WELLS FARGO

3Q12 Quarterly Supplement

October 12, 2012

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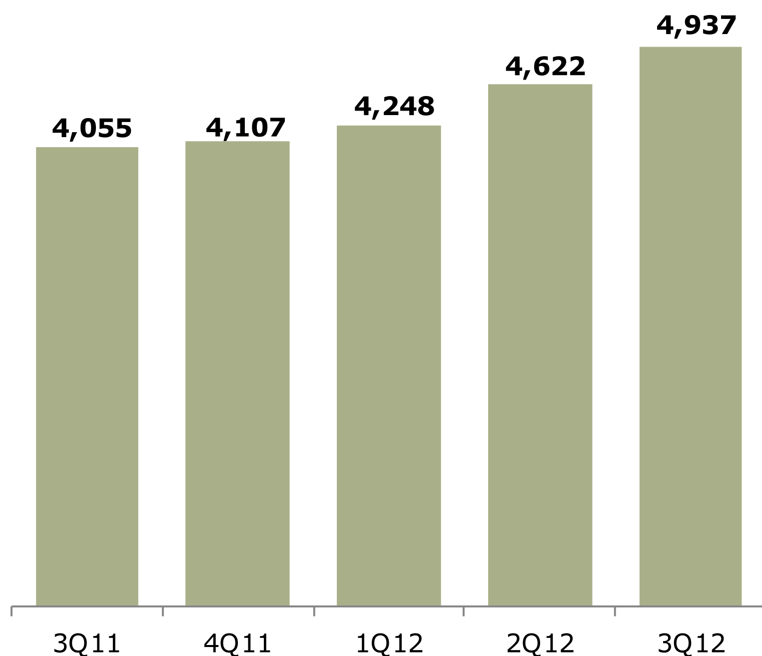
3Q12 Results

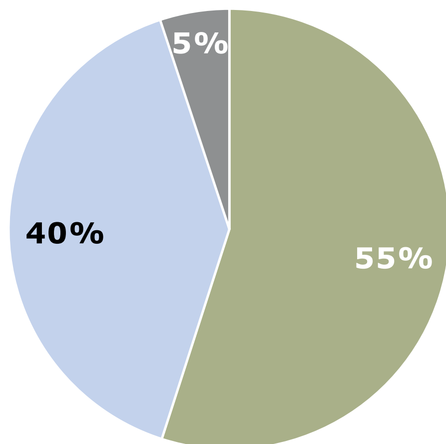


- Record earnings of $4.9 billion, up 7% linked quarter (LQ) and 22% year-over-year (YoY)
- Record diluted earnings per common share of $0.88, up 7% LQ and 22% YoY
- Total revenue of $21.2 billion relatively stable as lower net interest income was largely offset by stronger noninterest income
- Positive operating leverage; efficiency ratio improvement to 57.1% (1)
- Pre-tax pre-provision profit (2) of $9.1 billion, up $209 million LQ
- Strong underlying credit performance
- ROA = 1.45%, up 4 bps LQ and up 19 bps YoY
- ROE = 13.38%, up 52 bps LQ and up 152 bps YoY
- Capital levels remained strong
  - 10.06% Tier 1 common equity ratio under Basel I and estimated Tier 1 common equity ratio under Basel III of 8.02% (3)

(1) Efficiency ratio defined as noninterest expense divided by total revenue (net interest income plus noninterest income).
(2) 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.
(3) Estimated Basel III calculation based on management's current interpretation of the Basel III capital rules proposed by federal banking agencies in notices of proposed rulemaking announced in June 2012. The proposed rules and interpretations and assumptions used in estimating Basel III calculations are subject to change depending on final promulgation of Basel III capital rules. See pages 35-36 for additional information regarding Tier 1 common equity ratios.

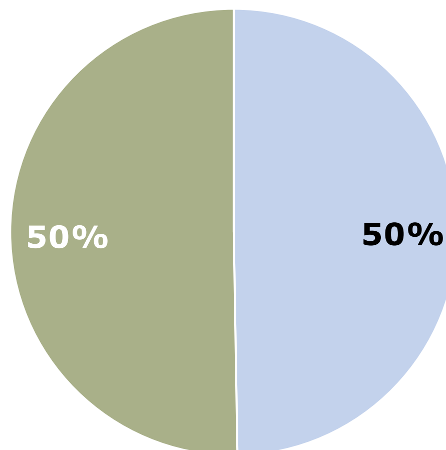
Continued strong diversification

Diversified Loan Portfolio



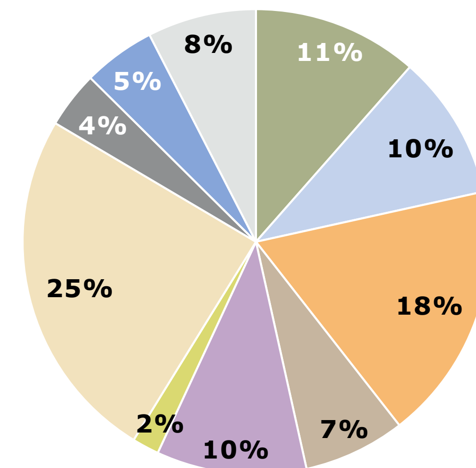
Consumer Loans	55%
Commercial Loans	40%
Foreign Loans	5%

Balanced Spread and Fee Income



Net Interest Income	50%
Noninterest Income	50%

Diversified Fee Generation



Deposit Service Charges	11%
Trust, Investment & IRA fees	10%
Commissions & All Other Investment Fees	18%
Card Fees	7%
Other Banking Fees	10%
Mortgage Servicing, net	2%
Mortgage Orig./Sales, net	25%
Insurance	4%
Net Gains from Trading	5%
Other Noninterest Income [(1)]	8%

All data is for 3Q12.

(1) Other noninterest income includes net gains on debt securities available for sale, equity investments, operating leases and all other noninterest income.

Balance Sheet and credit overview

Balance Sheet	
Loans	▪ Total period-end loans up $7.4 billion - Core loans increased $11.9 billion primarily driven by the decision to retain $9.8 billion of 1-4 family conforming first mortgage production - Non-strategic/liquidating portfolio decreased $4.5 billion [1]
Short-term investments/ Fed funds sold	▪ Balances up $25.8 billion driven by strong deposit growth
Securities available for sale (AFS)	▪ Balances up $2.5 billion driven by an increase in fair value as new investments were largely offset by the continued run-off of higher-yielding securities
Deposits	▪ Balances up $23.3 billion
Long-term debt	▪ Balances up $5.8 billion as $7.4 billion in issuances were partially offset by $2.2 billion in maturities
Common stock repurchases	▪ Purchased 16.5 million common shares in the quarter and an additional estimated 9 million shares through a forward repurchase transaction that is expected to settle in 4Q12
Credit	▪ Strong core credit performance; $200 million reserve release [3] on strong underlying credit
Effect of regulatory guidance [2] implementation on credit	▪ $1.4 billion reclassification of performing consumer loans to nonaccrual status ▪ $567 million in net charge-offs fully covered by loan loss reserves ▪ See page 14 for additional information

Period-end balances. All result comparisons are 3Q12 compared with 2Q12.

(1) See pages 6 and 23 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) Office of the Comptroller of the Currency update to the Bank Accounting Advisory Series issued third quarter 2012 (OCC guidance). The OCC guidance requires write-down of performing consumer loans restructured in bankruptcy to collateral value.

(3) Provision expense minus net charge-offs excluding the effects of OCC guidance implementation.

