



# 2Q23 Financial Results

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July 14, 2023

# 2Q23 results



## Financial Results

ROE: 11.4%  
ROTCE: 13.7%<sup>1</sup>  
Efficiency ratio: 63%<sup>2</sup>

## Credit Quality

## Capital and Liquidity

CET1 ratio: 10.7%<sup>5</sup>  
LCR: 123%<sup>6</sup>  
TLAC ratio: 23.1%<sup>7</sup>

- Net income of \$4.9 billion, or \$1.25 per diluted common share
- Revenue of \$20.5 billion, up 20%
  - Net interest income of \$13.2 billion, up 29%
  - Noninterest income of \$7.4 billion, up 8%
- Noninterest expense of \$13.0 billion, up 1%
- Pre-tax pre-provision profit<sup>3</sup> of \$7.5 billion, up 81%
- Effective income tax rate of 15.8%
- Average loans of \$945.9 billion, up 2%
- Average deposits of \$1.3 trillion, down 7%
- Provision for credit losses<sup>4</sup> of \$1.7 billion
  - Total net loan charge-offs of \$764 million, up \$420 million, with net loan charge-offs of 0.32% of average loans (annualized)
  - Allowance for credit losses for loans of \$14.8 billion, up \$1.9 billion
- Common Equity Tier 1 (CET1) capital of \$134.2 billion<sup>5</sup>
- CET1 ratio of 10.7% under the Standardized Approach and 12.0% under the Advanced Approach<sup>5</sup>
- Liquidity coverage ratio (LCR) of 123%<sup>6</sup>

Comparisons in the bullet points are for 2Q23 versus 2Q22, unless otherwise noted.

1. Tangible common equity and return on average tangible common equity (ROTCE) are non-GAAP financial measures. For additional information, including a corresponding reconciliation to GAAP financial measures, see the “Tangible Common Equity” table on page 17.

2. The efficiency ratio is noninterest expense divided by total revenue.

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

4. Includes provision for credit losses for loans, debt securities, and interest-earning deposits with banks.

5. The Common Equity Tier 1 (CET1) ratio calculated under the Standardized Approach is our binding CET1 ratio. See page 18 for additional information regarding CET1 capital and ratios. CET1 is a preliminary estimate.

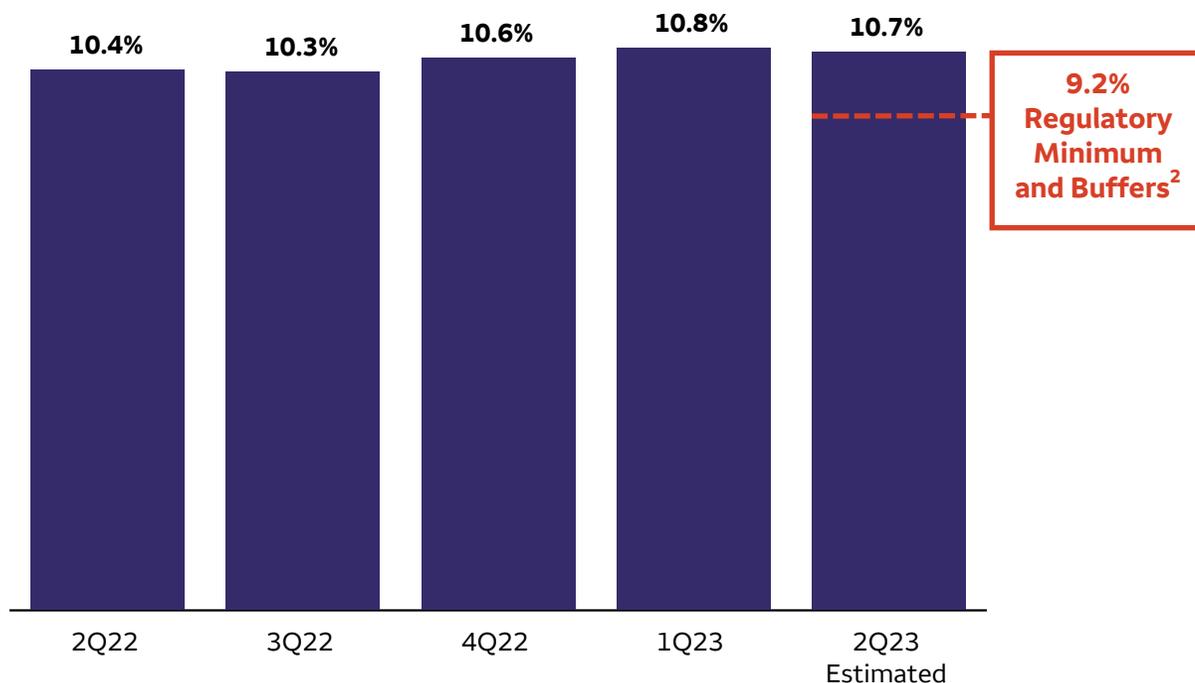
6. Liquidity coverage ratio (LCR) represents average high-quality liquid assets divided by average projected net cash outflows, as each is defined under the LCR rule. LCR is a preliminary estimate.

7. Represents total loss absorbing capacity (TLAC) divided by risk-weighted assets (RWAs), which is our binding TLAC ratio, determined by using the greater of RWAs under the Standardized and Advanced Approaches. TLAC is a preliminary estimate.

# Capital and liquidity



## Common Equity Tier 1 Ratio under the Standardized Approach<sup>1</sup>



### Capital Position

- Common Equity Tier 1 (CET1) ratio of 10.7%<sup>1</sup> at June 30, 2023 remained above our regulatory minimum and buffers of 9.2%<sup>2</sup>
- CET1 ratio up ~30 bps from 2Q22 and down ~10 bps from 1Q23
- The Company's stress capital buffer (SCB) for 10/1/23 through 9/30/24 is expected to be 2.9%

### Capital Return

- Period-end common shares outstanding down 125.3 million, or 3%, from 2Q22 – \$4.0 billion in gross common stock repurchases, or 100.2 million shares, in 2Q23
- We expect to increase our 3Q23 common stock dividend to \$0.35 per share from \$0.30 per share, subject to approval by the Company's Board of Directors at its regularly scheduled meeting in July

### Total Loss Absorbing Capacity (TLAC)

- As of June 30, 2023, our TLAC as a percentage of total risk-weighted assets was 23.1%<sup>3</sup> compared with the required minimum of 21.5%

### Liquidity Position

- Strong liquidity position with a 2Q23 liquidity coverage ratio<sup>4</sup> of 123% which remained above our regulatory minimum of 100%

1. The Common Equity Tier 1 (CET1) ratio calculated under the Standardized Approach is our binding CET1 ratio. See page 18 for additional information regarding CET1 capital and ratios. 2Q23 CET1 is a preliminary estimate.

