

Higher Education & Nonprofit Banking

**WELLS
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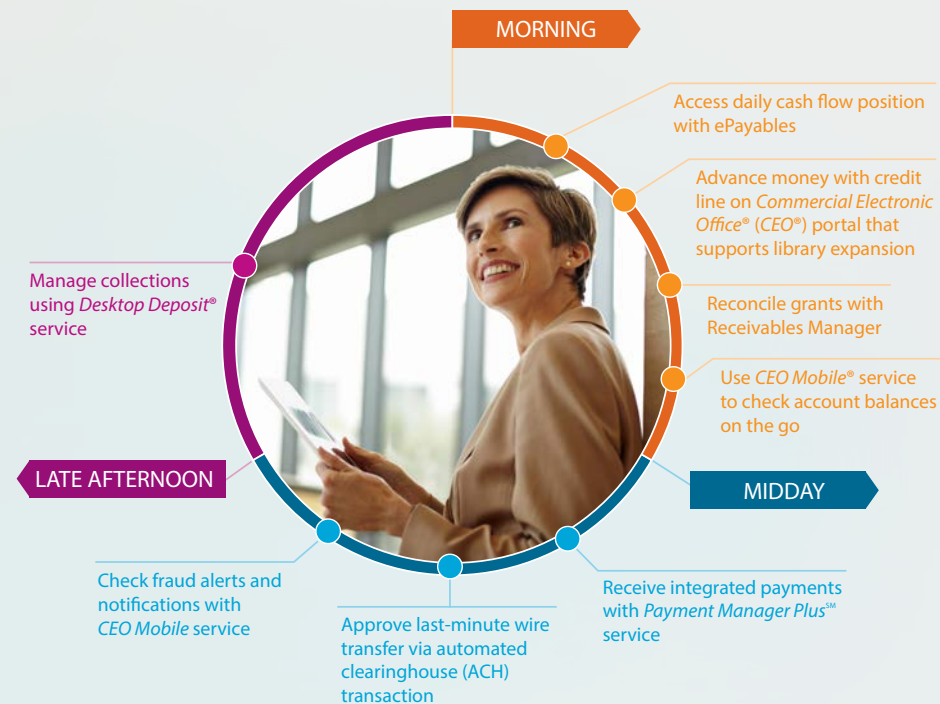


A day in the life with Wells Fargo

Seize the day

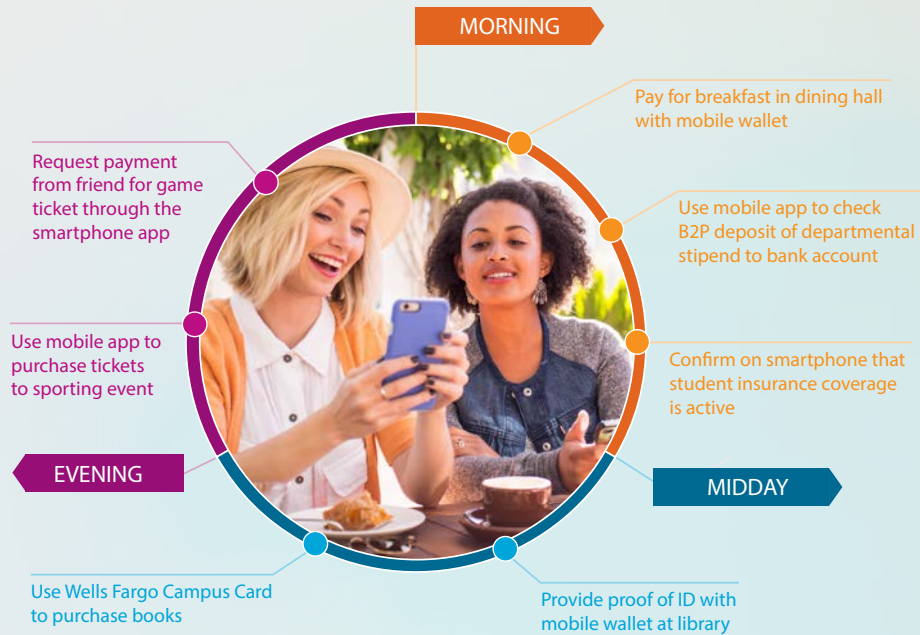
You have to stay ahead of the game when it comes to campus innovation, technology, regulations, and the daily student experience. Wells Fargo's Higher Education & Nonprofit Banking team can help you achieve your goals by providing accessible and friendly tools — for students, faculty, alumni, and donors — to conduct daily financial business, so you can stay focused on your educational mission.

