

Wells Fargo Advisors Facts at a Glance

(as of March 31, 2012)

Executive Summary

Wells Fargo Advisors operates the nation's third-largest brokerage business with 15,134 Financial Advisors and 3,352 licensed bankers in retail stores across the U.S. Wells Fargo Advisors administers \$1.2 trillion in client assets.

Areas of Distinction

- Unique structure that combines the capabilities of a large, national firm with the best practices of several smaller, esteemed regional firms
- Dedicated to Financial Advisors and their relationships with clients
- Unprecedented choice and flexibility for Financial Advisors and their clients through distinct business channels supported by established products, services and technology

Multichannel Business Model

10,987 Financial Advisors work in the traditional brokerage channel of Wells Fargo Advisors, LLC, with branch offices located in all 50 states and the District of Columbia. Additionally, the firm's in-bank brokerage channel employs 2,738 Financial Advisors and 3,352 licensed bankers located in Wells Fargo bank stores. Financial Advisors and licensed bankers are registered with Wells Fargo Advisors, LLC. The firm's Independent Brokerage Group includes Wells Fargo Advisors Financial Network, the firm's independent representative arm, and First Clearing Correspondent Services.

Products and Services

- Advisory Services
- Asset Management
- Brokerage Services
- Estate Planning Strategies
- Retirement Planning
- Portfolio Analysis and Monitoring

Retail Client Assets	\$1.2 trillion
Registered Representatives	18,486
Financial Advisors	15,134
Licensed Bankers	3,352
Correspondent Clearing Firms	89

Data is a combination of Wells Fargo Advisors, LLC, Wells Fargo Advisors Financial Network, LLC, and First Clearing, LLC.

Quick Facts

Industry Rank

- Third-largest full-service provider of retail brokerage services in the U.S.*(as of Dec. 31, 2011)
- Third-largest provider of managed accounts**

Broker-Dealers under Wells Fargo & Company

- Wells Fargo Advisors, LLC
- Wells Fargo Advisors Financial Network, LLC
- First Clearing, LLC

Website

wellsfargoadvisors.com

*Based on number of Financial Advisors

**Based on assets

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

Wells Fargo Advisors is the trade name used by two separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company: Wells Fargo Advisors, LLC, and Wells Fargo Advisors Financial Network, LLC (Members SIPC). First Clearing, (Member SIPC) is a separate broker-dealer of Wells Fargo & Company (First Clearing is a non-bank affiliate).

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