2. Includes a 4.50% minimum requirement, a stress capital buffer of 3.20%, and a G-SIB capital surcharge of 1.50%.

3. Represents total loss absorbing capacity (TLAC) divided by risk-weighted assets (RWAs), which is our binding TLAC ratio, determined by using the greater of RWAs under the Standardized and Advanced Approaches. TLAC is a preliminary estimate.

4. Liquidity coverage ratio (LCR) represents average high-quality liquid assets divided by average projected net cash outflows, as each is defined under the LCR rule. 2Q23 LCR is a preliminary estimate.

# 2Q23 earnings



\$ in millions, except per share data	Quarter ended			\$ Change from	
	2Q23	1Q23	2Q22	1Q23	2Q22
Net interest income	\$13,163	13,336	10,198	(\$173)	2,965
Noninterest income	7,370	7,393	6,842	(23)	528
Total revenue	20,533	20,729	17,040	(196)	3,493
Net charge-offs	764	564	345	200	419
Change in the allowance for credit losses	949	643	235	306	714
Provision for credit losses <sup>1</sup>	1,713	1,207	580	506	1,133
Noninterest expense	12,987	13,676	12,862	(689)	125
Pre-tax income	5,833	5,846	3,598	(13)	2,235
Income tax expense (benefit)	930	966	622	(36)	308
Effective income tax rate (%)	15.8 %	16.2	16.5	(37) bps	(68)
<b>Net income</b>	<b>\$4,938</b>	<b>4,991</b>	<b>3,142</b>	<b>(\$53)</b>	<b>1,796</b>
Diluted earnings per common share	\$1.25	1.23	0.75	\$0.02	0.50
Diluted average common shares (# mm)	3,724.9	3,818.7	3,819.6	(94)	(95)
Return on equity (ROE)	11.4 %	11.7	7.2	(28) bps	424
Return on average tangible common equity (ROTCE) <sup>2</sup>	13.7	14.0	8.7	(33)	504
Efficiency ratio	63	66	75	(272)	(1,223)

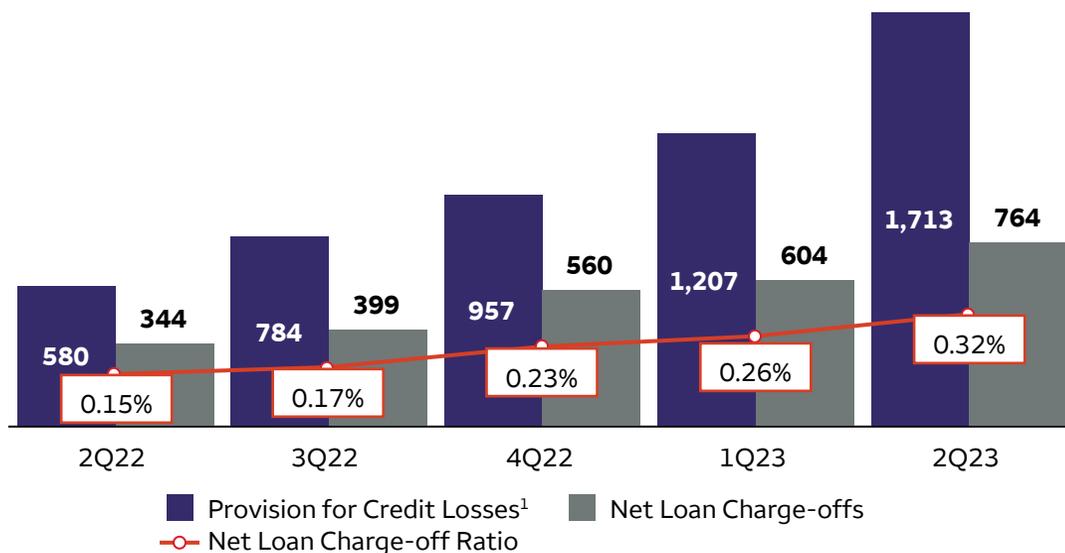
1. Includes provision for credit losses for loans, debt securities, and interest-earning deposits with banks.

2. Tangible common equity and return on average tangible common equity are non-GAAP financial measures. For additional information, including a corresponding reconciliation to GAAP financial measures, see the "Tangible Common Equity" table on page 17.

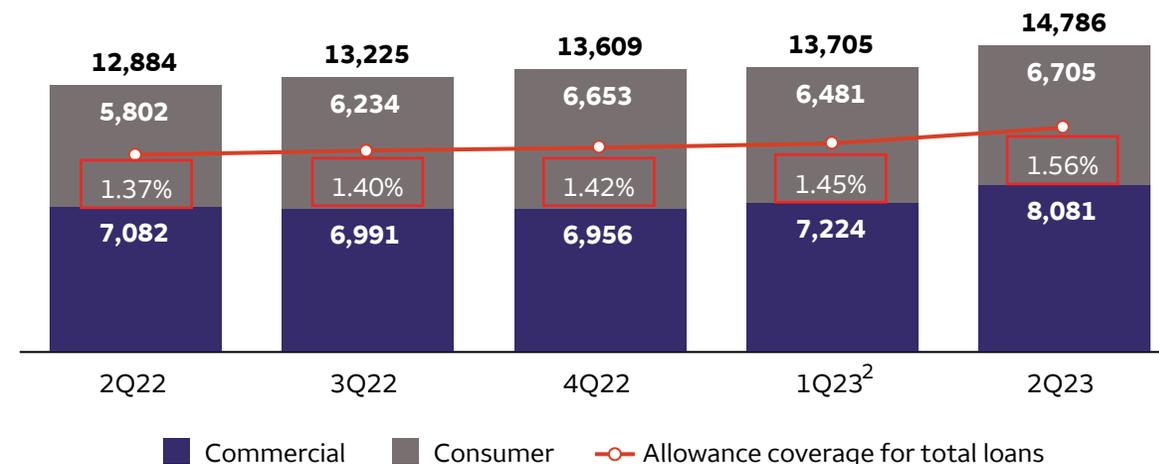
# Credit quality



**Provision for Credit Losses<sup>1</sup> and Net Loan Charge-offs** (\$ in millions)



**Allowance for Credit Losses for Loans** (\$ in millions)



- Commercial net loan charge-offs up \$137 million to 15 bps of average loans (annualized) on a \$76 million increase in commercial and industrial net loan charge-offs and a \$62 million increase in commercial real estate net loan charge-offs, primarily in the office portfolio
- Consumer net loan charge-offs up \$23 million to 58 bps of average loans (annualized) as a \$52 million increase in credit card net loan charge-offs was partially offset by \$32 million lower auto net loan charge-offs
- Nonperforming assets increased \$877 million, or 14%, as higher commercial real estate nonaccrual loans were partially offset by lower residential mortgage nonaccrual loans

- Allowance for credit losses for loans (ACL) up from both 2Q22 and 1Q23 primarily for commercial real estate office loans, as well as for higher credit card loan balances
  - Allowance coverage for total loans up 19 bps from 2Q22 and up 11 bps from 1Q23

Comparisons in the bullet points are for 2Q23 versus 1Q23, unless otherwise noted.

