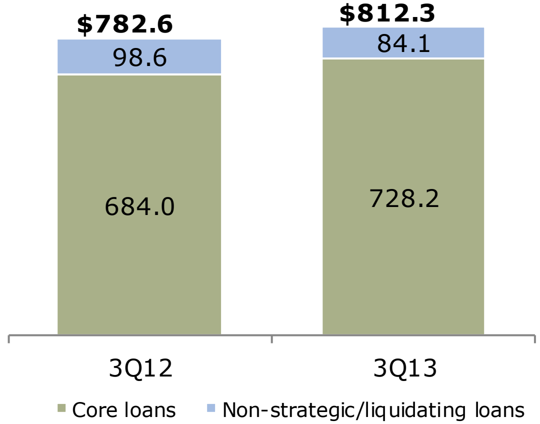
- Record earnings of $5.6 billion, up $641 million, or 13% year-over-year (YoY), and up 1% linked quarter (LQ)
- Record diluted earnings per common share of $0.99, up 13% YoY and 1% LQ
- Solid returns
  - ROA = 1.53%, up 8 bps YoY and down 2 bps LQ
  - ROE = 14.07%, up 69 bps YoY and up 5 bps LQ
- Strong Balance Sheet
  - Period-end loans up $29.7 billion, or 4%, YoY and up 5% annualized LQ
  - Credit continued to improve with net charge-offs of 48 bps, down 73 bps YoY and 10 bps LQ
- Efficiency ratio of 59.1% (1), up 200 bps YoY and up 177 bps LQ
- Capital levels remained strong
  - 10.64% Tier 1 common equity ratio under Basel I and estimated Tier 1 common equity ratio under Basel III of 9.54% (2)

(1) Efficiency ratio defined as noninterest expense divided by total revenue (net interest income plus noninterest income).
(2) Estimated based on management's interpretation of final rules adopted July 2, 2013, by the Federal Reserve Board establishing a new comprehensive capital framework for U.S. banking organizations that would implement the Basel III capital framework and certain provisions of the Dodd-Frank Act. See pages 31-32 for additional information regarding Tier 1 common equity ratios.

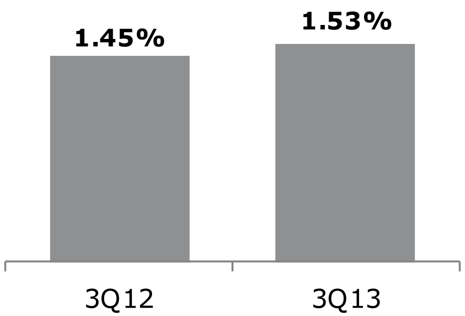
Year-over-year results

Pre-tax Pre-provision Profit (1)
($ in billions)

Period-end Loans
($ in billions)

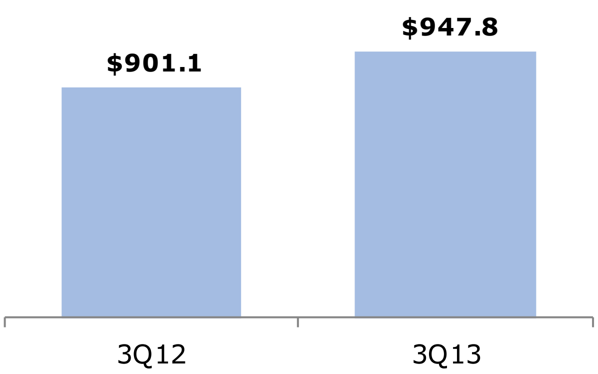


Return on Assets



Net Income
($ in billions, except EPS)

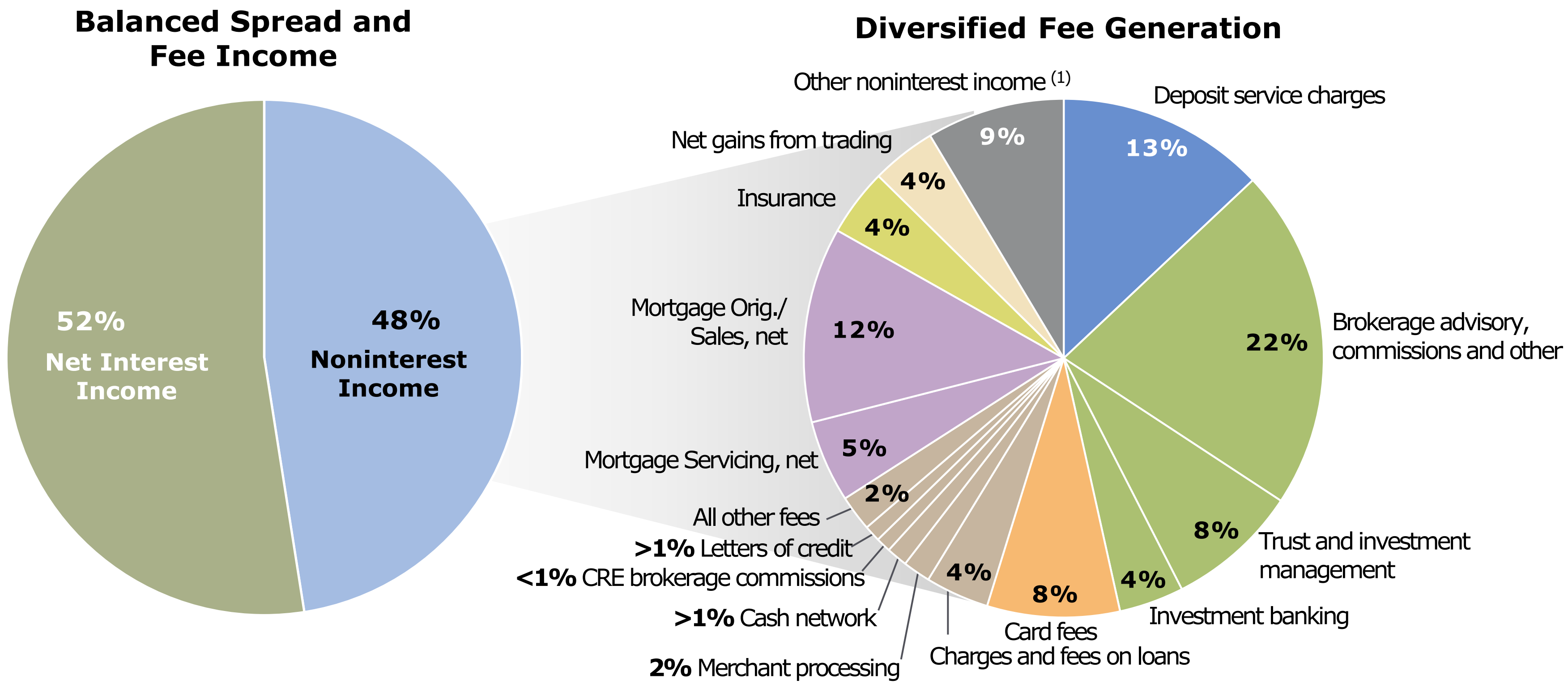
Period-end Core Deposits
($ in billions)



Return on Equity

(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.

Strong revenue diversification



Deposit Service Charges	13%	Total Mortgage Banking	17%
Total Trust & Investment Fees	34%	Insurance	4%
Card Fees	8%	Net Gains from Trading	4%
Total Other Fees	11%	Other Noninterest Income (1)	9%

All data is for 3Q13.

(1) Other noninterest income includes net losses on debt securities available for sale, net gains from equity investments, lease income, life insurance investment income and all other noninterest income.

