

Brokerage Facts at a Glance

Executive Summary

Wells Fargo Advisors operates one of the industry's largest retail brokerage businesses with nearly 16,000 Financial Advisors and 6,000 licensed financial specialists in retail stores across the U.S. along with having service affiliate subsidiary companies in Latin America. Wells Fargo Advisors administers more than \$900 billion 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 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

Core Business Channels

Private Client Group – approximately 12,000 Financial Advisors with Wells Fargo Advisors, LLC, located throughout all 50 states and the District of Columbia

Bank Brokerage – more than 2,900 Financial Advisors and 6,000 licensed financial specialists located in Wachovia Bank stores and Wells Fargo locations. Financial Advisors and Licensed Financial Specialists are registered with Wells Fargo Advisors, LLC, or Wells Fargo Investments, LLC

Independent Brokerage Group – includes Wells Fargo Advisors Financial Network, the firm's independent representative arm, as well as the Latin America Group, H.D. Vest Investment ServicesSM, 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	\$910 billion
Retail Client Accounts	7.2 million
Total Employees	30,167
Registered Representatives	21,876
Financial Advisors	15,879
Licensed Financial Specialists	5,997
Correspondent Clearing Firms	113
Data is a combination of Wells Fargo Advisors, LLC, Wells Fargo Investments, LLC, Wells Fargo Advisors Financial Network, LLC, and First Clearing, LLC	

Quick Facts

Industry Rank*

- Second-largest full-service provider of retail brokerage services in the U.S.**
- Third-largest provider of managed accounts[†]
- First Clearing is the third-largest correspondent services firm[‡]

Broker-Dealers under Wells Fargo & Company

- Wells Fargo Advisors, LLC
- Wells Fargo Advisors Financial Network, LLC
- First Clearing, LLC
- Wells Fargo Investments, LLC
- H.D. Vest Investment ServicesSM

Wells Fargo Advisors International Service Affiliates¹

- Asunción, Paraguay
- Santiago, Chile
- Montevideo, Uruguay
- Zona Franca, Uruguay
- San Juan, Puerto Rico

Web site:

wellsfargoadvisors.com

Data as of March 31, 2009

* Includes Wells Fargo Advisors, LLC, Wells Fargo Investments, LLC, Wells Fargo Advisors Financial Network, LLC, and First Clearing, LLC

** Based on number of Financial Advisors

† Based on assets

‡ Based on revenue

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