1. Includes provision for credit losses for loans, debt securities, and interest-earning deposits with banks.

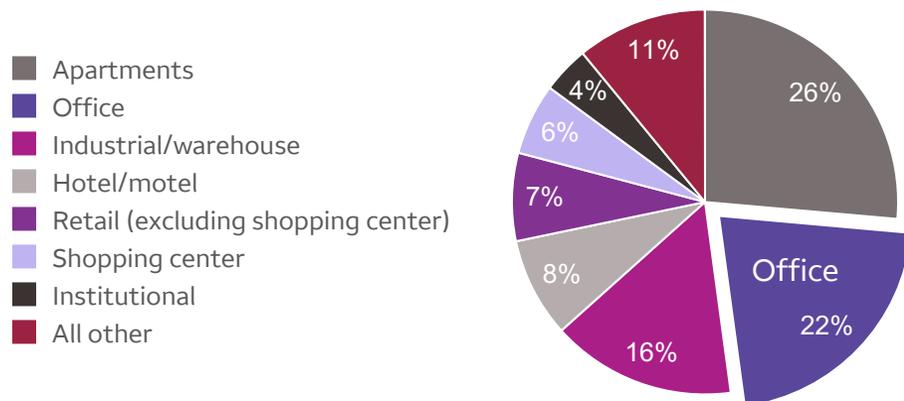
2. On 1/1/2023, we adopted the Troubled Debt Restructuring (TDR) accounting standard which removed \$429 million of ACL with an offset directly to retained earnings.

2Q23 Financial Results

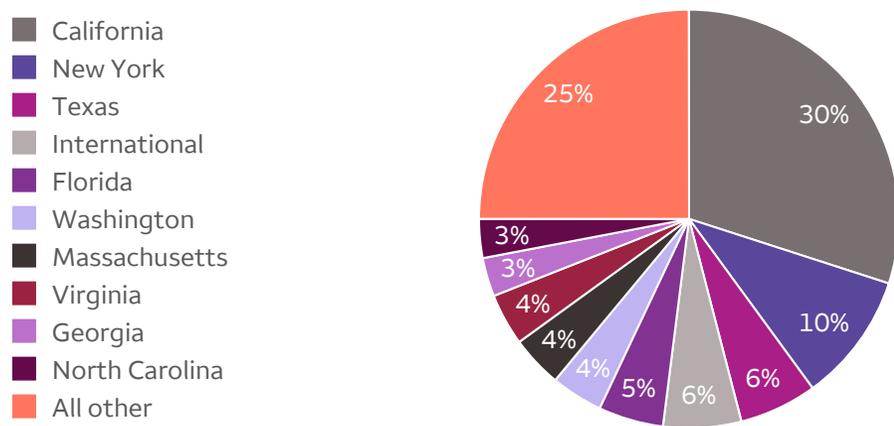
# Commercial Real Estate (CRE) loans



**\$154.3 billion of CRE Loans Outstanding, or 16% of Total Loans, with \$33.1 billion in CRE Office Loans<sup>1</sup>, or 3% of Total Loans, as of June 30, 2023**



## CRE Office Loans Outstanding by Geography



## CRE Office Loans<sup>1</sup>

- ~14% of the CRE office loan portfolio is owner-occupied and nearly one-third have recourse to a guarantor, typically through a repayment guarantee<sup>2</sup>

**CRE office loans are originated for customers across our operating segments, including<sup>2</sup>:**

- 2% in Consumer Banking and Lending; loans are for buildings that are primarily owner-occupied
- 4% in Wealth and Investment Management; all loans have full recourse
- 27% in Commercial Banking
  - Geographically diverse portfolio with properties concentrated in suburban areas
  - ~43% is owner-occupied
  - Substantially all loans have full recourse
- 67% in Corporate and Investment Banking (CIB)
  - Vast majority of portfolio is institutional quality real estate with high-caliber sponsors
  - Approximately 80% Class A and 20% Class B<sup>3</sup>

## CRE Allowance for Credit Losses (ACL) and Nonaccrual Loans, as of 6/30/23

(\$ in millions)	Allowance for Credit Losses	Loans Outstanding	ACL as a % of Loans	Nonaccrual Loans
CIB CRE Office	\$ 1,958	22,173	8.8%	\$ 1,431
All other CRE Office	242	10,916	2.2	86
<b>Total CRE Office</b>	<b>2,200</b>	<b>33,089</b>	<b>6.6</b>	<b>1,517</b>
All other CRE	1,418	121,187	1.2	990
<b>Total CRE</b>	<b>\$ 3,618</b>	<b>154,276</b>	<b>2.3%</b>	<b>\$ 2,507</b>

1. In second quarter 2023, we reclassified certain CRE loans to better align with regulatory reporting guidance, which resulted in a decrease of approximately \$2.0 billion to the office property type.

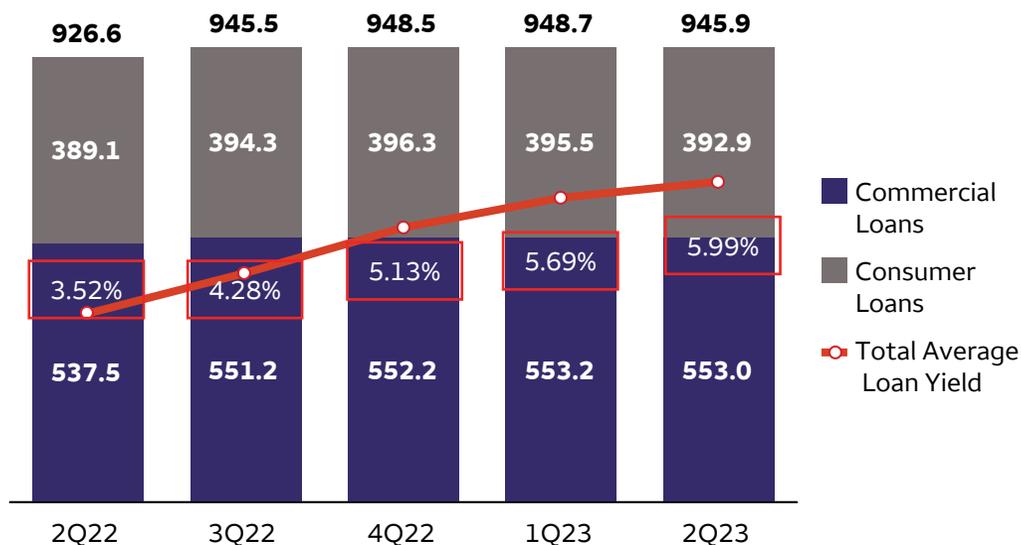
2. As of May 31, 2023.

