

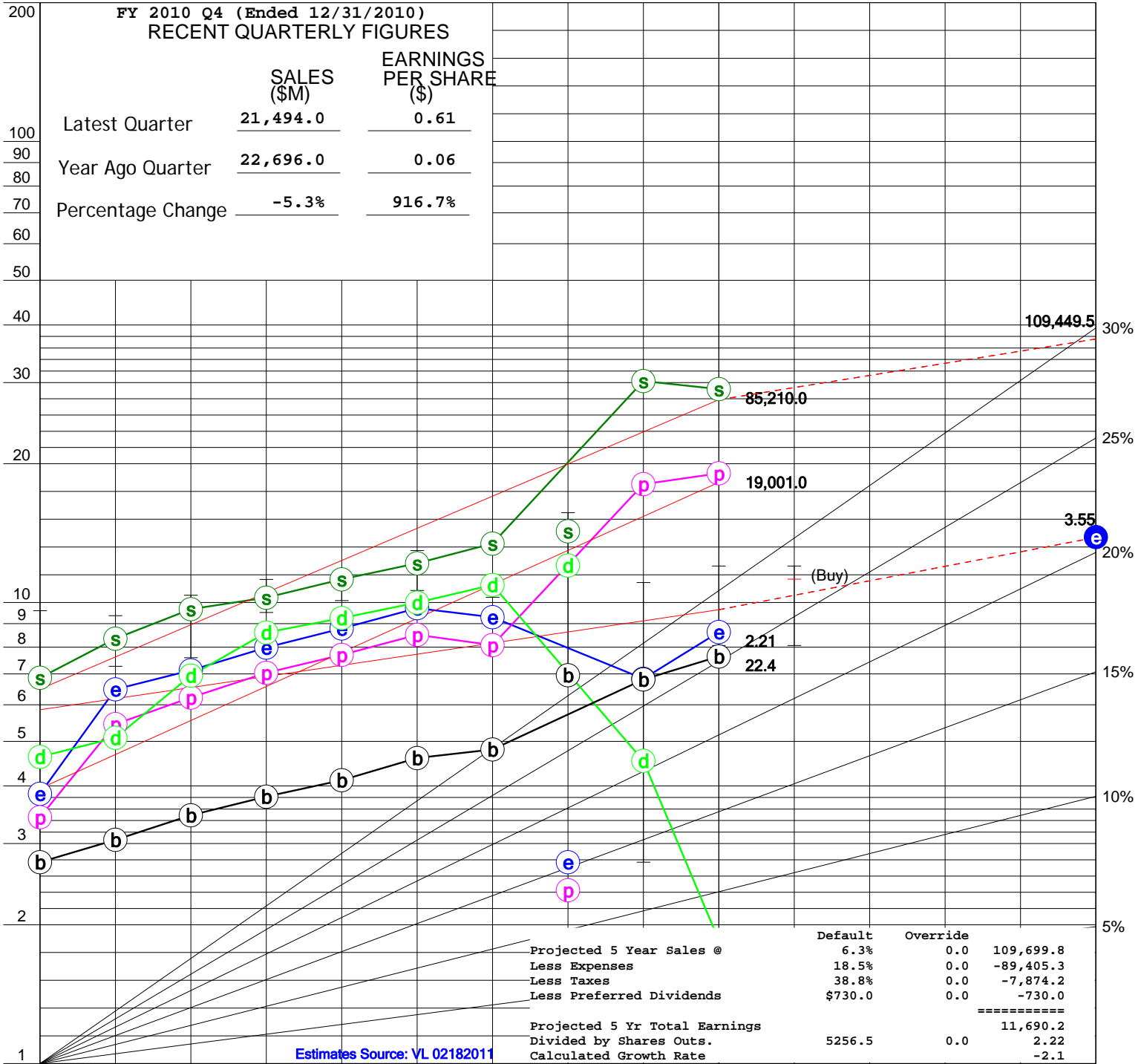


Stock Study

Company	Wells Fargo 2011-03	Price Date	03/10/11
Study by	Kathy E.	Data Date	03/10/11
Sector	Financial Services	Data Source	stkCntrl
Industry	Banks - Regional - US	Reference	Morningstar
Preferred(\$M)	8,689.0		
Common(M Shares)	5,256.5	% Insiders	0.1
Debt(\$M)	212,384.0	% Institutions	81.2
% Debt to Tot.Cap.	62.7	Quality	1.6 (Take Stock)

