WELLS FARGO & COMPANY/MN Form 10-Q August 06, 2014

## **UNITED STATES**

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 10 Q

## QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2014

Commission file number 001-2979

## **WELLS FARGO & COMPANY**

(Exact name of registrant as specified in its charter)

Delaware

No. 41-0449260

(State of incorporation)

(I.R.S. Employer Identification

No.)

420 Montgomery Street, San Francisco, California 94163

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: 1-866-249-3302

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the
Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was
required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes b No "

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes b No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer b Accelerated filer "

Non accelerated filer " (Do not check if a smaller reporting company) Smaller reporting company "

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes " No b

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

**Shares Outstanding** 

July 31, 2014

Common stock, \$1-2/3 par value 5,220,407,047

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						C	Ĵu	arter ended	oui	10	from	Six	mo	onths ended		
				June 30,		March 31,		June 30,	March 31,		June 30,	June 30,		June 30,	%	
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milli exce sha	ons ept ¡ re	per														
amo				2014		2014		2013	2014		2013	2014		2013	Change	<u> </u>
For Peri		)														
Wel				5,726		5,893		5,519	(3)	%	4	11,619		10,690	9	%
Wel																
t C	appl o com	lica mo	ble	5,424		5,607		5,272	(3)		3	11,031		10,203	8	
Dilu earr com sha	ning Imo	s p	er	1.01		1.05		0.98	(4)		3	2.06		1.90	8	
Prof ratio	fitab os															
F r i	Well arg net nco	jo														
	as	era set OA		1.47	%	1.57		1.55	(6)		(5)	1.52		1.52	-	

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Wells	$\Box$	i	$\vdash$		†	1	+	$\vdash$		+		+ +	ĺ	$\Box$
Fargo		1		1		1		'					1	
net		1		1				'					1	11
income		1		1		1		'					1	
applicable	<b>}</b>	<u>                                     </u>	Ľ	1				<u></u> _'	<u> </u>	$\downarrow$			<u> </u>	Ц
to	[		[ ]	<u> </u>	1	1	T	'				$\top$ !		[ ]
commo	hΙ	1	1	1		1		'					1	
stock		1		1		1		'					1	
to		1		1		1		'					1	
average	Н	·	$\vdash$	<del></del>	+		+	-	+	+		+	<del></del>	+
Wells		1		1		1		'					1	
Fargo commo	۱ ا	1		1		1		'					1	
stockho	_	hro!	$\vdash$		+	<del></del>	+	$\vdash$	+	+	<del></del>	+	ſ <u></u>	H'
equity	14	अड		1		1		'					1	
(ROE)		13.40		14.35		14.02	(7)	'	(4)		13.86	13.81	1 _ '	
Efficiency			$\mid \rightarrow \mid$	1	†	1	1.7	$\vdash$	\'\	+		+	í	<u></u>
ratio (2)		57.9		57.9		57.3	_	'	1		57.9	57.8	1 -	
Total	П	1	П	ı	7	1	1	$\vdash$		T			1	
	\$	21,066		20,625		21,378	2		(1)	$\perp$	41,691	42,637	(2)	
Pre-tax	$\lceil \rceil$					1		T'		1		T 1	1	
pre-provision	4	1		1		1		'					1	] ]
profit				1				'					1	] ]
(PTPP) (3)	Ш	8,872	Ш	8,677	4	9,123	2		(3)	4	17,549	17,982	(2)	Щ'
Dividends		1		1		1		'					1	
declared per		1		1		1		'					1	
common		0.35		0.20		0.20	17	'	17		0.65	0.55	1 10	
share	$\forall$	0.35	$\vdash$	0.30	+	0.30	17	+'	17	+	0.65	0.55	18	$\dashv$
Average		1		1		1		'					1	
common shares		1		1		1		'					1	
outstanding		5,268.4		5,262.8		5,304.7	_	'	(1)		5,265.6	5,291.9	1 _ '	
Diluted	$\forall$	<u> </u>	$\vdash$	0,202.0	+	3,001	+	十	1,1	+	0,200.0	0,20		$\forall$
average		1		1		1		'					1	
common		1		1		1		'					1	
shares		1		1		1		'					1	
outstanding	Ш	5,350.8	$\bigsqcup$	5,353.3		5,384.6		<u></u> _'	(1)	$\perp$	5,353.2	5,369.9		
Average	Ĩ			1		4		Ţ '				T !	 	
	\$	831,043	Ш	823,790	_	798,386	1	⊥'	4	4	827,436	797,528	4	Щ
Average								'					1	
assets (1)	Ш	1,564,003	$\sqcup$	1,525,905	4	1,427,150	2	⊥'	10	十.	1,545,060	1,415,105	9	Щ
Average		1		1		1		'					1	
core		204 707		070 001		222 200		'			222 244	201 006	ا	
deposits (4)	H	991,727	$\vdash$	973,801	+	936,090	2	-	6	+	982,814	931,006	6	Н
Average		1		1		1		'					1	
retail core		500 763		000 643		066 043	1	'	5		604 726	664 487	5	
deposits (5)	$\vdash$	698,763		690,643	+	666,043	•	+		+	694,726	664,487		_
		3.15	<b>7</b> 0	3.20		3.47	(2)	'	(9)		3.17	3.48	(9)	

				' '	ı		ı			i		, ,		
Net interest		, 1	'	1	,			1			11	1	i	'
margin (1)	$\sqcup$	<u> </u>	⊥'	4	ᆜ	1	$\bot$	⊬′	<del>                                     </del>	<u> </u>	$\sqcup$	<b>——</b>		⊥'
At Period		, 1	'		,		ļ	(		'	П	( )	1	'
End	$\sqcup$	<u></u> '	₽'	1	لــ	+	$\perp$	—'	++		Ш	<b></b>		₽'
Investment			1 '	207	, ,	- 12 120		1		3=0.000	1-1	- 12 120	1 10	'
	\$	•		270,327	لــ	249,439	3	—'	12	279,069	Ц	249,439	12	+
Loans (1)	$\sqcup$	828,942	₽'	826,443	لــ	799,867		—'	4	828,942	Ш	799,867	4	⊥-′
Allowance		1	'		, ,			1			1-1	1	ı	'
for loan		1 10 101	'	10.005	, ,	10111	(4)	( <sup>'</sup>	(10)	10 101	1-1	10111	(10)	'
losses	$\vdash$	13,101	_	13,695	,_	16,144	(4)	<u>—</u>	(19)	13,101	Н	16,144	(19)	₩'
Goodwill	$\sqcup$	25,705	_	25,637	لــ	25,637	<del>  -</del>	⊢'		25,705	Ш	25,637	-	+'
Assets (1)	$\sqcup$	1,598,874	₩'	1,546,707	لــ	1,438,456	3	⊢'	11	1,598,874	Ш	1,438,456	11	₩'
Core		. 227 405	'	224 405	, ,	244 450		( <sup>'</sup>		1 227 495	1-1	244 450	, ,	'
deposits (4)	$\vdash$	1,007,485	#	994,185	_	941,158	1	⊢'	7	1,007,485	$\vdash$	941,158	7	#
Wells Fargo		1	'		, ,			1			1-1	1	ı	'
stockholders' equity		180,859	'	175,654	, ,	162,421	3	1	11	180,859	1-1	162,421	11	'
Total equity	$\vdash$	181,549	_	175,654	$\dashv$	162,421	3		11	181,549	$\vdash$	162,421	11	_
Tier 1	$\vdash$	101,040	+	1/0,400	_	100,111	+		11	101,040	Н	100,777	1 1	+
		151,679	'	147,549	,	132,969	3	( <sup>'</sup>	14	151,679	1-1	132,969	14	
capital (6)	$\vdash$	101,010	+	147,040	-	132,303	+		14	131,013	Н	132,300	<u> </u>	+
Total capital (6)		189,480	1 '	183,559	,	164,998	3	1	15	189,480	1-1	164,998	15	
(6) Capital	$\forall$		+	100,000	_	107,000	+		'-	100,700	$\vdash$	104,000		+
ratios:		1	'		, )			1			1-1	1 ]	1	'
Total	$\forall$		$\vdash$		, 🕂	+	+	$\Gamma$	+ +	+	$\sqcap$		,	$\vdash$
equity to		1	'		, )			1			1-1	1	ı	'
assets		1	'		, ,			1			1-1	1	ı	
(1)	]	11.35	%	11.41	, J	11.39	<u>_</u> J	1 _ '		11.35	Ш	11.39	, <u>-</u>	
Risk-base	d				, <del>ד</del>		<del>                                     </del>	$\Gamma$		<u> </u>	П	[	1	$\vdash$
capital		1	1 '		,		.] ,	1			1-1	1	1	
(6):		1	⊥'		ا_			∟'			$\Box$	1	1	L
Tier 1	$\lceil \  ceil$		[ ]		֓֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞		Ţ ,	Ĺ,			ĒΙ	<u> </u>	1	ſ
capital	Ш	12.72	上'	12.63		12.12	1	⊥ ′	5	12.72	ப	12.12	5	$oldsymbol{\perp}$
Total		1	1 '		,		1	1			1-1	1	1 _	
capital	Ш	15.89	⊥'	15.71	$oldsymbol{\bot}$	15.03	1	_'	6	15.89	Ш	15.03	6	丄
Tier 1		1	'		, ,	1	-	( <sup>'</sup>			1-1	1	1	
leverage		1 2 20	'		, ,	2.20		1		3 20	1-1	2 22	,	
(6)	$\sqcup$	9.86	₽'	9.84	لــ	9.63	<del>_</del>	—'	2	9.86	Ш	9.63	2	$\downarrow$
Common		1	'		, )			1			1-1	1	ı	
Equity		1 44 24	'	11.06	, ,	10.71		1		1 44 24	1-1	10.71		
Tier 1 (7)	H	11.31	+	11.36	_	10.71	<del>  -  </del>	—	6	11.31	Н	10.71	6	+
Common		1	'		, ,			1			1-1	1	ı	
shares		5,249.9	'	5 265 7	, ,	5,302.2	<u> </u>	1	(1)	5,249.9	1-1	5,302.2	(1)	
outstanding Book value	$\vdash$	<u>5,∠45.5</u> I	+	5,265.7	_	5,302.2	++	—	(1)	5,243.3	Н	5,302.2	(1)	+
Book value per common		1	'		, ,			1			1-1	1	ı	
	\$	31.18	'	30.48	, )	28.26	2	1	10	31.18	1-1	28.26	10	
Silaic	٣	<u></u>	+	30.70	,—	20.20	+		10	- 31.13	$\vdash$	20.20	1	+
		,	1 '	1	, )		ļ	1		'	П	1	i	

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stock price:														
High	High         53.05         49.97         41.74         6         27         53.05         41.74         27           Low         46.72         44.17         36.19         6         29         44.17         34.43         28           Period end         52.56         49.74         41.27         6         27         52.56         41.27         27													
Low	46.72	44.17	36.19	6	29	44.17	34.43	28						
	52.56	49.74	41.27	6	27	52.56	41.27	27						
Team members (active, full-time equivalent) 263,500 265,300 274,300 (1) (4) 263,500 274,300 (														
factoring a year-end 2 comparable a corresponding cash flows billion at Downich representation appropriate Financial S	Financial information for certain periods prior to 2014 was revised to reflect our determination that certain factoring arrangements did not qualify as loans. Accordingly, we revised our commercial loan balances for year-end 2012 and each of the quarters in 2013 in order to present the Company's lending trends on a comparable basis over this period. This revision, which resulted in a reduction to total commercial loans and a corresponding decrease to other liabilities, did not impact the Company's consolidated net income or total cash flows. We reduced our commercial loans by \$3.5 billion, \$3.2 billion, \$2.1 billion, \$1.6 billion and \$1.2 billion at December 31, September 30, June 30, and March 31, 2013, and December 31, 2012, respectively, which represented less than 1% of total commercial loans and less than 0.5% of our total loan portfolio. Other affected financial information, including financial guarantees and financial ratios, has been appropriately revised to reflect this revision. See Note 1 (Summary of Significant Accounting Policies) to Financial Statements in this Report for more information.													
` '	2) The efficiency ratio is noninterest expense divided by total revenue (net interest income and noninterest income).													
PTPP is a	Pre-tax pre-provision profit (PTPP) is total revenue less noninterest expense. Management believes that PTPP is a useful financial measure because it enables investors and others to assess the Company's ability to generate capital to cover credit losses through a credit cycle.													
` '	4) Core deposits are noninterest-bearing deposits, interest-bearing checking, savings certificates, certain market rate and other savings, and certain foreign deposits (Eurodollar sweep balances).													

(5) Retail core deposits are total core deposits excluding Wholesale Banking core deposits and retail

(6) See Note 19 (Regulatory and Agency Capital Requirements) to Financial Statements in this Report

(7) See the "Capital Management" section in this Report for additional information.

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mortgage escrow deposits.

for additional information.

Common

This Quarterly Report, including the Financial Review and the Financial Statements and related Notes, contains forward-looking statements, which may include forecasts of our financial results and condition, expectations for our operations and business, and our assumptions for those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results may differ materially from our forward-looking statements due to several factors. Factors that could cause our actual results to differ materially from our forward-looking statements are described in this Report, including in the "Forward-Looking Statements" section, and the "Risk Factors" and "Regulation and Supervision" sections of our Annual Report on Form 10-K for the year ended December 31, 2013 (2013 Form 10-K).

When we refer to "Wells Fargo," "the Company," "we," "our" or "us" in this Report, we mean Wells Fargo & Company and Subsidiaries (consolidated). When we refer to the "Parent," we mean Wells Fargo & Company. When we refer to "legacy Wells Fargo," we mean Wells Fargo excluding Wachovia Corporation (Wachovia). See the Glossary of Acronyms for terms used throughout this Report.

#### Financial Review[1]

#### **Overview**

Wells Fargo & Company is a nationwide, diversified, community-based financial services company with \$1.6 trillion in assets. Founded in 1852 and headquartered in San Francisco, we provide banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 locations, 12,500 ATMs and the internet (wellsfargo.com), and we have offices in 36 countries to support customers who conduct business in the global economy. With approximately 265,000 active, full-time equivalent team members, we serve one in three households in the United States and rank No. 29 on *Fortune's* 2014 rankings of America's largest corporations. We ranked fourth in assets and first in the market value of our common stock among all U.S. banks at June 30, 2014.

We use our *Vision and Values* to guide us toward growth and success. Our vision is to satisfy all our customers' financial needs, help them succeed financially, be recognized as the premier financial services company in our markets and be one of America's great companies. Important to our strategy to achieve this vision is to increase the number of our products our customers utilize and to offer them all of the financial products that fulfill their financial needs. Our cross-sell strategy, diversified business model and the breadth of our geographic reach facilitate growth in both strong and weak economic cycles. We can grow by expanding the number of products our current customers have with us, gain new customers in our extended markets, and increase market share in many businesses.

We have six primary values, which are based on our vision and provide the foundation for everything we do. First, we value and support our people as a competitive advantage and strive to attract, develop, retain and motivate the most talented people we can find. Second, we strive for the highest ethical standards with our team members, our customers, our communities and our shareholders. Third, with respect to our customers, we strive to base our decisions and actions on what is right for them in everything we do. Fourth, for team members we strive to build and sustain a diverse and inclusive culture – one where they feel valued and respected for who they are as well as for the skills and experiences they bring to our company. Fifth, we also look to each of our team members to be leaders in establishing, sharing and communicating our vision. Sixth, we strive to make risk management a competitive

advantage by working hard to ensure that appropriate controls are in place to reduce risks to our customers, maintain and increase our competitive market position, and protect Wells Fargo's long-term safety, soundness and reputation.

#### **Financial Performance**

Wells Fargo net income was \$5.7 billion in second quarter 2014 with diluted earnings per share (EPS) of \$1.01 as we continued our focus on creating long-term shareholder value through meeting our customers' financial needs including growing loans and deposits. Our results demonstrated our ability to consistently achieve strong financial performance across a variety of economic and interest-rate environments and the benefit of our diversified business model. Compared with a year ago:

- our loans increased \$29.1 billion, or 4%, even with the planned runoff in our non-strategic/liquidating portfolios and a \$9.7 billion transfer of government guaranteed student loans at the end of the quarter to loans held for sale, and our core loan portfolio grew by \$51.3 billion, or 7%;
- our deposit franchise continued to generate solid deposit growth, with total deposits up \$97.0 billion, or 9%;
- our credit performance continued to improve with total net charge-offs down \$435 million, or 38%, and represented only 35 basis points (annualized) of average loans;
- noninterest expense was \$12.2 billion, down \$61 million, while we continued to invest in our businesses including strengthening our risk management infrastructure; and
- we continued to deepen our solid customer relationships across our company, with Retail Banking cross-sell of 6.17 products per household (May 2014); Wholesale Banking cross-sell of 7.2 products (March 2014); and Wealth, Brokerage and Retirement cross-sell of 10.44 products (May 2014).

### **Balance Sheet and Liquidity**

Our balance sheet continued to strengthen in second quarter 2014 with further core loan and deposit growth. We have been able to grow our loans on a year-over-year basis for 12 consecutive quarters (for the past nine quarters year-over-year loan growth has been 3% or greater) despite the planned runoff from our non-strategic/liquidating portfolios. Our non-strategic/liquidating loan portfolios decreased \$12.7 billion during the quarter and our core loan portfolio increased \$15.1 billion. Our investment securities increased by \$8.7 billion during the quarter, which reflected our purchases of U.S. Treasuries and federal agency debt.

Deposit growth remained strong with period-end deposits up \$39.4 billion, or 4%, from December 31, 2013. This increase reflected solid growth across both our commercial and consumer businesses. Average deposits have grown while deposit costs have declined for 15

[1] Financial information for certain periods prior to 2014 was revised to reflect our determination that certain factoring arrangements did not qualify as loans. See Note 1 (Summary of Significant Accounting Policies) to Financial Statements in this Report for more information.

consecutive quarters. We grew our primary consumer checking customers by a net 4.6% from a year ago (May 2014 compared with May 2013). Our ability to grow primary customers is important to our results because these customers have more interactions with us, have higher cross-sell and are more than twice as profitable as non-primary customers.

## **Credit Quality**

Credit quality continued to improve in second quarter 2014 as losses remained at historically low levels, nonperforming assets (NPAs) continued to decrease and we continued to originate high quality loans, reflecting our long-term risk focus and the benefit from the improved housing market. Net charge-offs were \$717 million, or 0.35% (annualized) of average loans, in second quarter 2014, compared with \$1.2 billion a year ago (0.58%), a 38% year-over-year decrease in losses. Net losses in our commercial portfolio were only \$31 million, or 3 basis points of average commercial loans. Net consumer losses declined to 62 basis points from 101 basis points in second quarter 2013. Our commercial real estate portfolios were in a net recovery position for the sixth consecutive quarter, reflecting our conservative risk discipline and improved market conditions. Losses on our consumer real estate portfolios declined \$390 million from a year ago, down 57%. The consumer loss levels reflected the positive momentum in the residential real estate market, with home values improving significantly in many markets, as well as lower default frequency.

Reflecting these improvements in our loan portfolios, our \$217 million provision for credit losses this quarter was \$435 million less than a year ago. This provision reflected a release of \$500 million from the allowance for credit losses, which was equal to the release a year ago. We continue to expect future allowance releases absent a significant deterioration in the economy, but expect a lower level of future releases as the rate of credit improvement slows and the loan portfolio continues to grow.

In addition to lower net charge-offs and provision expense, NPAs also improved and were down \$686 million, or 4%, from March 31, 2014, the seventh consecutive quarter of decline. Nonaccrual loans declined \$678 million from the prior quarter while foreclosed assets were down \$8 million.

## **Capital**

We continued to maintain strong capital ratios while returning more capital to shareholders, increasing total equity to \$181.5 billion at June 30, 2014, up \$5.1 billion from the prior quarter. In second quarter 2014, we increased our common stock dividend by 17% to \$0.35 per share and continued to reduce our common share count through the repurchase of 39.4 million common shares and the execution of a \$1 billion forward repurchase contract that settled in July 2014 for 19.5 million shares. In addition, in July 2014 we entered into a \$1.0 billion forward repurchase contract with an unrelated third party that is expected to settle in fourth quarter 2014 for approximately 21 million shares. We expect our share count to continue to decline in 2014 as a result of anticipated net share repurchases. Our net payout ratio (which is the ratio of (i) common stock dividends and share repurchases less issuances, divided by (ii) net income applicable to common stock) in second quarter 2014 was 66%, in line with our recent guidance of 55-75%.

We believe an important measure of our capital strength is the estimated Common Equity Tier 1 ratio under Basel III, using the Advanced Approach, fully phased-in, which increased to 10.14% in second quarter 2014.

Our regulatory capital ratios under Basel III (General Approach) remained strong with a total risk-based capital ratio of 15.89%, Tier 1 risk-based capital ratio of 12.72% and Tier 1 leverage ratio of 9.86% at June 30, 2014, compared with 15.71%, 12.63% and 9.84%, respectively, at March 31, 2014. See the "Capital Management" section in this Report for more information regarding our capital, including the calculation of common equity for regulatory purposes.

# **Earnings Performance**

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Wells Fargo net income for second quarter 2014 was \$5.7 billion (\$1.01 diluted earnings per common share) compared with \$5.5 billion (\$0.98) for second quarter 2013. Net income for the first half of 2014 was \$11.6 billion (\$2.06) compared with \$10.7 billion (\$1.90) for the same period a year ago. Our second quarter 2014 earnings reflected continued execution of our business strategy and growth in many of our businesses. The key drivers of our financial performance in the second quarter and first half of 2014 were balanced net interest and fee income, diversified sources of fee income, a diversified loan portfolio and strong underlying credit performance.

Revenue, the sum of net interest income and noninterest income, was \$21.1 billion in second quarter 2014, compared with \$21.4 billion in second quarter 2013. Revenue for the first half of 2014 was \$41.7 billion, down 2% from the first half of 2013. The decrease in revenue for the second quarter and first half of 2014 from the same periods a year ago was primarily due to a decline in mortgage banking revenue, partially offset by an increase in deposit service charges, trust and investment fees, and market sensitive revenue (net gains from trading activities, debt securities and equity investments). Noninterest income represented 49% of revenue for the second quarter 2014 and first half of 2014 compared with 50% for the same periods a year ago. The drivers of our fee income can differ depending on the interest rate and economic environment. For example, net gains on mortgage loan origination/sales activities were 7% of our fee income in second quarter 2014, down from 23% in the same period a year ago when the refinance market was strong. Other businesses, such as equity investments, brokerage, and mortgage servicing, contributed more to fee income this quarter, demonstrating the benefit of our diversified business model.

#### **Net Interest Income**

Net interest income is the interest earned on debt securities, loans (including yield-related loan fees) and other interest-earning assets minus the interest paid on deposits, short-term borrowings and long-term debt. The net interest margin is the average yield on earning assets minus the average interest rate paid for deposits and our other sources of funding. Net interest income and the net interest margin are presented on a taxable-equivalent basis in Table 1 to consistently reflect income from taxable and tax-exempt loans and securities based on a 35% federal statutory tax rate.

While the Company believes that it has the ability to increase net interest income over time, net interest income and the net interest margin in any one period can be significantly affected by a variety of factors including the mix and overall size of our earning asset portfolio and the cost of funding those assets. In addition, some sources of interest income, such as resolutions from purchased credit-impaired (PCI) loans, loan prepayment fees and collection of interest on nonaccrual loans, can vary from period to period. Net interest income growth has been challenged during the prolonged low interest rate environment as higher yielding loans and securities runoff have been replaced with lower yielding assets. The pace of this repricing has slowed in recent periods.

Net interest income on a taxable-equivalent basis was \$11.0 billion and \$21.8 billion in the second quarter and first half of 2014, up from \$10.9 billion and \$21.6 billion, respectively, for the same periods a year ago. The net interest margin was 3.15% and 3.17% for the second quarter and first half of 2014, down from 3.47% and 3.48% in the same periods a year ago. The increase in net interest income in the second quarter and first half of 2014 from the same periods a year ago was largely driven by reduced deposit costs and the maturing of higher yielding long-term debt. Growth in earning assets also improved net interest income as it offset the decrease in earning asset yields. The decline in net interest margin in second quarter and first half of 2014, compared with the same periods a year ago was

primarily driven by higher funding balances, including customer-driven deposit growth and actions we have taken in response to increased regulatory liquidity expectations which raised long-term debt and term deposits. This growth in funding increased cash and federal funds sold and other short-term investments which are dilutive to net interest margin although essentially neutral to net interest income.

Average earning assets increased \$138.5 billion in the second quarter and \$134.7 billion in the first half of 2014 from the same periods a year ago, as average federal funds sold and other short-term investments increased \$93.3 billion in the second quarter and \$92.8 billion in the first half of 2014 from the same periods a year ago, and average investment securities increased \$29.1 billion in the second quarter and \$30.4 billion in the first half of 2014 from the same periods a year ago. In addition, an increase in commercial and industrial loans contributed to \$32.7 billion and \$29.9 billion higher average loans in the second quarter and first half of 2014, respectively, compared with the same periods a year ago.

Core deposits are an important low-cost source of funding and affect both net interest income and the net interest margin. Core deposits include noninterest-bearing deposits, interest-bearing checking, savings certificates, market rate and other savings, and certain foreign deposits (Eurodollar sweep balances). Average core deposits rose to \$991.7 billion in second quarter 2014 (\$982.8 billion in the first half of 2014), compared with \$936.1 billion in second quarter 2013 (\$931.0 billion in the first half of 2013), and funded 119% of average loans in second quarter 2014 (117% for the first half of 2014), compared with 117% the same period a year ago (117% for the first half of 2013). Average core deposits decreased to 71% of average earning assets in both the second quarter and first half of 2014, compared with 74% in second quarter 2013 and 75% for the first half of 2013. The cost of these deposits has continued to decline due to a sustained low interest rate environment and a shift in our deposit mix from higher cost certificates of deposit to lower yielding checking and savings products. About 96% of our average core deposits are in checking and savings deposits, one of the highest industry percentages.

Tab	ole 1	1:	Avera	age l	Bala	nces, Yield	s an	d Rates Pai	d (Taxal	ole-	Eq	uivalent B	asis	s) (1)(2)				
				_			Ш											
							Ш		I					Q	uarter e	nde	ed	June 30,
							Ш					2014						2013
				_			1					Interest						Interest
								Average				income/		Average				income/
,	mill							balance	rates			expense		balance	rates			expense
		_	asse				Ш											
					l, se	curities												
_	1		d und															
			_			and other		200 ==0		,		404		100 101	0.00	,	_	4.40
	-		term		estm	ents	\$	229,770	0.28	%	\$			136,484	0.33	%	\$	
-		_	ssets			(-)	$\perp$	54,347	3.05			414		46,622	2.98			347
			nt se				$\vdash$						_					
	1 1					securities:	$\perp$											
			curiti															
					id te	deral		C E00	4 70			00		C CO4	1 70			00
	1 1		encie		£ 1 1 6	S. states	+	6,580	1.78			29	-	6,684	1.73			29
						divisions		42,721	4.26			456		39,267	4.42			434
	1 1		ortgag				$\mathbf{H}$	72,121	7.20			730		00,201	7.72			707
			curitie	•	aunc	<del>,</del> u												
			Fede		ager	cies		116,475	2.85			831		102,007	2.79			711
			Resid					,										
			comr					27,252	6.11			416		31,315	6.50			509
				otal				•						,				
			m	ortg	age-	backed												
			se	curi	ties			143,727	3.47			1,247		133,322	3.66			1,220
					and	equity												
		se	curitie					48,734	3.76			457		55,533	3.84			531
				Tot														
						le-for-sale		044 700	0.00			0.400		004.000	0.77			0.04.4
					uriti		+	241,762	3.62	-		2,189		234,806	3.77			2,214
	1 1					ecurities:	$\vdash$			_			$\Box$					
			curiti															
			encie	-	iu ie	deral		10,829	2.20			59		_	_			_
	1 1				flle	S. states	H	10,029	2.20			33	$\dashv$					
						divisions		8	6.00			_		_	_			_ ]
	1 1		deral				Н	<u> </u>	0.00				$\dashv$					
			ortgag	_	•													
			curitie	•				6,089	2.74			42		_	-			-
	_				secu	ırities		5,206	1.90			25		_	-			_

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Total	ı							l	
held-to-maturity									
securities		22,132	2.28		126	_	_		_
Total		22,102	2.20		120				
investment									
securities		263,894	3.51		2,315	234,806	3.77		2,214
Mortgages held for sale (4)		18,824	4.16		195	43,422	3.48		378
Loans held for sale (4)		157	2.55		1	177	7.85		4
Loans:					•	.,,,	7.00		
Commercial:									
Commercial and industrial		199,246	3.39		1,687	184,306	3.73		1,714
Real estate mortgage		107,673	3.56		955	105,261	3.92		1,029
Real estate construction		17,249	4.17		179	16,458	5.02		206
Lease financing		11,824	5.70		169	12,338	6.66		206
Foreign		48,847	2.39		290	42,242	2.23		235
Total commercial		384,839	3.42		3,280	360,605	3.77		3,390
Consumer:	1	004,003	0.42		0,200	000,000	0.77		0,000
Real estate 1-4 family first									
mortgage		259,974	4.20		2,729	252,558	4.23		2,671
Real estate 1-4 family		200,011	0			202,000	1.20		2,071
junior lien mortgage		63,273	4.31		680	71,376	4.29		764
Credit card		26,431	11.97		789	24,023	12.55		752
Automobile		53,480	6.34		845	47,942	7.05		842
Other revolving credit and					0.10	11,01			<u> </u>
installment		43,046	5.07		544	41,882	4.74		495
Total consumer		446,204	5.02		5,587	437,781	5.05		5,524
Total loans (4)		831,043	4.28		8,867	798,386	4.47		8,914
Other		4,535	5.74		65	4,151	5.55		57
Total earning		,				, -			
assets	\$	1,402,570	3.43	%	\$ 12,018	1,264,048	3.81	%	\$ 12,027
Funding sources		,							,
Deposits:									
Interest-bearing checking	\$	40,193	0.07	%	\$ 7	40,422	0.06	%	\$ 6
Market rate and other						,			
savings		583,907	0.07		101	541,843	0.08		111
Savings certificates		38,754	0.86		82	52,552	1.23		161
Other time deposits		48,512	0.41		50	26,045	0.76		50
Deposits in foreign offices		94,232	0.15		35	68,871	0.15		25
Total interest-bearing									
deposits		805,598	0.14		275	729,733	0.19		353
Short-term borrowings		58,845	0.10		14	57,812	0.14		21
Long-term debt		159,233	1.56		620	125,496	2.02		632
Other liabilities		13,589	2.73		93	13,315	2.25		75
Total interest-bearing									
liabilities		1,037,265	0.39		1,002	926,356	0.47		1,081
Portion of noninterest-bearing									
funding sources		365,305	-		-	337,692	-		-

	T	Т	1	I	<b>.</b>	1.6 11	Т						Т			l	
						al funding	\$	1,402,570	0.28			1,002		1,264,048	0.34		1,081
NIatio					•	rces	Ψ	1,402,570	0.20			1,002		1,204,040	0.34		1,001
inet ir intere						ind net											
						ant basis	+										
a (5		(at	ле-е	∌qu	ivai	ent basis			3.15	%	\$	11,016			3.47	%	\$ 10,946
Nonir	nte	res	st-e	arn	ing	assets											
Cash	an	d c	lue	fror	n ba	ınks	\$	15,956						16,214			<u> </u>
Good	will							25,699						25,637			
Other								119,778						121,251			
					Tota non ass	interest-ea	arni \$	•						163,102			
Nonir	nte	res	st-b	ear		funding	Ť	101,100									
sourc				<b>-</b>	9												
Depos							\$	295,875						280,029			·
Other			ties					51,184						56,104			
Total								179,679						164,661			
Nonin	iter es	es	t-be			inding earning		(365,305)						(337,692)			
					fund	interest-beding rces	eari \$	ng						163,102			
			_			assets	\$	1,564,003						1,427,150			
	+	+									H						

- (1) Our average prime rate was 3.25% for the quarters ended June 30, 2014 and 2013, and 3.25% for the first six months of both 2014 and 2013. The average three-month London Interbank Offered Rate (LIBOR) was 0.23% and 0.28% for the quarters and six months ended June 30, 2014 and 2013, respectively.
- (2) Yield/rates and amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (3) Yields and rates are based on interest income/expense amounts for the period, annualized based on the accrual basis for the respective accounts. The average balance amounts represent amortized cost for the periods presented.
- (4) Nonaccrual loans and related income are included in their respective loan categories.
- (5) Includes taxable-equivalent adjustments of \$225 million and \$196 million for the quarters ended June 30, 2014 and 2013, respectively, and \$442 million and \$373 million for the first six months of 2014 and 2013, respectively, primarily related to tax-exempt income on certain loans and securities. The federal statutory tax rate utilized was 35% for the periods presented.

## **Earnings Performance** (continued)

	П						I	1	ī	I 1	1
							Siv m	onthe c	nd	L ad	June 30,
					2014		OIX III	OHUIS C	T		2013
					Interest						Interest
		Average	Yields/		income/		Average	Yields/			income/
(in millions)		balance			expense		balance				expense
Earning assets					•						•
Federal funds sold, securities											
purchased under											
resale agreements and other											
short-term investments	\$	221,573	0.28	%	\$		128,797	0.35	%	\$	221
Trading assets		51,306	3.10		795		44,388	3.07			681
Investment securities (3):											
Available-for-sale securities:	Щ										
Securities of U.S. Treasury											
and federal agencies		6,576	1.73		57		6,880	1.65			56
Securities of U.S. states		40.004	4.00		004		00.400	4 40			0.4.4
and political subdivisions		42,661	4.32		921		38,430	4.40			844
Mortgage-backed securities:											
Federal agencies		117,055	2.90		1,695		98,705	2.77			1,365
Residential and		117,000	2.90		1,095		30,703	2.11			1,303
commercial		27,641	6.12		845		31,726	6.48			1,028
Total		=1,011	0112		0.10		01,720	01.10			.,===
mortgage-backed											
securities		144,696	3.51		2,540		130,431	3.67			2,393
Other debt and equity											
securities		48,944	3.68		895		54,634	3.71			1,008
Total											
available-for-sale		040.077	0.04		4.440		000.075	0.74			4.004
securities	$\vdash$	242,877	3.64	-	4,413		230,375	3.74	-		4,301
Held-to-maturity securities:	$\vdash$			_							
Securities of U.S. Treasury and federal agencies		5,993	2.20		65						
Securities of U.S. states	$\vdash \vdash$	5,993	2.20		03	<u> </u>	_	-		$\vdash$	-
and political subdivisions		4	5.97		_		_	_			_
Federal agency	H	·- <b>T</b>	0.07								
mortgage-backed											
securities		6,125	2.93		90						
Other debt securities		5,807	1.88		54		-	-			_
Total		17,929	2.34		209			-			-
held-to-maturity											

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Ш		se	curities											
			Total											
			investment											
			securities		260,806	3.55			4,622	230,375	3.74			4,301
			or sale (4)		17,696	4.13			365	43,367	3.45			749
Loa	ans he	eld for sa	ale (4)		134	4.08			3	159	8.28			7
	ans:													
Щ		nercial:												
Ш	Co	mmercia	l and industrial		196,570	3.41			3,328	183,715	3.74			3,414
Ш			mortgage		107,735	3.54			1,892	105,738	3.88			2,035
Ш	Re	al estate	construction		17,065	4.27			361	16,508	4.93			404
Ш	Lea	ase finar	ncing		11,879	5.92			352	12,381	6.72			416
Ш		reign			48,364	2.30			552	41,069	2.20			448
Ш		Total co	mmercial		381,613	3.42			6,485	359,411	3.76			6,717
	<u>Consi</u>	ımer:												
	Re	al estate	1-4 family first											
Ш		rtgage			259,727	4.19			5,434	252,305	4.26			5,374
			1-4 family											
$\vdash$			nortgage		64,122	4.31			1,372	72,715	4.29			1,548
$\sqcup$		edit card			26,352	12.14			1,587	24,060	12.58			1,502
$\sqcup$	_	tomobile			52,642	6.42			1,676	47,258	7.12			1,668
			ving credit and							44 ===	. = 0			
Н	ins	tallment			42,980	5.03			1,073	41,779	4.72			977
$\vdash$		Total co			445,823	5.02			11,142	438,117	5.08	-		11,069
$\coprod$		Total	loans (4)		827,436	4.28			17,627	797,528	4.48			17,786
Oth	ner	1 1			4,595	5.73			131	4,203	5.37			112
			Total earning				<b>.</b> .					١.,		
			assets	\$	1,383,546	3.46	%	\$	23,848	1,248,817	3.84	%	\$	23,857
		source	<u>S</u>											
	oosits			_	22.522	0.0=	۵,	•	40	22.24.2	0.00	٥,	_	
			ng checking	\$	38,506	0.07	%	\$		36,316		%	\$	
			nd other savings		581,489	0.07			206	539,708	0.09			233
		gs certifi			39,639	0.87			171	53,887	1.23			328
		time de			47,174	0.42			98	21,003	0.95			99
			reign offices		92,650	0.14			66	69,968	0.15			51
		tal intere oosits	st-bearing		799,458	0.14			554	720,882	0.20			722
Sho		m borro	winas		56,686	0.10			27	56,618	0.16			44
		m debt	95		156,528	1.59			1,239	126,299	2.11			1,329
		bilities			13,226	2.72			180	12,467	2.24	T		140
ĺΪ	-		st-bearing		. 5,==0					, ,				
	liabilities			1,025,898	0.39			2,000	916,266	0.49			2,235	
Por	Portion of noninterest-bearing			, -,				,	-,				,	
		sources			357,648					332,551		1		
			Total funding											
			sources	\$	1,383,546	0.29			2,000	1,248,817	0.36			2,235

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Net interest margin and net interest income on									
a taxable-equivalent basis (5)			3.17	%	\$ 21,848		3.48	%	\$ 21,622
Noninterest-earning assets									
Cash and due from banks	\$	16,159				16,372			
Goodwill		25,668				25,637			
Other		119,687				124,279			
Total noninterest-ear assets	nir <b>\$</b>	ıg <b>161,514</b>				166,288			
Noninterest-bearing funding sources									
Deposits	\$	290,004				277,141			
Other liabilities		52,065				59,148			
Total equity		177,093				162,550			
Noninterest-bearing funding sources used to fund earning		(357,648)				(222 551)			
assets Net noninterest-bea funding sources	arir \$					(332,551)			
Total	\$					1,415,105			

Non	inter	est I	ncon	ne											
Tab	le 2:	Non	inter	est I	ncom	ne									
												Six	k months		
							Qu	arter end	ed June						Ī
									30,	%		ended	June 30,	%	٥
(in n	(in millions)						2014	2013	Change		2014	2013	Change	)	
Serv	Service charges on deposit accounts					\$	1,283	1,248	3	%	\$ 2,498	2,462	1	%	
Trus	t an	d inv	estm	nent 1	fees:										
	Brok	ceraç	je ad	lvisoı	ry, co	ommissions									
			r fee					2,280	2,127	7		4,521	4,177	8	
	Trus	t and	d inv	estm	ent r	nanagement		838	829	1		1,682	1,628	3	
	Inve	stme	ent ba	ankir	ıg			491	538	(9)		818	891	(8)	
		Tota	l trus	t and	d inv	estment fees		3,609	3,494	3		7,021	6,696	5	
Card	d fee	s						847	813	4		1,631	1,551	5	
Othe	er fe	es:													
	Cha	rges	and	fees	on lo	oans		342	387	(12)		709	771	(8)	
	Mer	chan	t pro	cess	ing f	ees		183	174	5		355	328	8	
	Casl	h net	twork	(fees	S			128	125	2		248	242	2	
	Com	mer	cial r	eal e	estate	e brokerage									
	com	miss	ions					99	73	36		171	118	45	L
	Lette	ers o	f cre	dit fe	es			92	102	(10)		188	211	(11)	L
	All o	ther	fees					244	228	7		464	453	2	L
		Tota	loth	er fe	es			1,088	1,089	-		2,135	2,123	1	L
Mor	tgag	e ba	nkinç	g:											L
	Serv	/icing	j inco	ome,	net			1,035	393	163		1,973	707	179	
						loan									
				les a				688	2,409	(71)		1,260	4,889	(74)	_
		Tota	l mo	rtgag	e ba	nking		1,723	2,802	(39)		3,233	5,596	(42)	_
Insu	ranc	е						453	485	(7)		885	948	(7)	_
Net	gain	s fro	m tra	ading	acti	vities		382	331	15		814	901	(10)	_
Net	gain	s (lo	sses	) on	debt	securities		71	(54)	NM		154	(9)	NM	+
Net	gain	s fro	m ec	uity	inves	stments		449	203	121		1,296	316	310	
Leas	se in	com	е					129	225	(43)		262	355	(26)	
Life	insurance investment income							138	142	(3)		270	287	(6)	
All other							103	(150)	NM		86	162	(47)		
						Total	\$	10,275	10,628	(3)		\$ 20,285	21,388	(5)	
							<u> </u>								퇶
NM	- No	t me	anin	gful		I									_

Noninterest income was \$10.3 billion and \$10.6 billion for second quarter 2014 and 2013, respectively, and \$20.3 billion and \$21.4 billion for the first half of 2014 and 2013, respectively. This income represented 49% of revenue for both the second quarter and first half of 2014, compared with 50% for the same periods a year ago. The decrease in noninterest income in the second quarter and first half of 2014 from the same periods a year ago reflected a decline in mortgage banking origination volume, partially offset by growth in many of our other businesses, including debit card, merchant card processing, small business lending, equipment finance, corporate trust, international, asset management, wealth management, retail brokerage, and retirement. Excluding mortgage banking, noninterest income increased \$726 million and \$1.3 billion in the second quarter and first half of 2014, respectively, from the same periods a year ago.

Service charges on deposit accounts increased \$35 million in second quarter 2014, or 3%, from second quarter 2013, and \$36 million in the first half of 2014, or 1%, from the first half of 2013, due to account growth, new product sales and continued customer adoption of overdraft services.

Brokerage advisory, commissions and other fees are received for providing services to full service and discount brokerage customers. Income from these brokerage-related activities include asset based fees, which are based on the market value of the customer's assets, and transactional commissions based on the number of transactions executed at the customer's direction. These fees increased to \$2.3 billion and \$4.5 billion in the second quarter and first half of 2014, respectively, from \$2.1 billion and \$4.2 billion for the same periods in 2013. The increase in brokerage income was predominantly due to higher asset-based fees as a result of higher market values and growth in assets under management, partially offset by a decrease in brokerage transaction revenue. Brokerage client assets totaled \$1.4 trillion at June 30, 2014, an increase from \$1.3 trillion at June 30, 2013.

We earn trust and investment management fees from managing and administering assets, including mutual funds, corporate trust, personal trust, employee benefit trust and agency assets. Trust and investment management fees are largely based on a tiered scale relative to the market value of the assets under management or administration. These fees increased to \$838 million and \$1.7 billion in the second quarter and first half of 2014, respectively, from \$829 million and \$1.6 billion for the same periods in 2013, primarily due to growth in assets under management reflecting higher market values. At June 30, 2014, these assets totaled \$2.5 trillion, an increase from \$2.3 trillion at June 30, 2013.

We earn investment banking fees from underwriting debt and equity securities, arranging loan syndications, and performing other related advisory services. Investment banking fees decreased to \$491

### **Earnings Performance** (continued)

million and \$818 million in the second quarter and first half of 2014, respectively, from \$538 million and \$891 million for the same periods a year ago, primarily due to lower syndication volume.

Card fees were \$847 million in second quarter 2014 compared with \$813 million in second quarter 2013 and \$1.6 billion in both the first half of 2014 and 2013. Card fees increased in second quarter 2014, compared with the same period a year ago, primarily due to account growth and increased purchase activity.

Mortgage banking noninterest income, consisting of net servicing income and net gains on loan origination/sales activities, totaled \$1.7 billion in second quarter 2014 compared with \$2.8 billion in second quarter 2013, and totaled \$3.2 billion for the first half of 2014 compared with \$5.6 billion for the same period a year ago.

Net mortgage loan servicing income includes amortization of commercial mortgage servicing rights (MSRs), changes in the fair value of residential MSRs during the period, as well as changes in the value of derivatives (economic hedges) used to hedge the residential MSRs. Net servicing income for second quarter 2014 included a \$475 million net MSR valuation gain (\$835 million decrease in the fair value of the MSRs offset by a \$1.3 billion hedge gain) and for second quarter 2013 included a \$68 million net MSR valuation gain (\$1.9 billion increase in the fair value of the MSRs offset by a \$1.8 billion hedge loss). For the first half of 2014, net servicing income included an \$882 million net MSR valuation gain (\$1.3 billion decrease in the fair value of the MSRs offset by a \$2.2 billion hedge gain) and for the same period of 2013, included a \$197 million net MSR valuation gain (\$2.6 billion increase in the fair value of MSRs offset by a \$2.4 billion hedge loss). The increase in net MSR valuation gains in the second quarter and first half of 2014, compared with the same periods in 2013, was attributable to higher valuation adjustments, which reduced the value of MSRs in 2013 primarily associated with higher prepayments and increases in servicing and foreclosure costs. Our portfolio of loans serviced for others was \$1.88 trillion at June 30, 2014, and \$1.90 trillion at December 31, 2013. At June 30, 2014, the ratio of MSRs to related loans serviced for others was 0.80% compared with 0.88% at December 31, 2013. See the "Risk Management – Mortgage Banking Interest Rate and Market Risk" section of this Report for additional information regarding our MSRs risks and hedging approach.

Net gains on mortgage loan origination/sale activities were \$688 million and \$1.3 billion in the second quarter and first half of 2014, respectively, down from \$2.4 billion and \$4.9 billion for the same periods a year ago. The year-over-year decreases for both periods were driven by lower margins and origination volumes. Mortgage loan originations were \$47 billion for second quarter 2014, of which 74% were for home purchases, compared with \$112 billion and 44% for the same period a year ago. Mortgage applications were \$72 billion and \$132 billion in the second quarter and first half of 2014, respectively, compared with \$146 billion and \$286 billion for the same periods a year ago. The real estate 1-4 family first mortgage unclosed pipeline was \$30 billion at June 30, 2014, and \$63 billion at June 30, 2013. For additional information about our mortgage banking activities and results, see the "Risk Management – Mortgage Banking Interest Rate and Market Risk" section and Note 8 (Mortgage Banking Activities) and Note 13 (Fair Values of Assets and Liabilities) to Financial Statements in this Report.

Net gains on mortgage loan origination/sales activities include adjustments to the mortgage repurchase liability. Mortgage loans are repurchased from third parties based on standard representations and warranties, and early payment default clauses in mortgage sale contracts. For the first half of 2014, we released a net \$20 million from the repurchase liability, including \$26 million in second quarter 2014, compared with a provision of \$374 million for the first half of 2013, including \$65 million in second quarter 2013. For additional information about mortgage loan repurchases, see the "Risk Management – Credit Risk Management – Liability for Mortgage Loan Repurchase Losses" section and Note 8 (Mortgage Banking Activities) to Financial Statements in this Report.

We engage in trading activities primarily to accommodate the investment activities of our customers, execute economic hedging to manage certain of our balance sheet risks and for a very limited amount of proprietary trading

for our own account. Net gains from trading activities, which reflect unrealized changes in fair value of our trading positions and realized gains and losses, were \$382 million and \$814 million in the second quarter and first half of 2014, respectively, while the same periods a year ago were \$331 million and \$901 million, respectively. The second quarter year-over-year increase was primarily driven by higher deferred compensation gains (offset in employee benefits expense). The first half year-over-year decrease was largely driven by lower trading from customer accommodation activity within our capital markets business. Net gains from trading activities do not include interest and dividend income and expense on trading securities. Those amounts are reported within interest income from trading assets and other interest expense from trading liabilities. Interest and fees related to proprietary trading are reported in their corresponding income statement line items. Proprietary trading activities are not significant to our client-focused business model. For additional information about proprietary and other trading, see the "Risk Management – Asset and Liability Management – Market Risk – Trading Activities" section in this Report.

Net gains on debt and equity securities totaled \$520 million for second quarter 2014 and \$149 million for second quarter 2013 (\$1.5 billion and \$307 million for the first half of 2014 and 2013, respectively), net of other-than-temporary impairment (OTTI) write-downs of \$82 million and \$111 million for second quarter 2014 and 2013, respectively, and \$217 million and \$189 million for the first half of 2014 and 2013, respectively. Net gains from equity investments increased over the past year, reflecting our portfolio's positive operating performance and the benefit of strong public and private equity markets.

All other income was \$103 million for second quarter 2014, compared with a \$150 million loss in second quarter 2013 and \$86 million for the first half of 2014, compared with \$162 million for the same period a year ago. All other income includes ineffectiveness recognized on derivatives that qualify for hedge accounting, losses on low income housing tax credit investments, foreign currency adjustments, and income from investments accounted for under the equity accounting method, any of which can cause other income losses. Higher other income for second quarter 2014, compared with 2013, reflected a gain on sale of 40 insurance offices. Lower other income for the first half of 2014, compared with the same period a year ago, reflected lower income from equity method investments.

Noninterest Expense									
Table 3: Noninterest Expense					1	 			_
									<u> </u>
						Six	k months		_
	Qua	arter ende	d June 30,	%		ended	June 30,	%	)
(in millions)		2014	2013	Change		2014	2013	Change	<u> </u>
Salaries	\$	3,795	3,768	1	%	\$ 7,523	7,431	1	%
Commission and incentive									
compensation		2,445	2,626	(7)		4,861	5,203	(7)	
Employee benefits		1,170	1,118	5		2,542	2,701	(6)	
Equipment		445	418	6		935	946	(1)	
Net occupancy		722	716	1		1,464	1,435	2	
Core deposit and other intangibles		349	377	(7)		690	754	(8)	
FDIC and other deposit									
assessments		225	259	(13)		468	551	(15)	
Outside professional services		646	607	6		1,205	1,142	6	
Outside data processing		259	235	10		500	468	7	
Contract services		249	226	10		483	433	12	

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Travel and entertainment	243	229	6		462	442	5	
Operating losses	364	288	26		523	445	18	
Postage, stationery and supplies	170	184	(8)		361	383	(6)	
Advertising and promotion	187	183	2		305	288	6	
Foreclosed assets	130	146	(11)		262	341	(23)	
Telecommunications	111	125	(11)		225	248	(9)	
Insurance	140	143	(2)		265	280	(5)	
Operating leases	54	49	10		104	97	7	
All other	490	558	(12)		964	1,067	(10)	
Total	\$ 12,194	12,255	-	\$	24,142	24,655	(2)	

Noninterest expense was \$12.2 billion in second quarter 2014, down slightly from \$12.3 billion a year ago, driven predominantly by lower personnel expenses (\$7.4 billion, down from \$7.5 billion a year ago) and lower Federal Deposit Insurance Corporation (FDIC) and other deposit assessments (\$225 million, down from \$259 million a year ago), partially offset by higher operating losses (\$364 million, up from \$288 million a year ago). For the first half of 2014, noninterest expense was down 2% from the same period a year ago, predominantly due to lower personnel expenses (\$14.9 billion, down from \$15.3 billion a year ago), lower FDIC and other deposit assessments (\$468 million, down from \$551 million a year ago), and lower foreclosed assets expense (\$262 million, down from \$341 million a year ago), partially offset by higher operating losses (\$523 million, up from \$445 million a year ago).

Personnel expenses, which include salaries, commissions, incentive compensation and employee benefits, were down \$102 million, or 1%, in second quarter 2014 compared with the same quarter last year, predominantly due to lower volume-related compensation and reduced staffing in our mortgage business. These decreases were partially offset by higher deferred compensation (offset in trading income), annual salary increases and increased staffing in some of our non-mortgage businesses. Personnel expenses were down \$409 million, or 3%, for the first half of 2014 compared with the same period in 2013, mostly due to lower volume-related compensation in our mortgage business and lower employee benefit costs, partially offset by annual salary increases.

FDIC and other deposit assessments were down 13% and 15% in the second quarter and first half of 2014, respectively, compared with the same periods a year ago, predominantly due to lower FDIC assessment rates related to improved credit performance and the Company's liquidity position.

Operating losses were up 26% and 18% in the second quarter and first half of 2014, respectively, compared with the same periods a year ago. The increase for both periods was primarily due to litigation accruals.

Foreclosed assets expense was down 11% in second quarter 2014 compared with the same quarter last year and down 23% in the first half of 2014 compared with the same period in 2013, reflecting lower expenses associated with foreclosed properties and lower write-downs, partially offset by lower gains on sale of foreclosed properties.

The Company continued to operate within its targeted efficiency ratio of 55 to 59%, with a ratio of 57.9% in second quarter 2014, compared with 57.3% in second quarter 2013. We expect to operate within our targeted efficiency ratio range of 55 to 59% in third quarter 2014.

## **Earnings Performance** (continued)

## **Income Tax Expense**

Our effective tax rate was 33.4% and 34.2% for second quarter 2014 and 2013, respectively. Our effective tax rate was 30.7% in the first half of 2014, down from 33.1% in the first half of 2013. The lower effective tax rate in the first half of 2014 reflects a net \$423 million discrete tax benefit recognized in first quarter 2014 primarily from a reduction in the reserve for uncertain tax positions due to the resolution of prior period matters with state taxing authorities.

## **Operating Segment Results**

We are organized for management reporting purposes into three operating segments: Community Banking; Wholesale Banking; and Wealth, Brokerage and Retirement. These segments are defined by product type and customer segment and their results are based on our management accounting process, for which there is no comprehensive, authoritative financial accounting guidance equivalent to generally accepted accounting principles (GAAP). Table 4 and the following discussion present our results by operating segment. For a more complete description of our operating segments, including additional financial information and the underlying management accounting process, see Note 18 (Operating Segments) to Financial Statements in this Report.

Table 4: O	no	rating Sa	amont Do	culta Hi	ahliahta						
Table 4: U	pe	rating Se	gment Ke								
							Wealth, kerage			Cons	olidated
(income/ex	ре	ense									
in millions,		Co	mmunity Banking	V	Vholesale Banking	Reti	and rement	(	Other (1)	C	ompany
average balances in billions)		2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Quarter ended June 30,											
Revenue	\$	12,606	12,942	5,946	6,135	3,550	3,261	(1,036)	(960)	21,066	21,378
Provision (reversal o provision)	f										
for cred	lit	279	763	(49)	(118)	(25)	19	12	(12)	217	652
Noninteres expense	t	7,020	7,213	3,203	3,183	2,695	2,542	(724)	(683)	12,194	12,255
Net income		3,431	3,245	1,952	2,004	544	434	(201)	(164)	5,726	5,519

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Ave loar	rage		505.4	498.2		308.1	285.1		51.0	45.4		(33.5)	(30.3)		831.0	798.4
			303.4	430.2		300.1	205.1		31.0	45.4		(33.3)	(30.3)		031.0	7 90.4
	rage															
core																
dep	osits		639.8	623.0		265.8	230.5		153.0	146.4		(66.9)	(63.8)		991.7	936.1
Six	month	ıs (	ended													
Jun	ie 30,															
	enue/	\$	25,199	25,841	-	11,526	12,221		7,018	6,458		(2,052)	(1,883)		41,691	42,637
Pro	vision															
(rev	ersal o	f														
`	vision)															
	for cred	tit														
	losses	٠,٠	698	2,025		(142)	(176)		(33)	33		19	(11)		542	1,871
<del></del>	ninteres		030	2,020	+	(172)	(170)		(00)	- 00		13	(11)		342	1,071
_		וו	10 704	14 500		C 410	C 074		E 406	E 101		/4 //7C\	(1.000)		04 140	04.055
_	ense	H	13,794	14,590	-	6,418	6,274		5,406	5,181		(1,476)	(1,390)		24,142	24,655
Net												<i>(</i> )	()			
inco			7,275	6,169		3,694	4,049		1,019	771		(369)	(299)		11,619	10,690
Ave	rage															
loar	าร		505.2	498.5		305.0	284.1		50.5	44.6		(33.3)	(29.7)		827.4	797.5
Ave	rage															
core	€ .															
dep	osits		633.2	621.1		262.4	227.3		154.5	147.9		(67.3)	(65.3)		982.8	931.0
												, ,	, /			
(1)	(1) Includes corporate items not specific to a business segment and the elimination of certain items that are															
	included in more than one business segment, substantially all of which represents products and															
				nanage			•			•		•		UC	iucis anu	
1 6	301 VIUU	5 I	ui wtaili	ı ınanaye	IIIC	ภาเ บนอโป	nneis bil	JVΙ	u <del>c</del> u III (	JUHHHU	ı IIL	y Dalinili	y Siules.			

Community Banking offers a complete line of diversified financial products and services for consumers and small businesses. These products include investment, insurance and trust services in 39 states and D.C., and mortgage and home equity loans in all 50 states and D.C. through its Regional Banking and Wells Fargo Home Lending business units. Cross-sell of our products is an important part of our strategy to achieve our vision to satisfy all our customers' financial needs. Our retail bank household cross-sell was 6.17 products per household in May 2014, up from 6.14 in May 2013. We believe there is more opportunity for cross-sell as we continue to earn more business from our customers. Our goal is eight products per household, which is approximately one-half of our estimate of potential demand for an average U.S. household. In May 2014, one of every four of our retail banking households had eight or more of our products.

Community Banking had net income of \$3.4 billion, up \$186 million, or 6%, from second quarter 2013, and \$7.3 billion for the first half of 2014, up \$1.1 billion, or 18%, compared with the same period a year ago. Revenue of \$12.6 billion, decreased \$336 million, or 3%, from second quarter 2013, and was \$25.2 billion for the first half of 2014, a decrease of \$642 million, or 2%, compared with the same period last year. The decrease in revenue was due to lower mortgage banking revenue, partially offset by higher net interest income, and growth in multiple fee income categories including equity gains, card fees, trust and investment fees, and merchant card processing fees. Average core deposits increased \$16.8 billion, or 3%, from second quarter 2013 and \$12.1 billion, or 2%, from the first half of 2013. Primary consumer checking customers as of May 2014 (customers who actively use their checking account with transactions such as debit card purchases, online bill payments, and direct deposit) were up a net 4.6% from May 2013. Noninterest expense declined 3% from second quarter 2013 and 5% for the first half of 2013, largely driven by lower mortgage volume-related expenses and lower foreclosed assets expense, partially offset by higher operating

losses. The provision for credit losses was \$484 million lower than second quarter 2013, and \$1.3 billion lower than the first half of 2013, due to lower consumer real estate losses.

Wholesale Banking provides financial solutions to businesses across the United States and globally with annual sales generally in excess of \$20 million. Products and business segments include Middle Market Commercial Banking, Government and Institutional Banking, Corporate Banking, Commercial Real Estate, Treasury Management,

Wells Fargo Capital Finance, Insurance, International, Real Estate Capital Markets, Commercial Mortgage Servicing, Corporate Trust, Equipment Finance, Wells Fargo Securities, Principal Investments, Asset Backed Finance, and Asset Management. Wholesale Banking cross-sell was 7.2 products per relationship in second quarter 2014, up from 6.9 a year ago.

Wholesale Banking had net income of \$2.0 billion in second quarter 2014, down \$52 million, or 3%, from second quarter 2013. In the first half of 2014, net income of \$3.7 billion decreased \$355 million, or 9%, from the same period a year ago. The lower results for both second quarter and the first half of 2014 were driven by decreased revenues and increased expenses, Revenue declined \$189 million, or 3%, from second guarter of 2013 and \$695 million, or 6%, from the first half of 2013 on both lower net interest income and noninterest income. Net interest income declined as the income benefit of strong loan and deposit growth was more than offset by lower PCI resolution income. Noninterest income declined on lower market sensitive revenue driven by lower customer accommodation trading partially offset by the gain on the sale of 40 insurance offices and increased asset management fees. Average loans of \$308.1 billion in second quarter 2014 increased \$23.0 billion, or 8%, from second quarter 2013, driven by broad based growth across most customer segments. Average core deposits of \$265.8 billion increased \$35.3 billion, or 15%, from second quarter 2013 reflecting continued customer liquidity. Noninterest expense increased 1% from second quarter 2013 and 2% from the first half of 2013, primarily due to higher non-personnel expenses related to growth initiatives and increased compliance and regulatory requirements. The provision for credit losses remained in a net recovery position for the second quarter and first half of 2014 compared with the same periods for 2013, but the amount of reversal decreased \$69 million from second quarter 2013 and \$34 million from the first half of 2013 driven by lower net credit recoveries and lower allowance release.

Wealth, Brokerage and Retirement provides a full range of financial advisory services to clients using a planning approach to meet each client's financial needs. Wealth Management provides affluent and high net worth clients with a complete range of wealth management solutions, including financial planning, private banking, credit, investment management and fiduciary services. Abbot Downing, a Wells Fargo business, provides comprehensive wealth management services to ultra-high net worth families and individuals as well as endowments and foundations. Brokerage serves customers' advisory, brokerage and financial needs as part of one of the largest full-service brokerage firms in the United States. Retirement is a national leader in providing institutional retirement and trust services (including 401(k) and pension plan record keeping) for businesses, retail retirement solutions for individuals, and reinsurance services for the life insurance industry. Wealth, Brokerage and Retirement cross-sell was 10.44 products per household in May 2014, up from 10.35 in May 2013.

Wealth, Brokerage and Retirement reported net income of \$544 million in second quarter 2014, up 25% from second quarter 2013. Net income for the first half of 2014 was \$1.0 billion, up 32% compared with the same period a year ago. Net income growth was driven by strong revenue and lower credit losses. Revenue increased 9% from both second quarter 2013 and from the first half of 2013, predominantly due to strong growth in asset-based fees and higher net interest income, partially offset by a decrease in brokerage transaction revenue. Average core deposits of \$153.0 billion in second quarter 2014 increased 5% from second quarter 2013. Noninterest expense for second quarter 2014 was up 6% from second quarter 2013 and up 4% from the first half of 2013 largely due to increased broker commissions and other expenses. Total provision for credit losses decreased \$44 million and \$66 million from the second quarter and first half of 2013, respectively, driven primarily by lower net charge-offs.

# **Balance Sheet Analysis**

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At June 30, 2014, our assets totaled \$1.6 trillion, up \$75.4 billion from December 31, 2013. The predominant areas of asset growth were in federal funds sold and other short-term investments, which increased \$24.9 billion, investment securities, which increased \$14.7 billion, trading assets, which increased \$8.9 billion, and loans, which increased \$6.7 billion (\$16.4 billion excluding the transfer of \$9.7 billion of government guaranteed student loans to loans held for sale at June 30, 2014). Deposit growth of \$39.4 billion, an increase in long-term debt of \$14.9 billion, total equity growth of \$10.5 billion and an increase in short-term borrowings of \$8.0 billion from December 31, 2013, were the predominant sources that funded our asset growth for the first half of 2014. Equity growth benefited from \$7.6 billion in earnings net of dividends paid. The strength of our business model produced solid earnings and continued internal capital generation as reflected in our capital ratios, all of which improved from December 31, 2013. Tier 1 capital as a percentage of total risk-weighted assets increased to 12.72%, total capital increased to 15.89%, Tier 1 leverage increased to 9.86%, and Common Equity Tier 1 (General Approach) increased to 11.31% at June 30, 2014, compared with 12.33%, 15.43%, 9.60%, and 10.82%, respectively, at December 31, 2013.

The following discussion provides additional information about the major components of our balance sheet. Information regarding our capital and changes in our asset mix is included in the "Earnings Performance – Net Interest Income" and "Capital Management" sections and Note 19 (Regulatory and Agency Capital Requirements) to Financial Statements in this Report.