3. Excludes medical and dental office properties.

# Loans and deposits

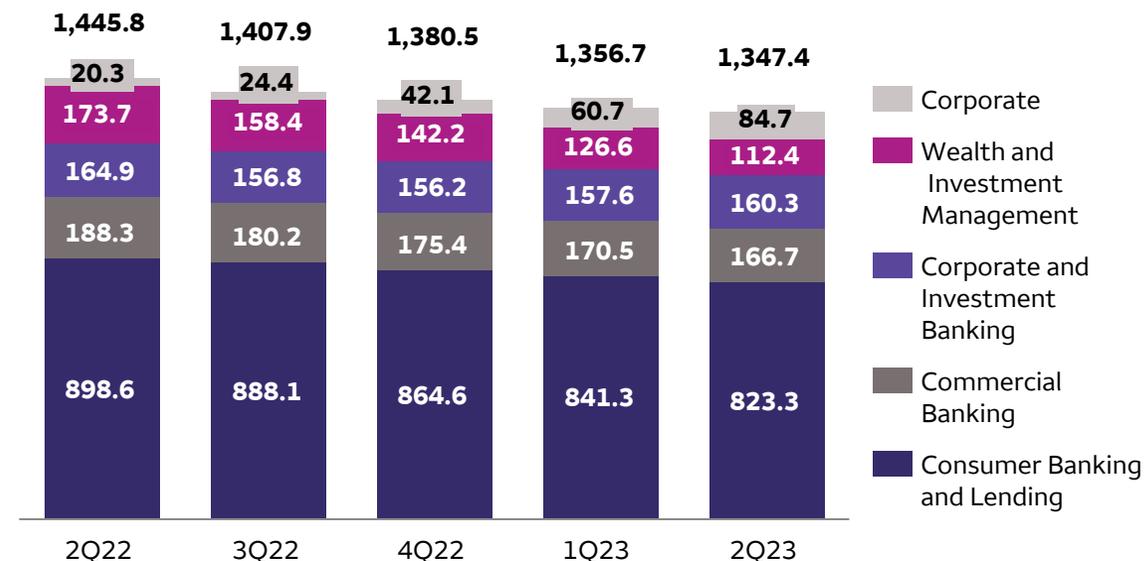


**Average Loans Outstanding** (\$ in billions)



- Average loans up \$19.3 billion, or 2%, year-over-year (YoY) driven by higher commercial and industrial, and credit card loans
- Total average loan yield of 5.99%, up 247 bps YoY and up 30 bps from 1Q23 reflecting the impact of higher interest rates
- Period-end loans of \$948.0 billion, up \$4.3 billion YoY and stable from 1Q23

**Average Deposits and Rates** (\$ in billions)



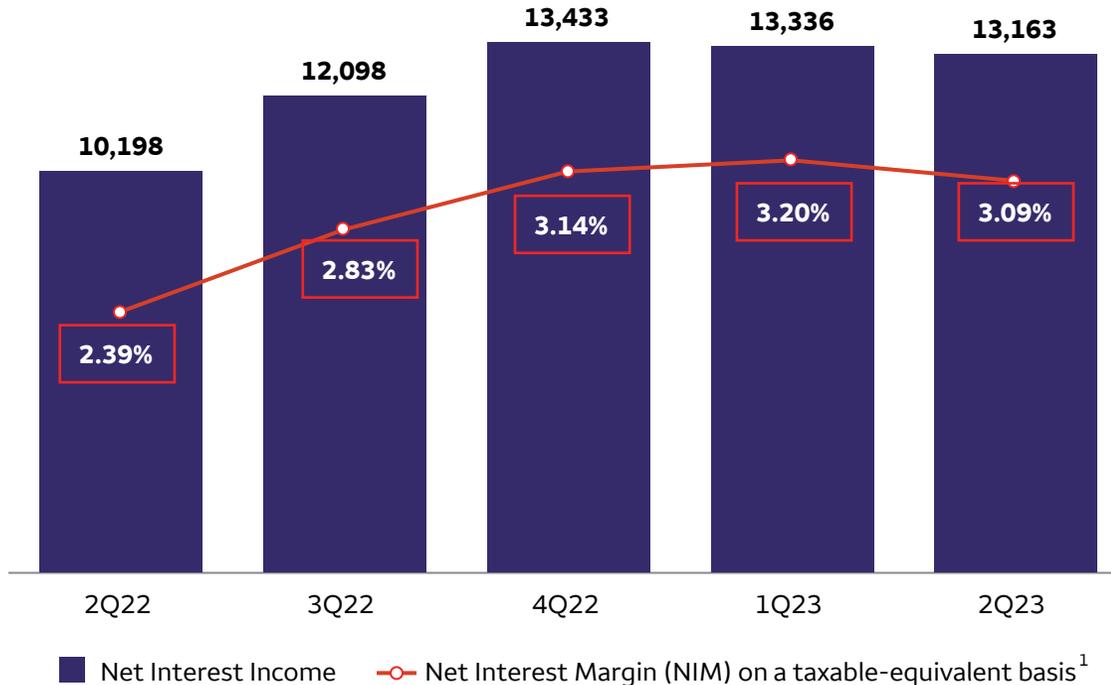
- Average deposits down \$98.4 billion, or 7%, YoY; down \$9.3 billion, or 1%, from 1Q23 reflecting consumer deposit outflows on consumer spending, as well as customer migration to higher yielding alternatives
- Period end deposits down \$80.6 billion, or 6%, YoY, and down \$18.0 billion, or 1%, from 1Q23

**Period-End Deposits** (\$ in billions)

	2Q23	vs 1Q23	vs 2Q22
Consumer Banking and Lending	\$ 820.5	(4)%	(8)%
Commercial Banking	164.8	(3)	(10)
Corporate & Investment Banking	158.8	—	(2)
Wealth & Investment Management	108.5	(8)	(34)
Corporate	92.0	NM	NM
<b>Total deposits</b>	<b>\$ 1,344.6</b>	<b>(1)%</b>	<b>(6)%</b>
<b>Average deposit cost</b>	<b>1.13 %</b>	<b>0.30</b>	<b>1.09</b>

# Net interest income

Net Interest Income (\$ in millions)



- Net interest income up \$3.0 billion, or 29%, from 2Q22 primarily due to the impact of higher interest rates and higher loan balances, partially offset by lower deposit balances
  - 2Q23 MBS premium amortization was \$163 million vs. \$291 million in 2Q22 and \$144 million in 1Q23
- Net interest income down \$173 million, or 1%, from 1Q23 primarily due to lower deposit balances, partially offset by one additional day in the quarter
- **2023 net interest income is expected to be ~14% higher than the full year 2022 level of \$45.0 billion, up from prior guidance of ~10% higher**