Balance Sheet and credit overview

Loans	▪ Total period-end loans up $10.3 billion - Core loans increased $13.8 billion (1) • $8.6 billion in organic growth from nonconforming first mortgage, C&I, foreign, auto, credit card and private student lending • $5.2 billion in loans from acquisitions consisting of $4.0 billion of U.K. CRE from EuroHypo (classified as foreign) and $1.2 billion of U.S. CRE from ING - Non-strategic/liquidating portfolio decreased $3.5 billion (1)
Short-term investments/ Fed funds sold	▪ Up $33.4 billion on deposit and other funding growth
Securities available for sale (AFS)	▪ Up $10.0 billion as purchases were partially offset by run-off - $19.8 billion in gross purchases, including $14.6 billion in agency MBS
Deposits	▪ Up $20.3 billion including liquidity-related term deposits and growth in Wholesale Banking
Long-term debt	▪ Up $27.8 billion driven by $22.4 billion in liquidity-related issuances
Common stock repurchases	▪ Common shares outstanding down 28.4 million ▪ Purchased 50.9 million common shares in the quarter and entered into a $400 million forward repurchase transaction that is expected to settle in 4Q13
Credit	▪ Provision expense of $75 million, down $577 million - Net charge-offs of $975 million, or 48 bps, down $177 million on $25 million lower losses in commercial and $152 million lower losses in consumer - $900 million reserve release (2) vs. $500 million in 2Q13 reflecting improved housing market and continued strong credit performance

Period-end balances. All comparisons are 3Q13 compared with 2Q13.

(1) See pages 7 and 22 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 & industrial, commercial real estate, foreign and other PCI loan portfolios.

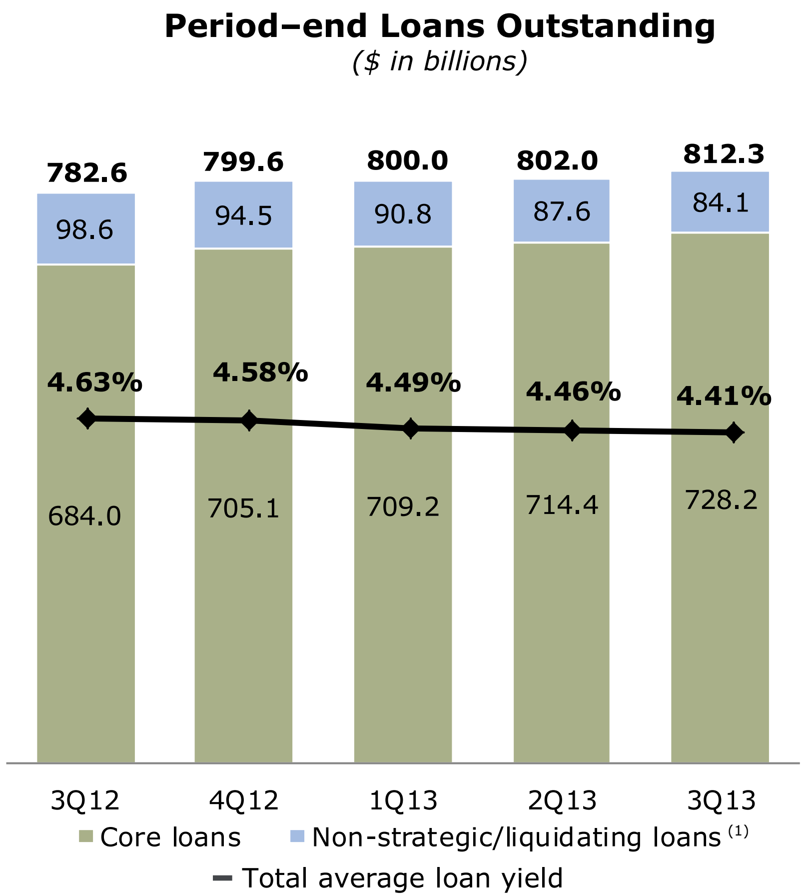
(2) Provision expense minus net charge-offs.

Income Statement overview

Total revenue	▪ Revenue of $20.5 billion, down $900 million, or 4%, reflecting expected declines in mortgage banking and lower trust and investment fees
Net interest income	▪ NII remained strong on $23.3 billion in average earning asset growth ▪ Net interest margin (NIM) down 8 bps to 3.38% reflecting continued growth in deposit balances and growth in long-term debt
Noninterest income	▪ Trust and investment fees down $218 million on lower investment banking and seasonally lower retail brokerage transaction activity ▪ Mortgage banking down $1.2 billion as $111 million higher servicing income was more than offset by lower production and gain on sale (1) ▪ Market sensitive revenues (2) up $413 million - Included higher trading gains from higher deferred compensation plan investment income (P&L neutral), stronger equity gains and lower losses on debt securities
Noninterest expense	▪ Personnel expense, in aggregate, down modestly as lower revenue-based incentive compensation was largely offset by higher salaries expense driven by one extra day in the quarter and mortgage severance, as well as higher benefits expense driven by deferred compensation expense (P&L neutral) ▪ Operating losses down $93 million reflecting lower litigation accruals
Income tax expense	▪ Effective tax rate of 31.9% reflecting a net reduction in the reserve for uncertain tax positions primarily due to settlements with tax authorities regarding certain cross border transactions

All comparisons are 3Q13 compared with 2Q13.
(1) Net gains on mortgage loan origination/or sales activities.
(2) Consists of net gains from trading activities, net gains (losses) on debt securities available for sale and net gains from equity investments.

Loans
Solid core loan growth



- Period-end loans up $29.7 billion YoY and $10.3 billion from 2Q13
  - Commercial loans up $8.5 billion LQ driven by growth in foreign and C&I
    - Includes $5.2 billion from CRE acquisitions ($4.0 billion foreign and $1.2 billion U.S. CRE)
    - $3.0 billion C&I growth on strength in Capital Finance, Government Banking and Corporate Banking
  - Consumer loans up $1.8 billion LQ as growth in nonconforming mortgage, auto, credit card and private student lending was partially offset by run-off in the liquidating portfolio and lower core home equity
- Non-strategic/liquidating loans [1] down $14.5 billion YoY and $3.5 billion from 2Q13
- Core loans grew $44.2 billion, or 6%, YoY and $13.8 billion LQ
- Total average loans of $804.8 billion up $28.0 billion YoY and $4.6 billion LQ
- Total average loan yield of 4.41%, down 5 bps LQ
  - Core loan yield excluding the non-strategic/liquidating portfolio was down 3 bps
  - Non-strategic/liquidating portfolio yield of 5.15%

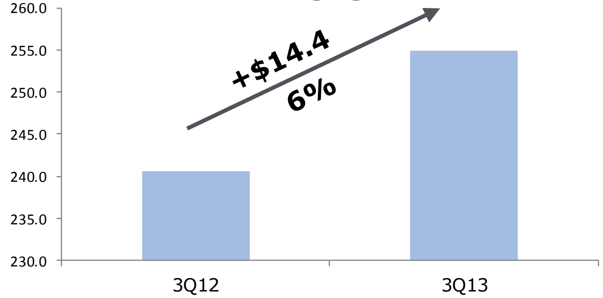
(1) *See page 22 for additional information regarding the non-strategic/liquidating portfolio, which comprises the Pick-a-Pay, liquidating home equity, legacy WFF indirect auto, legacy WFF debt consolidation, Education Finance-government guaranteed, and legacy Wachovia commercial & industrial, commercial real estate, foreign and other PCI loan portfolios.*

Broad-based, year-over-year loan growth

Period-end loans up $29.7 billion, or 4% year-over-year

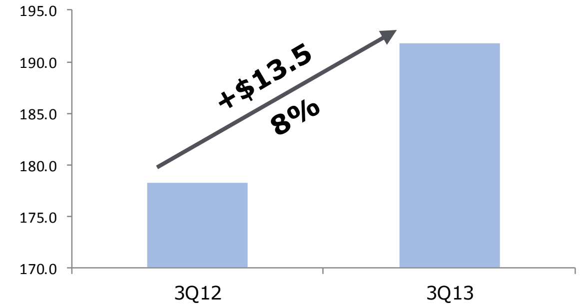
($ in billions)

Real Estate 1-4 family first mortgage



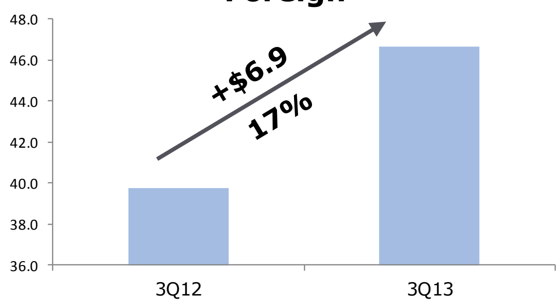
- Included nonconforming mortgage growth and conforming mortgage retention