Income Statement overview

Net interest income

- NII down $375 million on lower variable income from elevated 2Q12 levels; increased paydowns and cautious reinvestment also reduced AFS portfolio income
- Net interest margin (NIM) down 25 bps to 3.66% reflecting lower variable income, continued balance sheet repricing and strong deposit growth

Noninterest income

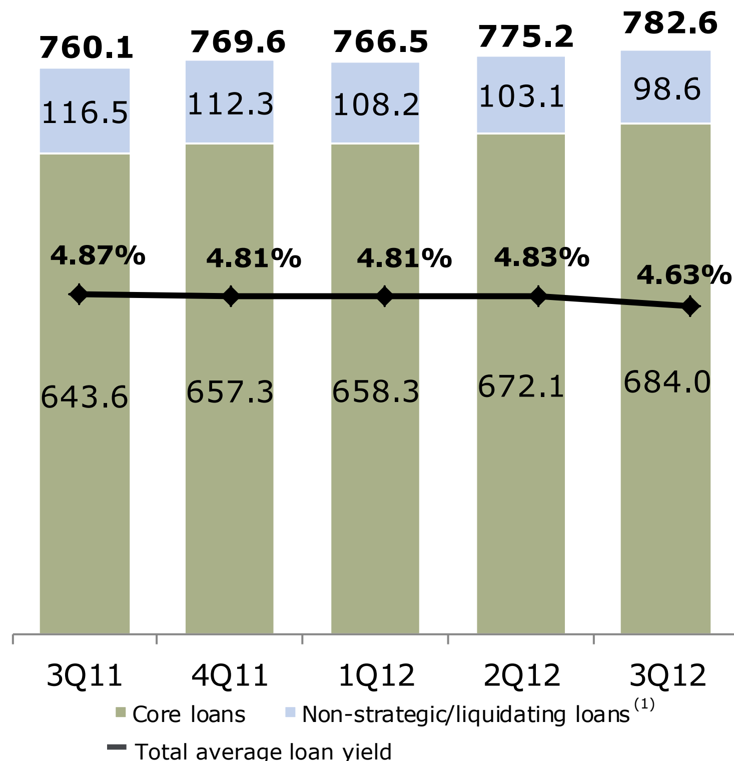
- Mortgage banking down $86 million
  - Net servicing income down $482 million on increased servicing and foreclosure costs incorporated into our MSR valuation
  - Gain on sale revenue up $396 million despite ~$200 million in forgone revenue resulting from the retention of new conforming production
- Market sensitive revenues [(1)] up $252 million
  - Trading up $266 million reflecting $153 million higher deferred compensation plan investment income (P&L neutral) as well as stronger customer accommodation trading results
- Service charges on deposit accounts up $71 million reflecting product and pricing initiatives
- Trust & investment fees up $56 million on higher asset based fees in retail brokerage and asset management as well as higher retail brokerage transaction revenue

Noninterest expense

- Personnel expense down $29 million despite $152 million higher deferred compensation expense and 2,600 additional FTEs primarily in mortgage and the retail bank Eastern franchise
- Operating losses down $243 million on lower litigation accruals
- Insurance commissions expense down $112 million reflecting seasonality

All result comparisons are 3Q12 compared with 2Q12.
(1) Includes net gains from trading activities, net gains on debt securities available for sale and net gains from equity investments.

Loans
Strong core loan growth

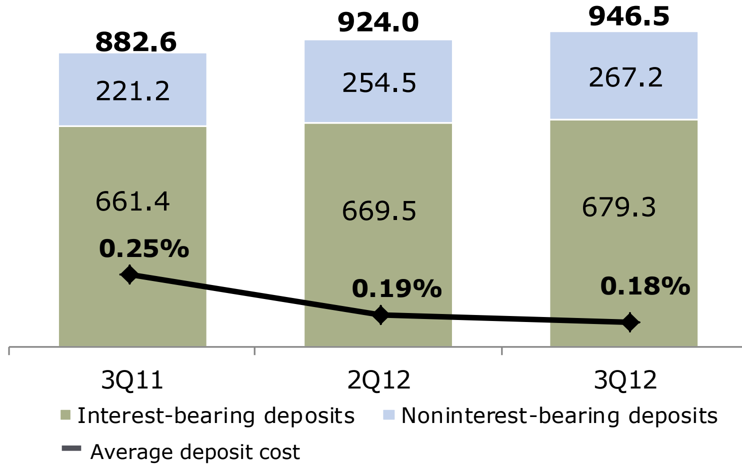


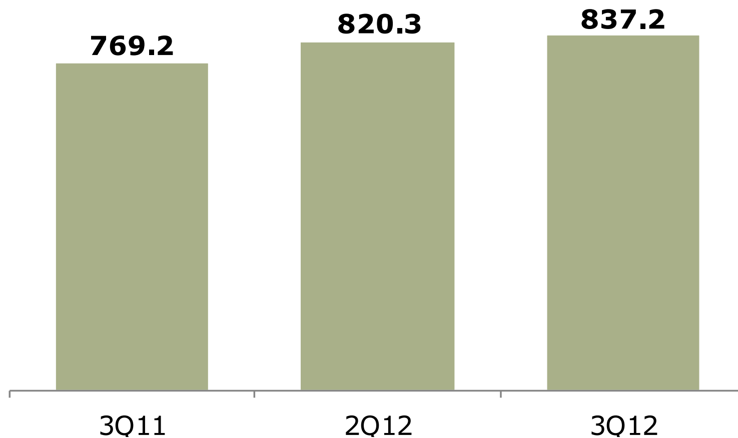
- Period-end loans up $7.4 billion from 2Q12
  - Commercial loans down $1.5 billion as growth in C&I was more than offset by declines in CRE and foreign
  - Consumer loans up $8.9 billion as growth in first mortgage, auto, credit card and private student lending was partially offset by a $2.8 billion decline in junior lien mortgage
    - Includes retention of $9.8 billion of 1-4 family conforming first mortgages
- Non-strategic/liquidating loans [(1)] down $4.5 billion from 2Q12
- Core loans grew $11.9 billion from 2Q12
- Total average loan yield of 4.63% down 20 bps LQ
  - 2Q12 loan yields reflected benefit from higher than average PCI loan resolutions
  - Core loan yield excluding the non-strategic/ liquidating portfolio was down 7 bps

Period-end balances.

(1) See page 23 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.

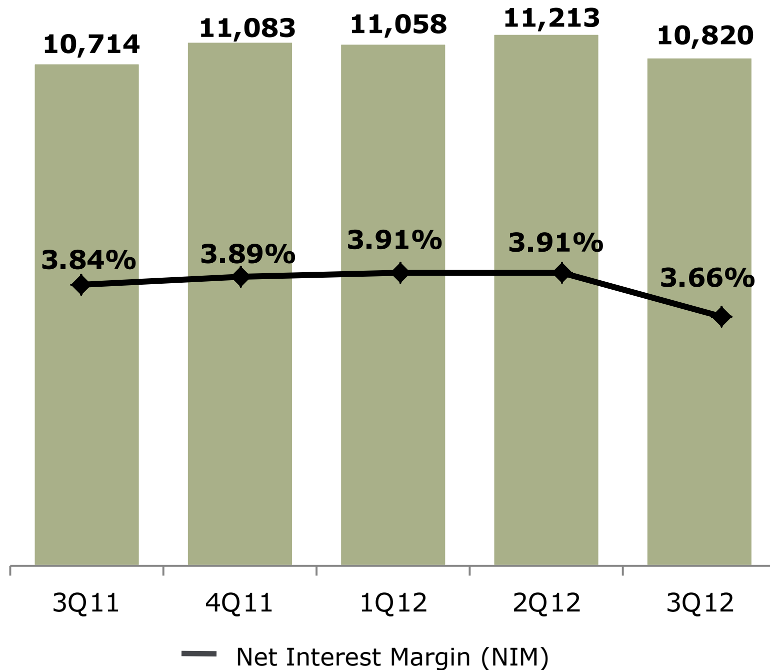
Deposits
Strong growth and reduced average cost