Actual and Implied Forward Rate Curve, as of 6/30/23

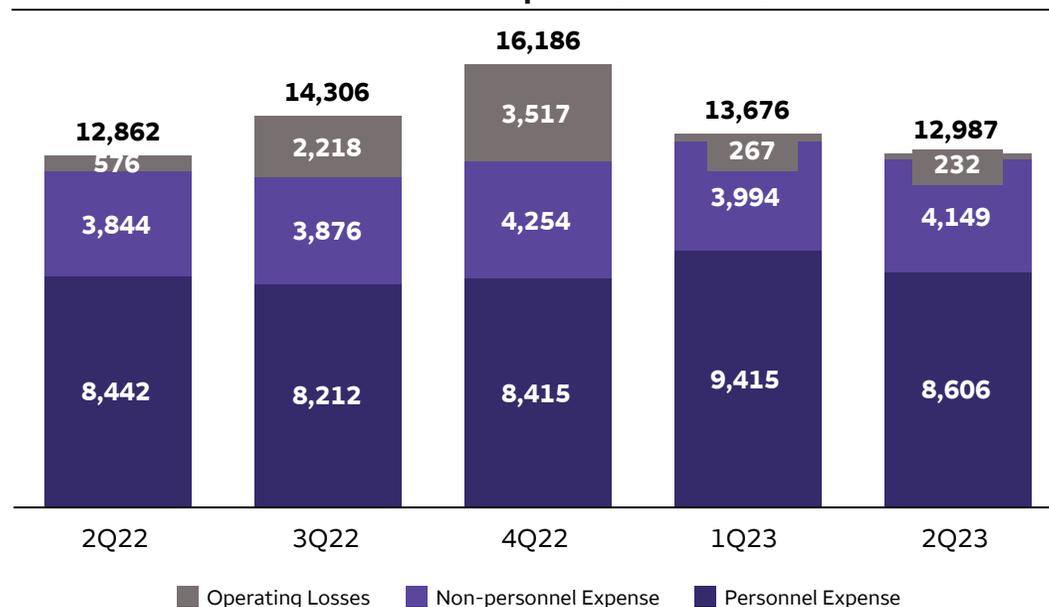
Average rates	1Q23 Actual	2Q23 Actual	3Q23 Forward	4Q23 Forward
Fed Funds	4.69%	5.16	5.39	5.55
10-yr Treasury	3.65	3.60	3.78	3.73

1. Includes taxable-equivalent adjustments predominantly related to tax-exempt income on certain loans and securities.

# Noninterest expense



**Noninterest Expense** (\$ in millions)



**Headcount** (Period-end, '000s)

2Q22	3Q22	4Q22	1Q23	2Q23
244	239	239	236	234

- Noninterest expense up \$125 million, or 1%, from 2Q22
  - Operating losses down \$344 million
  - Other expenses of \$12.8 billion, up \$469 million, or 4%
    - Personnel expense up \$164 million, or 2%, driven by higher salaries expense including higher severance expense, partially offset by the impact of efficiency initiatives
    - Non-personnel expense up \$305 million, or 8%, on higher technology and equipment expense, FDIC assessments, and advertising expense
- Noninterest expense down \$689 million, or 5%, from 1Q23
  - Operating losses down \$35 million
  - Other expenses of \$12.8 billion, down \$654 million, or 5%
    - Personnel expense down \$809 million, or 9%, from seasonally higher 1Q personnel expense
    - Non-personnel expense up \$155 million primarily driven by higher professional and outside services expense on higher project spend, as well as higher advertising expense
- **2023 noninterest expense excluding operating losses is expected to be ~\$51.0 billion, up from prior guidance of ~\$50.2 billion, which includes higher severance expense driven by lower than expected attrition**
  - As previously disclosed, we have outstanding litigation, regulatory, and customer remediation matters that could impact operating losses

# Consumer Banking and Lending



## Summary Financials

<i>\$ in millions (mm)</i>	2Q23	vs. 1Q23	vs. 2Q22
Revenue by line of business:			
Consumer and Small Business Banking (CSBB)	\$6,576	\$90	1,066
Consumer Lending:			
Home Lending	847	(16)	(125)
Credit Card	1,321	16	17
Auto	378	(14)	(58)
Personal Lending	333	15	48
<b>Total revenue</b>	<b>9,455</b>	<b>91</b>	<b>948</b>
Provision for credit losses	874	7	261
Noninterest expense	6,027	(11)	(9)
Pre-tax income	2,554	95	696
<b>Net income</b>	<b>\$1,914</b>	<b>\$73</b>	<b>521</b>
<b>Selected Metrics</b>			
	<b>2Q23</b>	<b>1Q23</b>	<b>2Q22</b>
Return on allocated capital <sup>1</sup>	16.9 %	16.5	11.1
Efficiency ratio <sup>2</sup>	64	64	71
Retail bank branches	# 4,455	4,525	4,660
Digital (online and mobile) active customers <sup>3</sup> (mm)	34.2	34.3	33.4
Mobile active customers <sup>3</sup> (mm)	29.1	28.8	28.0

1. Return on allocated capital is segment net income (loss) applicable to common stock divided by segment average allocated capital. Segment net income (loss) applicable to common stock is segment net income (loss) less allocated preferred stock dividends.
2. Efficiency ratio is segment noninterest expense divided by segment total revenue.
3. Digital and mobile active customers is the number of consumer and small business customers who have logged on via a digital or mobile device, respectively, in the prior 90 days.

- Total revenue up 11% YoY and up 1% from 1Q23
  - CSBB up 19% YoY as the impact of higher interest rates was partially offset by lower deposit balances, as well as lower deposit-related fees reflecting our efforts to help customers avoid overdraft fees
  - Home Lending down 13% YoY on lower net interest income due to loan spread compression and a decline in mortgage banking income driven by lower originations
  - Credit Card up 1% YoY on higher loan balances, including the impact of higher point of sale (POS) volume and new product launches, which included the impact of introductory promotional rates
  - Auto down 13% YoY and down 4% from 1Q23 on loan spread compression and lower loan balances
  - Personal Lending up 17% YoY on higher loan balances, partially offset by loan spread compression; up 5% from 1Q23 on higher loan balances
- Noninterest expense stable both YoY and from 1Q23