A day in the life of a university business officer



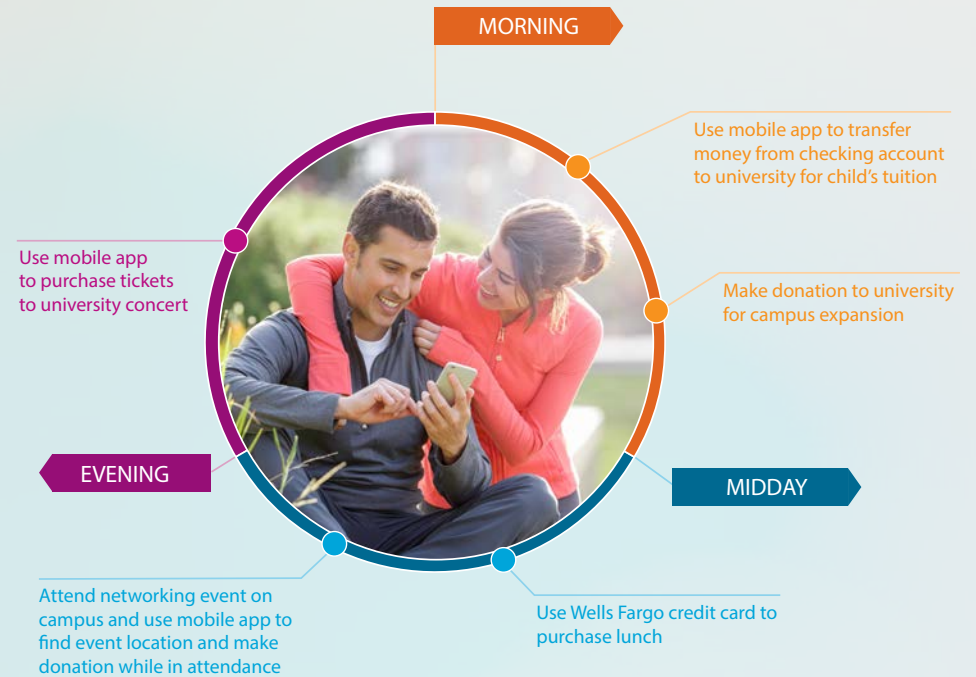
Your business officer will find it easier to develop, monitor, and evaluate your institution's financial strategy with the right tools. Staying ahead is simpler with a single team dedicated to the higher education space.

A day in the life of a university student



Students will find it easier to pay for daily expenses and responsibilities without cash — and even without cards, as your institution moves to a cardless campus.

A day in the life of a university alumnus



Alumni will find it easier to stay connected with their alma mater, thanks to new technology.



The Wells Fargo difference

Whether you're looking to access the capital markets, mitigate risk, take advantage of new opportunities, or achieve greater efficiency, we take a holistic approach, prioritizing your business objectives above all else.

- **A powerful partnership.** Our team of higher education specialists works as an extension of your institution. Together, we'll uncover new opportunities for growth and solutions for current and future challenges.
- **Evolving with you and for you.** Our team has the industry knowledge and experience needed, plus an infrastructure to provide the highest level of customer service. And thanks to Wells Fargo's size, strength, and stability, all reflected in our strong rating, we can support your institution now and in the future as it grows and expands.
- **At the forefront of innovation.** Whether it's in classrooms or in administrative offices, technology is critically important to your business model — and the student experience. We work closely with the Wells Fargo Innovation team, so we have the agility to respond to your stakeholders' needs with apps, payments services, biometric authentication, a single sign-on portal, and more.
- **International expansion support.** Globalization in the education industry has increased opportunities for remote campuses, international student recruitment, research, and study abroad programs. We can support your international growth goals from both domestic and international offices. Our Higher Education Services team works with our Global, Insurance, Foreign Exchange, and Derivatives teams to provide comprehensive and country-specific strategies to optimize cash flow, manage currency and other forms of risk, and grow finances.
- **Enhanced student and parent experience.** As one of the world's largest student financial services providers, we have a vested interest in your students' financial success, while matriculating and as alumni.

Execute on opportunity, deliver on customer expectations

Wells Fargo is recognized for its innovative technology and market leadership



Most A+ grades of any bank¹

Best mobile solution provider²

Best digital bank in North America³

Gold Stevie award for customer service department of the year⁴

2014 International Service Excellence award⁵

Monarch Innovation Awards, Most Innovative Feature⁶

World's 25th most admired company⁷

Most valuable bank brand in the world⁸

12th top company for diversity, 2016⁹

#1 for clear & simple security & privacy information¹⁰

1. Phoenix-Hecht, Large Corporate Quality Index, 2016; 2. *Global Finance*, World's Best Treasury & Cash Management Providers 2015; 3. *Global Finance*, World's Best Corporate/Institutional Digital Banks, Global, 2015; 4. The Stevie Awards for Sales & Customer Service, 2016; 5. Customer Service Institute of America, January 2015; 6. Barlow Research Associates; 7. *Fortune*, 2016; 8. Brand Finance 2013 – 2015; 9. *DiversityInc*, 2016; 10. Forrester Research, 2015

Our commitment to higher educational institutions

As a Higher Education Services customer, you gain trusted advisors who understand the ins and outs of your institution and are committed to working with you for the long term — so your institution can achieve its goals and aspirations of teaching, research, and public service.

For more information on how we can help you succeed, contact your Wells Fargo Higher Education Service representative, or visit wellsfargo.com/com/industry/education/

Together we'll go far



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