Commercial and Industrial



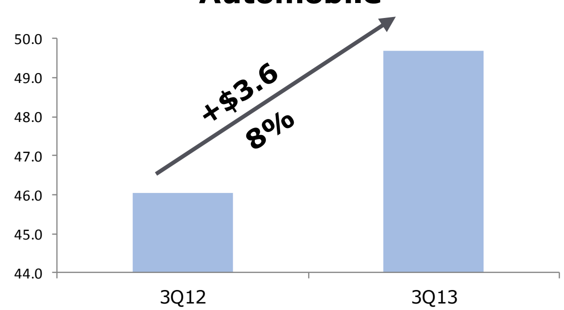
- Growth in Asset Backed Finance, Government Banking, Corporate Banking and Commercial Banking

Foreign



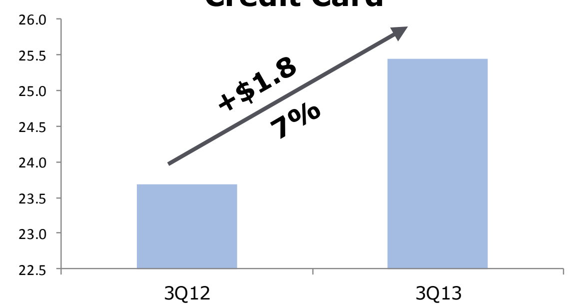
- $4.0 billion CRE acquisition, and trade finance growth

Automobile



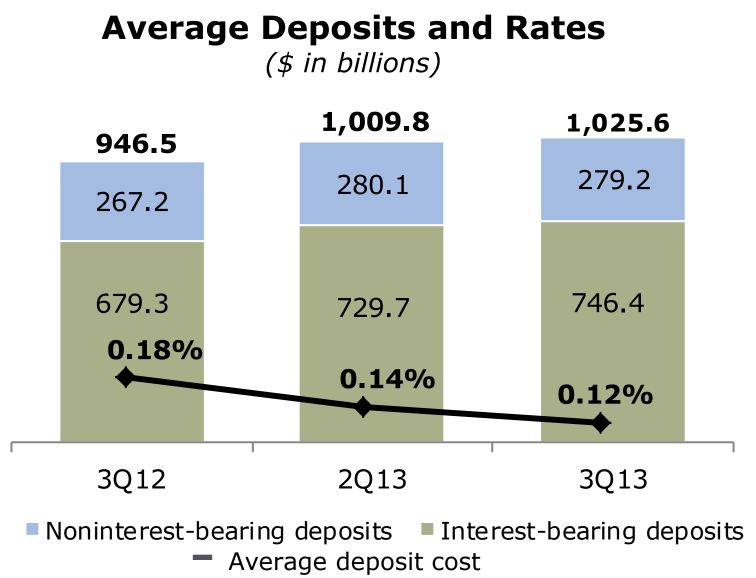
- Continued strong originations

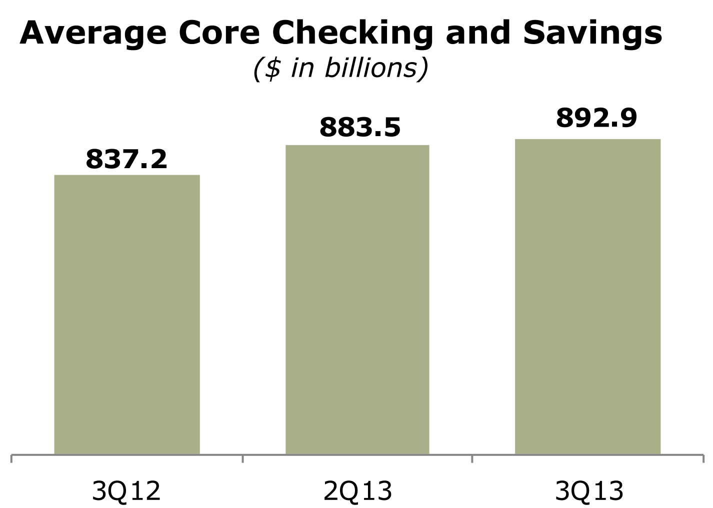
Credit Card



- New account growth up 9% reflecting deeper card penetration and increased marketing efforts

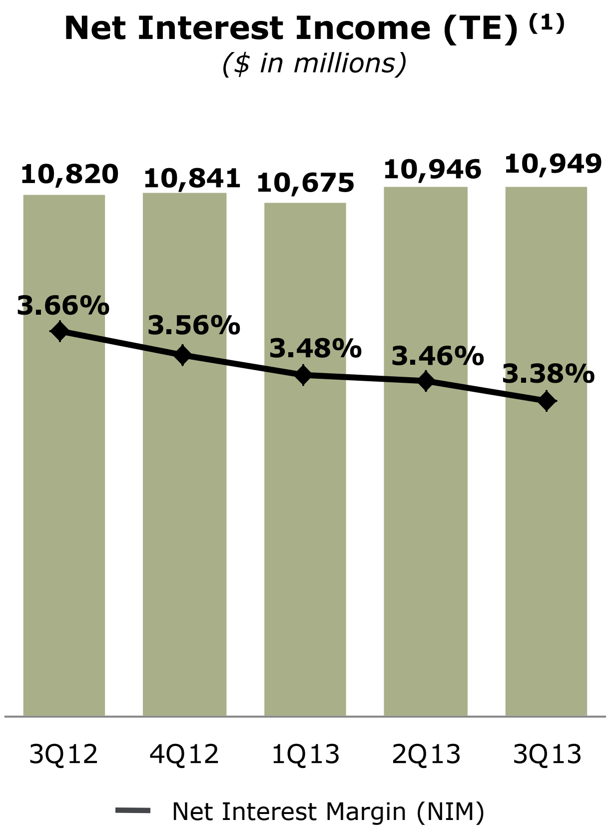
Deposits
Continued growth and reduced average cost





- Average deposits up $79.1 billion YoY and $15.8 billion LQ
- Average core deposits of $940.3 billion up $44.9 billion, or 5%, YoY and up $4.2 billion, or 2% annualized, LQ
  - 117% of average loans
  - Average retail core deposits up 6% YoY and 3% annualized LQ
- Average core checking and savings up $55.7 billion, or 7% YoY, and up $9.4 billion from 2Q13
  - 95% of average core deposits
- Average deposit cost of 12 bps, down 2 bps from 2Q13 and 6 bps from 3Q12

Net interest income

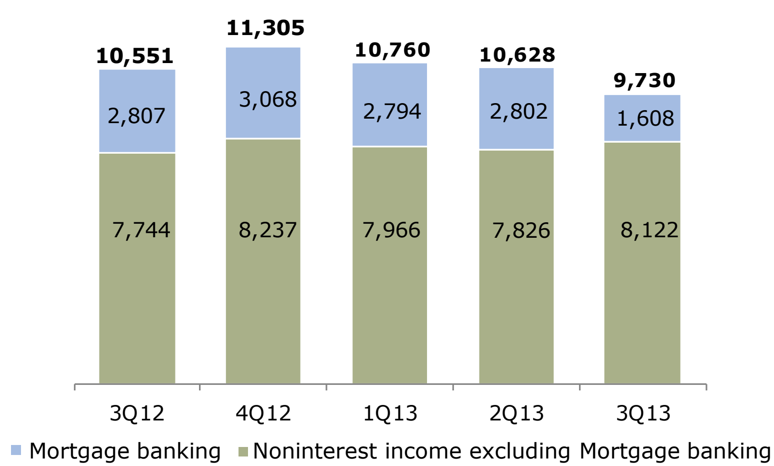


- Tax-equivalent net interest income [1] stable LQ as one additional day in the quarter, higher securities balances, loan growth and lower funding costs were offset by a decline in mortgages held for sale and lower variable income
- Average earning assets up $23.3 billion, or 2%, LQ
  - Short-term investments/fed funds sold up $19.4 billion
  - AFS securities up $11.2 billion
  - Loans up $4.6 billion
- NIM of 3.38% down 8 bps from 2Q13 on:
  - Customer deposit growth = (3) bps
  - Liquidity–related activity = (3) bps
  - Continued balance sheet repricing, growth and mix = (1) bp
  - Variable income = (1) bp

(1) Tax-equivalent net interest income is based on the federal statutory rate of 35% for the periods presented. Net interest income was $10,662 million, $10,643 million, $10,499 million, $10,750 million and $10,748 million for 3Q12, 4Q12, 1Q13, 2Q13 and 3Q13 respectively.

