

Environmental Responsibility at Wells Fargo

Green Matters in More Ways than One

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Environmental Affairs

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Together we'll go far



Summary

- **Wells Fargo's environmental initiatives**
 - create **goodwill**
 - **respond to** stakeholder **concerns**
 - demonstrate **leadership**
 - **support** our corporate social responsibility **goals**
 - develop **new business opportunities**
 - create a **competitive advantage**
 - deliver **shareholder value**
- **Wells Fargo's goal** is to **integrate environmental stewardship and responsibility into** the corporate **"DNA" and culture** of the company
- **Each one of us** is **responsible** for doing our part in the company **to support and promote environmental responsibility**

Environmental Stewardship - Focus Areas

Company

- Walking the walk by improving the efficiency and conserving resources in our operations

Customers and Communities

- Encouraging customers and our communities to join us in protecting our environment by both focusing on products and services to support our customers and making investments in our communities.

Team Members

- Creating a corporate culture where team members consider the environment in their decisions and every day actions

Company



Walking the Walk...

Wells Fargo Footprint

- 6,000 banking stores
- 70 million customers
- 12,000-plus ATMs
- 280,000 employees coast to coast

Benefits

- Increase cost savings
- More efficient operations
- Improve productivity
- Healthier environment
- Enhance reputation/credibility

Programs include

- Recycling
- Energy Efficiency
- LEED certification
- Paper reduction efforts
- Renewable energy



Greening our Facilities



One of the first to earn pre-certification from U.S. Green Building Council for new construction buildings such as above prototype.

Focusing on LEED in the store conversion process post-merger

- LEED for New Construction - Benefits of WFC “green” stores:
 - **40%** savings in water usage
 - **20%** savings in energy usage
 - **20%** of building materials composed of recycled content
 - **75%** of wood-based materials are Forest Stewardship Council certified
- LEED EBOM - in stores being converted from Wachovia to Wells Fargo
- Solar pilot



Conversion Stores in Colorado LEED® EBOM

- 16 converted stores in CO (more in other states) registered under LEED EBOM
 - Features include:
 - Envelope-Free ATMs
 - Energy-efficient LED lighting for store signs
 - Water saving-low flow plumbing fixtures
 - Light harvesting systems
 - Use of recycled materials (carpeting, countertops, insulation)
 - Use of recycled office supplies (e.g. paper, technology)
 - Low toxic paint and cleaning supplies
 - Even recycled Wachovia store signs!

Cordera LEED® Silver NC De Novo

- Opened October 2009
- CO's first LEED® store in Colorado Springs
- Store will achieve LEED® Silver certification
- Green features include:
 - Preferred parking for Low Emission Vehicles
 - Reflective roofing material to reduce heat load on building energy system
 - 40% water use reduction*
 - 20% energy use reduction* including light harvesting system
 - 20% of building materials containing recycled content; many are C2C certified
 - Building materials containing rapidly renewable content
 - 50% wood materials certified by Forest Stewardship Council
 - Ultra low VOC paints, sealants, and finishes

*Compared to conventionally designed and constructed buildings

Cordera LEED® NC De Novo – Sample Store Photos



Colorado Solar Store Pilot

- Own and host solar photovoltaic systems on **10** retail banking stores
- In aggregate they generate 220kW of clean renewable energy per year
- Energy generated is sold to Xcel Energy to help CO achieve its goal of 20% of the state's energy from renewables by 2020
- Systems use federal and state incentives
- Our leadership in promoting renewable energy encourages our communities, our businesses and our customers
- Solar helps Wells Fargo achieve our greenhouse gas reduction goal



Customers and Communities

Wells Fargo Bank Technology Banking Financial Solutions for the Solar Industry

WELLS FARGO

The Next Stage®

SUNPOWER

- Senior Working Capital Credit Facilities
- Foreign Exchange Advisory
- Investment Advisory

Services provided by



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Palo Alto, CA 94301



Working Together to Protect our Environment

Benefits

- Providing our customers products that help us **all** protect the environment
- Being a leader in rapidly developing field of renewable energy and other emerging market opportunities
- Investing and supporting healthy communities where our team members work and live
- Positive recognition and reputation

Wells Fargo Bank
Technology Banking
Financial Solutions for the Solar Industry

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Work with us Today to Protect our Environment

Online Banking and Envelope-free ATMs

- 100,000 trees saved

Treasury Management Capabilities

- Business owners rely on Desktop Deposit to save time, money and resources.

Wells Fargo Advantage Social Responsibility Fund

- Providing customers with socially responsible investing options and solutions

Wells Fargo Rewards Program

- First bank to offer WF cardholders "Green" Reward options

OUR CUSTOMERS

WELLS FARGO

Envelope-FreeSM ATMs

So far...