Inves	tment	Securi	ties								
Table	5: In	vestme	ent Securities – Sum	ımar	y						
						June	30, 2014			December	r 31, 2013
						Net				Net	
						unrealized	Fair			unrealized	Fair
(in m	illions	)			Cost	gain	value		Cost	gain (loss)	value
Availa	able-fo	or-sale	securities:								
	Debt	securit	ties	\$	238,809	7,037	245,846		246,048	2,574	248,622
	Mark	etable	equity securities		1,935	1,180	3,115		2,039	1,346	3,385
			available-for-sale		040 744	0.04	0.10.001		0.40.007	0.000	050 007
		securit			240,744	8,217	248,961		248,087	3,920	252,007
Held-	to-ma	turity c	lebt securities		30,108	278	30,386		12,346	(99)	12,247
			Total investment securities (1)	\$	270,852	8,495	279,347		260,433	3,821	264,254
					,	3,130	,			-,	,
(1)			r-sale securities are on the balance she				neet at fair	val	ue. Held-to	o-maturity s	securities
,											

Table 5 presents a summary of our investment securities portfolio, which increased \$14.7 billion from December 31, 2013, primarily due to purchases of U.S. Treasury securities for our held-to-maturity portfolio. The total net unrealized gains on available-for-sale securities were \$8.2 billion at June 30, 2014, up from net unrealized gains of \$3.9 billion at December 31, 2013, due primarily to a decrease in long-term interest rates and modest tightening of credit spreads.

The size and composition of the investment securities portfolio is largely dependent upon the Company's liquidity and interest rate risk management objectives. Our business generates assets and liabilities, such as loans, deposits and long-term debt, which have different maturities, yields, re-pricing, prepayment characteristics and other provisions that expose us to interest rate and liquidity risk. The available-for-sale securities portfolio consists primarily of liquid, high quality U.S. Treasury and federal agency debt, agency MBS, privately issued residential and commercial MBS, securities issued by U.S. states and political subdivisions, corporate debt securities, and highly rated collateralized loan obligations. Due to its highly liquid nature, the available-for-sale portfolio can be used to meet funding needs that arise in the normal course of business or due to market stress. Changes in our interest rate risk profile may occur due to changes in overall economic or market conditions, which could influence loan origination demand, prepayment speeds, or deposit balances and mix. In response, the available-for-sale securities portfolio can be rebalanced to meet the Company's interest rate risk management objectives. In addition to meeting liquidity and interest rate risk management objectives, the available-for-sale securities portfolio may provide yield enhancement over other short-term assets. See the "Risk Management – Asset/Liability Management" section in this Report for more information on liquidity and interest rate risk. The held-to-maturity securities portfolio consists primarily of high quality U.S. Treasury debt, agency MBS, ABS primarily collateralized by auto loans and leases, and collateralized loan obligations, where our intent is to hold these securities to maturity and collect the contractual cash flows. The held-to-maturity portfolio may also provide yield enhancement over short-term assets.

We analyze securities for OTTI quarterly or more often if a potential loss-triggering event occurs. Of the \$217 million in OTTI write-downs recognized in earnings in the first half of 2014, \$20 million related to debt securities and \$2 million related to marketable equity securities, which are each included in available-for-sale securities. Another \$195 million in OTTI write-downs was related to nonmarketable equity investments, which are included in other assets. For a discussion of our OTTI accounting policies and underlying considerations and analysis see Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K and Note 4 (Investment Securities) to Financial Statements in this Report.

At June 30, 2014, investment securities included \$44.8 billion of municipal bonds, of which 89% were rated "A-" or better based

predominantly on external and, in some cases, internal ratings. Additionally, some of the securities in our total municipal bond portfolio are guaranteed against loss by bond insurers. These guaranteed bonds are predominantly investment grade and were generally underwritten in accordance with our own investment standards prior to the determination to purchase, without relying on the bond insurer's guarantee in making the investment decision. Our municipal bond holdings are monitored as part of our ongoing impairment analysis.

The weighted-average expected maturity of debt securities available-for-sale was 6.9 years at June 30, 2014. Because 60% of this portfolio is MBS, the expected remaining maturity is shorter than the remaining contractual maturity because borrowers generally have the right to prepay obligations before the underlying mortgages mature. The estimated effects of a 200 basis point increase or decrease in interest rates on the fair value and the expected remaining maturity of the MBS available-for-sale portfolio are shown in Table 6.

Table 6: Mortgage-Backed Securities			
			Expected
		Net	remaining
	Fair	unrealized	maturity
(in billions)	value	gain (loss)	(in years)
At June 30, 2014			
Actual	\$ 146.3	3.7	5.6
Assuming a 200 basis point:			
Increase in interest rates	132.3	(10.3)	7.1
Decrease in interest rates	152.7	10.1	2.9

The weighted-average expected maturity of held-to-maturity debt securities was 6.0 years at June 30, 2014. See Note 4 (Investment Securities) to Financial Statements in this Report for a summary of investment securities by security type.

# **Balance Sheet Analysis (continued)**

#### Loan Portfolio

Total loans were \$828.9 billion at June 30, 2014, up \$6.7 billion from December 31, 2013. This growth was reduced by the transfer of \$9.7 billion of government guaranteed student loans to loans held for sale at the end of the second quarter, which were previously included in the non-strategic/liquidating loan portfolio. Excluding this transfer, total loans would have increased \$16.4 billion from December 31, 2013. Table 7 provides a summary of total outstanding loans by non-strategic/liquidating and core loan portfolios. The decrease in the non-strategic/liquidating portfolios including the government guaranteed student loan transfer was \$15.5 billion, while loans in the core portfolio grew \$22.2 billion from December 31, 2013. Our core loan growth during the first half of 2014 included:

- a \$14.7 billion increase in the commercial segment predominantly due to growth in commercial and industrial and commercial real estate loans; and
- a \$7.5 billion increase in consumer loans, predominantly from growth in the nonconforming mortgage, automobile, credit card and other revolving credit and installment loan portfolios offset by a decrease in the real estate 1-4 family junior lien mortgage portfolio.

Additional information on the non-strategic and liquidating loan portfolios is included in Table 12 in the "Risk Management – Credit Risk Management" section in this Report.

Table	able 7: Loan Portfolios												
						June 30, 201						Decembe	r 31, 2013
(in m	illion	ıs)	S) Core Liquidating Total				Core	Liquidating	Total				
Com	merc	cial				\$	389,905	1,499	391,404		375,230	2,013	377,243
Cons	sume	er					373,693	63,845	437,538		366,190	78,853	445,043
Total loans			\$	763,598	65,344	828,942		741,420	80,866	822,286			

A discussion of average loan balances and a comparative detail of average loan balances is included in Table 1 under "Earnings Performance – Net Interest Income" earlier in this Report. Additional information on total loans outstanding by portfolio segment and class of financing receivable is included in the "Risk Management – Credit Risk Management" section in this Report. Period-end balances and other loan related information are in Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

Table 8 shows contractual loan maturities for loan categories normally not subject to regular periodic principal reduction and sensitivities of those loans to changes in interest rates.

Table 8: Maturities for Selected Commercial Loan Categories														

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								June	30, 2014		D	ecember	· 31, 2013
							After		•		After		
					Within		one year	After		Within	one year	After	
					one		through	five		one	through	five	
											five		
(in	mill	lions	s)		year	f	ive years	years	Total	year	years	years	Total
	Selected loan												
		ties											
			ercial and										
-		ustr		\$	43,651		142,298	20,106	206,055	41,402	131,745	20,664	193,811
			state										
		rtga			17,864		59,768	30,786	108,418	17,746	60,004	29,350	107,100
			state		E 0.47		0.007	1 000	47.050	0.005	0.007	4 445	10 747
			ıction		5,947		9,807	1,302	17,056	6,095	9,207	1,445	16,747
	For	reigr			32,586		13,100	2,281	47,967	33,567	11,602	2,382	47,551
			Total										
			selected loans	\$	100,048		224,973	54,475	379,496	98,810	212,558	53,841	365,209
Dia	trib.	Lutio	n of loans	φ	100,040		224,913	34,473	373,430	90,010	212,000	55,641	303,209
to	uib	ulio	ii oi ioans										
	cha	nac	es in										
			t rates:										
			ns at fixed										
			interest										
			rates	\$	13,230		25,131	18,039	56,400	14,896	23,891	14,684	53,471
			ns at	Ť	10,200			10,000		,555		,	33,
			ting/variable	е									
			interest										
L			rates		86,818		199,842	36,436	323,096	83,914	188,667	39,157	311,738
			Total						•				
			selected										
			loans	\$	100,048		224,973	54,475	379,496	98,810	212,558	53,841	365,209

# **Deposits**

Deposits totaled \$1.1 trillion at both June 30, 2014, and December 31, 2013. Table 9 provides additional information regarding deposits. Deposit growth of \$39.4 billion from December 31, 2013, reflected continued customer-driven growth as well as liquidity-related issuances of term deposits. Information regarding the impact of deposits on net interest income and a comparison of average deposit balances is provided in "Earnings Performance – Net Interest Income" and Table 1 earlier in this Report. Total core deposits were \$1.0 trillion at June 30, 2014, up \$27.4 billion from \$980.1 billion at December 31, 2013.

Table 9: Deposits										
			% of					% of		
		June 30,	total				Dec. 31,	total		%
(\$ in millions)		2014	deposits				2013	deposits		Change
Noninterest-bearing	\$	308,097	28	%		\$	288,116	27	%	7
Interest-bearing checking		42,556	4				37,346	3		14
Market rate and other savings		563,788	50				556,763	52		1
Savings certificates		38,228	3				41,567	4		(8)
Foreign deposits (1)		54,816	5				56,271	5		(3)
Core deposits		1,007,485	90				980,063	91		3
Other time and savings deposits		69,815	6				64,477	6		8
Other foreign deposits		41,277	4				34,637	3		19
Total deposits	\$	1,118,577	100	%		\$	1,079,177	100	%	4
(1) Reflects Eurodollar sweep b	alar	nces include	d in core o	depo	sits.	·			·	

**Fair Value of Financial Instruments** 

We use fair value measurements to record fair value adjustments to certain financial instruments and to determine fair value disclosures. See our 2013 Form 10-K for a description of our critical accounting policy related to fair value of financial instruments and a discussion of our fair value measurement techniques.

Table 10 presents the summary of the fair value of financial instruments recorded at fair value on a recurring basis, and the amounts measured using significant Level 3 inputs (excluding derivative netting adjustments), which are significant assumptions not observable in the market. The fair value of the remaining assets and liabilities were measured using valuation methodologies involving market-based or market-derived information (collectively Level 1 and 2 measurements).

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Table 10: Fair Value I	Level 3 Sum	mary			1 1	
			Ju	ne 30, 2014	De	 ecember 31, 2013
		Total			Total	
(\$ in billions)		balance		Level 3 (1)	balance	Level 3 (1)
Assets carried						
at fair value	\$	363.9		34.9	353.1	37.2
As a percentage						
of total assets		23	%	2	23	2
Liabilities carried						
at fair value	\$	24.2		2.9	22.7	3.7
As a percentage of						
total liabilities	•	2	%	*	2	*
* Less than 1%.	L	•	<u>.                                    </u>		•	
	ative netting	a adiustments.				
, , , , , , , , , , , , , , , , , , , ,						
of total assets  Liabilities carried at fair value  As a percentage of total liabilities	\$ ative netting	24.2		2.9	22.7	

See Note 13 (Fair Values of Assets and Liabilities) to Financial Statements in this Report for additional information on fair value measurements.

# **Equity**

Total equity was \$181.5 billion at June 30, 2014, compared with \$171.0 billion at December 31, 2013. The increase was predominantly driven by a \$7.6 billion increase in retained earnings from earnings net of dividends paid and a \$2.7 billion increase in cumulative other comprehensive income (OCI). The increase in OCI was primarily due to a \$4.3 billion (\$2.6 billion after tax) increase in net unrealized gains on our investment securities portfolio resulting from a decrease in long-term interest rates and modest tightening of credit spreads. See Note 4 (Investment Securities) to Financial Statements in this Report for additional information.

# Off-Balance Sheet Arrangements

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In the ordinary course of business, we engage in financial transactions that are not recorded on the balance sheet, or may be recorded on the balance sheet in amounts that are different from the full contract or notional amount of the transaction. Our off-balance sheet arrangements include commitments to lend, transactions with unconsolidated entities, guarantees, derivatives, and other commitments. These transactions are designed to (1) meet the financial needs of customers, (2) manage our credit, market or liquidity risks, and/or (3) diversify our funding sources.

#### **Commitments to Lend**

We enter into commitments to lend funds to customers, which are usually at a stated interest rate, if funded, and for specific purposes and time periods. When we make commitments, we are exposed to credit risk. However, the maximum credit risk for these commitments will generally be lower than the contractual amount because a significant portion of these commitments are expected to expire without being used by the customer. For more information on lending commitments, see Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

#### **Transactions with Unconsolidated Entities**

We routinely enter into various types of on- and off-balance sheet transactions with special purpose entities (SPEs), which are corporations, trusts or partnerships that are established for a limited purpose. Generally, SPEs are formed in connection with securitization transactions. For more information on securitizations, including sales proceeds and cash flows from securitizations, see Note 7 (Securitizations and Variable Interest Entities) to Financial Statements in this Report.

#### **Guarantees and Certain Contingent Arrangements**

Guarantees are contracts that contingently require us to make payments to a guaranteed party based on an event or a change in an underlying asset, liability, rate or index. Guarantees are generally in the form of standby letters of credit, securities lending and other indemnifications, written put options, recourse obligations and other types of guarantee arrangements.

For more information on guarantees and certain contingent arrangements, see Note 10 (Guarantees, Pledged Assets and Collateral) to Financial Statements in this Report.

#### **Derivatives**

Commitments to Lend 42

We primarily use derivatives to manage exposure to market risk, including interest rate risk, credit risk and foreign currency risk, and to assist customers with their risk management objectives. Derivatives are recorded on the balance sheet at fair value and can be measured in terms of the notional amount, which is generally not exchanged, but is used only as the basis on which interest and other payments are determined. The notional amount is not recorded on the balance sheet and is not, when viewed in isolation, a meaningful measure of the risk profile of the instruments.

For more information on derivatives, see Note 12 (Derivatives) to Financial Statements in this Report.

#### **Other Commitments**

We also have other off-balance sheet transactions, including obligations to make rental payments under noncancelable operating leases and commitments to purchase certain debt and equity securities. Our operating lease obligations are discussed in Note 7 (Premises, Equipment, Lease Commitments and Other Assets) to Financial Statements in our 2013 Form 10-K. For more information on commitments to purchase debt and equity securities, see the "Off-Balance Sheet Arrangements" section in our 2013 Form 10-K.

#### Risk

#### **Management**

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Financial institutions must manage a variety of business risks that can significantly affect their financial performance. Among the key risks that we must manage are operational risks, credit risks, and asset/liability management risks, which include interest rate, market, and liquidity and funding risks. Our risk culture is strongly rooted in our *Vision and Values*, and in order to succeed in our mission of satisfying all our customers' financial needs and helping them succeed financially, our business practices and operating model must support prudent risk management practices. For more information about how we manage these risks, see the "Risk Management" section in our 2013 Form 10-K. The discussion that follows provides an update regarding these risks.

#### **Operational Risk Management**

Operational risk is the risk of loss resulting from inadequate or failed internal processes or systems, or resulting from external events or third parties. Information security is a significant operational risk for financial institutions such as Wells Fargo, and includes the risk of losses resulting from cyber attacks. Wells Fargo and reportedly other financial institutions continue to be the target of various evolving and adaptive cyber attacks, including malware and denial-of-service, as part of an effort to disrupt the operations of financial institutions, potentially test their cybersecurity capabilities, or obtain confidential, proprietary or other information. Wells Fargo has not experienced any material losses relating to these or other cyber attacks. Cybersecurity and the continued development and enhancement of our controls, processes and systems to protect our networks, computers, software, and data from attack, damage or unauthorized access remain a priority for Wells Fargo. See the "Risk Factors" section in our 2013 Form 10-K for additional information regarding the risks associated with a failure or breach of our operational or security systems or infrastructure, including as a result of cyber attacks.

# **Credit Risk Management**

Loans represent the largest component of assets on our balance sheet and their related credit risk is a significant risk we manage. We define credit risk as the risk of loss associated with a borrower or counterparty default (failure to meet obligations in accordance with agreed upon terms). Table 11 presents our total loans outstanding by portfolio segment and class of financing receivable.

Table 1	Table 11: Total Loans Outstanding by Portfolio Segment and Class of Financing Receivable										
								June 30,	Dec. 31,		
(in millio	ons)							2014	2013		
Comme	Commercial:										
	Commercial and industrial					\$	206,055	193,811			

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	Real estate mortgage	108,418	107,100
	Real estate construction	17,056	16,747
	Lease financing	11,908	12,034
	Foreign (1)	47,967	47,551
	Total commercial	391,404	377,243
Cons	umer:		
	Real estate 1-4 family first mortgage	260,104	258,497
	Real estate 1-4 family junior lien mortgage	62,455	65,914
	Credit card	27,215	26,870
	Automobile	54,095	50,808
	Other revolving credit and installment	33,669	42,954
	Total consumer	437,538	445,043
	Total loans	\$ 828,942	822,286
(1)	Substantially all of our foreign loan portfolio is com primarily based on whether the borrower's primary		

<u>Credit Quality Overview</u> Credit quality continued to improve during second quarter 2014 due in part to improving economic conditions, in particular the housing market, as well as our proactive credit risk management activities. The improvement occurred for both commercial and consumer portfolios as evidenced by their credit metrics:

- Nonaccrual loans decreased to \$2.8 billion and \$11.2 billion in our commercial and consumer portfolios, respectively, at June 30, 2014, from \$3.5 billion and \$12.2 billion at December 31, 2013. Nonaccrual loans represented 1.69% of total loans at June 30, 2014, compared with 1.91% at December 31, 2013.
- Net charge-offs (annualized) as a percentage of average total loans improved to 0.35% and 0.38% in second quarter and first half of 2014, respectively, compared with 0.58% and 0.65% respectively, for the same periods a year ago. The net charge-offs (annualized) in our commercial and consumer portfolios were 0.03% and 0.62% in second quarter and 0.02% and 0.68% in the first half of 2014, respectively, compared with 0.05% and 1.01% in second quarter, and 0.08% and 1.12%, respectively, in the first half of 2013.
- Loans that are not government insured/guaranteed and 90 days or more past due and still accruing decreased to \$122 million and \$775 million in our commercial and consumer portfolios, respectively, at June 30, 2014, from \$143 million and \$902 million at December 31, 2013.

In addition to credit metric improvements, we continued to see improvement in various economic indicators such as home prices that influenced our evaluation of the allowance and provision for credit losses. Accordingly:

- Our provision for credit losses decreased to \$217 million in second quarter 2014 and \$542 million during the first half of 2014, compared with \$652 million and \$1.9 billion, respectively, for the same periods a year ago.
- The allowance for credit losses decreased to \$13.8 billion at June 30, 2014 from \$15.0 billion at December 31, 2013.

Additional information on our loan portfolios and our credit quality trends follows.

Non-Strategic and Liquidating Loan Portfolios We continually evaluate and, when appropriate, modify our credit policies to address appropriate levels of risk. We may designate certain portfolios and loan products as non-strategic or liquidating after we cease their continued origination and actively work to limit losses and reduce our exposures.

Table 12 identifies our non-strategic and liquidating loan portfolios, which have continued to decline since the 2008 merger with Wachovia. They consist primarily of the Pick-a-Pay mortgage portfolio and PCI loans acquired from Wachovia, certain portfolios from legacy Wells Fargo Home Equity and Wells Fargo Financial, and our Education Finance government guaranteed loan portfolio. We transferred the government guaranteed student loan portfolio to loans held for sale at the end of second quarter 2014.

The home equity portfolio of loans generated through third party channels is designated as liquidating. Additional information regarding this portfolio, as well as the liquidating PCI and Pick-a-Pay loan portfolios, is provided in the discussion of loan portfolios that follows.

Table 12	: Non-Strategic a	nd Liquidating Loan Portfolios				
					Outstandi	ng balance
				June 30,	Dec	cember 31,
(in millio	ns)			2014	2013	2008
Comme	rcial:					
	Legacy Wachovia foreign PCI loans	a commercial and industrial, CRE and (1)	\$	1,499	2,013	18,704
	Total co	ommercial		1,499	2,013	18,704
Consum	er:					
	Pick-a-Pay mortg	age (1)		47,965	50,971	95,315
	Liquidating home	equity		3,290	3,695	10,309
	Legacy Wells Far	rgo Financial indirect auto		85	207	18,221
	Legacy Wells Far	rgo Financial debt consolidation		12,169	12,893	25,299
	Education Finance	ce - government guaranteed (2)		-	10,712	20,465
	Legacy Wachovia	a other PCI loans (1)		336	375	2,478
	Total co	onsumer		63,845	78,853	172,087
		Total non-strategic and liquidating loan portfolios	\$	65,344	80,866	190,791
(4)	Nict of ways book		11			
(1)		accounting adjustments related to PC				
(2)	The change from student loans to h	prior quarter was predominantly due neld for sale.	to the	transfer of (	government gua	aranteed

PURCHASED CREDIT-IMPAIRED (PCI) Loans Loans acquired with evidence of credit deterioration since their origination and where it is probable that we will not collect all contractually required principal and interest payments are PCI loans. Substantially all of our PCI loans were acquired in the Wachovia acquisition on December 31, 2008. PCI loans are recorded at fair value at the date of acquisition, and the historical allowance for credit losses related to these loans is not carried over. The carrying value of PCI loans totaled \$25.0 billion at June 30, 2014, down from \$26.7 billion and \$58.8 billion at December 31, 2013 and 2008, respectively. Such loans are considered to be accruing due to the existence of the accretable yield and not based on consideration given to contractual interest payments. For additional information on PCI loans, see the "Risk Management – Credit Risk Management – Purchased Credit-Impaired Loans" section in our 2013 Form 10-K and Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

During the first half of 2014, we recognized as income \$32 million released from the nonaccretable difference related to commercial PCI loans due to payoffs and other resolutions. We also transferred \$2.1 billion from the nonaccretable difference to the accretable yield for PCI loans with improving credit-related cash flows and recovered \$37 million primarily related to reversals of write-downs in excess of the respective loan resolution realized losses. Our cash flows expected to be collected have been favorably affected since the Wachovia acquisition by lower than expected defaults and losses as a result of observed economic strengthening, particularly in housing prices, and by our loan modification efforts. See the "Real Estate 1-4 Family First and Junior Lien Mortgage Loans" section in this Report for additional information. Table 13 provides an analysis of changes in the nonaccretable difference.

TIL 12 CI 'N ALL D'00 0 DOLL					
Table 13: Changes in Nonaccretable Difference for PCI Loa	ans	I			
				Other	
(in millions)	Co	ommercial	Pick-a-Pay	consumer	Tota
Balance, December 31, 2008	\$	10,410	26,485	4,069	40,964
Addition of nonaccretable difference due to acquisitions		213	-	-	213
Release of nonaccretable difference due to:					
Loans resolved by settlement with borrower (1)		(1,512)	-	-	(1,512)
Loans resolved by sales to third parties (2)		(308)	-	(85)	(393)
Reclassification to accretable yield for loans with improving credit-related cash flows (3)		(1,605)	(3,897)	(823)	(6,325)
Use of nonaccretable difference due to:					
Losses from loan resolutions and write-downs (4)		(6,933)	(17,884)	(2,961)	(27,778)
Balance, December 31, 2013		265	4,704	200	5,169
Addition of nonaccretable difference due to acquisitions		13	-	-	13
Release of nonaccretable difference due to:					
Loans resolved by settlement with borrower (1)		(18)	_	-	(18)
Loans resolved by sales to third parties (2)		(14)	-	-	(14)
Reclassification to accretable yield for loans with improving credit-related cash flows (3)		(103)	(1,954)	(19)	(2,076)
Use of nonaccretable difference due to:					

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	Net recoveries (losses) from loan resolutions										
	and write-downs (4)		(3)	21	19	37					
Balar	ice, June 30, 2014	\$	140	2,771	200	3,111					
Balar	nce, March 31, 2014	\$	145	4,704	212	5,061					
Addit	ion of nonaccretable difference due to										
acqui	sitions		13	-	-	13					
Relea	se of nonaccretable difference due to:										
	Loans resolved by settlement with borrower										
	(1)		(13)	-	-	(13)					
	Loans resolved by sales to third parties (2)		-	-	-	-					
	Reclassification to accretable yield for loans										
	with improving credit-related cash flows (3)		(2)	(1,954)	(10)	(1,966)					
Use c	f nonaccretable difference due to:										
	Net recoveries (losses) from loan resolutions										
	and write-downs (4)		(3)	21	(2)	16					
Balar	ice, June 30, 2014	\$	140	2,771	200	3,111					
(1)	Release of the nonaccretable difference for settle										
	PCI loans, increases interest income in the period										
	PCI loans do not reflect nonaccretable difference										
	pool accounting for those loans, which assumes to performance expectations.	nai ine	e amount re	eceived app	noximales i	ne pooi					
(2)	Release of the nonaccretable difference as a resu	ılt of c	alos to thire	l partice inc	roscoc non	intoroct					
(2)	income in the period of the sale.	111 01 3	ales to triil	parties inc	icases non	interest					
(3)	Reclassification of nonaccretable difference to acc	cretah	le vield will	result in ind	creased inte						
(0)	income as a prospective yield adjustment over the		•								
(4)	Write-downs to net realizable value of PCI loans a										
( - )	when severe delinquency (normally 180 days) or		•								
	stress exist that indicate there will be a loss of cor										
	the loan. Also includes foreign exchange adjustment		•	•							
	nonaccretable difference was established.										
	•										

Since December 31, 2008, we have released \$10.3 billion in nonaccretable difference, including \$8.4 billion transferred from the nonaccretable difference to the accretable yield and \$1.9 billion released to income through loan resolutions. Also, we have provided \$1.7 billion for losses on certain PCI loans or pools of PCI loans that have had credit-related decreases to cash flows expected to be collected. The net result is a \$8.6 billion reduction from December 31, 2008, through June 30, 2014, in our initial projected losses of \$41.0 billion on all PCI loans.

At June 30, 2014, the allowance for credit losses on certain PCI loans was \$8 million. The allowance is to absorb credit-related decreases in cash flows expected to be collected and primarily relates to individual PCI commercial loans. Table 14 analyzes the actual and projected loss results on PCI loans since acquisition through June 30, 2014.

For additional information on PCI loans, see Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K and Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

Table	14: Ac	tual and	l Projecte	d Loss Re	esults on PCI Loans Sin	ce Ac	quisition o	of Wachovia			
									Other		
(in mil	lions)					Co	mmercial	Pick-a-Pay	consumer	Total	
Releas	se of n	onaccre	etable diff	erence dı	ue to:						
	Loans	resolve	ed by sett	lement w	ith borrower (1)	\$	1,530	-	-	1,530	
	Loans	resolve	ed by sale	s to third	parties (2)		322	-	85	407	
	Reclassification to accretable yield for loans with improving credit-related cash flows (3)						1,708	5,851	842	8,401	
		Total re		f nonaccr	etable difference due		3,560	5,851	927	10,338	
Provis	ion for	losses	due to cre	edit deter	ioration (4)		(1,622)	-	(108)	(1,730)	
					ed losses on PCI iginally expected	\$	1,938	5,851	819	8,608	
(1)	loans, loans accou	increas do not r nting fo	ses intere eflect nor	st income naccretab ans, whic	fference for settlement in the period of settle le difference releases th assumes that the an	ment. for se	Pick-a-Pettlements	ay and Othe with borrow	er consume vers due to	er PCI pool	
(2)			e nonacci period of		fference as a result of	sales	to third p	arties increa	ases nonint	terest	
(3)	Reclas	ssification	on of non	accretabl	e difference to accreta	•					
(4)	Provis	rovision for additional losses is recorded as a charge to income when it is estimated that the cash ows expected to be collected for a PCI loan or pool of loans may not support full realization of the arrying value.									

Significant Loan Portfolio Reviews Measuring and monitoring our credit risk is an ongoing process that tracks delinquencies, collateral values, FICO scores, economic trends by geographic areas, loan-level risk grading for certain portfolios (typically commercial) and other indications of credit risk. Our credit risk monitoring process is designed to enable early identification of developing risk and to support our determination of an appropriate allowance for credit losses. The following discussion provides additional characteristics and analysis of our significant portfolios. See Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report for more analysis and credit metric information for each of the following portfolios.

Commercial AND INDUSTRIAL Loans and Lease Financing For purposes of portfolio risk management, we aggregate commercial and industrial loans and lease financing according to market segmentation and standard industry codes. Table 15 summarizes commercial and industrial loans and lease financing by industry with the related nonaccrual totals. We generally subject commercial and industrial loans and lease financing to individual risk assessment using our internal borrower and collateral quality ratings. Our ratings are aligned to regulatory definitions of pass and criticized categories with criticized divided between special mention, substandard and doubtful categories.

The commercial and industrial loans and lease financing portfolio, which totaled \$218.0 billion, or 26% of total loans, at June 30, 2014, generally experienced credit improvement in second quarter 2014. The annualized net charge-off rate for this portfolio was 0.10% in second quarter 2014, up slightly from 0.09% in first quarter 2014, and down from 0.19% in second quarter 2013. At June 30, 2014, 0.33% of this portfolio was nonaccruing compared with 0.37% at December 31, 2013. In addition, \$15.3 billion of this portfolio was rated as criticized in accordance with regulatory guidance at June 30, 2014, compared with \$15.5 billion at December 31, 2013.

A majority of our commercial and industrial loans and lease financing portfolio is secured by short-term assets, such as accounts receivable, inventory and securities, as well as long-lived assets, such as equipment and other business assets. Generally, the collateral securing this portfolio represents a secondary source of repayment.

Table 15: Commercial and Industrial Loans a	nd Lease	Financing by	Industry			
				Jı	ine 30, 2014	
					% of	
		Nonaccrual	Total		total	
(in millions)		loans	portfolio	(1)	loans	
Investors	\$	12	21,289		3	%
Oil and gas		42	15,411		2	
Food and beverage		9	13,460		2	
Cyclical retailers		26	13,001		1	
Financial institutions		35	11,783		1	
Healthcare		37	11,640		1	
Real estate lessor		21	11,541		1	
Industrial equipment		7	11,453		1	

Public administration	16	7,283		1	
Technology	53	7,180		1	
Business services	28	6,383		1	
Transportation	4	6,286		1	
Other	431	81,253	(2)	10	
Total	\$ 721	217,963		26	%

<sup>(1)</sup> Includes \$192 million PCI loans, which are considered to be accruing due to the existence of the accretable yield and not based on consideration given to contractual interest payments.

(2) No other single category had loans in excess of \$5.0 billion.

At the time of any modification of terms or extensions of maturity, we evaluate whether the loan should be classified as a TDR, and account for it accordingly. For more information on TDRs, see "Troubled Debt Restructurings" later in this section and Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

Commercial Real Estate (CRE) The CRE portfolio totaled \$125.5 billion, or 15% of total loans, at June 30, 2014, and consisted of \$108.4 billion of mortgage loans and \$17.1 billion of construction loans. Table 16 summarizes CRE loans by state and property type with the related nonaccrual totals. The portfolio is diversified both geographically and by property type. The largest geographic concentrations of combined CRE loans are in California (29% of the total CRE portf0lio) and in Texas and Florida (8% in each state). By property type, the largest concentrations are office buildings at 28% and apartments at 13% of the portfolio. CRE nonaccrual loans totaled 1.6% of the CRE outstanding balance at June 30, 2014, compared with 2.2% at December 31, 2013. At June 30, 2014, we had \$9.6 billion of criticized CRE mortgage loans, down from \$11.8 billion at December 31, 2013, and \$1.4 billion of criticized CRE construction loans, down from \$2.0 billion at December 31, 2013.

At June 30, 2014, the recorded investment in PCI CRE loans totaled \$1.3 billion, down from \$12.3 billion when acquired at December 31, 2008, reflecting principal payments, loan resolutions and write-downs.

Table 16. CDE L		a hay C4a4a	J Duama4-	Т								Т
Table 16: CRE Lo	an	s by State an	a Property	yıy	pe							
									lun	_ 3N	, 2014	
					Ra	al estate			Ouri		, 2014	
		Real estate	mortaaae			struction			Total		% of	
		Nonaccrual	Total		Nonaccrual	Total		Nonaccrual	Total		total	1
(in millions)		loans	portfolio	(1)		portfolio	(1)	loans	portfolio	(1)	loans	
By state:				, ,			, ,		•	, ,		
California	\$	437	32,655		23	3,653		460	36,308		4	%
Texas		107	8,713		1	1,656		108	10,369		1	
Florida		248	8,397		22	1,510		270	9,907		1	
New York		45	5,813		5	1,178		50	6,991		1	
North Carolina		118	4,060		11	890		129	4,950		1	
Arizona		90	3,782		5	423		95	4,205		1	
Washington		28	3,378		1	483		29	3,861		1	
Virginia		50	2,775		5	1,078		55	3,853		*	
Georgia		121	3,116		34	441		155	3,557		*	
Colorado		33	2,865		6	550		39	3,415		*	
Other		525	32,864		126	5,194		651	38,058	(2)	5	
Total	\$	1,802	108,418		239	17,056		2,041	125,474		15	%
By property:												
Office buildings	\$	458	32,845		-	2,041		458	34,886		4	%
Apartments		91	11,545		2	5,183		93	16,728		2	
Industrial/wareho	use	293	12,122		-	842		293	12,964		2	
Retail (excluding												
shopping center)		239	11,744		2	858		241	12,602		2	
Real estate -												
other		231	10,671		4	370		235	11,041		1	<u> </u>
Hotel/motel		83	8,433		-	915		83	9,348		1	<u> </u>
Shopping center		109	7,856		-	924		109	8,780		1	

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Instit	ution	al		77	3,315		-	365		77	3,680	1	
Land	(exc	luding											
1-4 fa	amily	)		6	93		66	2,807		72	2,900	*	
Agric	ulture	9		36	2,283		_	25		36	2,308	*	
Othe	r			179	7,511		165	2,726		344	10,237	1	
	Total		\$	1,802	108,418		239	17,056		2,041	125,474	15	%
*	Less	than 19	%.										
,	millio	n of rea	al es	state constru	uction, whi	ch a	consisting of tre considere eration given	ed to be a	accru	uing due to tl	he existen	-	
(2)	Inclu	des 40	stat	es; no state	had loans	in e	excess of \$3	.3 billion.					

**FOREIGN Loans and country risk exposure** We classify loans for financial statement and certain regulatory purposes as foreign primarily based on whether the borrower's primary address is outside of the United States. At June 30, 2014, foreign loans totaled \$48.0 billion, representing approximately 6% of our total consolidated loans outstanding, compared with \$47.6 billion, or approximately 6% of total consolidated loans outstanding, at December 31, 2013. Foreign loans were approximately 3% of our consolidated total assets at June 30, 2014 and at December 31, 2013.

Our foreign country risk monitoring process incorporates frequent dialogue with our financial institution customers, counterparties and regulatory agencies, enhanced by centralized monitoring of macroeconomic and capital markets conditions in the respective countries. We establish exposure limits for each country through a centralized oversight process based on customer needs, and in consideration of relevant economic, political, social, legal, and transfer risks. We monitor exposures closely and adjust our country limits in response to changing conditions.

We evaluate our individual country risk exposure on an ultimate country of risk basis, which is normally based on the country of residence of the guarantor or collateral location, and is different from the reporting based on the borrower's primary address. Our largest single foreign country exposure on an ultimate risk basis at June 30, 2014, was the United Kingdom, which totaled \$22.3 billion, or approximately 1% of our total assets, and included \$3.5 billion of sovereign claims. Our United Kingdom sovereign claims arise primarily from deposits we have placed with the Bank of England pursuant to regulatory requirements in support of our London branch.

We conduct periodic stress tests of our significant country risk exposures, analyzing the direct and indirect impacts on the risk of loss from various macroeconomic and capital markets scenarios. We do not have significant exposure to foreign country risks because our foreign portfolio is relatively small. However, we have identified exposure to increased loss from U.S. borrowers associated with the potential impact of a regional or worldwide economic downturn on the U.S. economy. We mitigate these potential impacts on the risk of loss through our normal risk management processes which include active monitoring and, if necessary, the application of aggressive loss mitigation strategies.

Table 17 provides information regarding our top 20 exposures by country (excluding the U.S.) and our Eurozone exposure, on an ultimate risk basis.

Table 17: Selec		Country Ex	<u> </u>	_			_			_		_		
Table 17. Select	Ť	Junuy Ex	posures	Γ	T		Г			П		Γ		
<del>                                     </del>	十	<del></del>	<del></del>	<u> </u>	+		$\Box$	Deriv	atives and	7		_		
1		1	_ending (1)	i	Se	curities (2)	1.		other (3)	, 1	1		Total $\epsilon$	exposu
	T	'	Non-	i –		Non-		7	Non-	$\sqcap$		$\Gamma$	Non-	
	T	<u> </u>		<u> </u>			$\Box$	<u> </u>		$\sqcap$		s	sovereign	+
(in millions)		Sovereign	sovereign	i _	Sovereign	sovereign	4_"	Sovereign	sovereign	ا_ ا	Sovereign		(4)	
June 30, 2014				Ē			$\Gamma$					$\Gamma$		
Top 20	Ĭ '	<u>'</u>		Ī			Ĩ '	<u> </u>		آ۱	<u> </u>	Ĺ'	, T	
country		1	1	i			1	1 '		, 1	1	1	1	1
exposures:	╀'	<del> </del> '	<del>                                     </del>	<b>—</b>	<u> </u>	<u> </u> !	⊥′	<del>                                     </del>	$\longrightarrow$	Ц	<del></del>	+'	<u> </u>	
United	\$	2.507	1 740	ĺ		. 210	1 '	1 '	262	, 1	1 2 5 2 7	1		1 -2 20
Kingdom	+	3,507	<del>                                     </del>	$\vdash$	- '	6,210	7	<del>-</del> !	862	لــ	3,507	+		22,328
Canada	╀'	<del>-</del> '	7,354	<b>—</b>	_ '	4,716	⊬'	<del>-</del> '	626	Ц	<del>-</del> -	+'	12,696	12,696
China 	╀'	<del> </del> '	5,207	<b>—</b>	-	77	4	14	1	لے	14	⊢'	5,285	5,299
Brazil	╀'	'	2,515	<b>—</b>	-	18	<b>⊢</b> ′	<del>-</del> '	<del>  - </del>	لے	لـــــــــــــــــــــــــــــــــــــ	⊥'	2,533	2,533
Germany		91		<b>—</b>	-	632	⊥′	-	79	لے	91	<b>L</b> '	2,106	2,197
Netherlands		<del>  -</del> '	1,682	<b>—</b>	-	335	-	-	41	Ш		<b>L</b> '	2,058	2,058
India		<u> </u>	1,920	<b>—</b>	-	128	-	<u>  -</u> '	-	لے	-	<b>L</b> '	2,048	2,048
Bermuda	⊥'	_'	1,947	<b>L</b>	'	80	上'	-	17	Ш	<u> </u>	⊥'	2,044	2,04
Switzerland	<u> </u>	'	1,266	Ĺ	-	365	Ĺ'	-	379	ل	-	Ĺ'	2,010	2,010
France	L	<u> </u>	378	Ĺ	-	1,209	Ĺ'	-	85	ل	<u> </u>	Ľ	1,672	1,672
Turkey	T,		1,625	Ĺ	-		Ĺ'	'	1	ل		Ĺ	1,626	1,620
Australia	L		948	Ĺ		597	Ĺ'	'	18	لَ		Ĺ	1,563	1,560
Chile	L		1,392	Ĺ		13	Ĺ'	'	45	لَ		Ĺ	1,450	1,45
Cayman	1	'		Ī	<u> </u>	ļ ,	Ĩ'	'		$\tilde{\Box}$	<u> </u>	[ ]		
Islands	<u> </u>	<u>  -</u> '	1,249	L	_ '	_ !	上'	_'	63	ل	<u> </u>	⊥'	1,312	1,31
South Korea	<u>l</u> '	<u> </u>	1,111	Ĺ	3	1 1	Ĺ'	13	<u> </u>	ل	16	Ĺ'	1,147	1,16
Ireland	Ţ,	52	1	Ĺ	-	162	Ĺ'	<u> </u>	22	ப	52	Ĺ'	1,083	1,13
Luxembourg	Ţ,	'	975	Ĺ	-	127	Ĺ'	<u> </u>	6	ப	<u> </u>	Ĺ'	1,108	1,10
Mexico	<u> </u>	_ '	1,017	Ĺ	-	30	Ĺ'	2	1	ل	2	Ĺ'	1,048	1,05
Spain	Ţ,		740	Ĺ	_ '	63	Ĺ'	'	2	ل	<u>-</u>	Ĺ	805	80
Taiwan	L		795	Ĺ	-	1	Ĺ'	'	5	ل	<u> </u>	Ĺ	801	80
Total top 20 country	\$	3,650	46,164	- 	3	14,799	[	29	2,253		3,682	[	63,216	66,89
exposures	۳	0,000	40, 10 .	i		17,, 50	1	'			1 5,552	1	00,2.0	00,00
	T			<u> </u>			$\Box$			$\sqcap$		$\Gamma$		
Eurozone	十	<u> </u>		<del>-</del>		<b>†</b>	$\Box$			$\dashv$		$\Gamma$		
exposure:		1	1	ĺ			1	1 '	1	, 1	1	1	1	1
Eurozone	\$	143	6,069	<u> </u>	_	2,528	$\Box$		235	$\sqcap$	143	$\Gamma$	8,832	8,97
countries	'	1		ĺ		- ,	1 '	1 '		, 1	1	1	-,=	1
included in		1	1	ĺ		'	1 '	1 '	]	, 1	1	1	1	1
1	1	1	1 1	1	1	1	1 7	1 '	1 1	. 1	ı 1	1 1	1 1	i .

Top 20 above (5)									
Austria	73	396	-	-	-	2	73	398	471
Belgium	-	137	i	26	·	7	-	170	170
Italy	-	65	-	97	-	-	-	162	162
Other Eurozone exposure (6)	23	34	-	27	21	1	44	62	106
Total Eurozone exposure	\$ 239	6,701	-	2,678	21	245	260	9,624	9,884

- (1) Lending exposure includes funded loans and unfunded commitments, leveraged leases, and money market placements presented on a gross basis prior to the deduction of impairment allowance and collateral received under the terms of the credit agreements. For the countries listed above, includes \$203 million in PCI loans, predominantly to customers in Germany and the United Kingdom, and \$1.3 billion in defeased leases secured largely by U.S. Treasury and government agency securities, or government guaranteed.
- (2) Represents issuer exposure on cross-border debt and equity securities.
- (3) Represents counterparty exposure on foreign exchange and derivative contracts, and securities resale and lending agreements. This exposure is presented net of counterparty netting adjustments and reduced by the amount of cash collateral. It includes credit default swaps (CDS) predominantly used to manage our U.S. and London-based cash credit trading businesses, which sometimes results in selling and purchasing protection on the identical reference entity. Generally, we do not use market instruments such as CDS to hedge the credit risk of our investment or loan positions, although we do use them to manage risk in our trading businesses. At June 30, 2014, the gross notional amount of our CDS sold that reference assets in the Top 20 or Eurozone countries was \$4.1 billion, which was offset by the notional amount of CDS purchased of \$4.2 billion. We did not have any CDS purchased or sold that reference pools of assets that contain sovereign debt or where the reference asset was solely the sovereign debt of a foreign country.
- (4) For countries presented in the table, total non-sovereign exposure comprises \$28.9 billion exposure to financial institutions and \$35.1 billion to non-financial corporations at June 30, 2014.
- (5) Consists of exposure to Germany, Netherlands, France, Ireland, Luxembourg and Spain included in Top 20.
- (6) Includes non-sovereign exposure to Portugal and Greece in the amount of \$51 million and \$2 million respectively, and less than \$1 million to Cyprus. We had no sovereign debt exposure to these countries at June 30, 2014.

Real Estate 1-4 Family FIRST AND JUNIOR LIEN Mortgage Loans Our real estate 1-4 family first and junior lien mortgage loans primarily include loans we have made to customers and retained as part of our asset/liability management strategy. These loans, as presented in Table 18, include the Pick-a-Pay portfolio acquired from Wachovia which is discussed later in this Report. These loans also include other purchased loans and loans included on our balance sheet as a result of consolidation of variable interest entities (VIEs).

Table	e 18:	Real E	state 1-4	4 Family F	irst and Junior Lien Mo	rtgag	ge Loans					
							June	30, 2014		Decer	nber 31, 2013	
								% of			% of	
(in m	illions	3)					Balance	portfolio		Balance	portfolio	
Real	estat	te 1-4	family 1	first morto	gage							
	Core	portfol	io			\$	199,841	62	%	\$ 194,488	60	%
	Non-s	strateg	ic and I	iquidating	loan portfolios:							
		Pick-a	-Pay m	ortgage			47,965	15		50,971	16	
		Other	PCI and	d liquidatin	g first mortgage		12,298	4		13,038	4	
			Total no	•	c and liquidating loan		60,263	19		64,009	20	
				Total real mortgage	estate 1-4 family first loans		260,104	81		258,497	80	
Real	estat	te 1-4	family j	unior lien	mortgage							
	Core	portfol	io				58,969	18		62,001	19	
	Non-s	strateg	ic and I	iquidating	loan portfolios		3,486	1		3,913	1	
	Total real estate 1-4 family juni lien mortgage loans						62,455	19		65,914	20	
					Total real estate 1-4 family mortgage loans	\$	322,559	100	%	\$ 324,411	100	%

The portfolio includes some loans with adjustable-rate features and some with an interest-only feature as part of the loan terms. Interest-only loans were approximately 14% and 15% of total loans at June 30, 2014 and December 31, 2013, respectively. We believe we have manageable adjustable-rate mortgage (ARM) reset risk across our owned mortgage loan portfolios. We do not offer option ARM products, nor do we offer variable-rate mortgage products with fixed payment amounts, commonly referred to within the financial services industry as negative amortizing mortgage loans. The option ARMs we do have are included in the Pick-a-Pay portfolio which was acquired from Wachovia and are part of our liquidating loan portfolios. Since our acquisition of the Pick-a-Pay loan portfolio at the end of 2008, the option payment portion of the portfolio has reduced from 86% to 42% at June 30, 2014, as a result of our modification activities and customers exercising their option to convert to fixed payments. For more information, see the "Pick-a-Pay Portfolio" section in this Report. We continue to modify real estate 1-4 family mortgage loans to assist homeowners and other borrowers experiencing financial difficulties. For more information on our participation in the U.S. Treasury's Making Home Affordable (MHA) programs, see the "Risk Management – Credit Risk Management – Real Estate 1-4 Family First and Junior Lien Mortgage Loans" section in our 2013 Form 10-K.

Part of our credit monitoring includes tracking delinquency, FICO scores and collateral values (LTV/CLTV) on the entire real estate 1-4 family mortgage loan portfolio. These credit risk indicators, which exclude government insured/guaranteed loans, continued to improve in second quarter 2014 on the non-PCI mortgage portfolio. Loans 30 days or more delinquent at June 30, 2014, totaled \$10.9 billion, or 4%, of total non-PCI mortgages, compared with \$11.9 billion, or 4%, at December 31, 2013. Loans with FICO scores lower than 640 totaled \$28.5 billion at June 30, 2014, or 10% of total non-PCI mortgages, compared with \$31.5 billion, or 10%, at December 31, 2013. Mortgages with a LTV/CLTV greater than 100% totaled \$27.4 billion at June 30, 2014, or 9% of total non-PCI mortgages, compared with \$34.3 billion, or 11%, at December 31, 2013. Information regarding credit risk indicators, including PCI credit risk indicators, can be found in Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

Real estate 1-4 family first and junior lien mortgage loans by state are presented in Table 19. Our real estate 1-4 family mortgage loans to borrowers in California represented approximately 13% of total loans at June 30, 2014, located mostly within the larger metropolitan areas, with no single California metropolitan area consisting of more than 4% of total loans. Our underwriting and periodic review of loans secured by residential real estate collateral includes appraisals or estimates from automated valuation models (AVMs) to support property values. We monitor changes in real estate values and underlying economic or market conditions for all geographic areas of our real estate 1-4 family mortgage portfolio as part of our credit risk management process. Additional information about AVMs and our policy for their use can be found in Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report and the "Risk Management – Credit Risk Management – Real Estate 1-4 Family First and Junior Lien Mortgage Loans" section in our 2013 Form 10-K.

			_			
			<u>'</u>	June	30, 2014	
		Real estate	Real estate	Total real	- ´	
		1-4 family	1-4 family	estate 1-4	% of	
		first	junior lien	family	total	
(in millions)		mortgage	mortgage	mortgage	loans	
Real estate 1-4 family						
loans (excludin	g PCI):					
California	\$	75,973	17,291	93,264	11	%
Florida		14,600	5,615	20,215	3	
New York		15,806	2,722	18,528	2	
New Jersey		10,497	4,920	15,417	2	
Virginia		7,055	3,391	10,446	1	
Pennsylvania		5,912	3,031	8,943	1	
Texas		7,898	894	8,792	1	
North Carolina		6,001	2,710	8,711	1	
Georgia		4,881	2,472	7,353	1	
Other (2)		62,146	19,297	81,443	10	
Government insured/						
guaranteed loan	s (3)	26,447	-	26,447	3	
Total	\$	237,216	62,343	299,559	36	%
Real estate 1-4						
family PCI loans	s:					
California	\$	15,686	29	15,715	2	%
Florida		1,755	18	1,773	-	
New Jersey		863	15	878	-	
Other (1)		4,584	50	4,634	1	
Total	\$	22,888	112	23,000	3	%
Total	\$	260,104	62,455	322,559	39	%

Less than 1%.

- (1) Consists of 45 states; no state had loans in excess of \$553 million.
- (2) Consists of 41 states; no state had loans in excess of \$7.2 billion.
- (3) Represents loans whose repayments are predominantly insured by the Federal Housing Administration (FHA) or guaranteed by the Department of Veterans Affairs (VA).

First Lien Mortgage Portfolio The credit performance associated with our real estate 1-4 family first lien mortgage portfolio continued to improve in second quarter 2014, as measured through net charge-offs and nonaccrual loans. Net charge-offs (annualized) as a percentage of average total loans improved to 0.21% and 0.24% in the second quarter and first half of 2014, respectively, compared with 0.52% and 0.61%, respectively, for the same periods a year ago. Nonaccrual loans were \$9.0 billion at June 30, 2014, compared with \$9.8 billion at December 31, 2013. Improvement in the credit performance was driven by both an improving economic and housing environment and declining balances in non-strategic and liquidating loans, which have been replaced with higher quality assets originated after 2008 utilizing tighter underwriting standards. Real estate 1-4 family first lien mortgage loans originated after 2008 have resulted in minimal losses to date and are approximately 55% of our total real estate 1-4 family first lien mortgage portfolio as of June 30, 2014.

In second quarter 2014, we continued to grow our real estate 1-4 family first lien mortgage portfolio through the retention of high-quality non-conforming mortgages. Substantially all non-conforming loans originated in second quarter 2014 were classified as non-conforming due to the loan amount exceeding conventional conforming loan amount limits established by the GSEs. Our total real estate 1-4 family first lien mortgage portfolio increased \$626 million in second quarter 2014 and \$1.6 billion in the first half of 2014. The growth in this portfolio has been largely offset by runoff in our real estate 1-4 family first lien mortgage non-strategic and liquidating portfolios. Excluding this runoff, our core real estate 1-4 family first lien mortgage portfolio increased \$2.6 billion in second quarter 2014 and \$5.4 billion in the first half of 2014 as we retained \$11.0 billion and \$19.2 billion in non-conforming originations in the second quarter and first half of 2014, respectively.

**Pick a Pay Portfolio** he Pick-a-Pay portfolio was one of the consumer residential first mortgage portfolios we acquired from Wachovia and a majority of the portfolio was identified as PCI loans.

The Pick-a-Pay portfolio includes loans that offer payment options (Pick-a-Pay option payment loans), and also includes loans that were originated without the option payment feature, loans that no longer offer the option feature as a result of our modification efforts since the acquisition, and loans where the customer voluntarily converted to a fixed-rate product. The Pick-a-Pay portfolio is included in the consumer real estate 1-4 family first mortgage class of loans throughout this Report. Table 20 provides balances by types of loans as of June 30, 2014, as a result of modification efforts, compared to the types of loans included in the portfolio at acquisition. Total adjusted unpaid principal balance of PCI Pick-a-Pay loans was \$27.6 billion at June 30, 2014, compared with \$61.0 billion at acquisition. Primarily due to modification efforts, the adjusted unpaid principal balance of option payment PCI loans has declined to 16% of the total Pick-a-Pay portfolio at June 30, 2014, compared with 51% at acquisition.

Tabl	e 20	): P	ick-	a-Pa	y Portfo	olio -	Co	mparison 1	to Acqu	ıisit	ion	Dat	e										
																u u		Decemb	er 31,				
								June 30	, 2014					2013					2008				
								Adjusted					Adjusted					Adjusted					
								unpaid					unpaid					unpaid					
								principal	% of				principal	% of				principal	% of				
													balance			balance (1) total							
(in n								alance (1)					(1)	total				\ /		+			
Opti	on p	oayı	men	t loa	ns		\$	22,228	42	%		\$	24,420	44	%		\$	99,937	86	%			
Non adju				men	it										balance (1) total 44 % \$ 99,937 86 9 14 15,763 14 42								
	and	fixe	ed-ra	ate l	oans			7,331	14				7,892	14		15,763 14							
Full-	terr	n lo	an																				
mod	ifica	atior	าร					23,250	44				23,509	42				-					
		unp	al ad aid ance	prino	ed cipal		\$	52,809	100	%		\$	55,821	100	%		\$	115,700	100	%			
		Tota valu	al ca ue	arryii	ng		\$	47,965					50,971					95,315	<u> </u>				
. ,	(noi	rma	lly 1	80 c	lays) or	othe	er ir	nce includ ndications due amoun	of seve	ere k	orr	owe	er financia	l stres	s ex			•	•				
	vvIII	DE	a 108	5 UI	Contrac	Judi	iiy C	anioun	เจ นµ0		ai I	<del>5</del> 50	ו וטווטוו טו	ile ivai	1.					H			
			1							I													

Pick-a-Pay loans may have fixed or adjustable rates with payment options that include a minimum payment, an interest-only payment or fully amortizing payment (both 15 and 30 year options). Total interest deferred due to negative amortization on Pick-a-Pay loans was \$736 million at June 30, 2014, and \$902 million at December 31, 2013. Approximately 94% of the Pick-a-Pay customers making a minimum payment in June 2014 did not defer interest, compared with 93% in December 2013.

Deferral of interest on a Pick-a-Pay loan may continue as long as the loan balance remains below a pre-defined principal cap, which is based on the percentage that the current loan balance represents to the original loan balance. A significant portion of the Pick-a-Pay portfolio has a cap of 125% of the original loan balance. Most of the Pick-a-Pay loans on which there is a deferred interest balance re-amortize (the monthly payment amount is reset or "recast") on the earlier of the date when the loan balance reaches its principal cap, or generally the 10-year anniversary of the loan. After a recast, the customers' new payment terms are reset to the amount necessary to repay the balance over the remainder of the original loan term.

Due to the terms of the Pick-a-Pay portfolio, there is little recast risk in the near term where borrowers will have a payment change over 7.5%. Based on assumptions of a flat rate environment, if all eligible customers elect the minimum payment option 100% of the time and no balances prepay, we would expect the following balances of loans to recast based on reaching the principal cap and also experiencing a payment change over the annual 7.5% reset: \$25 million for the remainder of 2014, \$54 million in 2015 and \$24 million in 2016. In addition, in a flat rate environment, we would expect the following balances of loans to start fully amortizing due to reaching their recast anniversary date and also having a payment change over the annual 7.5% reset: \$117 million for the remainder of 2014, \$358 million in 2015 and \$410 million in 2016. In second quarter 2014, the amount of loans reaching their recast anniversary date and also having a payment change over the annual 7.5% reset was \$22 million.

Table 21 reflects the geographic distribution of the Pick-a-Pay portfolio broken out between PCI loans and all other loans. The LTV ratio is a useful metric in evaluating future real estate 1-4 family first mortgage loan performance, including potential charge-offs. Because PCI loans were initially recorded at fair value, including write-downs for expected credit losses, the ratio of the carrying value to the current collateral value will be lower compared with the LTV based on the adjusted unpaid principal balance. For informational purposes, we have included both ratios for PCI loans in the following table.

Table 1	21: Pick-a-Pay Portfoli	o (1)											Τ
1 abic 2	21. Tick-a-Lay Fortion												T
											June	30, 2014	_
		1					P	CI loans				ner Ioans	_
								Ratio of				Ratio of	1
			Adjusted					carrying				carrying	+
				Current				value to				value to	
			principal				Carrying				Carrying		1
			•					value			value		1
(in mill	ions)	b	alance (2)	ratio (3)			value (4)	(5)			(4)	(5)	,
Califor	nia	\$	19,078	85	%	\$	15,673	69	%	\$	12,317	62	%
Florida	a		2,253	94			1,705	66			2,561	76	
New J	ersey		953	85			832	67			1,650	73	
New Y	'ork		585	80			534	66			753	70	
Texas			250	67			222	59			998	53	
Other	states		4,483	86			3,698	69			7,022	72	
	Total Pick-a-Pay loans	\$	27,602			\$	22,664			\$	25,301		
(4)	<del>-</del> , , , , , , , , , ,	┸.		<u> </u>				L		<u> </u>			-
(1)	The individual state carrying value of the								base	ed or	n the total	net	
(2)	Adjusted unpaid pridelinquency (normathat indicate there w	lly 18	30 days) o	r other ir	ndica	tion	s of seve	re borrov	ver fi	nan	cial stress		
(3)	The current LTV rat collateral value. Col (AVM) and are updated values of homes bacomparables and present the comparables and present the comparables are comparable are comparables are comparable are comparables are comparables are compar	latera ated o sed o	al values a quarterly. on process	are gene AVMs ar sing large	rally e co e vol	dete mpu ume	ermined u ter-based s of mark	sing auto d tools us	omat sed to	ed v	aluation i timate ma	models	
(4)	Carrying value, which purchase accounting difference and the amarket yield at date	ch do g adj ccret	es not ref ustments, table yield	lect the a which, f and, for	allow or P( all o	ance CI lo ther	e for loan ans may loans, a	include t n adjustn	he n	onad	ccretable		
(5)	The ratio of carrying collateral value.								ng va	llue	divided b	y the	

To maximize return and allow flexibility for customers to avoid foreclosure, we have in place several loss mitigation strategies for our Pick-a-Pay loan portfolio. We contact customers who are experiencing financial difficulty and may in certain cases modify the terms of a loan based on a customer's documented income and other circumstances.

We also have taken steps to work with customers to refinance or restructure their Pick-a-Pay loans into other loan products. For customers at risk, we offer combinations of term extensions of up to 40 years (from 30 years), interest

rate reductions, forbearance of principal, and, in certain cases we may offer principal forgiveness to customers with substantial property value declines based on affordability needs.

In second quarter 2014, we completed more than 1,200 proprietary and Home Affordability Modification Program (HAMP) Pick-a-Pay loan modifications. We have completed more than 126,800 modifications since the Wachovia acquisition, resulting in \$6.0 billion of principal forgiveness to our Pick-a-Pay customers as well as an additional \$123 million of conditional forgiveness that can be earned by borrowers through performance over a three year period.

Due to better than expected performance observed on the Pick-a-Pay PCI portfolio compared with the original acquisition estimates, we have reclassified \$5.9 billion from the nonaccretable difference to the accretable vield since acquisition. Our cash flows expected to be collected have been favorably affected by lower expected defaults and losses as a result of observed and forecasted economic strengthening, particularly in housing prices, and our loan modification efforts. These factors are expected to reduce the frequency and severity of defaults and keep these loans performing for a longer period, thus increasing future principal and interest cash flows. The resulting increase in the accretable yield will be realized over the remaining life of the portfolio, which is estimated to have a weighted-average remaining life of approximately 12.1 years at June 30, 2014. The weighted average remaining life decreased slightly from December 31, 2013 due to updated expectations for prepayments. The accretable yield percentage at June 30, 2014, was 4.98%, unchanged from the end of 2013. The accretable yield balance increased to \$17.6 billion during second quarter 2014 as a result of a \$2.0 billion reclassification from the nonaccretable difference due to favorable changes in the expected timing and composition of cash flows resulting from improving credit and prepayment expectations. Accordingly, the accretable yield percentage is expected to be 6.15% for third quarter 2014. Fluctuations in the accretable yield are driven by changes in interest rate indices for variable rate PCI loans, prepayment assumptions, and expected principal and interest payments over the estimated life of the portfolio, which will be affected by the pace and degree of improvements in the U.S. economy and housing markets and projected lifetime performance resulting from loan modification activity. Changes in the projected timing of cash flow events, including loan liquidations, modifications and short sales, can also affect the accretable yield and the estimated weighted-average life of the portfolio.

The predominant portion of our PCI loans is included in the Pick-a-Pay portfolio. For further information on the judgment involved in estimating expected cash flows for PCI loans, see the "Critical Accounting Policies – Purchased Credit-Impaired Loans" section and Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K.

**Junior Lien Mortgage Portfolio** The junior lien mortgage portfolio consists of residential mortgage lines and loans that are subordinate in rights to an existing lien on the same property. It is not unusual for these lines and loans to have draw periods, interest only payments, balloon payments, adjustable rates and similar features. The majority of our junior lien loan products are amortizing payment loans with fixed interest rates and repayment periods between five to 30 years.

We continuously monitor the credit performance of our junior lien mortgage portfolio for trends and factors that influence the frequency and severity of loss. We have observed that the severity of loss for junior lien mortgages is high and generally not affected by whether we or a third party own or service the related first mortgage, but the frequency of delinquency is typically lower when we own or service the first lien mortgage. In general, we have limited information available on the delinquency status of the third party owned or serviced senior lien where we also hold a junior lien. To capture this inherent loss content, we use the experience of our junior lien mortgages behind delinquent first liens that are owned or serviced by us adjusted for any observed differences in delinquency and loss rates associated with junior lien mortgages behind third party first mortgages. We incorporate this inherent loss content into our allowance for loan losses. Our allowance process for junior liens ensures appropriate consideration of the relative difference in loss experience for junior liens behind first lien mortgage loans we own or service, compared with those behind first lien mortgage loans owned or serviced by third parties. In addition, our allowance process for junior liens that are current, but are in their revolving period, appropriately reflects the inherent loss where the borrower is delinquent on the corresponding first lien mortgage loans.

Table 22 summarizes delinquency and loss rates for our junior lien mortgages by the holder of the first lien.

Tabl	e 22:	Junio	r Lien M	lortg	age Porti	folios Per	forn	nance b	у Но	older of	1st	Lien (1)				
									% c	f loans					Lo	ss rate
								two	pa	yments					(annı	ıalized)
				Out	standing	balance		or moi	re pa	ast due				(	quarter	ended
					June	Dec.		June		Dec.		June	Mar.	Dec.	Sept.	June
					30,	31,		30,		31,		30,	31,	31,	30,	30,
(in m	n millions)				2014	2013		2014		2013		2014	2014	2013	2013	2013
Junio	or lie	n mort	gages													
behi	nd:															
	Well	s Farç	<b>JO</b>													
	owned or															
		servic lien	ed first	\$	30,787	32,681		2.21	%	2.37		1.08	1.16	1.34	1.59	2.07

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	Third	d party	/ first lien		31,556	33,110		2.46		2.53		0.96	1.23	1.35	1.58	1.95
		Total lien mortg	junior lages	<b>\$</b>	62,343	65,791		2.33		2.45		1.02	1.20	1.35	1.58	2.01
` '	Excludes PCI loans because their losses were generally reflected in PCI accounting adjustments at the date of acquisition.															
			•													

We monitor the number of borrowers paying the minimum amount due on a monthly basis. In June 2014, approximately 94% of our borrowers with a junior lien mortgage outstanding balance paid the minimum amount due or more, including approximately 47% who paid only the minimum amount due.

Table 23 shows the credit attributes of the core and liquidating junior lien mortgage portfolios and lists the top five states by outstanding balance for the core portfolio. Loans to California borrowers represent the largest state concentration in each of these portfolios. The decrease in outstanding balances since December 31, 2013 primarily reflects loan paydowns and charge-offs. As of June 30, 2014, 24% of the outstanding balance of the junior lien mortgage portfolio was associated with loans that had a combined loan to value (CLTV) ratio in excess of 100%. CLTV means the ratio of the total loan balance of first mortgages and junior lien mortgages (including unused line amounts for credit line products) to property collateral value. The unsecured portion (the outstanding amount that was in excess of the most recent property collateral value) of the outstanding balances of these loans totaled 11% of the junior lien mortgage portfolio at June 30, 2014.