Noninterest income

($ in millions)		3Q13	vs 2Q13		vs 3Q12
Noninterest income					
Service charges on deposit accounts	$	1,278	2	%	6
Trust and investment fees					
Brokerage advisory, commissions and other fees		2,068	(3)		10
Trust and investment management		811	(2)		5
Investment banking		397	(26)		33
Card fees		813	-		9
Other fees		1,098	1		-
Mortgage banking		1,608	(43)		(43)
Insurance		413	(15)		-
Net gains from trading activities		397	20		(25)
Net losses on debt securities available for sale		(6)	(89)		n.m.
Net gains from equity investments		502	n.m.		n.m.
Lease income		160	(29)		(27)
Other		191	n.m.		(54)
Total noninterest income	**$**	**9,730**	**(8)**	**%**	**(8)**

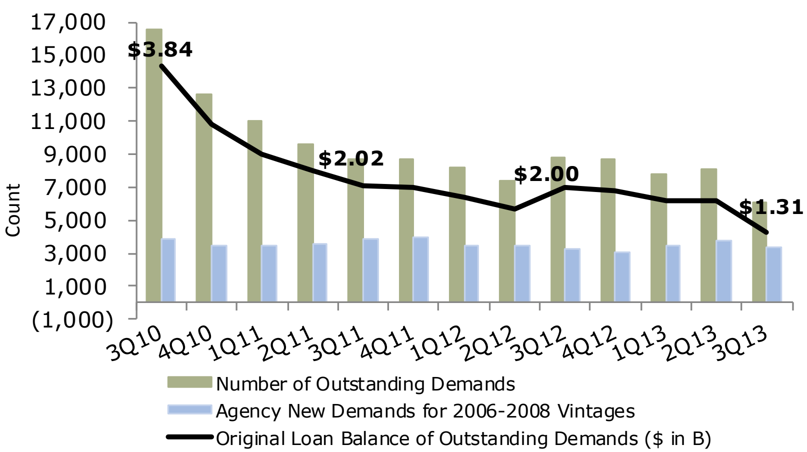


- Deposit service charges up $30 million LQ on account growth and seasonality
- Trust and investment fees down $218 million, or 6%, LQ on lower investment banking and retail brokerage transaction activity
- Mortgage banking down $1.2 billion
  - Gain on sale revenue down $1.3 billion reflecting lower origination volumes and margin
  - Net servicing income up $111 million reflecting lower MSR amortization expense
- Insurance down $72 million on seasonality
- Trading gains up $66 million as higher deferred compensation plan investment income (P&L neutral), $136 million vs. ($2) million in 2Q13, was partially offset by lower customer accommodation trading
- Equity gains up $299 million on several transactions
- Other up $199 million partly due to investments accounted for under the equity method

Residential mortgage
Production, servicing and repurchase trends

Residential mortgage production trends ($ in billions)		3Q13		2Q13	1Q13	4Q12	3Q12
Applications	$	87		146	140	152	188
Pipeline		35		63	74	81	97
Originations		80		112	109	125	139
Refinance %		41	%	56	69	65	62
Purchase %		59		44	31	35	38
Gain on Sale (1)		1.42		2.21	2.56	2.56	2.21

Total Outstanding Repurchase Demands (2) and Agency New Demands for 2006-2008 Vintages

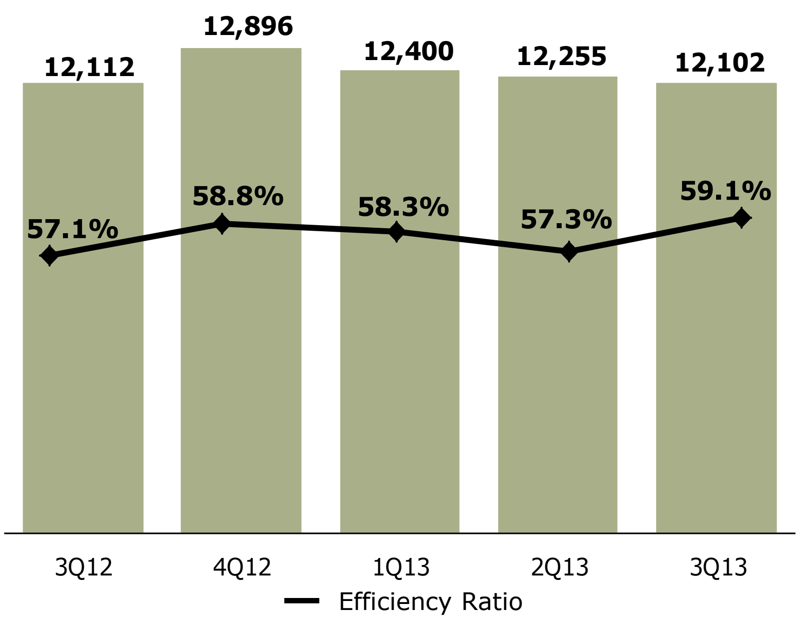


- $80 billion of mortgage originations, down 29% LQ
  - Refinance originations down 48% LQ
  - Purchase originations down 4% LQ
- Announced team member reductions of approximately 5,300 FTEs in 3Q13
- Total servicing income up $111 million LQ on lower MSR amortization (i.e. Other changes in fair value)
- $14.5 billion MSR measured at fair value, up $316 million, or 2% LQ
- Residential servicing portfolio of $1.8 trillion
- Wells Fargo servicing portfolio's total delinquency and foreclosure ratio for 3Q13 was 6.33%, down 32 bps LQ and 99 bps YoY
- Number and balance of total outstanding repurchase demands down 25% and 27% LQ, respectively, reflecting 9/27/13 settlement with Freddie Mac resolving substantially all repurchase liabilities for loans sold prior to 2009
- Repurchase reserves of $1.4 billion decreased $801 million, or 36%, LQ
  - Includes one-time cash payment to Freddie Mac

(1) Net gains on mortgage loan origination/or sales activities less repurchase reserve build divided by total originations.
(2) Includes mortgage insurance rescissions.

Noninterest expense and efficiency ratio (1)

($ in millions)		3Q13	vs 2Q13		vs 3Q12
Noninterest expense					
Salaries	$	3,910	4	%	7
Commission and incentive compensation		2,401	(9)		1
Employee benefits		1,172	5		10
Equipment		471	13		(8)
Net occupancy		728	2		-
Core deposit and other intangibles		375	(1)		(11)
FDIC and other deposit assessments		214	(17)		(40)
Other		2,831	(5)		(6)
Total noninterest expense	**$**	**12,102**	**(1)**	**%**	**-**



- Noninterest expense down $153 million from 2Q13
  - Personnel expense down $29 million LQ
    - Salaries up $142 million reflecting $63 million in mortgage-related severance expense and $58 million from one extra day in the quarter
    - Commission and incentive compensation down $225 million on lower revenue-based incentive compensation
    - Benefits expense up $54 million driven by higher deferred compensation
  - FDIC expense down $45 million on a lower assessment rate
  - Other expense down $142 million
    - Operating losses down $93 million primarily from lower litigation accruals
    - Foreclosed assets up $15 million on higher balances
    - Insurance down $45 million on seasonality
    - Advertising and promotion down $26 million from 2Q13 that included a new campaign launch
- Efficiency ratio of 59.1%
- Expect to operate within targeted efficiency ratio range of 55%-59% in 4Q13

(1) *Efficiency ratio defined as noninterest expense divided by total revenue (net interest income plus noninterest income). Noninterest expense and our efficiency ratio 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)		3Q13	vs 2Q13		vs 3Q12
Net interest income	$	7,244	-	%	-
Noninterest income		5,000	(12)		(15)
Provision for credit losses		240	(69)		(85)
Noninterest expense		7,060	(2)		(5)
Income tax expense		1,505	(8)		20
Segment earnings	**$**	**3,341**	**3**	**%**	**22**
($ in billions)					
Avg loans, net	$	497.7	-		3
Avg core deposits		618.2	(1)		4

	3Q13		2Q13	3Q12
Regional Banking				
Primary consumer checking customers [1][2][3]	3.9	%	3.5	
Primary business checking customers [1][2][3]	3.6			
Retail Bank household cross-sell [1]	6.15		6.14	6.04