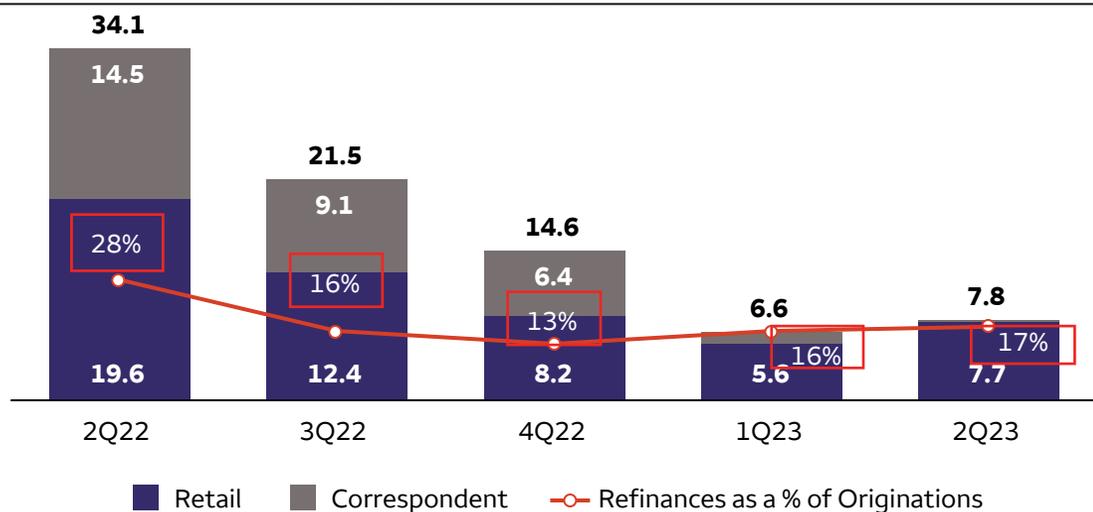
## Average Balances and Selected Credit Metrics

<i>\$ in billions</i>	2Q23	1Q23	2Q22
<b>Balances</b>			
Loans	\$336.4	338.3	330.9
Deposits	823.3	841.3	898.7
<b>Credit Performance</b>			
Net charge-offs as a % of average loans	0.74 %	0.71	0.43

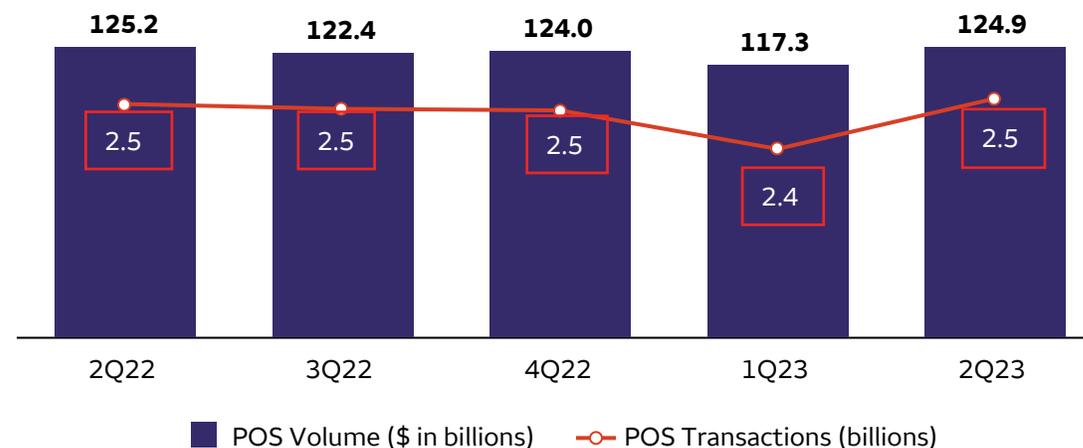
# Consumer Banking and Lending



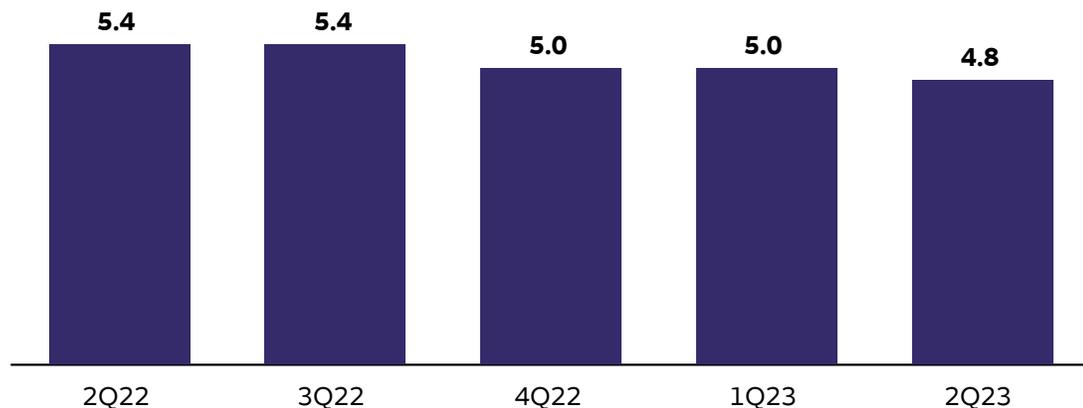
### Mortgage Loan Originations (\$ in billions)



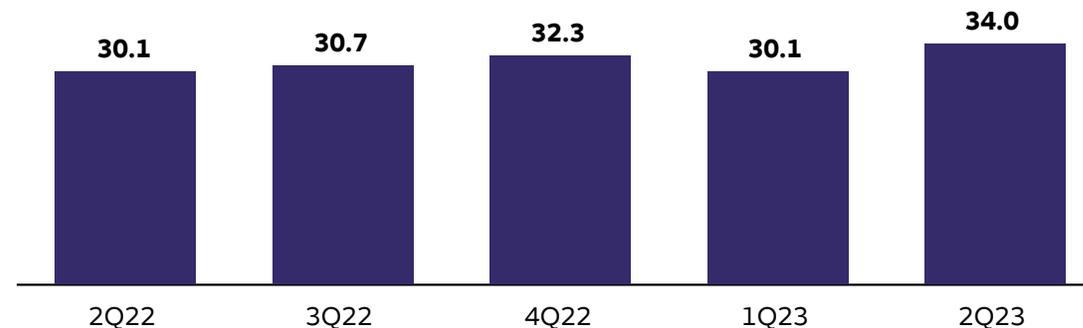
### Debit Card Point of Sale (POS) Volume and Transactions<sup>1</sup>



### Auto Loan Originations (\$ in billions)



### Credit Card POS Volume (\$ in billions)



1. Debit card purchase volume and transactions reflect combined activity for both consumer and business debit card purchases.

