



TIBURON STRATEGIC ADVISORS

Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (and Related FinTech) Firms

Financial Institutions Profiles Series

Wells Fargo & Company:
One of the Big Four United States Retail Banks Which Also Owns Wells Fargo Advisors

(Table of Contents)



August 9, 2021

TABLE OF CONTENTS

History.....	
Stage Coach & West Coast Banking Phase.....	
National Banking Phase	
Phony Accounts Scandal & Recovery Phase.....	
Statistics.....	
Countries	
Employees.....	
Clients	
Deposits	
Net Interest Income	
Non Interest Income	
Revenues	
Provision for Credit Losses	
Non Interest Expense	
Net Income Before Non-Controlling Interests	
Net Income From Non-Controlling Interests	
Net Profits	
Businesses.....	
Consumer Banking & Lending	
Statistics	
Employees.....	
States	
Branches	
ATMS	
Clients	
Accounts.....	
Net New Accounts	
Deposits	
Loans	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits.....	
Consumer Banking & Lending Products	
Deposit Products	
Checking Accounts	
Savings Accounts	
Market Rate Accounts.....	
Individual Retirement Accounts (IRAs)	
Time Deposits	
Debit Cards.....	
Loan Products	
Personal & Portfolio Lines of Credit.....	
Equity Lines & Loans	
Equipment & Transportation Loans	
Education Loans	
Origination & Purchase of Residential Mortgage Loans	
Credit Cards	

Small Business Products	
Receivables & Inventory Financing	
Equipment Leases	
Real Estate Financing	
Small Business Administration Financing	
Venture Capital Financing	
Retirement Plans	
Cash Management	
Payroll Services	
Medical Savings Accounts	
Credit & Debit Card Processing	
Commercial Banking.....	
Statistics	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits	
Services	
Service One.....	
Service Two.....	
Corporate & Investment Banking	
Statistics	
Employees.....	
Clients	
Accounts.....	
Net New Accounts	
Deposits	
Loans	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits	
Products & Services	
Commercial Loans & Lines of Credit.....	
Letters of Credit.....	
Asset-Based Lending.....	
Equipment Leasing.....	
Mezzanine Financing.....	
High-Yield Debt	
International Trade Facilities.....	
Foreign Exchange Services	
Treasury Management.....	
Investment Management	
Institutional Fixed Income & Equity Sales	
Online & Electronic Products	
Insurance Brokerage Services	
Investment Banking	
Wealth & Investment Management	
Statistics	
Employees.....	
States	

- Offices
- Teams
- Financial Advisors
- Clients
- Accounts.....
- Net New Accounts
- Deposits
- Loans
- Assets Under Management & Administration
- Net New Assets Under Management & Administration
- Revenues
- Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....
- Net Profits
- Businesses.....
 - Wells Fargo Private Bank
 - Statistics
 - Employees.....
 - Clients
 - Accounts
 - Net New Accounts
 - Deposits
 - Loans
 - Revenues
 - Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA)
 - Net Profits
 - Services
 - Service One.....
 - Service Two.....
 - Wells Fargo Advisors.....
 - Statistics
 - Employees.....
 - Financial Advisors
 - Clients
 - Accounts
 - Net New Accounts
 - Assets Under Management & Administration.....
 - Revenues
 - Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA)
 - Net Profits
 - Businesses
 - Wells Fargo Advisors.....
 - Wells Fargo Financial Network
 - First Clearing
 - Wells Fargo Advisors
 - Statistics
 - Employees
 - Financial Advisors.....
 - Clients

Accounts	
Net New Accounts	
Assets Under Management & Administration	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits	
Products & Services	
Cash Management.....	
Individual Securities	
Open-End Mutual Funds	
Exchange Traded Funds (ETFs)	
Futures & Options	
Managed Account Programs (MAPs)	
Separately Managed Accounts (SMAs) Managers.....	
Hedge Funds	
Venture Capital & Private Equity Funds	
Digital Assets (Cryptocurrencies)	
Other Investment Product Companies	
Wells Fargo Financial Network	
Statistics	
Employees	
Financial Advisors.....	
Clients	
Accounts	
Net New Accounts	
Assets Under Management & Administration	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits	
First Clearing	
Statistics	
Employees	
Financial Advisors.....	
Clients	
Accounts	
Net New Accounts	
Assets Under Management & Administration	
Revenues	
Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA).....	
Net Profits	
Organization & Ownership.....	
Organizational Structure	
Organizational Chart	
Board of Directors	

Ownership
Loans
Allowances for Loan Losses
Assets
Debt Securities
Long-Term Debt
Liabilities
Shareholders Equity
Earnings Per Common Share
Diluted Earnings Per Common Share
Return on Average Assets
Return on Average Equity
Return on Average Tangible Common Equity
Common Stock Dividends Declared Per Share
Common Stock Dividend Yield
Stock Price
Price-to-Earnings Ratio
Common Shares Outstanding
Market Capitalization
Ownership by Owner
Stock Volume