($ in billions)		3Q13		vs 2Q13		vs 3Q12
Consumer Lending						
Credit card payment volumes (POS)	$	13.7		4	%	14
Credit card penetration [1][4]		36.0	%	104	bps	388
Home Lending						
Applications	$	87		(40)	%	(54)
Application pipeline		35		(44)		(64)
Originations		80		(29)		(42)

- Net income of $3.3 billion, up 22% YoY and 3% LQ

Regional Banking

- Continued franchise and cross-sell growth [1]
  - Primary consumer checking customers [2] [3] up a net 3.9% YoY
  - Primary business checking customers [2] [3] up a net 3.6% YoY
  - Retail bank cross-sell of 6.15 products per household up from 6.04 in 3Q12

Consumer Lending

- Credit card penetration [1] [4] rose to 36.0%, up from 34.9% in 2Q13 and 32.1% in 3Q12
- Consumer auto originations of $6.9 billion, down 3% LQ and up 9% YoY
- Mortgage originations of $80 billion down 29% LQ and 42% YoY
  - 8% of originations were from HARP [5] vs. 9% in 2Q13 and 14% in 3Q12

(1) Metrics reported on a one-month lag from reported quarter-end; for example 3Q13 cross-sell is as of August 2013.
(2) Checking customer growth is 12-months ending for each respective period.
(3) Customers who actively use their checking account with transactions such as debit card purchases, online bill payments, and direct deposit.
(4) Household penetration as of August 2013 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.
(5) Home Affordable Refinance Program.

Wholesale Banking

($ in millions)		3Q13	vs 2Q13		vs 3Q12
Net interest income	$	3,059	(1)	%	1
Noninterest income		2,812	(7)		(4)
Reversal of provision for credit losses		(144)	22		n.m.
Noninterest expense		3,084	(3)		6
Income tax expense		952	(11)		(14)
Segment earnings	**$**	**1,973**	**(2)**	**%**	**(1)**
($ in billions)					
Avg loans, net	$	290.4	1		5
Avg core deposits		235.3	2		4

($ in billions)		3Q13		vs 2Q13		vs 3Q12
Key Metrics:						
Cross-sell [1]		7.0		1	%	4
Commercial card spend volume	$	5.0		6		22
YTD U.S. investment banking market share % [2]		5.7	%	(2)		12
Total AUM	$	475.4		5	%	6
Advantage Funds AUM		236.4		7		13

- Net income of $2.0 billion, down 1% YoY and 2% LQ
- Net interest income down 1% LQ; average loans up 1% driven by loan acquisitions as well as growth in capital finance, government banking and corporate banking
- Noninterest income down 7% LQ from lower investment banking and trading, and seasonally lower crop insurance
- Noninterest expense down 3% LQ driven by lower revenue-based incentives and insurance expense

Key Metrics

- Cross-sell of 7.0 products per relationship [1] up from 6.7 in 3Q12

Treasury Management

- Commercial card spend volume of $5.0 billion up 6% LQ and 22% YoY

Investment Banking

- YTD Investment Banking fees from Wholesale customers up 37% YoY
- YTD U.S. investment banking market share [2] of 5.7%

Asset Management

- Total AUM up $20.7 billion LQ driven by long term and money market strategies reflecting net client inflows and increased market valuation

(1) Cross-sell reported on a one-quarter lag.
(2) Source: Dealogic U.S. investment banking fee market share.

Wealth, Brokerage and Retirement

($ in millions)		3Q13	vs 2Q13		vs 3Q12
Net interest income	$	749	7	%	10
Noninterest income		2,558	-		9
Reversal of provision for credit losses		(38)	n.m.		n.m.
Noninterest expense		2,619	3		7
Income tax expense		275	3		32
Segment earnings	**$**	**450**	**4**	**%**	**33**
($ in billions)					
Avg loans, net	$	46.7	3		10
Avg core deposits		150.6	3		10

($ in billions, except where noted)		3Q13	vs 2Q13		vs 3Q12
Key Metrics:					
WBR Clients Assets [1] *($ in trillions)*	$	1.5	3	%	7
Cross-sell [2]		10.41	1		1
Retail Brokerage					
Financial Advisors		15,285	-		1
Managed account assets	$	350	6		18
Client assets [1] *($ in trillions)*		1.3	3		8
Wealth Management					
Client assets [1]		209	3		5
Retirement					
IRA Assets		326	3		10
Institutional Retirement Plan Assets		288	4		11

(1) Includes deposits.
(2) Data as of August 2013.

- Net income up 33% YoY and 4% LQ
- Net interest income up 7% LQ; average loans and deposits up 3% LQ
- Noninterest income flat LQ as higher gains on deferred compensation plan investments were offset by seasonally lower brokerage transaction revenue
- Noninterest expense up 3% LQ due to higher deferred compensation plan expense and increased non-personnel expenses, partially offset by lower broker commissions
- Provision expense down $57 million LQ

Retail Brokerage

- Managed account assets of $350 billion, up 6% LQ; and up 18% YoY driven by strong market performance and net flows

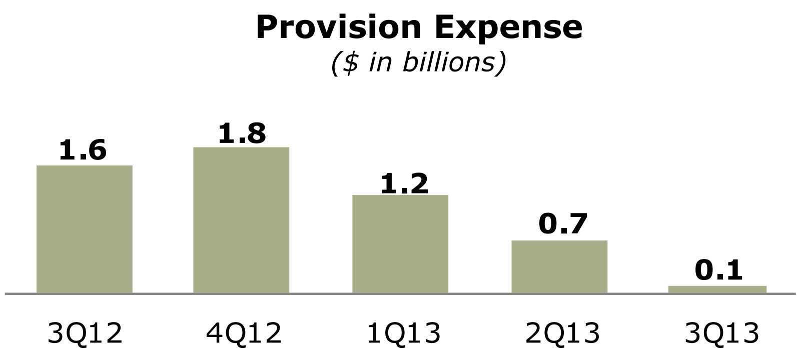
Wealth Management

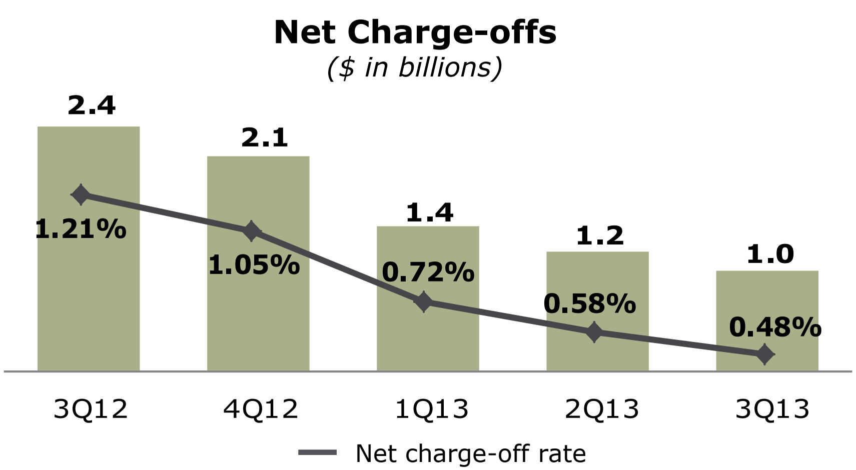
- Wealth Management client assets up 3% LQ and 5% YoY

Retirement

- IRA assets up 3% LQ and 10% YoY
- Institutional Retirement plan assets up 4% LQ and 11% YoY