Tab	le 23	3: Ju	ınior Lien M	ortg	age Portf	colios (1)															
						` ,															
									% (	of loans					Lo	ss rate					
								two	ра	yments				(annualized)							
					Out	standing									`						
						balance		or mo	re p	ast due			quarter	<u>r ended</u>							
					June	Dec.		June		Dec.		June	Mar.	Dec.	Sept.	June					
					30,	31,		30,		31,		30,	31,	31,	30,	30,					
(in millions)				2014	2013		2014		2013		2014	2014	2013	2013	2013						
Core portfolio																					
California			\$	16,167	17,003		1.96	%	2.03		0.47	0.67	0.86	1.20	1.68						
Florida					5,510	5,811		2.84		3.16		1.23	1.86	1.85	2.12	2.82					
New	New Jersey				4,837	5,019		3.26		3.43		1.45	1.49	1.50	1.81	1.68					
Virg	inia				3,256	3,378		1.98		2.02		0.86	0.87	0.93	0.93	1.26					
Pen	nsy	van	ia		3,018	3,137		2.52		2.64		1.24	1.01	0.96	1.17	1.43					
Othe	er				26,181	27,653		2.04		2.18		1.05	1.15	1.34	1.43	1.87					
	Tot	al			58,969	62,001		2.22		2.35		0.94	1.09	1.23	1.42	1.84					
Liqu	uida	ting	portfolio		3,374	3,790		4.32		4.10		2.46	2.94	3.20	4.12	4.65					
		Tota	al core and																		
			liquidating portfolios	\$	62,343	65,791		2.33		2.45		1.02	1.20	1.35	1.58	2.01					
			portionos	Ψ	02,040	00,701		2.00		2.40		1.02	1.20	1.00	1.00	2.01					
(1)			es PCI loans e of acquisition		ause the	ir losses	we	re gene	rally	reflecte	ed ir	n PCI a	ccounti	ng adju	stment	s at					
	0		1. 4044.0111	<u> </u>																	
	I .	1						<u> </u>													

Our junior lien, as well as first lien, lines of credit products generally have a draw period of 10 years (with some up to 15 or 20 years) with variable interest rate and payment options during the draw period of (1) interest only or (2) 1.5% of outstanding principal balance plus accrued interest. During the draw period, the borrower has the option of converting all or a portion of the line from a variable interest rate to a fixed rate with terms including interest-only payments for a fixed period between three to seven years or a fully amortizing payment with a fixed period between five to 30 years. At the end of the draw period, a line of credit generally converts to an amortizing payment schedule with repayment terms of up to 30 years based on the balance at time of conversion. Certain lines and loans have been structured with a balloon payment, which requires full repayment of the outstanding balance at the end of the term period. The conversion of lines or loans to fully amortizing or balloon payoff may result in a significant payment increase, which can affect some borrowers' ability to repay the outstanding balance.

The lines that enter their amortization period may experience higher delinquencies and higher loss rates than the ones in their draw or term period. We have considered this increased inherent risk in our allowance for credit loss estimate.

In anticipation of our borrowers reaching the end of their contractual commitment, we have created a program to inform, educate and help these borrowers transition from interest-only to fully-amortizing payments or full repayment. We monitor the performance of the borrowers moving through the program in an effort to refine our ongoing program strategy.

Table 24 reflects the outstanding balance of our portfolio of junior lien lines and loans and senior lien lines segregated into scheduled end of draw or end of term periods and products that are currently amortizing, or in balloon repayment status. It excludes real estate 1-4 family first lien line reverse mortgages, which total \$2.4 billion, because they are predominantly insured by the FHA, and it excludes PCI loans, which total \$145 million, because their losses were generally reflected in our nonaccretable difference established at the date of acquisition.

Tabl	e 24	l: Ju	ınio	r Lien N	Aortg	age Line a	nd L	oan and	Senior l	Lien Mo	rtgage L	ine Port	folios Payn	nen	t Schedule
					Ou	tstanding	Rei	mainder							
						balance		of					2019 and		
													thereafter		
(in millions)					June	30, 2014		2014	2015	2016	2017	2018	(1)		Amortizing
Junior residential lines					\$	54,716		1,755	5,559	7,084	7,197	3,914	25,424		3,783
Juni	or lo	ans	(2)			7,627		5	83	117	121	13	1,323		5,966
	Tot	al ju	nior	lien											
(3)(4)						62,343		1,760	5,642	7,201	7,318	3,927	26,747		9,749
First	lier	ı line	es			17,721		540	1,267	1,015	1,002	1,135	11,839		924
Total (3)(4)				\$	80,065	80,065		6,909	8,216	8,320	5,062	38,586		10,672	
% of portfolios					100	%	3	9	10	10	6	48		13	

<sup>(1)</sup> The annual scheduled end of draw or term ranges from \$1.9 billion to \$10.4 billion and averages \$5.5 billion per year for 2019 and thereafter. Loans that convert in 2025 and thereafter have draw periods that generally extend to 15 or 20 years.

(2)

	Junior loans within the term period predominantly represent principal and interest products that require a balloon payment upon the end of the loan term. Amortizing junior loans include \$60 million of balloon loans that have reached end of term and are now past due.													
` '	Lines in their draw period are predominantly interest-only. The unfunded credit commitments for junior and first lien lines totaled \$71.7 billion at June 30, 2014.													
	\$54 <sup>-</sup> resp due.	1 millior ectively At June	n, \$570 r. Amor e 30, 20	millic tizing 014, S	of-term band \$2.0 and \$2.0 lines inclu \$318 million pared to	6 bill ide 9 n, o	lion for 2 \$157 mil r 7% of	2014, 20 llion of e outstand	15, 2016 nd-of-te ling lines	6, 2017, rm ballo s of cred	2018, 2 on payn dit that a	2019 and the ments, whithere amortized	nere ch a	after, re past

**Credit Cards** Our credit card portfolio totaled \$27.2 billion at June 30, 2014, which represented 3% of our total outstanding loans. The net charge-off rate (annualized) for our credit card portfolio was 3.20% for second quarter 2014, compared with 3.90% for second quarter 2013 and 3.39% and 3.93% for the first half of 2014 and 2013, respectively.

**AUTOmobile** Our automobile portfolio, predominantly composed of indirect loans, totaled \$54.1 billion at June 30, 2014. The net charge-off rate (annualized) for our automobile portfolio was 0.35% for second quarter 2014, compared with 0.35% for second quarter 2013 and 0.52% and

0.50% for the first half of 2014 and 2013, respectively.

Other revolving Credit and installment Other revolving credit and installment loans totaled \$33.7 billion at June 30, 2014, and primarily included student and security-based margin loans. Student loans totaled \$11.6 billion at June 30, 2014. Government guaranteed student loans of \$9.7 billion were transferred to loans held for sale at June 30, 2014. The net charge-off rate (annualized) for other revolving credit and installment loans was 1.22% for second quarter 2014, compared with 1.38% for second quarter 2013 and 1.26% and 1.38% for the first half of 2014 and 2013, respectively.

**nonperforming assets (Nonaccrual Loans and Foreclosed assets)** Table 25 summarizes nonperforming assets (NPAs) for each of the last four quarters. We generally place loans on nonaccrual status when:

- the full and timely collection of interest or principal becomes uncertain (generally based on an assessment of the borrower's financial condition and the adequacy of collateral, if any);
- they are 90 days (120 days with respect to real estate 1-4 family first and junior lien mortgages) past due for interest or principal, unless both well-secured and in the process of collection;
- part of the principal balance has been charged off (including loans discharged in bankruptcy);
- for junior lien mortgages, we have evidence that the related first lien mortgage may be 120 days past due or in the process of foreclosure regardless of the junior lien delinquency status; or
- performing consumer loans are discharged in bankruptcy, regardless of their delinquency status.

Tab	le	25:	No	np	erforming	ξ As	ssets (Non	accrua	ıl L	oa	ns and Fo	reclos	ed	As	sets)		I	ı			╀
							June 30	, 2014		N	l March 31	2014			Decemb	er 31, 2013			Septemb	er 30, 2013	
								% of				% of				% of				% of	+
				Î				total				total				total				tota	Ī
(\$ ir	า n	nillic	ons	)			Balance	loans			Balance	loans			Balance	loans			Balance	loans	Ş
Nor	nac	cru	al l	oa	ns:																
	Сс	mn	nero	cia	l:																L
		Coi ind			cial and	<b>\$</b>	693	0.34	%	\$	630	0.32	%	\$	738	0.38	%	\$	809	0.43	9
		Rea mo					1,802	1.66			2,030	1.88			2,252	2.10			2,496	2.36	Ī
		Rea con	al e	sta	ate		239	1.40			296	1.78			416	2.48			517	3.15	Ī
		Lea	ise	fin	ancing		28	0.24			31	0.26			29	0.24			17	0.15	Ī
		For			•		36	0.08			40	0.08			40	0.08			47	0.10	
			Γota	al	ercial (1)		2,798	0.71			3,027	0.79			3,475	0.92			3,886	1.05	
	Co	ทรเ	ıme	er:																	
		Rea farr		sta	ate 1-4																
			irst 2)	m	ortgage		9,026	3.47			9,357	3.61			9,799	3.79			10,450	4.10	
		Rea fam		sta	ate 1-4																
		j	uni	or	lien		1,964	3.14			2,072	3.24			2,188	3.32			2,333	3.45	

			mort	gage													
		Αu	itomo	bile		150	0.28		161	0.31		173	0.34		188	0.38	
		Ot	her re	evolving													
			edit a														
		ins	tallm	ent		34			33	0.08		33	0.08		36	0.08	
			Total	consumer		11,174	2.55		11,623	2.61		12,193	2.74		13,007	2.95	
				otal onaccrual													
				loans (3)(4)(5)		13,972	1.69		14,650	1.77		15,668	1.91		16,893	2.09	
For	ecl	los	ed as	sets:		,			,			,			,		Г
	Go	ove	rnme	ent													
	ins	sur	ed/gu	ıaranteed													
	(6)					2,359			2,302			2,093			1,781		
				rnment aranteed		1,748			1,813			1,844			2,021		
				foreclosed		4,107			4,115			3,937			3,802		
			To	otal onperformin	g	.,			1,110			3,007			0,002		
				•	\$	18,079	2.18	%	\$ 18,765	2.27	%	\$ 19,605	2.38	%	\$ 20,695	2.56	%
Cha	ากรู	jе	in NP	As from													
pric	r o	ua	rter		\$	(686)			(840)			(1,090)			(360)		

- (1) Includes LHFS of \$1 million at June 30, 2014, March 31, 2014 and December 31, 2013, and \$26 million at September 30, 2013.
- (2) Includes MHFS of \$238 million, \$227 million, \$227 million and \$288 million at June 30 and March 31, 2014, and December 31, and September 30, 2013, respectively.
- (3) Excludes PCI loans because they continue to earn interest income from accretable yield, independent of performance in accordance with their contractual terms.
- (4) Real estate 1-4 family mortgage loans predominantly insured by the FHA or guaranteed by the VA and student loans predominantly guaranteed by agencies on behalf of the U.S. Department of Education under the Federal Family Education Loan Program are not placed on nonaccrual status because they are insured or guaranteed.
- (5) See Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report for further information on impaired loans and loans in process of foreclosure.
- (6) Consistent with regulatory reporting requirements, foreclosed real estate resulting from government insured/guaranteed loans are classified as nonperforming. Both principal and interest related to these foreclosed real estate assets are collectible because the loans were predominantly insured by the FHA or guaranteed by the VA. Foreclosed assets in the latter half of 2013 were elevated due to an increase in completed foreclosures, as enhancements to loan modification programs and an FHA foreclosure moratorium, which previously slowed new foreclosures, were resolved. The increase in balance at June 30, 2014, reflects a slowdown in processing the elevated levels of foreclosed properties through the U.S. Department of Housing and Urban Development (HUD) conveyance requirements as a result of industry resource constraints to deal with the elevated levels, as well as other factors, including an increase in foreclosures in states with longer redemption periods, longer occupant evacuation periods, increased maintenance required for aging foreclosures and longer repair authorization periods.

Table 26 provides an analysis of the changes in nonaccrual loans.

Table	26: Analysis of Changes in Nonaccrual Loans						
						Quar	ter endec
			June 30,	Mar. 31,	Dec. 31,	Sept. 30,	June 30
(in m	illions)		2014	2014	2013	2013	2013
Com	mercial nonaccrual loans						
Balar	nce, beginning of quarter	\$	3,027	3,475	3,886	4,455	5,242
	Inflows		433	367	520	490	557
	Outflows:						
	Returned to accruing		(81)	(98)	(67)	(192)	(128)
	Foreclosures		(32)	(79)	(34)	(77)	(120)
	Charge-offs		(120)	(116)	(191)	(150)	(193)
	Payments, sales and other (1)		(429)	(522)	(639)	(640)	(903)
	Total outflows		(662)	(815)	(931)	(1,059)	(1,344)
Balar	nce, end of quarter		2,798	3,027	3,475	3,886	4,455
Cons	sumer nonaccrual loans						
Balar	nce, beginning of quarter		11,623	12,193	13,007	13,460	14,284
	Inflows		1,673	1,650	1,691	2,015	2,071
	Outflows:						
	Returned to accruing		(1,107)	(1,104)	(953)	(997)	(1,156)
	Foreclosures		(132)	(146)	(162)	(167)	(95)
	Charge-offs		(348)	(400)	(437)	(480)	(651)
	Payments, sales and other (1)		(535)	(570)	(953)	(824)	(993)
	Total outflows		(2,122)	(2,220)	(2,505)	(2,468)	(2,895)
Balar	nce, end of quarter		11,174	11,623	12,193	13,007	13,460
	Total nonaccrual loans	\$	13,972	14,650	15,668	16,893	17,915
(1)	Other outflows include the effects of VIE deco	l nsolida	L ations and	l adjustme	ents for loa	I ans carried	d at fair

Typically, changes to nonaccrual loans period-over-period represent inflows for loans that are placed on nonaccrual status in accordance with our policy, offset by reductions for loans that are paid down, charged off, sold, transferred to foreclosed properties, or are no longer classified as nonaccrual as a result of continued performance and an improvement in the borrower's financial condition and loan repayment capabilities. Also, reductions can come from borrower repayments even if the loan remains on nonaccrual.

While nonaccrual loans are not free of loss content, we believe exposure to loss is significantly mitigated by the following factors at June 30, 2014:

- 96% of total commercial nonaccrual loans and 99% of total consumer nonaccrual loans are secured. Of the consumer nonaccrual loans, 98% are secured by real estate and 68% have a combined LTV (CLTV) ratio of 80% or less.
- losses of \$751 million and \$3.7 billion have already been recognized on 31% of commercial nonaccrual loans and 55% of consumer nonaccrual loans, respectively. Generally, when a consumer real estate loan is 120 days past due (except when required earlier by the Interagency or OCC Guidance), we transfer it to nonaccrual status. When the loan reaches 180 days past due, or is discharged in bankruptcy, it is our policy to write these loans down to net realizable value (fair value of collateral less estimated costs to sell), except for modifications in their trial period that are not written down as long as trial payments are made on time. Thereafter, we reevaluate each loan regularly and record additional write-downs if needed.
- 68% of commercial nonaccrual loans were current on interest.
- the risk of loss of all nonaccrual loans has been considered and we believe is adequately covered by the allowance for loan losses.
- \$2.2 billion of consumer loans discharged in bankruptcy and classified as nonaccrual were 60 days or less past due, of which \$2.0 billion were current.

We continue to work with our customers experiencing financial difficulty to determine if they can qualify for a loan modification so that they can stay in their homes. Under both our proprietary modification programs and the MHA programs, customers may be required to provide updated documentation, and some programs require completion of payment during trial periods to demonstrate sustained performance before the loan can be removed from nonaccrual status. In addition, for loans in foreclosure in certain states, including New York, New Jersey and Florida, the foreclosure timeline has significantly increased due to backlogs in an already complex process. Therefore, loans remain on nonaccrual status for longer periods.

Table 27 provides a summary and an analysis of changes in foreclosed assets.

Table 27: Foreclosed Assets					
	June	Mar.	Dec.	Sept.	June
	30,	31,	31,	30,	30,
(in millions)	2014	2014	2013	2013	2013
Summary by Ioan segment					
Government insured/guaranteed (1)	\$ 2,359	2,302	2,093	1,781	1,026
PCI loans:					
Commercial	457	461	497	559	597
Consumer	208	177	149	125	127
Total PCI loans	665	638	646	684	724
All other loans:					
Commercial	634	736	759	944	1,012

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	6			400	100	666	070
	Consumer		449	439	439	393	378
	Total all other loans		1,083	1,175	1,198	1,337	1,390
	Total foreclosed assets	\$	4,107	4,115	3,937	3,802	3,140
	ysis of changes in foreclosed assets						
Balar	nce, beginning of quarter	\$	4,115	3,937	3,802	3,140	3,350
	Net change in government insured/guaranteed						
	(1)(2)		57	209	312	755	57
	Additions to foreclosed assets (3)		421	448	428	459	406
	Reductions:						
	Sales		(493)	(490)	(823)	(545)	(647)
	Write-downs and gains (losses) on sales		7	11	218	(7)	(26)
	Total reductions		(486)	(479)	(605)	(552)	(673)
Balar	nce, end of quarter	\$	4,107	4,115	3,937	3,802	3,140
	these foreclosed real estate assets are collectible to the FHA or guaranteed by the VA. Foreclosed asset an increase in completed foreclosures, as enhance FHA foreclosure moratorium, which previously slow increase in balance at June 30, 2014, reflects a col- levels of foreclosed properties through the HUD co	ets in the ments wed ne ntinued	ne latter h to loan r w foreclo	nalf of 20 nodificati sures, w	13 were on progr ere resol	elevated ams and ved. The	due to an
	resource constraints to deal with the elevated level in foreclosures in states with longer redemption per increased maintenance required for aging foreclosed Foreclosed government insured/guaranteed loans	s, as w riods, l ures ar	nce requi vell as oth onger oc nd longer	rements ner factor cupant e repair au	as a resi rs, includ vacuatio uthorizat	ult of induing an in periods ion periods	ited ustry crease s, ds.

## Risk Management - Credit Risk Management (continued)

Foreclosed assets at June 30, 2014, included \$3.0 billion of foreclosed residential real estate that had collateralized commercial and consumer loans, of which 79% is predominantly FHA insured or VA guaranteed and expected to have minimal or no loss content. The remaining foreclosed assets balance of \$1.1 billion has been written down to estimated net realizable value. Foreclosed assets at June 30, 2014 have increased slightly, compared with December 31, 2013. At June 30, 2014, 69% of foreclosed assets of \$4.1 billion have been in the foreclosed assets portfolio one year or less.

Given the industry resource constraints and other factors affecting our ability to meet HUD conveyance requirements, we anticipate continuing to hold an elevated level of foreclosed assets on our balance sheet.

TDOL	DIEDI	TEDT DI	POTDLICTI	DINCC (TDD <sub>a</sub> )						
IKUU	BLEDI	JEBI KI	<u> </u>	RINGS (TDRs)						
Table	10. Two	ublad Da	ht Doctmust	wings (TDDs)						
rable.	<u> </u>	ubied De	edi Kesirucu	urings (TDRs)						
						June 30,	Mar. 31,	Dog 21	Sept. 30,	June 30,
(in mill	liona)					2014	2014	2013	2013	2013
	nercial T	DPc				2014	2014	2013	2013	2013
Comm			d industrial		\$	948	1,081	1,032	1,153	1,238
		state moi			Ψ	2,179	2,233	2,248	2,457	2,605
			struction			391	454	475	598	680
	1	financing				5	6	8	9	11
	Foreign		1			2	7	2	2	17
	i croigi		mmercial TI	ORs .		3,525	3,781	3,765	4,219	4,551
Consu	ımer TD					5,625	5,7 5 1	5,1 55	.,	.,
			family first	mortgage		18,582	19,043	18,925	18,974	19,093
				or lien mortgage		2,463	2,460	2,468	2,399	2,408
	Credit		<u> </u>	U U		379	399	431	455	477
	Automo	obile				151	169	189	212	246
	Other r	evolving	credit and i	nstallment		38	34	33	32	29
	Trial m	odificatio	ns			469	593	650	717	716
		Total co	nsumer TDI	Rs (1)		22,082	22,698	22,696	22,789	22,969
			Total TDRs	i	\$	25,607	26,479	26,461	27,008	27,520
TDRs	on nona	accrual s	tatus		\$	7,638	7,774	8,172	8,609	9,030
TDRs	on accr	ual statu	s (1)			17,969	18,705	18,289	18,399	18,490
			Total TDRs		\$	25,607	26,479	26,461	27,008	27,520
(1)	March govern	31, 2014 ment ins	, and Dece	ion, \$2.6 billion, \$2.5 mber 31, September nteed loans that are	· 30, J	lune 30 ar	nd March	31, 2013,	respectiv	ely, of
			<u> </u>							
	1									

Table 28 provides information regarding the recorded investment of loans modified in TDRs. The allowance for loan losses for TDRs was \$4.0 billion and \$4.5 billion at June 30, 2014 and December 31, 2013, respectively. See Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report for additional information regarding TDRs. In those situations where principal is forgiven, the entire amount of such forgiveness is immediately charged off to the extent not done so prior to the modification. We sometimes delay the timing on the repayment of a portion of principal (principal forbearance) and charge off the amount of forbearance if that amount is not considered fully collectible.

Our nonaccrual policies are generally the same for all loan types when a restructuring is involved. We re-underwrite loans at the time of restructuring to determine whether there is sufficient evidence of sustained repayment capacity

based on the borrower's documented income, debt to income ratios, and other factors. Loans lacking sufficient evidence of sustained repayment capacity at the time of modification are charged down to the fair value of the collateral, if applicable. For an accruing loan that has been modified, if the borrower has demonstrated performance under the previous terms and the underwriting process shows the capacity to continue to perform under the restructured terms, the loan will generally remain in accruing status. Otherwise, the loan will be placed in nonaccrual status until the borrower demonstrates a sustained period of performance, generally six consecutive months of payments, or equivalent, inclusive of consecutive payments made prior to modification. Loans will also be placed on nonaccrual, and a corresponding charge-off is recorded to the loan balance, when we believe that principal and interest contractually due under the modified agreement will not be collectible.

Table 29 provides an analysis of the changes in TDRs. Loans that may be modified more than once are reported as TDR inflows only in the period they are first modified. Other than resolutions such as foreclosures, sales and transfers to held for sale, we may remove loans held for investment from TDR classification, but only if they have been refinanced or restructured at market terms and qualify as a new loan.

# Risk Management - Credit Risk Management (continued)

Table 2	29: Ana	lysis of C	hanges ir	TDRs						
									1	ter ended
						June 30,	Mar. 31,		Sept. 30,	
(in mill						2014	2014	2013	2013	2013
-	<u>nercial</u>									
Balanc		nning of c	quarter		\$	3,781	3,765	4,219	4,551	4,818
	Inflows					276	442	292	534	468
	Outflov									
	ļ	Charge-d				(28)	(23)	(44)	(24)	(24)
		Foreclos				(8)	(3)	(16)	(16)	(26)
		Payment	s, sales	and other (1)		(496)	(400)	(686)	(826)	(685)
		of quarte	ſ			3,525	3,781	3,765	4,219	4,551
Consu	ımer TI	DRs								
Balanc	ce, begi	nning of c	quarter			22,698	22,696	22,789	22,969	22,889
	Inflows					1,003	1,104	1,248	1,282	1,352
	Outflov	/S								
		Charge-d	offs			(139)	(157)	(155)	(183)	(241)
		Foreclos	ures			(283)	(325)	(417)	(519)	(240)
		Payment	s, sales	and other (1)		(1,073)	(563)	(701)	(761)	(785)
	Net cha	ange in tr	ial modifi	ications (2)		(124)	(57)	(68)	1	(6)
Baland	ce, end	of quarte	٢			22,082	22,698	22,696	22,789	22,969
		Total TD	Rs		\$	25,607	26,479	26,461	27,008	27,520
(1)	transfe refinan ended from TI	rred to he ced or res March 31 DR classi	eld-for-sa structure , 2014, a fication f	ormal amortization/a le. It also includes \$ d as new loans and and September 30 ar or the quarters ende uctured as new loan	1 millio remove nd June d June	on, \$29 mil ed from TE e 30, 2013	lion and \$ OR classifi , respecti	40 million cation for vely. No le	of loans the quarte cans were	removed
(2)	net of o modific are sub	outflows for ation, or osequentl rtgages tl	or modifi (ii) did no y charge	ications includes: infocations that either (i) of successfully perform d-off, foreclosed upon a trial payment period.	succe rm acc on or o	ssfully per ording to tl therwise re	form and ne terms of esolved. C	enter into of the trial Our experi	a perman period pla ence is tha	ent an and at most of

Loans 90 Days or More Past Due and Still AccruinG Loans 90 days or more past due as to interest or principal are still accruing if they are (1) well-secured and in the process of collection or (2) real estate 1 4 family mortgage loans or consumer loans exempt under regulatory rules from being classified as nonaccrual until later delinquency, usually 120 days past due. PCI loans are not included in past due and still accruing loans even though they are 90 days or more contractually past due. These PCI loans are considered to be accruing because they continue to earn interest from accretable yield, independent of performance in accordance with their contractual terms.

Excluding insured/guaranteed loans, loans 90 days or more past due and still accruing at June 30, 2014, were down \$148 million, or 14%, from December 31, 2013, due to payoffs, modifications and other loss mitigation activities, decline in non-strategic and liquidating portfolios, and credit stabilization.

Loans 90 days or more past due and still accruing whose repayments are predominantly insured by the FHA or guaranteed by the VA for mortgages and the U.S. Department of Education for student loans under the Federal Family Education Loan Program (FFELP) were \$17.7 billion at June 30, 2014, down from \$22.2 billion at December 31, 2013. The decrease since December 31, 2013, reflected the effects of modification activities and improving delinquency trends.

Table 30 reflects non-PCI loans 90 days or more past due and still accruing by class for loans not government insured/guaranteed. For additional information on delinquencies by loan class, see Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

T 11 20 1	. 00	) D	M D (D 100H)	•					
Table 30: 1	_oans 90	) Days or	More Past Due and Still Acc	ruing T	1				
					June		Dec. 21	Sept.	l 20
(''II'				+		Mar. 31,			June 30,
(in millions				+	2014	2014	2013	2013	2013
Loans 90 c	lays or r	more pas	t due and still accruing:						
Total	(exclud	ling PCI	(1)):	\$	18,582	21,215	23,219	22,181	22,197
	Less: F	HA insu	red/VA guaranteed (2)(3)		16,978	19,405	21,274	20,214	20,112
	Less: S FFELP		pans guaranteed under the		707	860	900	917	931
			Total, not government insured/guaranteed	\$	897	950	1,045	1,050	1,154
By segmer insured/gua			government						
Com	mercial:								
	Comm	ercial an	d industrial	\$	51	11	11	125	37
	Real es	state mo	rtgage		53	13	35	40	175
	Real es	state cor	struction		16	69	97	1	4
	Foreign	1			2	2	-	1	
		Total cor	nmercial		122	95	143	167	216
Cons	umer:								

Real es	state 1-4	family first mortgage (3)	311	333	354	383	476
Real es	state 1-4	family junior lien mortgage					
(3)			70	88	86	89	92
Credit of	card		266	308	321	285	263
Automo	obile		48	41	55	48	32
Other r	evolving	credit and installment	80	85	86	78	75
	Total cor	nsumer	775	855	902	883	938
		Total, not government					
		insured/guaranteed	\$ 897	950	1,045	1,050	1,154

- (1) PCI loans totaled \$4.0 billion, \$4.3 billion, \$4.5 billion, \$4.9 billion, and \$5.4 billion at June 30 and March 31, 2014 and December 31, September 30, and June 30, 2013, respectively.
- (2) Represents loans whose repayments are predominantly insured by the FHA or guaranteed by the VA.
- (3) Includes mortgages held for sale 90 days or more past due and still accruing.
- Represents loans whose repayments are predominantly guaranteed by agencies on behalf of the U.S. Department of Education under the FFELP. In second quarter 2014, all government guaranteed student loans were transferred to loans held for sale.

# Risk Management - Credit Risk Management (continued)

NE	T CHARG	E-(	OFFS	<u> </u>																	
																					Τ
Tal	ole 31: Net	Cł	ıarge	e-offs															<u> </u>		T
				-																	Ť
																			Quarter	endec	Ī
		•	June	30, 2014		Ν	/lar. 3	1, 2014		С	ec. 3 <sup>-</sup>	1, 2013		S	ept. 30	0, 2013		J	une 30,	2013	Ī
																					Ī
		l	Net loan	% of			Net Ioan	% of			Net Ioan				Net loan	% of		Ν	let loan	% of	
	C	ha	rge-	avg.		ch	arge-	avg.		ch	arge-	avg.		ch	narge-	avg.		-	charge-	avg.	
(\$ i mill	n lions)	ı	offs	loans(1)			offs	loans (1)			offs	loans (1)			offs	loans (1)			offs	loans (1)	
	mmercial:	_																			$\downarrow$
	Commerdi and																				
	industria		54	0.11	%	\$	45		%	\$	107		%	\$	58		%	\$	77	0.17	4
	Real estate mortgage		(10)	(0.04)			(22)	(80.0)			(41)	(0.15)			(20)	(80.0)			(5)	(0.02)	
	Real estate	_	(10)	(0.0.1)			(	(0.55)			(11)	(0.32)			(20)	(0.41)			(0)	(1.10)	t
	construction		(20)	(0.47)			(23)	(0.00)			(13)	(0.02)			(17)	(0111)			(45)	( )	
	Lease							0.00			,									0.57	Ī
	financing		1	0.05			1	0.03			-	-			-	- (0, 00)			18	0.57	+
	Foreign		6	0.05			4	0.03			-	-			(2)	(0.02)			(1)	(0.01)	
Tot cor	al nmercial		31	0.03			5	0.01			53	0.06			19	0.02			44	0.05	
Col	nsumer:																				1
	Real estate 1-4 family	е																			
	first mortga <b>g</b>	e	137	0.21			170	0.27			195	0.30			242	0.38			328	0.52	
	Real estate																				Ī
	1-4 family junior lien																		_		1
	mortgag	е	160	1.02	_	Н	192	1.20	<u> </u>		226	1.34	_		275	1.58			359	2.02	ļ
	Credit card		211	3.20			231	3.57			220	3.38			207	3.28			234	3.90	
	Automobile	_	46	0.35			90	0.70			108					0.63			42	0.35	İ
	Other revolving																				Î

	cre	dit																	
		nd																	
	in	ıstallm	er	t 132	1.22			137	1.29		161	1.50		154	1.46		145	1.38	
Tot	al																		
cor	sur	ner		686	0.62			820	0.75		910	0.82		956	0.86		1,108	1.01	
		Total	\$	717	0.35	%	\$	825	0.41	%	\$ 963	0.47	%	\$ 975	0.48	%	\$ 1,152	0.58	%
(1) Quarterly net charge-offs (recoveries) as a percentage of average respective loans are annualized											ized.								

Table 31 presents net charge-offs for second quarter 2014 and the previous four quarters. Net charge-offs in second quarter 2014 were \$717 million (0.35% of average total loans outstanding) compared with \$1.2 billion (0.58%) in second quarter 2013.

Due to higher dollar amounts associated with individual commercial and industrial and CRE loans, loss recognition tends to be irregular and varies more, compared with consumer loan portfolios. We continued to have improvement in our residential real estate secured portfolios.

Allowance for Credit Losses The allowance for credit losses, which consists of the allowance for loan losses and the allowance for unfunded credit commitments, is management's estimate of credit losses inherent in the loan portfolio and unfunded credit commitments at the balance sheet date, excluding loans carried at fair value. The detail of the changes in the allowance for credit losses by portfolio segment (including charge-offs and recoveries by loan class) is in Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

We apply a disciplined process and methodology to establish our allowance for credit losses each quarter. This process takes into consideration many factors, including historical and forecasted loss trends, loan-level credit quality ratings and loan grade-specific characteristics. The process involves subjective and complex judgments. In addition, we review a variety of credit metrics and trends. These credit metrics and trends, however, do not solely determine the amount of the allowance as we use several analytical tools. Our estimation approach for the commercial portfolio reflects the estimated probability of default in accordance with the borrower's financial strength, and the severity of loss in the event of default, considering the quality of any underlying collateral. Probability of default and severity at the time of default are statistically derived through historical observations of defaults and losses after default within each credit risk rating. Our estimation approach for the consumer portfolio uses forecasted losses that represent our best estimate of inherent loss based on historical experience, quantitative and other mathematical techniques over the loss emergence period. For additional information on our allowance for credit losses, see the "Critical Accounting Policies – Allowance for Credit Losses" section in our 2013 Form 10-K and Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

Table 32 presents the allocation of the allowance for credit losses by loan segment and class for the most recent quarter end and last four year ends.

Tal	ole	32:	Al	ocation o	of the A	llo	wa	ance for (	Credit	L	OSS	es (ACL)	)								L
		$\prod$	$\bot$																		
		-	-	June 30				Dec. 31,				Dec. 31,		1 1	_	Dec. 31,			Dec. 31,		T
			_		<u>Loans</u>				<u>Loans</u>				Loans	1	_		_oans			Loans	
		$\perp$	_		as %				as %				as %	1 1			as %			as %	T
					of total				of total				of total				of total			of total	
(in mill	lio	ns)		ACL	.loans			ACL	loans			ACL	loans			ACL	loans		ACL	loans	
Co	mr	nerc	ial:																		
	Co ar	omm	erc	al	25	%	\$	2,775	24	%	\$	2,543	23	%	\$	2,649	22	%	\$ 3,299	20	%
	Re es	eal state ortga			13			2,102	13			2,283	13			2,550	14		3,072	13	
	Re es	eal state		on <b>1,041</b>	2			770	2			552	2			893	2		1,387	4	
		ase anc		162				127	1			85	2			82	2		173	2	L
	Fc	oreig	n	361	6			329	6			251	5			184	5		238	4	
		Tota com		rci <b>£6,400</b>	47			6,103	46			5,714	45			6,358	45		8,169	43	
Co	ns	ume	r:																		
	es 1- far fir:	mily st																			
	Res 1-	ortga eal state 4 mily		3,348	31			4,087	32			6,100	31			6,934	30		7,603	30	
			:gaç	e <b>1,827</b>	8			2,534	8			3,462	10			3,897	11		4,557	13	
		redit ırd		1,240	3			1,224	3			1,234	3			1,294	3		1,945	3	
	Αι	utom	obi	e <b>478</b>	7			475	6			417	6			555	6		771	6	
		ther volvi	ing	541	4			548	5			550	5			630	5		418	5	

credit and installme	nt																		
Total	ļ	7 404			0.000	<b>-</b> 4			11 700				10.010				15 004	<b></b>	
consum	_	7,434 3,834	53 100	<b>o</b> /	8,868	54 100	0/	Φ	11,763	55 100	%	Φ	13,310 19,668	55 100	%	φ	15,294 23,463	57 100	0/
1 1 1 0 1 45	<u> </u>	3,034	100	70Ф	14,971	100	70	Φ	17,477	100	70	Φ	19,000	100	70	Ф	23,463	100	70
	╁																		H
	.lu	ine 30	, 2014		Dec. 31,	2013			Dec. 31,	2012			Dec. 31,	2011			Dec. 31,	2010	H
Components	1		,		D 00. 01,	2010			200.01,	LUIL			<u> </u>				200.01,	2010	
Allowanc	_																		
for loan	1																		
losses \$	3	1;	3,101		14	1,502			17	7,060			19	9,372			23	3,022	
Allowanc																			
for																			
unfunded	1																		Ш
credit commit	me	ents	733			469				417				296				441	
Allowar																			
for																			
credit																			
losse <b>s\$</b>	<u> </u>	1;	3,834		14	1,971			17	7,477			19	9,668			23	3,463	Ш
Allowance																			
for loan																			
losses as a																			
percentage of total	+			$\vdash$															H
loans			1.58	0/2		1.76				2.13				2.52				3.04	
Allowance	-		1.50	/6		1.70				2.10				2.52				0.0+	H
for loan																			
losses as a																			
percentage																			
of total	1										П								П
net																			
charge-of	ffs																		
(1)	1		456	$\sqcup \!\!\!\! \perp$	ļ	322	_			189	Ш			171				130	Ц
Allowance																			
for credit																			
losses as a																			
percentage	+			$\vdash \vdash$	<del>                                     </del>		_				$\vdash$					$\vdash$			$\forall$
of total loans			1.67			1.82				2.19				2.56				3.10	
Allowance	+		1.07	$\vdash$	1	1.02				۷.۱۵	Н			۷.٥٥		H		5.10	$\forall$
for credit																			
losses as a																			
percentage																			
of total	T		99	$\sqcap$		96				85				92				89	П
nonaccru	al																		

	loa	ns																		
(1)	Tot	tal	ne	t c	harge-o	ffs are	anı	าเ	ualized fo	r quai	rte	r e	ended Jui	ne 30,	20	14	4.			

In addition to the allowance for credit losses, there was \$3.1 billion at June 30, 2014, and \$5.2 billion at December 31, 2013, of nonaccretable difference to absorb losses for PCI loans. The allowance for credit losses is lower than otherwise would have been required without PCI loan accounting. As a result of PCI loans, certain ratios of the Company may not be directly comparable with credit-related metrics for other financial institutions. For additional information on PCI loans, see the "Risk Management – Credit Risk Management – Purchased Credit-Impaired Loans" section and Note 5 (Loans and Allowance for Credit Losses) to Financial Statements in this Report.

The ratio of the allowance for credit losses to total nonaccrual loans may fluctuate significantly from period to period due to such factors as the mix of loan types in the portfolio, borrower credit strength and the value and marketability of collateral. Over one-half of nonaccrual loans were real estate 1-4 family first and junior lien mortgage loans at June 30, 2014.

Total provision for credit losses was \$217 million in second quarter 2014, compared with \$652 million in second quarter 2013. The decline in the allowance for credit losses in second quarter 2014 reflected continued improvement, particularly in residential real estate portfolios primarily associated with continued improvement in the housing market.

We believe the allowance for credit losses of \$13.8 billion at June 30, 2014, was appropriate to cover credit losses inherent in the loan portfolio, including unfunded credit commitments, at that date. The allowance for credit losses is subject to change and reflects existing factors as of the date of determination, including economic or market conditions and ongoing internal and external examination processes. Due to the sensitivity of the allowance for credit losses to changes in the economic and business environment, it is possible that we will incur incremental credit losses not anticipated as of the balance sheet date. We continue to expect future allowance releases absent a significant deterioration in the economy, but expect a lower level of future releases as the rate of credit improvement slows and the loan portfolio continues to grow. Our process for determining the allowance for credit losses is discussed in the "Critical Accounting Policies – Allowance for Credit Losses" section and Note 1 (Summary of

## Risk Management - Credit Risk Management (continued)

Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K.

**LIABILITY for Mortgage Loan Repurchase Losses** In connection with our sales and securitization of residential mortgage loans to various parties, we have established a mortgage repurchase liability, initially at fair value, related to various representations and warranties that reflect management's estimate of losses for loans for which we could have a repurchase obligation, whether or not we currently service those loans, based on a combination of factors. Our mortgage repurchase liability estimation process also incorporates a forecast of repurchase demands associated with mortgage insurance rescission activity.

Because we retain the servicing for most of the mortgage loans we sell or securitize, we believe the quality of our residential mortgage loan servicing portfolio provides helpful information in evaluating our repurchase liability. Of the \$1.8 trillion in the residential mortgage loan servicing portfolio at June 30, 2014, 94% was current and less than 2% was subprime at origination. Our combined delinquency and foreclosure rate on this portfolio was 5.64% at June 30, 2014, compared with 5.56% at March 31, 2014, and 6.40% at December 31, 2013. Three percent of this portfolio is private label securitizations for which we originated the loans and therefore have some repurchase risk.

The overall level of unresolved repurchase demands and mortgage insurance rescissions outstanding at June 30, 2014, was down from a year ago both in number of outstanding loans and in total dollar balances as we continued to work through the new demands and mortgage insurance rescissions and as we announced settlements with both FHLMC and FNMA in 2013, that resolved substantially all repurchase liabilities associated with loans sold to FHLMC prior to January 1, 2009, and loans sold to FNMA that were originated prior to January 1, 2009. Demands from private investors declined from December 31, 2013, primarily due to settlements with two private investors in first quarter 2014 that resolved many of the increased demands we experienced from 2012 through 2013, with a significant increase experienced in fourth quarter 2013.

Table 33 provides the number of unresolved repurchase demands and mortgage insurance rescissions.

Tab	le 33: U	nresolved	Re	purchase	Dei	mands an	d N	Iortgage 1	Inst	ırance Re	scis	sions		
			_											
		(	Gov	ernment/						Mortgag	ge ir	nsurance		
		spons	ore	d entities						resciss	ion	s with no		
				(1)				Private			de	mand (2)		Total
		Number		Original		Number		Original		Number		Original	Number	Original
		of		loan		of		loan		of		loan	of	loan
(\$ ir	ו			balance				balance				balance		balance
milli	ons)	loans		(3)		loans		(3)		loans		(3)	loans	(3)
201	<u>                                      </u>													
	e 30,	678	\$	149		362	\$	80		305	\$	66	1345	\$ 295
Mar	ch 31,	599		126		391		89		409		90	1,399	305
201	3													

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December 31,	674	124	2,260	497	394	87	3,328	708
September 30,	4,422	958	1,240	264	385	87	6,047	1,309
June 30,	6,313	1,413	1,206	258	561	127	8,080	1,798
March 31,	5,910	1,371	1,278	278	652	145	7,840	1,794

- (1) Includes unresolved repurchase demands of 14 and \$3 million, 25 and \$3 million, 42 and \$6 million, 1,247 and \$225 million, and 942 and \$190 million at June 30 and March 31, 2014, and December 31, September 30, and June 30, 2013, respectively, received from investors on mortgage servicing rights acquired from other originators. We generally have the right of recourse against the seller and may be able to recover losses related to such repurchase demands subject to counterparty risk associated with the seller.
- (2) As part of our representations and warranties in our loan sales contracts, we typically represent to GSEs and private investors that certain loans have mortgage insurance to the extent there are loans that have loan to value ratios in excess of 80% that require mortgage insurance. If the mortgage insurance is rescinded by the mortgage insurer due to a claim of breach of a contractual representation or warranty, the lack of insurance may result in a repurchase demand from an investor. Similar to repurchase demands, we evaluate mortgage insurance rescission notices for validity and appeal for reinstatement if the rescission was not based on a contractual breach. When investor demands are received due to lack of mortgage insurance, they are reported as unresolved repurchase demands based on the applicable investor category for the loan (GSE or private).
- (3) While the original loan balances related to these demands are presented above, the establishment of the repurchase liability is based on a combination of factors, such as our appeals success rates, reimbursement by correspondent and other third party originators, and projected loss severity, which is driven by the difference between the current loan balance and the estimated collateral value less costs to sell the property.

Table 34 summarizes the changes in our mortgage repurchase liability. We incurred net losses on repurchased loans and investor reimbursements totaling \$7 million in second quarter 2014, compared with \$160 million a year ago.

Table	e <b>34:</b> C	Changes	in Mortg	age Repurchase	Liab	ility							
												Six	months
									Quarte	r ended			ended
						June		Dec.	Sept.	June		June	June
						30,	31,	31,	30,	30,		30,	30,
(in m	illions)					2014	2014	2013	2013	2013		2014	2013
Balaı	nce, be	ginning	g of period	b	\$	799	899	1,421	2,222	2,317		899	2,206
	Provis	sion for	repurcha	se losses:									
		Loan s	ales			12	10	16	28	40		22	99
		Chang	e in estim	ate (1)		(38)	(4)	10	1	25		(42)	275
			Total add	litions									
			(reductio	ns)		(26)	6	26	28	65		(20)	374
	Losse	es (2)				(7)	(106)	(548)	(829)	(160)		(113)	(358)
Balaı	nce, er	nd of pe	eriod		\$	766	799	899	1,421	2,222		766	2,222
(1)			-	in investor dem al stability of co				•	ractices	, credit (	deter	ioration	and
(2)	that re 2009.	esolves Quarte	s substant er ended	nber 30, 2013, i ially all repurch December 31, 2 lly resolves all r	ase li 2013,	iabilities reflects	related \$508 m	to loans nillion as	s sold to a result	FHLMC of the a	prio gree	r to Jan ment w	uary 1, ith

Our liability for mortgage repurchases, included in "Accrued expenses and other liabilities" in our consolidated balance sheet, represents our best estimate of the probable loss that we expect to incur for various representations and warranties in the contractual provisions of our sales of mortgage loans. The liability was \$766 million at June 30, 2014 and \$2.2 billion at June 30, 2013. In second quarter 2014, we released \$26 million, which increased net gains on mortgage loan origination/sales activities, compared with a provision of \$65 million for second quarter 2013. The release in second quarter 2014 was primarily due to a re-estimation of our liability based on recently observed trends.

Because of the uncertainty in the various estimates underlying the mortgage repurchase liability, there is a range of losses in excess of the recorded mortgage repurchase liability that are reasonably possible. The estimate of the range of possible loss for representations and warranties does not represent a probable loss, and is based on currently

originated prior to January 1, 2009.

available information, significant judgment, and a number of assumptions that are subject to change. The high end of this range of reasonably possible losses in excess of our recorded liability was \$975 million at June 30, 2014, and was determined based upon modifying the assumptions (particularly to assume significant changes in investor repurchase demand practices) used in our best estimate of probable loss to reflect what we believe to be the high end of reasonably possible adverse assumptions.

For additional information on our repurchase liability, see the "Risk Management – Credit Risk Management – Liability For Mortgage Loan Repurchase Losses" and the "Critical Accounting Policies Liability for Mortgage Loan Repurchase Losses" sections in our 2013 Form 10-K and Note 8 (Mortgage Banking Activities) to Financial Statements in this Report.

# Risk Management - Credit Risk Management (continued)

RISKS RELATING TO SERVICING ACTIVITIES In addition to servicing loans in our portfolio, we act as servicer and/or master servicer of residential mortgage loans included in GSE-guaranteed mortgage securitizations, GNMA-guaranteed mortgage securitizations of FHA-insured/VA-guaranteed mortgages and private label mortgage securitizations, as well as for unsecuritized loans owned by institutional investors. In connection with our servicing activities we have entered into various settlements with federal and state regulators to resolve certain alleged servicing issues and practices. In general, these settlements require us to provide customers with loan modification relief, refinancing relief, and foreclosure prevention and assistance, as well as imposed certain monetary penalties on us.

In particular, on February 28, 2013, we entered into amendments to the April 2011 Consent Order with both the Office of the Comptroller of the Currency (OCC) and the FRB, which effectively ceased the Independent Foreclosure Review program created by such Consent Order and replaced it with an accelerated remediation process to be administered by the OCC and the FRB. We are required to meet the commitment to provide foreclosure prevention actions on \$1.2 billion of loans under this accelerated remediation process by January 7, 2015. As of April 30, 2014, we believe we reported sufficient foreclosure prevention actions to the monitor of the accelerated remediation process to meet the \$1.2 billion commitment, but are awaiting monitor approval.

On February 9, 2012, a federal/state settlement was announced among the DOJ, HUD, the Department of the Treasury, the Department of Veteran Affairs, the Federal Trade Commission, the Executive Office of the U.S. Trustee, the Consumer Financial Protection Bureau, a task force of Attorneys General, Wells Fargo, and four other servicers related to investigations of mortgage industry servicing and foreclosure practices. Under the terms of this settlement, which will remain in effect for three and a half years (subject to a trailing review period) we have agreed to the following programmatic commitments, consisting of three components totaling approximately \$5.3 billion:

- Consumer Relief Program commitment of \$3.4 billion
- Refinance Program commitment of \$900 million
- Foreclosure Assistance Program of \$1 billion

Additionally and simultaneously, the OCC and FRB announced the imposition of civil money penalties of \$83 million and \$87 million, respectively, pursuant to the Consent Orders. While still subject to FRB confirmation, we believe the civil money obligations were satisfied through payments made under the Foreclosure Assistance Program to the federal government and participating states for their use to address the impact of foreclosure challenges as they determine and which may include direct payments to consumers.

As announced on March 18, 2014, we have successfully fulfilled our commitments under both the Consumer Relief (and state-level sub-commitments) and the Refinance Programs in accordance with the terms of our commitments.

For additional information about the risks and various settlements related to our servicing activities see "Risk Management – Credit Risk Management – Risks Relating to Servicing Activities" in our 2013 Form 10-K.

#### **Asset/Liability Management**

Asset/liability management involves evaluating, monitoring and managing interest rate risk, market risk, liquidity and funding. Primary oversight of these risks resides with the Finance Committee of our Board of Directors (Board), which oversees the administration and effectiveness of financial risk management policies and processes used to assess and manage these risks. At the management level we utilize a Corporate Asset/Liability Management Committee (Corporate ALCO), which consists of senior financial, risk, and business executives, to oversee these risks and report on them periodically to the Board's Finance Committee. Each of our principal lines of business has its own asset/liability management committee and process linked to the Corporate ALCO process. As discussed in more detail for trading activities below, we employ separate management level oversight specific to market risk. Market risk, in its broadest sense, refers to the possibility that losses will result from the impact of adverse changes in market rates and prices on our trading and non-trading portfolios and financial instruments.

**Interest Rate Risk** Interest rate risk, which potentially can have a significant earnings impact, is an integral part of being a financial intermediary. We are subject to interest rate risk because:

- assets and liabilities may mature or reprice at different times (for example, if assets reprice faster than liabilities and interest rates are generally falling, earnings will initially decline);
- assets and liabilities may reprice at the same time but by different amounts (for example, when the general level of interest rates is falling, we may reduce rates paid on checking and savings deposit accounts by an amount that is less than the general decline in market interest rates);
- short-term and long-term market interest rates may change by different amounts (for example, the shape of the yield curve may affect new loan yields and funding costs differently);
- the remaining maturity of various assets or liabilities may shorten or lengthen as interest rates change (for example, if long-term mortgage interest rates decline sharply, MBS held in the investment securities portfolio may prepay significantly earlier than anticipated, which could reduce portfolio income); or
- interest rates may also have a direct or indirect effect on loan demand, collateral values, credit losses, mortgage origination volume, the fair value of MSRs and other financial instruments, the value of the pension liability and other items affecting earnings.

We assess interest rate risk by comparing outcomes under various earnings simulations using many interest rate scenarios that differ in the direction of interest rate changes, the degree of change over time, the speed of change and the projected shape of the yield curve. These simulations require assumptions regarding how changes in interest rates and related market conditions could influence drivers of earnings and balance sheet composition such as loan origination demand, prepayment speeds, deposit balances and mix, as well as pricing strategies.

Our risk measures include both net interest income sensitivity and interest rate sensitive noninterest income and expense impacts. We refer to the combination of these exposures as interest rate sensitive earnings. In general, the Company is positioned to benefit from higher interest rates. Currently, our profile is such that net interest income will benefit from higher interest rates as our assets reprice faster and to a greater degree than our liabilities, and, in

response to lower market rates, our assets will reprice downward and to a greater degree than our liabilities. Our interest rate sensitive noninterest income and expense is largely driven by mortgage activity, and tends to move in the opposite direction of our net interest income. So, in response to higher interest rates, mortgage activity, primarily refinancing activity, generally declines. And in response to lower rates, mortgage activity generally increases.

Mortgage results are also impacted by the valuation of MSRs and related hedge positions. See the "Risk Management – Mortgage Banking Interest Rate and Market Risk" section in this Report for more information.

The degree to which these sensitivities offset each other is dependent upon the timing and magnitude of changes in interest rates, and the slope of the yield curve. During a transition to a higher or lower interest rate environment, a reduction or increase in interest-sensitive earnings from the mortgage banking business could occur quickly, while the benefit or detriment from balance sheet repricing could take more time to develop. For example, our lower rate scenarios (scenario 1 and scenario 2) in the following table initially measure a decline in long-term interest rates versus our most likely scenario. Although the performance in these rate scenarios contain initial benefit from increased mortgage banking activity, the result is lower earnings relative to the most likely scenario over time given pressure on net interest income. The higher rate scenarios (scenario 3 and scenario 4) measure the impact of varying degrees of rising short-term and long-term interest rates over the course of the forecast horizon relative to the most likely scenario, both resulting in positive earnings sensitivity.

As of June 30, 2014, our most recent simulations estimate earnings at risk over the next 24 months under a range of both lower and higher interest rates. The results of the simulations are summarized in Table 35, indicating cumulative net income after tax earnings sensitivity relative to the most likely earnings plan over the 24 month horizon (a positive range indicates a beneficial earnings sensitivity measurement relative to the most likely earnings plan and a negative range indicates a detrimental earnings sensitivity relative to the most likely earnings plan).

# Risk Management – Asset/Liability Management (continued)

Table	35: Ea	rnings	Sensitivity	Over 24	Month	Horizon Rela	tive to I	Most Likely	Earni	ngs Plan	
				Most		Lov	ver rate	es		Highe	r rates
				likely		Scenario 1		Scenario 2		Scenario 3	Scenario 4
Ending	g rates								·		
	Federa	al fund	S	1.50	%	0.25		0.75		2.00	4.75
	10-yea	ar treas	sury (1)	3.64		1.70		3.07		4.14	5.75
		<u> </u>									
Earnir	ngs rela	tive to									
	most I	ikely		N/A		(4)-(5)	%	(2)-(3)		0 - 5	>5
(1)	U.S. (	Consta	nt Maturity	/ Treasur	y Rate						

We use the investment securities portfolio and exchange-traded and over-the-counter (OTC) interest rate derivatives to hedge our interest rate exposures. See the "Balance Sheet Analysis – Investment Securities" section in this Report for more information on the use of the available-for-sale and held-to-maturity securities portfolios. The notional or contractual amount, credit risk amount and fair value of the derivatives used to hedge our interest rate risk exposures as of June 30, 2014, and December 31, 2013, are presented in Note 12 (Derivatives) to Financial Statements in this Report. We use derivatives for asset/liability management in two main ways:

- to convert the cash flows from selected asset and/or liability instruments/portfolios including a major portion of our long-term debt, from fixed-rate payments to floating-rate payments, or vice versa; and
- to economically hedge our mortgage origination pipeline, funded mortgage loans and MSRs using interest rate swaps, swaptions, futures, forwards and options.

**Mortgage Banking Interest Rate and Market Risk** We originate, fund and service mortgage loans, which subjects us to various risks, including credit, liquidity and interest rate risks. For a discussion of mortgage banking interest rate and market risk, see pages 85-87 of our 2013 Form 10-K.

While our hedging activities are designed to balance our mortgage banking interest rate risks, the financial instruments we use may not perfectly correlate with the values and income being hedged. For example, the change in the value of ARM production held for sale from changes in mortgage interest rates may or may not be fully offset by Treasury and LIBOR index-based financial instruments used as economic hedges for such ARMs. Additionally, hedge-carry income on our economic hedges for the MSRs may not continue if the spread between short-term and long-term rates decreases, we shift composition of the hedge to more interest rate swaps, or there are other changes in the market for mortgage forwards that affect the implied carry.

The total carrying value of our residential and commercial MSRs was \$15.1 billion at June 30, 2014, and \$16.8 billion at December 31, 2013. The weighted-average note rate on our portfolio of loans serviced for others was 4.49% at June 30, 2014, and 4.52% at December 31, 2013. The carrying value of our total MSRs represented 0.80% of mortgage loans serviced for others at June 30, 2014, and 0.88% at December 31, 2013.

Market Risk – Trading Activities The Finance Committee of our Board of Directors reviews the acceptable market risk appetite for our trading activities. We engage in trading activities primarily to accommodate the investment and risk management activities of our customers, execute economic hedging to manage certain balance sheet risks and, to a very limited degree, for proprietary trading for our own account. These activities primarily occur within our Wholesale businesses and include entering into transactions with our customers that are recorded as trading assets and liabilities on our balance sheet. All of our trading assets and liabilities, including securities, foreign exchange transactions, commodity transactions, and derivatives are carried at fair value. Income earned related to these trading activities include net interest income and changes in fair value related to trading assets and liabilities. Net interest income earned on trading assets and liabilities is reflected in the interest income and interest expense components of our income statement. Changes in fair value of trading assets and liabilities are reflected in net gains on trading activities, a component of noninterest income in our income statement.

Table 36 presents total revenue from trading activities.

Table	e 36: Income from Trading Activities					
					(	Six month
		Qu	arter ended	d June 30,	ende	d June 30
(in mi	illions)		2014	2013	2014	2013
Intere	est income (1)	\$	407	340	781	667
Less:	: Interest expense (2)		93	75	180	140
	Net interest income		314	265	601	527
Nonir	nterest income:					
	Net gains from trading					
	activities (3):					
	Customer accommodation		242	337	602	804
	Economic hedges and other (	4)	142	(11)	208	88
	Proprietary trading		(2)	5	4	Ç
	Total net trading gain	S	382	331	814	901
Total	trading-related net interest					
	and noninterest income	\$	696	596	1,415	1,428
(1)	Represents interest and dividend inco	ome earned o	on trading s	securities.		
(2)	Represents interest and dividend exp yet purchased.	ense incurre	d on trading	g securities	we have sold but	t have not
(3)	Represents realized gains (losses) fro changes in fair value of our trading po					due to
(4)	Excludes economic hedging of mortg which hedge results (realized and un	age banking	and asset/	liability man	agement activitie	
	in in in a go rooms (rounded and and		. 5,50,100 11		- I agaa aa	

Customer accommodation Customer accommodation activities are conducted to help customers manage their investment and risk management needs. We engage in market-making activities or act as an intermediary to purchase or sell financial instruments in anticipation of or in response to customer needs. This category also includes positions

we use to manage our exposure to customer transactions.

For the majority of our customer accommodation trading, we serve as intermediary between buyer and seller. For example, we may purchase or sell a derivative to a customer who wants to manage interest rate risk exposure. We typically enter into offsetting derivative or security positions with a separate counterparty or exchange to manage our exposure to the derivative with our customer. We earn income on this activity based on the transaction price difference between the customer and offsetting derivative or security positions, which is reflected in the fair value changes of the positions recorded in net gains on trading activities.

Customer accommodation trading also includes net gains related to market-making activities in which we take positions to facilitate customer order flow. For example, we may own securities recorded as trading assets (long positions) or sold securities we have not yet purchased, recorded as trading liabilities (short positions), typically on a short-term basis, to facilitate support of buying and selling demand

from our customers. As market-maker in these securities, we earn income due to: (1) the difference between the price paid or received for the purchase and sale of the security (bid-ask spread), (2) the net interest income, and (3) the change in fair value of the long or short positions during the short-term period held on our balance sheet. Additionally, we may enter into separate derivative or security positions to manage our exposure related to our long or short security positions. Collectively, income earned on this type of market-making activity is reflected in the fair value changes of these positions recorded in net gain on trading activities.

Economic hedges and other Economic hedges in trading are not designated in a hedge accounting relationship and exclude economic hedging related to our asset/liability risk management and substantially all mortgage banking risk management activities. Economic hedging activities include the use of trading securities to economically hedge risk exposures related to non-trading activities or derivatives to hedge risk exposures related to trading assets or trading liabilities. Economic hedges are unrelated to our customer accommodation activities. Other activities include financial assets held for investment purposes that we elected to carry at fair value with changes in fair value recorded to earnings in order to mitigate accounting measurement mismatches or avoid embedded derivative accounting complexities.

Proprietary trading Proprietary trading consists of security or derivative positions executed for our own account based upon market expectations or to benefit from price differences between financial instruments and markets. Proprietary trading activity has been substantially restricted by the Dodd-Frank Act provisions known as the "Volcker Rule." Accordingly, we reduced and are exiting certain business activities in anticipation of the rule's compliance date. As discussed within this section and the noninterest income section of our financial results, proprietary trading activity is insignificant to our business and financial results. For more details on the Volcker Rule, see the "Regulatory Reform" section in this Report and in our 2013 Form 10-K.

Daily Trading Revenue Table 37 provides information on the distribution of daily trading-related revenues for the Company's trading portfolio. This trading-related revenue is defined as the change in value of the trading assets and trading liabilities, trading-related net interest income, and trading-related intra-day gains and losses. Net trading-related revenue does not include activity related to long-term positions held for economic hedging purposes, period-end adjustments, and other activity not representative of daily price changes driven by market factors.

Edgar Filing: WELLS FARGO & COMPANY/MN - Form 10-Q Risk Management – Asset/Liability Management (continued) **Table 37: Distribution of Daily Trading-Related Revenues** Market risk is the risk of adverse changes in the fair value of the trading portfolios and financial instruments held by the Company due to changes in market risk factors such as interest rates, credit spreads, foreign exchange rates,

equity, and commodity prices. Market risk is intrinsic to the Company's sales and trading, market making, investing, and risk management activities.

The Company uses VaR metrics complemented with sensitivity analysis and stress testing in measuring and monitoring market risk. These market risk measures are monitored at both the business unit level and at aggregated levels on a daily basis. Our corporate market risk management function aggregates and monitors all exposures to ensure risk measures are within our established risk appetite. Changes to the market risk profile are analyzed and reported on a daily basis. The Company monitors various market risk exposure measures from a variety of perspectives, which include line of business, product, risk type, and legal entity.

<u>Value-at-Risk (VaR)</u> is a statistical risk measure used to estimate the potential loss from adverse moves in the financial markets. The VaR measures assume that historical changes in market values (historical simulation analysis) are representative of the potential future outcomes and measure the expected loss over a given time interval (for example, 1 day or 10 days) within a given confidence level. Our historical simulation analysis approach uses historical changes of the risk factors from each trading day in the previous 12 months. The risk drivers of each trading position associated with interest rates, credit spreads, foreign exchange rates, and equity and commodity prices are updated on a daily basis. We measure and report VaR for a 1-day holding period at a 99% confidence level. This means that we would expect to incur single day losses greater than predicted by VaR estimates for the measured positions one time in every 100 trading days. We treat data from all historical periods as equally relevant and consider using data for the previous 12 months as appropriate for determining VaR. We believe using a 12-month look back period helps ensure the Company's VaR is responsive to current market conditions.

VaR measurement between different financial institutions is not readily comparable due to modeling and assumption differences from company to company. VaR measures are more useful when interpreted as an indication of trends rather than an absolute measure to be compared across financial institutions.

VaR models are subject to limitations which include, but are not limited to, the use of historical changes in market factors that may not accurately reflect future changes in market factors, and the inability to predict market liquidity in extreme market conditions. All limitations such as model inputs, model assumptions, and calculation methodology risk are monitored by the Corporate Market Risk Group and the Corporate Model Risk Group.

Trading VaR is the measure used to provide insight into the market risk exhibited by the Company's trading positions. The Company calculates Trading VaR for risk management purposes to establish line of business risk limits. Trading VaR is calculated based on all trading positions classified as trading assets or trading liabilities on our balance sheet.

Table 38 shows the results of the Company's Trading VaR by risk category. As presented in the table, average Trading VaR was \$24 million for the quarter ended June 30, 2014, compared with \$23 million for the quarter ended March 31, 2014. The increase was primarily driven by changes in portfolio composition.