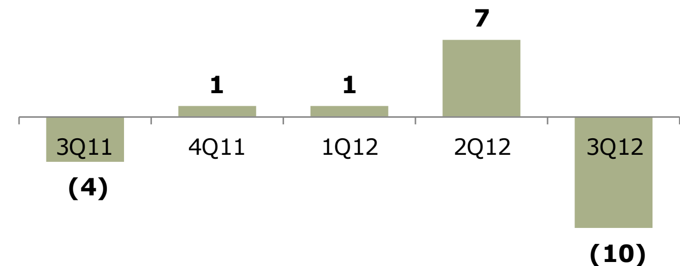


- Average deposits up $22.5 billion LQ to $946.5 billion driven by growth across the franchise
- Average core deposits of $895.4 billion up $14.7 billion from 2Q12
  - 115% of average loans
  - Average retail core deposits up 4% annualized LQ
- Average core checking and savings up $16.9 billion, or 2% from 2Q12
  - 94% of average core deposits
- Average deposit cost of 18 bps down 1 bp from 2Q12

Net interest income



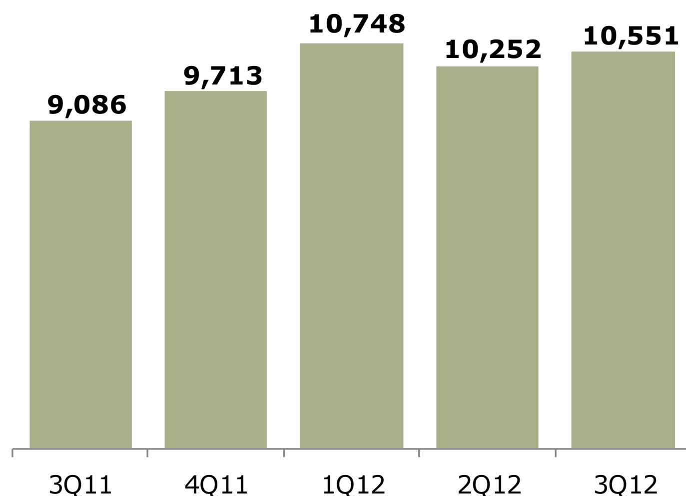
- Tax-equivalent net interest income [1] down $393 million from 2Q12; NIM declined to 3.66%
- Average earning assets up $26.3 billion or 2% LQ
  - Short-term investments/fed funds sold up $20.3 billion
  - $2.6 billion increase in mortgages held for sale
  - Trading assets down $3.1 billion
  - AFS securities down $1.9 billion
- NIM down 25 bps from 2Q12 on:
  - Lower variable income ~ 10 bps of the decline
  - Continued balance sheet repricing as higher yielding earning assets ran off and our cautious reinvestment stance included shorter-maturity securities ~8 bps
    - Securities ~ 6 bps and loans ~ 2 bps
  - Strong deposit inflows with proceeds invested in short-term investments/fed funds sold ~7 bps



(1) *Tax equivalent net interest income is based on the federal statutory rate of 35% for the periods presented. Net interest income was $10,542 million, $10,892 million, $10,888 million, $11,037 million and $10,662 million for 3Q11, 4Q11, 1Q12, 2Q12 and 3Q12 respectively.*

Noninterest income

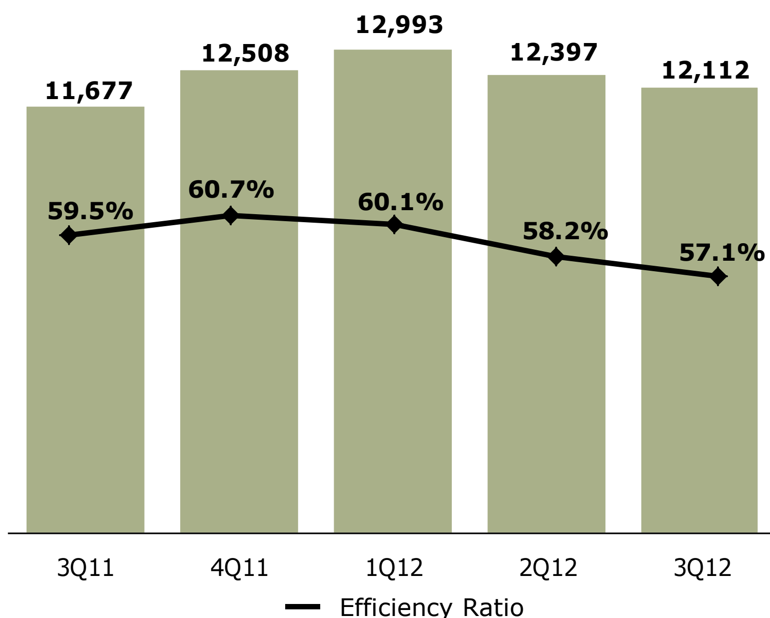
($ in millions)		3Q12	vs 2Q12		vs 3Q11
Noninterest income					
Service charges on deposit accounts	$	1,210	6	%	10
Trust and investment fees		2,954	2		6
Card fees		744	6		(27)
Other fees		1,097	(3)		1
Mortgage banking		2,807	(3)		53
Insurance		414	(21)		(2)
Net gains from trading activities		529	101		n.m.
Net gains on debt securities available for sale		3	105		(99)
Net gains from equity investments		164	(32)		(52)
Operating leases		218	82		(23)
Other		411	3		15
Total noninterest income	**$**	**10,551**	**3**	**%**	16



- Deposit service charges up 6% LQ reflecting product and pricing changes
- Trust and investment fees up 2% LQ on stronger asset based fees in retail brokerage and asset management as well as higher retail brokerage transaction revenue
- Card fees up 6% LQ reflecting higher interchange revenue on higher volumes and new account growth
- Mortgage banking down $86 million, or 3%, LQ as strong originations were offset by lower servicing income
  - Net servicing income down $482 million on increased servicing and foreclosure costs incorporated into our MSR valuation
  - Gain on sale revenue up $396 million despite ~$200 million in forgone revenue resulting from the retention of conforming production
    - Included a $207 million LQ decrease in the mortgage repurchase build
- Insurance down 21% LQ reflecting seasonality
- Trading gains up $266 million LQ on $153 million higher deferred compensation plan investment income and stronger customer accommodation trading results
- Operating leases up $98 million LQ on early lease termination fees

Noninterest expense and efficiency ratio (1)

($ in millions)		3Q12	vs 2Q12		vs 3Q11
Noninterest expense					
Salaries	$	3,648	(2)	%	(2)
Commission and incentive compensation		2,368	1		13
Employee benefits		1,063	1		36
Equipment		510	11		(1)
Net occupancy		727	4		(3)
Core deposit and other intangibles		419	-		(10)
FDIC and other deposit assessments		359	8		8
Other		3,018	(11)		-
Total noninterest expense	**$**	**12,112**	**(2)**	**%**	**4**



- Noninterest expense down $285 million from 2Q12 driven by lower operating losses and seasonally lower insurance commissions expense
  - Salaries expense down $57 million, or 2%, as lower severance expense was partially offset by 2,600 additional FTEs primarily in mortgage and the retail bank Eastern franchise
  - Employee benefits expense up $14 million, or 1%, as $152 million in higher deferred compensation expense was partially offset by other lower employee benefits
  - Other expense down $363 million LQ and included:
    - Operating losses down $243 million on lower litigation accruals
    - Insurance commissions expense down $132 million driven by seasonality
- 3Q12 expenses included:
  - ~$100 million in outside professional services expense associated with mortgage servicing regulatory consent orders, stable LQ
- Efficiency ratio of 57.1% in 3Q12 was the lowest in ten quarters
- Continue to target an efficiency ratio of 55%-59%

(1) Efficiency ratio defined as noninterest expense divided by total revenue (net interest income plus noninterest income).