Credit quality
Trends continued to improve

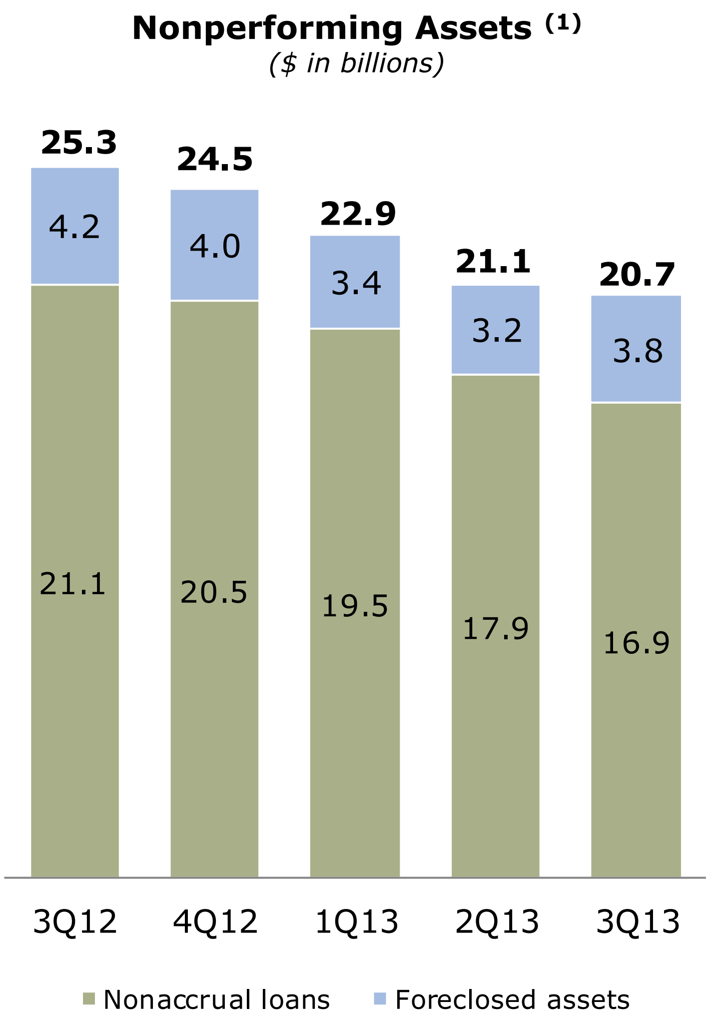


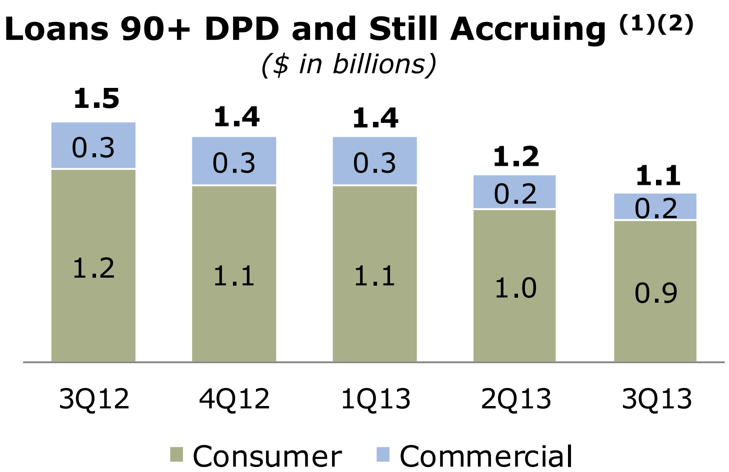


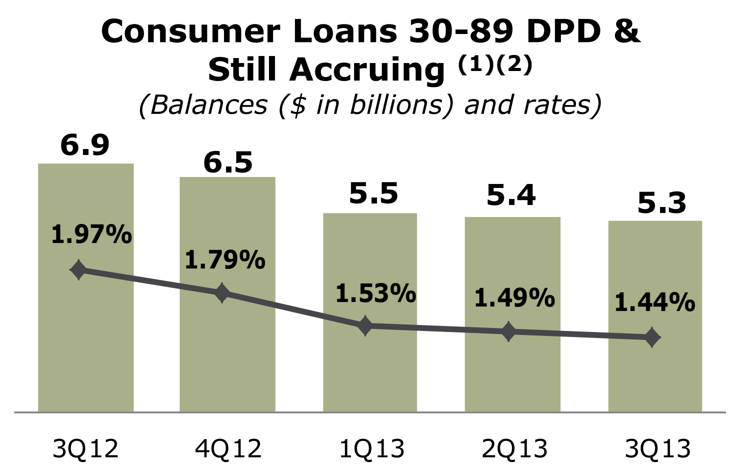
- Provision expense of $75 million, down $577 million from 2Q13
- Net charge-offs of $975 million were down $177 million, or 15%, LQ
- 0.48% net charge-off rate
  - Commercial losses of 0.02%, down 3 bps LQ
  - Consumer losses of 0.86%, down 15 bps LQ
- NPAs declined $360 million LQ on a $1.0 billion decline in nonaccrual loans partially offset by a $662 million increase in foreclosed assets due to an increase in government insured foreclosed assets (1)
- Reserve release (2) of $900 million vs. $500 million in 2Q13
  - Given current favorable conditions, we continue to expect future reserve releases, absent significant deterioration in the economy
- Allowance for credit losses = $15.6 billion
  - Allowance covered 4.0x annualized 3Q13 net charge-offs
- PCI nonaccretable = 20.0% of remaining UPB (3)

(1) The increase in government-insured foreclosed assets was primarily driven by enhancements to loan modification programs, slowing foreclosures in prior quarters.
(2) Provision expense minus net charge-offs.
(3) Unpaid principal balance for PCI loans that have not had a UPB charge-off.

Credit quality
Trends continued to improve







(1) 30-89 days and 90 days or more past due and still accruing, and nonperforming loans, include held for sale loans reported on Balance Sheet.
(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.

Capital

- Capital remained strong
- Tier 1 common equity under Basel I increased $2.8 billion to $120.3 billion in 3Q13
- Tier 1 common equity ratio under Basel I of 10.64% decreased 7 bps LQ reflecting asset growth
- Tier 1 common equity ratio under Basel III is estimated to be 9.54% at 9/30/13 (1) reflecting higher equity from strong earnings and lower risk-weighted assets (RWA) from:
  - Improved risk weighting on BOLI assets by obtaining more granular data on underlying investments
  - Disposition of an asset with punitive risk-weighting
  - Improved company credit profile and model refinements for commercial portfolios
- Period-end common shares outstanding down 28.4 million LQ
  - Purchased 50.9 million common shares in 3Q13
  - Entered into a $400 million forward repurchase transaction which is expected to settle in 4Q13 for an estimated 9.8 million shares

See Appendix page 32-33 for additional information regarding Tier 1 common equity ratios.
3Q13 capital ratios are preliminary estimates.
(1) Estimated based on management's interpretation of final rules adopted July 2, 2013, by the Federal Reserve Board establishing a new comprehensive capital framework for U.S. banking organizations that would implement the Basel III capital framework and certain provisions of the Dodd-Frank Act.

Summary

- Record earnings of $5.6 billion, up $641 million, or 13% from 3Q12
- Record diluted earnings per share of $0.99, up 13%
  - 15 consecutive quarters of EPS growth
- Solid returns
  - ROA = 1.53%, up 8 bps
  - ROE = 14.07%, up 69 bps
- Balance Sheet strength
  - Loans up $29.7 billion, or 4%, on broad-based growth
  - Core deposits up $46.7 billion, or 5%
  - Continued strong credit performance, net charge-offs of 0.48%
  - Exceeded internal 9.00% Tier 1 common equity ratio target under Basel III for the first time
- Returned more capital to shareholders

All comparisons are 3Q13 vs. 3Q12.