Tab	le 38:	Trading	g 1-Day 99 <i>9</i>	% VaR	<b>Metric</b>	S											
															Qι	uarter	ended
								Ju	ıne 30	, 2014					Mar	ch 31	, 2014
					Period							Period					
(in n	nillion	s)			end	A۷	erage		Low	High		end	A۱	verage		Low	High
VaR	Risk	Catego	ories														
Cred	dit			\$	20		34		19	38		33		32		31	35
Inte	rest ra	ate			28		24		12	31		23		March  Average L  32 3  24 7  1 2  (43) 23  d above, which not perfectly coxs of the positio		16	32
Equ	ity				7		7		5	8		7		7		7	9
Con	nmodi	ty			1		1		1	2		1	24 16 3 7 7 1 1 2 1				2
Fore	eign e	xchange	Э		-		1		-	3		2		2		1	3
Dive	ersifica	ation be	nefit (1)		(41)		(43)					(44)		(43)			
	Tota	al VaR		\$	15		24					22		23			
(1)	port cau	folio div sing a p	ersification	. The	diversifi ns to us	cation ually	on effect y be les	ct ar	ises bosky tha	ecause an the	e the sum	e risks a of the i	re n risks	ot perf	ectly pos	corre	lated

<u>Sensitivity Analysis</u> Given the inherent limitations of the VaR models, the Company uses other measures, including sensitivity analysis, to measure and monitor risk. Sensitivity analysis is the measure of exposure to a single risk factor, such as a 0.01% increase in interest rates or a 1% increase in equity prices. We conduct and monitor sensitivity on interest rates, credit spreads, volatility, equity, commodity, and foreign exchange exposure. Sensitivity analysis complements VaR as it provides an indication of risk relative to each factor irrespective of historical market moves.

Stress Testing While VaR captures the risk of loss due to adverse changes in markets using recent historical market data, stress testing captures the Company's exposure to extreme but low probability market movements. Stress scenarios estimate the risk of losses based on management's assumptions of abnormal but severe market movements such as severe credit spread widening or a large decline in equity prices. These scenarios assume that the market moves happen instantaneously and no repositioning or hedging activity takes place to mitigate losses as events unfold (a conservative approach since experience demonstrates otherwise).

different days.

An inventory of scenarios is maintained representing both historical and hypothetical stress events that affect a broad range of market risk factors with varying degrees of correlation and differing time horizons. Hypothetical scenarios assess the impact of large movements in financial variables on portfolio values. Typical examples include a 100 basis point increase across the yield curve or a 10% decline in stock market indexes. Historical scenarios utilize an event-driven approach: the stress scenarios are based on plausible but rare events, and the analysis addresses how these events might affect the risk factors relevant to a portfolio.

The Company's stress testing framework is also used in calculating results in support of the Federal Reserve Board's Comprehensive Capital Analysis & Review (CCAR) and internal stress tests. Stress scenarios are regularly reviewed and updated to address potential market events or concerns. For more detail on the CCAR process, see the "Capital Management" section in this Report.

Regulatory Market Risk Capital is based on the Basel Committee Capital Accord. Prior to January 1, 2013, U.S. banking regulators' market risk capital requirements were subject to Basel I and thereafter based on Basel 2.5. Effective January 1, 2014, the Company must calculate regulatory capital based on the Basel III market risk capital rule, which integrated Basel 2.5, and requires banking organizations with significant trading activities to adjust their capital requirements to better account for the market risks of those activities.

Composition of Material Portfolio of Covered Positions The market risk capital rule substantially modified the determination of market risk RWA, and implemented a more risk-sensitive methodology for the risks inherent in certain "covered" trading positions. The positions that are "covered" by the market risk capital rule are generally a subset of our trading assets and trading liabilities, specifically those held by the Company for the purpose of short-term resale or with the intent of benefiting from actual or expected short-term price movements, or to lock in arbitrage profits.

The material portfolio of the Company's "covered" positions is predominantly concentrated in the trading assets and trading liabilities managed within Wholesale Banking, which is the predominant contributor to the Company's overall VaR. Wholesale Banking engages in the fixed income, traded credit, foreign exchange, equities, and commodities markets businesses. Other business segments hold small additional trading positions covered under the market risk capital rule.

Table 39 summarizes the market risk-based capital requirements charge and market RWAs in accordance with the Basel III market risk capital rule as of June 30, 2014, and in accordance with the Basel 2.5 market risk capital rule as of December 31, 2013.

# Risk Management – Asset/Liability Management (continued)

Table 39: Market Risk Regulatory Capital and RV	VAs					
			June 30, 2014	De	cemb	er 31, 2013
		Risk-	Risk-	Ri	sk-	Risk-
		based	weighted	bas	ed	weighted
(in millions)		capital	assets	сар	tal	assets
Total VaR	\$	208	2,600	2	52	3,149
Total Stressed VaR		1,167	14,589			11,512
Incremental Risk Charge		308	3,852	3	93	4,913
Securitized Products Charge		729	9,107	6	33	7,913
Standardized Specific Risk Charge		1,270	15,879	5	33	7,289
De minimus Charges		61	755	1:	25	1,563
Total	\$	3,743	46,782	2,9	)7	36,339

RWA Rollforward Table 40 depicts the changes in the market risk regulatory capital and RWAs under Basel III for the first half and second quarter of 2014.

Table 40: Analysis of Changes in Market Risk Reg	gulatory Capital and I	RWAs	
		Risk-	Risk-
		based	weighted
(in millions)		capital	assets
Balance, December 31, 2013	\$	2,907	36,339
Total VaR		(44)	(549)
Total Stressed VaR		246	3,077
Incremental Risk Charge		(85)	(1,061)
Securitized Products Charge		96	1,194
Standardized Specific Risk Charge		687	8,590
De minimus Charges		(64)	(808)
Balance, June 30, 2014	\$	3,743	46,782
Balance, March 31, 2014	\$	3,850	48,127
Total VaR		35	436
Total Stressed VaR		108	1,351
Incremental Risk Charge		(68)	(840)
Securitized Products Charge		(70)	(883)
Standardized Specific Risk Charge		(18)	(225)
De minimus Charges		(94)	(1,184)

Balance,	June 30, 20	14	\$	3,743	46,782

The increase in standardized specific risk charge for risk-based capital and RWAs in the first half of 2014 resulted primarily from a change during the quarter ended March 31, 2014, in positions now subject to standardized specific risk charges. All changes to market risk regulatory capital and RWAs in the quarter ended June 30, 2014, were associated with changes in positions due to normal trading activity.

Regulatory Market Risk Capital Components The capital required for market risk on the Company's "covered" positions is determined by internally developed models or standardized specific risk charges. The market risk regulatory capital models are subject to internal model risk management and validation. The models are continuously monitored and enhanced in response to changes in market conditions, improvements in system capabilities, and changes in the Company's market risk exposure. The Company is required to obtain and has received prior written approval from its regulators before using its internally developed models to calculate the market risk capital charge.

Basel III prescribes various VaR measures in the determination of regulatory capital and risk-weighted assets. The Company uses the same VaR models for both market risk management purposes as well as regulatory capital calculations. For regulatory purposes, market risk uses the following metrics to determine the Company's capital requirements:

<u>General VaR</u> measures the risk of broad market movements such as changes in the level of credit spreads, interest rates, equity prices, commodity prices, and foreign exchange rates. General VaR uses historical simulation analysis based on 99% confidence level and a 10-day time horizon.

Table 41 shows the General VaR measure categorized by major risk categories. Average 10-day General VaR was \$58 million for the quarter ended June 30, 2014, compared with \$48 million for the quarter ended March 31, 2014.

Tabl	e 41:	10-Da	ny 99% Reg	ulator	y Genera	al V	aR by R	Risk	Catego	ry						<u> </u>				
												T			Qı	uarter	ended			
								Ju	ne 30	, 2014					Ма	rch 31	, 2014			
					<b>Period</b>							Period								
(in m	illions	s)			end	Α	verage		Low	High		end	Α	verage		Low	High			
	lesal	e Gei	neral VaR b	y Ris	k															
Cred				\$	125		111		96	132		108		113		97	132			
Inter	est ra	te			71		61		28	80		54		58		36	78			
Equi	ty				6		4		3	6		4		113 97 1 58 36 4 1 3 2 4 1 (138) - 44 33 48 37						
Com	modit	ЗУ			3		6		2	21		3		113 97 1 58 36 4 1 3 2 4 1 (138) - 44 33 48 37 ed above, which is due e not perfectly correlatesks of the positions						
Fore	ign ex	chan	ge		3		4		2	12		2		4		1	7			
Dive	rsifica	tion k	enefit (1)		(153)		(132)		-	-		(127)		(138)		-	-			
Who	lesale	Gen	eral VaR	\$	55		54		29	63		44		44		33	62			
Com	pany	Gene	ral VaR	\$	60		58		32	68		47		48		37	66			
(1)	portf caus alon	olio c sing a	liversificatio portfolio of e diversifica	n. The positi	e diversi ons to u	fica <sup>.</sup> sua	tion effe Ily be le	ect a ess r	rises t isky th	ecaus an the	e th sun	e risks an of the	are ı risk	not perf s of the	ectly pos	corresitions	lated			

# Risk Management – Asset/Liability Management (continued)

<u>Specific Risk</u> measures the risk of loss that could result from factors other than broad market movement or name-specific market risk. Specific Risk uses Monte Carlo simulation analysis based on a 99% confidence level and a 10-day time horizon.

<u>Total VaR</u> (as presented in Table 42) is composed of General VaR and Specific Risk and uses the previous 12 months of historical market data to comply with regulatory requirements.

Table 42:	Total VaR					
(in millions	)			Quarter e	nded Ju	ne 30, 2014
			Period			
		Average	end	Low		High
Total VaR		\$ 69	74	50		80
				Capital		RWAs
Total VaR				\$ 208		2,600

<u>Total Stressed VaR</u> (as presented in Table 43) uses a historical period of significant financial stress over a continuous 12 month period using historically available market data and is composed of Stressed General VaR and Stressed Specific Risk. Total Stressed VaR uses the same methodology and models as Total VaR.

Table 43: Total Stressed VaR								
(in millio	ons)					Quarter e	nded Ju	ıne 30, 2014
				Period				
			Average	end		Low		High
Total St	ressed VaR	\$	389	380		295		483
			1			Capital		RWAs
Total Stressed VaR					\$	1,167		14,589
					•			

<u>Incremental Risk Charge</u> according to the market risk capital rule, must capture losses due to both issuer default and migration risk at the 99.9% confidence level over the one-year capital horizon under the assumption of constant level of risk or a constant position assumption. The model covers all non-securitized credit-sensitive products.

The Company calculates Incremental Risk by generating a portfolio loss distribution using Monte Carlo simulation, which assumes numerous scenarios, where an assumption is made that the portfolio's composition remains constant for a one-year time horizon. Individual issuer credit grade migration and issuer default risk is modeled through generation of the issuer's credit rating transition based upon statistical modeling. Correlation between credit grade migration and default is captured by a multifactor proprietary model which takes into account industry classifications as well as regional effects. Additionally, the impact of market and issuer specific concentrations is reflected in the modeling framework by assignment of a higher charge for portfolios that have increasing concentrations in particular issuers or sectors. Lastly, the model captures product basis risk; that is, it reflects the material disparity between a position and its hedge.

Table 44 provides information on the Incremental Risk Charge results for the quarter ended June 30, 2014. For this charge, the required capital at quarter end equals the average for the quarter.

Table	e 44: Incremental R	isk Charge				
(in m	illions)				Quarter en	ded June 30, 2014
				Period		
			Average	end	Low	High
Incre	mental					
	Risk Charge	\$	308	283	273	373
					Capital	RWAs
Incre	emental Risk Charge			\$	308	3,852

Securitized Products Charge Basel III requires a separate market risk capital charge for positions classified as a securitization or re-securitization. The primary criteria for classification as a securitization are whether there is a transfer of risk and whether the credit risk associated with the underlying exposures has been separated into at least two tranches reflecting different levels of seniority. Covered trading securitizations positions include consumer and commercial asset-backed securities (ABS), commercial mortgage-backed securities (CMBS), residential mortgage-backed securities (RMBS), and collateralized loan and other debt obligations (CLO/CDO) positions. The securitization capital requirements are the greater of the capital requirements of the net long or short exposure, and are capped at the maximum loss that could be incurred on any given transaction. Table 45 shows the aggregate net fair market value of securities and derivative securitization positions by exposure type that meet the regulatory definition of a covered trading securitization position at June 30, 2014, and December 31, 2013.

Table 45:	Covered	Securitiz	zation Positions	by Exposure	e Type (Market	Value)		
					•			
(in millions	s)		Г		ABS	CMBS	RMBS	CLO/CDO
June 30, 2	2014							
Securitiza	ation ex	posure:		•				
Securities	3			\$	941	592	594	439
Derivative	es				3	(4)	9	(47)
Т	otal			\$	944	588	603	392
I December	· 31. 201	3						
	- , -							
Securitiza	tion expo	osure:						
Securities				\$	604	559	479	561
Derivative	s				(2)	2	16	(72)
Т	otal		<u> </u>	\$	602	561	495	489

SECURITIZATION DUE DILIGENCE AND RISK MONITORING The market risk capital rule requires that the Company conduct due diligence on the risk of each position within three days of the purchase of a securitization position. The Company's due diligence provides an understanding of the features that would materially affect the performance of a securitization or re-securitization. The due diligence analysis is performed again on a quarterly basis for each securitization and re-securitization position. The Company manages the risks associated with securitization and re-securitization positions through the use of offsetting positions and portfolio diversification. The Company uses an automated solution to track the due diligence associated with securitization activity.

<u>Standardized Specific Risk Charge</u> For positions that are not evaluated by the approved internal specific risk models, a regulatory prescribed standard specific risk charge is applied. The standard specific risk add-on for sovereign entities, public sector entities, and depository institutions is based on the Organization for Economic Co-operation and

Development (OECD) country risk classifications (CRC) and the remaining contractual maturity of the position. These risk add-ons for debt positions range from 0.25% to 12%. The add-on for corporate debt is based on credit spreads and the remaining contractual maturity of the position. All other types of debt positions are subject to an 8% add-on. The standard specific risk add-on for equity positions is generally 8%.

Comprehensive Risk Charge / Correlation Trading The market risk capital rule requires capital for correlation trading positions. The net market value of correlation trading positions that meet the definition of a covered position at June 30, 2014 was a net gain of less than \$1 million. Correlation trading is a discontinued business in which the Company is no longer active, with current positions hedged and maturing over time. Given the immaterial aspect of this discontinued activity, the Company has elected not to develop an internal model based approach but will instead use standard specific risk charges for these positions.

# Risk Management – Asset/Liability Management (continued)

<u>VaR Backtesting</u> The market risk capital rule requires backtesting as one form of validation of the VaR model. Backtesting is a comparison of the daily VaR estimate with the actual clean profit and loss (clean P&L) as defined by the market risk capital rule. Clean P&L is the change in the value of the Company's covered trading positions that would have occurred had previous end-of-day covered trading positions remained unchanged (therefore, excluding fees, commissions, net interest income, and intraday trading gains and losses). The backtesting analysis compares the daily Total VaR for each of the trading days in the preceding 12 months with the net clean P&L. Clean P&L does not include credit adjustments and other activity not representative of daily price changes driven by market risk factors. The clean P&L measure of revenue is used to evaluate the performance of the Total VaR and is not comparable to our actual daily trading net revenues, as reported elsewhere in this Report.

Any observed clean P&L loss in excess of the Total VaR is considered a market risk regulatory capital backtesting exception. The actual number of exceptions (that is, the number of business days for which the clean P&L losses exceed the corresponding 1-day, 99% Total VaR measure) over the preceding 12 months is used to determine the capital multiplier for the capital calculation. The number of actual backtesting exceptions is dependent on current market performance relative to historic market volatility. This capital multiplier increases from a minimum of three to a maximum of four, depending on the number of exceptions. No backtesting exceptions occurred over the preceding 12 months.

Table 46 shows daily Total VaR (1-day, 99%) for the 12 months ended June 30, 2014. The Company's average Total VaR for second quarter 2014 was \$24 million with a low of \$19 million and a high of \$28 million.

**Table 46: Daily Total VaR Measure (Rolling 12 Months)** 

Market Risk Governance The Finance Committee of our Board has primary oversight over market risk-taking activities of the Company and reviews the acceptable market risk appetite. The Corporate Risk Group's Market Risk Committee, which reports to the Finance Committee of the Board, is responsible for governance and oversight over market risk-taking activities across the Company as well as the establishment of market risk appetite and associated limits. The Corporate Market Risk Group, which is part of the Corporate Risk Group, administers and monitors compliance with the requirements established by the Market Risk Committee. The Corporate Market Risk Group has oversight responsibilities in identifying, measuring and monitoring the Company's market risk. The group is responsible for developing a quantitative market risk model, establishing independent risk limits, calculating and analyzing market risk capital, and reporting aggregated and line-of-business market risk information. Limits are regularly reviewed to ensure they remain relevant and within the market risk appetite for the Company. An automated limits-monitoring system enables a daily comprehensive review of multiple limits mandated across businesses. Limits are set with inner boundaries that will be periodically breached to promote an ongoing dialogue of risk exposure within the Company. Each line of business that exposes the Company to market risk has direct responsibility for managing market risk in accordance with defined risk tolerances and approved market risk mandates and hedging strategies. We measure and monitor market risk for both management and regulatory capital purposes.

Model Risk Management Internal market risk models are governed by our Corporate Model Risk Committee (CMoR) policies and procedures, which include model validation. The purpose of model validation includes ensuring the model is

appropriate for its intended use and that appropriate controls exist to help mitigate the risk of invalid results. Model validation assesses the adequacy and appropriateness of the model, including reviewing its key components such as inputs, processing components, logic or theory, output results

and supporting model documentation. Validation also includes ensuring significant unobservable model inputs are appropriate given observable market transactions or other market data within the same or similar asset classes. This ensures modeled approaches are appropriate given similar product valuation techniques and are in line with their intended purpose. The Corporate Model Risk group provides oversight of model validation and assessment processes.

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are subject to additional oversight by a corporate-level risk management department. Corporate oversight responsibilities include evaluating the adequacy of business unit risk management programs, maintaining company-wide model validation policies and standards, and reporting the results of these activities to management.

Market Risk – Equity INVESTMENTSWe are directly and indirectly affected by changes in the equity markets. We make and manage direct equity investments in start-up businesses, emerging growth companies, management buy-outs, acquisitions and corporate recapitalizations. We also invest in non-affiliated funds that make similar private equity investments. These private equity investments are made within capital allocations approved by management and the Board. The Board's policy is to review business developments, key risks and historical returns for the private equity investment portfolio at least annually. Management reviews these investments at least quarterly and assesses them for possible OTTI. For nonmarketable investments, the analysis is based on facts and circumstances of each individual investment and the expectations for that investment's cash flows and capital needs, the viability of its business model and our exit strategy. Nonmarketable investments include private equity investments accounted for under the cost method, equity method and fair value option.

As part of our business to support our customers, we trade public equities, listed/OTC equity derivatives and convertible bonds. We have parameters that govern these activities. We also have marketable equity securities in the

available-for-sale securities portfolio, including securities relating to our venture capital activities. We manage these investments within capital risk limits approved by management and the Board and monitored by Corporate ALCO. Gains and losses on these securities are recognized in net income when realized and periodically include OTTI charges.

Changes in equity market prices may also indirectly affect our net income by (1) the value of third party assets under management and, hence, fee income, (2) borrowers whose ability to repay principal and/or interest may be affected by the stock market, or (3) brokerage activity, related commission income and other business activities. Each business line monitors and manages these indirect risks.

Table 47 provides information regarding our marketable and nonmarketable equity investments as of June 30, 2014, and December 31, 2013.

Toblo	47: Nonmarketable and Marketable Equity Investments			
rable	47: Nonmarketable and Marketable Equity Investments	1	Т	
			June 30,	Dec. 31,
(in mi	Illions)		2014	2013
`	narketable equity investments:			
	Cost method:			
	Private equity investments	\$	2,310	2,308
	Federal bank stock		4,546	4,670
	Total cost method		6,856	6,978
	Equity method and other:			
	LIHTC investments (1)		6,347	6,209
	Private equity and other		5,386	5,782
	Total equity method and other		11,733	11,991
	Fair value (2)		1,902	1,386
	Total nonmarketable			
	equity investments (3)	\$	20,491	20,355
Marke	etable equity securities:			
	Cost	\$	1,935	2,039
	Net unrealized gains		1,180	1,346
	Total marketable			
	equity securities (4)	\$	3,115	3,385
(1)	Represents low income housing tax credit investments.			
(2)	Represents nonmarketable equity investments for which we have			
	Note 6 (Other Assets) and Note 13 (Fair Values of Assets and L this Report for additional information.	labilities)	to Financiai Sta	atements in
(3)	Included in other assets on the balance sheet. See Note 6 (Other	or Accate)	to Financial St	atomonte
(3)	in this Report for additional information.	o Assets,	to i manciai Si	atements
(4)	Included in available-for-sale securities. See Note 4 (Investment	Securitie	s) to Financial	
) <i>'</i>	Statements in this Report for additional information.		, ::	
<i>E</i> 1	•			



# Risk Management – Asset/Liability Management (continued)

**Liquidity and Funding** The objective of effective liquidity management is to ensure that we can meet customer loan requests, customer deposit maturities/withdrawals and other cash commitments efficiently under both normal operating conditions and under periods of Wells Fargo-specific and/or market stress. To achieve this objective, the Board of Directors establishes liquidity guidelines that require sufficient asset-based liquidity to cover potential funding requirements and to avoid over-dependence on volatile, less reliable funding markets. These guidelines are monitored on a monthly basis by the Corporate ALCO and on a quarterly basis by the Board of Directors. These guidelines are established and monitored for both the consolidated company and for the Parent on a stand-alone basis to ensure that the Parent is a source of strength for its regulated, deposit-taking banking subsidiaries.

We maintain liquidity in the form of cash, cash equivalents and unencumbered high-quality, liquid securities. These assets make up our primary sources of liquidity, which are presented in Table 48. Our cash is primarily on deposit with the Federal Reserve. Securities included as part of our primary sources of liquidity are comprised of U.S. Treasury and federal agency debt, and mortgage-backed securities issued by federal agencies within our investment securities portfolio. We believe these securities provide quick sources of liquidity through sales or by pledging to obtain financing, regardless of market conditions. Some of these securities are within the held-to-maturity portion of our investment securities portfolio and as such are not intended for sale but may be pledged to obtain financing. Some of the legal entities within our consolidated group of companies are subject to various regulatory, tax, legal and other restrictions that can limit the transferability of their funds. Accordingly, we believe we maintain adequate liquidity at these entities in consideration of such funds transfer restrictions.

Tabl	e 48:	Prima	ry S	ources of	Liquidity					
						June 30, 2014			Dec	ember 31, 2013
(in m	nillion	ns)		Total	<b>Encumbered</b>	Unencumbered		Total	Encumbered	Unencumbered
	Interest-earning			207,080	ı	207,080	\$	186,249	1	186,249
Securities of U.S. Treasury and federal agencies (1)			24,328	882	23,446		6,280	571	5,709	
Mortgage-backe securities of federal agencies (2)		of	d	123,050	60,975	62,075		123,796	60,605	63,191
	Tota	.l	\$	354,458	61,857	292,601	\$	316,325	61,176	255,149
(1)										

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

	Included in encumbered securities at June 30, 2014, were securities with a fair value of \$300 million which were purchased in June, but settled in July 2014.										
(2)	whic Dece	h were ember (	pur 31, 2	chased in 2013, wer	June, but set	lune 30, 2014, we tled in July 2014. ith a fair value of / 2014.	Incl	ude	d in encur	nbered secur	ities at

Other than our primary sources of liquidity shown in Table 48, liquidity is also available through the sale or financing of other securities including trading and/or available-for-sale securities, as well as through the sale, securitization or financing of loans, to the extent such securities and loans are not encumbered. In addition, other securities in our held-to-maturity portfolio, to the extent not encumbered, may be pledged to obtain financing.

Core customer deposits have historically provided a sizeable source of relatively stable and low-cost funds. At June 30, 2014, core deposits were 122% of total loans compared with 119% at December 31, 2013. Additional funding is provided by long-term debt, other foreign deposits, and short-term borrowings.

Table 49 shows selected information for short-term borrowings, which generally mature in less than 30 days.

Table	49: Sho	rt-Term	Borro	vings						
									Quarte	er ended
										June
						June 30,	Mar. 31,	Dec. 31,	Sept. 30,	30
(in mi	llions)					2014	2014	2013	2013	2013
	nce, peri									
				d securities sold under						
agree	ments to	repurc	hase		\$	45,379	39,254	36,263	36,881	38,486
Comr	nercial p	aper				4,261	6,070	5,162	5,116	4,132
Other	short-te	rm borr	owings			12,209	11,737	12,458	11,854	14,365
	Total				\$	61,849	57,061	53,883	53,851	56,983
Avera	age daily	/ balan	ce for p	period						
				d securities sold under						
agree	ments to	repurc	hase		\$	42,233	37,711	36,232	35,894	38,206
Comr	nercial p	aper				5,221	5,713	4,731	4,610	4,855
Other	short-te	rm borr	owings			11,391	11,078	11,323	12,899	14,751
	Total				\$	58,845	54,502	52,286	53,403	57,812
Maxir	mum mo	nth-en	d balar	nce for period						
		•		d securities sold under						
agree	ements to	repurc	hase (1	)	\$	45,379	39,589	36,263	36,881	39,451
Comr	nercial p	aper (2)	)			5,175	6,070	5,162	5,116	5,500
Other	short-te	rm borr	owings	(3)		12,209	11,737	12,458	13,384	14,916
(1)	Highes	st montl	h-end b	alance in each of the la	st five o	quarters wa	as in June	and Febr	ruary	
	2014 a	and Dec	ember,	September and May 20	)13.					
(2)	_			alance in each of the la	st five o	quarters wa	as in April	and Marc	ch 2014	
				ember and May 2013.						
(3)	_			alance in each of the la	st five o	quarters wa	as in June	and Mar	ch 2014	
	and D	ecembe	er, July	and April 2013.		<u></u>			1	

We access domestic and international capital markets for long-term funding (generally greater than one year) through issuances of registered debt securities, private placements and asset-backed secured funding. Investors in the long-term capital markets, as well as other market participants, generally will consider, among other factors, a company's debt rating in making investment decisions. Rating agencies base their ratings on many quantitative and qualitative factors, including capital adequacy, liquidity, asset quality, business mix, the level and quality of earnings, and rating agency assumptions regarding the probability and extent of federal financial assistance or support for certain large financial institutions. Adverse changes in these factors could result in a reduction of our credit rating; however, our debt securities do not contain credit rating covenants.

Generally, rating agencies review a firm's ratings at least annually. There were no changes to our credit ratings in second quarter 2014, and both the Parent and Wells Fargo Bank, N.A. remain among the top-rated financial firms in

All internal valuation models are subject to ongoing review by business-unit-level management, and all madels are

the U.S. On June 24, 2014, DBRS confirmed all the ratings of Wells Fargo and its rated subsidiaries. Also, Standard and Poor's Rating Services (S&P) is continuing its reassessment of whether to incorporate the likelihood of extraordinary government support into the ratings of certain bank holding companies, including the Parent, in light of regulatory developments related to the Title II Orderly Liquidation Authority of the Dodd-Frank Act that could make federal support less certain and predictable. S&P has not specified a timeframe for completion of their review.

See the "Risk Factors" section in our 2013 Form 10-K for additional information on the potential impact a credit rating downgrade would have on our liquidity and operations, as well as Note 12 (Derivatives) to Financial Statements in this Report for information regarding additional collateral and funding obligations required for certain derivative instruments in the event our credit ratings were to fall below investment grade.

The credit ratings of the Parent and Wells Fargo Bank, N.A. as of June 30, 2014, are presented in Table 50.

# Risk Management – Asset/Liability Management (continued)

Table 50: Credit Ratings						
	Wells	Fargo	& Company	Well	s Farg	o Bank, N.A.
			Short-term	Long-term		Short-term
	Senior					
	debt borrowings			deposits		borrowings
Moody's	A2		P-1	Aa3		P-1
S&P	A+		A-1	AA-		A-1+
Fitch Ratings	AA-		F1+	AA		F1+
DBRS	AA		R-1*	AA**		R-1**
* middle **high						

On January 6, 2013, the Basel Committee on Bank Supervision (BCBS) endorsed a revised Basel III liquidity framework for banks. In October 2013, a Notice of Proposed Rulemaking (NPR) regarding the U.S. implementation of the Basel III liquidity coverage ratio (LCR) was issued by the FRB, OCC and FDIC. The NPR's public comment period closed on January 31, 2014, and the agencies will review and take into consideration the comments filed on the proposal before adopting a final rule. The FRB recently finalized rules imposing enhanced liquidity management standards on large bank holding companies (BHC) such as Wells Fargo. We will continue to analyze these proposed and recently finalized rules and other regulatory proposals that may affect liquidity risk management to determine the level of operational or compliance impact to Wells Fargo. For additional information see the "Capital Management" and "Regulatory Reform" sections in this Report and in our 2013 Form 10-K.

**Parent** Under SEC rules, our Parent is classified as a "well-known seasoned issuer," which allows it to file a registration statement that does not have a limit on issuance capacity. In May 2014, the Parent filed a registration statement with the SEC for the issuance of senior and subordinated notes, preferred stock and other securities. The Parent's ability to issue debt and other securities under this registration statement is limited by the debt issuance authority granted by the Board. The Parent is currently authorized by the Board to issue \$60 billion in outstanding short-term debt and \$170 billion in outstanding long-term debt. At June 30, 2014, the Parent had available \$43.4 billion in short-term debt issuance authority and \$73.5 billion in long-term debt issuance authority. The Parent's debt issuance authority granted by the Board includes short-term and long-term debt issued to affiliates. During the first half of 2014, the Parent issued \$9.0 billion of senior notes, of which \$6.2 billion were registered with the SEC. In addition, during the first half of 2014, the Parent issued \$2.5 billion of subordinated notes, all of which were registered with the SEC. In addition, in July 2014, the Parent issued \$250 million of registered senior notes.

The Parent's proceeds from securities issued were used for general corporate purposes, and, unless otherwise specified in the applicable prospectus or prospectus supplement, we expect the proceeds from securities issued in the future will be used for the same purposes. Depending on market conditions, we may purchase our outstanding debt securities from time to time in privately negotiated or open market transactions, by tender offer, or otherwise.

Table 51 provides information regarding the Parent's medium-term note (MTN) programs. The Parent may issue senior and subordinated debt securities under Series L & M, Series N & O, and the European and Australian

All internal valuation models are subject to ongoing review by business-unit-level management, and all magels are

programmes. Under Series K, the Parent may issue senior debt securities linked to one or more indices or bearing interest at a fixed or floating rate.

Table :	51: Medium-Term Note (MT)	N) Programs				
					Jı	une 30, 2014
					Debt	Available
		Date			issuance	fo
(in billi	ions)	established			authority	issuance
MTN p	orogram:					
	Series L & M (1)	May 2012		\$	25.0	0.9
	Series N & O (1) (2)	May 2014			-	-
	Series K (1) (3)	April 2010			25.0	22.1
	European (4) (5)	December 2009			25.0	13.9
	European (4) (6)	August 2013			10.0	10.0
	Australian (4) (7)	June 2005		AUD	10.0	5.7
(1)	SEC registered.					
(2)	The Parent can issue an	indeterminate amount of	debt secur	ities, subje	ect to the deb	t issuance
	authority granted by the E	Board described above.				
(3)	As amended in April 2012	2.				
(4)	Not registered with the Si exemptions from registra		the United	d States wi	thout applica	ble
(5)	As amended in April 2012 the Official List of the Uni Market of the London Sto	ted Kingdom Financial C				
(6)	As amended in May 2014 quotation by any stock exchanged market.	change or quotation syst	em, or will	be admitte	ed to listing, tr	ading and/o
(7)	As amended in October 2	2005, March 2010 and Se	eptember 2	013.		

Wells Fargo Bank, N.A. Wells Fargo Bank, N.A. is authorized by its board of directors to issue \$100 billion in outstanding short-term debt and \$125 billion in outstanding long-term debt. At June 30, 2014, Wells Fargo Bank, N.A. had available \$99.7 billion in short-term debt issuance authority and \$74.4 billion in long-term debt issuance authority. In March 2012, Wells Fargo Bank, N.A. established a \$100 billion bank note program under which, subject to any other debt outstanding under the limits described above, it may issue \$50 billion in outstanding short-term senior notes and \$50 billion in outstanding long-term senior or subordinated notes. During the first half of 2014, Wells Fargo Bank, N.A. issued \$2.8 billion of senior notes under the bank note program. At June 30, 2014, Wells Fargo Bank, N.A. had remaining issuance capacity under the bank note program of \$50 billion in short-term senior notes and \$33.8 billion in long-term senior or subordinated notes. In July 2014, Wells Fargo Bank, N.A. issued \$350 million of senior notes. In addition, during the first half of 2014, Wells Fargo Bank, N.A. executed advances of \$3.0 billion with the Federal Home Loan Bank of Des Moines and as of June 30, 2014, Wells Fargo Bank, N.A. had outstanding advances of \$22.0 billion with the Federal Home Loan Bank of Des Moines.

Wells Fargo Canada Corporation In February 2014, Wells Fargo Canada Corporation (WFCC), an indirect wholly owned Canadian subsidiary of the Parent, qualified with the Canadian provincial securities commissions a base shelf prospectus for the distribution from

time to time in Canada of up to CAD \$7.0 billion in medium-term notes. At June 30, 2014, CAD \$7.0 billion still remained available for future issuance under this prospectus. During the first half of 2014, WFCC issued CAD \$1.3 billion in medium-term notes under a prior base shelf prospectus. All medium-term notes issued by WFCC are unconditionally guaranteed by the Parent.

**Federal Home Loan Bank Membership** The Federal Home Loan Banks (the FHLBs) are a group of cooperatives that lending institutions use to finance housing and economic development in local communities. We are a member of the FHLBs based in Dallas, Des Moines and San Francisco. Each member of the FHLBs is required to maintain a minimum investment in capital stock of the applicable FHLB. The board of directors of each FHLB can increase the minimum investment requirements in the event it has concluded that additional capital is required to allow it to meet its own regulatory capital requirements. Any increase in the minimum investment requirements outside of specified ranges requires the approval of the Federal Housing Finance Board. Because the extent of any obligation to increase our investment in any of the FHLBs depends entirely upon the occurrence of a future event, potential future payments to the FHLBs are not determinable.

# <u>Capital</u> Management

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We have an active program for managing capital through a comprehensive process for assessing the Company's overall capital adequacy. Our objective is to maintain capital at an amount commensurate with our risk profile and risk tolerance objectives, and to meet both regulatory and market expectations. Our potential sources of capital primarily include retention of earnings net of dividends, as well as issuances of common and preferred stock. Retained earnings increased \$7.6 billion from December 31, 2013, predominantly from Wells Fargo net income of \$11.6 billion, less common and preferred stock dividends of \$4.0 billion. During second quarter 2014, we issued approximately 24 million shares of common stock. We also issued 2 million Depositary Shares, each representing 1/25th interest in a share of the Company's newly issued 5.9% Fixed-to-Floating Rate Non-Cumulative Perpetual Class A Preferred Stock, Series S, for an aggregate public offering price of \$2.0 billion. In July 2014, we issued 32 million Depositary Shares, each representing 1/1000th interest in a share of the Company's newly issued Non-Cumulative Perpetual Class A Preferred Stock, Series T, for an aggregate public offering price of \$800 million. During second quarter 2014, we repurchased approximately 24 million shares of common stock in open market transactions and from employee benefit plans, at a net cost of \$1.2 billion, and 15 million shares of common stock in settlement of a \$750 million forward purchase contract entered into in April 2014. In addition, the Company entered into a \$1.0 billion forward purchase contract in June 2014 with an unrelated third party that settled in July 2014 for 19.5 million shares and, in July 2014, entered into a \$1.0 billion forward purchase contract with an unrelated third party that is expected to settle in fourth quarter 2014 for approximately 21 million shares. For additional information about our forward repurchase agreements, see Note 1 (Summary of Significant Accounting Policies) to Financial Statements in this Report.

#### **Regulatory Capital Guidelines**

The Company and each of our insured depository institutions are subject to various regulatory capital adequacy requirements administered by the FRB and the OCC. Risk-based capital (RBC) guidelines establish a risk-adjusted ratio relating capital to different categories of assets and off-balance sheet exposures. At June 30, 2014, the Company and each of our insured depository institutions were "well-capitalized" under applicable regulatory capital adequacy guidelines. See Note 19 (Regulatory and Agency Capital Requirements) to Financial Statements in this Report for additional information.

The RBC guidelines, which have their roots in the 1988 capital accord of the Basel Committee on Banking Supervision (BCBS) establishing international guidelines for determining regulatory capital, reflect broad credit risk considerations and market-related risks, but do not take into account other types of risk facing a financial services company. Our capital adequacy assessment process contemplates a wide range of risks that the Company is exposed to and also takes into consideration our performance under a variety of stressed economic conditions, as well as regulatory expectations and guidance, rating agency viewpoints and the view of capital markets participants.

The market risk capital rule, effective January 1, 2013, is reflected in the Company's calculation of RWAs to address the market risks of significant trading activities. In December 2013, the FRB approved a final rule, effective April 1, 2014, revising the market risk capital rule to, among other things, conform to the FRB's new capital framework finalized in July 2013 and discussed below. For additional information see the "Risk Management – Asset/Liability Management" section in this Report.

In 2007, federal banking regulators approved a final rule adopting revised international guidelines for determining regulatory capital known as "Basel II." Basel II incorporates three pillars that address (a) capital adequacy, (b) supervisory review, which relates to the computation of capital and internal assessment processes, and (c) market discipline, through increased disclosure requirements. We entered the "parallel run phase" of Basel II in July 2012. During the "parallel run phase," banking organizations must successfully complete an evaluation period under supervision from regulatory agencies in order to receive approval to calculate risk-based capital requirements under the Advanced Approach guidelines. The parallel run phase will continue until we receive regulatory approval to exit parallel reporting and subsequently begin publicly reporting our Advanced Approach regulatory capital results and related disclosures.

In December 2010, the BCBS finalized a set of further revised international guidelines for determining regulatory capital known as "Basel III." These guidelines were developed in response to the 2008 financial crisis and were intended to address many of the weaknesses identified in the previous Basel standards, as well as in the banking sector that contributed to the crisis including excessive leverage, inadequate and low quality capital and insufficient liquidity buffers.

In July 2013, federal banking regulators approved final and interim final rules to implement the BCBS Basel III capital guidelines for U.S. banking organizations. These final capital rules, among other things:

- implement in the United States the Basel III regulatory capital reforms including those that revise the definition of capital, increase minimum capital ratios, and introduce a minimum Common Equity Tier 1 (CET1) ratio of 4.5% and a capital conservation buffer of 2.5% (for a total minimum CET1 ratio of 7.0%) and a potential countercyclical buffer of up to 2.5%, which would be imposed by regulators at their discretion if it is determined that a period of excessive credit growth is contributing to an increase in systemic risk;
- require a Tier 1 capital to average total consolidated assets ratio of 4% and introduce, for large and internationally active bank holding companies (BHCs), a Tier 1 supplementary leverage ratio of 3% that incorporates off-balance sheet exposures;
- revise Basel I rules for calculating RWA to enhance risk sensitivity under a standardized approach;
- modify the existing Basel II advanced approaches rules for calculating RWA to implement Basel III;
- deduct certain assets from CET1, such as deferred tax assets that could not be realized through net operating loss carry-backs, significant investments in non-consolidated financial entities, and MSRs, to the extent any one category exceeds 10% of CET1 or all such items, in the aggregate, exceed 15% of CET1;
- eliminate the accumulated other comprehensive income or loss filter that applies under RBC rules over a five-year phase in beginning in 2014; and
- comply with the Dodd-Frank Act provision prohibiting the reliance on external credit ratings.

We were required to comply with the final Basel III capital rules beginning January 2014, with certain provisions subject to phase-in periods. The Basel III capital rules are scheduled to be fully phased-in by January 1, 2022. Based on the final capital rules, we estimate that our CET1 ratio under the final Basel III capital rules using the Advanced Approach (fully phased-in) exceeded the minimum of 7.0% by 314 basis points at June 30, 2014.

Consistent with the Collins Amendment to the Dodd-Frank Act, banking organizations that have completed their parallel run process and have been approved by the FRB to use the Advanced Approach methodology to determine applicable minimum risk-weighted capital ratios and additional buffers must use the higher of their RWA as calculated under (i) the Advanced Approach rules, and (ii) from January 1, 2014, to December 31, 2014, the general Basel I RBC rules and, commencing on January 1, 2015, and thereafter, the risk weightings under the standardized approach.

In April 2014, federal banking regulators finalized a rule that enhances the supplementary leverage ratio requirements for large BHCs, like Wells Fargo, and their insured depository institutions. The rule, which becomes effective on January 1, 2018, will require a covered BHC to maintain a supplementary leverage ratio of at least 5% to avoid restrictions on capital distributions and discretionary bonus payments. The rule will also require that all of our insured depository institutions maintain a supplementary leverage ratio of 6% in order to be considered well capitalized. Based on our review, our current leverage levels would exceed the applicable requirements for the holding company and each of our insured depository institutions. Federal banking regulators, however, have recently proposed additional changes to the supplementary leverage ratio requirements to implement revisions to the Basel III leverage framework finalized by the BCBS in January 2014. In addition, as discussed in the "Risk Management – Asset/Liability Management – Liquidity and Funding" section in this Report, a Notice of Proposed Rulemaking regarding the U.S. implementation of the Basel III LCR was issued by the FRB, OCC and FDIC in October 2013. The proposal, which has not been finalized, was substantially similar to the BCBS proposal but differed in some respects that may be viewed as a stricter version of the LCR, such as proposing a more aggressive phase-in period.

The FRB has also indicated that it is in the process of considering new rules to address the amount of equity and unsecured debt a company must hold to facilitate its orderly liquidation and to address risks related to banking organizations that are substantially reliant on short-term wholesale funding. In addition, the FRB is developing rules to implement an additional CET1 capital surcharge on those U.S. banking organizations, such as the Company, that have been designated by the Financial Stability Board (FSB) as global systemically important banks (G-SIBs). The G-SIB surcharge would be in addition to the minimum Basel III 7.0% CET1 requirement and ranges from 1.0% to 3.5% of RWA, depending on the bank's systemic importance, which would be determined under an indicator-based approach that considers five broad categories: cross-jurisdictional activity; size; inter-connectedness; substitutability/financial institution infrastructure; and complexity. The G-SIB surcharge is expected to be phased in beginning in January 2016 and become fully effective on January 1, 2019. The FSB, in an updated listing published in November 2013 based on year-end 2012 data, identified the Company as one of the 29 G-SIBs and provisionally determined that the Company's surcharge would be 1.0%. The FSB is expected to update the list of G-SIBs and their required surcharges prior to implementation based on additional or future data.

# **Capital Planning and Stress Testing**

Under the FRB's capital plan rule, large BHCs are required to submit capital plans annually for review to determine if the FRB has any objections before making any capital distributions. The rule requires updates to capital plans in the

All internal valuation models are subject to ongoing review by business-unit-level management, and all madels are

event of material changes in a BHC's risk profile, including as a result of any significant acquisitions.

Our 2014 CCAR, which was submitted on January 3, 2014, included a comprehensive capital plan supported by an assessment of expected uses and sources of capital over a given planning horizon under a range of expected and stress scenarios, similar to the process the FRB used to conduct the CCAR in 2013. As part of the 2014 CCAR, the FRB also generated a supervisory stress test, which assumed a sharp decline in the economy and significant decline in asset pricing using the information provided by the Company to estimate performance. The FRB reviewed the supervisory stress results both as required under the Dodd-Frank Act using a common set of capital actions for all large BHCs and by taking into account the Company's proposed capital actions. The FRB published its supervisory stress test results as required under the Dodd-Frank Act on March 20, 2014. On March 26, 2014, the FRB notified us that it did not object to our capital plan included in the 2014 CCAR. The capital plan included an increase in our second quarter 2014 common stock dividend rate to \$0.35 per share, which was approved by the Board on April 29, 2014.

In addition to CCAR, federal banking regulators also require stress tests to evaluate whether an institution has sufficient capital to continue to operate during periods of adverse economic and financial conditions. These stress testing requirements set forth the timing and type of stress test activities large BHCs and banks must undertake as well as rules governing stress testing controls, oversight and disclosure requirements. The FRB recently proposed, but has not yet finalized, rules amending the existing capital plan and stress testing rules. The proposal would modify the start date of capital plan and stress testing cycles and would limit a large BHCs ability to make capital distributions to the extent its actual capital issuances were less than amounts indicated in its capital plan. As required under the FRB's stress testing rule, we completed a mid-cycle stress test based on March 31, 2014, data and scenarios developed by the Company. We submitted the results of the mid-cycle stress test to the FRB in July 2014 and expect to disclose a summary of the results in September 2014.

#### **Securities Repurchases**

From time to time the Board authorizes the Company to repurchase shares of our common stock. Although we announce when the Board authorizes share repurchases, we typically do not give any public notice before we repurchase our shares. Future stock repurchases may be private or open-market repurchases, including block transactions, accelerated or delayed block transactions, forward transactions, and similar transactions. Additionally, we may enter into plans to purchase stock that satisfy the conditions of Rule 10b5-1 of the Securities Exchange Act of 1934. Various factors determine the amount and timing of our share repurchases, including our capital requirements, the number of shares we expect to issue for employee benefit plans and

# **Capital Management (continued)**

acquisitions, market conditions (including the trading price of our stock), and regulatory and legal considerations, including the FRB's response to our capital plan and to changes in our risk profile.

In October 2012, the Board authorized the repurchase of 200 million shares, which was completed by July 2014. The Board authorized the repurchase of an additional 350 million shares in March 2014. At June 30, 2014, we had remaining authority to repurchase approximately 351 million shares, subject to regulatory and legal conditions. For more information about share repurchases during 2014, see Part II, Item 2 in this Report.

Historically, our policy has been to repurchase shares under the "safe harbor" conditions of Rule 10b-18 of the Securities Exchange Act of 1934 including a limitation on the daily volume of repurchases. Rule 10b-18 imposes an additional daily volume limitation on share repurchases during a pending merger or acquisition in which shares of our stock will constitute some or all of the consideration. Our management may determine that during a pending stock merger or acquisition when the safe harbor would otherwise be available, it is in our best interest to repurchase shares in excess of this additional daily volume limitation. In such cases, we intend to repurchase shares in compliance with the other conditions of the safe harbor, including the standing daily volume limitation that applies whether or not there is a pending stock merger or acquisition.

In connection with our participation in the Capital Purchase Program (CPP), a part of the Troubled Asset Relief Program (TARP), we issued to the U.S. Treasury Department warrants to purchase 110,261,688 shares of our common stock with an exercise price of \$34.01 per share expiring on October 28, 2018. The terms of the warrants require the exercise price to be adjusted under certain circumstances when the Company's quarterly common stock dividend exceeds \$0.34 per share, which occurred in second quarter 2014. Accordingly, with each quarterly common stock dividend above \$0.34 per share, we must calculate whether an adjustment to the exercise price is required by the terms of the warrants, including whether certain minimum thresholds have been met to trigger an adjustment, and notify the holders of any such change. The Board authorized the repurchase by the Company of up to \$1 billion of the warrants. At June 30, 2014, there were 39,108,764 warrants outstanding and exercisable and \$452 million of unused warrant repurchase authority. Depending on market conditions, we may purchase from time to time additional warrants in privately negotiated or open market transactions, by tender offer or otherwise.

#### **Risk-Based Capital and Risk-Weighted Assets**

Table 52 and Table 53 provide information regarding the composition of and change in our risk-based capital, respectively, under Basel I and Basel III (General Approach).

Table 52: Risk-Based Capital Components					
			<b>D</b> 1 III		
			r Basel III		<del></del>
			ieneral		Unde
		Appı	roach) (1)		Basel
			June 30,		Dec. 31
(in billions)			2014		2013
Total equity		\$	181.5		171.0
Noncontrolling interests			(0.6)		(0.9)
Total Wells Fargo stockholders' equity			180.9		170.1
Adjustments:					
Preferred stock			(17.2)		(15.2)
Cumulative other comprehensive income (2)			(3.2)		(1.4)
Goodwill and other intangible assets (2)(3)			(25.6)		(29.6)
Investment in certain subsidiaries and other			(0.1)		(0.4)
Common Equity Tier 1 (1)(4)	(A)		134.8		123.5
Preferred stock			17.2		15.2
Qualifying hybrid securities and noncontrolling interests			-		2.0
Other			(0.3)		-
Total Tier 1 capital			151.7		140.7
Long-term debt and other instruments qualifying as Tier 2			24.0		20.5
Qualifying allowance for credit losses			13.8		14.3
Other			-		0.7
Total Tier 2 capital			37.8		35.5
Total qualifying capital	(B)	\$	189.5		176.2
	(-)	Ť	10010		77.51
Basel III Risk-Weighted Assets (RWAs) (5):					
Credit risk		\$	1,145.7		
Market risk		<b>+</b> •	46.8		
Basel I RWAs (5):			1010		
Credit risk					1,105.2
Market risk					36.3
Total Basel III / Basel I RWAs	(C)	\$	1,192.5		1,141.5
Total Basel III / Basel I I I I I I I I I I I I I I I I I I I	(0)	Ψ	1,132.3		1,171.0
Capital Ratios:					
Common Equity Tier 1 to total RWAs	(A)/(C)		11.31	%	10.82
Total capital to total RWAs	(B)/(C)		15.89	/0	15.43
Total capital to total TIVVAS	(0)/(0)	+	15.69		15.43
					s a

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

	(General Approach) RWAs during 2014. See Table 55 in this section for a summary of changes in RWAs from December 31, 2013, to June 30, 2014.
(2)	Under transition provisions to Basel III, cumulative other comprehensive income (previously deducted under Basel I) is included in CET1 over a specified phase-in period. In addition, certain intangible assets includable in CET1 are phased out over a specified period.
(3)	Goodwill and other intangible assets are net of any associated deferred tax liabilities.
(4)	CET1 (formerly Tier 1 common equity under Basel I) is a non-GAAP financial measure that is used by investors, analysts and bank regulatory agencies to assess the capital position of financial services companies. Management reviews CET1 along with other measures of capital as part of its financial analyses and has included this non-GAAP financial information, and the corresponding reconciliation to total equity, because of current interest in such information on the part of market participants.
(5)	Under the regulatory guidelines for risk-based capital, on-balance sheet assets and credit equivalent amounts of derivatives and off-balance sheet items are assigned to one of several broad risk categories according to the obligor, or, if relevant, the guarantor or the nature of any collateral. The aggregate dollar amount in each risk category is then multiplied by the risk weight associated with that category. The resulting weighted values from each of the risk categories are aggregated for determining total RWAs.

# **Capital Management (continued)**

Table 53: Analysis of Changes in Capital Under Basel III (General Approach)		
Tuble 33. Amarysis of changes in Capital Chaef Basel III (General Approach)		
(in billions)		
Common Equity Tier 1 at December 31, 2013		\$ 123.5
Net income		11.0
Common stock dividends		(3.4)
Common stock issued and repurchased		(2.4)
Goodwill and other intangible assets (net of any associated deferred tax liabilities)		4.0
Other		2.1
Change in Common Equity Tier 1		11.3
Common Equity Tier 1 at June 30, 2014		\$ 134.8
Tier 1 capital at December 31, 2013		\$ 140.7
Change in Common Equity Tier 1		11.3
Issuance of noncumulative perpetual preferred		2.0
Other		(2.3)
Change in Tier 1 capital		11.0
Tier 1 capital at June 30, 2014	(A)	\$ 151.7
Tier 2 capital at December 31, 2013		\$ 35.5
Change in long-term debt and other instruments qualifying as Tier 2		3.5
Change in qualifying allowance for credit losses		(0.5)
Other		(0.7)
Change in Tier 2 capital		2.3
Tier 2 capital at June 30, 2014	(B)	37.8
	(A) +	
Total qualifying capital	(B)	\$ 189.5

Table 54 presents information on the components of RWAs included within our regulatory capital ratios. RWAs prior to 2014 were determined under Basel I, and RWAs in 2014 reflect the transition to Basel III (General Approach).

Table	54: Basel	III (Gen	eral Approac	ch) RWAs/	Basel I RWA	S			
								June 30,	Dec. 31,
(in mi	llions)							2014	2013
On-ba	alance she	et RWA	3						
	Investme	ent secu	rities				\$	88,041	93,445
	Securitie	es financ	ing transacti	ions (1)				10,337	10,385

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

	Loans (2)			699,825	680,953		
	Market risk			46,782	36,339		
	Other			108,916	91,788		
	Total on-balance sheet RWAs			953,901	912,910		
Off-b	palance sheet RWAs						
	Commitments and guarantees (3)			206,797	199,197		
	Derivatives			11,159	10,545		
	Other			20,646	18,862		
	Total off-balance sheet RWAs			238,602	228,604		
	Total Basel III / Basel I RWAs		\$	1,192,503	1,141,514		
(1)	Represents federal funds sold and securities purchas	ed und	er resale a	agreements.			
(2)	Represents loans held for sale and loans held for investment.						
(3)	Primarily includes financial standby letters of credit and other unused commitments.						

Table 55 presents changes in RWAs for the first half of 2014. Effective January 1, 2014, we commenced transitioning RWAs from Basel I to Basel III (General Approach) under final rules adopted by federal banking regulators in July 2013.

Table 55: Analys	is of Changes	in RWAs				
(in millions)						
Basel I RWAs at December 31, 2013					\$	1,141,514
Net change in or	ı-balance she	et RWAs:				
Investme	Investment securities					(5,404)
Securitie	Securities financing transactions					(48)
Loans	Loans					18,872
Market r	Market risk					10,443
Other	Other					17,128
	Total chang	e in on-balance	sheet RWAs			40,991
Net change in of	f-balance she	et RWAs:				
Commitr	Commitments and guarantees					7,600
Derivativ	Derivatives					614
Other	Other					1,784
	Total chang	e in off-balance	sheet RWAs			9,998
		Total change in	RWAs			50,989
Basel III (General Approach) RWAs at June 30, 2014				\$	1,192,503	

The increase in total RWAs from December 31, 2013, was primarily due to increased lending activity.

Table 56 provides information regarding our CET1 calculation as estimated under Basel III using the Advanced Approach, fully phased-in method.

Table 56: Common Equity (1)(2)	Tier 1 Under Basel III	(Advanced Approach, F	Cully Phased-In)		
(in billions)				June 30, 2014	
Common Equity Tier 1 (transition amount) under Basel III				\$	134.8
Adjustments from transition amount to fully phased-in Basel III (3):					
Cumulativ	e other comprehensive	e income			3.2
Other					(2.6)
Total adjustments				0.6	

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

	Common Equity Tier 1 (fully phased-in) under Basel III		(C)	\$	135.4			
Total RWAs anticipated under Basel III (4)			(D)	\$	1,335.3			
	non Equity Tier 1 to total RWAs anticipated under Basel III							
(Adva	nced Approach, fully phased-in)		(C)/(D)		10.14	%		
(1)	CET1 is a non-GAAP financial measure that is used by investors, analysts and bank regulatory agencies to assess the capital position of financial services companies. Management reviews CET1 along with other measures of capital as part of its financial analyses and has included this non-GAAP financial information, and the corresponding reconciliation to total equity, because of current interest in such information on the part of market participants.							
(2)	The Basel III CET1 and RWAs are estimated based on the Basel III capital rules adopted July 2, 2013, by the FRB. The rules establish a new comprehensive capital framework for U.S. banking organizations that implement the Basel III capital framework and certain provisions of the Dodd-Frank Act. The rules are being fully phased-in effective January 1, 2014, through the end of 2021.							
(3)	Assumes cumulative other comprehensive income is fully phased-in and certain other intangible assets are fully phased out under Basel III capital rules.							
(4)								

# Regulatory Reform

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Since the enactment of the Dodd-Frank Act in 2010, the U.S. financial services industry has been subject to a significant increase in regulation and regulatory oversight initiatives. This increased regulation and oversight has substantially changed how most U.S. financial services companies conduct business and has increased their regulatory compliance costs.

The following supplements our discussion of the significant regulations and regulatory oversight initiatives that have affected or may affect our business contained in the "Regulatory Reform" and "Risk Factors" sections of our 2013 Form 10-K and the "Regulatory Reform" section of our 2014 First Quarter Report on Form 10-Q.

**VOLCKER RULE** The Volcker Rule, with limited exceptions, prohibits banking entities from engaging in proprietary trading or owning any interest in or sponsoring or having certain relationships with a hedge fund, a private equity fund or certain structured transactions that are deemed covered funds. On December 10, 2013, federal banking regulators, the SEC and CFTC (collectively, the "Volcker supervisory regulators") jointly released a final rule to implement the Volcker Rule's restrictions. Banking entities are not required to come into compliance with the Volcker Rule's restrictions until July 21, 2015. Banking entities with \$50 billion or more in trading assets and liabilities such as Wells Fargo, however, are required to report to the Volcker supervisory regulators certain trading metrics beginning June 30, 2014. During the conformance period, banking entities are expected to engage in "good-faith" planning efforts, appropriate for their activities and investments, to enable them to conform all of their activities and investments to the Volcker Rule's restrictions by no later than July 21, 2015. Limited further extensions of the compliance period may be granted at the discretion of the FRB. The FRB recently announced that it intends to exercise its authority to give banking entities two additional one-year extensions to conform their ownership interests in and sponsorships of certain collateralized loan obligations that meet the definition of covered fund under the rule. As a banking entity with more than \$50 billion in consolidated assets, we will also be subject to enhanced compliance program requirements. We continue to evaluate the final rule and assess its impact on our trading and investment activities, but we do not anticipate a material impact to our financial results from the rule as prohibited proprietary trading and covered fund investment activities are not significant to our financial results. Moreover, we already have reduced or exited certain businesses in anticipation of the rule's compliance date and expect to have to make limited divestments in non-conforming funds as a result of the rule.

**ENHANCED REGULATION OF MONEY MARKET MUTUAL FUNDS** On July 23, 2014, the SEC adopted a rule governing money market mutual funds that, among other things, requires significant structural changes to these funds, including requiring institutional prime money market funds to maintain a variable net asset value and providing for the imposition of liquidity fees and redemption gates for all non-governmental money market funds during periods in which they experience liquidity impairments of a certain magnitude. The SEC has provided a period of two years following the effective date of the rule for funds to comply with these structural changes.

**REGULATION OF INTERCHANGE TRANSACTION FEES (THE DURBIN AMENDMENT)** On October 1, 2011, the FRB rule enacted to implement the Durbin Amendment to the Dodd-Frank Act that limits debit card

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interchange transaction fees to those "reasonable" and "proportional" to the cost of the transaction became effective. The rule generally established that the maximum allowable interchange fee that an issuer may receive or charge for an electronic debit transaction is the sum of 21 cents per transaction and 5 basis points multiplied by the value of the transaction. On July 31, 2013, the U.S. District Court for the District of Columbia ruled that the approach used by the FRB in setting the maximum allowable interchange transaction fee impermissibly included costs that were specifically excluded from consideration under the Durbin Amendment. The District Court's decision maintained the current interchange transaction fee standards until the FRB drafted new regulations or interim standards. In August 2013, the FRB filed a notice of appeal of the decision to the United States Court of Appeals for the District of Columbia. In September 2013, the Court of Appeals granted a joint motion for an expedited appeal, and the District Court's order was stayed pending the appeal. In March 2014, the Court of Appeals reversed the District Court's decision, but did direct the FRB to provide further explanation regarding its treatment of the costs of monitoring transactions. The plaintiffs did not file a petition for rehearing with the Court of Appeals but have requested and received an extension of time to file a petition for writ of certiorari with the U.S. Supreme Court.

"LIVING WILL" REQUIREMENTS AND RELATED MATTERS Rules adopted by the FRB and the FDIC under the Dodd-Frank Act require large financial institutions, including Wells Fargo, to prepare and periodically revise resolution plans, so-called "living wills", that would facilitate their resolution in the event of material distress or failure. Wells Fargo submitted its second annual resolution plan under these rules on June 26, 2014. Our national bank subsidiary, Wells Fargo Bank, N.A., is also required to prepare a resolution plan for the FDIC under separate regulatory authority and submitted its second annual plan on June 16, 2014.

# **Critical Accounting Policies**

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Our significant accounting policies (see Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K) are fundamental to understanding our results of operations and financial condition because they require that we use estimates and assumptions that may affect the value of our assets or liabilities and financial results. Six of these policies are critical because they require management to make difficult, subjective and complex judgments about matters that are inherently uncertain and because it is likely that materially different amounts would be reported under different conditions or using different assumptions. These policies govern:

- the allowance for credit losses;
- PCI loans;
- the valuation of residential MSRs;
- liability for mortgage loan repurchase losses;
- the fair valuation of financial instruments; and
- income taxes.

Management has reviewed and approved these critical accounting policies and has discussed these policies with the Board's Audit and Examination Committee. These policies are described further in the "Financial Review – Critical Accounting Policies" section and Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K.

# **Current Accounting Developments**

The following accounting pronouncements have been issued by the FASB but are not yet effective:

- Accounting Standards Update (ASU or Update) 2014-12 Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved After the Requisite Service Period;
- ASU 2014-11 Repurchase-to-Maturity Transactions, Repurchase Financings, and Disclosures;
- ASU 2014-09 *Revenue from Contracts With Customers* (Topic 606);
- ASU 2014-08 Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity; and
- ASU 2014-01 Accounting for Investments in Qualified Affordable Housing Projects.

ASU 2014-12 provides accounting guidance for employee share-based payment awards with a specific performance target. The Update clarifies that awards containing a performance target that affects vesting and could be achieved after the requisite service period should be treated as a performance condition. Compensation cost should be recognized in the period in which it becomes probable that the performance target will be achieved and should represent the cost attributable to service periods that employees have already completed. This guidance is effective for us in first quarter 2016 with early adoption permitted. The guidance can be applied prospectively to awards granted or modified after the effective date or retrospectively to awards outstanding in the prior periods presented. The Update will not affect our consolidated financial statements as the guidance is consistent with our current practice.

ASU 2014-11 changes the accounting for certain repurchase agreements and similar transactions and requires new disclosures. The Update eliminates the difference in accounting treatment for repurchase agreements that settle at the same time as transferred financial assets (repurchase-to-maturity transactions) and repurchase agreements that settle before the maturity of the transferred financial asset. Under the new guidance, repurchase-to-maturity transactions must be accounted for as secured borrowings and not as sales with forward agreements, as is required under current accounting. The Update also requires separate accounting treatment for repurchase financing arrangements where an agreement to transfer a financial asset is executed at the same time as a repurchase agreement with the same counterparty. Under such arrangements, the repurchase agreement is accounted for as a secured borrowing. The new disclosure requirements include expanded information about transfers accounted for as sales, such as the carrying amount of assets derecognized and the amount of gross proceeds received. In addition, new disclosures will be required for repurchase agreements, securities lending transactions, and repurchase-to-maturity transactions, including the remaining contractual maturity of the agreements, and discussion of the potential risks associated with the agreements and related collateral. The accounting changes are effective for us in first quarter 2015 with early adoption prohibited. The disclosures are required in first quarter 2015 for transfers accounted for as sales with the remaining disclosures required in second quarter 2015. We are evaluating the impact this Update will have on our consolidated financial statements.

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**ASU 2014-09** modifies the guidance companies use to recognize revenue from contracts with customers for transfers of goods or services and transfers of nonfinancial assets, unless those contracts are within the scope of other standards. The Update requires that entities apply a specific method to recognize revenue reflecting the consideration expected from customers in exchange for the transfer of goods and services. The guidance also requires new qualitative and quantitative disclosures, including information about contract balances and performance obligations. Entities are also required to disclose significant judgments and changes in judgments for determining the satisfaction of performance obligations. The Update is effective for us in first quarter 2017 with retrospective application to prior periods presented or retrospectively as a cumulative effect adjustment in the period of adoption. Early adoption is not permitted. We are evaluating the impact this Update will have on our consolidated financial statements.

ASU 2014-08 changes the definition and reporting requirements for discontinued operations. Under the new guidance, an entity's disposal of a component or group of components must be reported in discontinued operations if the disposal is a strategic shift that has or will have a significant effect on the entity's operations and financial results. Major strategic shifts include disposals of a significant geographic area or line of business. This guidance also requires new disclosures on discontinued operations, such as the income statement line items making up the pretax profit or loss of the discontinued operations and information on significant continuing involvement with discontinued operations. These changes are effective for us in first quarter 2015 with prospective application. Early adoption is permitted for disposals that have not been previously reported. This Update will not have a material impact on our consolidated financial statements.