Community Banking

($ in millions)		3Q12	vs 2Q12		vs 3Q11
Net interest income	$	7,247	(1)	%	-
Noninterest income		5,863	1		12
Provision for credit losses		1,627	3		(18)
Noninterest expense		7,402	(2)		7
Income tax expense		1,250	(5)		2
Segment earnings	**$**	**2,740**	**8**	**%**	**18**
($ in billions)					
Avg loans, net	$	485.3	-		(1)
Avg core deposits		594.5	1		7

	3Q12		2Q12	3Q11
Regional Banking				
Consumer checking account growth [1][2]	0.1	%	1.0	6.3
Business checking account growth [1][2]	3.9		3.8	4.0
Retail Bank household cross-sell [1]	6.04		6.00	5.90

($ in billions)		3Q12	vs 2Q12		vs 3Q11
Consumer Lending					
Credit card payment volumes (POS)	$	12.1	4	%	15
Credit card penetration [1][3]		32.1	110	bps	400
Home Mortgage					
Applications	$	188	(10)	%	11
Application pipeline		97	(5)		15
Originations		139	6		56
Managed residential mortgage servicing *($ in trillions)*	$	1.9	1		4

(1) Metrics reported on a one-month lag from reported quarter-end; for example 3Q12 cross-sell is as of August 2012.
(2) Checking account growth is 12-months ending for each respective period.
(3) Household penetration as of August 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.

- Average loans were flat LQ as growth in first mortgage, credit card, core auto and private student lending was partially offset by non-strategic/liquidating portfolio run-off and lower home equity outstandings

Regional Banking

- Continued franchise and cross-sell growth [1]
  - Consumer checking [2] essentially flat to prior year
  - Business checking [2] up a net 3.9%
  - Retail bank cross-sell of 6.04 products per household up from 5.90 in 3Q11
    - West cross-sell = 6.40
    - East cross-sell = 5.56

Consumer Lending

- Credit card penetration [1] [3] rose to 32.1%, up from 31.0% in 2Q12 and 28.1% in 3Q11
- Consumer auto originations of $6.3 billion, down 3% LQ and up 20% YoY
- Mortgage originations of $139 billion up 6% LQ
  - 14% of originations were from HARP [4]
- Quarter-end pipeline of $97 billion down 5% LQ
- Managed residential mortgage servicing of $1.9 trillion up 1% LQ

Wholesale Banking

($ in millions)		3Q12	vs 2Q12		vs 3Q11
Net interest income	$	3,028	(10)	%	5
Noninterest income		2,921	5		31
Reversal of provision for credit losses		(57)	n.m.		(68)
Noninterest expense		2,908	(7)		8
Income tax expense		1,103	18		34
Segment earnings	**$**	**1,993**	**6**	**%**	**11**
($ in billions)					
Avg loans, net	$	277.1	3		9
Avg core deposits		225.4	2		8

($ in billions)		3Q12		vs 2Q12		vs 3Q11
Key Metrics:						
Commercial card spend volume	$	4.1		3	%	24
CEO Mobile Wire volume (1)		3.4		(19)		36
YTD U.S. investment banking market share % (2)		5.1	%	-	bps	30
Total AUM	$	450.4		3	%	-
Advantage Funds AUM		209.4		3		(1)

(1) *Approved and initiated.*
(2) *Source: Dealogic U.S. investment banking fee market share.*

- Record net income of $2.0 billion
- Net interest income down 10% driven by lower PCI loan resolution income
  - Average loans up $6.9 billion driven by 2Q12 acquisitions and growth in commercial banking and capital finance
- Noninterest income up 5% LQ driven by higher trading, operating lease income and commercial mortgage banking
- Provision expense down $245 million LQ on lower losses, higher recoveries and a reserve release in the quarter
- Expenses down 7% LQ driven by seasonally lower insurance expense as well as lower foreclosed asset expense and personnel expense

Treasury Management

- Commercial card spend volume of $4.1 billion up 3% LQ and 24% YoY

Investment Banking

- Investment Banking fees from Commercial and Corporate Banking customers up 13% YTD from 2011 YTD
- 2012 YTD U.S. investment banking market share (3) of 5.1%

Asset Management

- Total AUM up 3% LQ on higher market valuation and positive net flows across all asset classes

Wealth, Brokerage and Retirement

($ in millions)		3Q12	vs 2Q12		vs 3Q11
Net interest income	$	680	(3)	%	(5)
Noninterest income		2,353	4		8
Provision for credit losses		30	(19)		(38)
Noninterest expense		2,457	3		4
Income tax expense		208	(1)		17
Segment earnings	**$**	**338**	**(1)**	**%**	**17**
($ in billions)					
Avg loans, net	$	42.5	-		(1)
Avg core deposits		136.7	2		3

($ in billions, except where noted)		3Q12	vs 2Q12		vs 3Q11
Key Metrics:					
WBR Clients Assets [1] *($ in trillions)*	$	1.4	4	%	10
Cross-sell [2]		10.27	-		2
Retail Brokerage					
Financial Advisors		15,167	-		-
Managed account assets	$	297	7		25
Client assets [1] *($ in trillions)*		1.2	4		11
Wealth Management					
Client assets [1]		199	1		4
Retirement					
IRA Assets		295	5		13
Institutional Retirement Plan Assets		260	4		14

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

- Net interest income down 3% LQ driven by lower yields on allocated investments and loan portfolios
- Noninterest income up 4% LQ due to the impact of the higher equity market on hedged deferred compensation plan investment results (offset in expense)
- Total revenue rose 2%; excluding $76 million higher deferred compensation plan investment results, revenues were flat as lower securities gains and net interest income were partially offset by higher asset-based fees and brokerage transaction revenue
- Expenses up 3% LQ primarily due to $77 million higher deferred compensation expense; excluding deferred compensation, expenses were flat

Retail Brokerage

- Managed account assets up 7% LQ and 25% YoY driven by strong net flows and market performance

Wealth Management

- Wealth Management client assets up 1% LQ and 4% YoY

Retirement

- IRA assets up 5% LQ and 13% YoY
- Institutional Retirement plan assets up 4% LQ and 14% YoY

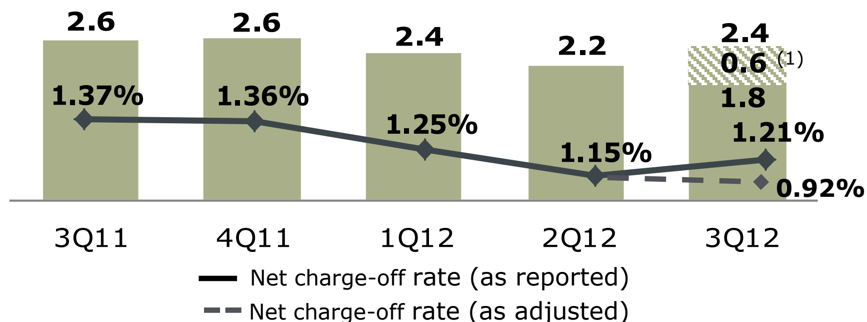
3Q12 Credit quality highlights

($ in millions)		2Q12		3Q12 Reported	3Q12 Effect from OCC Guidance Implementation	3Q12 Adjusted [1]
Commercial nonaccruals	$	6,924		6,371	-	6,371
Consumer nonaccruals		13,654		14,673	1,441	13,232
Total nonaccrual loans		20,578		21,044	1,441	19,603
Total foreclosed assets		4,307		4,209	-	4,209
Total NPAs	$	24,885		25,253	1,441	23,812
as % of loans		3.21	%	3.23		3.04
Provision for credit losses	$	1,800		1,591	-	1,591
Commercial net charge-offs		358		217	-	217
Consumer net charge-offs		1,842		2,141	567	1,574
Total net charge-offs	$	2,200		2,358	567	1,791
as % of avg loans		1.15	%	1.21		0.92
Commercial		0.42		0.24		0.24
Consumer		1.76		2.01		1.48
Allowance for credit losses	$	18,646		17,803	(567)	18,370
as % of loans		2.41	%	2.27		2.35
as % of nonaccrual loans		91		85		94

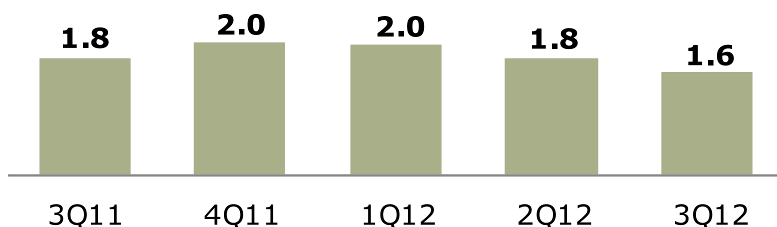
(1) The OCC guidance requires write-down of performing consumer loans restructured in bankruptcy to collateral value. Management believes that the presentation in this Quarterly Supplement of information excluding the impact of the OCC guidance provides useful disclosure regarding the underlying credit quality of the Company's loan portfolios.