Appendix

Non-strategic/liquidating loan portfolio risk reduction

($ in billions)		3Q13	2Q13	1Q13	4Q12	3Q12	4Q08
Pick-a-Pay mortgage [(1)]	$	52.8	54.8	56.6	58.3	60.1	95.3
Liquidating home equity		3.9	4.2	4.4	4.6	5.0	10.3
Legacy WFF indirect auto		0.3	0.5	0.6	0.8	1.1	18.2
Legacy WFF debt consolidation		13.3	13.7	14.1	14.5	15.0	25.3
Education Finance - gov't guaranteed		11.1	11.5	11.9	12.5	13.0	20.5
Legacy WB C&I, CRE and foreign PCI loans [(1)]		2.3	2.5	2.8	3.2	3.8	18.7
Legacy WB other PCI loans [(1)]		0.4	0.4	0.4	0.6	0.6	2.5
Total	**$**	**84.1**	**87.6**	**90.8**	**94.5**	**98.6**	**190.8**

-$3.5 **-$3.2** **-$3.7** **-$4.1** **-$92.2**

-$106.7

(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**
June 30, 2013		4.0	30.3	0.9	**35.2**
September 30, 2013		3.7	29.4	0.9	**34.0**
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)	(17.9)	(2.9)	**(27.7)**
Release of nonaccretable difference since merger		(3.4)	(3.9)	(0.8)	**(8.1)** [2]
9/30/13 Remaining nonaccretable difference		0.3	4.7	0.3	**5.3**
Life-to-date net performance					
Additional provision since 2008 merger	$	(1.6)	-	(0.1)	**(1.7)**
Release of nonaccretable difference since 2008 merger		3.4	3.9	0.8	**8.1** [2]
Net performance		1.8	3.9	0.7	**6.4**

(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 $6.3 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 and accretable yield

Nonaccretable difference

- $5.3 billion remains to absorb losses on PCI loans
  - Nonaccretable = 20.0% of remaining unpaid principal balance (UPB) (1)
    - Pick-a-Pay nonaccretable = 20.4% of Pick-a-Pay UPB (1)
- $156 million in losses from loan resolutions and write-downs in the quarter

Accretable Yield

- $19.5 billion expected to accrete to income over the remaining life of the underlying loans
  - Commercial accretable yield balance of $668 million; weighted average life of portfolio is 2.4 years
    - Accretable yield percentage of 22.06%
  - Pick-a-Pay accretable yield balance of $18.5 billion; weighted average life of 14.2 years
    - Accretable yield percentage of 4.98%
- Balance decreased $505 million LQ and included $481 million accreted into interest income in 3Q13

(1) Unpaid principal balance of loans without write-downs.

Pick-a-Pay credit highlights

($ in millions)		3Q13		2Q13
Non-PCI loans				
Carrying value (1)	$	28,354		29,648
Nonaccrual loans		3,809		4,068
as a % of loans		13.43	%	13.72
Net charge-offs	$	44		69
as % of avg loans		0.61	%	0.91
90+ days past due as % of loans		9.72		10.09
Current average LTV (2)		75	%	78

($ in millions)		3Q13		2Q13
PCI loans				
Adjusted unpaid principal balance (3)	$	29,445		30,277
Carrying value (1)		24,451		25,107
Current average LTV (2)		78	%	82

Non-PCI portfolio

- Loans down 4% LQ driven by loans paid-in-full
- 86% of portfolio current
- Nonaccrual loans decreased $259 million, or 6%, LQ
  - $192 million of nonaccrual TDRs reclassified to accruing TDR status based on borrower payment performance
- $3.8 billion in nonaccruals included $2.0 billion of nonaccruing TDRs
- Net charge-offs of $44 million down $25 million LQ on improved portfolio performance and lower severities
- 58% of portfolio with LTV (2) ≤ 80%

PCI portfolio

- Carrying value down 3%
- 70% of portfolio current, modest improvement from 2Q13
- 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)		3Q13		2Q13
Total real estate 1-4 family first mortgage	$	254,924		252,841
Less consumer non-strategic/liquidating portfolios:				
Pick-a-Pay non-PCI first lien mortgage		28,354		29,648
PCI first lien mortgage		24,730		25,408
Debt consolidation first mortgage portfolio		12,995		13,403
Core first lien mortgage		188,845		184,382
Legacy WFF debt consolidation first mortgage loan performance (1)				
Nonaccrual loans	$	2,219		2,238
as % of loans		17.08	%	16.70
Net charge-offs	$	81		96
as % of average loans		2.45	%	2.83
Core first lien mortgage loan performance (2)				
Nonaccrual loans	$	4,422		4,399
as % of loans		2.34	%	2.39
Net charge-offs	$	117		163
as % of loans		0.25	%	0.35

- First lien mortgage loans up 1% as growth in core first lien mortgage was partially offset by continued run-off in the liquidating portfolio
  - Pick-a-Pay non-PCI portfolio down 4%
  - PCI portfolio down 3%
  - Debt consolidation first lien down 3%
  - Core first lien up $4.5 billion, or 2%, reflecting nonconforming mortgage originations
    - Nonconforming mortgages increased $7.8 billion to $72.4 billion (3)
- Core net charge-offs down $46 million, or 10 bps, from 2Q13 reflecting improved severity and frequency

(1) Ratios on Legacy WFF debt consolidation first mortgage loan portfolio only.
(2) Ratios on non run-off first lien mortgage loan portfolio only.
(3) Nonconforming mortgages originated post February 2009.

Home equity portfolio

($ in millions)		3Q13		2Q13
Core Portfolio [1]				
Outstandings	$	82,305		84,813
Net charge-offs		253		335
as % of avg loans		1.20	%	1.56
2+ payments past due	$	2,066		2,119
as % loans		2.52	%	2.51
% CLTV > 100% [2]		27		30
2+ payments past due		3.19		3.10
% Unsecured balances [3]		11		13
% 1st lien position		22		22
Liquidating Portfolio				
Outstandings	$	3,911		4,173
Net charge-offs		47		54
as % of avg loans		4.61	%	5.05
2+ payments past due	$	134		151
as % loans		3.43	%	3.63
% CLTV > 100% [2]		63		66
2+ payments past due		2.85		3.16
% 1st lien position		4		4

Excludes purchased credit-impaired loans.
(1) Includes equity lines of credit and closed-end junior liens associated with the Pick-a-Pay portfolio totaling $1.3 billion at September 30, 2013 and $1.3 billion at June 30, 2013.
(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 September 2013.
(3) Unsecured balances, representing the percentage of outstanding balances above the most recent home value.

Core Portfolio [1]

- Outstandings down 3%
  - High quality new originations with weighted average CLTV of 63%, 776 FICO, and 33% total debt service ratio
- 3Q13 losses decreased $82 million
- 2+ delinquencies decreased $53 million
- Delinquency rate for loans with a CLTV >100% increased 9 bps

Liquidating Portfolio

- Outstandings down 6%
- 3Q13 losses decreased $7 million
- 2+ delinquencies declined $17 million
- Delinquency rate for loans with a CLTV >100% improved 31 bps

Total home equity portfolio = $86 billion

- 22% in 1st lien position
- 39% in junior lien position behind WFC owned or serviced 1st lien
  - Current 1st lien, Current junior lien = 96.5%
  - Current 1st lien, Delinquent junior lien = 1.0%
  - Delinquent 1st lien, Current junior lien = 1.1%
  - Delinquent 1st lien, Delinquent junior lien = 1.4%
- 39% in junior lien position behind third party 1st lien

Consumer credit card portfolio

($ in millions)		3Q13		2Q13
Credit card outstandings	$	25,448		24,815
Net charge-offs		207		234
as % of avg loans		3.28	%	3.90
Key Metrics:				
Purchase volume	$	13,727		13,241
New accounts		591,699		577,400
Penetration (1)		36.0	%	34.9

- Credit card outstandings of $25.4 billion, rose 3% LQ and 7% YoY reflecting continued new account growth
  - Record new accounts (2) in 3Q13 up 2% LQ and 9% YoY
  - Credit Card household penetration rate rose to 36.0% (1), up from 34.9% in 2Q13
  - Purchase dollar volume (2) is up 4% LQ and 14% YoY while POS transactions are up 5% LQ and 17% YoY reflecting growth in new accounts and increases in active accounts
- Net charge-offs down $27 million, or 62 bps, LQ and $5 million, or 39 bps, YoY, reflecting continued steady improvement

(1) Household penetration as of August 2013 and defined as the percentage of retail banking deposit households that have a credit card with Wells Fargo.
(2) 2Q13 purchase volume and new accounts have been recast from originally reported.

Auto portfolios [1]

($ in millions)		3Q13		2Q13
Indirect Consumer Portfolio				
Auto outstandings	$	47,249		46,289
Nonaccrual loans		170		178
as % of loans		0.36	%	0.38
Net charge-offs	$	76		41
as % of avg loans		0.65	%	0.36
30+ days past due	$	800		686
as % of loans		1.69	%	1.48
Direct Consumer Portfolio				
Auto outstandings	$	2,444		2,359
Nonaccrual loans		18		22
as % of loans		0.72	%	0.94
Net charge-offs	$	2		1
as % of avg loans		0.31	%	0.18
30+ days past due	$	15		17
as % of loans		0.63	%	0.74
Commercial Portfolio				
Auto outstandings	$	7,469		7,643
Nonaccrual loans		2		2
as % of loans		0.02	%	0.03
Net charge-offs	$	-		-
as % of avg loans		n.m.	%	n.m.