ASU 2014-01 amends the accounting guidance for investments in affordable housing projects that qualify for the low-income housing tax credit. The Update allows companies to make an accounting policy election to amortize the cost of its investments in proportion to the tax benefits received if certain criteria are met and present the amortization as a component of income tax expense. The new guidance is effective in first quarter 2015 with early adoption permitted. Additionally, the new accounting guidance requires incremental disclosures for all entities that invest in qualified affordable housing projects regardless of the policy election. We do not intend to adopt the accounting policy election permitted by the Update, and therefore, it will not affect our consolidated financial statements.

# Forward-Looking Statements

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This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In addition, we may make forward-looking statements in our other documents filed or furnished with the SEC, and our management may make forward-looking statements orally to analysts, investors, representatives of the media and others. Forward-looking statements can be identified by words such as "anticipates," "intends," "plans," "seeks," "believes," "estimates," "expects," "target," "projects," "outlook," "forecast," "will," "may," "could," "should," "can" and sim future periods. In particular, forward-looking statements include, but are not limited to, statements we make about: (i) the future operating or financial performance of the Company, including our outlook for future growth; (ii) our noninterest expense and efficiency ratio; (iii) future credit quality and performance, including our expectations regarding future loan losses and allowance releases; (iv) the appropriateness of the allowance for credit losses; (v) our expectations regarding net interest income and net interest margin; (vi) loan growth or the reduction or mitigation of risk in our loan portfolios; (vii) future capital levels and our estimated Common Equity Tier 1 ratio under Basel III capital standards; (viii) the performance of our mortgage business and any related exposures; (ix) the expected outcome and impact of legal, regulatory and legislative developments, as well as our expectations regarding compliance therewith; (x) future common stock dividends, common share repurchases and other uses of capital; (xi) our targeted range for return on assets and return on equity; (xii) the outcome of contingencies, such as legal proceedings; and (xiii) the Company's plans, objectives and strategies.

Forward-looking statements are not based on historical facts but instead represent our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Our actual results may differ materially from those contemplated by the forward-looking statements. We caution you, therefore, against relying on any of these forward-looking statements. They are neither statements of historical fact nor guarantees or assurances of future performance. While there is no assurance that any list of risks and uncertainties or risk factors is complete, important factors that could cause actual results to differ materially from those in the forward-looking statements include the following, without limitation:

- current and future economic and market conditions, including the effects of declines in housing prices, high unemployment rates, U.S. fiscal debt, budget and tax matters, and the overall slowdown in global economic growth;
- our capital and liquidity requirements (including under regulatory capital standards, such as the Basel III capital standards) and our ability to generate capital internally or raise capital on favorable terms;
- financial services reform and other current, pending or future legislation or regulation that could have a negative effect on our revenue and businesses, including the Dodd-Frank Act and other legislation and regulation relating to bank products and services;
- the extent of our success in our loan modification efforts, as well as the effects of regulatory requirements or guidance regarding loan modifications;
- the amount of mortgage loan repurchase demands that we receive and our ability to satisfy any such demands without having to repurchase loans related thereto or otherwise indemnify or reimburse third parties, and the credit quality of or losses on such repurchased mortgage loans;

- negative effects relating to our mortgage servicing and foreclosure practices, including our obligations under the settlement with the Department of Justice and other federal and state government entities, as well as changes in industry standards or practices, regulatory or judicial requirements, penalties or fines, increased servicing and other costs or obligations, including loan modification requirements, or delays or moratoriums on foreclosures;
- our ability to realize our efficiency ratio target as part of our expense management initiatives, including as a result of business and economic cyclicality, seasonality, changes in our business composition and operating environment, growth in our businesses and/or acquisitions, and unexpected expenses relating to, among other things, litigation and regulatory matters;
- the effect of the current low interest rate environment or changes in interest rates on our net interest income, net interest margin and our mortgage originations, mortgage servicing rights and mortgages held for sale;
- a recurrence of significant turbulence or disruption in the capital or financial markets, which could result in, among other things, reduced investor demand for mortgage loans, a reduction in the availability of funding or increased funding costs, and declines in asset values and/or recognition of other-than-temporary impairment on securities held in our investment securities portfolio;
- the effect of a fall in stock market prices on our investment banking business and our fee income from our brokerage, asset and wealth management businesses;
- reputational damage from negative publicity, protests, fines, penalties and other negative consequences from regulatory violations and legal actions;
- a failure in or breach of our operational or security systems or infrastructure, or those of our third party vendors or other service providers, including as a result of cyber attacks;
- the effect of changes in the level of checking or savings account deposits on our funding costs and net interest margin;
- fiscal and monetary policies of the Federal Reserve Board; and
- the other risk factors and uncertainties described under "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2013.

In addition to the above factors, we also caution that the amount and timing of any future common stock dividends or repurchases will depend on the earnings, cash requirements and financial condition of the Company, market conditions, capital requirements (including under Basel capital standards), common stock issuance requirements, applicable law and regulations (including federal securities laws and federal banking regulations), and other factors deemed relevant by the Company's Board of Directors, and may be subject to regulatory approval or conditions.

#### **Forward-Looking Statements** (continued)

For more information about factors that could cause actual results to differ materially from our expectations, refer to our reports filed with the Securities and Exchange Commission, including the discussion under "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2013, as filed with the Securities and Exchange Commission and available on its website at www.sec.gov.

Any forward-looking statement made by us speaks only as of the date on which it is made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

# Risk Factors

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An investment in the Company involves risk, including the possibility that the value of the investment could fall substantially and that dividends or other distributions on the investment could be reduced or eliminated. For a discussion of risk factors that could adversely affect our financial results and condition, and the value of, and return on, an investment in the Company, we refer you to the "Risk Factors" section of our 2013 Form 10-K.

#### **Controls and Procedures**

#### **Disclosure Controls and**

### **Procedures**

The Company's management evaluated the effectiveness, as of June 30, 2014, of the Company's disclosure controls and procedures. The Company's chief executive officer and chief financial officer participated in the evaluation. Based on this evaluation, the Company's chief executive officer and chief financial officer concluded that the Company's disclosure controls and procedures were effective as of June 30, 2014.

## **Internal Control Over Financial**

## Reporting

Internal control over financial reporting is defined in Rule 13a-15(f) promulgated under the Securities Exchange Act of 1934 as a process designed by, or under the supervision of, the Company's principal executive and principal financial officers and effected by the Company's Board, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with U.S. generally accepted accounting principles (GAAP) and includes those policies and procedures that:

- pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of assets of the Company;
- provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with GAAP, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and
- provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate. No change occurred during second quarter 2014 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

Wells Fargo & Company and Subsidiaries					
Consolidated Statement of Income (Unaudite	ed)				
				Six months	ended June
			ded June 30,		30,
(in millions, except per share amounts)		2014	2013	2014	2013
Interest income					
Trading assets	\$	407	340	781	667
Investment securities		2,112	2,034	4,222	3,959
Mortgages held for sale		195	378	365	749
Loans held for sale		1	4	3	7
Loans		8,852	8,902	17,598	17,763
Other interest income		226	169	436	332
Total interest income		11,793	11,827	23,405	23,477
Interest expense					
Deposits		275	353	554	722
Short-term borrowings		14	17	26	37
Long-term debt		620	632	1,239	1,329
Other interest expense		93	75	180	140
Total interest expense		1,002	1,077	1,999	2,228
Net interest income		10,791	10,750	21,406	21,249
Provision for credit losses		217	652	542	1,871
Net interest income after provision for					
credit losses		10,574	10,098	20,864	19,378
Noninterest income					
Service charges on deposit accounts		1,283	1,248	2,498	2,462
Trust and investment fees		3,609	3,494	7,021	6,696
Card fees		847	813	1,631	1,551
Other fees		1,088	1,089	2,135	2,123
Mortgage banking		1,723	2,802	3,233	5,596
Insurance		453	485	885	948
Net gains from trading activities		382	331	814	901
Net gains (losses) on debt securities (1)		71	(54)	154	(9)
Net gains from equity investments (2)		449	203	1,296	316
Lease income		129	225	262	355
Other		241	(8)	356	449
Total noninterest income		10,275	10,628	20,285	21,388
Noninterest expense					, -
Salaries		3,795	3,768	7,523	7,431
Commission and incentive compensation		2,445	2,626	4,861	5,203
Employee benefits		1,170	1,118	2,542	2,701

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Equipment	445	418	935	946
Net occupancy	722	716	1,464	1,435
Core deposit and other intangibles	349	377	690	754
FDIC and other deposit assessments	225	259	468	551
Other	3,043	2,973	5,659	5,634
Total noninterest expense	12,194	12,255	24,142	24,655
Income before income tax expense	8,655	8,471	17,007	16,111
Income tax expense	2,869	2,863	5,146	5,283
Net income before noncontrolling				
interests	5,786	5,608	11,861	10,828
Less: Net income from noncontrolling				
interests	60	89	242	138
Wells Fargo net income	\$ 5,726	5,519	11,619	10,690
Less: Preferred stock dividends and other	302	247	588	487
Wells Fargo net income applicable to				
common stock	\$ 5,424	5,272	11,031	10,203
Per share information				
Earnings per common share	\$ 1.02	1.00	2.09	1.93
Diluted earnings per common share	1.01	0.98	2.06	1.90
Dividends declared per common share	0.35	0.30	0.65	0.55
Average common shares outstanding	5,268.4	5,304.7	5,265.6	5,291.9
Diluted average common shares				
outstanding	5,350.8	5,384.6	5,353.2	5,369.9

<sup>(1)</sup> Total other-than-temporary impairment (OTTI) losses (reversal of losses) were \$3 million and \$64 million for second quarter 2014 and 2013, respectively. Of total OTTI, losses of \$13 million and \$71 million were recognized in earnings, and reversal of losses of \$(10) million and \$(7) million were recognized as non-credit-related OTTI in other comprehensive income for second quarter 2014 and 2013, respectively. Total other-than-temporary impairment (OTTI) losses (reversal of losses) were \$(11) million and \$49 million for the first half of 2014 and 2013, respectively. Of total OTTI, losses of \$20 million and \$105 million were recognized in earnings, and reversal of losses of \$(31) million and \$(56) million were recognized as non-credit-related OTTI in other comprehensive income for the first half of 2014 and 2013, respectively.

(2) Includes OTTI losses of \$69 million and \$40 million for second quarter 2014 and 2013, respectively, and \$197 million and \$84 million for the first half of 2014 and 2013, respectively.

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Wells Fargo & Company and Subsidiaries					
Consolidated Statement of Comprehensive Income (	Unau	dited)	'		<u> </u>
		Quarte	er ended June	Six r	nonths ended
			30,		June 30,
(in millions)		2014	2013	2014	2013
Wells Fargo net income	\$	5,726	5,519	11,619	10,690
Other comprehensive income (loss), before tax:					
Investment securities:					
Net unrealized gains (losses)			(0.400)		(0.70.1)
arising during the period		2,085	(6,130)	4,810	(6,764)
Reclassification of net (gains) losses to net income		(150)	30	(544)	(00)
<del> </del>		(150)	30	(544)	(83)
Derivatives and hedging activities:  Net unrealized gains (losses)					
arising during the period		212	(10)	256	(3)
Reclassification of net gains on			(10)	200	(6)
cash flow hedges to net income		(115)	(69)	(221)	(156)
Defined benefit plans adjustments:		-7	(/		( /
Net actuarial gains (losses)					
arising during the period		(12)	772	(12)	778
Amortization of net actuarial loss,					
settlements and other to net					
income		20	113	38	162
Foreign currency translation adjustments:					
Net unrealized gains (losses)		4-7	(04)		(00)
arising during the period		17	(21)	-	(39)
Reclassification of net (gains) losses to net income		_	(15)	6	(15)
Other comprehensive income (loss), before		-	(13)	0	(13)
tax		2,057	(5,330)	4,333	(6,120)
Income tax (expense) benefit related to other		,	(0,000)	1,000	(0,120)
comprehensive income		(816)	1,979	(1,647)	2,267
Other comprehensive income (loss), net of tax		1,241	(3,351)	2,686	(3,853)
Less: Other comprehensive loss from					
noncontrolling interests		(124)	(3)	(45)	-
Wells Fargo other comprehensive income					
(loss), net of tax		1,365	(3,348)	2,731	(3,853)
Wells Fargo comprehensive income		7,091	2,171	14,350	6,837
Comprehensive income (loss) from noncontrolling					
interests		(64)	86	197	138

Total comprehensive income	\$ 7,027	2,257	14,547	6,975

The accompanying notes are an integral part of these statements.

Wells Fargo & Company and Subsidiaries		
Consolidated Balance Sheet		
	June 30,	Dec. 31,
(in millions, except shares)	2014	2013
Assets	(Unaudited)	
Cash and due from banks	\$ 20,635	19,919
Federal funds sold, securities purchased under resale agreements and		
other short-term investments	238,719	213,793
Trading assets	71,674	62,813
Investment securities:		
Available-for-sale, at fair value	248,961	252,007
Held-to-maturity, at cost (fair value \$30,386 and \$12,247)	30,108	12,346
Mortgages held for sale (includes \$16,448 and \$13,879 carried at fair		
value) (1)	21,064	16,763
Loans held for sale (includes \$1 and \$1 carried at fair value) (1)	9,762	133
Loans (includes \$5,926 and \$5,995 carried at fair value) (1)(2)	828,942	822,286
Allowance for loan losses	(13,101)	(14,502)
Net loans (2)	815,841	807,784
Mortgage servicing rights:		
Measured at fair value	13,900	15,580
Amortized	1,196	1,229
Premises and equipment, net	8,977	9,156
Goodwill	25,705	25,637
Other assets (includes \$1,902 and \$1,386 carried at fair value) (1)	92,332	86,342
Total assets (2)(3)	\$ 1,598,874	1,523,502
Liabilities		
Noninterest-bearing deposits	\$ 308,099	288,117
Interest-bearing deposits	810,478	791,060
Total deposits	1,118,577	1,079,177
Short-term borrowings	61,849	53,883
Accrued expenses and other liabilities (2)	69,021	66,436
Long-term debt	167,878	152,998
Total liabilities (2)(4)	1,417,325	1,352,494
Equity		
Wells Fargo stockholders' equity:		
Preferred stock	18,749	16,267
Common stock – \$1-2/3 par value, authorized 9,000,000,000		Í
shares;		
issued 5,481,811,474 shares and 5,481,811,474 shares	9,136	9,136

Additional paid-in capital	59,926	60,296
Retained earnings	99,926	92,361
Cumulative other comprehensive income	4,117	1,386
Treasury stock – 231,916,784 shares and 224,648,769 shares	(9,271)	(8,104)
Unearned ESOP shares	(1,724)	(1,200)
Total Wells Fargo stockholders' equity	180,859	170,142
Noncontrolling interests	690	866
Total equity	181,549	171,008
Total liabilities and equity (2)	\$ 1,598,874	1,523,502

- (1) Parenthetical amounts represent assets and liabilities for which we have elected the fair value option.
- (2) Financial information for certain periods prior to 2014 was revised to reflect our determination that certain factoring arrangements did not qualify as loans. See Note 1 for more information.
- (3) Our consolidated assets at June 30, 2014 and December 31, 2013, include the following assets of certain variable interest entities (VIEs) that can only be used to settle the liabilities of those VIEs: Cash and due from banks, \$175 million and \$165 million; Trading assets, \$34 million and \$162 million; Investment Securities, \$1.1 billion and \$1.4 billion; Mortgages held for sale, \$0 million and \$38 million; Net loans, \$5.5 billion and \$6.0 billion; Other assets, \$326 million and \$347 million, and Total assets, \$7.2 billion and \$8.1 billion, respectively.
- (4) Our consolidated liabilities at June 30, 2014 and December 31, 2013, include the following VIE liabilities for which the VIE creditors do not have recourse to Wells Fargo: Short-term borrowings, \$16 million and \$29 million; Accrued expenses and other liabilities, \$48 million and \$90 million; Long-term debt, \$2.1 billion and \$2.3 billion; and Total liabilities, \$2.2 billion and \$2.4 billion, respectively.

The accompanying notes are an integral part of these statements.

Wells Fargo & Company and Sub	eidiaries	Ι			T T		
Consolidated Statement of Char		uity (Unaudited	4)				
Consolidated Statement of Char	Equipment		<u>,</u>				
	+					+	
	+					-	
	+		Droforr	ed stock	<u> </u>	Comm	ı on stock
(in millions, except	+		Fielell	eu slock	<del>                                     </del>		OH SIOCK
shares)		Shares		Amount	Shares		Amount
Balance January 1,	+	Onares		Amount	Onares	+	Amount
2013		10,558,865	\$	12,883	5,266,314,176	\$	9,136
Net income	†	10,000,000	Ι Ψ	12,000	0,200,011,110	Ψ	0,100
Other comprehensive income	†						
(loss), net of tax							
Noncontrolling interests	1						
Common stock issued	1				60,150,600		
Common stock repurchased (1	)				(43,293,905)		
Preferred stock issued to	1				( -)),		
ESOP		1,200,000		1,200			
Preferred stock released by							
ESOP							
Preferred stock converted to co	mmon						
shares		(719,590)		(720)	18,985,851		
Preferred stock issued		25,000		625			
Common stock							
dividends							
Preferred stock dividends							
Tax benefit from stock incentive	Э						
compensation							
Stock incentive compensation							
expense	<del></del>					_	
Net change in deferred comper	isation						
and related plans	<del></del>	F0F 410		1 105	0F 040 F4C	-	
Net change	+	505,410	Φ.	1,105	35,842,546		0.100
Balance June 30, 2013		11,064,275	, b	13,988	5,302,156,722	\$	9,136
Polones Ionus: 1 001#	<del></del>	10 001 105	•	16.067	F 057 160 705		0.400
Balance January 1, 2014		10,881,195	<b>→</b>	16,267	5,257,162,705	\$	9,136
Net income						_	
Other comprehensive income (loss), net of tax	<b>-</b>						
Noncontrolling interests	+					+	
	+				50 040 650	_	
Common stock issued					50,949,650		

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Common stock repurchased (1)			(72,897,568)	
Preferred stock issued to ESOP	1,217,000	1,217		
Preferred stock released by ESOP				
Preferred stock converted to common shares	(735,699)	(735)	14,679,903	
Preferred stock issued	80,000	2,000		
Common stock dividends				
Preferred stock dividends				
Tax benefit from stock incentive compensation				
Stock incentive compensation expense				
Net change in deferred				
compensation and related plans				
Net change	561,301	2,482	(7,268,015)	-
Balance June 30, 2014	11,442,496	\$ 18,749	5,249,894,690	\$ 9,136

<sup>(1)</sup> For the first half of 2014, includes \$1.0 billion related to a private forward repurchase transaction entered into in second quarter 2014 that settled in July 2014 for 19.5 million shares of common stock. For the first half of 2013, includes \$500 million related to a private forward repurchase transaction entered into in second quarter 2013 that settled in third quarter 2013 for 12.5 million shares of common stock. See Note 1 for additional information.

The accompanying notes are an integral part of these statements.

		<del>                                     </del>	<del>                                     </del>				
			Wo	lle Fargo etock	kholders' equity		
	+ +	Cumulative	770	lis i aigo stoci	Total		
Additional	+ +	other		Unearned	Wells Fargo		
paid-in	Retainedo	mprehensive	Treasury	ESOP	stockholder	ncontrolling	Total
paid iii	ricianicate	The remember of	Treasury		Stockholaciist	Ticorning	Total
capital	earnings	income	stock	shares	equity	interests	equity
59,802	77,679	5,650	(6,610)	(986)	157,554	1,357	158,911
Í	10,690	Í			10,690	138	10,828
		(3,853)			(3,853)	-	(3,853)
(1)		,			(1)	(139)	(140)
14	(10)		1,795		1,799		1,799
(300)			(1,636)		(1,936)		(1,936)
108				(1,308)	-		-
(64)				784	720		720
136			584		-		-
(15)					610		610
39	(2,950)				(2,911)		(2,911)
	(486)				(486)		(486)
156					156		156
462					462		462
(392)			9		(383)		(383)
143	7,244	(3,853)	752	(524)	4,867	(1)	4,866
59,945	84,923	1,797	(5,858)	(1,510)	162,421	1,356	163,777
60,296	92,361	1,386	(8,104)	(1,200)	170,142	866	171,008
	11,619				11,619	242	11,861
		2,731			2,731	(45)	2,686
(1)					(1)	(373)	(374)
(176)			1,749		1,573		1,573
(500)			(3,479)		(3,979)		(3,979)
108				(1,325)	-		-
(66)				801	735		735
182			553		-		-
(5)					1,995		1,995
44	(3,467)				(3,423)		(3,423)
	(587)				(587)		(587)
330	1				330		330
538					538		538

(824)			10		(814)		(814)
(370)	7,565	2,731	(1,167)	(524)	10,717	(176)	10,541
59,926	99,926	4,117	(9,271)	(1,724)	180,859	690	181,549

Wells Fargo & Company and Subsidiaries		
Consolidated Statement of Cash Flows (Unaudited)		
	Six months e	nded June 30
(in millions)	2014	2013
Cash flows from operating activities:		
Net income before noncontrolling interests	\$ 11,861	10,828
Adjustments to reconcile net income to net cash provided by operating	,	- ,
activities:		
Provision for credit losses	542	1,871
Changes in fair value of MSRs, MHFS and LHFS carried at fair		
value	1,040	(2,269)
Depreciation, amortization and accretion	1,303	1,643
Other net gains	(118)	(6,404)
Stock-based compensation	1,144	1,139
Excess tax benefits related to stock incentive compensation	(330)	(158)
Originations of MHFS	(68,250)	(203,840)
Proceeds from sales of and principal collected on mortgages originated for		
sale	54,849	191,426
Proceeds from sales of and principal collected on LHFS	192	242
Purchases of LHFS	(102)	(187)
Net change in:		
Trading assets	2,679	27,924
Deferred income taxes	(470)	2,170
Accrued interest receivable	3	(186)
Accrued interest payable	326	198
Other assets	(6,170)	(1,156)
Other accrued expenses and liabilities	1,103	(1,126)
Net cash provided (used) by operating activities	(398)	22,115
Cash flows from investing activities:	(333)	
Net change in:		
Federal funds sold, securities purchased under resale agreements		
and other short-term investments	(23,667)	(13,047)
Available-for-sale securities:	(20,007)	(10,017)
Sales proceeds	1,670	2,166
Prepayments and maturities	16,573	27,721
Purchases	(10,954)	(52,238)
Held-to-maturity securities:	(10,954)	(32,230)
Paydowns and maturities	3,422	
Paydowns and matunties  Purchases	<del>                                     </del>	<del>-</del>
Nonmarketable equity investments:	(20,637)	<del>-</del>

Sales proceeds	1,897	1,133
Purchases	(1,565)	(998)
Loans:		
Loans originated by banking subsidiaries, net of principal collected	(29,987)	(15,275)
Proceeds from sales (including participations) of loans originated		
for		
investment	9,209	4,692
Purchases (including participations) of loans	(2,783)	(3,729)
Principal collected on nonbank entities' loans	6,455	12,012
Loans originated by nonbank entities	(6,054)	(10,410)
Net cash paid for acquisitions	(174)	-
Proceeds from sales of foreclosed assets and short sales	4,299	5,358
Net cash from purchases and sales of MSRs	(72)	530
Other, net	(377)	1,109
Net cash used by investing activities	(52,745)	(40,976)
Cash flows from financing activities:		
Net change in:		
Deposits	39,400	18,750
Short-term borrowings	7,966	(203)
Long-term debt:		
Proceeds from issuance	18,493	15,712
Repayment	(6,733)	(16,076)
Preferred stock:		
Proceeds from issuance	1,995	610
Cash dividends paid	(570)	(486)
Common stock:		
Proceeds from issuance	1,052	1,337
Repurchased	(3,979)	(1,838)
Cash dividends paid	(3,347)	(2,850)
Excess tax benefits related to stock incentive compensation	330	158
Net change in noncontrolling interests	(850)	(174)
Other, net	102	-
Net cash provided by financing activities	53,859	14,940
Net change in cash and due from banks	716	(3,921)
Cash and due from banks at beginning of period	19,919	21,860
	20,635	17,939
Supplemental cash flow disclosures:		
Cash paid for interest	1,673	2,030
Cash paid for income taxes	4,091	4,883

The accompanying notes are an integral part of these statements. See Note 1 (Summary of Significant Accounting Policies) for noncash activities.



See the Glossary of Acronyms at the end of this Report for terms used throughout the Financial Statements and related Notes.

# Note 1: Summary of Significant Accounting Policies

Wells Fargo & Company is a diversified financial services company. We provide banking, insurance, trust and investments, mortgage banking, investment banking, retail banking, brokerage, and consumer and commercial finance through banking stores, the internet and other distribution channels to consumers, businesses and institutions in all 50 states, the District of Columbia, and in foreign countries. When we refer to "Wells Fargo," "the Company," "we," "our" or "us we mean Wells Fargo & Company and Subsidiaries (consolidated). Wells Fargo & Company (the Parent) is a financial holding company and a bank holding company.

Our accounting and reporting policies conform with U.S. generally accepted accounting principles (GAAP) and practices in the financial services industry. For discussion of our significant accounting policies, see Note 1 (Summary of Significant Accounting Policies) in our Annual Report on Form 10-K for the year ended December 31, 2013 (2013 Form 10-K). There were no material changes to these policies in the first half of 2014. To prepare the financial statements in conformity with GAAP, management must make estimates based on assumptions about future economic and market conditions (for example, unemployment, market liquidity, real estate prices, etc.) that affect the reported amounts of assets and liabilities at the date of the financial statements and income and expenses during the reporting period and the related disclosures. Although our estimates contemplate current conditions and how we expect them to change in the future, it is reasonably possible that actual conditions could be worse than anticipated in those estimates, which could materially affect our results of operations and financial condition. Management has made significant estimates in several areas, including allowance for credit losses and purchased credit-impaired (PCI) loans (Note 5 (Loans and Allowance for Credit Losses)), valuations of residential mortgage servicing rights (MSRs) (Note 7 (Securitizations and Variable Interest Entities) and Note 8 (Mortgage Banking Activities)) and financial instruments (Note 13 (Fair Values of Assets and Liabilities)), liability for mortgage loan repurchase losses (Note 8 (Mortgage Banking Activities)) and income taxes. Actual results could differ from those estimates.

These unaudited interim financial statements reflect all adjustments that are, in the opinion of management, necessary for a fair statement of the results for the periods presented. These adjustments are of a normal recurring nature, unless otherwise disclosed in this Form 10-Q. The results of operations in the interim financial statements do not necessarily indicate the results that may be expected for the full year. The interim financial information should be read in conjunction with our 2013 Form 10-K.

### **Accounting for Certain Factored Loan Receivable Arrangements**

The Company determined that certain factoring arrangements previously included within commercial loans, which were recorded with a corresponding obligation in other liabilities, did not qualify as loan purchases under Accounting Standard Codification (ASC) Topic 860 (Transfers and Servicing of Financial Assets) based on interpretations of the specific arrangements. Accordingly, we revised our commercial loan balances for year-end 2012 and each of the quarters in 2013 in order to present the Company's lending trends on a comparable basis over this period. This revision, which resulted in a reduction to total commercial loans and a corresponding decrease to other liabilities, did not impact the Company's consolidated net income or total cash flows. We reduced our commercial loans by \$3.5

All internal valuation models are subject to ongoing review by business-unit-level management, and all m59els are

billion, \$3.2 billion, \$2.1 billion, \$1.6 billion, and \$1.2 billion at December 31, September 30, June 30 and March 31, 2013, and December 31, 2012, respectively, which represented less than 1% of total commercial loans and less than 0.5% of our total loan portfolio. We also appropriately revised other affected financial information, including financial guarantees and financial ratios, to reflect this revision.

#### **Accounting Standards Adopted in 2014**

In first quarter 2014, we adopted the following new accounting guidance:

- Accounting Standards Update (ASU or Update) 2014-04, Receivables Troubled Debt Restructurings by Creditors (Subtopic 310-40) Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon Foreclosure;
- ASU 2013-11, Income Taxes (Topic 740): Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists; and
- ASU 2013-08, Financial Services Investment Companies (Topic 946): Amendments to the Scope, Measurement and Disclosure Requirements.

ASU 2014-04 clarifies the timing of when a creditor is considered to have taken physical possession of residential real estate collateral for a consumer mortgage loan, resulting in the reclassification of the loan receivable to real estate owned. A creditor has taken physical possession of the property when either (1) the creditor obtains legal title through foreclosure, or (2) the borrower transfers all interests in the property to the creditor via a deed in lieu of foreclosure or a similar legal agreement. The Update also requires disclosure of the amount of foreclosed residential real estate property held by the creditor and the recorded investment in residential real estate mortgage loans that are in process of foreclosure. We have included this disclosure through an early adoption of this guidance in first quarter 2014 with prospective application. Our adoption of this guidance did not have a material effect on our consolidated financial statements as this guidance was consistent with our prior practice. See Note 5 (Loans and Allowance for Credit Losses) for the new disclosures.

**ASU 2013-11** eliminates diversity in practice as it provides guidance on financial statement presentation of an unrecognized tax benefit when a net operating loss (NOL) carryforward, a similar tax loss, or a tax credit carryforward exists. We adopted this guidance in first quarter 2014 with prospective application to all unrecognized tax benefits that exist at the effective date. This Update did not have a material effect on our consolidated financial statements.

**ASU 2013-08** amends the scope, measurement and disclosure requirements for investment companies. The Update changes criteria

companies use to assess whether an entity is an investment company. In addition, investment companies must measure noncontrolling ownership interests in other investment companies at fair value rather than using the equity method of accounting. This Update also requires new disclosures, including information about changes, if any, in an entity's status as an investment company and information about financial support provided or contractually required to be provided by an investment company to any of its investees. We adopted this guidance in first quarter 2014. The Update did not have a material effect on our consolidated financial statements, as our existing practice complies with the requirements.

### **Private Share Repurchases**

From time to time we enter into private forward repurchase transactions with unrelated third parties to complement our open-market common stock repurchase strategies, to allow us to manage our share repurchases in a manner consistent with our capital plans, currently submitted under the 2014 Comprehensive Capital Analysis and Review (CCAR), and to provide an economic benefit to the Company.

Our payments to the counterparties for these contracts are recorded in permanent equity in the quarter paid and are not subject to re-measurement. The classification of the up-front payments as permanent equity assures that we have appropriate repurchase timing consistent with our 2014 capital plan, which contemplated a fixed dollar amount available per quarter for share repurchases pursuant to Federal Reserve Board (FRB) supervisory guidance. In return, the counterparty agrees to deliver a variable number of shares based on a per share discount to the volume-weighted average stock price over the contract period. There are no scenarios where the contracts would not either physically settle in shares or allow us to choose the settlement method. Our total number of outstanding shares of common stock is not reduced until settlement of the private share repurchase contract.

In June 2014, we entered into a private forward repurchase contract and paid \$1.0 billion to an unrelated third party. This contract settled in July 2014 for 19.5 million shares of common stock. At June 30, 2013, we had a \$500 million private repurchase contract outstanding that settled in third quarter 2013 for 12.5 million shares of common stock.

**Supplemental Cash Flow Information** Significant noncash activities are presented below.

		5	Six month	s end	ded June 30,		
(in millions)	(in millions)						
Trading assets retained from	n securitization of MHFS	\$	12,373		29,074		
Transfers from loans to MH		6,662		4,855			
Transfers from loans to LHF		9,828		133			
Transfers from loans to fore	closed assets (1)		2,268		1,563		

All internal valuation models are subject to ongoing review by business-unit-level management, and all m6dels are

(1) Includes \$1.4 billion and \$687 million in transfers of government insured/guaranteed loans for the six months ended June 30, 2014 and 2013, respectively. Six months ended June 30, 2013, has been revised to correct previously reported amount.

**Subsequent Events** We have evaluated the effects of events that have occurred subsequent to June 30, 2014, and there have been no material events that would require recognition in our second quarter 2014 consolidated financial statements or disclosure in the Notes to the consolidated financial statements.

# **Note 2: Business** Combinations

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We regularly explore opportunities to acquire financial services companies and businesses. Generally, we do not make a public announcement about an acquisition opportunity until a definitive agreement has been signed. For information on additional contingent consideration related to acquisitions, which is considered to be a guarantee, see Note 10 (Guarantees, Pledged Assets and Collateral).

In the first half of 2014, we completed one acquisition of a railcar and locomotive leasing business with combined total assets of \$422 million. We had no pending business combinations as of June 30, 2014.

# Note 3: Federal Funds Sold, Securities Purchased under Resale Agreements and Other Short-Term Investments

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The following table provides the detail of federal funds sold, securities purchased under short-term resale agreements (generally less than one year) and other short-term investments. The majority of interest-earning deposits at June 30, 2014 and December 31, 2013, were held at the Federal Reserve.

	June 30,	Dec. 31,
(in millions)	2014	2013

All internal valuation models are subject to ongoing review by business-unit-level management, and all m63els are

Federal funds sold and	d securities		
	purchased under resale agreements	\$ 29,432	25,801
Interest-earning depos	iits	207,080	186,249
Other short-term inves	tments	2,207	1,743
	Total	\$ 238,719	213,793

We have classified securities purchased under long-term resale agreements (generally one year or more), which totaled \$9.7 billion and \$10.1 billion at June 30, 2014 and December 31, 2013, respectively, in loans. For additional information on the collateral we receive from other entities under resale agreements and securities borrowings, see the "Offsetting of Resale and Repurchase Agreements and Securities Borrowing and Lending Agreements" section of Note 10 (Guarantees, Pledged Assets and Collateral).

# Note 4: Investment

Securities

The following table provides the amortized cost and fair value by major categories of available-for-sale securities, which are carried at fair value, and held-to-maturity debt securities, which are carried at amortized cost. The net unrealized gains (losses) for available-for-sale securities are reported on an after tax basis as a component of cumulative OCI.

	1 1		I	1			Т	I			
									Gross	Gross	
										unrealized	Fair
(in m	nillions	.)		<u>l</u>				Cost			value
(111.11		')						0031	gairis	103363	value
June	e 30, 2	014		<u> </u>							
- Carre											
Avai	ilable-	for-sa	ale sec	urities:							
					iry and fed	\$	6,565	15	(166)	6,414	
	1				and politic	Ť	43,193	1,838	(252)	44,779	
				d securi					•		•
			ral age					115,659	2,912	(1,663)	116,908
		Resid	lential					9,830	1,407	(18)	11,219
		Comr	nercia	I				17,164	1,105	(55)	18,214
			Total r	mortgag	e-backed	securities		142,653	5,424	(1,736)	146,341
	Corp	orate	debt s	ecuritie	S			18,615	1,024	(60)	19,579
	Colla	terali	zed loa	an and o	ther debt	obligations (1)		20,314	585	(68)	20,831
	Other	r (2)						7,469	438	(5)	7,902
				Total de	ebt securit	ies		238,809	9,324	(2,287)	245,846
	Mark	etable	e equit	y secur	ities:						
		Perpe	etual p	referred	securities	8		1,640	174	(52)	1,762
		Other	marke	etable e	quity secu	rities		295	1,058	-	1,353
						equity securities		1,935	1,232	(52)	3,115
						lable-for-sale					
	<u> </u>				securities			240,744	10,556	(2,339)	248,961
Held	1		y secu					4		(4)	4= 044
-					iry and fed	_	17,777	141	(4)	17,914	
					*	cal subdivisions	+	41	- 110	-	41
					e-backed		_	6,030	112	-	6,142
-	1		zea 108	an and c	tner aebt	obligations (1)	-	1,162	3	-	1,165
-	Othe	(2)					-	5,098	26 282	- (4)	5,124
								30,108	202	(4)	30,386

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					Total held securities	-to-maturity					
						Total	\$	270,852	10,838	(2,343)	279,347
	<u> </u>		010				-				
Dece	embei T	r 31, 2 I	013 I	1	1	<u> </u>	┢				
A :	احاجاء	f					╀				
Avai	1		le secu			Φ.	0.500	47	(000)	0.000	
						ral agencies	\$	6,592	17	(329)	6,280
	+					subdivisions	╁	42,171	1,092	(727)	42,536
	Morto			securiti	es:	╁	440.000	4 000	(0.04.4)	447.504	
			al age	ncies			╁	119,303	1,902	(3,614)	117,591
			lential · .				+	11,060	1,433	(40)	12,453
		Comr	nercial			111	╀	17,689	1,173	(115)	18,747
		<u> </u>			e-backed se	ecurities	-	148,052	4,508	(3,769)	148,791
				curities			-	20,391	976	(140)	21,227
			ed loai	n and ot	her debt ob	ligations (1)	_	19,610	642	(93)	20,159
	Othe	r (2)		_			-	9,232	426	(29)	9,629
					ebt securitie	es		246,048	7,661	(5,087)	248,622
	Mark	etable	equity	securiti s	es:						
		Perpe	etual pr	eferred	securities			1,703	222	(60)	1,865
		Other	marke	table ec	uity securit	ies		336	1,188	(4)	1,520
				Total m	arketable e	quity securities		2,039	1,410	(64)	3,385
						able-for-sale					
	securities							248,087	9,071	(5,151)	252,007
Held			securi								
	Federal agency mortgage-backed securities							6,304	-	(99)	6,205
	Othe	r (2)		•	·			6,042	-	-	6,042
					Total held-	to-maturity securities		12,346	-	(99)	12,247
						Total	\$	260,433	9,071	(5,250)	264,254

<sup>(1)</sup> The available-for-sale portfolio includes collateralized debt obligations (CDOs) with a cost basis and fair value of \$426 million and \$580 million, respectively, at June 30, 2014, and \$509 million and \$693 million, respectively, at December 31, 2013. The held-to-maturity portfolio only includes collateralized loan obligations.

<sup>(2)</sup> The "Other" category of available-for-sale securities predominantly includes asset-backed securities collateralized by credit cards, student loans, home equity loans and auto leases or loans and cash reserves. Included in the "Other" category of held-to-maturity securities are asset-backed securities collateralized by auto leases or loans and cash reserves with a cost basis and fair value of \$4.0 billion each at June 30, 2014, and \$4.3 billion each at December 31, 2013. Also included in the "Other" category of held-to-maturity securities are asset-backed securities collateralized by dealer floorplan loans with a cost basis and fair value of \$1.1 billion each at June 30, 2014, and \$1.7 billion each at December 31, 2013.

## **Note 4: Investment Securities (continued)**

### **Gross Unrealized Losses and Fair Value**

The following table shows the gross unrealized losses and fair value of securities in the investment securities portfolio by length of time that individual securities in each category had been in a continuous loss position. Debt securities on which we have taken credit-related OTTI write-downs are categorized as being "less than 12 months" or "12 months or more" in a continuous loss position based on the point in time that the fair value declined to below the cost basis and not the period of time since the credit-related OTTI write-down.

								l es	s than 12		12 m	onths or			
								200	months			more			Total
								Gross			Gross			Gross	
							ur	nrealized	Fair	uı	nrealized	Fair	uı	nrealized	Fair
(in	millio	ons)		J				losses	value		losses	value		losses	value
Jur	ne 30	0, 20	)14												
Ava	ailak	able-for-sale securities:													
	Sec	uriti	ies o	f U.S	. Treas	sury and									
	fed	eral	agen	cies		-	\$	-	-		(166)	5,799		(166)	5,799
	Sec	curities of U.S. states and													
	<b>.</b>	olitical subdivisions						(11)	1,841		(241)	5,043		(252)	6,884
					d secu	rities:									
				agen	cies			(19)	5,559		(1,644)	41,343		(1,663)	46,902
			iden					(8)	294		(10)	137		(18)	431
			nmer					(1)	262		(54)	1,801		(55)	2,063
						-backed									
				rities				(28)	6,115		(1,708)	43,281		(1,736)	49,396
					ecuriti			(2)	296		(58)	1,461		(60)	1,757
			-	ed loa	an and	other debt		(4.0)	0.000		(50)	0.400		(00)	E 545
		igati	ons					(10)	2,392		(58)	3,123		(68)	5,515
	Oth	er		<del>-</del>		***		(1)	94		(4)	432		(5)	526
-	N 4	.1 4 -				securities		(52)	10,738		(2,235)	59,139		(2,287)	69,877
		ketable equity securities:						(00)			(00)	004		(50)	074
		rer	erpetual preferred securities					(22)	290		(30)	384		(52)	674
			Total marketable equity securities					(22)	290		(30)	384		(52)	674
<del> </del>			i	Total				(22)	290	$\vdash$	(30)	304		(52)	0/4
				available-for-sale											
					securi			(74)	11,028		(2,265)	59,523		(2,339)	70,551

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Held-to-maturity securities:							
Securities of U.S. Treasury and							
federal agencies		(4)	2,568	-	-	(4)	2,568
Total							
held-to-maturity		(4)	0.500			(4)	0.500
securities	_	(4)	2,568	(0.005)	-	(4)	2,568
Total	\$	(78)	13,596	(2,265)	59,523	(2,343)	73,119
D							
December 31, 2013							
Available for a la convition							
Available-for-sale securities:							
Securities of U.S. Treasury and federal agencies	\$	(329)	5,786			(329)	5,786
Securities of U.S. states and political	Ψ	(329)	5,760	_		(329)	5,760
subdivisions		(399)	9,238	(328)	4,120	(727)	13,358
Mortgage-backed securities:		(000)	3,200	(020)	7,120	(121)	10,000
Federal agencies		(3,562)	67,045	(52)	1,132	(3,614)	68,177
Residential		(18)	1,242	(22)	232	(40)	1,474
Commercial		(15)	2,128	(100)	2,027	(115)	4,155
Total mortgage-backed		(10)	2,120	(100)	2,027	(110)	1,100
securities		(3,595)	70,415	(174)	3,391	(3,769)	73,806
Corporate debt securities		(85)	2,542	(55)	428	(140)	2,970
Collateralized loan and other debt		()	,-	(/			,
obligations		(55)	7,202	(38)	343	(93)	7,545
Other		(11)	1,690	(18)	365	(29)	2,055
Total debt securities		(4,474)	96,873	(613)	8,647	(5,087)	105,520
Marketable equity securities:							
Perpetual preferred securities		(28)	424	(32)	308	(60)	732
Other marketable equity							
securities		(4)	34	-	-	(4)	34
Total marketable equity							
securities		(32)	458	(32)	308	(64)	766
Total							
available-for-sale		(4.500)	07.004	(0.45)	0.055	(5.454)	400.000
securities	1-	(4,506)	97,331	(645)	8,955	(5,151)	106,286
Held-to-maturity securities:	1-						
Federal agency mortgage-backed		(00)	6 150			(00)	6 150
securities Total	1	(99)	6,153	-	-	(99)	6,153
held-to-maturity							
securities		(99)	6,153	_	_	(99)	6,153
Total	\$	(4,605)	103,484	(645)	8,955	(5,250)	112,439

We do not have the intent to sell any securities included in the previous table. For debt securities included in the table, we have concluded it is more likely than not that we will not be required to sell prior to recovery of the amortized cost basis. We have assessed each security with gross unrealized losses for credit impairment. For debt securities, we evaluate, where necessary, whether credit impairment exists by comparing the present value of the expected cash flows to the securities' amortized cost basis. For equity securities, we consider numerous factors in determining whether impairment exists, including our intent and ability to hold the securities for a period of time sufficient to recover the cost basis of the securities.

For complete descriptions of the factors we consider when analyzing securities for impairment, see Note 1 (Summary of Significant Accounting Policies) and Note 5 (Investment Securities) to Financial Statements in our 2013 Form 10-K. There have been no material changes to our methodologies for assessing impairment in the first half of 2014.

The following table shows the gross unrealized losses and fair value of debt and perpetual preferred investment securities by those rated investment grade and those rated less than investment grade, according to their lowest credit rating by Standard & Poor's Rating Services (S&P) or Moody's Investors Service (Moody's). Credit ratings express opinions about the credit quality of a security. Securities rated investment grade, that is those rated BBB- or higher by S&P or Baa3 or higher by Moody's, are generally considered by the rating agencies and market participants to be low credit risk. Conversely, securities rated below investment grade, labeled as "speculative grade" by the rating agencies, are considered to be distinctively higher credit risk than investment grade securities. We have also included securities not rated by S&P or Moody's in the table below based on the internal credit grade of the securities (used for credit risk management purposes) equivalent to the credit rating assigned by major credit agencies. The unrealized losses and fair value of unrated securities categorized as investment grade based on internal credit grades were \$5 million and \$1.6 billion, respectively, at June 30, 2014, and \$18 million and \$1.9 billion, respectively, at December 31, 2013. If an internal credit grade was not assigned, we categorized the security as non-investment grade.

	1					1	I					
											Non-inv	estment
									Investm	ent grade		grade
									Gross		Gross	
									unrealized	Fair	unrealized	Fair
(in n	nillion	ıs)							losses	value	losses	value
Jun	e 30,	2014	ı									
Ava	ilable	e-for-	sale s	securit	ies:							
	Secu	urities	s of U	.S. Tre	easury a	and federa	al agencies	\$	(166)	5,799	-	-
	Secu	urities	s of U	.S. sta	ites and	l political	subdivisions		(217)	6,370	(35)	514
	Mort	gage	-back	ed se	curities	:						
		Fede	ral ag	jencie	S				(1,663)	46,902	-	-
	Residential								-	-	(18)	431
		Com	merci	al					(17)	1,752	(38)	311
			Total	mortg	age-ba	cked secu	ırities		(1,680)	48,654	(56)	742
	Corporate debt securities								(30)	1,476	(30)	281

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	Colla	atera	lized	loan a	nd othe	r debt obl	igations		(53)	5,392	(	15)	123
	Othe	r							(3)	507		(2)	19
				Total	debt se	curities			(2,149)	68,198	(1	38)	1,679
	Perp	etua	prefe	erred s	securitie	es			(52)	674		-	-
					Total av	vailable-fo	r-sale securities		(2,201)	68,872	(1	38)	1,679
Helo	l-to-r	natuı	ity se	curitie	es:								
	Secu	ritie	s of U	.S. Tre	easury a	and federa	al agencies	Ш	(4)	2,568		-	-
							turity securities		(4)	2,568		-	-
						Total		\$	(2,205)	71,440	(1	38)	1,679
Dec	December 31, 2013												
	1			curitie									
						d federal a		\$	(329)	5,786		-	-
						olitical sub	odivisions		(671)	12,915	(	56)	443
	Mort	gage	-backe	ed seci	urities:			Ш					
		Fede	ral ag	encies	<b>i</b>			Ш	(3,614)	68,177		-	-
		Resid	dentia						(2)	177	(	38)	1,297
		Com	mercia	al					(46)	3,364	(	69)	791
			Total	mortga	age-bacl	ked securit	ties		(3,662)	71,718	(1	07)	2,088
	Corp	orate	debt	securit	ties				(96)	2,343	(-	44)	627
	Colla	ıterali	zed lo	an an	d other o	debt obliga	tions		(72)	7,376	(	21)	169
	Othe	r							(19)	1,874	(	10)	181
					debt sec	urities			(4,849)	102,012	(2	38)	3,508
	Perp	etual	prefe	rred se	curities				(60)	732		-	-
	Total available-for-sale securities								(4,909)	102,744	(2	38)	3,508
Helc	eld-to-maturity securities:												
	Fede	ral a	gency	mortg	age-bac	ked securi	ties	Ш	(99)	6,153		-	-
	Total held-to-maturity securities								(99)	6,153		-	-
						Total		\$	(5,008)	108,897	(2	38)	3,508

## **Note 4: Investment Securities (continued)**

### **Contractual Maturities**

The following table shows the remaining contractual maturities and contractual weighted-average yields (taxable-equivalent basis) of available-for-sale debt securities. The remaining contractual principal maturities for MBS do not consider prepayments. Remaining expected maturities will differ from contractual maturities because borrowers may have the right to prepay obligations before the underlying mortgages mature.

			Ц									Ц		
										Rem	naining	COI	ntractual m	atur
							After on	e year		After five	years			
							throu	gh five		throu	gh ten			
	Total			Within one	e year			years			years		After ten	yea
(in millions)	amount	Yield		Amount	Yield		Amount	Yield		Amount	Yield		Amount	Yie
June 30, 2014														
Available-for-sale														
securities (1):														
Securities of														
U.S. Treasury														
and federal														
agencies \$	6,414	1.67	% \$	199	1.32	%	\$ 578	1.49	%\$	5,637	1.70	% \$	-	
Securities of				$\top$					T	T		T		
U.S. states and			Ц			Ц			Щ			Щ		
political	Ţ	[		]										
subdivisions	44,779	5.48	Ц	2,680	2.10	Ц	9,043	2.08	Щ	3,470	4.97	Щ	29,586	6.8
Mortgage-backed	<b>.</b>													
securities:	<u> </u>		Ц			Ц			$\sqcup$			Щ		
Federal														
agencies	116,908		$\sqcup$		-	Ц	327	+	$\sqcup$	923		$\sqcup$	115,658	
Residential	11,219		Ц		-	Щ	11	_	$oxed{oxed}$	85		$\sqcup$	11,123	_
Commercial	18,214	5.22	Ц	1	0.70	Ц	29	2.78	$oxed{oxed}$	6	1.63		18,178	5.2
Total														
mortgage-bac			Щ			Ш								
securities	146,341	3.61	Щ	1	0.70	Щ	367	2.80		1,014	3.55		144,959	3.6
Corporate debt														
securities	19,579	4.19	$\sqcup$	4,635	1.65	Ш	7,762	4.47	$\sqcup$	5,845	5.47	$\sqcup$	1,337	5.7
Collateralized														
loan and			$\sqcup$			Щ			$\sqcup$			$\sqcup$		<u> </u>
	20,831	1.67		23	1.94		1,072	0.69		8,423	1.50		11,313	1.9

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other debt obligations				<u> </u>	<u> </u>								<u></u>					'	
Other	Ц	7,902	1.75	Ĺ'	$\perp$	65	2.06	Ш	ل	2,552	1.94	$\prod$	L'	1,027	1.42		Ĺ	4,258	1.7
Total			[ '	[ '		Ţ '	Ĺ.,	$ \cdot $		<u> </u>	Ĺ.,	[ '	'	<u> </u>				<u> </u>	[
available-	for	<u>í-sale</u>	<b></b> '	<b>↓</b> _'	$\downarrow \downarrow$	<b></b> '	<u></u> '	$\sqcup$	$\sqcup$		<u> </u>	_'	Ļ′	<b></b> '	<b></b> '	₽'	$\mu$	<b></b> '	₩'
debt		, ,	'	1 '		1	1 '		П	, ,	1	'	'	1	1		11	1	'
securitie	es		<del></del> '	+	$\vdash$	+	<del></del> '	$\vdash$	$\vdash$		<del></del>	⊬'	₽'	<del></del>	<del></del> '	⊬'	$\vdash$	<del></del> '	<u> </u> '
at fair																			
	\$	245,846	3.72	%	\$	7,603	1.81	%	<u>\$</u>	21,374	2.86	%	\$	25,416	3.01	%	\$	191,453	3.9
2	H		<del></del> '	$\vdash$	$\vdash$	<del></del>	<del></del> '	$\vdash$	Н		<del></del>	⊬'	₽		<del></del> '	₽'	$\vdash$	<del></del> '	<u> </u>
December 31, 2013		, ,	'	17		1	1 '	1 1	1-1	, !	<b>(</b>	'	'	1	1	'	11	1 '	'
2013 	H	,	<del></del> '	$\vdash$	H	$\vdash$	$\vdash$	$\vdash$	Н	,	<del></del>	+	+		<b>—</b>	+	$\vdash$		<del>                                     </del>
Available-for-sale	H	,	<del></del>	$\vdash$	H	$\vdash$		$\vdash$	Н		<b></b>	+	十		<b>—</b>	+	$\vdash$		₩
securities (1):		, ,	'	1		1	<b>(</b>		П	, 1		'	'	1	1	'	11	1 '	'
Securities of		,		$\vdash$	$\vdash$			$\Box$	$\Box$	,		$\vdash$	$\vdash$			一	$\sqcap$		+
U.S. Treasury		, <u> </u>	_ '	12		1 _!	l _'	1 ]	Ш	, <u>'</u>	l'	_ '	_'	1 _'	l _'	_ '		1'	_'
and federal	П	,		$\Box$	$\Box$			$\Box$	$\sqcap$	,			$\Box$	1			$\Box$		
	\$	6,280	1.66	%	\$	86	0.54	%	\$	701	1.45	%	\$	5,493	1.71	%	\$	<u> </u>	<u></u> '
Securities of			<u>'</u>	[ ]	[ ]	Ţ.	ĺ '		Ü	,	Ĺ '	[ '	'	<u> </u>	ĺ '	'		<u> </u>	'
U.S. states and	H	<u> </u>	<u> </u>	$\perp$	$\downarrow \downarrow$	1	<b></b> '	Щ	Ш	!	<b></b>	∟'	⊥′	<b></b> '	<b></b> '	₽,	$\sqcup$	<b></b> '	<u></u> —′
political		10.500	'	1		1015	1		П	7 001	1 2 10	'	'	1 3454	1_40	'	11	1 22 500	_ !
subdivisions	+	42,536	5.30	$\vdash$	1	4,915	1.84	$\vdash$	Н	7,901	2.19	⊬'	₩	3,151	5.19	+	$\vdash$	26,569	6.8
Mortgage-backed securities:	۱ ۱	, ,	'	17		1	1 '	1 1	1-1	, !	<b>(</b>	'	'	1	1	'	11	1 '	
Federal	H	,	<del></del>	$\vdash$	H	$\vdash$		$\vdash$	$\vdash$		<b></b>	+	十		<b>—</b>	+	$\vdash$		+-
agencies		117,591	3.33	1	1	1	7.14		1-1	398	2.71	'	'	956	3.46	'		116,236	3,
Residential	H		1	_	$\vdash$	<u> </u>		$\Box$	$\sqcap$			$\vdash$	H	113			$\vdash$	12,340	
Commercial	П	18,747	1		$\sqcap$		_	$\Box$	П	52	3.33	$\Box$	$\vdash$	59	0.96	+	$\sqcap$	18,636	
Total	H	1	'	$\sqcap$	$\vdash$			$\Box$	П	,		T	H	<u> </u>		$\vdash$	$\sqcap$	1.5,5	
mortgage-ba	ck	دed	'			1!	l'			ı <u></u> !	l'		Ľ	1'	1'			1!	
securities			3.65		$\Gamma'$	1	7.14			450	2.78		[]'	1,128	3.52			147,212	3.6
Corporate debt		,					'	$\lceil \rceil$	$\Box$				[					'	
securities	$\sqcup$	21,227	4.18	$\perp$	$\perp$	6,136	2.06	Ш	ப	7,255	4.22	Ĺ'	Ļ′	6,528	5.80	<u> </u>	$\sqcup$	1,308	5.7
Collateralized		, ,	'	1	1	1	<b>(</b> '		1-1	, 1	<b>(</b>	'	'	1	1 '	'		1 '	
loan and	H	, <u>'</u>	<del></del> '	$\perp \!\!\!\! \perp$	$\downarrow \downarrow$	<del>                                     </del>	<del></del> '	Ш	$\mu$		<b></b> '	₽'	₽'	<del>'</del>	<b></b> '	₽'	$\mu$	<del></del> '	<u> </u>
other debt		1 00 150	50	17		10	2.05	1 1	1-1	1 100	200	'	'	1 7 750	1, ,,,	'	11	1	╽,
obligations	H	20,159			$\vdash$		_	-	Н			_	₩	1 1		-	$\vdash$	11,269	
Other	H	9,629	1.80	+	+	906	2.53	$\vdash$	$\vdash$	2,977	1.74	⊬'	+	1,243	1.64	+	H	4,503	1.7
Total available-f	L		'	1	1	1	<b>(</b> '	1 1	1-1	, 1	<b>(</b>	'	'	1	1 '	'	11	1	
debt		Sale	<del></del>	$\vdash$	$\vdash$	$\vdash$	$\vdash$	$\vdash$	Н	<del></del>	<b></b>	$\vdash$	十		<b></b>	一	$\vdash$		<del>                                     </del>
securitie	25	, I	'	1 '		1	<b>(</b> '		1-1	, 1	<b>(</b>	'	'	1	1 '	'		1	
at fair		, —		$\vdash$	$\forall$			$\Box$	$\sqcap$	, <del> </del>		$\vdash$	H			$\vdash$	$\vdash$		
		248,622	3.69	%	, \$	12,084	1.99	%	\$	20,384	2.75	%	, \$	25,293	3.14	%	\$ا,	190,861	3.9
<del>                                     </del>		<del>,</del>	+	$\vdash$	+	<del></del>		$\dot{\Box}$	一	<del>,                                     </del>		<u> </u>	$\vdash$		<u> </u>	$\vdash$			$\vdash$

(1) Weighted-average yields displayed by maturity bucket are weighted based on fair value and predominantly represent contractual coupon rates without effect for any related hedging derivatives.

The following table shows the amortized cost and weighted-average yields of held-to-maturity debt securities by contractual maturity.

				1	1	I	П	1				1	1	1 1		T	
							$\vdash$	+			$\vdash$			H			H
												Domoi	 		la atual m		Н
								٧t	itan an		П			$\mathbf{r} = \mathbf{r}$	actual m	aturity I	$\mathcal{H}$
					\ <i>\\:</i> !+b		$\vdash$		ter one			After five	•		Vt		Н
		Total			VVILLI	in one year			throug	years		trirou	gh ten years		All	ter ten years	
(in million:	c)	amount		Δr	mount	Yield	_	Δι	mount			Amount	1	1 1	Amount	Г	_
	3) 	amount	TICIU		lount	Ticia		$\frac{\Delta}{1}$	mount	ricia	$\vdash$	Amount	TICIU	H		Ticia	
June 30,	2014							+			$\vdash$			H			$\vdash$
							Ħ										H
Held-to-m	naturity										H						Ħ
securities	-																
	tized cost	:															
Seci	urities of																
U.S.																	
	asury																Ш
	nd federal																
		\$ 17,777	2.07	<u>% \$</u>	-	-	%	\$	-	-	%	17,777	2.07	%	\$ -	-	%
	urities of																
U.S.	states																
<del></del>	olitical						$\vdash$	+			H			H			H
	ıbdivision	s 41	4.13		_	_			_	-		_	_		41	4.13	
Fede		<u> </u>													<u> </u>		Ħ
ager																	
	tgage-																
ba	acked																
se	curities	6,030	3.90		-	-			-	-		-	-		6,030	3.90	Ш
	ateralized																
<del> </del>	and			_				$\perp$			igwdapsilon			Ц			Н
	her debt														4 400	4 05	
	oligations	<del></del>		-	450		${\mathbb H}$	+	- 0.74	- 4 04	$\vdash \vdash$	4 674	- 4 67	Н	1,162	1.85	${\mathbb H}$
Othe		5,098	1.76		150	1.70	$\vdash$	+;	3,274	1.81	$\vdash \vdash$	1,674	1.67	H	-	-	H
	Total held-to-m	aturity															
<del>                                     </del>	11610-10-111	αιμπιγ		-			H	+			$\vdash$			H			H

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				ebt ecuriti	es																			
				at amort cost			2.38	%	\$	150	1.70	%	\$	3,274	1.81	%	\$	19,451	2.04	%	\$	7,233	3.57	%
						,								,				,				,		
Dec	em	ber	31	١,																				
201	3																							
Held	d-to	-ma	atu	rity																				
seci	uriti	es	(1)	:																				
4	٩m٥	ortiz	zec	d cost:																				
	F	ede	ral																					
	aç	gen	су																					
	m	orto	gaç	ge-																				
		bad sed		ed ities	\$	6,304	3.90	%	\$	_	-	%	\$	-	-	%	\$	-	-	%	\$	6,304	3.90	%
	0	the	r			6,042	1.89			195	1.72							1,379	1.98			-	-	
			ot	al d-to-ma	itu									·				·						
				ebt		-																		
			S	ecuritie	s																			
	Ì			at amort		d																		
							2.92	%	\$	195	1.72	%	\$	4,468	1.87	%	\$	1,379	1.98	%	\$	6,304	3.90	%
		П												·								·		
(1) <b>\</b>	Nei	ght	ed	averag	ge	yields di	splaye	d	by	matu	rity bu	ıck	et	are wei	ghted	ba	se	d on amo	ortized	d c	os	t and		

(1) Weighted-average yields displayed by maturity bucket are weighted based on amortized cost and predominantly represent contractual coupon rates.

# **Note 4: Investment Securities (continued)**

The following table shows the fair value of held-to-maturity debt securities by contractual maturity.

		1		1	1	I	I	I		l				1 1	1	1
$\vdash$																
$\vdash$	++													_!!		and the second second
$\vdash$												A ()	Rem	aining con	<u>iractual</u>	maturity
												After one		After five		
$\vdash$	++	-	+	+					\		ير جالا	year	- 1	years		Λ <del>(1 - 11 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 </del>
							Total		VVII	hin one year	trir	ough five years	"	rough ten years		After ten years
(in r	nillion	s)					amount			Amount		Amount		Amount		Amount
		ĺ														
Jun	e 30,	201	4													
Hel	d-to-n	natu	ırity s	ecu	rities:											
F	air va	lue	:													
	Seci	uriti	es of	U.S												
Ш	Trea	sur	'y													
	aı	nd f	edera	l												
Ш			cies			\$	17,914		\$	-	\$	-	\$	17,914	\$	-
		-	es of	U.S												
$\sqcup$	state	es a	nd													
		oliti														
$\vdash$			ivisio				41			-		-		-		41
			agen	су												
$\vdash$	mor					1										
H			ed sec				6,142			-		-		-		6,142
$\vdash$				lloa	an and	<u>k</u>										
			debt													,
$\vdash$			ations	<u> </u>			1,165			-		-		-		1,165
$\vdash$	Othe						5,124	_		150		3,289		1,685		-
			tal Id-to-	mati	uritv											
H	++	_	debt		<u></u>								$\dashv$			
			secui	itie	s											
$  \uparrow \uparrow  $			1 1	fair				l								
				lue		\$	30,386		\$	150	\$	3,289	\$	19,599	\$	7,348
$\vdash$	1 1			1		Ė			<u> </u>					<del>                                     </del>		,

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

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December 31, 2013										
Held-to-maturity securities:										
Fair value:										
Federal agency mortgage-										
backed securities	\$ 6,205	\$	ı	\$	-	\$	ı	\$	6,205	
Other	6,042		195		4,468		1,379		-	
Total held-to-maturity										
debt securities										
at fair value	\$ 12,247	\$	195	\$	4,468	\$	1,379	\$	6,205	

### **Realized Gains and Losses**

The following table shows the gross realized gains and losses on sales and OTTI write-downs related to the investment securities portfolio, which includes marketable equity securities, as well as net realized gains and losses on nonmarketable equity investments (see Note 6 (Other Assets)).

					Quarter		Six	months
				ended .	June 30,	er	ided .	June 30,
(in millions)				2014	2013	2	2014	2013
Gross realized gains	S		\$	154	54		545	210
Gross realized losse	es			(2)	(8)		(5)	(13)
OTTI write-downs				(13)	(76)		(22)	(114)
Net realized	gains (losses) fr	om investment securities		139	(30)		518	83
Net realized gains fi	rom nonmarketa	ble equity investments		381	179		932	224
Net	realized gains fr	om debt securities and						
equ	ity investments		\$	520	149	1	,450	307
			•	•	•		•	

## **Other-Than-Temporary Impairment**

The following table shows the detail of total OTTI write-downs included in earnings for debt securities, marketable equity securities and nonmarketable equity investments.

				(	Quarter	Six r	months

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

	ende	d June 30,	ende	d June 30,
(in millions)	2014	2013	2014	2013
OTTI write-downs included in earnings				
Debt securities:				
Securities of U.S. states and political subdivisions	\$ 2	-	2	-
Mortgage-backed securities:				
Federal agencies	•	1	-	1
Residential	5	22	10	37
Commercial	4	26	6	41
Corporate debt securities	•	-	-	2
Collateralized loan and other debt obligations	2	-	2	-
Other debt securities	•	22	-	24
Total debt securities	13	71	20	105
Equity securities:				
Marketable equity securities:				
Other marketable equity securities	•	5	2	9
Total marketable equity securities	•	5	2	9
Total investment securities	13	76	22	114
Nonmarketable equity investments	69	35	195	75
Total OTTI write-downs included in earnings	\$ 82	111	217	189

## **Note 4: Investment Securities (continued)**

## **Other-Than-Temporarily Impaired Debt Securities**

The following table shows the detail of OTTI write-downs on debt securities included in earnings and the related changes in OCI for the same securities.