Credit quality
Underlying trends showed continued improvement

Net Charge-offs
($ in billions)



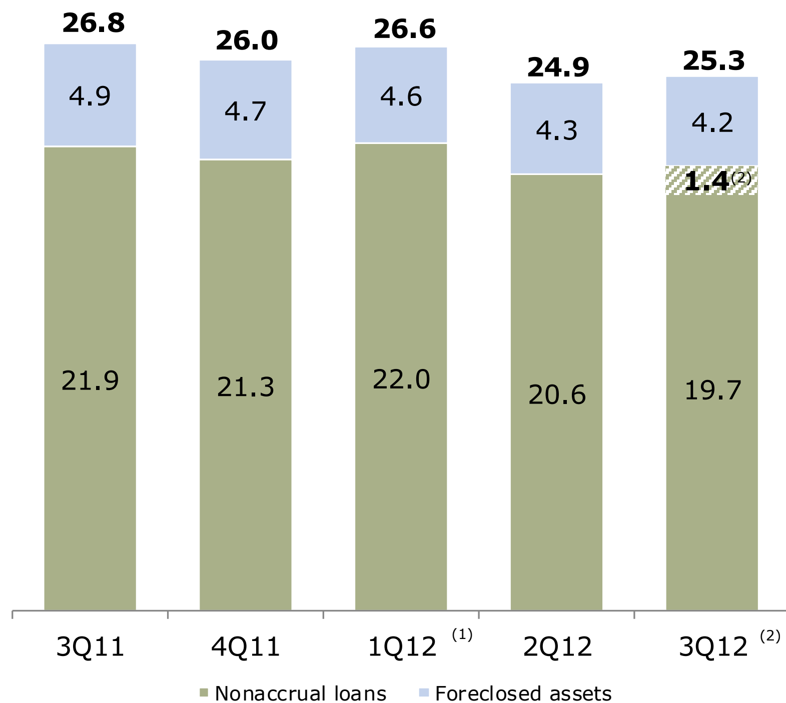
Provision Expense
($ in billions)

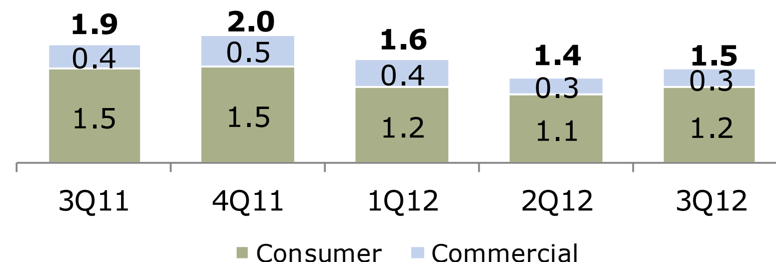


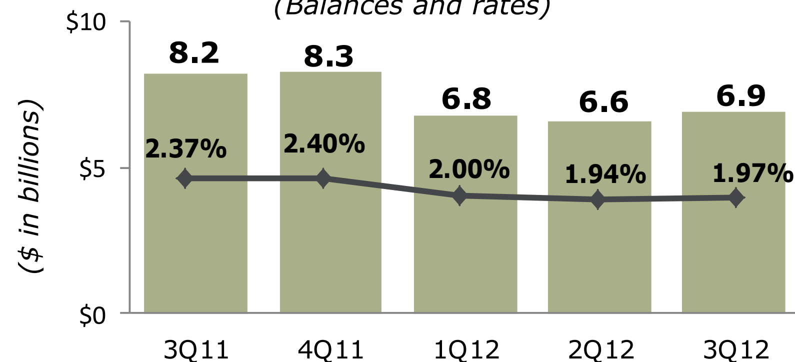
- Excluding the effect of the implementation of OCC guidance as detailed on page 14:
  - Net charge-offs of $1.8 billion were down $409 million LQ
    - Commercial net charge-offs down $141 million on fewer losses and higher recoveries
    - Consumer net charge-offs down $268 million driven by lower consumer real estate losses
  - 0.92% net charge-off rate, down 23 bps LQ
  - NPAs declined $1.1 billion LQ on a $975 million decline in nonaccrual loans and a $98 million decline in foreclosed assets
- Provision expense of $1.6 billion, down $209 million from 2Q12
- Early stage consumer delinquency balances increased 4% and rates increased 3 bps LQ
- Allowance for credit losses = $17.8 billion
- Currently expect future reserve releases absent significant deterioration in the economy
- Remaining PCI nonaccretable = 23.2% of remaining UPB (2)
- Accretable yield balance included a $4.3 billion increase reflecting an improved housing market forecast and credit outlook
  - $3.6 billion increase in expected cash flows
  - $687 million in nonaccretable difference reclassified to accretable yield

(1) OCC guidance impact.
(2) Unpaid principal balance for PCI loans that have not had a UPB charge-off.

Credit quality



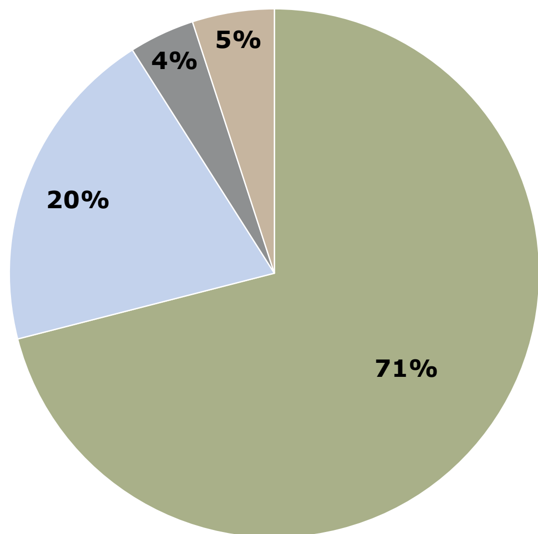




(1) Includes $1.7 billion at March 31, 2012, resulting from implementation of Interagency Supervisory Guidance on Allowance for Loan and Lease Losses Estimation Practices for Loans and Lines of Credit Secured by Junior Liens on 1-4 Family Residential Properties issued January 31, 2012.
(2) OCC guidance impact.
(3) Consumer includes mortgage loans held for sale 30-89 days and 90 days or more past due and still accruing.
(4) 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.

