

Wells Fargo principal trade association memberships and percentage of dues spent on lobbying¹

<u>Organization Name</u>	<u>Lobbying Percentage</u>
American Bankers Association	10%
American Bankers Association (CPC)	100%
American Financial Services Association	40%
Bank Policy Institute	10%
Business Roundtable	28%
Clean Energy Buyers Alliance	15%
Consumer Bankers Association	53%
Financial Services Forum	25%
Financial Services Institute	100%
Housing Policy Council	16%
Institute of International Finance	0%
Insured Retirement Institute	13%
Managed Funds Association	15%
Money Management Institute	0%
Mortgage Bankers Association (Resi)	5%
Mortgage Bankers Association (CRE)	5%
Securities Industry Financial Markets Association	17%
Structured Finance Association	6%
U.S. Chamber of Commerce (CCMR)	35%

¹ Percentage of membership dues spent on lobbying reflects figures reported to Wells Fargo by each respective principal trade organization.