						Qua	arter end	ed June		Six	months
								30,		ended .	June 30,
(in millio	ons)						2014	2013	Ц	2014	2013
OTTI on	n debt s	securi	ties						Ц		
R	ecorde	d as pa	art of gro	ss realized lo	sses:				Ц		
	Cr	redit-re	elated O7	TI		\$	9	33	Ц	16	56
	In	tent-to	-sell OT7	ΓΙ			4	38	Ц	4	49
			Total rec	orded as part	of gross realized						
			losses				13	71		20	105
				ses (reversal	of losses) in						
no			ted OTTI	· /							
	Se	ecuritie	es of U.S	. states and p	political subdivisions		1	-		1	-
	Re	esiden	tial morto	gage-backed	securities		(4)	(7)		(13)	(16)
	Co	omme	rcial mort	gage-backed	l securities		(7)	-		(19)	(41)
	Co	ollatera	alized loa	n and other o	debt obligations		-	-		=	(1)
	Ot	ther de	ebt secur	ities			-	1		-	2
			Total cha	inges to OCI	for non-credit-related						
			OTTI	_			(10)	(7)		(31)	(56)
				Total OTTI lo	osses (reversal of						
				losses) reco	rded on debt securities	\$	3	64	Щ	(11)	49

<sup>(1)</sup> Represents amounts recorded to OCI for impairment, due to factors other than credit, on debt securities that have also had credit-related OTTI write-downs during the period. Increases represent initial or subsequent non-credit-related OTTI on debt securities. Decreases represent partial to full reversal of impairment due to recoveries in the fair value of securities due to non-credit factors.

The following table presents a rollforward of the credit loss component recognized in earnings for debt securities we still own (referred to as "credit-impaired" debt securities). The credit loss component of the amortized cost represents the difference between the present value of expected future cash flows discounted using the security's current effective

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interest rate and the amortized cost basis of the security prior to considering credit losses. OTTI recognized in earnings for credit-impaired debt securities is presented as additions and is classified into one of two components based upon whether the current period is the first time the debt security was credit-impaired (initial credit impairment) or if the debt security was previously credit-impaired (subsequent credit impairments). The credit loss component is reduced if we sell, intend to sell or believe we will be required to sell previously credit-impaired debt securities. Additionally, the credit loss component is reduced if we receive or expect to receive cash flows in excess of what we previously expected to receive over the remaining life of the credit-impaired debt security, the security matures or is fully written down.

Changes in the credit loss component of credit-impaired debt securities that were recognized in earnings and related to securities that we do not intend to sell are presented in the following table.

	r		г	г	T		г	1	_		
						Qı	arter end	led June		Six	x months
								30,		ended	June 30,
(in mill	ions)						2014	2013		2014	2013
Credit	loss c	ompone	nt, begi	nning o	f period	\$	1,143	1,252		1,171	1,289
Additio	ns:										
	Initial c	redit imp	airments	3			3	4		3	5
	Subsec	quent cre	dit impa	irments			6	29		13	51
		Total ad	ditions				9	33		16	56
Reduc	tions:										
	For sec	curities s	old or ma	atured			(40)	(59)		(69)	(111)
	For rec	overies o	of previo	us credit	impairments (1)		(5)	(8)		(11)	(16)
		Total red	ductions				(45)	(67)		(80)	(127)
Credit	loss c	ompone	nt, end	of perio	d	\$	1,107	1,218		1,107	1,218

<sup>(1)</sup> Recoveries of previous credit impairments result from increases in expected cash flows subsequent to credit loss recognition. Such recoveries are reflected prospectively as interest yield adjustments using the effective interest method.

#### Note 5: Loans and Allowance for Credit

#### Losses

The following table presents total loans outstanding by portfolio segment and class of financing receivable. Outstanding balances include a total net reduction of \$4.8 billion and \$6.4 billion at June 30, 2014, and December 31, 2013, respectively, for unearned income, net deferred loan fees, and unamortized discounts and premiums.

	1	ı	1	ı
		June 30,		Dec. 31,
(in millions)		2014		2013
Commercial:				
Commercial and industrial	\$	206,055		193,811
Real estate mortgage		108,418		107,100
Real estate construction		17,056		16,747
Lease financing		11,908		12,034
Foreign (1)		47,967		47,551
Total commercial		391,404		377,243
Consumer:				
Real estate 1-4 family first mortgage		260,104		258,497
Real estate 1-4 family junior lien mortgage		62,455		65,914
Credit card		27,215		26,870
Automobile		54,095		50,808
Other revolving credit and installment		33,669		42,954
Total consumer		437,538		445,043
Total loans	\$	828,942		822,286

<sup>(1)</sup> Substantially all of our foreign loan portfolio is commercial loans. Loans are classified as foreign primarily based on whether the borrower's primary address is outside of the United States.

#### Loan Purchases, Sales, and Transfers

The following table summarizes the proceeds paid or received for purchases and sales of loans and transfers from loans held for investment to mortgages/loans held for sale at lower of cost or fair value. This loan activity primarily includes loans purchased and sales of whole loan or participating interests, whereby we receive or transfer a portion of a loan after origination. The table excludes PCI loans and loans recorded at fair value, including loans originated for sale because their loan activity normally does not impact the allowance for credit losses.

				2014		2013
				2017		_0.0

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(in millions)	Cor	nmercial	Consumer	Total	Commercial	Consumer	Total
Quarter ended June 30,							
Purchases (1)	\$	1,523	-	1,523	2,122	502	2,624
Sales		(1,958)	(25)	(1,983)	(1,796)	(130)	(1,926)
Transfers to MHFS/LHFS (1)		(24)	(9,773)	(9,797)	(53)	(5)	(58)
Six months ended June 30,							
Purchases (1)	\$	2,537	168	2,705	3,148	581	3,729
Sales		(3,599)	(75)	(3,674)	(3,812)	(446)	(4,258)
Transfers to MHFS/LHFS (1)		(59)	(9,778)	(9,837)	(133)	(12)	(145)
							·

<sup>(1)</sup> The "Purchases" and "Transfers to MHFS/LHFS" categories exclude activity in government insured/guaranteed real estate 1-4 family first mortgage loans. As servicer, we are able to buy delinquent insured/guaranteed loans out of the Government National Mortgage Association (GNMA) pools. These loans have different risk characteristics from the rest of our consumer portfolio, whereby this activity does not impact the allowance for loan losses in the same manner because the loans are predominantly insured by the Federal Housing Administration (FHA) or guaranteed by the Department of Veterans Affairs (VA). On a net basis, such purchases net of transfers to MHFS were \$(1.3) billion and \$805 million for the second quarter 2014 and 2013, respectively, and \$237 million and \$2.8 billion for the first half of 2014 and 2013, respectively.

### Note 5: Loans and Allowance for Credit Losses (continued)

#### **Commitments to Lend**

A commitment to lend is a legally binding agreement to lend funds to a customer, usually at a stated interest rate, if funded, and for specific purposes and time periods. We generally require a fee to extend such commitments. Certain commitments are subject to loan agreements with covenants regarding the financial performance of the customer or borrowing base formulas on an ongoing basis that must be met before we are required to fund the commitment. We may reduce or cancel consumer commitments, including home equity lines and credit card lines, in accordance with the contracts and applicable law.

We may, as a representative for other lenders, advance funds or provide for the issuance of letters of credit under syndicated loan or letter of credit agreements. Any advances are generally repaid in less than a week and would normally require default of both the customer and another lender to expose us to loss. These temporary advance arrangements totaled approximately \$87 billion at both June 30, 2014, and December 31, 2013, respectively.

We issue commercial letters of credit to assist customers in purchasing goods or services, typically for international trade. At June 30, 2014, and December 31, 2013, we had \$1.4 billion and \$1.2 billion, respectively, of outstanding issued commercial letters of credit. We also originate multipurpose lending commitments under which borrowers have the option to draw on the facility for different purposes in one of several forms, including a standby letter of credit. See Note 10 (Guarantees, Pledged Assets and Collateral) for additional information on standby letters of credit.

When we make commitments, we are exposed to credit risk. The maximum credit risk for these commitments will generally be lower than the contractual amount because a significant portion of these commitments are expected to expire without being used by the customer. In addition, we manage the potential risk in commitments to lend by limiting the total amount of commitments, both by individual customer and in total, by monitoring the size and maturity structure of these commitments and by applying the same credit standards for these commitments as for all of our credit activities.

For loans and commitments to lend, we generally require collateral or a guarantee. We may require various types of collateral, including commercial and consumer real estate, autos, other short-term liquid assets such as accounts receivable or inventory and long-lived assets, such as equipment and other business assets. Collateral requirements for each loan or commitment may vary based on the loan product and our assessment of a customer's credit risk according to the specific credit underwriting, including credit terms and structure.

The contractual amount of our unfunded credit commitments, including unissued standby and commercial letters of credit, is summarized by portfolio segment and class of financing receivable in the following table. The table excludes standby and commercial letters of credit issued under the terms of our commitments and temporary advance commitments on behalf of other lenders.

				June 30,	Dec. 31,
(in milli	ions)			2014	2013

Commercial:		
Commercial and industrial	\$ 252,573	238,962
Real estate mortgage	5,864	5,910
Real estate construction	13,585	12,593
Foreign	14,836	12,216
Total commercial	286,858	269,681
Consumer:		
Real estate 1-4 family first mortgage	33,908	32,908
Real estate 1-4 family		
junior lien mortgage	46,410	47,668
Credit card	84,674	78,961
Other revolving credit and installment	22,798	24,213
Total consumer	187,790	183,750
Total unfunded		
credit commitments	\$ 474,648	453,431

### **Allowance for Credit Losses**

The allowance for credit losses consists of the allowance for loan losses and the allowance for unfunded credit commitments. Changes in the allowance for credit losses were:

						Quarte	r end	ded June		Six m	onth	ns ended
							ı	30,				June 30,
(in m	illions	)				2014		2013		2014		2013
Bala	nce, t	eginn	ing of	period		\$ 14,414		17,193		14,971		17,477
Provi	sion f	or cred	dit losse	S		217		652		542		1,871
Intere	est inc	ome c	n certa	in impaire	d loans (1)	(55)		(73)		(111)		(146)
		ge-offs										
		nercia										
				nd indust	rial	(139)		(184)		(297)		(365)
				ortgage		(15)		(49)		(35)		(109)
				onstructio	n	(3)		(7)		(4)		(12)
		Lease	financii	ng		(3)		(24)		(7)		(27)
		Foreig				(8)		(8)		(13)		(19)
			Total co	ommercia		(168)		(272)		(356)		(532)
	Cons											
				-	irst mortgage	(193)		(392)		(416)		(867)
				-4 family j	unior lien mortgage	(220)		(428)		(469)		(942)
		Credit				(266)		(266)		(533)		(532)
		Autom				(143)		(126)		(323)		(290)
					nd installment	(171)		(185)		(348)		(367)
				nsumer		(993)		(1,397)		(2,089)		(2,998)
				Total loar	n charge-offs	(1,161)		(1,669)	(	(2,445)		(3,530)
		<u>eries:</u>										
-		nercia										
				nd indust	rial	85		107		198		195
-				ortgage		25		54		67		85
-				onstructio	n	23		52		47		91
			financii	ng		2		6		5		10
-		Foreig				2		9		3		17
-			Total co	ommercia		137		228		320		398
-		umer:										
-					irst mortgage	56		64		109		110
				4 family j	unior lien mortgage	60		69		117		134
		Credit				55		32	$\perp$	91		63
		Autom				97		84	$\perp$	187		172
		Other	revolvin	ig credit a	nd installment	39		40		79		82

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	Total consumer		307		289	583	561
	Total loan recoveries		444		517	903	959
	Net loan charge-offs (2	2)	(717)		(1,152)	(1,542)	(2,571)
Allow	vances related to business combinations/other		(25)		(2)	(26)	(13)
Bala	nce, end of period	\$	13,834		16,618	13,834	16,618
Com	ponents:						
	Allowance for loan losses	\$	13,101		16,144	13,101	16,144
	Allowance for unfunded credit commitments		733		474	733	474
	Allowance for credit losses (3)	\$	13,834		16,618	13,834	16,618
	oan charge-offs (annualized) as a percentage of age total loans (2)		0.35	%	0.58	0.38	0.65
Allow (3)	vance for loan losses as a percentage of total loans		1.58		2.02	1.58	2.02
Allow (3)	vance for credit losses as a percentage of total loans		1.67		2.08	1.67	2.08

<sup>(1)</sup> Certain impaired loans with an allowance calculated by discounting expected cash flows using the loan's effective interest rate over the remaining life of the loan recognize reductions in the allowance as interest income.

- (2) For PCI loans, charge-offs are only recorded to the extent that losses exceed the purchase accounting estimates.
- (3) The allowance for credit losses includes \$8 million and \$71 million at June 30, 2014 and 2013, respectively, related to PCI loans acquired from Wachovia. Loans acquired from Wachovia are included in total loans net of related purchase accounting net write-downs.

## Note 5: Loans and Allowance for Credit Losses (continued)

The following table summarizes the activity in the allowance for credit losses by our commercial and consumer portfolio segments.

			<u> </u>						1	
							2014			2013
(in mi	llions)			Con	l morcial	Consumer	Total	Commercial	Concumor	Total
,		ed June	30	COII	IIIIeiciai	Consumer	TOtal	Commercial	Consumer	Total
				\$	6,354	8,060	14 414	5,786	11,407	17 102
Daiai		inning of		T D	83	134	14,414 217	172	480	17,193 652
	1		dit losses		03	134	217	172	400	652
			on certain		(6)	(49)	/EE\	(16)	(57)	(72)
	Пірапе	d loans			(6)	(49)	(55)	(16)	(37)	(73)
			_		(4.00)	(000)	(4.404)	(070)	(4.007)	(4.000)
		harge-offs	S		(168)	(993)	(1,161)	(272)	(1,397)	(1,669)
	+	ecoveries			137	307	444	228	289	517
			charge-offs	-	(31)	(686)	(717)	(44)	(1,108)	(1,152)
			ed to business							
		ations/otl			-	(25)	(25)	(2)	-	(2)
Balan	ice, end	of period		\$	6,400	7,434	13,834	5,896	10,722	16,618
Six m	onths	ended Ju	ıne 30,							
Balan	ice, beg	inning of	period	\$	6,103	8,868	14,971	5,714	11,763	17,477
	Provision	on for cre	dit losses		346	196	542	364	1,507	1,871
	Interes	t income	on certain							
		d loans			(12)	(99)	(111)	(35)	(111)	(146)
					` '	` '	` '	` ,	, ,	, ,
	Loan cl	harge-offs	S		(356)	(2,089)	(2,445)	(532)	(2,998)	(3,530)
		ecoveries			320	583	903	398	561	959
		Net loan	charge-offs		(36)	(1,506)	(1,542)	(134)	(2,437)	(2,571)
			ed to business		(3.7)	(-,)	(-,,-	(13.)	(=, : = : )	(-,-:-)
		ations/otl			(1)	(25)	(26)	(13)		(13)
Balan		of period		\$	6,400	7,434	13,834	5,896	10,722	16,618
	35, 5.10	5. pooo		1	3,.30	.,		2,200	. 5,	. 0,0.0

The following table disaggregates our allowance for credit losses and recorded investment in loans by impairment methodology.

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		Allowa	nce for cred	dit losses		Recorde	d investmer	nt in loans
(in millions)		Commercial	Consumer	Total		Commercial	Consumer	Total
June 30, 2014								
Collectively evaluated (1)	\$	5,510	3,997	9,507		384,887	392,433	777,320
Individually evaluated (2)	Ť	885	3,434	4,319		4,550	22,105	26,655
PCI (3)		5	3	8				
Total	\$	6,400	7,434	13,834		391,404	437,538	828,942
December 31, 2013								
Collectively evaluated (1)	\$	4,921	5,011	9,932		369,405	398,084	767,489
Individually evaluated (2)		1,156	3,853	5,009		5,334	22,736	28,070
PCI (3)		26	4	30		2,504	24,223	26,727
Total	\$	6,103	8,868	14,971		377,243	445,043	822,286

<sup>(1)</sup> Represents loans collectively evaluated for impairment in accordance with Accounting Standards Codification (ASC) 450-20, *Loss Contingencies* (formerly FAS 5), and pursuant to amendments by ASU 2010-20 regarding allowance for non-impaired loans.

- (2) Represents loans individually evaluated for impairment in accordance with ASC 310-10, *Receivables* (formerly FAS 114), and pursuant to amendments by ASU 2010-20 regarding allowance for impaired loans.
- (3) Represents the allowance and related loan carrying value determined in accordance with ASC 310-30, Receivables Loans and Debt Securities Acquired with Deteriorated Credit Quality (formerly SOP 03-3) and pursuant to amendments by ASU 2010-20 regarding allowance for PCI loans.

### **Credit Quality**

We monitor credit quality by evaluating various attributes and utilize such information in our evaluation of the appropriateness of the allowance for credit losses. The following sections provide the credit quality indicators we most closely monitor. The credit quality indicators are generally based on information as of our financial statement date, with the exception of updated Fair Isaac Corporation (FICO) scores and updated loan-to-value (LTV)/combined LTV (CLTV), which are obtained at least quarterly. Generally, these indicators are updated in the second month of each quarter, with updates no older than March 31, 2014. See the "Purchased Credit-Impaired Loans" section of this Note for credit quality information on our PCI portfolio.

**Commercial Credit Quality Indicators** In addition to monitoring commercial loan concentration risk, we manage a consistent process for assessing commercial loan credit quality. Generally, commercial loans are subject to individual risk assessment using our internal borrower and collateral quality ratings. Our ratings are aligned to Pass and Criticized categories. The Criticized category



includes Special Mention, Substandard, and Doubtful categories which are defined by bank regulatory agencies.

The following table provides a breakdown of outstanding commercial loans by risk category. Of the \$10.2 billion in criticized commercial real estate (CRE) loans at June 30, 2014, \$2.0 billion has been placed on nonaccrual status and written down to net realizable collateral value. CRE loans have a high level of monitoring in place to manage these assets and mitigate loss exposure.

	1	1		1		ı		I			
					C	ommercial	Real	Real			
						and	estate	estate	Lease		
(in m	nillions	)				industrial	mortgage	construction	financing	Foreign	Total
June	e 30, 2	014									
Bv r	isk ca	tegory	':								
	Pass				\$	190,954	98,509	15,486	11,569	45,128	361,646
	Critic					14,909	8,906	1,265	339	2,372	27,791
		Total o	commerc	cial loans		<u> </u>	,	,			,
			ding PC			205,863	107,415	16,751	11,908	47,500	389,437
Tota				ans (carrying		ĺ	,	Í	,	,	, i
valu				, , , ,		192	1,003	305	-	467	1,967
			Total co	mmercial							
			loans		\$	206,055	108,418	17,056	11,908	47,967	391,404
Dece	ember	31, 20	13								
Bv ri	sk cate	eaorv:									
	Pass	<u> </u>			\$	178,673	94,992	14,594	11,577	44,094	343,930
	Critici	zed				14,923	10,972	1,720	457	2,737	30,809
		ı	commerci	al loans		,	,	,		,	,
			ding PCI)			193,596	105,964	16,314	12,034	46,831	374,739
Tota	-	•		s (carrying		ĺ	,	Í	,	,	Í
value				` , ,		215	1,136	433	-	720	2,504
			Total cor	mmercial loans	\$	193,811	107,100	16,747	12,034	47,551	377,243
							•		,	·	·
	•	•	•	. 1		•		1 ' 1		. C	

The following table provides past due information for commercial loans, which we monitor as part of our credit risk management practices.

		C	ommercial	Real	Real		
			and	estate	estate	Lease	

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June 3	30, 20			(in millions)		I	morigage	construction	manomy	Foreign	Total
	une 30, 2014										
By deli	inqu	ency s	tatus:								
C	Current-29 DPD and still										
ac	ccrui	ing			\$	204,635	105,312	16,454	11,845	47,455	385,701
30	0-89	DPD a	nd still a	accruing		484	248	42	35	7	816
90	90+ DPD and still accruing					51	53	16	-	2	122
Nonac	Nonaccrual loans				693	1,802	239	28	36	2,798	
	Total commercial loans										
┢┷		•	ding PCI	•	-	205,863	107,415	16,751	11,908	47,500	389,437
	comm	nercial	PCI Ioa	ns (carrying		400	4 000	005		407	4 007
value)	I		T-4-1		-	192	1,003	305	-	467	1,967
			Total co loans	mmercial	\$	206,055	108,418	17,056	11,908	47,967	391,404
			ivaiis		<del>p</del>	200,033	100,410	17,050	11,500	47,307	351,404
Decem	hor 3	1 201	2		+						
Deceiiii	ibei S	)1, 201	3		+						
By delir	ingue	ncy sta	atus:								
				still accruing	\$	192,509	103,139	15,698	11,972	46,784	370,102
			nd still a			338	538	103	33	7	1,019
			d still acc			11	35	97	-	Ī	143
Nonacc				<u> </u>		738	2,252	416	29	40	3,475
			ommerci	al loans			Í				Í
	(	(exclud	ling PCI)			193,596	105,964	16,314	12,034	46,831	374,739
Total commercial PCI loans (carrying						40-			0 =0 :		
value)	<del></del>		1	215	1,136	433	-	720	2,504		
			Total cor Ioans	nmercial	\$	193,811	107,100	16,747	12,034	47,551	377,243
					T	,	- ,	-,	,	,	,_ ,

### Note 5: Loans and Allowance for Credit Losses (continued)

**Consumer Credit Quality Indicators** We have various classes of consumer loans that present unique risks. Loan delinquency, FICO credit scores and LTV for loan types are common credit quality indicators that we monitor and utilize in our evaluation of the appropriateness of the allowance for credit losses for the consumer portfolio segment.

Many of our loss estimation techniques used for the allowance for credit losses rely on delinquency-based models; therefore, delinquency is an important indicator of credit quality and the establishment of our allowance for credit losses. The following table provides the outstanding balances of our consumer portfolio by delinquency status.

	1		I	<u> </u>	I	ı	ı			T	I
						Real				011	
						estate				Other	
						1-4					
						family		0 "		revolving	
							junior lien			credit and	
(ın m	illions)	)	1			mortgage	mortgage	card	Automobile	installment	Total
<u> </u>											
June	30, 2	014	1								
_			<u> </u>								
By d	1		status:								
	Current-29 DPD			\$	201,305	60,903		53,083	33,349	· ·	
	30-59 DPD				2,478	394	181	767	132	3,952	
	60-89 DPD				1,154	221	124	181	90	1,770	
	90-119 DPD				537	151	95	57	71	911	
	1	79 DPI	)			626	201	170	6	17	1,020
	180+	DPD				4,669	473	1	1	10	5,154
		nt insu	ıred/gι	ıaranteed							
loan	s (1)					26,447	-	-	-	-	26,447
			mer lo	ans							
		ıding F				237,216	62,343	27,215	54,095	33,669	414,538
		umer F	PCI loa	ns (carrying							
valu	T .	1				22,888	112	-	-	-	23,000
	Total consumer loans		\$	260,104	62,455	27,215	54,095	33,669	437,538		
Dece	ember	31, 201	13	Ī							
By delinquency status:											
Current-29 DPD			\$	193,361	64,194	26,203	49,699	31,866	365,323		
30-59 DPD				2,784	461	202	852	178	4,477		
	60-89 DPD				1,157	253	144	186	111	1,851	

All internal valuation models are subject to ongoing review by business-unit-level management, and all models are

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	90-11	9 DPD				587	182	124	66	76	1,035
	120-179 DPD					747	216	196	4	20	1,183
	180+ DPD					5,024	485	1	1	7	5,518
Gove	Government insured/guaranteed loans										
(1)						30,737	-	-	-	10,696	41,433
	Total consumer loans (excluding										
	PCI)				234,397	65,791	26,870	50,808	42,954	420,820	
Total	consi	umer P	CI loan	s (carrying							
value	e)					24,100	123	-	Ī	-	24,223
	Total consumer loans		\$	258,497	65,914	26,870	50,808	42,954	445,043		

(1) Represents loans whose repayments are predominantly insured by the FHA or guaranteed by the VA and student loans whose repayments are predominantly guaranteed by agencies on behalf of the U.S. Department of Education under the Federal Family Education Loan Program (FFELP). Loans insured/guaranteed by the FHA/VA and 90+ DPD totaled \$16.1 billion at June 30, 2014, compared with \$20.8 billion at December 31, 2013. At June 30, 2014, all government guaranteed student loans were transferred to loans held for sale. Student loans 90+ DPD totaled \$900 million at December 31, 2013.

Of the \$7.1 billion of consumer loans not government insured/guaranteed that are 90 days or more past due at June 30, 2014, \$775 million was accruing, compared with \$7.7 billion past due and \$902 million accruing at December 31, 2013.

Real estate 1-4 family first mortgage loans 180 days or more past due totaled \$4.7 billion, or 2.0% of total first mortgages (excluding PCI), at June 30, 2014, compared with \$5.0 billion, or 2.1%, at December 31, 2013.

The following table provides a breakdown of our consumer portfolio by updated FICO. We obtain FICO scores at loan origination and the scores are updated at least quarterly. The majority of our portfolio is underwritten with a FICO score of 680 and above. FICO is not available for certain loan types and may not be obtained if we deem it unnecessary due to strong collateral and other borrower attributes, primarily securities-based margin loans of \$5.3 billion at June 30, 2014, and \$5.0 billion at December 31, 2013.

		Dool	Real				
		Real estate				Other	
		1-4	i e			Other	
		family				revolving	
		1	junior lien	Credit		credit and	
(in millions)			mortgage		Automobile		Total
		ortgage	ortgage		7 10 10 11 10 11 10		. • • •
June 30, 2014							
By updated FICO:							
< 600	\$	12,560	4,434	2,309	8,302	909	28,514
600-639		8,491	3,006	2,218	6,263	1,034	21,012
640-679		14,770	5,548	4,238	9,294	2,226	36,076
680-719		24,336	9,348	5,522	9,730	4,109	53,045
720-759		34,438	12,678	5,671	7,129	5,537	65,453
760-799		77,312	18,372	4,649	6,921	7,209	114,463
800+		35,822	7,752	2,420	6,010	5,588	57,592
No FICO available		3,040	1,205	188	446	1,805	6,684
FICO not required		-	-	-	-	5,252	5,252
Government insured/guaranteed							
loans (1)		26,447	-	-	-	-	26,447
Total consumer loans							
(excluding PCI)		237,216	62,343	27,215	54,095	33,669	414,538
Total consumer PCI loans (carrying							
value)		22,888	112	-	-	-	23,000
Total consumer		000 404	60.455	07.045	E4 00E	00.000	407 500
loans	\$	260,104	62,455	27,215	54,095	33,669	437,538
December 21, 2012	-						
December 31, 2013							
By undated FICO:							
By updated FICO: < 600	\$	1// 100	5.047	2 404	8,400	956	30 025
600-639	Ф	14,128	5,047	2,404	•	1,015	30,935 21,392
640-639		9,030	3,247	2,175	5,925		
680-719		14,917	5,984 10,042	4,176 5,398	8,827 8,992	2,156	36,060
720-759		24,336 32,991	13,575	5,530	6,546	3,914 5,263	52,682 63,905
760-799		72,062	19,238	4,535		6,828	
800+		33,311	7,705	2,408	6,313 5,397	5,127	108,976 53,948
No FICO available		2,885	953	2,400	408	1,992	6,482
FICO not required		2,005	- 300	_ <del></del>	- 400	5,007	5,007
i 100 not required		30,737	_			10,696	41,433
	I	1 30,737	1 -	· -	·	10,090	41,433

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Government insured/guaranteed loans (1)										
Total consumer loans (excluding PCI)					234,397	65,791	26,870	50,808	42,954	420,820
Total value		umer F	PCI loans	(carrying	24,100	123	1	-	1	24,223
			Total cor	nsumer loans	\$ 258,497	65,914	26,870	50,808	42,954	445,043

<sup>(1)</sup> Represents loans whose repayments are predominantly insured by the FHA or guaranteed by the VA and student loans whose repayments are predominantly guaranteed by agencies on behalf of the U.S. Department of Education under FFELP. At June 30, 2014, all government guaranteed student loans were transferred to loans held for sale.

LTV refers to the ratio comparing the loan's unpaid principal balance to the property's collateral value. CLTV refers to the combination of first mortgage and junior lien mortgage (including unused line amounts for credit line products) ratios. LTVs and CLTVs are updated quarterly using a cascade approach which first uses values provided by automated valuation models (AVMs) for the property. If an AVM is not available, then the value is estimated using the original appraised value adjusted by the change in Home Price Index (HPI) for the property location. If an HPI is not available, the original appraised value is used. The HPI value is normally the only method considered for high value properties, generally with an original value of \$1 million or more, as the AVM values have proven less accurate for these properties.

The following table shows the most updated LTV and CLTV distribution of the real estate 1-4 family first and junior lien mortgage loan portfolios. We consider the trends in residential real estate markets as we monitor credit risk and establish our allowance for credit losses. In the event of a default, any loss should be limited to the portion of the loan amount in excess of the net realizable value of the underlying real estate collateral value. Certain loans do not have an LTV or CLTV primarily due to industry data availability and portfolios acquired from or serviced by other institutions.

Note 5: Loans and Allowance for Credit Losses (continued)

	1		1		ı	ı	
			June	30, 2014		December	· 31, 2013
		Real	Real		Real	Real	
		estate	estate		estate	estate	
					1-4	1-4	
		1-4 family	1-4 family		family	family	
			junior				
		first	lien		first	junior lien	
		mortgage	mortgage		mortgage	mortgage	
(in millions)			by CLTV			by CLTV	Total
By LTV/CLTV:							
0-60%	\$	84,643	14,411	99,054	74,046	13,636	87,682
60.01-80%		82,486	16,980	99,466	80,187	17,154	97,341
80.01-100%		29,271	15,020	44,291	30,843	16,272	47,115
100.01-120% (1)		8,367	8,734	17,101	10,678	9,992	20,670
> 120% (1)		4,427	5,898	10,325	6,306	7,369	13,675
No LTV/CLTV available		1,575	1,300	2,875	1,600	1,368	2,968
Government insured/guaranteed loans		1,010	1,000		1,000	1,000	
(2)		26,447	-	26,447	30,737	_	30,737
Total consumer loans		,		,	,		,
(excluding PCI)		237,216	62,343	299,559	234,397	65,791	300,188
Total consumer PCI loans (carrying		, -	,	, , , , , ,	,	, -	,
value)		22,888	112	23,000	24,100	123	24,223
Total consumer loans	\$	260,104	62,455	-	258,497	65,914	324,411
The star correction rearing	•		<u> </u>	5==,666		22,011	<u> </u>
(1) D (1 + 1 + 1 + 1 + 1 + 1 + 1 + 1 + 1 + 1		<u> </u>		_			

<sup>(1)</sup> Reflects total loan balances with LTV/CLTV amounts in excess of 100%. In the event of default, the loss content would generally be limited to only the amount in excess of 100% LTV/CLTV.

(2) Represents loans whose repayments are predominantly insured by the FHA or guaranteed by the VA.

**Nonaccrual Loans** The following table provides loans on nonaccrual status. PCI loans are excluded from this table because they continue to earn interest from accretable yield, independent of performance in accordance with their contractual terms.

			June 30,	Dec. 31,
ons)			2014	2013

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Commercial:		
Commercial and industrial \$	693	738
Real estate mortgage	1,802	2,252
Real estate construction	239	416
Lease financing	28	29
Foreign	36	40
Total commercial (1)	2,798	3,475
Consumer:		
Real estate 1-4 family first mortgage (2)	9,026	9,799
Real estate 1-4 family junior lien mortgage	1,964	2,188
Automobile	150	173
Other revolving credit and installment	34	33
Total consumer	11,174	12,193
Total nonaccrual loans		
(excluding PCI) \$	13,972	15,668

<sup>(1)</sup> Includes LHFS of \$1 million at both June 30, 2014 and December 31, 2013.

(2) Includes MHFS of \$238 million at June 30, 2014 and \$227 million at December 31, 2013.

LOANS IN PROCESS OF FORECLOSURE Our recorded investment in consumer mortgage loans collateralized by residential real estate property that are in process of foreclosure was \$13.2 billion and \$17.3 billion at June 30, 2014 and December 31, 2013, respectively, which included \$7.1 billion and \$10.0 billion, respectively, of loans that are government insured/guaranteed. We commence the foreclosure process on consumer real estate loans when a borrower becomes 120 days delinquent in accordance with Consumer Finance Protection Bureau Guidelines. Foreclosure procedures and timelines vary depending on whether the property address resides in a judicial or non-judicial state. Judicial states require the foreclosure to be processed through the state's courts while non-judicial states are processed without court intervention. Foreclosure timelines vary according to state law.

LOANS 90 Days OR MORE Past Due and Still Accruing Certain loans 90 days or more past due as to interest or principal are still accruing, because they are (1) well-secured and in the process of collection or (2) real estate 1 4 family mortgage loans or consumer loans exempt under regulatory rules from being classified as nonaccrual until later delinquency, usually 120 days past due. PCI loans of \$4.0 billion at June 30, 2014, and \$4.5 billion at December 31, 2013, are not included in these past due and still accruing loans even though they are 90 days or more contractually past due. These PCI loans are considered to be accruing because they continue to earn interest from accretable yield, independent of performance in accordance with their contractual terms.

The following table shows non-PCI loans 90 days or more past due and still accruing by class for loans not government insured/guaranteed.

_	1	1		1				1
							June 30,	Dec. 31,
(in mill	ions)						2014	2013
Loans	90 days	or more p	ast due an	d still accruing	:			
Total (	<u>excluding</u>	g PCI):				\$	18,582	23,219
	Less: Fl	HA insure	ed/guarante	ed by the VA (	1)(2)		16,978	21,274
	Less: St	udent loa	ans guarant					
		under the	FFELP (3		707	900		
			Total, not					
				insured/guara	anteed	\$	897	1,045
By seg	ment and	d class, n	ot governm	nent				
	insured/	guarante	ed:					
Comm	ercial:							
	Comme	rcial and	industrial			\$	51	11
	Real es	tate mort	gage				53	35
		tate cons					16	97
	Foreign						2	_
		Total cor	nmercial				122	143
Consu	-	•						
	Real es	tate 1-4 fa	amily first n	nortgage (2)			311	354
				· lien mortgage	(2)	•	70	86
	Credit c			0 0	,		266	321
	Automo	bile					48	55
	Other revolving credit and installment						80	86
	Total consumer					775	902	
	Total, not government							
			,	insured/guara	anteed	\$	897	1,045
						т	552	,

<sup>(1)</sup> Represents loans whose repayments are predominantly insured by the FHA or guaranteed by the VA.

- (2) Includes mortgage loans held for sale 90 days or more past due and still accruing.
- (3) Represents loans whose repayments are predominantly guaranteed by agencies on behalf of the U.S. Department of Education under the FFELP. In second quarter 2014, all government guaranteed student loans were transferred to loans held for sale.

#### Note 5: Loans and Allowance for Credit Losses (continued)

Impaired Loans The table below summarizes key information for impaired loans. Our impaired loans predominantly include loans on nonaccrual status in the commercial portfolio segment and loans modified in a TDR, whether on accrual or nonaccrual status. These impaired loans generally have estimated losses which are included in the allowance for credit losses. We have impaired loans with no allowance for credit losses when loss content has been previously recognized through charge-offs and we do not anticipate additional charge-offs or losses, or certain loans are currently performing in accordance with their terms and for which no loss has been estimated. Impaired loans exclude PCI loans. The table below includes trial modifications that totaled \$469 million at June 30, 2014, and \$650 million at December 31, 2013.

For additional information on our impaired loans and allowance for credit losses, see Note 1 (Summary of Significant Accounting Policies) in our 2013 Form 10-K.

-	•		•						
								Recorded	
								investment	
								Impaired	
								loans	
								with	
						Unpaid		related	
									allowance
							Impaired		
, .						balance		credit	
(in mi	llions)		1	1		(1)	loans	losses	losses
June	30, 2014		_	1					
Com	mercial:								
	Comme	ercial and	industrial		\$	1,759	1,093	826	274
	Real es	tate mort	gage			3,840	2,963	2,861	529
	Real es	tate cons	struction			715	430	394	54
	Lease f	inancing				68	30	30	16
	Foreigr	1				43	34	24	12
		Total cor	nmercial			6,425	4,550	4,135	885
Cons	umer:								
	Real es	tate 1-4 fa	amily first mo	ortgage		21,838	18,974	13,330	2,587
				ien mortgage		3,125	2,560	2,057	726
	Credit		* *			379	379	379	108
	Automobile				208	151	69	9	
	Other revolving credit and installment				50	40	33	4	
			nsumer (2)			25,600	22,104	15,868	3,434
	1				\$	· · · · · · · · · · · · · · · · · · ·	26,654	20,003	4,319
					J	],		_0,000	.,510

All internal valuation models are subject to ongoing review by business-unit-level management, and all raodels are

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Total impair PCI)	ed loans (excluding				
December 31, 2013					
Commercial:					
Commercial and industrial		\$ 2,016	1,274	1,024	223
Real estate mortgage		4,269	3,375	3,264	819
Real estate construction		946	615	589	101
Lease financing		71	33	33	8
Foreign		44	37	37	5
Total commercial		7,346	5,334	4,947	1,156
Consumer:					
Real estate 1-4 family first mort	gage	22,450	19,500	13,896	3,026
Real estate 1-4 family junior lie	n mortgage	3,130	2,582	2,092	681
Credit card		431	431	431	132
Automobile		245	189	95	11
Other revolving credit and insta	llment	44	34	27	3
Total consumer (2)		26,300	22,736	16,541	3,853
Total impaire	d loans (excluding PCI)	\$ 33,646	28,070	21,488	5,009

<sup>(1)</sup> Excludes the unpaid principal balance for loans that have been fully charged off or otherwise have zero recorded investment.

<sup>(2)</sup> At June 30, 2014 and December 31, 2013, includes the recorded investment of \$2.1 billion and \$2.5 billion, respectively, of government insured/guaranteed loans that are predominantly insured by the FHA or guaranteed by the VA and generally do not have an allowance.

Commitments to lend additional funds on loans whose terms have been modified in a TDR amounted to \$308 million and \$407 million at June 30, 2014 and December 31, 2013, respectively.

The following tables provide the average recorded investment in impaired loans and the amount of interest income recognized on impaired loans by portfolio segment and class.

														I
						Quarter end	ded June 30,				S	X	months end	ed .
				2014			2013				2014			
			Averagee	cognized		Average	Recognized		Average	C	ognized		Average	Rec
			recorded	interest		recorded	interest		recorded		interest		recorded	
(in milli	ons)	ir	nvestment	income		investment	income	in	vestment		income		investment	
Comme	ercial:													
	Commercial and	k												
	industrial	\$	1,157	17		1,573	22		1,185		38		1,603	
	Real estate													 
<u> </u>	mortgage	$\bot$	3,107	36		4,194	36		3,178		65		4,250	 
	Real estate										_ [			I
	construction	$\bot$	465	8		1,082	11		521		15		1,174	
	Lease financing	1	33	-		30	-		33		-		32	
	Foreign	$\bot$	36	-		41	-		36		-		37	
	Total		. =00			2 000					140		7.000	I
<u> </u>	commercial	+	4,798	61	-	6,920	69		4,953		118		7,096	
Consur		+	<del>                                     </del>			<u> </u>	<del>                                     </del>							
	Real estate 1-4													ı
<u> </u>	family	+	10.010	000		10.000	004		10 407		475		10.075	
<u> </u>	first mortgage	+	19,313	238	-	19,669	264		19,407		475		19,275	
	Real estate 1-4													I
	family	+	+ +			<del> </del>								
	junior lien mortgage		2,545	36		2,499	38		2,551		71		2,490	I
-	Credit card	+	391	12		490	14		405		24		503	
	Automobile	+	160	4		262	7		169		11		280	
-	Other revolving	+	100	-		202	<del>'  </del>		109		11		200	
	credit													I
	and	$\dagger$	+				<del>                                     </del>							
	installment		38	1		28	_ [		37		2		27	ı
	Total	T		-							_			
	consumer		22,447	291		22,948	323		22,569		583		22,575	I
	Total								,					
	impaired													I
	loans													

All internal valuation models are subject to ongoing review by business-unit-level management, and all raodels are

		(excluding PCI)	\$ 27,245	352	29,868	392	27,522	701	29,671	
Interes	st incom	ne:								
	Cash baccour	asis of nting	Ş	\$ 100		119		199		
	Other (	(1)		252		273		502		
	Tota inco	l interest me	Ş	\$ 352		392		701		

<sup>(1)</sup> Includes interest recognized on accruing TDRs, interest recognized related to certain impaired loans which have an allowance calculated using discounting, and amortization of purchase accounting adjustments related to certain impaired loans.

**TROUBLED DEBT RESTRUCTURINGs (TDRs)** When, for economic or legal reasons related to a borrower's financial difficulties, we grant a concession for other than an insignificant period of time to a borrower that we would not otherwise consider, the related loan is classified as a TDR. We do not consider any loans modified through a loan resolution such as foreclosure or short sale to be a TDR.

We may require some consumer borrowers experiencing financial difficulty to make trial payments generally for a period of three to four months, according to the terms of a planned permanent modification, to determine if they can perform according to those terms. These arrangements represent trial modifications, which we classify and account for as TDRs. While loans are in trial payment programs, their original terms are not considered modified and they continue to advance through delinquency status and accrue interest according to their original terms. The planned modifications for these arrangements predominantly involve interest rate reductions or other interest rate concessions; however, the exact concession type and resulting financial effect are usually not finalized and do not take effect until the loan is permanently modified. The trial period terms are developed in accordance with our proprietary programs or the U.S. Treasury's Making Home Affordable programs for real estate 1-4 family first lien (i.e. Home Affordable Modification Program – HAMP) and junior lien (i.e. Second Lien Modification Program – 2MP) mortgage loans.

At June 30, 2014, the loans in trial modification period were \$143 million under HAMP, \$38 million under 2MP and \$288 million under proprietary programs, compared with \$253 million, \$45 million and \$352 million at December 31, 2013, respectively. Trial modifications with a recorded investment of \$177 million at June 30, 2014, and \$286 million at December 31, 2013, were accruing loans and \$292 million and \$364 million, respectively, were nonaccruing loans. Our experience is that most of the mortgages that enter a trial payment period program are successful in completing the program requirements and are then permanently modified at the end of the trial period. Our allowance process considers the impact of those modifications that are probable to occur.

The following table summarizes our TDR modifications for the periods presented by primary modification type and includes the financial effects of these modifications. For those loans that modify more than once, the table reflects each modification that occurred during the period.

			Primary	modification	type (1)	Financia	al effects o	f mc	dificat	tions
							Weighted		Reco	rded

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											average		inve	stment
							Interest				interest			ated to
							IIILEIESI				IIILEIESI			nterest
							rate	Other		Charge-	rate		"	rate
		l .			Р	rincipal		concessions		Onargo	1410		rec	duction
(in r	millio	ns)			'	•	reduction		Total	offs (4)	reduction			(5)
Qua	arter	end	ed Ju	ne 30, 2	2014	, ,		` '						
Cor	mme	ercial	:	•										
	Con	nmei	cial a	nd										
	indu	ustria	al		\$	4	23	246	273	15	0.95	%	\$	23
	Rea	l est	ate m	ortgage	!	-	54	274	328	-	1.20			54
		l est												
			ction			-	1	24	25	-	1.72			1
		eign				-	1	-	1	-	0.84			1
_			l com	mercial		4	79	544	627	15	1.13			79
_	nsur													
				4 family	'	470	0.5	604	000	00	0.40			404
	1		tgage			176	85	621	882	28	2.46			194
				4 family rtgage		12	25	74	111	15	3.37			35
	T .	dit ca		rigage		-	44	- '-	44	- 13	12.09			44
	1	omo				1	1	20	22	7	8.80			1
	1		volvii			•		20			0.00			•
		dit ar		.9										
		allm				-	2	3	5	-	4.92			2
	Tria	l mo	difica	tions										
	(6)					-	-	(86)	(86)	-	-			-
		Tota	I con	sumer		189	157	632	978	50	4.15			276
			Total		\$	193	236	1,176	1,605	65	3.47	%	\$	355
				ne 30, 20	13	Ī								
	1	rcial:			ļ									
			cial ar	nd	_			00.4	050		4.40	٥,	_	4.0
		ıstria			\$	-	16	234	250	-	1.46	%	\$	16
	1			ortgage		4	95	346	445	1	1.57			95
		l esta struc				_	3	90	93		0.83			3
	Fore		liOH			_	<u> </u>	90	93		0.03			3
			Lcomi	mercial		4	114	670	788	1	1.54			114
Cor	nsum		COIIII	Hereiai			117	070	700	<u> </u>	1.54			117
	1		ate 1-4	4 family										
			gage	. rairing		282	378	715	1,375	48	2.71			563
				4 family			3.0		.,5.5					200
			n mor	-		25	46	90	161	1	3.24			70
	T .	dit ca				-	46	-	46	-	10.53			46
		omob				1	2	24	27	8	8.77			2
	I				1	_	4	4	8	_	5.31			4

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	revolvin ıstallmer	g credit nt								
Trial r	nodificat	ions (6)	-	ı	22	22	-	ı		-
T	otal cons	sumer	308	476	855	1,639	57	3.32		685
	Total		\$ 312	590	1,525	2,427	58	3.06	%	\$ 799

							Duine		t /d\		F:	-1 -44-	- (	1'.6	
							Primary I	modification	type (1)		Financ	ial effects			
												Weighted			ecorde
							1					average			estmer
							Interest					interest		re	lated t
							rate	Other			Chargo	rate			interes rat
						rincipal		concessions			Charge-	Tale		rc	eductio
in m	nillior	ne)			「	•	reduction		Total		offe (4)	reduction		16	5000010 5)
111111	I					( <u>2)</u>	reduction	(5)	Total		0113 (4)	reduction			
Six ı	mon	ths e	nded	June	30, 2	2014									
		rcial:													
	Cor	nmer	cial a	and											
		ustria			\$	4	36	511	551		26	1.69	%	\$	36
	Rea	l esta	ite												
	mo	rtgage	е			3	93	568	664		-	1.24			93
	Rea	ıl esta	ite												
		struc	tion			-	2	167	169		-	1.61			2
		eign				-	1	-	1		-	-			1
		Total													
		comn	nerc	ial		7	132	1,246	1,385		26	1.36			132
Con	sum														
		l esta		-4											
		ily fir				0.40	100	4 070	1 000		<b>CO</b>	0.64			440
	1	rtgage		4	<del> </del>	349	193	1,378	1,920		60	2.61			440
		ıl esta ily ju													
		rtgage		IICII		30	59	137	226		33	3.29			85
		dit ca					80	- 107	80			11.20			80
		omob				2	2	43	47		17	9.17			2
	1	er rev		na		_		-10				0.17			_
		dit an		9											
		allme				_	3	4	7		-	4.91			3
	+			ations											
_	(6)						-	(115)	(115)						
		Total	con	sumer		381	337	1,447	2,165		110	3.87			610
		T	otal		\$	388	469	2,693	3,550		136	3.42	%	\$	742
Six r	nont	hs en	ded .	June 30	), 20	13									
Com	mer	cial:													
					\$	_	83	561	644	-	1	6.42	%	\$	83
					1		1								1

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		nmer Istria	cial a	ınd									
		l est tgag			28	170	768	966	-	6	1.68		170
		l est struc			ı	3	199	202	-	4	0.91		3
	Fore	eign			15	ı	-	15	-	ı	1		-
		Tota	I com	mercial	43	256	1,528	1,827	-	11	3.20		256
Cons	sume	er:											
			ate 1- st mo	-4 ortgage	626	757	2,096	3,479	-	145	2.56		1,186
	fam	ily ju	ate 1- nior li										
	mor	tgag	e		52	94	258	404	-	16	3.24		142
	Cre	dit ca	ard		-	92	-	92	-	-	10.63		92
	Auto	omok	oile		2	8	48	58	-	16	7.00		8
			volvir allmei	ng credit nt	-	6	7	13	_	-	4.80		6
	Tria	l mo	difica	tions (6)	-	-	54	54	-	_	-		-
				sumer	680	957	2,463	4,100	-	177	3.18		1,434
			Total		\$ 723	1,213	3,991	5,927	-	188	3.19	%	\$ 1,690

- Amounts represent the recorded investment in loans after recognizing the effects of the TDR, if any. TDRs may have multiple types of concessions, but are presented only once in the first modification type based on the order presented in the table above. The reported amounts include loans remodified of \$558 million and \$647 million, for quarters ended June 30, 2014 and 2013, and \$1.2 billion and \$1.6 billion for the first half of 2014 and 2013, respectively.
- Principal modifications include principal forgiveness at the time of the modification, contingent principal forgiveness granted over the life of the loan based on borrower performance, and principal that has been legally separated and deferred to the end of the loan, with a zero percent contractual interest rate.
- (3) Other concessions include loan renewals, term extensions and other interest and noninterest adjustments, but exclude modifications that also forgive principal and/or reduce the contractual interest rate.
- (4) Charge-offs include write-downs of the investment in the loan in the period it is contractually modified. The amount of charge-off will differ from the modification terms if the loan has been charged down prior to the modification based on our policies. In addition, there may be cases where we have a charge-off/down with no legal principal modification. Modifications resulted in legally forgiving principal (actual, contingent or deferred) of \$44 million and \$95 million for quarters ended June 30, 2014 and 2013, and \$92 million and \$229 million for the first half of 2014 and 2013, respectively.
- (5) Reflects the effect of reduced interest rates on loans with principal or interest rate reduction primary modification type.
- (6) Trial modifications are granted a delay in payments due under the original terms during the trial payment period. However, these loans continue to advance through delinquency status and accrue interest according to their original terms. Any subsequent permanent modification generally includes interest rate related concessions; however, the exact concession type and resulting financial effect are usually not known until the loan is permanently modified. Trial modifications for the period are presented net of previously reported trial modifications that became permanent in the current period.

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### Note 5: Loans and Allowance for Credit Losses (continued)

The table below summarizes permanent modification TDRs that have defaulted in the current period within 12 months of their permanent modification date. We are reporting these defaulted TDRs based on a payment default definition of 90 days past due for the commercial portfolio segment and 60 days past due for the consumer portfolio segment.

	I		T .		1			1	
					R	ecorded i	nves	stment of	defaults
					Quart	er ended		Six	months
						June 30,		ended .	June 30,
(in mill	lions)				2014	2013		2014	2013
Comm	ercial:								
	Comme	rcial and	industrial		\$ 16	174		25	195
	Real es	tate morto	gage		21	116		63	177
	Real es	tate const	ruction		-	24		3	52
	Foreign				-	-		5	-
		Total com	nmercial		37	314		96	424
Consu	mer:								
	Real es	tate 1-4 fa	amily first mor	tgage	78	81		157	164
	Real es	tate 1-4 fa	amily junior lie	en mortgage	8	7		15	17
	Credit c	ard			13	16		26	32
	Automo	bile			3	5		7	9
		Total con	sumer		102	109		205	222
			Total		\$ 139	423		301	646
		-			•				

## **Purchased Credit-Impaired Loans**

Substantially all of our PCI loans were acquired from Wachovia on December 31, 2008. The following table presents PCI loans net of any remaining purchase accounting adjustments. Real estate 1-4 family first mortgage PCI loans are predominantly Pick-a-Pay loans.

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	luno		
	June		
	30,	Decer	<u>mber 31,</u>
(in millions)	2014	2013	2008
Commercial:			
Commercial and industrial	\$ 192	215	4,580
Real estate mortgage	1,003	1,136	5,803
Real estate construction	305	433	6,462
Foreign	467	720	1,859
Total commercial	1,967	2,504	18,704
Consumer:			
Real estate 1-4 family first mortgage	22,888	24,100	39,214
Real estate 1-4 family junior lien mortgage	112	123	728
Automobile	-	-	151
Total consumer	23,000	24,223	40,093
Total PCI loans (carrying value)	\$ 24,967	26,727	58,797
Total PCI loans (unpaid principal balance)	\$ 35,471	38,229	98,182
			•

**Accretable Yield** The excess of cash flows expected to be collected over the carrying value of PCI loans is referred to as the accretable yield and is recognized in interest income using an effective yield method over the remaining life of the loan, or pools of loans. The accretable yield is affected by:

- changes in interest rate indices for variable rate PCI loans expected future cash flows are based on the variable rates in effect at the time of the regular evaluations of cash flows expected to be collected;
- changes in prepayment assumptions prepayments affect the estimated life of PCI loans which may change the amount of interest income, and possibly principal, expected to be collected; and
- changes in the expected principal and interest payments over the estimated life updates to expected cash flows are driven by the credit outlook and actions taken with borrowers. Changes in expected future cash flows from loan modifications are included in the regular evaluations of cash flows expected to be collected.

The change in the accretable yield related to PCI loans is presented in the following table.

(in millions)	
Balance, December 31, 2008	\$ 10,447
Addition of accretable yield due to acquisitions	132
Accretion into interest income (1)	(11,184)
Accretion into noninterest income due to sales (2)	(393)
Reclassification from nonaccretable difference for loans with improving credit-related cash flows	6,325
Changes in expected cash flows that do not affect nonaccretable difference (3)	12,065
Balance, December 31, 2013	17,392
Addition of accretable yield due to acquisitions	-
Accretion into interest income (1)	(737)
Accretion into noninterest income due to sales (2)	(35)
Reclassification from nonaccretable difference for loans with improving credit-related cash flows	2,076
Changes in expected cash flows that do not affect nonaccretable difference (3)	(278)
Balance, June 30, 2014	\$ 18,418
Balance, March 31, 2014	\$ 17,086
Addition of accretable yield due to acquisitions	-
Accretion into interest income (1)	(362)
Accretion into noninterest income due to sales (2)	-
	1,966

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	Changes in expected cash flows that do not affect nonaccretable difference (3)		(272)
Balar	nce, June 30, 2014	\$	18,418
(1)	Includes accretable yield released as a result of settlements with borrowers, whi interest income.	ich is in	ıcluded in
<b>(0)</b>	Includes accretable yield released as a result of sales to third parties, which is in	ncluded	Lin
(2)	noninterest income.	iiciaaca	I III

## Note 5: Loans and Allowance for Credit Losses (continued)

**PCI Allowance** Based on our regular evaluation of estimates of cash flows expected to be collected, we may establish an allowance for a PCI loan or pool of loans, with a charge to income though the provision for losses. The following table summarizes the changes in allowance for PCI loan losses.

	1	1		_							
	Other										
Total	consumer	Pick-a-Pay	Commercial			(in millions)					
-	-	_	-	\$		Balance, December 31, 2008					
1,748	107	_	1,641		n losses	Provision for loar					
(1,718)	(103)	-	(1,615)			Charge-offs					
30	4	-	26		3	Balance, December 31, 2013					
(18)	1	-	(19)		rsal of provision) for loan	Provision (rever					
(4)	(2)	-	` '			Charge-offs					
8	3	-	5	\$	T	Balance, June 30, 2014					
21	3	-	18	\$		Balance, March 31, 2014					
(14)	-	-	(14)		vision for loan losses	Reversal of prov					
1	-	-	1			Recoveries					
8	3	-	5	\$		Balance, June 30, 2014					
	3 3 -	- - - - - -	26 (19) (2) 5 18 (14)	\$	vision for loan losses	Balance, December 31, 2013 Provision (rever losses Charge-offs Balance, June 30, 2014 Balance, March 31, 2014 Reversal of prov					

Commercial PCI Credit Quality Indicators The following

table provides a breakdown of commercial PCI loans by risk category.

					Co	ommercial	Real	Real		
						and	estate	estate		
(in mil	(in millions)					industrial	mortgage	construction	Foreign	Total
June	June 30, 2014				•					

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<u>- y 1</u>	sk cate Pass	go. y.			\$	114	301	162	- 1	578
	Critici	zed			J J	78	702	143	466	1,389
		Total co	mmerci	al PCI loans	\$	192	1,003	305	467	1,967
Dece	ember 3	1, 2013								
By ri	sk categ	jory:								
	Pass				\$	118	316	160	8	602
	Criticiz	ed				97	820	273	712	1,902
		Total co	mmercia	l PCI loans	\$	215	1,136	433	720	2,504

The following table provides past due information for commercial PCI loans.

	1	1	I	Т	Ī		ı			
		_			С	<u>ommercial</u>	Real	Real		
						and	estate	estate		
(in mil	llions)	ons)				industrial	mortgage	construction	Foreign	Total
June	30, 201	4								
By de	linque	ncy statu	ıs:							
	Currer	nt-29 DP	D and st	ill accruing	\$	190	952	265	414	1,821
	30-89 DPD and still accruing					-	5	11	-	16
	90+ DF	D and s	till accr	uing		2	46	29	53	130
		Total co	mmerci	al PCI loans	\$	192	1,003	305	467	1,967
Decer	mber 31	, 2013								
By de	linquen	cy status	:							
	Current-29 DPD and still accruing					210	1,052	355	632	2,249
	30-89 DPD and still accruing					5	41	2	-	48
	90+ DF	D and s	till accrui	ng		-	43	76	88	207
		Total co	mmercia	I PCI loans	\$	215	1,136	433	720	2,504

Consumer PCI Credit Quality Indicators Our consumer PCI loans were aggregated into several pools of loans at acquisition. Below, we have provided credit quality indicators based on the unpaid principal balance (adjusted for write-downs) of the individual loans included in the pool, but we have not allocated the remaining purchase accounting adjustments, which were established at a pool level. The following table provides the delinquency status of consumer PCI loans.

				June 30, 2014			D	ecember (	31, 2013
			Real	Real			Real	Real	
			estate	estate			estate	estate	
							1-4	1-4	
			1-4 family	1-4 family			family	family	
				junior					
			first	lien			first	junior lien	
(in mi	llions)		mortgage	mortgage	Total	mortgage mortgage		Total	

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By delinquency status:							
Current-29 DPD and still accruing	\$	20,243	174	20,417	20,712	171	20,883
30-59 DPD and still accruing		2,029	7	2,036	2,185	8	2,193
60-89 DPD and still accruing		1,027	3	1,030	1,164	4	1,168
90-119 DPD and still accruing		434	2	436	457	2	459
120-179 DPD and still accruing		424	2	426	517	4	521
180+ DPD and still accruing		3,948	91	4,039	4,291	95	4,386
Total consumer PCI loans (adjusted unpaid principal balance)	<b>\$</b>	28,105	279	28,384	29,326	284	29,610
Total consumer PCI loans (carrying value)	\$	22,888	112	23,000	24,100	123	24,223

## Note 5: Loans and Allowance for Credit Losses (continued)

The following table provides FICO scores for consumer PCI loans.

						T	
			June	30, 2014		ecember :	31, 2013
			Real		Real	Real	
	F	Real estate	estate		estate	estate	
					1-4	1-4	
		1-4 family	1-4 family		family	family	
			junior				
		first	lien		first	junior lien	
(in millions)		mortgage	mortgage	Total	mortgage	mortgage	Total
By FICO:							
< 600	\$	8,619	87	8,706	9,933	101	10,034
600-639		5,792	55	5,847	6,029	60	6,089
640-679		6,855	68	6,923	6,789	70	6,859
680-719		3,922	39	3,961	3,732	35	3,767
720-759		1,707	11	1,718	1,662	11	1,673
760-799		887	6	893	865	5	870
800+		205	1	206	198	1	199
No FICO available		118	12	130	118	1	119
Total consumer PCI loans							
(adjusted unpaid principal							
balance)	\$	28,105	279	28,384	29,326	284	29,610
Total consumer PCI loans							
(carrying value)	\$	22,888	112	23,000	24,100	123	24,223

The following table shows the distribution of consumer PCI loans by LTV for real estate 1-4 family first mortgages and by CLTV for real estate 1-4 family junior lien mortgages.

				June	30, 2014	December 31, 20		
				Real		Real	Real	
		F	eal estate	estate		estate	estate	
						1-4		
			1-4 family	1-4 family		family	family	
				junior				
			first	lien		first	junior lien	

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	mortgage	mortgage		mortgage	mortgage	
(in millions)	by LTV	by CLTV	Total	by LTV	by CLTV	Total
By LTV/CLTV:						
0-60%	\$ 2,926	32	2,958	2,501	32	2,533
60.01-80%	9,384	49	9,433	8,541	42	8,583
80.01-100%	9,626	93	9,719	10,366	88	10,454
100.01-120% (1)	3,988	61	4,049	4,677	67	4,744
> 120% (1)	2,171	43	2,214	3,232	54	3,286
No LTV/CLTV available	10	1	11	9	1	10
Total consumer PCI loans (adjusted unpaid principal						
balance)	\$ 28,105	279	28,384	29,326	284	29,610
Total consumer PCI loans (carrying value)	\$ 22,888	112	23,000	24,100	123	24,223

<sup>(1)</sup> Reflects total loan balances with LTV/CLTV amounts in excess of 100%. In the event of default, the loss content would generally be limited to only the amount in excess of 100% LTV/CLTV.

# Note 6: Other Assets

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The components of other assets were:

		1		Ī				
							June 30,	Dec. 31
(in mil	llions)				1		2014	2013
,	arketable e	quity i	nvestme	nts:		•		
	Cost meth							
	Pr	ivate e	equity			\$	2,310	2,308
	Fe	ederal	bank sto	ck			4,546	4,670
		•	Total cos	t method			6,856	6,978
	Equity me	ethod:						
	LI	HTC ir	nvestmer	nts (1)			6,347	6,209
	Pr	rivate e	equity and	d other			5,386	5,782
		•	Total equ	ity method			11,733	11,991
	Fair value	(2)					1,902	1,386
				Total nonm	arketable			
					equity investment	S	20,491	20,355
Corpo	rate/bank-d	owned	life insur	ance			18,837	18,738
Αςςοι	ınts receiva	ıble					22,628	21,422
Intere	st receivab	le					5,016	5,019
Core	deposit inta	ngible	S				4,117	4,674
Custo	mer relatio	nship a	and					
	other amo	ortized	intangibl	es			955	1,084
Forec	losed asset	ts:						
	Residenti	al real	estate:					
	G	overnr	nent insu	red/guarant	eed (3)		2,359	2,093
	No	on-gov	ernment	insured/gua	ıranteed		630	814
	Non-resid	lential	real esta	te			1,118	1,030
Opera	ating lease	assets					2,409	2,047
Due fr	rom custom	ers or	accepta	nces			234	279
Other	(4)	•					13,538	8,787
					Total other assets	\$	92,332	86,342
(1)					credit investments			
(2)					vestments for whic Liabilities) for addit			option. See
(3)					ulting from govern e foreclosed real e	•		

All internal valuation models are subject to ongoing review by business-unit-level management, and all radoels are

	loans w	ere pred	dominantly	y insured by	the FHA or guaranteed	by the VA.				
(4)	Include	Includes derivatives designated as hedging instruments, free-standing derivatives (economic								
	hedges	hedges), and derivative loan commitments, which are carried at fair value. See Note 12								
	(Derivatives) for additional information.									

Income (expense) related to nonmarketable equity investments was:

							Quarter		Six months
						ded June 30,			
(in mill	ions)					2014	2013	2014	2013
Net rea	alized g	ains							
	from no	nmark	etable						
	equity investments		\$	381	179	932	224		
All oth	All other			(209)	(128)	(432)	(91)		
	Total			•	\$	172	51	500	133

#### **Note 7: Securitizations and Variable Interest Entities**

#### **Involvement with SPEs**

In the normal course of business, we enter into various types of on- and off-balance sheet transactions with special purpose entities (SPEs), which are corporations, trusts or partnerships that are established for a limited purpose. Generally, SPEs are formed in connection with securitization transactions and are considered variable interest entities (VIEs). For further description of our involvement with SPEs, see Note 8 (Securitizations and Variable Interest Entities) to Financial Statements in our 2013 Form 10-K.