Mortgage servicing
Wells Fargo has a high quality servicing portfolio

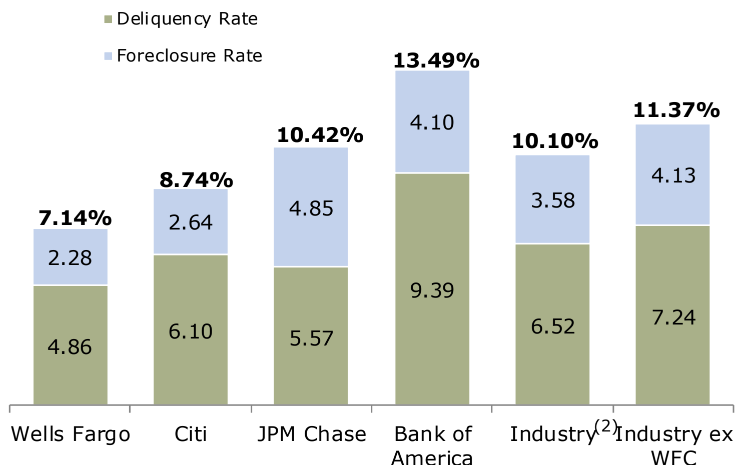
Residential Mortgage Servicing Portfolio
$1.9 Trillion
(as of September 30, 2012)

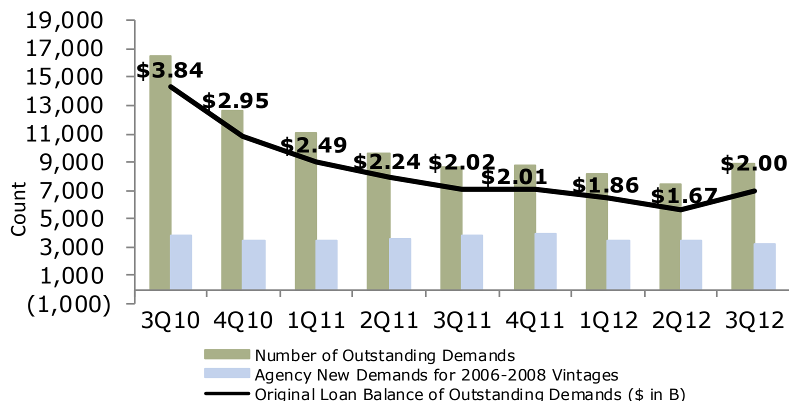


Agency
Retained and acquired portfolio
Non-agency securitizations of WFC originated loans
Non-agency acquired servicing and private whole loan sales

- 71% of the portfolio is with the Agencies (FNMA, FHLMC and GNMA)
- 20% are loans that we retained or acquired
  - Loss exposure handled through loan loss reserves and PCI nonaccretable
- 4% are private securitizations where Wells Fargo originated the loan and therefore has some repurchase risk
  - 78% 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 and outstanding repurchase demands





- 2Q12 Wells Fargo delinquency and foreclosure ratio continued to be significantly lower than peers
- Wells Fargo's total delinquency and foreclosure ratio for 3Q12 was 7.32%, up LQ due to seasonality, but down from 7.63% in 3Q11
- Balance of total outstanding repurchase demands were up 20% LQ but down 1% YoY

Agency demands outstanding

- Agency repurchase demands outstanding up from 2Q12 on lower resolutions
- New agency demands in total and in the 2006-2008 vintages down LQ
- Demands on newer vintage originations continued to emerge consistent with our estimates

Non-Agency demands outstanding

- Balance of non-agency repurchase demands outstanding up LQ primarily due to new demands that had been previously reserved for

- Repurchase reserves of $2.0 billion increased $269 million LQ on lower losses/reserve usage and included a $462 million reserve addition vs. $669 million in 2Q12
  - Incorporates current demand levels
  - Anticipates future expected demands

(1) Inside Mortgage Finance, data as of June 30, 2012. Industry excluding WFC performance calculated based on IMF data.
(2) Industry is all large servicers ($6.1 trillion) including WFC, C, JPM and BAC.
(3) Includes mortgage insurance rescissions.

Capital

- Capital remained strong
- Tier 1 common equity ratio under Basel I of 10.06%
  - Ratio reduced by 32 bps resulting from refinements to the risk weighting of certain unused lending commitments that provide for the ability to issue standby letters of credit
- Tier 1 common equity ratio under Basel III is estimated to be 8.02% at 9/30/12 (1)
- Purchased 16.5 million common shares in 3Q12 and entered into a $300 million 3Q12 forward repurchase transaction, estimated to be 9 million shares, that is expected to settle in 4Q12

See Appendix page 35 for additional information on Tier 1 common equity.
3Q12 capital ratios are preliminary estimates.
(1) Estimated Basel III calculation based on management's current interpretation of the Basel III capital rules proposed by federal banking agencies in notices of proposed rulemaking announced in June 2012. The proposed rules and interpretations and assumptions used in estimating Basel III calculations are subject to change depending on final promulgation of Basel III capital rules. See pages 35-36 for additional information regarding Tier 1 common equity ratios.

Demonstrated momentum across the franchise

Regional Banking

- Retail bank cross-sell of 6.04 products per household up from 5.90 in 3Q11 (1)
- $11.4 billion in net new loan commitments to small business customers (primarily with annual revenues less than $20 million) in the first three quarters of 2012, up approximately 30% from prior year
- Business checking accounts up a net 3.9% YoY (2)
- Rolled out Wells Fargo Mobile® Deposit to 13 states; on track to complete roll out by year-end

Consumer Lending Group

- Dealer Services added 960 GM dealers in 3Q12 bringing total new dealers for 2012 to 1,683
- Consumer credit card new accounts in 3Q12 increased 6% LQ and 46% YoY with household penetration increasing 110 bps LQ to 32.1% (3)

Wholesale Banking

- Cross-sell of 6.7 products per relationship (4) up from 6.5 at year-end 2011 driven by increased penetration with eastern commercial banking customers across multiple products
- CMBS volumes tripled LQ

Wealth, Brokerage and Retirement

- Focus on helping clients meet their financial needs contributed to a 7% LQ and 25% YoY increase in managed account assets to $297 billion at quarter end
- Record cross-sell of 10.27 products per household up from 10.04 in 3Q11 (1)

(1) Metrics reported on a one-month lag from reported quarter-end; for example 3Q12 cross-sell is as of August 2012.
(2) Checking account growth is 12-months ending August 2012.
(3) Household penetration as of August 2012 and defined as the percentage of retail banking deposit households that have a credit card with Wells Fargo.
(4) As of June 2012.

Summary

- Record earnings of $4.9 billion and record diluted earnings per share of $0.88
- Stable revenue and lower expenses resulted in positive operating leverage
- Expenses down $285 million from 2Q12
  - 3Q12 efficiency ratio of 57.1% within our target range of 55% to 59% [1]
- Higher PTPP of $9.1 billion
- Strong core credit performance
- Solid returns
  - ROA = 1.45%, up 4 bps LQ and up 19 bps YoY
  - ROE = 13.38%, up 52 bps LQ and up 152 bps YoY
- Capital levels remained strong

(1) 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.

Appendix

Non-strategic/liquidating loan portfolio risk reduction

($ in billions)		3Q12	2Q12	1Q12	4Q11	3Q11	4Q08
Pick-a-Pay mortgage [1]	$	60.1	62.0	64.0	65.7	67.4	95.3
Liquidating home equity		5.0	5.2	5.5	5.7	6.0	10.3
Legacy WFF indirect auto		1.1	1.5	1.9	2.5	3.1	18.2
Legacy WFF debt consolidation		15.0	15.5	16.0	16.5	17.2	25.3
Education Finance - gov't guaranteed		13.0	13.8	14.8	15.4	15.6	20.5
Legacy WB C&I, CRE and foreign PCI loans [1]		3.8	4.3	5.2	5.7	6.3	18.7
Legacy WB other PCI loans [1]		0.6	0.8	0.8	0.8	0.9	2.5
Total	**$**	**98.6**	**103.1**	**108.2**	**112.3**	**116.5**	**190.8**

-$4.5 **-$5.1** **-$4.1** **-$4.2** **-$74.3**

-$92.2

(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, 2012		6.6	34.6	1.7	**42.9**	
September 30, 2012		5.9	33.1	1.5	**40.5**	
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)	(16.8)	(2.8)	**(26.5)**	
Release of nonaccretable difference since merger		(3.1)	(3.0)	(0.9)	**(7.0)**	[2]
9/30/12 Remaining nonaccretable difference		0.6	6.7	0.3	**7.6**	
Life-to-date net performance						
Additional provision since 2008 merger	$	(1.7)	-	(0.1)	**(1.8)**	
Release of nonaccretable difference since 2008 merger		3.1	3.0	0.9	**7.0**	[2]
Net performance		1.4	3.0	0.8	**5.2**	