Consumer Portfolio

- Auto outstandings of $49.7 billion up 2% LQ and 8% YoY
  - 3Q13 originations of $6.9 billion down 3% LQ and up 9% YoY
    - Maintained disciplined underwriting
- Nonaccrual loans declined $12 million LQ
- Net charge-offs were up $36 million LQ reflecting seasonality
  - September Manheim index of 122.8 up 3% LQ and 2% from September 2012
- 30+ days past due increased $112 million LQ reflecting seasonality and decreased $101 million YoY

Commercial Portfolio

- Loans of $7.5 billion down 2% LQ and up 13% YoY
- Continued strong credit performance

(1) The consumer auto portfolio includes the liquidating legacy Wells Fargo Financial indirect portfolio of $299 million.

Student lending portfolio

($ in millions)		3Q13		2Q13
Education Finance				
Total outstandings	$	22,392		22,472
Private Portfolio				
Private outstandings	$	11,298		10,937
Net charge-offs		29		31
as % of avg loans		1.05	%	1.14
30 days past due	$	228		196
as % of loans		2.02	%	1.79
Government Guaranteed Portfolio				
Government outstandings	$	11,094		11,534

- $22.4 billion student lending outstandings relatively stable LQ

Private Portfolio

- $11.3 billion private loans outstandings up 3% LQ and 7% YoY
  - Borrowers have an average FICO of 748 and 80% of the total outstandings have been co-signed
  - Applications increased 57% LQ due to fall term applications in the current quarter
  - Originations increased 284% LQ due to seasonality
- Net charge-offs down $2 million LQ
- 30+ days past due rose $32 million, or 23 bps, LQ on seasonality

Government Portfolio

- $11.1 billion liquidating government guaranteed outstandings declined 4% LQ and 14% YoY

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)		**Sept. 30, 2013**	June 30, 2013	Mar. 31, 2013	Dec. 31, 2012	Sept. 30 2012
Total equity		**$ 168.8**	163.8	163.4	158.9	156.1
Noncontrolling interests		**(1.6)**	(1.4)	(1.3)	(1.3)	(1.4)
Total Wells Fargo stockholders' equity		**$ 167.2**	162.4	162.1	157.6	154.7
Adjustments:						
Preferred equity		**(14.3)**	(12.6)	(12.6)	(12.0)	(11.3)
Goodwill and intangible assets (other than MSRs)		**(31.8)**	(32.2)	(32.5)	(32.9)	(33.4)
Applicable deferred taxes		**2.9**	3.0	3.1	3.2	3.3
Deferred tax asset limitation		**-**	-	-	-	-
MSRs over specified limitations		**(0.9)**	(0.8)	(0.8)	(0.7)	(0.7)
Cumulative other comprehensive income		**(2.2)**	(1.8)	(5.1)	(5.6)	(6.4)
Other		**(0.6)**	(0.5)	(0.6)	(0.6)	(0.4)
Tier 1 common equity	(A)	**$ 120.3**	117.5	113.6	109.0	105.8
Total risk-weighted assets [(2)]	(B)	**$ 1,131.0**	1,097.4	1,094.3	1,077.1	1,067.1
Tier 1 common equity to total risk-weighted assets [(2)]	(A)/(B)	**10.64 %**	10.71	10.39	10.12	9.92

(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 September 30, 2013, risk-weighted assets (RWA) and resulting Tier 1 common equity to total RWA are preliminary and reflect total estimated on-balance sheet and total estimated derivative and off-balance sheet RWA of $908.7 billion and $222.3 billion, respectively.

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

Wells Fargo & Company and Subsidiaries

TIER 1 COMMON EQUITY UNDER BASEL III (ESTIMATED) (1) (2)

($ in billions)		**Sept. 30, 2013**
Tier 1 common equity under Basel I		**$ 120.3**
Adjustments from Basel I to Basel III (3)(5):		
Cumulative other comprehensive income related to AFS securities and defined benefit pension plans		**$ 2.2**
Other		**1.2**
Total adjustments from Basel I to Basel III		**3.4**
Threshold deductions, as defined under Basel III (4) (5)		**-**
Tier 1 common equity anticipated under Basel III	(C)	**$ 123.7**
Total risk-weighted assets anticipated under Basel III (6)	(D)	**$ 1,297.4**
Tier 1 common equity to total risk-weighted assets anticipated under Basel III	(C)/(D)	**9.54** %

(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) The Basel III Tier 1 common equity and risk-weighted assets are estimated based on management's interpretation of the Basel III capital rules adopted July 2, 2013, by the Federal Reserve Board. The rules establish a new comprehensive capital framework for U.S. banking organizations that implement the Basel III capital framework and certain provisions of the Dodd-Frank Act.

(3) Adjustments from Basel I to Basel III represent reconciling adjustments, primarily certain components of cumulative other comprehensive income deducted for Basel I purposes, to derive Tier 1 common equity under Basel III.

(4) Threshold deductions, as defined under Basel III, include individual and aggregate limitations, as a percentage of Tier 1 common equity, with respect to MSRs (net of related deferred tax liability, which approximates the MSR book value times the applicable statutory tax rates), deferred tax assets and investments in unconsolidated financial companies.

(5) Volatility in interest rates can have a significant impact on the valuation of cumulative other comprehensive income and MSRs and therefore, may impact adjustments from Basel I to Basel III, and MSRs subject to threshold deductions, as defined under Basel III, in future reporting periods.

(6) The final Basel III capital rules provide for two capital frameworks: the "standardized" approach intended to replace Basel I, and the "advanced" approach applicable to certain institutions as originally defined under Basel II. Under the final rules, we will be subject to the lower of our Tier 1 common equity ratio calculated under the standardized approach and under the advanced approach in the assessment of our capital adequacy. Accordingly, the estimate of RWA reflects management's interpretation of RWA determined under the advanced approach because management expects RWA to be higher using the advanced approach compared with the standardized approach. Basel III capital rules adopted by the Federal Reserve Board incorporate different classification of assets, with certain risk weights based on a borrower's credit rating or Wells Fargo's own models, along with adjustments to address a combination of credit/counterparty, operational and market risks, and other Basel III elements.

Forward-looking statements and additional information

Forward-looking statements:

This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In addition, we may make forward-looking statements in our other documents filed or furnished with the SEC, and our management may make forward-looking statements orally to analysts, investors, representatives of the media and others. Forward-looking statements can be identified by words such as "anticipates," "intends," "plans," "seeks," "believes," "estimates," "expects," "target," "projects," "outlook," "forecast," "will," "may," "could," "should," "can" and similar references to future periods. In particular, forward-looking statements include, but are not limited to, statements we make about: (i) the future operating or financial performance of the Company, including our outlook for future growth; (ii) our noninterest expense and efficiency ratio; (iii) future credit quality and performance, including our expectations regarding future loan losses and allowance releases; (iv) the appropriateness of the allowance for credit losses; (v) our expectations regarding net interest income and net interest margin; (vi) loan growth or the reduction or mitigation of risk in our loan portfolios; (vii) future capital levels and our estimated Tier 1 common equity ratio under Basel III capital standards; (viii) the performance of our mortgage business and any related exposures; (ix) the expected outcome and impact of legal, regulatory and legislative developments, as well as our expectations regarding compliance therewith; (x) future common stock dividends, common share repurchases and other uses of capital; (xi) our targeted range for return on assets and return on equity; (xii) the outcome of contingencies, such as legal proceedings; and (xiii) the Company's plans, objectives and strategies. Forward-looking statements are not based on historical facts but instead represent our current expectations and assumptions regarding our business, the economy and other future conditions. 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 the "Forward-Looking Statements" discussion in Wells Fargo's press release announcing our third quarter 2013 results and in our most recent Quarterly Report on Form 10-Q, as well as to Wells Fargo's other 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, 2012.

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 document have been adjusted to exclude the purchased credit-impaired loans. References in this document to impaired loans mean the purchased credit-impaired loans. Please see pages 32-34 of the press release announcing our 3Q13 results for additional information regarding the purchased credit-impaired loans.