We have segregated our involvement with VIEs between those VIEs which we consolidate, those which we do not consolidate and those for which we account for the transfers of financial assets as secured borrowings. Secured borrowings are transactions involving transfers of our financial assets to third parties that are accounted for as financings with the assets pledged as collateral. Accordingly, the transferred assets remain recognized on our balance sheet. Subsequent tables within this Note further segregate these transactions by structure type.

The classifications of assets and liabilities in our balance sheet associated with our transactions with VIEs follow:

		1	1	l l	1	ı		
						Transfers that		
		VIE	s that we	VIEs	we	account		
						for as		
			do not	that we		secured		
(in millions)		co	nsolidate	consolidate	bo	rrowings		Total
June 30, 2014	<u> </u>							
Í								
Cash	•	\$	-	175		33		208
Trading assets			1,008	34		210		1,252
Investment securi	ties (1)		18,143	1,134		7,920		27,197
Mortgages held fo	r sale		-	-		-		-
Loans			7,206	5,543		5,646		18,395
Mortgage servicin	g rights		13,208	-		-		13,208
Other assets			6,300	326		93		6,719
Total asse	ts		45,865	7,212		13,902		66,979
Short-term borrow	ings		-	16		5,621		5,637
	and other liabilities		2,962	57	(2)	3		3,022
Long-term debt			_	2,114	(2)	5,359		7,473
Total liabil	ities		2,962	2,187		10,983		16,132
Noncontrolling int	erests			4		-		4

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Net assets	\$	42,903	5,021		2,919	50,8	43
December 31, 2013							
Cash	\$	-	165		7	1	72
Trading assets		1,206	162		193	1,50	61
Investment securities (1)		18,795	1,352		8,976	29,12	23
Mortgages held for sale		-	38		-	;	38
Loans		7,652	6,058		6,021	19,7	31
Mortgage servicing rights		14,859	-		-	14,8	59
Other assets		6,151	347		110	6,6	80
Total assets		48,663	8,122		15,307	72,09	92
Short-term borrowings		-	29		7,871	7,90	00
Accrued expenses and other liab	ilities	3,464	99	(2)	3	3,50	66
Long-term debt		-	2,356	(2)	5,673	8,0	29
Total liabilities		3,464	2,484		13,547	19,49	95
Noncontrolling interests		-	5		-		5
Net assets	\$	45,199	5,633		1,760	52,59	92

<sup>(1)</sup> Excludes certain debt securities related to loans serviced for the Federal National Mortgage Association (FNMA), Federal Home Loan Mortgage Corporation (FHLMC) and GNMA.

#### **Transactions with Unconsolidated VIEs**

Our transactions with VIEs include securitizations of residential mortgage loans, CRE loans, student loans and auto loans and leases; investment and financing activities involving collateralized debt obligations (CDOs) backed by asset-backed and CRE securities, collateralized loan obligations (CLOs) backed by corporate loans, and other types of structured financing. We have various forms of involvement with VIEs, including holding senior or subordinated

<sup>(2)</sup> Includes the following VIE liabilities at June 30, 2014, and December 31, 2013, respectively, with recourse to the general credit of Wells Fargo: Accrued expenses and other liabilities, \$9 million at each date; and Long-term debt, \$19 million and \$29 million.

interests, entering into liquidity arrangements, credit default swaps and other derivative contracts. Involvements with these unconsolidated VIEs are recorded on our balance sheet primarily in trading assets, investment securities, loans, MSRs, other assets and other liabilities, as appropriate.

The following tables provide a summary of unconsolidated VIEs with which we have significant continuing involvement, but we are not the primary beneficiary. We do not consider our continuing involvement in an unconsolidated VIE to be significant when it relates to third-party sponsored VIEs for which we were not the transferor or if we were the sponsor but do not have any other significant continuing involvement.

Significant continuing involvement includes transactions where we were the sponsor or transferor and have other significant forms of involvement. Sponsorship includes transactions with unconsolidated VIEs where we solely or materially participated in the initial design or structuring of the entity or marketing of the transaction to investors. When we transfer assets to a VIE and account for the transfer as a sale, we are considered the transferor. We consider investments in securities held outside of trading, loans, guarantees, liquidity agreements, written options and servicing of collateral to be other forms of involvement that may be significant. We have excluded certain transactions with unconsolidated VIEs from the balances presented in the following table where we have determined that our continuing involvement is not significant due to the temporary nature and size of our variable interests, because we were not the transferor or because we were not involved in the design or operations of the unconsolidated VIEs.

		_			1	1	1	1
						Carryin	g value - asset	(liability)
							Other	
				Debt				
			Total	and			commitments	
			VIE	equity	Servicing		and	Net
				interests	_			
(in ı	millions)		assets	(1)		Derivatives	guarantees	assets
Jun	e 30, 2014							
Res	sidential mortgage loan							
	securitizations:							
			1,298,082	2,347	12,722	-	(696)	14,373
	Other/nonconformi	\$ na	35,080	1,557	226	-	(10)	1,773
Cor	nmercial mortgage	9	,	, , , ,			\ -/	, -
	uritizations		159,799	8,489	239	220	-	8,948
Col	lateralized debt							,
	gations:							
	Debt securities		5,324	36	-	200	(108)	128
	Loans (3)		5,776	5,649	-	-	-	5,649
Ass	et-based finance							
stru	ıctures		9,179	5,885	-	(62)	-	5,823
Tax	credit structures		22,132	6,631	-	-	(2,040)	4,591
Col	lateralized loan							·
obli	gations		2,702	747	-	-	-	747

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Total \$  Total \$  Residential mortgage loan securitizations:  Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt obligations:	10,841					_	51			
Residential mortgage loan securitizations:  Conforming Other/nonconforming Commercial mortgage Securitizations Collateralized debt	4 550 405		811	21	5	(17)	820			
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt	1,552,195		32,203	13,208	363	(2,871)	42,903			
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt					Max	l ximum exposu	ro to loce			
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt					IVIA	Other	16 10 1022			
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt			Debt			Other				
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt			and			commitments				
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt				Servicing		and	Total			
securitizations: Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt			interests	assets	Derivatives	guarantees	exposure			
Conforming Other/nonconforming Commercial mortgage securitizations Collateralized debt						-				
Other/nonconforming Commercial mortgage securitizations Collateralized debt										
Commercial mortgage securitizations Collateralized debt		\$	2,347	12,722	-	2,366	17,435			
securitizations Collateralized debt			1,557	226	-	347	2,130			
Collateralized debt										
			8,489	239	244	-	8,972			
obligations:										
Debt securities			36	-	200	108	344			
Loans (3)			5,649	-	-	-	5,649			
Asset-based finance			F 00F		60	005	C 040			
structures			5,885	-	62	995	6,942			
Tax credit structures			6,631	-	-	506	7,137			
Collateralized loan			747			39	786			
obligations nvestment funds			51	-	-	18	69			
Other (4)			811	21	133					
Total		\$	32,203	13,208	639	4,546	1,132 50,596			
		Ψ	32,203	13,200	039	4,540	50,590			
continued on following page)										

# Note 7: Securitizations and Variable Interest Entities (continued)

										1		
(con	tinuec	l fron	i prev	ious page)					<u> </u>			
-												
							T	Carryir	ig value - asse	t (liability)		
									Other			
					Total	Debt and			commitments			
					VIE		Servicing		and	Net		
						interests						
_	nillior				assets	(1)	assets	Derivatives	guarantees	assets		
	embe											
			•	ge Ioan								
seci	uritiza											
			ng (2)		\$ 1,314,285	2,721	14,253	-	(745)	16,229		
	Othe	r/nor	conf	orming	38,330	1,739	258	-	(26)	1,971		
	nmer			ige								
	uritiza				170,088	7,627	325	209	-	8,161		
Coll				obligations:								
	Debt securities				6,730	37	-	214	(130)	121		
	Loar	ıs (3)			6,021	5,888	-	-	-	5,888		
Ass	et-ba	sed f	inanc	e								
stru	cture	s			11,415	6,857	-	(84)	-	6,773		
Tax	credi	t stru	cture	S	23,112	6,455	-	-	(2,213)	4,242		
Coll	atera	lized	loan	obligations	4,382	1,061	-	-	-	1,061		
Inve	stme	nt fur	nds		3,464	54	-	-	-	54		
Oth	er (4)				10,343	860	23	5	(189)	699		
	Tota				\$ 1,588,170	33,299	14,859	344	(3,303)	45,199		
								Ma	ximum exposi	re to loss		
									Other			
						Debt and			commitments			
							Servicing		and	Total		
		1				interests		Derivatives				
Res	ident	ial m	ortga	ge loan			230010	_ 5 4 50	gaaaan	27.1000010		
	uritiza		•	<del></del>								
		ormii				\$ 2,721	14,253	-	2,287	19,261		
				orming		 1,739	258	-	- 346			
Con	nmer					1,,			2.0	2,343		
	uritiza			٠٠,٠		7,627	325	322	_	8,274		
						 ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	0=0	<u></u>	l .	- , <b>-</b> · ·		

All internal valuation models are subject to ongoing review by business-unit-level management, and all races

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Collateralized debt obligations:						
Debt securities		37	1	214	130	381
Loans (3)		5,888	-	-	1	5,888
Asset-based finance structures		6,857	-	84	1,665	8,606
Tax credit structures		6,455	-	-	626	7,081
Collateralized loan obligations		1,061	-	-	159	1,220
Investment funds		54	-	-	31	85
Other (4)		860	23	178	188	1,249
Total	\$	33,299	14,859	798	5,432	54,388

- (1) Includes total equity interests of \$7.0 billion and \$6.9 billion at June 30, 2014, and December 31, 2013, respectively. Also includes debt interests in the form of both loans and securities. Excludes certain debt securities held related to loans serviced for FNMA, FHLMC and GNMA.
- (2) Excludes assets and related liabilities with a recorded carrying value on our balance sheet of \$1.4 billion and \$2.1 billion at June 30, 2014, and December 31, 2013, respectively, for certain delinquent loans that are eligible for repurchase primarily from GNMA loan securitizations. The recorded carrying value represents the amount that would be payable if the Company was to exercise the repurchase option. The carrying amounts are excluded from the table because the loans eligible for repurchase do not represent interests in the VIEs.
- (3) Represents senior loans to trusts that are collateralized by asset-backed securities. The trusts invest primarily in senior tranches from a diversified pool of primarily U.S. asset securitizations, of which all are current and 71% and 72% were rated as investment grade by the primary rating agencies at June 30, 2014, and December 31, 2013, respectively. These senior loans are accounted for at amortized cost and are subject to the Company's allowance and credit charge-off policies.
- (4) Includes structured financing, auto loan and lease securitizations and credit-linked note structures. Also contains investments in auction rate securities (ARS) issued by VIEs that we do not sponsor and, accordingly, are unable to obtain the total assets of the entity.

In the two preceding tables, "Total VIE assets" represents the remaining principal balance of assets held by unconsolidated VIEs using the most current information available. For VIEs that obtain exposure to assets synthetically through derivative instruments, the remaining notional amount of the derivative is included in the asset balance. "Carrying value" is the amount in our consolidated balance sheet related to our involvement with the unconsolidated VIEs. "Maximum exposure to loss" from our involvement with off-balance sheet entities, which is a required disclosure under GAAP, is determined as the carrying value of our involvement with off-balance sheet (unconsolidated) VIEs plus the remaining undrawn liquidity and lending commitments, the notional amount of net written derivative contracts, and generally the notional amount of, or stressed loss estimate for, other commitments and guarantees. It represents estimated loss that would be incurred under severe, hypothetical circumstances, for which we believe the possibility is extremely remote, such as where the value of our interests and any associated collateral declines to zero, without any consideration of recovery or offset from any economic hedges. Accordingly, this required disclosure is not an indication of expected loss.

For complete descriptions of our types of transactions with unconsolidated VIEs with which we have a significant continuing involvement, but we are not the primary beneficiary, see Note 8 (Securitizations and Variable Interest Entities) to Financial Statements in our 2013 Form 10-K.

**OTHER TRANSACTIONS WITH VIEs** Auction rate securities (ARS) are debt instruments with long-term maturities, which re-price more frequently, and preferred equities with no maturity. At June 30, 2014, we held in our available-for-sale securities portfolio \$605 million of ARS issued by VIEs redeemed pursuant to agreements entered into in 2008 and 2009, compared with \$653 million at December 31, 2013.

We do not consolidate the VIEs that issued the ARS because we do not have power over the activities of the VIEs.

**TRUST PREFERRED SECURITIES** VIEs that we wholly own issue debt securities or preferred equity to third party investors. All of the proceeds of the issuance are invested in debt securities or preferred equity that we issue to the VIEs. The VIEs' operations and cash flows relate only to the issuance, administration and repayment of the securities held by third parties. We do not consolidate these VIEs because the sole assets of the VIEs are receivables from us, even though we own all of the voting equity shares of the VIEs, have fully guaranteed the obligations of the VIEs and may have the right to redeem the third party securities under certain circumstances. In our consolidated balance sheet at June 30, 2014, and December 31, 2013, we reported the debt securities issued to the VIEs as long-term junior subordinated debt with a carrying value of \$2.0 billion and \$1.9 billion, respectively, and the preferred equity securities issued to the VIEs as preferred stock with a carrying value of \$2.5 billion at both dates. These amounts are in addition to the involvements in these VIEs included in the preceding table.

#### **Securitization Activity Related to Unconsolidated VIEs**

We use VIEs to securitize consumer and CRE loans and other types of financial assets, including student loans and auto loans. We typically retain the servicing rights from these sales and may continue to hold other beneficial interests in the VIEs. We may also provide liquidity to investors in the beneficial interests and credit enhancements in the form of standby letters of credit. Through these securitizations we may be exposed to liability under limited amounts of recourse as well as standard representations and warranties we make to purchasers and issuers. The following table

All internal valuation models are subject to ongoing review by business-unit-level management, and all rade els are

presents the cash flows with our securitization trusts that were involved in transfers accounted for as sales.
110

All internal valuation models are subject to ongoing review by business-unit-level management, and all rade are

Note 7: Securitizations and Variable Interest Entities (continued)

			1		1	1
				2014		2013
				Other		Other
		ı	Mortgage	financial	Mortgage	financial
(in millions)			loans	assets	loans	assets
Quarter ended June 3	80,					
Sales proceeds from se	ecuritizations	\$	39,830	-	115,287	1
Fees from servicing rig	hts retained		979	2	1,051	3
Other interests held			369	18	441	21
Purchases of delinquer	nt assets		-	-	7	1
Servicing advances, ne	et of repayments		138	-	12	-
Six months ended Ju	ne 30,					
Sales proceeds from se	ecuritizations	\$	77,444	-	221,593	ı
Fees from servicing rig	hts retained		2,007	4	2,127	5
Other interests held			662	39	847	48
Purchases of delinquer	nt assets		3	-	16	ı
Servicing advances, ne	et of repayments		(135)	-	814	-

In the second quarter and first half of 2014, we recognized net gains of \$68 million and \$97 million, respectively, from transfers accounted for as sales of financial assets in securitizations, compared with \$46 million and \$110 million, respectively, in the same periods of 2013. These net gains primarily relate to commercial mortgage securitizations and residential mortgage securitizations where the loans were not already carried at fair value.

Sales with continuing involvement during the second quarter and first half of 2014 and 2013 predominantly related to securitizations of residential mortgages that are sold to the government-sponsored entities (GSEs), including FNMA, FHLMC and GNMA (conforming residential mortgage securitizations). During the second quarter and first half of 2014, we transferred \$36.9 billion and \$70.5 billion respectively, in fair value of conforming residential mortgages to unconsolidated VIEs and recorded the transfers as sales, compared with \$111.2 billion and \$211.9 billion, respectively in the same periods of 2013. Substantially all of these transfers did not result in a gain or loss because the loans were already carried at fair value. In connection with all of these transfers, in the first half of 2014 we recorded a \$560 million servicing asset, measured at fair value using a Level 3 measurement technique, and a \$22 million liability for repurchase losses which reflects management's estimate of probable losses related to various representations and warranties for the loans transferred, initially measured at fair value. In the first half of 2013, we recorded a \$2.0 billion servicing asset and a \$98 million liability.

We used the following key weighted-average assumptions to measure mortgage servicing assets at the date of securitization:

	-			
			D '-l	
				ntial mortgage
			S	ervicing rights
		2014		2013
Quarter ended June 30,				
Prepayment speed (1)		12.9	%	11.7
Discount rate		7.3		7.1
Cost to service (\$ per loan) (2)	\$	301		199
Six months ended June 30,				
Prepayment speed (1)		12.5	%	11.8
Discount rate		7.6		7.1
Cost to service (\$ per loan) (2)	\$	268		189
(a) —				

<sup>(1)</sup> The prepayment speed assumption for residential mortgage servicing rights includes a blend of prepayment speeds and default rates. Prepayment speed assumptions are influenced by mortgage interest rate inputs as well as our estimation of drivers of borrower behavior.

(2) Includes costs to service and unreimbursed foreclosure costs.

During the second quarter and first half of 2014, we transferred \$1.0 billion and \$2.3 billion, respectively, in fair value of commercial mortgages to unconsolidated VIEs and recorded the transfers as sales, compared with \$1.5 billion and \$3.2 billion in the same periods of 2013, respectively. These transfers resulted in gains of \$17 million and \$41 million in the second quarter and first half of 2014, respectively, because the loans were carried at lower of cost or market value (LOCOM), compared with gains of \$38 million and \$100 million in the second quarter and first half of 2013. In connection with these transfers, in the first half of 2014 we recorded a servicing asset of \$5 million, initially measured at fair value using a Level 3 measurement technique, and securities available-for-sale of \$100 million, classified as Level 2. In the first half of 2013, we recorded a servicing asset of \$9 million, using a Level 3 measurement technique, and available-for-sale securities of \$23 million, classified as Level 2.

The following table provides key economic assumptions and the sensitivity of the current fair value of residential mortgage servicing rights and other retained interests to immediate adverse changes in those assumptions. "Other interests held" relate predominantly to residential and commercial mortgage loan securitizations. Residential mortgage-backed securities retained in securitizations issued through GSEs, such as FNMA, FHLMC and GNMA, are excluded from the table because these securities have a remote risk of credit loss due to the GSE guarantee. These securities also have economic characteristics similar to GSE mortgage-backed securities that we purchase, which are not included in the table. Subordinated interests include only those bonds whose credit rating was below AAA by a major rating agency at issuance. Senior interests include only those bonds whose credit rating was AAA by a major rating agency at issuance. The information presented excludes trading positions held in inventory.

	I	ı				ı		I			1		1	ı	1		
														<u> </u>			
					_						1			<u> </u>	Other int	ere	sts held
						esidential		<u> </u>									(2)
						nortgage · ·		nterest-	_			Co	nsumer				rcial (2)
	L					servicing		only	Sı	bor	dinated		Senior	bor	dinated		Senior
`			xcept c	ost to		rights					l				l		
		moun		- 11-1 -4		(1)		strips			bonds		bonds		bonds		bonds
_		ie of i , 2014		s held at	\$	13,900		136			38		-		319		642
	ecte (in y		ghted-a	verage		5.9		3.8			5.5		-		3.3		5.9
Key	eco	nomic	assun	nptions:													
		-	ent spe on (3)	ed		12.1	%	11.3			7.1		-				
		Decre from		fair value													
			10% ac change		\$	804		3			-		-				
			25% ac change			1,913		6			-		-				
	Disc	ount	rate as	sumption		7.7	%	18.7			3.8		-		4.4		3.3
		Decre from		fair value													
			100 ba increas	sis point se	\$	716		3			2		-		20		32
			200 ba increas	sis point se		1,363		5			3		-		29		62
			ervice on (\$ p	er Ioan)		184											

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	Decrease in fair value from:									
	10% adverse change	614								
	25% adverse									
	change	1,536								
	Credit loss assumption					0.4	%	-	9.3	-
	Decrease in fair value from:									
	10% higher losses				\$	-		-	18	_
	25% higher losses					-		-	26	_
	value of interests held at ember 31, 2013	\$ 15,580		135		39		-	283	587
Expe	ected weighted-average life									
	ears)	6.4		3.8		5.9		-	3.6	6.3
Key	economic assumptions:									
	payment speed assumption	10.7	%	10.7		6.7		-		
	Decrease in fair value from:									
	10% adverse change	\$ 864		3		1		-		
	25% adverse change	2,065		7		_		-		
	Discount rate assumption	7.8	%	18.3		4.4		-	4.5	3.6
	Decrease in fair value from:									
	100 basis point increase	\$ 840		2		2		-	30	30
	200 basis point increase	1,607		5		4		-	38	58
	Cost to service assumption (\$ per loan)	191								
	Decrease in fair value from:									
	10% adverse change	636								
	25% adverse change	1,591								
	Credit loss assumption					0.4	%	-	14.2	-
	Decrease in fair value from:									

	10% hi Iosses	gher			\$	-	-	29	ı
	25% hi Iosses	gher				-	-	39	1

- (1) See narrative following this table for a discussion of commercial mortgage servicing rights.
- (2) Prepayment speed assumptions do not significantly impact the value of commercial mortgage securitization bonds as the underlying commercial mortgage loans experience significantly lower prepayments due to certain contractual restrictions, impacting the borrower's ability to prepay the mortgage.
- (3) The prepayment speed assumption for residential mortgage servicing rights includes a blend of prepayment speeds and default rates. Prepayment speed assumptions are influenced by mortgage interest rate inputs as well as our estimation of drivers of borrower behavior.

### Note 7: Securitizations and Variable Interest Entities (continued)

In addition to residential mortgage servicing rights (MSRs) included in the previous table, we have a small portfolio of commercial MSRs with a fair value of \$1.6 billion at both June 30, 2014, and December 31, 2013. The nature of our commercial MSRs, which are carried at LOCOM, is different from our residential MSRs. Prepayment activity on serviced loans does not significantly impact the value of commercial MSRs because, unlike residential mortgages, commercial mortgages experience significantly lower prepayments due to certain contractual restrictions, impacting the borrower's ability to prepay the mortgage. Additionally, for our commercial MSR portfolio, we are typically master/primary servicer, but not the special servicer, who is separately responsible for the servicing and workout of delinquent and foreclosed loans. It is the special servicer, similar to our role as servicer of residential mortgage loans, who is affected by higher servicing and foreclosure costs due to an increase in delinquent and foreclosed loans. Accordingly, prepayment speeds and costs to service are not key assumptions for commercial MSRs as they do not significantly impact the valuation. The primary economic driver impacting the fair value of our commercial MSRs is forward interest rates, which are derived from market observable yield curves used to price capital markets instruments. Market interest rates most significantly affect interest earned on custodial deposit balances. The sensitivity of the current fair value to an immediate adverse 25% change in the assumption about interest earned on deposit balances at June 30, 2014, and December 31, 2013, results in a decrease in fair value of \$176 million and \$175 million, respectively. See Note 8 (Mortgage Banking Activities) for further information on our commercial MSRs.

The sensitivities in the preceding paragraph and table are hypothetical and caution should be exercised when relying on this data. Changes in value based on variations in assumptions generally cannot be extrapolated because the relationship of the change in the assumption to the change in value may not be linear. Also, the effect of a variation in a particular assumption on the value of the other interests held is calculated independently without changing any other assumptions. In reality, changes in one factor may result in changes in others (for example, changes in prepayment speed estimates could result in changes in the credit losses), which might magnify or counteract the sensitivities.

The following table presents information about the principal balances of off-balance sheet securitized loans, including residential mortgages sold to FNMA, FHLMC, GNMA and securitizations where servicing is our only form of continuing involvement. Delinquent loans include loans 90 days or more past due and loans in bankruptcy, regardless of delinquency status. In securitizations where servicing is our only form of continuing involvement, we would only experience a loss if required to repurchase a delinquent loan due to a breach in representations and warranties associated with our loan sale or servicing contracts.

										Net
									char	ge-offs
									Six ı	months
						Total loans	Delinque	ent loans		ended
							June			
					June 30,	Dec. 31	30,	Dec. 31	Jı	une 30,
(in m	illions)				2014	2013	2014	2013	2014	2013
Com	mercia	ıl:								
	Real e	estate n	nortgage		\$ 116,023	119,346	8,377	8,808	706	387
		Total co	ommercia	ıl	116,023	119,346	8,377	8,808	706	387
Cons	umer:									

All internal valuation models are subject to ongoing review by business-unit-level management, and all ra65els are

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Real e	estate 1	-4 family	first mortgage	1,290,759	1,313,298	16,299	17,009	270	471
Real	estate 1	-4 family	junior lien						
mortg	age			1	1	-	-	-	-
Other	revolvi	ng credit a	and installment	1,698	1,790	82	99	-	-
	Total c	onsumer		1,292,458	1,315,089	16,381	17,108	270	471
		Total off-l	palance sheet						
		securitize	ed loans (1)	\$ 1,408,481	1,434,435	24,758	25,916	976	858

<sup>(1)</sup> At June 30, 2014, and December 31, 2013, the table includes total loans of \$1.3 trillion at both dates and delinquent loans of \$13.6 billion and \$14.0 billion, respectively for FNMA, FHLMC and GNMA. Net charge-offs exclude loans sold to FNMA, FHLMC and GNMA as we do not service or manage the underlying real estate upon foreclosure and, as such, do not have access to net charge-off information.

#### **Transactions with Consolidated VIEs and Secured Borrowings**

The following table presents a summary of transfers of financial assets accounted for as secured borrowings and involvements with consolidated VIEs. "Consolidated assets" are presented using GAAP measurement methods, which may include fair value, credit impairment or other adjustments, and therefore in some instances will differ from "Total VIE assets." For VIEs that obtain exposure synthetically through derivative instruments, the remaining notional amount of the derivative is included in "Total VIE assets." On the consolidated balance sheet, we separately disclose the consolidated assets of certain VIEs that can only be used to settle the liabilities of those VIEs.

		I				т п		
						Car	ryin	g value
		Total			Third			
		VIE	on	solidated		ontrolling		Net
(in millions)		assets		assets	liabilities	interests		assets
June 30, 2014								
Secured borrowings:								
Municipal tender option bond								
securitizations	\$	· '		8,211	(5,624)	-		2,587
Commercial real estate loans		348		348	(160)	-		188
Residential mortgage								
securitizations		5,052		5,343	(5,199)	-		144
Total secured borrowings		14,597		13,902	(10,983)	-		2,919
Consolidated VIEs:								
Nonconforming residential								
mortgage loan securitizations		6,211		5,530	(1,983)	-		3,547
Structured asset finance		52		52	(18)	-		34
Investment funds		1,196		1,196	(18)	-		1,178
Other		449		434	(168)	(4)		262
Total consolidated VIEs		7,908		7,212	(2,187)	(4)		5,021
Total secured								
borrowings and								
consolidated VIEs	\$	22,505		21,114	(13,170)	(4)		7,940
December 31, 2013								
Secured borrowings:								
Municipal tender option bond	_				<b></b>			
securitizations	\$	11,626		9,210	(7,874)	-		1,336
Commercial real estate loans		486		486	(277)	-		209
Residential mortgage securitizations	<u> </u>	5,337		5,611	(5,396)	-		215
Total secured borrowings		17,449		15,307	(13,547)	-		1,760

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Consolidated VIEs:					
Nonconforming residential					
mortgage loan securitizations	6,770	6,018	(2,214)	1	3,804
Structured asset finance	56	56	(18)	ı	38
Investment funds	1,536	1,536	(70)	-	1,466
Other	582	512	(182)	(5)	325
Total consolidated VIEs	8,944	8,122	(2,484)	(5)	5,633
Total secured borrowings and consolidated VIEs	\$ 26,393	23,429	(16,031)	(5)	7,393

In addition to the transactions included in the previous table, at both June 30, 2014, and December 31, 2013, we had approximately \$6.0 billion of private placement debt financing issued through a consolidated VIE. The issuance is classified as long-term debt in our consolidated financial statements. At June 30, 2014, we pledged approximately \$6.4 billion in loans (principal and interest eligible to be capitalized), \$131 million in available-for-sale securities and \$180 million in cash and cash equivalents to collateralize the VIE's borrowings, compared with \$6.6 billion, \$160 million and \$180 million, respectively, at December 31, 2013. These assets were not transferred to the VIE, and accordingly we have excluded the VIE from the previous table.

For complete descriptions of our accounting for transfers accounted for as secured borrowings and involvements with consolidated VIEs see Note 8 (Securitizations and Variable Interest Entities) to Financial Statements in our 2013 Form 10-K.

# Note 8: Mortgage Banking Activities

Mortgage banking activities, included in the Community Banking and Wholesale Banking operating segments, consist of residential and commercial mortgage originations, sale activity and servicing.

We apply the amortization method to commercial MSRs and apply the fair value method to residential MSRs. The changes in MSRs measured using the fair value method were:

	Ī	1	1							
					$\perp$					
					+			0:		
						Quar	ter ended	Six	mon	ths ended
/!!	II: \				+	0044	June 30,		2014	June 30
-	llions)				+	2014	2013		2014	2013
Fair v		ginning o			\$	14,953	12,061	15	,580	11,538
	Servici	ng from s	ecuritization	s or asset transfers		271	1,060		560	1,995
	Sales					-	(160)		-	(583)
		Net addit	tions			271	900		560	1,412
	Change	es in fair v	value:							
		Due to cl	hanges in va	luation model inputs or						
		assumpti		·						
				terest rates (1)		(876)	2,223	(1,	385)	3,253
			Servicing ar	nd foreclosure costs (2)		23	(82)		(11)	(140)
			Discount rat	es (3)		(55)	-		(55)	_
			Prepayment	estimates and other (4)		73	(274)		175	(485)
				Net changes in valuation						
				model inputs or						
				assumptions		(835)	1,867	(1,	276)	2,628
		Other ch	anges in fair	value (5)		(489)	(643)	(	964)	(1,393)
				es in fair value		(1,324)	1,224	(2,	240)	1,235
Fair v	alue, en	d of perio	·		\$	13,900	14,185		,900	14,185
						,	ŕ		•	
	•				_					

- (1) Primarily represents prepayment speed changes due to changes in mortgage interest rates, but also includes other valuation changes due to changes in mortgage interest rates (such as changes in estimated interest earned on custodial deposit balances).
- (2) Includes costs to service and unreimbursed foreclosure costs.
- (3) Reflects discount rate assumption change, excluding portion attributable to changes in mortgage interest rates.
- (4) Represents changes driven by other valuation model inputs or assumptions including prepayment speed estimation changes and other assumption updates. Prepayment speed estimation changes are

All internal valuation models are subject to ongoing review by business-unit-level management, and all races are

influenced by observed changes in borrower behavior that occur independent of interest rate changes.

(5) Represents changes due to collection/realization of expected cash flows over time.

The changes in amortized MSRs were:

				Quar	ter ended	Six mont	
					June 30,		June 30,
(in millior	ns)			2014	2013	2014	2013
Balance,	beginning of	f period		\$ 1,219	1,181	1,229	1,160
	Purchases			32	26	72	53
	Servicing fr	om securitiza	ations or asset transfers	24	31	38	87
	Amortizatio	n		(79)	(62)	(143)	(124)
Balance,	end of perio	d (1)		\$ 1,196	1,176	1,196	1,176
Fair valu	e of amortize	ed MSRs (2):					
	Beginning of	of period		\$ 1,624	1,404	1,575	1,400
	End of perio	od		1,577	1,533	1,577	1,533
							_

<sup>(1)</sup> Commercial amortized MSRs are evaluated for impairment purposes by the following risk strata: agency (GSEs) and non-agency. There was no valuation allowance recorded for the periods presented on the commercial amortized MSRs.

(2) Represent commercial amortized MSRs.

We present the components of our managed servicing portfolio in the following table at unpaid principal balance for loans serviced and subserviced for others and at book value for owned loans serviced.

	June	Dec.
	30,	31,
(in billions)	2014	2013
Residential mortgage servicing:		
Serviced for others	\$ 1,451	1,485
Owned loans serviced	341	338
Subserviced for others	5	6
Total residential servicing	1,797	1,829
Commercial mortgage servicing:		
Serviced for others	429	419
Owned loans serviced	109	107
Subserviced for others	7	7
Total commercial servicing	545	533
Total managed servicing portfolio	\$ 2,342	2,362
Total serviced for others	\$ 1,880	1,904
Ratio of MSRs to related loans serviced for others	0.80 %	0.88

The components of mortgage banking noninterest income were:

								Quar	ter ended	Six mont	hs ended
									June 30,		June 30,
(in m	illions	s)						2014	2013	2014	2013
Serv	icing i	income	, net:								
	Servi	cing fe	es:								
		Contra	actually	specifie	d servicing	fees	\$	1,077	1,102	2,159	2,227
		Late c	harges					48	58	104	118
		Ancilla	ary fees	3				87	85	167	167

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	Unreimbursed direct servicing	costs (1)	(84)	(215)	(232)	(485)
	Net servicing fees		1,128	1,030	2,198	2,027
	Changes in fair value of MSRs carrie	ed at fair value:				
	Due to changes in valuation mo assumptions (2)	(835)	1,867	(1,276)	2,628	
	Other changes in fair value (3)		(489)	(643)	(964)	(1,393)
	Total changes in fair valu	ue of MSRs carried at	(1,324)	1,224	(2,240)	1,235
	Amortization		(79)	(62)	(143)	(124)
	Net derivative gains (losses) from ed	conomic hedges (4)	1,310	(1,799)	2,158	(2,431)
	Total servicing inc	come, net	1,035	393	1,973	707
Net g	gains on mortgage loan origination/sa	les activities	688	2,409	1,260	4,889
		rtgage banking est income	\$ 1,723	2,802	3,233	5,596
	et-related valuation changes to MSR ts (2) + (4)	\$ 475	68	882	197	

- (1) Primarily associated with foreclosure expenses and unreimbursed interest advances to investors.
- (2) Refer to the changes in fair value of MSRs table in this Note for more detail.
- (3) Represents changes due to collection/realization of expected cash flows over time.
- (4) Represents results from free-standing derivatives (economic hedges) used to hedge the risk of changes in fair value of MSRs. See Note 12 (Derivatives) Free-Standing Derivatives for additional discussion and detail.

### **Note 8:** Mortgage Banking Activities (continued)

The table below summarizes the changes in our liability for mortgage loan repurchase losses. This liability is in "Accrued expenses and other liabilities" in our consolidated balance sheet and the provision for repurchase losses reduces net gains on mortgage loan origination/sales activities in "Mortgage banking" in our consolidated income statement.

Because of the uncertainty in the various estimates underlying the mortgage repurchase liability, there is a range of losses in excess of the recorded mortgage repurchase liability that is reasonably possible. The estimate of the range of possible loss for representations and warranties does not represent a probable loss, and is based on currently available information, significant judgment, and a number of assumptions that are subject to change. The high end of this range of reasonably possible losses in excess of our recorded liability was \$975 million at June 30, 2014, and was determined based upon modifying the assumptions (particularly to assume significant changes in investor repurchase demand practices) utilized in our best estimate of probable loss to reflect what we believe to be the high end of reasonably possible adverse assumptions.

						Quarter	,	Six months
					ende	d June 30,	ende	d June 30,
(in mil	ions)				2014	2013	2014	2013
Baland	ce, beginning of p	period		\$	799	2,317	899	2,206
	Provision for							
	repurcha	se losses	3:					
	Loan sal	es			12	40	22	99
	Change	in estima	te (1)		(38)	25	(42)	275
	Total additions (reductions)				(26)	65	(20)	374
	Losses				(7)	(160)	(113)	(358)
Baland	Balance, end of period			\$	766	2,222	766	2,222
								·

<sup>(1)</sup> Results from changes in investor demand, mortgage insurer practices, credit and the financial stability of correspondent lenders.

### Note 9: Intangible

Assets

The gross carrying value of intangible assets and accumulated amortization was:

							June	30, 2014		D	ecember (	31, 2013
					Gross Net Gross		Net					
					carrying	Acc	umulated	carrying	carrying	Aco	cumulated	carrying
(in m	illions	s)			value	am	ortization	value	value	an	nortization	value
Amo	rtized	intanç	jible as	ssets (1):								
	MSR	s (2)			\$ 2,749		(1,553)	1,196	2,639		(1,410)	1,229
	Core	depos	it intar	ngibles	12,834		(8,717)	4,117	12,834		(8,160)	4,674
	Custo	mer r	elation	ship and								
	other	intang	jibles	•	3,151		(2,196)	955	3,145		(2,061)	1,084
		Total a	amortiz	zed intangible								
		assets	3	_	\$ 18,734		(12,466)	6,268	18,618		(11,631)	6,987
Unar	mortiz	ed inta	angible	assets:								
	MSR	s (carr	ied at	fair value) (2)	\$ 13,900				15,580			
	Goodwill			25,705				25,637				
	Trade	emark			14				14			
				J.								J

<sup>(1)</sup> Excludes fully amortized intangible assets.

(2) See Note 8 (Mortgage Banking Activities) for additional information on MSRs.

The following table provides the current year and estimated future amortization expense for amortized intangible assets. We based our projections of amortization expense shown below on existing asset balances at June 30, 2014. Future amortization expense may vary from these projections.

			(	Customer	
		Core	rel	ationship	

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	Amortized		deposit	á	and other	
(in millions)	MSRs	int	angibles	in	tangibles	Total
Six months ended June 30, 2014 (actual)	\$ 143		557		135	835
Estimate for the remainder of 2014	\$ 123		556		122	801
Estimate for year ended December 31,						
2015	224		1,022		223	1,469
2016	185		919		209	1,313
2017	143		851		194	1,188
2018	111		769		185	1,065
2019	95		1		9	104

For our goodwill impairment analysis, we allocate all of the goodwill to the individual operating segments. We identify reporting units that are one level below an operating segment (referred to as a component), and distinguish these reporting units based on how the segments and components are managed, taking into consideration the economic characteristics, nature of the products and customers of the components. At the time we acquire a business, we allocate goodwill to applicable reporting units based on their relative fair value, and if we have a significant business reorganization, we may reallocate the goodwill. See Note 18 (Operating Segments) for further information on management reporting.

The following table shows the allocation of goodwill to our reportable operating segments for purposes of goodwill impairment testing.

	 1			I		1
				Wealth,		
	Community	Wholesale	Bro	kerage and	Со	nsolidated
(in millions)	Banking	Banking		Retirement		Company
December 31, 2012 and June 30, 2013	\$ 17,922	7,344		371		25,637
December 31, 2013	\$ 17,922	7,344		371		25,637
Reduction in goodwill related to divested businesses	-	(11)		-		(11)
Goodwill from business combinations		87		-		87
Other	(8)	-		-		(8)
June 30, 2014	\$ 17,914	7,420		371		25,705

# Note 10: Guarantees, Pledged Assets and Collateral

Guarantees are contracts that contingently require us to make payments to a guaranteed party based on an event or a change in an underlying asset, liability, rate or index. Guarantees are generally in the form of standby letters of credit, securities lending and other indemnifications, written put options, recourse obligations, and other types of arrangements. For complete descriptions of our guarantees, see Note 14 (Guarantees, Pledged Assets and Collateral) to Financial Statements in our 2013 Form 10-K. The following table shows carrying value, maximum exposure to loss on our guarantees and the related non-investment grade amounts.

										Ju	ne 30, 2014
									Maxim	um expo	sure to loss
							Expires	Expires			
							after	after			
						<b>Expires</b>		three			
						in	one year	years	<b>Expires</b>		Non-
					Carrying	one year	through	through	after five		investment
							three	five			
(in n	nillion	s)			value	or less	years	years	years	Total	grade
	dby l	etters	of credit								
(1)				\$	53	17,051	11,171	5,780	832	34,834	9,063
Secu	urities	lend	ing and								
	other										
	indemnifications (2)				-	-	7	24	3,248	3,279	37
			ions (3)		946	7,560	4,911	2,332	2,421	17,224	5,726
			S sold with	1							
	urse (				75	108	454	841	5,060	6,463	3,508
			antees (5)		-	1,236	-	-	-	1,236	1,236
Othe	er gua	rante	es		40	27	112	18	1,737	1,894	109
	Total	guar	antees	\$	1,114	25,982	16,655	8,995	13,298	64,930	19,679
										Decem	oer 31, 2013
									Maxi	mum expo	osure to loss
							Expires	Expires			
							after	after			
						Expires		three			
						in	one year	years			Non-
									Expires		
					Carrying	one year	through	through	after		investment
							three				
(in m	illions	5)			value	or less	years	five years	five years	Total	grade

All internal valuation models are subject to ongoing review by business-unit-level management, and all radels are

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Standby letters of credit (1)	\$ 56	16,907	11,628	5,308	994	34,837	9,512
Securities lending and							
other indemnifications (2)	-	-	3	18	3,199	3,220	25
Written put options (3)	907	4,775	2,967	3,521	2,725	13,988	4,311
Loans and MHFS sold with							
recourse (4)	86	116	418	849	5,014	6,397	3,674
Factoring guarantees (5)	-	2,915	ı	-	1	2,915	2,915
Other guarantees (6)	33	34	111	16	971	1,132	113
Total guarantees	\$ 1,082	24,747	15,127	9,712	12,903	62,489	20,550

- (1) Total maximum exposure to loss includes direct pay letters of credit (DPLCs) of \$ 16.4 billion and \$16.8 billion at June 30, 2014 and December 31, 2013, respectively. We issue DPLCs to provide credit enhancements for certain bond issuances. Beneficiaries (bond trustees) may draw upon these instruments to make scheduled principal and interest payments, redeem all outstanding bonds because a default event has occurred, or for other reasons as permitted by the agreement. We also originate multipurpose lending commitments under which borrowers have the option to draw on the facility in one of several forms, including as a standby letter of credit. Total maximum exposure to loss includes the portion of these facilities for which we have issued standby letters of credit under the commitments.
- (2) Includes \$244 million and \$337 million at June 30, 2014 and December 31, 2013, respectively, in debt and equity securities lent from participating institutional client portfolios to third-party borrowers. Also includes indemnifications provided to certain third-party clearing agents. Outstanding customer obligations under these arrangements were \$951 million and \$769 million with related collateral of \$5.7 billion and \$3.7 billion at June 30, 2014 and December 31, 2013, respectively. Estimated maximum exposure to loss was \$3.0 billion and \$2.9 billion as of the same periods, respectively.
- (3) Written put options, which are in the form of derivatives, are also included in the derivative disclosures in Note 12 (Derivatives).
- (4) Represent recourse provided, predominantly to the GSEs, on loans sold under various programs and arrangements. Under these arrangements, we repurchased \$4 million and \$5 million respectively, of loans associated with these agreements in the second quarter and first half of 2014, and \$7 million and \$18 million in the same periods of 2013, respectively.
- (5) Consists of guarantees made under certain factoring arrangements to purchase trade receivables from third parties, generally upon their request, if receivable debtors default on their payment obligations. See Note 1 (Summary of Significant Accounting Policies) for additional information.
- (6) Includes amounts for liquidity agreements and contingent consideration that were previously reported separately.
- "Maximum exposure to loss" and "Non-investment grade" are required disclosures under GAAP. Non-investment grade represents those guarantees on which we have a higher risk of being required to perform under the terms of the guarantee. If the underlying assets under the guarantee are non-investment grade (that is, an external rating that is below investment grade or an internal credit default grade that is equivalent to a below investment grade external rating), we consider the risk of performance to be high. Internal credit default grades are determined based upon the same credit policies that we use to evaluate the risk of payment or performance when making loans and other extensions of credit. These credit policies are further described in Note 5 (Loans and Allowance for Credit Losses).

Maximum exposure to loss represents the estimated loss that would be incurred under an assumed hypothetical circumstance, despite what we believe is its extremely remote possibility, where the value of our interests and any associated collateral declines to zero. Maximum exposure to loss estimates in the table above do not reflect economic hedges or collateral we could use to offset or recover losses we may incur under our guarantee agreements. Accordingly, this required disclosure is not an indication of expected loss. We believe the carrying value, which is either fair value for derivative-related products or the allowance for lending- related commitments, is more representative of our exposure to loss than maximum exposure to loss.

#### **Pledged Assets**

As part of our liquidity management strategy, we pledge assets to secure trust and public deposits, borrowings and letters of credit from the FHLB and FRB, securities sold under agreements to repurchase (repurchase agreements), and for other purposes as required or permitted by law or insurance statutory requirements. The types of collateral we pledge include securities issued by federal agencies, GSEs, domestic and foreign companies and various commercial and consumer loans. The following table provides the total carrying amount of pledged assets by asset type, of which substantially all are pursuant to agreements that do not permit the secured party to sell or repledge the collateral. The table excludes pledged consolidated VIE assets of \$7.2 billion and \$8.1 billion at June 30, 2014, and December 31, 2013, respectively, which can only be used to settle the liabilities of those entities. The table also excludes \$13.9 billion and \$15.3 billion in assets pledged in transactions accounted for as secured borrowings at June 30, 2014 and December 31, 2013, respectively. See Note 7 (Securitizations and Variable Interest Entities) for additional information on consolidated VIE assets and secured borrowings.

		ı		•		ı					
					June 30,		Dec. 31,				
(in mil	lions)				2014		2013				
Tradin	g assets and oth	er (1)		\$	45,271		30,288				
Invest	ment securities (2	2)			87,832		85,468				
Loans	(3)				418,779		381,597				
	Total pledge	d assets		\$	551,882		497,353				
(1)	Represent assets pledged to collateralize repurchase agreements and other securities financings. Balance includes \$44.0 billion and \$29.0 billion at June 30, 2014, and December 31, 2013, respectively, under agreements that permit the secured parties to sell or repledge the collateral.  Includes \$7.1 billion and \$8.7 billion in collateral for repurchase agreements at June 30, 2014,										
(2)	and Decemb	oer 31, 2013	, respectively, which are pell or repledge the collaters	ledged und							
(3)	· · · · · · · · · · · · · · · · · · ·										
			•								

### Note 10: Guarantees, Pledged Assets and Collateral (continued)

#### Offsetting of Resale and Repurchase Agreements and Securities Borrowing and Lending Agreements

The table below presents resale and repurchase agreements subject to master repurchase agreements (MRA) and securities borrowing and lending agreements subject to master securities lending agreements (MSLA). We account for transactions subject to these agreements as collateralized financings and those with a single counterparty are presented net on our balance sheet, provided certain criteria are met that permit balance sheet netting. Most transactions subject to these agreements do not meet those criteria and thus are not eligible for balance sheet netting.

Collateral we pledged consists of non-cash instruments, such as securities or loans, and is not netted on the balance sheet against the related collateralized liability. Collateral we received includes securities or loans and is not recognized on our balance sheet. Collateral received or pledged may be increased or decreased over time to maintain certain contractual thresholds as the assets underlying each arrangement fluctuate in value. Generally, these agreements require collateral to exceed the asset or liability recognized on the balance sheet. The following table includes the amount of collateral pledged or received related to exposures subject to enforceable MRAs or MSLAs. While these agreements are typically over-collateralized, U.S. GAAP requires disclosure in this table to limit the amount of such collateral to the amount of the related recognized asset or liability for each counterparty.

In addition to the amounts included in the table below, we also have balance sheet netting related to derivatives that is disclosed within Note 12 (Derivatives).

			June 30,	Dec. 31,
(in millions)			2014	2013
Assets:				
Resale and securities borrowing agreements				
Gross amounts recognize	d	\$	45,890	38,635
Gross amounts offset in c sheet (1)	Gross amounts offset in consolidated balance sheet (1)		(6,863)	(2,817)
Net amounts in consolidate (2)	Net amounts in consolidated balance sheet (2)		39,027	35,818
Collateral not recognized balance sheet (3)	in consolidated		(38,973)	(35,768)
Net amount (4)		\$	54	50
Liabilities:				
Repurchase and securities lending agreemen	nts			
Gross amounts recognize	d	\$	51,432	38,032
Gross amounts offset in c sheet (1)	onsolidated balance		(6,863)	(2,817)
Net amounts in consolidate (5)	ed balance sheet	_	44,569	35,215
			(44,121)	(34,770)

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	Collateral pledged but not netted in consolidated balance sheet (6)  Net amount (7)									
				\$	3	448		445		
(1)	Represents recognized amount of resale and repurchase agreements with counterparties subject to enforceable MRAs or MSLAs that have been offset in the consolidated balance sheet.									
(2)	At June 30, 2014 and December 31, 2013, includes \$29.3 billion and \$25.7 billion, respectively, classified on our consolidated balance sheet in Federal funds sold, securities purchased under resale agreements and other short-term investments and \$9.7 billion and \$10.1 billion, respectively, in Loans.									
(3)	Represents the fair value of collateral we have received under enforceable MRAs or MSLAs, limited for table presentation purposes to the amount of the recognized asset due from each counterparty. At June 30, 2014 and December 31, 2013, we have received total collateral with a fair value of \$52.4 billion and \$43.3 billion, respectively, all of which, we have the right to sell or repledge. These amounts include securities we have sold or repledged to others with a fair value of \$31.8 billion at June 30, 2014 and \$23.8 billion at December 31, 2013.									
(4)	Represents the amount of our exposure that is not collateralized and/or is not subject to an enforceable MRA or MSLA.									
(5)	Amount is classified in Short-term borrowings on our consolidated balance sheet.									
(6)	Represents the fair value of collateral we have pledged, related to enforceable MRAs or MSLAs, limited for table presentation purposes to the amount of the recognized liability owed to each counterparty. At June 30, 2014 and December 31, 2013, we have pledged total collateral with a fair value of \$52.4 billion and \$39.0 billion, respectively, of which, the counterparty does not have the right to sell or repledge \$8.4 billion as of June 30, 2014 and \$10.0 billion as of December 31, 2013.									
(7)	Represents the amount of our exposure that is not covered by pledged collateral and/or is not subject to an enforceable MRA or MSLA.									

# Note 11: Legal Actions

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The following supplements our discussion of certain matters previously reported in Note 15 (Legal Actions) to Financial Statements in our 2013 Form 10-K and Note 11 (Legal Actions) to Financial Statements in our 2014 first quarter Quarterly Report on Form 10-Q for events occurring during second quarter 2014.

FHA INSURANCE LITIGATION On October 9, 2012, the United States filed a complaint, captioned *United States of America v. Wells Fargo Bank, N.A.*, in the U.S. District Court for the Southern District of New York. The complaint makes claims with respect to Wells Fargo's Federal Housing Administration (FHA) lending program for the period 2001 to 2010. The complaint alleges, among other allegations, that Wells Fargo improperly certified certain FHA mortgage loans for United States Department of Housing and Urban Development (HUD) insurance that did not qualify for the program, and therefore Wells Fargo should not have received insurance proceeds from HUD when some of the loans later defaulted. The complaint further alleges Wells Fargo knew some of the mortgages did not qualify for insurance and did not disclose the deficiencies to HUD before making insurance claims. On December 1, 2012, Wells Fargo filed a motion in the U.S. District Court for the District of Columbia seeking to enforce a release of Wells Fargo given by the United States, which was denied on February 12, 2013. On April 11, 2013, Wells Fargo appealed the decision to the U.S. Court of Appeals for the District of Columbia Circuit. The Court affirmed the denial of Wells Fargo's motion on June 20, 2014.

MARYLAND MORTGAGE LENDING LITIGATION On July 8, 2008, a class action complaint captioned *Stacey and Bradley Petry, et al., v. Wells Fargo Bank, N.A., et al.*, was filed. The complaint alleges that Wells Fargo and others violated the Maryland Finder's Fee Act in the closing of mortgage loans in Maryland. On March 13, 2013, the Court held the plaintiff class did not have sufficient evidence to proceed to trial, which was previously set for March 18, 2013. On June 20, 2013, the Court entered judgment in favor of the defendants. The plaintiffs appealed. The U.S. Court of Appeals for the Fourth Circuit affirmed the judgment in favor of the defendants on July 10, 2014.

**SECURITIES LENDING LITIGATION** Wells Fargo Bank, N.A. is involved in five separate pending actions brought by securities lending customers of Wells Fargo and Wachovia Bank in various courts. In general, each of the cases alleges that Wells Fargo violated fiduciary and contractual duties by investing collateral for loaned securities in investments that suffered losses. One of the cases, filed on March 27, 2012, is composed of a class of Wells Fargo securities lending customers in a case captioned *City of Farmington Hills Employees Retirement System v. Wells Fargo Bank, N.A.* The class action is pending in the U.S. District Court for the District of Minnesota. On April 12, 2014, the parties reached a settlement in principle of the class action case. The settlement was preliminarily approved by the Court on June 5, 2014. A hearing on final approval is set for August 14, 2014.

**OUTLOOK** When establishing a liability for contingent litigation losses, the Company determines a range of potential losses for each matter that is both probable and estimable, and records the amount it considers to be the best estimate within the range. The high end of the range of reasonably possible potential litigation losses in excess of the Company's liability for probable and estimable losses was \$1.2 billion as of June 30, 2014. For these matters and others where an unfavorable outcome is reasonably possible but not probable, there may be a range of possible losses in excess of the established liability that cannot be estimated. Based on information currently available, advice of counsel, available insurance coverage and established reserves, Wells Fargo believes that the eventual outcome of the actions against Wells Fargo and/or its subsidiaries, including the matters described above, will not, individually or in the aggregate, have a material adverse effect on Wells Fargo's consolidated financial position. However, in the event of unexpected future developments, it is possible that the ultimate resolution of those matters, if unfavorable, may be material to Wells Fargo's results of operations for any particular period.

### Note 12: Derivatives

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We primarily use derivatives to manage exposure to market risk, including interest rate risk, credit risk and foreign currency risk, and to assist customers with their risk management objectives. We designate derivatives either as hedging instruments in a qualifying hedge accounting relationship (fair value or cash flow hedge) or as free-standing derivatives. Free-standing derivatives include economic hedges that do not qualify for hedge accounting and derivatives held for customer accommodation or other trading purposes. For more information on our derivative activities, see Note 16 (Derivatives) to Financial Statements in our 2013 Form 10-K.

The following table presents the total notional or contractual amounts and fair values for our derivatives. Derivative transactions can be measured in terms of the notional amount, but this amount is not recorded on the balance sheet and is not, when viewed in isolation, a meaningful measure of the risk profile of the instruments. The notional amount is generally not exchanged, but is used only as the basis on which interest and other payments are determined. Derivatives designated as qualifying hedge contracts and free-standing derivatives (economic hedges) are recorded on the balance sheet at fair value in other assets or other liabilities. Customer accommodation, trading and other free-standing derivatives are recorded on the balance sheet at fair value in trading assets, other assets or other liabilities.

_							_	1				1	
								Ju	ne 30, 2014			Decemb	er 31, 2013
						Notional or			Fair value	Notional or			Fair value
						contractual		Asset	Liability	contractual		Asset	Liability
(ir	mil	llion	s)			amount	d	erivatives	derivatives	amount		derivatives	derivatives
De	eriv	ativ	es										
de	sig	nat	ed a	as									
he	dgi	ng	inst	rum	ents								
	Int	eres	st ra	te									
	COI	ntra	cts	(1)		\$ 113,454		4,848	2,049	100,412		4,315	2,528
	Fo	reig	n ex	cha	nge								
	COI	ntra	cts			26,255		1,402	696	26,483		1,091	847
To	tal	deri	vati	ves									
de	sigi	nate	ed a	S									
				hed	ging								
	ins	trur	nen	ts				6,250	2,745			5,406	3,375
			es i										
	_		ed a										
he	dgi	ng	inst	rum	ents		_						
l	I						1			1	l		

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Free-standing derivatives						
(economic hedges):						
Interest rate						
contracts (2)	218,327	731	653	220,577	595	897
Equity contracts	4,689	507	52	3,273	349	206
Foreign						
exchange						٥.
contracts	22,866	62	187	10,064	21	35
Other derivatives	2,093	1	14	2,160	13	16
Subtotal		1,301	906		978	1,154
Customer						
accommodation,						
trading and other			-			
free-standing derivatives:						
Interest rate						
contracts	4,153,432	44,171	46,403	4,030,068	50,936	53,113
Commodity	4,133,432	44,171	40,403	4,030,000	30,930	55,115
contracts	97,695	3,314	3,188	96,889	2,673	2,603
Equity contracts	129,754	9,402	8,642	96,379	7,475	7,588
Foreign	123,734	3,402	0,042	30,073	7,475	7,500
exchange						
contracts	209,464	2,680	2,270	164,160	3,731	3,626
Credit contracts -		_,		101,100	0,101	0,000
protection sold	15,612	281	1,156	19,501	354	1,532
Credit contracts -			Í			,
protection						
purchased	19,683	887	294	23,314	1,147	368
Subtotal		60,735	61,953		66,316	68,830
Total derivatives not						
designated as hedging						
instruments		62,036	62,859		67,294	69,984
Total derivatives before						
netting		68,286	65,604		72,700	73,359
Netting (3)		(50,874)	(56,574)		(56,894)	(63,739)
Total		\$ 17,412	9,030		15,806	9,620

<sup>(1)</sup> Notional amounts presented exclude \$3.2 billion and \$1.9 billion at June 30, 2014 and December 31, 2013, respectively, of certain derivatives that are combined for designation as a hedge on a single instrument.

- (2) Includes free-standing derivatives (economic hedges) used to hedge the risk of changes in the fair value of residential MSRs, MHFS, loans, derivative loan commitments and other interests held.
- (3) Represents balance sheet netting of derivative asset and liability balances, and related cash collateral. See the next table in this Note for further information.

The following table provides information on the gross fair values of derivative assets and liabilities, the balance sheet netting adjustments and the resulting net fair value amount recorded on our balance sheet, as well as the non-cash collateral associated with such arrangements. We execute substantially all of our derivative transactions under master netting arrangements. We reflect all derivative balances and related cash collateral subject to enforceable master netting arrangements on a net basis within the balance sheet. The "Gross amounts recognized" column in the following table include \$54.0 billion and \$58.2 billion of gross derivative assets and liabilities, respectively, at June 30, 2014, and \$59.8 billion and \$66.1 billion, respectively, at December 31, 2013, with counterparties subject to enforceable master netting arrangements that are carried on the balance sheet net of offsetting amounts. The remaining gross derivative assets and liabilities of \$14.3 billion and \$7.4 billion, respectively, at June 30, 2014 and \$12.9 billion and \$7.3 billion, respectively, at December 31, 2013, include those with counterparties subject to master netting arrangements for which we have not assessed the enforceability because they are with counterparties where we do not currently have positions to offset, those subject to master netting arrangements where we have not been able to confirm the enforceability and those not subject to master netting

arrangements. As such, we do not net derivative balances or collateral within the balance sheet for these counterparties.

We determine the balance sheet netting adjustments based on the terms specified within each master netting arrangement. We disclose the balance sheet netting amounts within the column titled "Gross amounts offset in consolidated balance sheet." Balance sheet netting adjustments are determined at the counterparty level for which there may be multiple contract types. For disclosure purposes, we allocate these adjustments to the contract type for each counterparty proportionally based upon the "Gross amounts recognized" by counterparty. As a result, the net amounts disclosed by contract type may not represent the actual exposure upon settlement of the contracts.

Balance sheet netting does not include non-cash collateral that we pledge. For disclosure purposes, we present these amounts in the column titled "Gross amounts not offset in consolidated balance sheet (Disclosure-only netting)" within the table. We determine and allocate the Disclosure-only netting amounts in the same manner as balance sheet netting amounts.

The "Net amounts" column within the following table represents the aggregate of our net exposure to each counterparty after considering the balance sheet and Disclosure-only netting adjustments. We manage derivative exposure by monitoring the credit risk associated with each counterparty using counterparty specific credit risk limits, using master netting arrangements and obtaining collateral. Derivative contracts executed in over-the-counter markets include bilateral contractual arrangements that are not cleared through a central clearing organization but are typically subject to master netting arrangements. The percentage of our bilateral derivative transactions outstanding at period end in such markets, based on gross fair value, is provided within the following table. Other derivative contracts executed in over-the-counter or exchange-traded markets are settled through a central clearing organization and are excluded from this percentage. In addition to the netting amounts included in the table, we also have balance sheet netting related to resale and repurchase agreements that are disclosed within Note 10 (Guarantees, Pledged Assets and Collateral).

**Note 12: Derivatives** (continued)

	ı	1 1		l I					<u> </u>	Ī	
	-							Gross amounts			
						Gross		Gross amounts			
						amounts		not offset in			
						anrounte	Net amounts				
						offset in				Percent	
					Gross	consolidated	consolidated	balance sheet		traded in	
					amounts			(Disclosure-only	Net	over-the-counter	-
(in ı	milli	ons)	)		recognized	sheet (1)		•			
Jur	ne 3	0, 2	014		<u> </u>	, ,		<b>9</b> / \ /			
Der	iva	tive	assets								
	Int	eres	t rate								
	CO	ntra	cts	\$	49,750	(41,549)	8,201	(744)	7,457	59	%
	Со	mm	odity								
	CO	ntra	cts		3,314	(679)	2,635	(75)	2,560	64	
		uity									
	1	ntra		-	9,909	(4,016)	5,893	(380)	5,513	71	
		reig									
		char	_		4 4 4 4	(0.500)	504	(0)	FC0	100	
	+	ntra	CIS		4,144	(3,580)	564	(2)	562	100	
		edit	cts-prote	oti.	<b>0</b> 0						
	sol		cis-pioi	#Cti	281	(255)	26	_	26	96	
	+	edit		<u> </u>	201	(200)				- 55	
			cts-prote	ecti	on						
			ased		887	(795)	92	(28)	64	100	
	Otl	her				,		,			
	CO	ntra	cts		1	-	1	-	1	100	
		Tot	al								
			ivative								
	<u> </u>	ass		\$	68,286	(50,874)	17,412	(1,229)	16,183		
		tive									
liab	т —										$\vdash$
			t rate	\$	49,105	(47,039)	2.066	(629)	1 427	57	0/
	1	ntra mm	odity	Þ	49,105	(47,039)	2,066	(029)	1,437	57	70
		ntra	-		3,188	(947)	2,241	(1)	2,240	54	
		uity			3,100	(371)	<u> </u>	\''/	,	34	
	-	ntra			8,694	(4,426)	4,268	(166)	4,102	90	
	1	reig			3,153	(2,746)	407	-	407	100	ĺ
		char				(, , ,					
			-				l				

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contracts							
Credit							
contracts-prote	ctic	on 1,156	(1,151)	5		5	100
Credit		1,130	(1,151)	<u> </u>		<u> </u>	100
contracts-prote	ectio	on					
purchased		294	(265)	29	-	29	94
Other							
contracts		14	-	14	-	14	100
Total							
derivative	\$	65 604	(EG E74)	0.020	(706)	0.024	
liabilities December 31, 2013		65,604	(56,574)	9,030	(796)	8,234	
Derivative assets							
Interest rate							
contracts	\$	55,846	(48,271)	7,575	(1,101)	6,474	65
Commodity		,	, , ,	,	( ) /	, -	
contracts		2,673	(659)	2,014	(72)	1,942	52
Equity							
contracts		7,824	(3,254)	4,570	(239)	4,331	81
Foreign							
exchange contracts		4,843	(3,567)	1,276	(9)	1,267	100
Credit		4,043	(3,367)	1,270	(9)	1,207	100
contracts-protec	tion						
sold		354	(302)	52	-	52	92
Credit							
contracts-protec	tion						
purchased		1,147	(841)	306	(33)	273	100
Other contracts		13	-	13	-	13	100
Total							
derivative assets	\$	72,700	(56,894)	15,806	(1,454)	14,352	
erivative liabilities	Ψ	72,700	(30,034)	10,000	(1,404)	17,002	
Interest rate							
contracts	\$	56,538	(53,902)	2,636	(482)	2,154	66
Commodity				·			
contracts		2,603	(952)	1,651	(11)	1,640	73
Equity			()		(,,,,,)		
contracts		7,794	(3,502)	4,292	(124)	4,168	94
Foreign exchange							
contracts		4,508	(3,652)	856	_	856	100
Credit		1,000	(0,002)	000		300	100
contracts-protec	tion						
sold		1,532	(1,432)	100	-	100	100
Credit		368	(299)	69	-	69	89
contracts-protec	tior						

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purcha	asec	l							
Other	cont	tracts	16	Ī	16	-	16	100	
	tal rivat pilitie		\$ 73,359	(63,739)	9,620	(617)	9,003		

- (1) Represents amounts with counterparties subject to enforceable master netting arrangements that have been offset in the consolidated balance sheet, including related cash collateral and portfolio level counterparty valuation adjustments. Counterparty valuation adjustments were \$207 million and \$236 million related to derivative assets and \$49 million and \$67 million related to derivative liabilities as of June 30, 2014 and December 31, 2013, respectively. Cash collateral totaled \$4.7 billion and \$10.6 billion, netted against derivative assets and liabilities, respectively, at June 30, 2014, and \$4.3 billion and \$11.3 billion, respectively, at December 31, 2013.
- (2) Net derivative assets of \$12.4 billion and \$14.4 billion are classified in Trading assets as of June 30, 2014 and December 31, 2013, respectively. \$5.0 billion and \$1.4 billion are classified in Other assets in the consolidated balance sheet as of June 30, 2014 and December 31, 2013, respectively. Net derivative liabilities are classified in Accrued expenses and other liabilities in the consolidated balance sheet.
- (3) Represents non-cash collateral pledged and received against derivative assets and liabilities with the same counterparty that are subject to enforceable master netting arrangements. U.S. GAAP does not permit netting of such non-cash collateral balances in the consolidated balance sheet but requires disclosure of these amounts.
- (4) Represents derivatives executed in over-the-counter markets not settled through a central clearing organization. Over-the-counter percentages are calculated based on Gross amounts recognized as of the respective balance sheet date. The remaining percentage represents derivatives settled through a central clearing organization, which are executed in either over-the-counter or exchange-traded markets.