(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 $5.2 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 June 30, 2012	$	658	8,128	440	9,226
Release of nonaccretable difference due to:					
Loans resolved by settlement with borrower (1)		(24)	-	-	(24)
Loans resolved by sales to third parties (2)		(4)	-	-	(4)
Reclassification to accretable yield for loans with improving credit-related cash flows (3)		(41)	(603)	(43)	(687)
Use of nonaccretable difference due to:					
Losses from loan resolutions and write-downs (4)		(32)	(846)	(27)	(905)
Balance at September 30, 2012	$	557	6,679	370	7,606

- $687 million in nonaccretable difference reclassified to accretable yield in the quarter
  - $603 million reclass from Pick-a-Pay portfolio reflects improved housing market forecast and credit outlook
- $376 million of the $905 million in losses from loan resolutions and write-downs in the quarter resulted from implementation of OCC guidance
- $7.6 billion in nonaccretable difference remains to absorb losses on PCI loans
  - Remaining nonaccretable = 23.2% of unpaid principal balance (UPB) (5)
    - Remaining Pick-a-Pay nonaccretable = 24.9% 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

- Accretable yield balance increased $3.8 billion LQ and included:
  - Accretion into interest income of $495 million, down LQ reflecting lower settlements with borrowers
  - $687 million reclass from nonaccretable difference
  - $3.6 billion increase in expected cash flows reflecting an improved housing market forecast and credit outlook
- Balance of $18.9 billion expected to accrete to income over the remaining life of the underlying loans

Accretable yield rollforward *($ in millions)*		***3Q12***	***2Q12***	***Cumulative since merger***
Total, beginning of period	$	15,153	15,763	10,447
Addition of accretable yield due to acquisitions		-	-	128
Accretion into interest income [1]		(495)	(630)	(8,838)
Accretion into noninterest income due to sales [2]		-	(5)	(242)
Reclassification from nonaccretable difference for loans with improving credit-related cash flows		687	84	5,219
Changes in expected cash flows that do not affect nonaccretable difference [3]		3,567	(59)	12,198
Total, end of period	$	18,912	15,153	18,912

(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 [1] and Pick-a-Pay)

Commercial [1] PCI Accretable Yield ($ in millions)	3Q12	2Q12	1Q12
PCI interest income			
Accretion and resolution income	$ 204	323	210
Average carrying value	4,914	5,629	6,638
Accretable yield percentage [2]	16.62 %	22.95	12.61
Accretable yield balance	$ 978	1,008	1,347
Weighted average life (years)	2.8	2.2	2.8

- Commercial accretion [2] decreased $119 million and accretable yield percentage declined to 16.62% reflecting lower settlements with borrowers

Pick-a-Pay PCI Accretable Yield ($ in millions)	3Q12	2Q12	1Q12
PCI interest income			
Accretion	$ 287	303	311
Average carrying value	27,260	28,041	28,734
Accretable yield percentage	4.21 %	4.32	4.32
Accretable yield balance	$ 17,189	13,466	13,709
Weighted average life (years)	12.7	11.4	11.0

- Pick-a-Pay accretable yield balance increased $3.7 billion reflecting an improved housing market forecast and credit outlook
  - Weighted average life increased to 12.7 years

(1) Includes both legacy Wachovia PCI loans as well as recently purchased PCI loans.
(2) Includes resolution income.

Pick-a-Pay mortgage portfolio

- Carrying value of $60.1 billion in first lien loans outstanding, down $2.0 billion from 2Q12 and down $35.2 billion from 4Q08 on paid-in-full loans and loss mitigation efforts
  - Adjusted unpaid principal balance of $66.1 billion, down $2.8 billion from 2Q12 and down $49.6 billion from 4Q08
  - $4.6 billion in modification principal forgiveness since acquisition reflects over 109,000 completed full-term modifications; additional $401 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 9/30/2012 [3]		At 6/30/2012		At 12/31/2008	
Product type	***Adjusted unpaid principal balance***	***% of total***	***Adjusted unpaid principal balance***	***% of total***	***Adjusted unpaid principal balance***	***% of total***
Option payment loans [1]	$ 33,364	50 %	$ 35,353	51 %	$ 99,937	86 %
Non-option payment adjustable-rate and fixed-rate loans [1][2]	8,974	14	9,315	14	15,763	14
Full-term loan modifications [1]	23,736	36	24,184	35	-	-
Total adjusted unpaid principal balance [1][2]	$ 66,074	100 %	$ 68,852	100 %	$ 115,700	100 %
Total carrying value	60,080		62,045		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.
(2) Includes loans refinanced under the Consumer Relief Refinance Program.
(3) Reflects OCC guidance.

Pick-a-Pay credit highlights

($ in millions)		3Q12		2Q12
Non-PCI loans				
Carrying value (1)	$	33,096		34,342
Nonaccrual loans		4,018		3,808
as a % of loans		12.14	%	11.09
Net charge-offs	$	177		203
as % of avg loans		2.09	%	2.35
90+ days past due as % of loans		10.09		10.16
Current average LTV (2)		84	%	85
Current average FICO		683		682
Contractual average loan size	$	204,000		206,000
Contractual average age of loans		8.54	years	8.29
% of loans in California		49	%	49

($ in millions)		3Q12		2Q12
PCI loans				
Adjusted unpaid principal balance (3)	$	33,107		34,644
Carrying value (1)		26,984		27,703
Current average LTV (2)		90	%	89
Current average FICO		617		615
Contractual average loan size	$	304,000		307,000
Contractual average age of loans		6.50	years	6.25
% of loans in California		68	%	68

Non-PCI portfolio

- Loans down 4% LQ driven by loans paid-in-full
- 85% of portfolio current
- Nonaccrual loans increased $210 million, or 6%, LQ
  - $394 million of nonaccruals associated with implementation of OCC guidance
  - $152 million of nonaccrual TDRs reclassified to accruing TDR status based on borrower payment performance
- $4.0 billion in nonaccruals includes $1.7 billion of nonaccruing TDRs
- Net charge-offs of $177 million down $26 million LQ and included $42 million in losses from the implementation of OCC guidance
- 43% of portfolio with LTV (2) ≤ 80%

PCI portfolio

- Carrying value down 3%
- 67% of portfolio current
- 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)		3Q12		2Q12
Total real estate 1-4 family first mortgage	$	240,554		230,263
Less consumer non-strategic/liquidating portfolios:				
Pick-a-Pay non-PCI first lien mortgage		33,096		34,342
PCI first lien mortgage		27,535		28,331
Debt consolidation first mortgage portfolio		14,640		15,129
Core first lien mortgage		165,283		152,461
Legacy WFF debt consolidation first mortgage loan performance (1)				
Nonaccrual loans	$	2,279		2,158
as % of loans		15.57	%	14.26
Net charge-offs	$	214		191
as % of average loans		5.77	%	4.97
Core first lien mortgage loan performance (2)				
Nonaccrual loans	$	4,898		4,402
as % of loans		2.96	%	2.89
Net charge-offs	$	282		349
as % of loans		0.69	%	0.92

- First lien mortgage loans up 4% 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 $12.8 billion, or 8%, reflecting strong origination volumes and the decision to retain $9.8 billion of conforming production
- Core first lien mortgage nonaccruals up $496 million reflecting the implementation of OCC guidance
- Core net charge-offs down $67 million

(1) Ratios on Legacy WFF debt consolidation first mortgage loan portfolio only.
(2) Ratios on non run-off first lien mortgage loan portfolio only.

Home equity portfolio

($ in millions)		3Q12		2Q12
Core Portfolio [1]				
Outstandings	$	92,979		95,753
Net charge-offs		935		627
as % of avg loans		3.93	%	2.60
2+ payments past due	$	2,685		2,686
as % loans		2.90	%	2.81
% CLTV > 100% [2]		35		36
2+ payments past due		3.90		3.93
% Unsecured balances [3]		16		16
% 1st lien position		21		21
Liquidating Portfolio				
Outstandings	$	4,951		5,199
Net charge-offs		148		108
as % of avg loans		11.60	%	8.14
2+ payments past due	$	199		218
as % loans		4.03	%	4.19
% CLTV > 100% [2]		72		73
2+ payments past due		4.07		4.46
% 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 $1.4 billion at September 30, 2012 and $1.4 billion at June 30, 2012.

