

FiNet Ends 2016 with Recordsetting Numbers

*Success attributed to focus of organic growth, training programs,
and technology platforms*

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St. Louis- February 16, 2017 – Wells Fargo Advisors Financial Network, LLC (FiNet) added \$10.5 billion in new assets under management (AUM) in 2016, increasing FiNet’s total AUM to \$95.9 billion. This reflects FiNet’s strongest year of external recruiting in its history. FiNet spent the year focused on organic growth and helping advisors grow their own practices through a variety of different means.

“The FiNet platform ensures that our advisors are equipped and prepared for success as we offer recruiting tools, technology platforms, and support to practices that are looking to purchase or sell books of businesses,” said Kent Christian, president of FiNet. “Our advisors are among the most productive in the Independent Broker Dealers dealer space and are better able to leverage the products and innovations of Wells Fargo Advisors to better their practices.”

As FiNet celebrated its 15 year anniversary in 2016, it added 132 financial advisors in 98 new practices. This brings the total number of FiNet practices to 1,404 in over 660 practices nationwide.

In comparison, in 2015 FiNet added 102 financial advisors in 79 new practices in 2015, increasing the total assets under management (AUM) to \$86.8 billion.

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About Wells Fargo Advisors Financial Network

For over a decade, Wells Fargo Advisors Financial Network, the independent brokerage arm of Wells Fargo & Co, has simplified independence by partnering with successful financial advisors and fostering a mutual passion for doing what’s right for clients. Wells Fargo Advisors Financial Network has grown to operate nationwide with over 1400 business owners and advisors in over 650 practices administering nearly \$96 billion in client assets. Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC. www.wfafinet.com

About Wells Fargo Advisors

With \$1.5 trillion in client assets as of December 31, 2016, Wells Fargo Advisors provides investment advice and guidance to clients through 14,882 full-service financial advisors and 3,954 licensed bankers. This vast network of advisors, one of the nation's largest, serves investors through locations in all 50 states and the District of Columbia. Wells Fargo Advisors is the trade name used by Wells Fargo Clearing Services LLC and Wells Fargo Advisors Financial Network, LLC, Members SIPC, separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company. All data includes Wells Fargo Clearing Services, LLC, (including its predecessor firms) and Wells Fargo Advisors Financial Network, LLC, as of December 31, 2016. www.wellsfargoadvisors.com

About Wells Fargo

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 8,600 locations, 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 42 countries and territories to support customers who conduct business in the global economy. With approximately 269,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 27 on Fortune's 2016 rankings of America's largest corporations. Wells Fargo's vision is to satisfy our customers' financial needs and help them succeed financially. News, insights and perspectives from Wells Fargo are also available at [Wells Fargo Stories](#).

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