# Commercial Banking



## Summary Financials

<i>\$ in millions</i>	2Q23	vs. 1Q23	vs. 2Q22
Revenue by line of business:			
Middle Market Banking	\$2,199	\$44	740
Asset-Based Lending and Leasing	1,170	18	137
<b>Total revenue</b>	<b>3,369</b>	<b>62</b>	<b>877</b>
Provision for credit losses	26	69	5
Noninterest expense	1,630	(122)	152
Pre-tax income	1,713	115	720
<b>Net income</b>	<b>\$1,281</b>	<b>\$85</b>	<b>540</b>

## Selected Metrics

	2Q23	1Q23	2Q22
Return on allocated capital	19.3 %	18.1	14.3
Efficiency ratio	48	53	59
<b>Average loans by line of business (\$ in billions)</b>			
Middle Market Banking	\$122.2	121.6	113.0
Asset-Based Lending and Leasing	103.6	101.2	89.0
Total loans	\$225.8	222.8	202.0
Average deposits	166.7	170.5	188.3

- Total revenue up 35% YoY and up 2% from 1Q23
  - Middle Market Banking revenue up 51% YoY due to the impact of higher interest rates and higher loan balances, partially offset by lower deposit balances and higher earnings credit rates (ECRs); up 2% from 1Q23 due to the impact of higher interest rates and higher treasury management fees
  - Asset-Based Lending and Leasing revenue up 13% YoY and up 2% from 1Q23 primarily due to higher loan balances
- Noninterest expense up 10% YoY primarily due to higher personnel expense and higher operating costs, partially offset by the impact of efficiency initiatives; down 7% from 1Q23 on lower personnel expense due to 1Q seasonality

# Corporate and Investment Banking



## Summary Financials

<i>\$ in millions</i>	2Q23	vs. 1Q23	vs. 2Q22
Revenue by line of business:			
Banking:			
Lending	\$685	(\$7)	157
Treasury Management and Payments	762	(23)	233
Investment Banking	311	31	89
<b>Total Banking</b>	<b>1,758</b>	<b>1</b>	<b>479</b>
Commercial Real Estate	1,333	22	273
Markets:			
Fixed Income, Currencies and Commodities (FICC)	1,133	(152)	199
Equities	397	(40)	144
Credit Adjustment (CVA/DVA) and Other	14	(57)	1
<b>Total Markets</b>	<b>1,544</b>	<b>(249)</b>	<b>344</b>
Other	(4)	(45)	(38)
<b>Total revenue</b>	<b>4,631</b>	<b>(271)</b>	<b>1,058</b>
Provision for credit losses	933	681	995
Noninterest expense	2,087	(130)	247
Pre-tax income	1,611	(822)	(184)
<b>Net income</b>	<b>\$1,210</b>	<b>(\$608)</b>	<b>(126)</b>
<b>Selected Metrics</b>			
	<b>2Q23</b>	<b>1Q23</b>	<b>2Q22</b>
Return on allocated capital	10.2 %	15.9	13.8
Efficiency ratio	45	45	51

- Total revenue up 30% YoY and down 6% from 1Q23
  - Banking revenue up 37% YoY driven by stronger treasury management results reflecting the impact of higher interest rates, higher lending revenue, and higher investment banking revenue as 2Q22 included a \$107 million write-down on unfunded leveraged finance commitments
  - Commercial Real Estate revenue up 26% YoY driven by the impact of higher interest rates and higher loan balances; up 2% from 1Q23 predominantly driven by higher deposit balances and the impact of higher interest rates
  - Markets revenue up 29% YoY driven by higher trading revenue in equities, structured products, credit products, rates, and foreign exchange; down 14% from 1Q23 primarily driven by lower trading activity in rates, structured products, and equities
- Noninterest expense up 13% YoY driven by higher operating costs and personnel expense, partially offset by the impact of efficiency initiatives; down 6% from 1Q23 on lower personnel expense due to 1Q seasonality

## Average Balances (\$ in billions)

Loans by line of business	2Q23	1Q23	2Q22
Banking	\$95.4	99.1	109.1
Commercial Real Estate	136.5	136.8	133.2
Markets	59.6	58.8	56.4
<b>Total loans</b>	<b>\$291.5</b>	<b>294.7</b>	<b>298.7</b>
Deposits	160.3	157.6	164.9
Trading-related assets	196.1	188.4	190.3

# Wealth and Investment Management



## Summary Financials

<i>\$ in millions</i>	<b>2Q23</b>	<b>vs. 1Q23</b>	<b>vs. 2Q22</b>
Net interest income	\$1,009	(\$35)	93
Noninterest income	2,639	2	(150)
<b>Total revenue</b>	<b>3,648</b>	<b>(33)</b>	<b>(57)</b>
Provision for credit losses	24	13	31
Noninterest expense	2,974	(87)	63
Pre-tax income	650	41	(151)
<b>Net income</b>	<b>\$487</b>	<b>\$30</b>	<b>(116)</b>

## Selected Metrics (*\$ in billions*)

	<b>2Q23</b>	<b>1Q23</b>	<b>2Q22</b>
Return on allocated capital	30.5 %	28.9	27.1
Efficiency ratio	82	83	79
Average loans	\$83.0	83.6	85.9
Average deposits	112.4	126.6	173.7
Client assets			
Advisory assets	850	825	800
Other brokerage assets and deposits	1,148	1,104	1,035
Total client assets	\$1,998	1,929	1,835

- Total revenue down 2% YoY and down 1% from 1Q23
  - Net interest income up 10% YoY driven by the impact of higher interest rates, partially offset by lower deposit balances as customers reallocated cash into higher yielding alternatives; down 3% from 1Q23 on lower deposit balances
  - Noninterest income down 5% YoY on lower asset-based fees driven by a decrease in market valuations; flat with 1Q23 as higher asset-based fees were offset by lower retail brokerage activity
- Noninterest expense up 2% YoY on higher operating costs, partially offset by lower revenue-related compensation and the impact of efficiency initiatives; down 3% from 1Q23 on lower personnel expense due to 1Q seasonality

## Summary Financials

<i>\$ in millions</i>	<b>2Q23</b>	<b>vs. 1Q23</b>	<b>vs. 2Q22</b>
Net interest income	(\$91)	(\$107)	528
Noninterest income	121	116	223
<b>Total revenue</b>	<b>30</b>	<b>9</b>	<b>751</b>
Provision for credit losses	(144)	(264)	(159)
Noninterest expense	269	(339)	(328)
Pre-tax loss	(95)	612	1,238
Income tax benefit	(103)	169	130
Less: Net loss from noncontrolling interests	(38)	76	131
<b>Net income</b>	<b>\$46</b>	<b>\$367</b>	<b>977</b>

- Net interest income up YoY due to the impact of higher interest rates
- Noninterest income up YoY due to lower impairments in our affiliated venture capital and private equity businesses, partially offset by lower net gains on the sale of debt securities in our investment portfolio
- Noninterest expense down YoY and from 1Q23 reflecting lower operating losses

# Appendix

# Tangible Common Equity



## Wells Fargo & Company and Subsidiaries TANGIBLE COMMON EQUITY

We also evaluate our business based on certain ratios that utilize tangible common equity. Tangible common equity is a non-GAAP financial measure and represents total equity less preferred equity, noncontrolling interests, goodwill, certain identifiable intangible assets (other than MSRs) and goodwill and other intangibles on investments in consolidated portfolio companies, net of applicable deferred taxes. One of these ratios is return on average tangible common equity (ROTCE), which represents our annualized earnings as a percentage of tangible common equity. The methodology of determining tangible common equity may differ among companies. Management believes that return on average tangible common equity, which utilizes tangible common equity, is a useful financial measure because it enables management, investors, and others to assess the Company's use of equity.

The table below provides a reconciliation of this non-GAAP financial measure to GAAP financial measures.

