

Wells Fargo & Company and Subsidiaries

Consolidated Statement of Income (Unaudited)

(in millions, except per share amounts)	Quarter ended Sept. 30,		Nine months ended Sept. 30,	
	2011	2010	2011	2010
Interest income				
Trading assets	\$ 343	270	1,040	803
Securities available for sale	2,053	2,492	6,383	7,292
Mortgages held for sale	389	449	1,188	1,241
Loans held for sale	13	22	42	86
Loans	9,224	9,779	27,972	30,094
Other interest income	156	118	409	311
Total interest income	12,178	13,130	37,034	39,827
Interest expense				
Deposits	559	721	1,768	2,170
Short-term borrowings	20	27	66	66
Long-term debt	980	1,226	3,093	3,735
Other interest expense	77	58	236	162
Total interest expense	1,636	2,032	5,163	6,133
Net interest income	10,542	11,098	31,871	33,694
Provision for credit losses	1,811	3,445	5,859	12,764
Net interest income after provision for credit losses	8,731	7,653	26,012	20,930
Noninterest income				
Service charges on deposit accounts	1,103	1,132	3,189	3,881
Trust and investment fees	2,786	2,564	8,646	7,976
Card fees	1,013	935	2,973	2,711
Other fees	1,085	1,004	3,097	2,927
Mortgage banking	1,833	2,499	5,468	6,980
Insurance	423	397	1,494	1,562
Net gains (losses) from trading activities	(442)	470	584	1,116
Net gains (losses) on debt securities available for sale (1)	300	(114)	6	(56)
Net gains from equity investments (2)	344	131	1,421	462
Operating leases	284	222	464	736
Other	357	536	1,130	1,727
Total noninterest income	9,086	9,776	28,472	30,022
Noninterest expense				
Salaries	3,718	3,478	10,756	10,356
Commission and incentive compensation	2,088	2,280	6,606	6,497
Employee benefits	780	1,074	3,336	3,459
Equipment	516	557	1,676	1,823
Net occupancy	751	742	2,252	2,280
Core deposit and other intangibles	466	548	1,413	1,650
FDIC and other deposit assessments	332	300	952	896
Other	3,026	3,274	9,894	10,155
Total noninterest expense	11,677	12,253	36,885	37,116
Income before income tax expense	6,140	5,176	17,599	13,836
Income tax expense	1,998	1,751	5,571	4,666
Net income before noncontrolling interests	4,142	3,425	12,028	9,170
Less: Net income from noncontrolling interests	87	86	266	222
Wells Fargo net income	\$ 4,055	3,339	11,762	8,948
Less: Preferred stock dividends and other	216	189	625	548
Wells Fargo net income applicable to common stock	\$ 3,839	3,150	11,137	8,400
Per share information				
Earnings per common share	\$ 0.73	0.60	2.11	1.61
Diluted earnings per common share	0.72	0.60	2.09	1.60
Dividends declared per common share	0.12	0.05	0.36	0.15
Average common shares outstanding	5,275.5	5,240.1	5,280.2	5,216.9
Diluted average common shares outstanding	5,319.2	5,273.2	5,325.6	5,252.9

(1) Total other-than-temporary impairment (OTTI) losses (gains) were \$136 million and \$50 million for third quarter 2011 and 2010, respectively. Of total OTTI \$96 million and \$144 million were recognized in earnings, and \$40 million and \$(94) million were recognized as non-credit-related OTTI in other comprehensive income for third quarter 2011 and 2010, respectively. Total other-than-temporary impairment (OTTI) losses (gains) were \$189 million and \$253 million for the nine months ended September 30, 2011 and 2010, respectively. Of total OTTI, \$365 million and \$342 million were recognized in earnings, and \$(176) million and \$(89) million were recognized as non-credit-related OTTI in other comprehensive income for the nine months ended September 30, 2011 and 2010, respectively.

(2) Includes OTTI losses of \$48 million and \$35 million for third quarter 2011 and 2010, respectively, and \$105 million and \$202 million for the nine months ended September 30, 2011 and 2010, respectively.

The accompanying notes are an integral part of these statements.

Wells Fargo & Company and Subsidiaries
Consolidated Balance Sheet (Unaudited)

(in millions, except shares)	Sept. 30, 2011	Dec. 31, 2010
Assets		
Cash and due from banks	\$ 18,314	16,044
Federal funds sold, securities purchased under resale agreements and other short-term investments	89,804	80,637
Trading assets	57,786	51,414
Securities available for sale	207,176	172,654
Mortgages held for sale (includes \$38,845 and \$47,531 carried at fair value)	42,704	51,763
Loans held for sale (includes \$495 and \$873 carried at fair value)	743	1,290
Loans (includes \$0 and \$309 carried at fair value)	760,106	757,267
Allowance for loan losses	(20,039)	(23,022)
Net loans	740,067	734,245
Mortgage servicing rights:		
Measured at fair value	12,372	14,467
Amortized	1,397	1,419
Premises and equipment, net	9,607	9,644
Goodwill	25,038	24,770
Other assets	99,937	99,781
Total assets (1)	\$ 1,304,945	1,258,128
Liabilities		
Noninterest-bearing deposits	\$ 229,863	191,256
Interest-bearing deposits	665,565	656,686
Total deposits	895,428	847,942
Short-term borrowings	50,775	55,401
Accrued expenses and other liabilities	86,284	69,913
Long-term debt (includes \$0 and \$306 carried at fair value)	133,214	156,983
Total liabilities (2)	1,165,701	1,130,239
Equity		
Wells Fargo stockholders' equity:		
Preferred stock	11,566	8,689
Common stock – \$1-2/3 par value, authorized 9,000,000,000 shares; issued 5,341,553,681 shares and 5,272,414,622 shares	8,902	8,787
Additional paid-in capital	55,495	53,426
Retained earnings	61,135	51,918
Cumulative other comprehensive income	3,828	4,738
Treasury stock – 69,333,156 shares and 10,131,394 shares	(2,087)	(487)
Unearned ESOP shares	(1,071)	(663)
Total Wells Fargo stockholders' equity	137,768	126,408
Noncontrolling interests	1,476	1,481
Total equity	139,244	127,889
Total liabilities and equity	\$ 1,304,945	1,258,128

(1) Our consolidated assets at September 30, 2011, and December 31, 2010, include the following assets of certain variable interest entities (VIEs) that can only be used to settle the liabilities of those VIEs: Cash and due from banks, \$138 million and \$200 million; Trading assets, \$140 million and \$143 million; Securities available for sale, \$3.5 billion and \$2.2 billion; Mortgages held for sale, \$541 million and \$634 million; Net loans, \$12.8 billion and \$16.7 billion; Other assets, \$1.7 billion and \$2.1 billion, and Total assets, \$18.7 billion and \$21.9 billion, respectively.

(2) Our consolidated liabilities at September 30, 2011, and December 31, 2010, include the following VIE liabilities for which the VIE creditors do not have recourse to Wells Fargo: Short-term borrowings, \$24 million and \$7 million; Accrued expenses and other liabilities, \$162 million and \$98 million; Long-term debt, \$5.5 billion and \$8.3 billion; and Total liabilities, \$5.7 billion and \$8.4 billion, respectively.

The accompanying notes are an integral part of these statements.