1 Growth Analysis

NYSE: WFC



(1) Historical Sales Growth	17.4 %	(3) Historical Earnings Per Share Growth	5.7 %	www.iclub.com
(2) Estimated Future Sales Growth	6.3 %	(4) Estimated Future Earnings Per Share Growth	7.5 %	
(5) Sales Growth R ²	-0.87 0.92	(6) Earnings Per Share Growth R ²	-0.02 0.36	

2 QUALITY ANALYSIS

Company Wells Fargo 2011-03 (WFC)

03/10/11

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	5 YEAR AVG.	TREND UP / DOWN
A % Pre-tax Profit on Sales	16.9	22.2	21.8	23.3	23.3	23.8	20.5	5.7	20.3	22.3	18.5	UP
B % ROE (Beginning Yr)	16.9	20.7	20.4	20.2	20.3	20.6	17.7	5.0	8.6	11.1	12.6	DOWN
C % Debt to Equity	140.7	164.8	187.0	195.7	195.9	192.0	211.0	388.1	224.8	134.3	230.1	DOWN

3 PRICE, PRICE/EARNINGS RATIO and DIVIDEND ANALYSIS

CURRENT PRICE 32.060 52-WEEK HIGH 34.250 52-WEEK LOW 23.020

Fiscal Year	High Price	Low Price	EPS	High P/E	Low P/E	Dividend	% Payout	% High Yield
1 2006	37.0	30.3	2.49	14.9	12.2	1.080	43.4	3.6
2 2007	38.0	29.3	2.38	16.0	12.3	1.180	49.6	4.0
3 2008	44.7	19.9	0.70	63.9	28.4	1.300	185.7	6.5
4 2009	31.5	7.8	1.75	18.0	4.5	0.490	28.0	6.3
5 2010	34.3	23.0	2.21	15.5	10.4	0.200	9.0	0.9
6 AVERAGE		22.1		25.7	13.6		32.5	
AVERAGE P/E RATIO		19.7	PROJECTED P/E RATIO		13.5	TTM EPS		2.21
CURRENT P/E RATIO		14.5	PEG RATIO		1.8	FTM EPS		2.38
RELATIVE VALUE		73.6	PROJ. RELATIVE VALUE		68.5	AVG TTM + FTM EPS		2.29

4 EVALUATING REWARD and RISK over the next 5 years

A FUTURE HIGH PRICE ANALYSIS -- NEXT 5 YEARS

Selected High P/E ~~25.7~~ 16.1 X Estimated High Earnings/Share 3.55 = Forecast High Price \$ 57.2

B FUTURE LOW PRICE ANALYSIS -- NEXT 5 YEARS

(a) Sel. Low P/E ~~13.6~~ 12.4 X Estimated Low Earnings/Share 2.21 = \$ 27.4
(as adj.)

(b) Average 5-Year Low Price = 22.1

(c) Recent Severe Low Price = 7.8

(d) Price Dividend Will Support = Present Divd. + High Yield = 0.200 + 0.065 = 3.1

Selected Estimated Low Price 25.6

C PRICE RANGES

Forecast High Price 57.2 - Estimated Low Price 25.6 = Range 31.6 25% of Range = 7.9

BUY (Lower 25% of Range) = 25.6 to 33.5

MAYBE (Middle 50% of Range) = 33.5 to 49.3

SELL (Upper 25% of Range) = 49.3 to 57.2

Current Price 32.060 is in the Buy Range

D REWARD/RISK ANALYSIS (Potential Gain vs. Risk of Loss)

(Forecast High Price 57.2 - Current Price 32.060) + (Current Price 32.060 - Estimated Low Price 25.6) = 3.9 To 1

5 TOTAL RETURN ANALYSIS

A CURRENT YIELD

Present Full Year's Dividend \$ 0.200 ÷ Current Price of Stock \$ 32.060 = 0.6 % Present Yield or % Returned on Purchase Price

B AVERAGE YIELD - USING FORECAST HIGH P/E

Avg. % Payout ~~32.5~~ 43.0 ÷ Forecast High P/E 16.1 = Avg. Yield 2.7

AVERAGE YIELD - USING FORECAST AVERAGE P/E

Avg. % Payout ~~32.5~~ 43.0 ÷ Forecast Avg P/E 14.3 = Avg. Yield 3.0

C % COMPOUND ANNUAL TOTAL RETURN - USING FORECAST HIGH P/E

Average Yield 2.7 % + Annual Appreciation 12.3 % = Compound Annual Total Return 14.9 %

D % PROJECTED AVERAGE RETURN - USING FORECAST AVERAGE P/E

Average Yield 3.0 % + Annual Appreciation 9.6 % = Projected Average Total Return 12.6 %