(\$ in millions)	Quarter ended				
	Jun 30, 2023	Mar 31, 2023	Dec 31, 2022	Sep 30, 2022	Jun 30, 2022
Return on average tangible common equity:					
Net income applicable to common stock	(A) \$ 4,659	4,713	2,877	3,313	2,863
Average total equity	184,443	184,297	182,621	183,042	180,926
Adjustments:					
Preferred stock <sup>1</sup>	(19,448)	(19,448)	(19,553)	(20,057)	(20,057)
Additional paid-in capital on preferred stock <sup>1</sup>	173	173	166	135	135
Unearned ESOP shares <sup>1</sup>	—	—	112	646	646
Noncontrolling interests	(1,924)	(2,019)	(2,185)	(2,258)	(2,386)
Average common stockholders' equity	(B) 163,244	163,003	161,161	161,508	159,264
Adjustments:					
Goodwill	(25,175)	(25,173)	(25,173)	(25,177)	(25,179)
Certain identifiable intangible assets (other than MSRs)	(140)	(145)	(160)	(181)	(200)
Goodwill and other intangibles on investments in consolidated portfolio companies (included in other assets)	(2,487)	(2,440)	(2,378)	(2,359)	(2,304)
Applicable deferred taxes related to goodwill and other intangible assets <sup>2</sup>	903	895	890	886	877
<b>Average tangible common equity</b>	(C) \$ 136,345	136,140	134,340	134,677	132,458
Return on average common stockholders' equity (ROE) (annualized)	(A)/(B) 11.4 %	11.7	7.1	8.1	7.2
Return on average tangible common equity (ROTCE) (annualized)	(A)/(C) 13.7 %	14.0	8.5	9.8	8.7

1. In fourth quarter 2022, we redeemed all outstanding shares of our ESOP Cumulative Convertible Preferred Stock in exchange for shares of the Company's common stock.

2. Determined by applying the combined federal statutory rate and composite state income tax rates to the difference between book and tax basis of the respective goodwill and intangible assets at period-end.

# Common Equity Tier 1 under Basel III



## Wells Fargo & Company and Subsidiaries RISK-BASED CAPITAL RATIOS UNDER BASEL III<sup>1</sup>

(\$ in billions)	Estimated				
	Jun 30, 2023	Mar 31, 2023	Dec 31, 2022	Sep 30, 2022	Jun 30, 2022
Total equity <sup>2</sup>	\$ 182.0	183.2	182.2	178.5	179.8
Effect of accounting policy change <sup>2</sup>	—	—	(0.3)	(0.1)	—
Total equity (as reported)	182.0	183.2	181.9	178.4	179.8
Adjustments:					
Preferred stock <sup>3</sup>	(19.4)	(19.4)	(19.4)	(20.1)	(20.1)
Additional paid-in capital on preferred stock <sup>3</sup>	0.1	0.2	0.1	0.1	0.2
Unearned ESOP shares <sup>3</sup>	—	—	—	0.7	0.7
Noncontrolling interests	(1.8)	(2.1)	(2.0)	(2.2)	(2.3)
Total common stockholders' equity	160.9	161.9	160.6	156.9	158.3
Adjustments:					
Goodwill	(25.2)	(25.2)	(25.2)	(25.2)	(25.2)
Certain identifiable intangible assets (other than MSRs)	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)
Goodwill and other intangibles on investments in consolidated portfolio companies (included in other assets)	(2.5)	(2.5)	(2.4)	(2.4)	(2.3)
Applicable deferred taxes related to goodwill and other intangible assets <sup>4</sup>	0.9	0.9	0.9	0.9	0.9
Current expected credit loss (CECL) transition provision <sup>5</sup>	0.1	0.1	0.2	0.2	0.2
Other	0.1	(0.6)	(0.4)	(0.4)	(1.6)
Common Equity Tier 1	(A) \$ 134.2	134.5	133.5	129.8	130.1
Total risk-weighted assets (RWAs) under Standardized Approach	(B) 1,250.2	1,243.8	1,259.9	1,255.6	1,253.6
Total RWAs under Advanced Approach	(C) 1,117.6	1,117.9	1,112.3	1,104.1	1,121.6
Common Equity Tier 1 to total RWAs under Standardized Approach	(A)/(B) 10.7 %	10.8	10.6	10.3	10.4
Common Equity Tier 1 to total RWAs under Advanced Approach	(A)/(C) 12.0	12.0	12.0	11.8	11.6

- The Basel III capital rules provide for two capital frameworks (the Standardized Approach and the Advanced Approach applicable to certain institutions), and we must calculate our CET1, Tier 1 and total capital ratios under both approaches.
- In first quarter 2023, we adopted Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2018-12. We adopted this ASU with retrospective application, which required revision of prior period financial statements. Prior period risk-based capital and certain other regulatory related metrics were not revised.
- In fourth quarter 2022, we redeemed all outstanding shares of our ESOP Cumulative Convertible Preferred Stock in exchange for shares of the Company's common stock.
- Determined by applying the combined federal statutory rate and composite state income tax rates to the difference between book and tax basis of the respective goodwill and intangible assets at period-end.
- In second quarter 2020, the Company elected to apply a modified transition provision issued by federal banking regulators related to the impact of CECL on regulatory capital. The rule permits certain banking organizations to exclude from regulatory capital the initial adoption impact of CECL, plus 25% of the cumulative changes in the allowance for credit losses (ACL) under CECL for each period until December 31, 2021, followed by a three-year phase-out period in which the benefit is reduced by 25% in year one, 50% in year two and 75% in year three.

# Disclaimer and forward-looking statements



*Financial results reported in this document are preliminary. Final financial results and other disclosures will be reported in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, and may differ materially from the results and disclosures in this document due to, among other things, the completion of final review procedures, the occurrence of subsequent events, or the discovery of additional information.*

*This document contains forward-looking statements. In addition, we may make forward-looking statements in our other documents filed or furnished with the Securities and Exchange Commission, 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 expectations regarding noninterest expense and our efficiency ratio; (iii) future credit quality and performance, including our expectations regarding future loan losses, our allowance for credit losses, and the economic scenarios considered to develop the allowance; (iv) our expectations regarding net interest income and net interest margin; (v) loan growth or the reduction or mitigation of risk in our loan portfolios; (vi) future capital or liquidity levels, ratios or targets; (vii) our expectations regarding our mortgage business and any related commitments or exposures; (viii) the expected outcome and impact of legal, regulatory and legislative developments, as well as our expectations regarding compliance therewith; (ix) future common stock dividends, common share repurchases and other uses of capital; (x) our targeted range for return on assets, return on equity, and return on tangible common equity; (xi) expectations regarding our effective income tax rate; (xii) the outcome of contingencies, such as legal proceedings; (xiii) environmental, social and governance related goals or commitments; and (xiv) 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 second quarter 2023 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, 2022.*