(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 2012.

(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 62%, 777 FICO, and 32% total debt service ratio
- 3Q12 losses increased $308 million and included $384 million from the implementation of OCC guidance
- 2+ delinquencies stable
- Continued decline in delinquency rate for loans with a CLTV >100%, 3 bps improvement

Liquidating Portfolio

- Outstandings down 5%
- 3Q12 losses increased $40 million and included $52 million from the implementation of OCC guidance
- 2+ delinquencies declined $19 million
- Continued decline in delinquency rate for loans with a CLTV >100%, 39 bps improvement

Total home equity portfolio = $98 billion

- 21% in 1st lien position
- 40% in junior lien position behind WFC owned or serviced 1st lien
  - Current 1st lien, Current junior lien = 95.9%
  - Current 1st lien, Delinquent junior lien = 0.9%
  - Delinquent 1st lien, Current junior lien = 1.4%
  - Delinquent 1st lien, Delinquent junior lien = 1.8%
- 39% in junior lien position behind third party 1st lien

Credit card portfolio

($ in millions)	3Q12		2Q12
Credit card outstandings	$ 23,692		22,706
Net charge-offs	212		240
as % of avg loans	3.67	%	4.37

- $23.7 billion credit card outstandings up 4% from 2Q12 and 9% YoY on strong account growth
  - Consumer credit card new accounts in 3Q12 increased 6% LQ and 46% YoY with household penetration increasing to 32.1% [(1)]
  - Purchase dollar volume increased 4% and transactions rose 5% from 2Q12
  - Purchase dollar volume increased 15% and transactions rose 18% from 3Q11
- Net charge-offs down $28 million, or 70 bps, LQ and down $54 million, or 123 bps, YoY reflecting continued steady improvement

(1) Household penetration as of August 2012 and defined as the percentage of retail banking deposit households that have a credit card with Wells Fargo.

Auto portfolios [1]

($ in millions)		3Q12		2Q12
Core Consumer Portfolios				
Direct				
Auto outstandings	$	2,357		2,387
Nonaccrual loans		46		46
as % of loans		1.95	%	1.92
Net charge-offs	$	6		0
as % of avg loans		1.02	%	n.m.
30+ days past due	$	30		26
as % of loans		1.27	%	1.09
Indirect				
Auto outstandings	$	43,613		42,411
Nonaccrual loans		218		68
as % of loans		0.50	%	0.16
Net charge-offs	$	57		30
as % of avg loans		0.52	%	0.29
30+ days past due	$	609		517
as % of loans		1.40	%	1.22
Commercial Portfolio				
Auto outstandings	$	6,599		6,652
Nonaccrual loans		-		-
as % of loans		-	%	-
Net charge-offs (recoveries)	$	-		-
as % of avg loans		n.m.	%	n.m.

Core Consumer Portfolio

- Core auto outstandings of $46.0 billion up 3% LQ and 10% YoY
  - Continued strong originations; 3Q12 originations down 3% LQ on increased competition and lower risk-adjusted returns but up 20% YoY on growth across the credit spectrum
- Nonaccrual loans increased $150 million LQ and included $155 million from the implementation of OCC guidance
- Net charge-offs were up $33 million LQ reflecting seasonality and higher delinquencies
  - September Manheim index of 120.7, down 2% LQ and down 2% from September 2011
- 30+ days past due increased $96 million LQ reflecting seasonality

Commercial Portfolio

- Loans of $6.6 billion were stable linked quarter
- Continued strong credit performance

(1) Legacy Wells Fargo Financial indirect portfolio balance as of September 30, 2012, was $1,104 million.

Student lending portfolio

($ in millions)		3Q12		2Q12
Education Finance				
Total outstandings	$	23,504		24,131
Private Portfolio				
Private outstandings	$	10,553		10,308
Net charge-offs		27		26
as % of avg loans		1.02	%	1.01
30 days past due	$	231		181
as % of loans		2.19	%	1.76
Government Guaranteed Portfolio				
Government outstandings	$	12,951		13,823

- $23.5 billion student lending outstandings down 3% LQ

Private Portfolio

- $10.6 billion private loans outstandings up 2% LQ and up 8% YoY
  - Applications increased 67% LQ due to peak season
  - Dollar originations increased 205% LQ due to seasonality
  - Continued to originate high quality loans with an average FICO of 759 and 79% of new loans co-signed
- Net charge-offs up $1 million LQ due to seasonality of repayments on loans

Government Portfolio

- $13.0 billion liquidating government guaranteed outstandings declined 6% LQ and 17% 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)			Quarter ended				
			Sept. 30, 2012	June 30, 2012	Mar. 31, 2012	Dec. 31, 2011	Sept. 30, 2011
Total equity		$	**156.1**	149.4	146.8	141.7	139.2
Noncontrolling interests			**(1.4)**	(1.3)	(1.3)	(1.5)	(1.5)
Total Wells Fargo stockholders' equity			**154.7**	148.1	145.5	140.2	137.7
Adjustments:							
Preferred equity			**(11.3)**	(10.6)	(10.6)	(10.6)	(10.6)
Goodwill and intangible assets (other than MSRs)			**(33.4)**	(33.5)	(33.7)	(34.0)	(34.4)
Applicable deferred taxes			**3.3**	3.5	3.7	3.8	4.0
MSRs over specified limitations			**(0.7)**	(0.7)	(0.9)	(0.8)	(0.7)
Cumulative other comprehensive income			**(6.4)**	(4.6)	(4.1)	(3.1)	(3.7)
Other			**(0.4)**	(0.5)	(0.4)	(0.4)	(0.4)
Tier 1 common equity	(A)	$	**105.8**	101.7	99.5	95.1	91.9
Total risk-weighted assets (2)	(B)	$	**1,052.4**	1,008.6	996.8	1,005.6	983.2
Tier 1 common equity to total risk-weighted assets	(A)/(B)		**10.06 %**	10.08	9.98	9.46	9.34

(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, 2012, risk-weighted assets are preliminary and reflect the Company's refinement to its determination of risk weighting of certain unused lending commitments that provide for the ability to issue standby letters of credit. Total estimated on-balance sheet, and total estimated derivative and off-balance sheet risk-weighted assets were $846.5 billion and $205.9 billion at September 30, 2012, 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)			Quarter ended Sept. 30, 2012	
Tier 1 common equity under Basel I		$	105.8	
Adjustments from Basel I to Basel III (3)(5):				
Cumulative other comprehensive income related to AFS securities and defined benefit pension plans			6.0	
Other			0.3	
Total Adjustments from Basel I to Basel III			6.3	
Threshold deductions, as defined under Basel III (4)(5)			(0.7)	
Tier 1 common equity anticipated under Basel III	(C)	$	111.4	
Total risk-weighted assets anticipated under Basel III (6)	(D)	$	1,390.1	
Tier 1 common equity to total risk-weighted assets anticipated under Basel III	(C)/(D)		8.02	%

(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 calculated based on management's current interpretation of the Basel III capital rules proposed by federal banking agencies in notices of proposed rulemaking announced in June 2012. The proposed rules and interpretations and assumptions used in estimating Basel III calculations are subject to change depending on final promulgations of Basel III capital rules.

(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, 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) 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.

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: future credit quality and performance, including our current expectation of future loan loss reserve releases; mortgage repurchase exposure; exposure related to mortgage practices, including foreclosures and servicing; our noninterest expense and efficiency ratio, including our targeted efficiency ratio range as part of our expense management initiatives; the future economic environment; loan growth; our net interest margin, including our expectations regarding continued pressure on our net interest margin given the low interest rate environment; 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 September 30, 2012, under proposed Basel III 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 third 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 31-33 of the press release for additional information regarding the purchased credit-impaired loans.