

Wells Fargo Today

Who we are



Together we'll go far



Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores and 12,000 ATMs and the Internet (wellsfargo.com and wachovia.com) across North America and internationally.

We're headquartered in San Francisco, but we're decentralized so every local Wells Fargo store is a headquarters for satisfying all our customers' financial needs and helping them succeed financially. One in three households in America does business with Wells Fargo. Wells Fargo has \$1.3 trillion in assets and approximately 280,000 team members across our 80+ businesses.

We ranked fourth in assets and second in market value of our stock among our U.S. peers as of December 31, 2010.

Our vision: "We want to satisfy all our customers' financial needs and help them succeed financially."

Reputation

<i>FORTUNE</i>	19th in Revenue Among All Companies in All Industries (2010) World's 39th Most Admired Company (2010)
<i>Forbes</i>	Top 100 Best Companies in the World (2010)
<i>Barron's</i>	World's 50 Most Respected Companies (2010)
<i>BusinessWeek</i>	America's #2 Most Generous Corporate Foundations (2010)
<i>Newsweek</i>	Among America's Top 50 Greenest Big Companies (2010)
<i>Human Rights Campaign</i>	Perfect Score of 100 on Corporate Equality Index (2010)
<i>U.S. Environmental Protection Agency</i>	Top 20 Green Power Partner Companies (2009)
<i>Diversity Inc.</i>	Top 50 Companies for Diversity (2010) Top 10 Companies for Asian Americans Top 10 Companies for Lesbian, Gay, Bisexual, and Transgender Employees
<i>LATINA Style</i>	Top 20 U.S. Companies for Latinas (2010)
<i>American Customer Satisfaction Index</i>	America's #1 Large Bank for Customer Satisfaction (2010)
<i>Office of the Comptroller of the Currency</i>	"Outstanding" rating for Community Reinvestment Act performance (2009)
<i>Global Finance</i>	Best Consumer Internet Bank and Best Corporate/Institutional Internet Bank in North America (2010)
<i>FImetrix</i>	#2 market share for primary correspondent bank relationships (2009)
<i>Juniper Research</i>	Future Mobile Award (2010)
<i>Javelin Strategy & Research</i>	Gold ranking for mobile banking services in "2010 Mobile Banking Scorecard" (2010)
<i>Brand Keys</i>	#1 Bank Brand in Customer Loyalty Engagement Index (2010)
<i>United Way of America</i>	Summit Award for Exceptional Volunteerism (2010)
<i>U.S. Banker and American Banker</i>	One of America's Top Banking Teams (2010)
<i>Workforce Diversity for Engineering & IT Professionals</i>	Among Top 50 Employers for Workforce Diversity (2010)

- #1 in U.S.**
- Banking stores (Wells Fargo and Wachovia stores in 39 states & D.C.)
 - Total stores (Wells Fargo and Wachovia stores)
 - Total mortgage producer; Retail mortgage producer
 - Mortgage lender to low-to-moderate income home buyers (2009 HMDA data)
 - Residential Mortgage Lender
 - Used car lender (AutoCount 2Q 2010)
 - Small business lender (U.S. in dollars per 2009 Community Reinvestment Act government data)
 - SBA 7(a) lender in dollars (2010 Small Business Administration federal fiscal year-end data)
 - Underwriter of preferred stock (FY 2010, Bloomberg)
 - REIT preferred stock (FY 2010, Thomas Financial)
 - Real estate lead arranger of loan syndications by volume and number of transactions (FY 2010, Thomson Reuters LPC)
 - Agribusiness lender (U.S. Government data)

Key facts*	as of 12/31/10
Assets	\$1.3 trillion
Team members	280,000
Customers	70 million
Stores	More than 9,000
ATMs	12,196
Market Value of Stock	\$163.1 billion
* Includes Wells Fargo and Wachovia	

- #2 in U.S.**
- Deposits
 - Issuer of Debit Cards
 - Mortgage servicer
 - Annuity distributor
 - REIT common stock (FY 2010, Dealogic)
 - High grade bond secondary trading (FY 2010, MarketAxess)
 - Arranger of asset-based loans by volume and number of transactions (FY 2010, Thomson Reuters LPC)
 - Non-investment grade loan issuer by number of transactions (FY 2010, Thomson Reuters LPC)

- #3 in U.S.**
- Branded bank ATM owner (12,196 Wells Fargo and Wachovia ATMs)
 - Full-service retail brokerage provider based on number of Financial Advisors and client assets
 - Loan syndication bookrunner by number of transactions (FY 2010, Thomson Reuters LPC)
 - High grade corporate loan issuer by number of transactions (FY 2010, Thomson Reuters LPC)

- #4 in U.S.**
- Wealth management provider

- #5 in U.S.**
- IRA provider
 - Family wealth provider
 - Equity capital markets bookrunner by number of transactions (FY 2010, SDC)

- #6 in U.S.**
- Institutional retirement plan recordkeeper

- #7 in U.S.**
- Issuer of Credit Cards
 - Merchant processor for Credit and Debit Cards
 - Top senior manager of municipal competitive bond issues (FY 2010, Thomson Reuters)

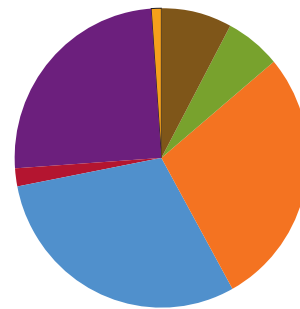
- #8 in U.S.**
- High yield bond issuer by number of transactions (FY 2010, Bloomberg)

Social Responsibility

We promote economic development and self-sufficiency through community development, financial education, cash contributions, affordable housing, environmental stewardship, and through the efforts of our enthusiastic team member volunteers. In 2010, Wells Fargo invested \$219 million in 19,000 nonprofits nationwide, surpassing \$200 million for the third year in a row. Our success comes from a time-tested formula: local people making local decisions because they know best what their communities need.

Additional information about our achievements in social responsibility is available at: <https://www.wellsfargo.com/about/csr/>.

Contributions



- Arts and Culture - 8%
- Civic - 6%
- Community - 28% Development
- Education - 30%
- Environmental - 2%
- Human Services - 25%
- Other - 1%

Banking stores*

Alabama (139)	Georgia (279)	Montana (46)	Pennsylvania (289)
Alaska (50)	Idaho (90)	Nebraska (45)	South Carolina (147)
Arizona (262)	Illinois (23)	Nevada (123)	South Dakota (53)
Arkansas (4)	Indiana (36)	New Jersey (313)	Tennessee (18)
California (1,034)	Iowa (74)	New Mexico (96)	Texas (719)
Colorado (171)	Kansas (8)	New York (82)	Utah (128)
Connecticut (74)	Maryland (81)	North Carolina (319)	Virginia (290)
Delaware (20)	Michigan (23)	North Dakota (27)	Washington (152)
District of Columbia (30)	Minnesota (177)	Ohio (1)	Wisconsin (57)
Florida (668)	Mississippi (13)	Oregon (122)	Wyoming (31)

Regional Banking

- 6,314 banking stores in 39 states & D.C. (Wells Fargo and Wachovia)
- More than 20 million retail households
- One of United States' most extensive banking franchises

*Includes Wachovia locations, still to be converted to Wells Fargo banking stores. Customers should continue to bank as usual.