Our customers have helped save 5,000 trees

This advertisement features a green header with the Wells Fargo logo and the text 'OUR CUSTOMERS'. Below the header, the title 'Envelope-FreeSM ATMs' is displayed in white on a green background. The main content area is split into two parts: on the left, a photograph of a red and grey Wells Fargo Envelope-Free ATM; on the right, a photograph of a young girl looking up at trees with yellow autumn leaves. Text in the center reads 'So far... Our customers have helped save 5,000 trees'.

OUR CUSTOMERS

WELLS FARGO

Business owners rely on

Desktop Deposit[®]

to save time, money, and trips to the bank

- 1 Receive checks
- 2 Scan checks
- 3 Review and submit deposit
- 4 View deposit detail & returned item images

This advertisement features a green header with the Wells Fargo logo and the text 'OUR CUSTOMERS'. Below the header, the text 'Business owners rely on Desktop Deposit[®] to save time, money, and trips to the bank' is displayed in white on a green background. The bottom section shows a four-step process diagram with icons and labels: 1. Receive checks (stack of checks), 2. Scan checks (scanner), 3. Review and submit deposit (bank building), and 4. View deposit detail & returned item images (computer monitor).

CO Home Solar Incentive Promotion

- Wells Fargo customers in CO can receive \$1000 when they purchase a solar system for their home using a home equity loan or line of credit
 - Partnered with three CO-based solar providers
 - Qualified customers receive a \$250 Wells Fargo Visa gift card and \$750 discount from one of the participating providers
 - Runs through June 30, 2010

Financing Green Opportunities & Investments

Environmental Finance Group has provided **over \$6 billion** for green business (since inception in 2005)

1. Leader in “green” building finance:
Over \$3.25 billion in LEED financings
2. Major player in renewable energy project finance:
Over \$1.85 billion to wind and solar projects
3. Major provider of financing to “green” industries:
Over \$1.10 billion in credit to green business

Three new business lines launched in 2009:

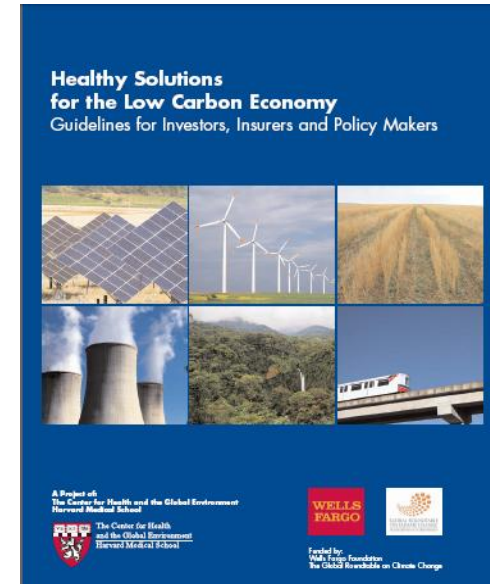
1. National Cleantech Commercial Banking Group
2. Cleantech Investment Banking Group
3. Sustainable Public Infrastructure Group

Investing in Renewable Energy in CO

- Working with FRV and Sun Edison, Wells Fargo has invested \$45 million in nine commercial-scale solar energy projects in CO. Nine projects total more than 7.7 MW and include the following projects:
 - Colorado Convention Center
 - Colorado State University
 - Denver International Airport
 - National Renewable Energy Lab
- Invested in the Cedar Creek wind energy project, a 300.5 MW facility in Weld County co-owned and managed by Infigen Energy

Communities - Making a Difference through Grants

- In 2009, Wells Fargo provided more than **\$3.4 million** to more than **540 environmental organizations** nationwide through a series of environmental grant programs.
 - World Resources Institute
 - USGBC
 - University of California, Davis
 - Grid Alternatives
 - Green Team Grants to regional nonprofits focused on environmental programs



Team Members

Creating a corporate culture where team members consider the environment in their decisions and every day actions



Leading Everyday Actions

- 40 Green Teams across the Wells Fargo footprint
- Team Members Volunteering on a daily basis to promote our environmental commitment
- Green Teams Projects
 - Bring your mug to work day
 - Bike to work week
 - Recycling education and demonstrations
 - Monitoring use of supplies



Iowa Green Team member Crystal - Shows how many disposable cups she helped save by using a reusable cup

Volunteering in our Communities



Team Members celebrate after installing solar panels on affordable homes

Sustainability Matters to Team Members

- 80% of young professionals are interested in securing a job that impacts the environment in a positive way
- 92% of young people give preference to working for a company that is environmentally friendly
- Team members working for a company that they perceive as “green” are 3 times more likely to view senior management as “trustworthy”
- Team members working for an organization with a self-identified strong CSR culture are
 - 4 time as likely to intend to stay
 - 4.5 times as likely to have overall job satisfaction
 - 2.5 times as likely to feel pride

Data from 2009 Saatchi S Study

Questions?

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Our environment
Everyday actions make a differenceSM