### **Fair Value Hedges**

We use derivatives to hedge against changes in fair value of certain financial instruments, including available-for-sale debt securities, mortgages held for sale, and long-term debt. For more information on fair value hedges, see Note 16 (Derivatives) to Financial Statements in our 2013 Form 10-K.

The following table shows the net gains (losses) recognized in the income statement related to derivatives in fair value hedging relationships. The entire derivative gain or loss is included in the assessment of hedge effectiveness for all fair value hedge relationships, except for those involving foreign-currency denominated available-for-sale securities and long-term debt hedged with foreign currency forward derivatives for which the time value component of the derivative gain or loss related to the changes in the difference between the spot and forward price is excluded from the assessment of hedge effectiveness.

										Total
						Ir	nterest rate	Foreign	exchange	net
						contract	ts hedging:	contract	ts hedging:	gains
										(losses)
						Mortgages		Available-		on fair
					for-sale		Long-term		Long-term	value
(in millior	ns)	1		-	securities	sale	debt	securities	debt	hedges
Quarter	ended Jur	ne 30.	2014	1						
Net inter	rest incom zed on der	e (ex	pense)	\$	(178)	(7)	456	(6)	77	342
	osses) rec rest incom		d in							
Red	cognized c	n dei	rivatives		(440)	(11)	795	(5)	340	679
Red	cognized c	n he	dged item		427	8	(714)	4	(300)	(575)
		_	ed on fair (ineffective							
	portion)	_	(memeetive	\$	(13)	(3)	81	(1)	40	104
Ouerter	andad luna	20.0	2012							
	ended June			╁						
	est income ed on deriv		,	\$	(136)	2	395	(2)	69	328
10009				Ť	(190)			\_/		
Gains (lo	osses) reco	rded i	n noninterest							
Red	cognized or	n deri	vatives		899	(11)	(1,666)	104	(607)	(1,281)
				1	(000)		1 F7C	(4.00)	EEZ	1 1 1 7
Red	cognized or	n hed	ged item		(890)	4	1,576	(100)	557	1,147

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			_	ed on fair value ective portion)							
Six n	nonth	s ende	d June	e 30, 2014							
Net i	nteres	st inco	me (ex	pense)							
reco	gnized	d on d	erivativ	/es	\$	(353)	(10)	904	(8)	150	683
	•	ses) re st inco	corde me	d in							
	Reco	gnized	on de	rivatives		(945)	(26)	1,783	(19)	414	1,207
	Reco	gnized	on he	dged item		924	19	(1,567)	15	(374)	(983)
			_	ed on fair s (ineffective							
		portio	n) (1)	•	\$	(21)	(7)	216	(4)	40	224
Six n	nonths	endec	June :	30, 2013							
Net i	nteres	t incom	ne (exp	ense)							
recog	gnized	on de	<u>rivative</u>	S	\$	(261)	3	792	(2)	137	669
					-						
Gain:	`	ses) red	corded	in noninterest							
	ne			in noninterest		1,203	(9)	(2,394)	312	(1,380)	(2,268)
L	ne Reco	gnized	on deri	vatives		1,203 (1,178)	(9) (1)	(2,394) 2,264	312 (303)	(1,380) 1,328	(2,268)
L	ne Recog Recog	gnized gnized Net red	on deri on hed		\$	<i>'</i>	, ,	· · ·		` ' '	(2,268) 2,110 (158)

<sup>(1)</sup> Both the second quarter and first half of 2014 included \$0 million and the second quarter and first half of 2013 included \$(1) million and \$(4) million, respectively, of the time value component recognized as net interest income (expense) on forward derivatives hedging foreign currency available-for-sale securities and long-term debt that were excluded from the assessment of hedge effectiveness.

### **Cash Flow Hedges**

We use derivatives to hedge certain financial instruments against future interest rate increases and to limit the variability of cash flows on certain financial instruments due to changes in the benchmark interest rate. For more information on cash flow hedges, see Note 16 (Derivatives) to Financial Statements in our 2013 Form 10-K.

Based upon current interest rates, we estimate that \$290 million (pre tax) of deferred net gains on derivatives in OCI at June 30, 2014, will be reclassified into net interest income during the next twelve months. Future changes to interest rates may significantly change actual amounts reclassified to earnings. We are hedging our exposure to the variability of future cash flows for all forecasted transactions for a maximum of 7 years for both hedges of floating-rate debt and floating-rate commercial loans.

The following table shows the net gains (losses) recognized related to derivatives in cash flow hedging relationships.

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		Quarter	Six	months
	ended	June 30,	ended	June 30,
(in millions)	2014	2013	2014	2013
Gains (losses) (pre tax) recognized in OCI on derivatives	\$ 212	(10)	256	(3)
Gains (pre tax) reclassified from cumulative OCI into net income				
(1)	115	69	221	156
Gains (losses) (pre tax) recognized in noninterest income for				
hedge ineffectiveness (2)	1	1	1	1

<sup>(1)</sup> See Note 17 (Other Comprehensive Income) for detail on components of net income.

(2)	None of the	change in	rvalue of th	e derivatives	was e	excluded	from th	ie assessm	ent of	hedge
effec	ctiveness.									

### **Note 12: Derivatives** (continued)

### **Free-Standing Derivatives**

We use free-standing derivatives (economic hedges) to hedge the risk of changes in the fair value of certain residential MHFS, certain loans held for investment, residential MSRs measured at fair value, derivative loan commitments and other interests held. The resulting gain or loss on these economic hedges is reflected in mortgage banking noninterest income, net gains (losses) from equity investments and other noninterest income.

The derivatives used to hedge MSRs measured at fair value, resulted in net derivative gains of \$1.3 billion and \$2.2 billion in second quarter and first half of 2014, respectively, and net derivative losses of \$1.8 billion and \$2.4 billion in second quarter and first half of 2013, respectively, which are included in mortgage banking noninterest income. The aggregate fair value of these derivatives was a net asset of \$492 million at June 30, 2014 and a net liability of \$531 million at December 31, 2013. The change in fair value of these derivatives for each period end is due to changes in the underlying market indices and interest rates as well as the purchase and sale of derivative financial instruments throughout the period as part of our dynamic MSR risk management process.

Interest rate lock commitments for residential mortgage loans that we intend to sell are considered free-standing derivatives. The aggregate fair value of derivative loan commitments on the balance sheet was a net asset of \$124 million and a net liability of \$26 million at June 30, 2014 and December 31, 2013, respectively, and is included in the caption "Interest rate contracts" under "Customer accommodation, trading and other free-standing derivatives" in the first table in this Note.

For more information on freestanding derivatives, see Note 16 (Derivatives) to Financial Statements in our 2013 Form 10-K.

The following table shows the net gains recognized in the income statement related to derivatives not designated as hedging instruments.

	Г	1	I	I	T	1	1		1	ı
								Quarter	Six	months
									ende	ed June
							ended	June 30,		30,
(in mi	llions)						2014	2013	2014	2013
_	•	osses) hedges	_	ed on free	e-standing derivatives					
	Intere	st rate c	ontracts							
		Recogr	nized in n	oninterest i	ncome:					
			Mortgage	e banking (	1)	\$	475	1,347	841	1,728
			Other (2)				(66)	74	(125)	98
	Equity	contrac	cts (3)				47	(24)	123	(38)
	Foreig	ın excha	ange cont	racts (2)			(117)	12	(48)	20
	Credit	contrac	ts (2)	•			-	(2)	-	(6)
	Other	(2)	• •				(2)	-	(9)	-

All internal valuation models are subject to ongoing review by business-unit-level management, and all ra64els are

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				Subtotal	337	1,407	782	1,802
Net gai trading	•	recogniz	ed on custo	omer accommodation,				
aı	nd other free	e-standi	ng derivativ	es:				
	Interest	rate con	tracts					
		Recogniz	zed in nonint	erest income:				
			Mortgage ba	anking (4)	498	(1,176)	788	(906)
			Other (5)		(337)	376	(728)	581
	Commo	dity cont	racts (5)		(13)	63	37	224
	Equity of	contracts	(5)		(214)	(7)	(308)	(257)
	Foreign	exchang	ge contracts	(5)	152	138	414	415
	Credit c	ontracts	(5)		5	28	32	(20)
				Subtotal	91	(578)	235	37
N	let gains reco	gnized r	elated to der	ivatives not designated				
	as hedg	ging instru	uments		\$ 428	829	1,017	1,839

<sup>(1)</sup> Predominantly mortgage banking noninterest income including gains (losses) on the derivatives used as economic hedges of MSRs measured at fair value, interest rate lock commitments and mortgages held for sale.

- (2) Predominantly included in other noninterest income.
- (3) Predominantly included in net gains (losses) from equity investments in noninterest income.
- (4) Predominantly mortgage banking noninterest income including gains (losses) on interest rate lock commitments.
- (5) Predominantly included in net gains from trading activities in noninterest income.

### **Credit Derivatives**

We use credit derivatives primarily to assist customers with their risk management objectives. We may also use credit derivatives in structured product transactions or liquidity agreements written to special purpose vehicles. The maximum exposure of sold credit derivatives is managed through posted collateral, purchased credit derivatives and similar products in order to achieve our desired credit risk profile. This credit risk management provides an ability to recover a significant portion of any amounts that would be paid under the sold credit derivatives. We would be required to perform under the noted credit derivatives in the event of default by the referenced obligors. Events of default include events such as bankruptcy, capital restructuring or lack of principal and/or interest payment. In certain cases, other triggers may exist, such as the credit downgrade of the referenced obligors or the inability of the special purpose vehicle for which we have provided liquidity to obtain funding.

The following table provides details of sold and purchased credit derivatives.

								ı	
							Notio	nal amount	
				Protection		Protection			
				sold -		purchased	Net		
				non-		with	protection	Other	
		Fair							
		value	Protection	investment		identical	sold	protection	Range of
					ı	underlyings			
(in n	nillions)	liability	sold (A)	grade		(B)	(A) - (B)	purchased	maturities
Jun	e 30, 2014								
Cred	dit default swaps								
on:									
	Corporate bonds	\$ 36	8,859	4,388		5,725	3,134	4,316	2014-2021
	Structured								
	products	828	1,319	1,024		758	561	379	2017-2052
Cred	dit protection on:								
	Default swap index	-	1,927	234		1,575	352	582	2014-2019
	Commercial								
	mortgage-								
	backed								
	securities index	271	1,062	-		651	411	332	2047-2063
	Asset-backed								
	securities index	21	53	-		1	52	85	2045-2046
Oth	er	-	2,392	2,392		-	2,392	5,279	2014-2025
	Total credit								
	derivatives	\$ 1,156	15,612	8,038		8,710	6,902	10,973	
Dec	ember 31, 2013								
Cred	dit default swaps on:								

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				_	4.0	4004		0.400	4 4 = 4		00110001
	Corp	orate b	onds	\$	48	10,947	5,237	6,493	4,454	5,557	2014-2021
	Struc	tured p	roducts		1,091	1,553	1,245	894	659	389	2016-2052
Cred	dit pro	tection	on:								
	Defa	ult swap	o index		-	3,270	388	2,471	799	898	2014-2018
	morto	, ,	acked		344	1,106	1	535	571	535	2049-2052
		,			48	55	-	1	54	87	2045-2046
Othe	securities index (1				1	2,570	2,570	3	2,567	5,451	2014-2025
		credit atives		\$	1,532	19,501	9,441	10,397	9,104	12,917	
` '		•	•	•			sold - non- grade statu	•			d to reflect

Protection sold represents the estimated maximum exposure to loss that would be incurred under an assumed hypothetical circumstance, where the value of our interests and any associated collateral declines to zero, without any consideration of recovery or offset from any economic hedges. We believe this hypothetical circumstance to be an extremely remote possibility and accordingly, this required disclosure is not an indication of expected loss. The amounts under non-investment grade represent the notional amounts of those credit derivatives on which we have a higher risk of being required to perform under the terms of the credit derivative and are a function of the underlying assets.

We consider the risk of performance to be high if the underlying assets under the credit derivative have an external rating that is below investment grade or an internal credit default grade that is equivalent thereto. We believe the net protection sold, which is representative of the net notional amount of protection sold and purchased with identical underlyings, in combination with other protection purchased, is more representative of our exposure to loss than either non-investment grade or protection sold. Other protection purchased represents additional protection, which may offset the exposure to loss for protection sold, that was not purchased with an identical underlying of the protection sold.

### **Note 12: Derivatives** (continued)

### **Credit-Risk Contingent Features**

Certain of our derivative contracts contain provisions whereby if the credit rating of our debt were to be downgraded by certain major credit rating agencies, the counterparty could demand additional collateral or require termination or replacement of derivative instruments in a net liability position. The aggregate fair value of all derivative instruments with such credit-risk-related contingent features that are in a net liability position was \$11.4 billion at June 30, 2014, and \$14.3 billion at December 31, 2013, respectively, for which we posted \$9.9 billion and \$12.2 billion, respectively, in collateral in the normal course of business. If the credit rating of our debt had been downgraded below investment grade, which is the credit-risk-related contingent feature that if triggered requires the maximum amount of collateral to be posted, on June 30, 2014, or December 31, 2013, we would have been required to post additional collateral of \$1.5 billion or \$2.5 billion, respectively, or potentially settle the contract in an amount equal to its fair value.

## **Counterparty Credit Risk**

By using derivatives, we are exposed to counterparty credit risk if counterparties to the derivative contracts do not perform as expected. If a counterparty fails to perform, our counterparty credit risk is equal to the amount reported as a derivative asset on our balance sheet. The amounts reported as a derivative asset are derivative contracts in a gain position, and to the extent subject to legally enforceable master netting arrangements, net of derivatives in a loss position with the same counterparty and cash collateral received. We minimize counterparty credit risk through credit approvals, limits, monitoring procedures, executing master netting arrangements and obtaining collateral, where appropriate. To the extent the master netting arrangements and other criteria meet the applicable requirements, including determining the legal enforceability of the arrangement, it is our policy to present derivative balances and related cash collateral amounts net on the balance sheet. We incorporate credit valuation adjustments (CVA) to reflect counterparty credit risk and our own credit risk in determining the fair value of our derivatives. Such adjustments, which consider the effects of enforceable master netting agreements and collateral arrangements, reflect market-based views of the credit quality of each counterparty. Our CVA calculation is determined based on observed credit spreads in the credit default swap market and indices indicative of the credit quality of the counterparties to our derivatives.

# Note 13: Fair Values of Assets and Liabilities

We use fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. Assets and liabilities recorded at fair value on a recurring basis are presented in the recurring table in this Note. From time to time, we may be required to record at fair value other assets on a nonrecurring basis, such as certain residential and commercial MHFS, certain LHFS, loans held for investment and certain other assets. These nonrecurring fair value adjustments typically involve application of lower-of-cost-or-market accounting or write-downs of individual assets.

See Note 1 (Summary of Significant Accounting Policies) to Financial Statements in our 2013 Form 10-K for discussion of how we determine fair value. For descriptions of the valuation methodologies we use for assets and liabilities recorded at fair value on a recurring or nonrecurring basis and for estimating fair value for financial instruments not recorded at fair value, see Note 17 (Fair Values of Assets and Liabilities) to Financial Statements in our 2013 Form 10-K.

**Fair Value Hierarchy** We group our assets and liabilities measured at fair value in three levels based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

- Level 1 Valuation is based upon quoted prices for identical instruments traded in active markets.
- Level 2 Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market.
- Level 3 Valuation is generated from techniques that use significant assumptions not observable in the market. These unobservable assumptions reflect estimates of assumptions that market participants would use in pricing the asset or liability. Valuation techniques include use of option pricing models, discounted cash flow models and similar techniques.

### Fair Value Measurements from Brokers or Third Party Pricing Services

For certain assets and liabilities, we obtain fair value measurements from brokers or third party pricing services and record the unadjusted fair value in our financial statements. The detail by level is shown in the table below. Fair value measurements obtained from brokers or third party pricing services that we have adjusted to determine the fair value recorded in our financial statements are not included in the following table.

				E	Brokers	Т	hird party	pricing

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	Ī				1	S	ervices
		Level		Level			Level
(in millions)			Level 2	3	Level 1	Level 2	
June 30, 2014							
Trading assets (excluding derivatives)	\$	-	-	-	1,913	185	-
Available-for-sale securities:							
Securities of U.S. Treasury and federal							
agencies		_	-	-	537	5,876	-
Securities of U.S. states and political							
subdivisions		-	-	-	-	41,600	89
Mortgage-backed securities		-	377	-	-	145,882	177
Other debt securities (1)		-	304	703	-	44,393	683
Total debt securities		-	681	703	537	237,751	949
Total marketable equity securities		-	-	-	3	589	-
Total available-for-sale							
securities		-	681	703	540	238,340	949
Derivatives (trading and other assets)		-	4	-	-	315	1
Derivatives (liabilities)		-	(6)	-	-	(318)	-
Other liabilities		-	-	-	-	-	-
December 31, 2013							
Trading assets (excluding derivatives)	\$	-	122	1	1,804	652	3
Available-for-sale securities:	ľ				Í		
Securities of U.S. Treasury and federal							
agencies		_	-	-	557	5,723	-
Securities of U.S. states and political							
subdivisions		-	-	-	-	39,257	63
Mortgage-backed securities		-	621	-	-	148,074	180
Other debt securities (1)		-	1,537	722	-	44,681	746
Total debt securities		-	2,158	722	557	237,735	989
Total marketable equity securities		_	-	-	-	630	-
Total available-for-sale securities		_	2,158	722	557	238,365	989
Derivatives (trading and other assets)		-	5	-	-	417	3
Derivatives (liabilities)		-	(12)	-	-	(418)	-
Other liabilities		-	(115)	-	-	(36)	-
			\			()	
Includes corporate debt securities, collaterali	zed lo	oan and	other de	ebt oblina	ations ass	et-backed	
(1) securities, and other debt securities.			J	<del>-</del> 9	,		

## Note 13: Fair Values of Assets and Liabilities (continued)

## Assets and Liabilities Recorded at Fair Value on a Recurring Basis

The following two tables present the balances of assets and liabilities recorded at fair value on a recurring basis.

	ı					4	Т	I						
	L													
-	<u>millio</u>							Level 1	Level 2	Level 3		Netting		Total
	e 30,													
					g deriva									
				J.S. Tre	easury a	nd federal		40.000	0.000					4= 0==
	ager						\$	13,073	3,982	-		-		17,055
				J.S. sta	ites and	political			0.400					0.444
	subo						-	-	2,433	8		-		2,441
					nd othe	r debt			146	E01				707
			ns (1)		wisio o		-	-	146	581		-		727
				t secu			-	1	8,470	62		-		8,533
	1			securi	curities		-	-	16,147	1		-		16,148
					ties		-	0.505	756	91		-		847
			curiti			(0)	-	8,525	25	13		-		8,563
					curities	(2)	-	21,599	31,959	756		-		54,314
-	Otne			assets 		, , , ,		2,808	2,056	49		-		4,913
				tradin (atives	_	s (excluding		24,407	34,015	805		_		59,227
Sec	uritie				ry and f	ederal		, -						
	ncies				,			537	5,877	-		-		6,414
Sec	uritie	s of	U.S. s	states	and pol	itical			-					-
	divis				•			-	41,610	3,169	(3)	-		44,779
Mor	tgag	e-ba	cked	securit	ies:									
	Fede	eral a	genc	ies				-	116,908	-		-	1	116,908
	Resi	dent	ial					-	11,178	41		•		11,219
	Com	mer	cial					-	18,078	136		-		18,214
		Tota	l mor	tgage-	backed	securities		-	146,164	177		-	1	146,341
Cor	pora	te de	bt se	curities	S			85	19,210	284		•		19,579
	atera	alized	l loan	and o	ther del	ot obligations								
(4)								-	19,505	1,326	(3)	-		20,831
Ass	Asset-backed securities:													
	Auto loans and leases							-	41	272	(3)	-		313
	Hom	e eq	uity lo	oans				-	845	-		-		845
	Othe	er as	set-ba	cked s	securitie	es		-	5,409	1,295	(3)	-		6,704
		Tota	lasse	et-back	ed secu	ırities		-	6,295	1,567		-		7,862
Oth	ther debt securities								40			-		40
			Total	debt s	ecuritie	s		622	238,701	6,523		-	2	245,846

All internal valuation models are subject to ongoing review by business-unit-level management, and all raddels are

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N 4 1	4-1-1-			<b>.</b> !	T						I	
	table e					477	585	700	(2)			1 760
		_		securities (5) uity securities		1,349	363	700	(3)	-		1,762 1,353
				etable equity	+	1,349	4	_		-		1,333
		secu		tubic equity		1,826	589	700		_		3,115
				available-for-sale		,						-, -
			securi	ties		2,448	239,290	7,223		-		248,961
Mortga	ages h	eld fo	r sale			-	14,052	2,396		-		16,448
Loans	held fo	or sal	е			-	1	-		-		1
Loans	<b>;</b>					-	-	5,926		-		5,926
			g right	s (residential)		-	-	13,900		-		13,900
	tive as											
	terest r					29	49,292	429		-		49,750
	ommod			<u>s</u>		-	3,308	6		-		3,314
	quity co					2,888	5,332	1,689		-		9,909
<del>                                     </del>			_	ontracts		129	4,012	3		-		4,144
	redit co					-	605	563		-		1,168
Ot	ther de		ve con	tracts		-	-	1		-		1
	Netti				-	-	-	-			(6)	(50,874)
	•	Total	deriva	tive assets (7)	-	3,046	62,549	2,691		(50,874)		17,412
Other	assets			<del>-</del>		-	-	2,005		-		2,005
				Total assets recorded at fair value								
				recorded at fair value		29,901	349,907	34,946		(50,874)		363,880
Deriva	tive lia	bilitie	es:		Ψ	23,301	043,307	04,540		(30,014)		000,000
	terest r			ts	\$	(24)	(48,835)	(246)		_		(49,105)
	ommod				Ť	_	(3,184)	(4)		-		(3,188)
	quity co					(845)	(6,110)	(1,739)		-		(8,694)
				ontracts		(119)	(3,033)	(1)		-		(3,153)
	redit co		_			-	(621)	(829)		-		(1,450)
Ot	ther de	rivati	ve con	tracts		-	-	(14)		-		(14)
	Netti	ing				-	-	-		56,574	(6)	
		Total	deriva	ative liabilities (7)		(988)	(61,783)	(2,833)		56,574		(9,030)
Short	sale lia	bilitie	es:									
Se	ecuritie	s of l	J.S. Tre	easury and federal								
	gencies					(6,028)	(1,937)	-		-		(7,965)
			J.S. sta	ites and political								
	ıbdivis				_	-	(24)	-		-		(24)
	orporat			rities		-	(5,164)	-		-		(5,164)
	quity se				-	(1,954)	(6)	-		-		(1,960)
Ot	ther se				+	-	(25)	-		-		(25)
				liabilities	-	(7,982)	(7,156)			-		(15,138)
Other	<u>ııabiliti</u>	es (e) I		g derivatives)	+	-	-	(45)	<del>                                     </del>	-	<del> </del>	(45)
				Total liabilities								
				recorded at fair value		(8,970)	(68,939)	(2,878)		56,574		(24,213)
					Ψ	(0,370)	(00,333)	(2,0/0)	<u> </u>	50,574		(24,213)

- (1) Includes collateralized debt obligations of \$1 million.
- (2) Net gains (losses) from trading activities recognized in the income statement for the first half of 2014 and 2013 include \$216 million and \$(646) million in net unrealized gains (losses) on trading securities held at June 30, 2014 and 2013, respectively.
- (3) Balances consist of securities that are mostly investment grade based on ratings received from the ratings agencies or internal credit grades categorized as investment grade if external ratings are not available. The securities are classified as Level 3 due to limited market activity.
- (4) Includes collateralized debt obligations of \$580 million.
- (5) Perpetual preferred securities include ARS and corporate preferred securities. See Note 7 (Securitizations and Variable Interest Entities) for additional information.
- (6) Represents balance sheet netting of derivative asset and liability balances and related cash collateral. See Note 12 (Derivatives) for additional information.
- (7) Derivative assets and derivative liabilities include contracts qualifying for hedge accounting, economic hedges, and derivatives included in trading assets and trading liabilities, respectively.

(continued on following page)

					1			
(continued from previous page)		l						
(in millions)		Loveld	LovelO	Level 3		Motting		Total
(in millions)		Level 1	Level 2	Level 3		Netting		Total
December 31, 2013	1							
Trading assets (excluding derivatives)  Securities of U.S. Treasury and federal								
agencies	\$	8,301	3,669	-		-		11,970
Securities of U.S. states and political subdivisions		-	2,043	39		-		2,082
Collateralized loan and other debt obligations (1)		-	212	541		-		753
Corporate debt securities		-	7,052	53		-		7,105
Mortgage-backed securities		-	14,608	1		-		14,609
Asset-backed securities		-	487	122		-		609
Equity securities		5,908	87	13		-		6,008
Total trading securities (2)		14,209	28,158	769		-	4	43,136
Other trading assets		2,694	2,487	54		-		5,235
Total trading assets (excluding derivatives)		16,903	30,645	823		-	4	48,371
Securities of U.S. Treasury and federal agencies		557	5,723	-		-		6,280
Securities of U.S. states and political								
subdivisions		-	39,322	3,214	(3)	-	4	42,536
Mortgage-backed securities:								
Federal agencies		-	117,591	-		-	1	17,591
Residential		-	12,389	64		-		12,453
Commercial		-	18,609	138		-		18,747
Total mortgage-backed securities		-	148,589	202		-	14	48,791
Corporate debt securities		113	20,833	281		-	2	21,227
Collateralized loan and other debt obligations (4)		-	18,739	1,420	(3)	-	2	20,159
Asset-backed securities:								
Auto loans and leases		-	21	492	(3)	-		513
Home equity loans		-	843			-		843
Other asset-backed securities		-	6,577	1,657	(3)	-		8,234
Total asset-backed securities		_	7,441	2,149		-		9,590
Other debt securities		_	39	_		-		39
Total debt securities		670	240,686	7,266		-	24	48,622
Marketable equity securities:								

All internal valuation models are subject to ongoing review by business-unit-level management, and all radels are

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	D =		1	al a		<b>(5</b> )		F00	600	700	<b>(0)</b>		l	1.005
					ecurities			508	628	729	(3)	-		1,865
$\vdash\vdash$	Jine				uity secur			1,511	9	-		-		1,520
			ı otal	marke	etable equ	uity securities		2,019	637	729				3,385
$\vdash$				Total	available-	for-calo		2,019	037	129				3,365
				securi		ioi-saie		2,689	241,323	7,995		_		252,007
Mort	กลกผ	es he	ld for		1100				11,505	2,374				13,879
			r sale					_	11,505	2,074		_		10,073
Loan		<i>,</i> 10 10	Jaic					_	272	5,723				5,995
<b>F</b>		Ser	vicino	riahts	(resident	ial)		_		15,580				15,580
Deriv				rigino	(TODIOTIL	iai)				10,000				10,000
	Interest rate contracts							36	55,466	344		_		55,846
-	Commodity contracts							-	2,667	6		_		2,673
	Equity contracts							1,522	4,221	2,081		_		7,824
	Foreign exchange contracts							44	4,789	10		_		4,843
	-oreign exchange contracts  Credit contracts							<del></del>	782	719		_		1,501
-								_	- 102	13		_		13
H	Other derivative contracts  Netting							_	_	- 10		(56,894)	(6)	
$\vdash$		1 40tti		deriva	ative asse	te (7)		1,602	67,925	3,173		(56,894)	(0)	15,806
Othe	r ac	eate	Total	acrive	alive asse	13 (1)		1,002	- 07,020	1,503		(50,054)		1,503
T	1 43	3013			Total ass	sets recorded				1,500				1,500
					at fair va		\$	21,194	351,671	37,171		(56,894)		353,142
Deriv	/ativ	e liat	oilities	3:	1000 1000		T			<u> </u>		(00,00)		
<b>—</b> —				ontract	S		\$	(26)	(56,128)	(384)		_		(56,538)
				ntracts			T	-	(2,587)	(16)		_		(2,603)
			ntrac					(449)	(5,218)	(2,127)		_		(7,794)
		•			ntracts			(75)	(4,432)	(1)		_		(4,508)
			ntract					-	(806)	(1,094)		_		(1,900)
-				e cont	racts			-	-	(16)		_		(16)
		Netti						-	-	-		63,739	(6)	, ,
				deriva	ative liabili	ties (7)		(550)	(69,171)	(3,638)		63,739		(9,620)
Shor	t sal		oilities			( )		(===)	()	(-)				(-)/
					easury an	d federal								
		ncies			,			(4,311)	(2,063)	-		-		(6,374)
				.S. sta	ites and p	olitical								
5	subc	livisio	ons					-	(24)	-		-		(24)
	Corp	orate	e deb	t secur	rities			-	(4,683)	-		-		(4,683)
E	Equity securities							(1,788)	(48)	-		-		(1,836)
	Other securities							-	(95)	-		-		(95)
		Tota	shor	t sale l	liabilities			(6,099)	(6,913)	-		-		(13,012)
Othe	ther liabilities (excluding derivatives)							-	-	(39)		_		(39)
					Total liab									
					recorded	at fair value								
$\sqcup \downarrow$							\$	(6,649)	(76,084)	(3,677)		63,739		(22,671)
/ - 1 .														

<sup>(1)</sup> Includes collateralized debt obligations of \$2 million.

- (2) Net gains from trading activities recognized in the income statement for the year ended December 31, 2013, include \$(29) million in net unrealized losses on trading securities held at December 31, 2013.
- (3) Balances consist of securities that are mostly investment grade based on ratings received from the ratings agencies or internal credit grades categorized as investment grade if external ratings are not available. The securities are classified as Level 3 due to limited market activity.
- (4) Includes collateralized debt obligations of \$693 million.
- (5) Perpetual preferred securities include ARS and corporate preferred securities. See Note 7 (Securitizations and Variable Interest Entities) for additional information.
- (6) Represents balance sheet netting of derivative asset and liability balances and related cash collateral. See Note 12 (Derivatives) for additional information.
- (7) Derivative assets and derivative liabilities include contracts qualifying for hedge accounting, economic hedges, and derivatives included in trading assets and trading liabilities, respectively.

### Note 13: Fair Values of Assets and Liabilities (continued)

### **Changes in Fair Value Levels**

We monitor the availability of observable market data to assess the appropriate classification of financial instruments within the fair value hierarchy and transfer between Level 1, Level 2, and Level 3 accordingly. Observable market data includes but is not limited to quoted prices and market transactions. Changes in economic conditions or market liquidity generally will drive changes in availability of observable market data. Changes in availability of observable market data, which also may result in changing the valuation technique used, are generally the cause of transfers between Level 1, Level 2, and Level 3.

Transfers into and out of Level 1, Level 2, and Level 3 for the periods presented are provided within the following table. The amounts reported as transfers represent the fair value as of the beginning of the quarter in which the transfer occurred.

	П									
	Н									
	Н									
	Ш		Tra	nsfer	s Betwee	n Fair Va	lue Le	evels		
	Ш	Lev	el 1		Leve	el 2		Leve	el 3 (1)	
(in millions)		In	Out		In	Out		In	Out	Total
Quarter ended June 30, 2014										
Trading assets (excluding	\$									
derivatives)		-	-		38	-		=	(38)	-
Available-for-sale securities		-	-		97	(53)		53	(97)	-
Mortgages held for sale		-	-		98	(139)		139	(98)	-
Loans		-	•		-	(270)		270	-	•
Net derivative assets and										
liabilities		-	-		(132)	3		(3)	132	-
	\$									
Total transfers	Ш	-	-		101	(459)		459	(101)	-
Quarter ended June 30, 2013										
Trading assets (excluding	\$									
derivatives)		-	(246)		266	(1)		1	(20)	-
Available-for-sale securities		-	-		165	-		-	(165)	-
Mortgages held for sale		-	I		46	(81)		81	(46)	-
Loans		1	-		58	-		-	(58)	-
Net derivative assets and										
liabilities		-	I		70	1		-	(70)	-
	\$									
Total transfers		-	(246)		605	(82)		82	(359)	-
Six months ended June 30, 2014										
		-	-		40	(28)		28	(40)	-

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Trading as	ssets (excluding s)	\$							
Available-	for-sale securities			(8)	105	(148)	148	(97)	-
Mortgages	s held for sale		-	-	122	(196)	196	(122)	-
Loans				-	49	(270)	270	(49)	-
Net deriva liabilities	tive assets and		•	-	(87)	-	•	87	-
	Total transfers	\$		(8)	229	(642)	642	(221)	-
Six months 2013	x months ended June 30,								
Trading as derivatives	sets (excluding ) (2)	\$		(246)	468	(26)	26	(222)	-
Available-f	or-sale securities (2)		17	-	10,841	(17)	-	(10,841)	-
Mortgages	held for sale		-	-	139	(178)	178	(139)	-
Loans			-	ı	106	-	ı	(106)	-
Net derivat liabilities	ive assets and		_	_	49	-	-	(49)	-
	Total transfers	\$	17	(246)	11,603	(221)	204	(11,357)	-

<sup>(1)</sup> All transfers in and out of Level 3 are disclosed within the recurring Level 3 rollforward table in this Note.

(2) For the first half of 2013, consists of \$202 million of collateralized loan obligations classified as trading assets and \$10.6 billion classified as available-for-sale securities that we transferred from Level 3 to Level 2 in first quarter 2013 as a result of increased observable market data in the valuation of such instruments.

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the quarter ended June 30, 2014, are summarized as follows:

_														
L		П	$\prod$		'									
L					Ľ	<u> </u>								
													Net unrealized	
							Totalı	net gains	Purchases,				gains (losses)	
					'	'		(losses)					included in	
L	╨	$\sqcup$	$\bot\!\!\!\!\bot$		上'	<u> '</u>	inc	cluded in	sales,	<u> </u>	<u> </u>		ļ	Ш
								Other	issuances				income related	
						Balance,		compre-	and	Transfers	Transfers	Balance,	to assets and	
						peginning			settlements,	into			liabilities	
(i	n			+	Ť	of		110110110	Jettionionio,		<u> </u>	Cita C.	at period	H
•		ion	ıs)		'	_		income	net (1)	Level 3	Level 3	period		(2)
				ded June	T		1		1			P -		
		201			'	'	'	!	ı'	l'	l'			
T	rac	<u>din</u>	g as	sets					·					
			ludir /ativ	ng /es):										
$\vdash$	_			es of U.S.	T						<del>                                     </del>			$\vdash$
			es an		'	'	'		1	1	'			
	+ 1	T	litica		T		<b> </b>		ſ <u>'</u>					
L				risions	\$	40	-		(1)	l'	(31)	8	<u> </u>	
				alized loan er debt										
			orne gatio		'	608	3	_	(26)	_	(4)	581	(10)	
$\vdash$	_			te debt	十	000			(20)	<del>                                     </del>	\\	30.	(10)	$\vdash$
			ıritie		'	86	(4)	_ !	(20)	- '	_'	62	1	
$\vdash$	_			e-backed	T		\ \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\						-	
			ıritie		'	1	-	-	- '	-'	_	1	-	
	A:	SSE	t-ba	acked	Γ	7			· '					
L	se	<u>ecu</u>	ıritie	<u>s</u>	⊥'	97	12	-	(15)		(3)	91	12	
L	Ε¢	qui	ty s	ecurities		13	'	-		'	'	13	=	
			tal tı curit	rading ties		845	11	_	(62)		(38)	756	3	
		_		ading	十	<b>—</b> • • • • • • • • • • • • • • • • • • •	<del>                                     </del>		(32)		(55,			$\vdash$
		sse		<u>.</u>	'	52	(3)	_ '	-	-'	_	49	(1)	ĺ

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	Total trading assets									
	(excluding derivatives)	897	8		(62)		(38)	805	2	(3)
	ailable-for-sale curities:				 					Ī
	Securities of U.S.			, 1	1					+
1 -	tates and	,		, <u></u> !	l!	l!	l <u></u> !	!	1	
$\prod_{i}$	political subdivisions	3,099	-	7	107	53	(97)	3,169	(2)	
	Mortgage-backed ecurities:									
$\prod_{i=1}^{n}$	Residential	41	-	1	(1)	-	'	41	-	1_
	Commercial	141	(2)	(3)				136	(1)	
	Total mortgage-backe	d								
	securities	182	(2)	(2)	(1)	-	-	177	(1)	
s	Corporate debt ecurities	297	9	(12)	(10)			284	_	
	Collateralized Ioan	<u> </u>		,	<u> </u>		1	'		1
	nd other debt	1 400	07	(2)	(110)	1	1 '	1 226	(2)	
	bligations	1,420	27	(8)	(113)	<del></del>	<del>-</del>	1,326	(2)	+
	Asset-backed ecurities:		1	, !	1	1	1 '	'	1	
H	Auto loans and	<del>                                     </del>		,——		<del>                                     </del>		<del>                                     </del>		+
.  _	leases	274	_	(2)	-	l <u>-</u> !	l <u>-</u> '	272	-	
	Home equity loans									
$\prod$	Other						<u> </u>			T
	asset-backed	,   , ,	1	, , , ,	1	1	1 '	!	1	
4	securities	1,280	-	1	14	<del>-</del> -	<u> </u>	1,295	<del>-</del>	$\bot$
	Total		1	, ,	1	1	1	'	1	
	asset-backed securities	1,554	_	(1)	14	1 _!	l _'	1,567	_	
+	Total debt	1,00-	<del>-</del>	<del></del>	1-	<del>                                     </del>		1,501	<u> </u>	+
	securities	6,552	34	(16)	(3)	53	(97)	6,523	(5)	(4)
	Marketable equity ecurities:	<del>  -,-</del>					\- <u>\-</u>	-,-		
>	Perpetual	<del>                                     </del>	<del>     </del>	,——		<del></del>	<del></del>	<del>                                     </del>	<del>                                     </del>	+
	Perpetual preferred		1	, ,	1	1	1	'	1	
	securities	708	1	(6)	(3)	_	1 - '	700	_	
$\sqcap$	Other marketable	,		,			1			1
Ц	equity securities		4	-	(4)	-	-	!	-	丄
	Total marketable									
	equity securities	708	5	(6)	(7)			700	-	(5)
				_ 				[		

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	Total available-for	-sale								
	securities	7,260	39	(22)	(10)	53	(97)	7,223	(5)	
Mortgag	es held for			-	•		•		-	
sale		2,363	21	-	(29)	139	(98)	2,396	24	(6)
Loans		5,689	3	-	(36)	270	-	5,926	7	(6)
	e servicing esidential) (7)	14,953	(1,324)	-	271	-	_	13,900	(835)	(6)
	vative assets							,	, ,	
Interes contra		58	551	-	(426)	-	-	183	199	
Comm contra	•	(43)	10	_	(2)		37	2		
Equity	contracts	(24)	(3)	-	(115)	(3)	95	(50)	(50)	
Foreig contra	n exchange cts	6	3	-	(7)	-		2	(3)	
Credit	contracts	(268)	2	-	_	-		(266)	(14)	
Other contra	derivative cts	(11)	(2)	-	-	-	-	(13)	-	
	l derivative racts	(282)	561	-	(550)	(3)	132	(142)	132	(8)
Other as	sets	2,040	(30)	-	(5)	-	-	2,005	(2)	(3)
Short sa	le liabilities	(5)	(1)	-	6	-	-	-	-	(3)
Other lia										
(excludi	_	(0-)	<i>(</i>							
derivativ	res)	(37)	(7)	-	(1)	-	-	(45)	-	(6)

- (1) See next page for detail.
- (2) Represents only net gains (losses) that are due to changes in economic conditions and management's estimates of fair value and excludes changes due to the collection/realization of cash flows over time.
- (3) Included in net gains (losses) from trading activities and other noninterest income in the income statement.
- (4) Included in net gains (losses) from debt securities in the income statement.
- (5) Included in net gains (losses) from equity investments in the income statement.
- (6) Included in mortgage banking and other noninterest income in the income statement.
- (7) For more information on the changes in mortgage servicing rights, see Note 8 (Mortgage Banking Activities).
- (8) Included in mortgage banking, trading activities, equity investments and other noninterest income in the income statement.

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(continued on following page)	
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## Note 13: Fair Values of Assets and Liabilities (continued)

(continued from previous page)

The following table presents gross purchases, sales, issuances and settlements related to the changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the quarter ended June 30, 2014.

	1	I			ı			1			1	
,-	L	Щ,						l	0.1		0	
<b>–</b>		ons)						Purchases	Sales	Issuances	Settlements	Net
_				ine 30	, 2014							
Tra	_	ass										
	-			rivati								
-	•				tates ar	<u>nd</u>		_				
					/isions		\$	1	(1)	-	(1)	(1)
				loan	and oth	er debt		40-	(4 = 4)		(0)	(0.0)
	1	gatio						127	(151)	-	(2)	(26)
-		•			urities			8	(34)	-	6	(20)
	1				ecuritie	S		-	-	-	-	-
	_			secu	rities			1	(6)	-	(10)	(15)
			ecuri					-	-	-	-	-
					ecuritie	S		137	(192)	-	(7)	(62)
	Oth			asse				1	(1)	-	-	-
					ng asse							
				(exclu	ıding de	erivatives)		138	(193)	-	(7)	(62)
Ava	ilab	le-fo	r-sale	e secu	rities:							
	Sec	uritie	es of	U.S. s	tates ar	nd						
					/isions			-	-	257	(150)	107
					ecuritie	es:						
		Resi	dent	ial				-	(1)	-	-	(1)
	Commercial							_	-	-	-	-
	Total mortgage-backed											
				secur	ities			-	(1)	-	-	(1)
	Cor	pora	te de	bt sec	urities			7	(8)	(1)	(8)	(10)
	Coll	atera	alized	loan	and oth	er debt						
	obligations							9	_	-	(122)	(113)
	Asset-backed securities:											

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		Διιτο	loan	s and	l leases		_	_	_	_
	1 1			uity lo		_	_	_	_	_
	1				cked securities	75	_	50	(111)	14
					t-backed securities	75	-	50	(111)	14
					debt securities	91	(9)	306	(391)	(3)
	Mark	cetab			securities:		(5)		(301)	(0)
					erred securities		-	-	(3)	(3)
					ole equity securities	_	(4)	-	-	(4)
					marketable		(-/			\ - <i>/</i>
					equity securities	_	(4)	-	(3)	(7)
					Total available-for-sa	le	(-/		(-)	(- /
					securities	91	(13)	306	(394)	(10)
Moi	rtgag	es he	eld fo	or sal		59	-	-	(88)	(29)
Loa					-	1	-	104	(141)	(36)
Moi	rtgag	e ser	vicir	ng rig	hts (residential)	-	1	271	-	271
					nd liabilities:					
	Inter	est r	ate c	ontra	cts	-	-	-	(426)	(426)
	Com	mod	ity c	ontra	cts	-	-	-	(2)	(2)
		ity co	_			-	(57)	-	(58)	(115)
	Fore	ign e	xch	ange	contracts	-	-	-	(7)	(7)
	Cred	lit co	ntra	cts		2	72	-	(74)	-
	Othe	er der	ivati	ive co	ntracts	-	-	-	-	-
	-	Total	deri	vative	contracts	2	15	-	(567)	(550)
Oth	er as	sets				1	(1)	-	(5)	(5)
Sho	Short sale liabilities					11	(5)	-	-	6
Oth	er lia	biliti	es (e	exclud	ling derivatives)	-	-	-	(1)	(1)

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the quarter ended June 30, 2013, are summarized as follows:

				1		ı	1			1				
Ш														
Ш		Ш												
													Net	
													unrealized	
													gains	
Ш							Total r	net gains	Purchases,				(losses)	
							(losses)	included						
Ш		Ш						in	sales,				included in	
													income	
Ш								Other	issuances				related	
													to assets	
Ш						Balance,		compre-	and	Transfers	Transfers	Balance,	and	
													liabilities	
Ш					k	peginning	Net	hensive	settlements,	into	out of	end of	held	
													at period	
(in	m	illio	ns)			of period	income	income	net (1)	Level 3	Level 3	period	end	(2)
Qι	ıar	ter	end	ed June										
30	, 2	013	}											
Tr	adi	ng	ass	ets										
	(ex	clu	ding	]										
			tive											
	Se	curi	ties	of U.S.										
	sta	tes	and	t										
	р	olit	ical											
	S	ubo	sivit	sions	\$	36	(1)	-	5	-	ı	40	ı	
	Со	llate	erali	ized loan										
Н	and	to b	her	debt										
Ш	obl	igat	tion	S		505	25	-	(35)	-	-	495	(13)	
Н	Co	rpo	rate	debt										
Ш	sec	curit	ties			29	-	-	(16)	1	-	14	(1)	
	Мо	rtga	age	-backed										
	securities			5	1	-	3	-	-	9	-			
	Asset-backed													
	securities			143	(3)	-	(11)	-	(20)	109	(10)			
	Eqi	uity	sec	curities		-	-	-	_	-	-	_	-	
				ading										
	s	<u>ec</u> ı	ıritie	es _		718	22	-	(54)	1	(20)	667	(24)	
						70	(7)	-	-	_	-	63	(2)	

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Other trading assets										
Total trading assets										
(excluding derivatives)		788	15	-	(54)	1	(20)	730	(26)	(3)
Available-for-sale securities:										
Securities of U.S. states and										
political subdivisions		3,529	2	(58)	451	-	(165)	3,759	-	
Mortgage-backed securities:										
Residential		95	1	5	(3)	-	-	98	-	
Commercial		192	(4)	9	(3)	-	-	194	(3)	
Total mortgage-back	æd									
securities		287	(3)	14	(6)	-	-	292	(3)	
Corporate debt securities		281	2	(17)	(23)			243		
Collateralized loan	+	201		(17)	(23)	-	-	243	<u>-</u>	-
and other debt										
obligations		2,938	(3)	22	270	-	-	3,227	-	
Asset-backed										
securities:										
Auto loans and										
leases		5,704	-	(34)	(798)	-	-	4,872	-	
Home equity loans		-	-	-	-	-	-	-	-	
Other asset-backed					(422)				( <del>-</del> )	
securities	-	3,436	(4)	5	(489)	-	-	2,948	(7)	
Total asset-backed securities		9,140	(4)	(29)	(1,287)	_	_	7,820	(7)	
Total debt securities		16,175	(6)	(68)	(595)	-	(165)	15,341	(10)	(4)
Marketable equity securities:							, , ,	-		
Perpetual										
preferred securities		807	2	2	(23)			788		
Other marketable equity securities	)		-		(23)			700		
Total marketable	$\dagger$	-	-	-	-	-	-	-		
1 1 1 1	$\top$	807	2	2	(23)	-	_	788		(5)

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equity securities										
Total available-for	-sale									
securities		982	(4)	(66)	(618)	-	(165)	16,129	(10)	
Mortgages held for										
sale		187	34	-	(615)	81	(46)	2,641	(54)	_
Loans	5,9	975	(107)	-	50	-	(58)	5,860	(99)	(6)
Mortgage servicing rights (residential) (7)	12,0	061	1,225	-	899	-	-	14,185	1,867	(6)
Net derivative assets and liabilities:										
Interest rate contracts	-,	558	(1,251)	-	132	-	ı	(561)	(707)	
Commodity contracts		(3)	(3)	1	(8)	1	2	(12)	20	
Equity contracts	(1	29)	10	ı	218	ı	(72)	27	(3)	
Foreign exchange contracts		34)	(1)	1	6	1	1	(29)	9	
Credit contracts	(1,0		-	-	226	-	-	(799)	30	
Other derivative contracts	(	52)	15	-	1	-	-	(36)	-	
Total derivative contracts	(6	85)	(1,230)	-	575	-	(70)	(1,410)	(651)	(8)
Other assets	•	348	38	1	345	1	1	731	16	(3)
Short sale liabilities		(8)	-	1	8	1	1	-	-	(3)
Other liabilities (excluding		40)	ו					(10)		(0)
derivatives)	(	48)	5	-	-	-	-	(43)	4	(6)

- (1) See next page for detail.
- (2) Represents only net gains (losses) that are due to changes in economic conditions and management's estimates of fair value and excludes changes due to the collection/realization of cash flows over time.
- (3) Included in net gains (losses) from trading activities and other noninterest income in the income statement.
- (4) Included in net gains (losses) from debt securities in the income statement.
- (5) Included in net gains (losses) from equity investments in the income statement.
- (6) Included in mortgage banking and other noninterest income in the income statement.
- (7) For more information on the changes in mortgage servicing rights, see Note 8 (Mortgage Banking Activities).

(8) Included in mortgage banking, trading activities, equity investments and other noninterest income in the income statement.
(continued on following page)
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(continued from previous page)

The following table presents gross purchases, sales, issuances and settlements related to the changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the quarter ended June 30, 2013.

										<u> </u>		1
$\vdash$												
(in m	nillin	ne)						Purchases	Sales	leguances	Settlements	Net
<u> </u>			d .lur	ie 30, i	2013			T dronascs	Caics	1334411003	Octionichis	1401
		asset		10 00, 1								
				ivative	s):							
					ates and							
				ubdivis			\$	46	(41)	_	-	5
		•				debt obligations	Ť	270	(302)	-	(3)	(35)
	Corporate debt securities							8	(24)	_	-	(16)
	Mortgage-backed securities							4	(1)	_	-	3
	Asset-backed securities							6	(7)	-	(10)	(11)
	Equity securities							-	-	-	-	-
	Total trading securities							334	(375)	-	(13)	(54)
	Othe	er trad	ding a	assets				-	ı	-	-	-
			Total	tradin	g assets							
				(exclu	ıding der	ivatives)		334	(375)	-	(13)	(54)
Avai	lable	e-for-	sale s	securit	ies:							
,	Secu	urities	s of U	I.S. sta	ates and							
		politi	cal sı	ubdivis	ions			-	-	630	(179)	451
	Mort	gage	-bacl	ked se	curities:							
			dentia					-	-	-	(3)	(3)
		Com	merc	ial				-	-	-	(3)	(3)
					age-bac	ked						
	securities							-	-	-	(6)	(6)
	Corporate debt securities						-	-	-	(23)	(23)	
	Collateralized loan and other debt obligations						371	-	-	(101)	270	
	Asset-backed securities:											
	Auto loans and leases							1	_	156	(955)	(798)
	Home equity loans							-	-	-	-	-

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	Othe	r asse	t-back	ked securities	11	(2)	306	(804)	(489)
		Total a	asset-	backed securities	12	(2)	462	(1,759)	(1,287)
			Total c	lebt securities	383	(2)	1,092	(2,068)	(595)
M	1arketab	le equ	ity se	curities:			·	, ,	
				ed securities	-	(20)	-	(3)	(23)
	Othe	r mark	ketable	e equity securities	-	-	-	-	-
			Total r	narketable					
				equity securities	-	(20)	-	(3)	(23)
				Total available-for-sale					
				securities	383	(22)	1,092	(2,071)	(618)
Mortg	ages he	ld for	sale		101	(572)	-	(144)	(615)
Loans					21	-	115	(86)	50
Mortgage servicing rights (residential)					-	(161)	1,060	-	899
Net de	erivative	asset	ts and	liabilities:					
In	nterest ra	ate co	ntracts	3	-	8	-	124	132
С	ommodi	ty con	ntracts		1	(1)	-	(8)	(8)
E	quity co	ntracts	S		170	(142)	-	190	218
F	oreign e	xchan	ige co	ntracts	-	-	-	6	6
С	redit cor	ntracts	3		8	(2)	-	220	226
0	ther der	ivative	e conti	racts	-	-	-	1	1
	Total	deriva	ative c	contracts	179	(137)	-	533	575
Other	assets				360	(1)	-	(14)	345
Short	sale liab	oilities			8	_	-	-	8
Other	liabilitie	s (exc	luding	derivatives)	-	_	(1)	1	_

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the first half of 2014 are summarized as follows:

_														
L	Ц	$\perp$	Щ	<u> </u>	Ĺ'	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u></u>	<u> </u>	<u> </u>
	Ц	$\perp$			L'		<u>                                      </u>		<u>                                     </u>	<u>                                      </u>	<u> </u>	<u> </u>	<u> </u>	$\bigsqcup'$
	$\lceil \rceil$		$\lceil \rceil$		[ ]		<u> </u>		<u> </u>	<u> </u>	<u>'</u>		Net	
					'		1 '		1	1 '	1		unrealized	.  !
L	Ц	$\downarrow$	4	<u> </u>	<u></u>		<u> </u>	<u> </u>	<b></b> '	<u> </u>	<u> </u>		<u> </u>	Ш
					'		1	. !	1	1 '	1		gains	
L	Ц	$\bot$	4		$\perp$	$\longleftarrow$	Total r		Purchases,	<u> </u>	<b></b> '	<u> </u>	(losses)	Ш
					'		1 .	(losses)		1	1		included in	
$\vdash$	dash	+	#		₽	<b></b>	inc	cluded in	sales,	<u> </u>	<del></del> '	<u> </u>	<u> </u>	igspace
					'		1 '		1 _ '	1	1	1	income	
L	dash	+	++	<del> </del>	₽	<b></b>	<del></del>	Other	issuances	<del></del>	<del></del> '	<u> </u>	related	igspace
					1		1 '		1	L			to assets	
$\vdash$	${f H}$	+	++	+	₽	Balance,	<del></del>	compre-	and	Transfers	Transters	Balance,	4	$\vdash$
					۱,	ina	l Not	l sivo		1			liabilities	
<u> </u>	Ш		Щ	<del> </del>	p	eginning	1 1	nensive	settlements,	into	out of	end of		Щ.
ti)		on	~\		'	of period	income	income	not (1)	Level 3	Level 3	period	at period l end	
				 s ended	H	periou	Income	Ilicome	net (1)	Levers	LEVEI 5	Periou	Ellu	(2)
			กเกร 0, 20		1		1 '		1	1	1		!	
			•	sets	十							<del> </del>	<del> </del>	$\vdash$
	1		udin		廾		$\overline{}$							$\vdash$
	•		ative	•	'		1 '		1	1	1	'	'	
_				s of U.S.	H								<del> </del>	
			s an		'		1 '		1 '	1 '	1	'	'	
	-		itica		ľ				1				<u> </u>	
				isions	\$	39	_	-	-	l <u>-</u> '	(31)	8	-	_'
	Co	lla	tera	lized loan	Г				1					
	an	d c	othei	r debt	'		1 '		1	1	1			
L	ob	lig	atio	ns	<u></u>	541	14	-	26	4	(4)	581	(23)	
				e debt	'	[	Ī '	[	<u> </u>	Ī '	Ī '		[	
_			rities		<u></u>	53	(3)	!	(11)	24	(1)	62	1	<u> </u>
				e-backed	'		1 '		1	1	1	1		
_			rities		Ľ	1	-	-	-	-	-	1	-	ــــــــــــــــــــــــــــــــــــــ
				cked	'		1!		1	1	1'		'	
	securities		122	26	-	(53)	-	(4)			<u> </u>			
$\vdash$	т			ecurities	$\perp$	13	<u> </u>	-		<u> </u>	'	13	'	ــــــ
				ading	'		1'		1 (22)	1!	1		'	
L	5	sec	curiti	ies	上'	769	37	-	(38)	28	(40)	756	4	上

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Other trading		(F)		<del></del> -			40		
assets	54	(5)	<del>-  </del>	-'	- '	-'	49	-	+
Total trading assets					<u> </u>		<u> </u>		$\perp$
(excluding derivatives)	823	32		(38)	28	(40)	805	4	(3)
Available-for-sale				 	[ '	<u> </u>	<u></u>		
securities:	+	<del></del>	<del></del>	<del></del> '	<del> </del> '	<del></del> '	<del> </del> '	<del> </del>	+
Securities of U.S. states and	<u>                                     </u>			<u> </u>	!				
political subdivisions	3,214	9	9	(25)	59	(97)	3,169	(2)	
Mortgage-backed securities:				<u> </u>					
Residential	64	10	(2)	(31)	-		41	-	
Commercial	138	(1)	8	(9)	-	'	136	(1)	1
Total mortgage-backe									
securities	202	9	6	(40)	-	'	177	(1)	1
Corporate debt	[]!	Ī,		_  -  -	[	Ĺ '	['		
securities	281	13	(5)	(5)	-	'	284	-	+
Collateralized loan		1 ]	ı J	1		1	1		
and other debt obligations	1,420	70	(21)	(143)	_	1 _'	1,326	(2)	
Asset-backed	1,	<del></del>	\ <u>- \-</u>	(170)	<del>                                     </del>		1,020	\-/	+
securities:		l	ı	l'	l'	1'			
Auto loans and						<u> </u>			T
leases	492	-	(5)	(215)	-	'	272	-	$\perp$
Home equity loans	_	-	-	-	-	_	-	-	$\perp$
Other	[] !	Ī l	·	_ 	[	Ĺ '	[ '	Ī	
asset-backed	1 657	1 1	(2)	(440)	90		1 205		
securities Total	1,657	1	(3)	(449)	89	-	1,295	-	+
asset-backed		1 ]	ı J	1		1	1		
securities	2,149	1	(8)	(664)	89	l <u>-</u> '	1,567	-	
Total debt									T
securities	7,266	102	(19)	(877)	148	(97)	6,523	(5)	(4)
Marketable equity securities:				<u> </u>					
Perpetual		1 ]	ı J	1		1	1		
preferred		1	(10)	(22)		1	700		
securities Other marketable	729	4	(10)	(23)	-	- '	700	-	+
Other marketable equity securities	_	4	-	(4)	-		-	-	
Total marketable		<u>                                     </u>	<u> </u>						
<del>                                      </del>	729	8	(10)	(27)	-		700	-	(5)
	1 1 1	<i>i</i> I	. I	,	1 '	1 '	1 '	1	I

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	equity securities	1 '								
<del>                                     </del>	Total	+	+	<del>,                                    </del>	,——			<del></del>	<del> </del>	+-
1111	available-for			, ,		į	, ,	1	1	
<del></del>	securities		110	(20)	(904)	148	(97)	7 222	(5)	+-
**crtace		7,995	110	(29)	(904)	140	(91)	7,223	(5)	+-1
	ges held for	1 2274	22		(75)	106	(122)	2 206	22	<b>(6)</b>
sale		2,374	23	-	(75)	196	(122)	2,396		(6)
Loans		5,723	5	-	(23)	270	(49)	5,926	12	(6)
	ge servicing residential) (7)	15,580	(2,240)	-	560	-		13,900	(1,276)	(6)
Net deri	ivative assets	i⊤ '						[		7 /
and liab	oilities:	<u>.                                    </u>					<u>                                     </u>	<u> </u> !	<u> </u>	$\perp \! \! \! \! \perp \! \! \! \! \! \! \! \! \! \! \! \! \! \!$
Intere	est rate	┌───'						<u> </u>		7 /
contra	acts	(40)	913		(690)			183	236	
Comn	modity	ı⊤ '				<del></del>		[		7 /
contra	•	(10)	(21)	ı	(1)	(3)	37	2		
Equity	y contracts	(46)	19	-	(76)	3	50	(50)	64	T_!
Foreiç	gn exchange	, T								
contra	•	9	5	-	(12)	ı <u> </u>	'	2	(5)	
Credi	it contracts	(375)	13	-	96	-	- '	(266)	(14)	
	r derivative	<del>                                     </del>				1	,			
contra		(3)	(10)	-			'	(13)	_	
Tota	al derivative	1		ī			ı — — — — — — — — — — — — — — — — — — —			
	ntracts	(465)	919	-	(683)	-	87	(142)	281	(8)
Other as		1,503	(93)	-	595		- '	2,005	(7)	(3)
-	ale liabilities	<del>                                     </del>	(1)	-	1		-		-	(3)
	iabilities	<del>                                     </del>	<u> </u>			<u> </u>	ı			
(excludi		<u>(                                    </u>			,	į	, ,	'		
derivati	•	(39)	(7)	-	1		'	(45)	(1)	(6)
		<del>                                     </del>		·		,	,			+
		$\vdash$		1	,		i			+

- (1) See next page for detail.
- (2) Represents only net gains (losses) that are due to changes in economic conditions and management's estimates of fair value and excludes changes due to the collection/realization of cash flows over time.
- (3) Included in net gains (losses) from trading activities and other noninterest income in the income statement.
- (4) Included in net gains (losses) from debt securities in the income statement.
- (5) Included in net gains (losses) from equity investments in the income statement.
- (6) Included in mortgage banking and other noninterest income in the income statement.
- (7) For more information on the changes in mortgage servicing rights, see Note 8 (Mortgage Banking Activities).

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(8) Included in mortgage banking, trading activities, equity investments and other noninterest income in the income statement.
(continued on following page)
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(continued from previous page)

The following table presents gross purchases, sales, issuances and settlements related to the changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the first half of 2014.

			1	I				<u> </u>		I	_	
					<u> </u>							
										_		
-		ons)						Purchases	Sales	Issuances	Settlements	Net
				ed Jur	ne 30, 2	014						
		ass										
-	_				ives):							
					states a							
		poli	tical	subdi	visions	)	\$	6	(5)	-	(1)	-
1 1				d loar	n and o	ther debt						
	obligations							451	(421)	-	(4)	26
	Corporate debt securities							23	(40)	-	6	(11)
	Mortgage-backed securities							-	-	-	-	-
-	Asset-backed securities							11	(44)	-	(20)	(53)
	Equity securities							-	-	-	-	-
	Total trading securities					es		491	(510)	-	(19)	(38)
	Oth	er tr	ading	g asse	ets			1	(1)	-	-	-
			Tota	l tradi	ing ass	ets						
				(excl	uding d	erivatives)		492	(511)	-	(19)	(38)
Ava	ilab	le-fo	r-sal	e sec	urities:							
	Sec	uriti	es of	U.S.	states a	and						
		poli	tical	subdi	visions	}		73	(55)	268	(311)	(25)
	Mor	tgag	je-ba	cked	securit	ies:						
			ident					-	(29)	-	(2)	(31)
		Con	nmer	cial				-	(8)	-	(1)	(9)
	Total mortgage-backed											
	securities							-	(37)	-	(3)	(40)
	Corporate debt securities					3		7	(9)	10	(13)	(5)
Collateralized loan and other debt									. , ,		, ,	, ,
		gatio						133	(32)		(244)	(143)
	Asset-backed securities:											

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	T	T_				1					
					d lease	S	-	-	-	(215)	(215)
				uity l			-	-	-	-	-
		Othe	er as	set-ba	acked s	securities	87	(12)	114	(638)	(449)
			Tota	l asse	et-back	ed securities	87	(12)	114	(853)	(664)
				Total	debt s	ecurities	300	(145)	392	(1,424)	(877)
	Marketable equity securities:										
	Perpetual preferred securities						-	-	-	(23)	(23)
	Other marketable equity securities						-	(4)		-	(4)
				Total	marke	table					
					equity	securities	-	(4)	=	(23)	(27)
					Total a	vailable-for-sale					
						securities	300	(149)	392	(1,447)	(904)
Mor	Mortgages held for sale						106	(21)	=	(160)	(75)
	Loans						2	-	206	(231)	(23)
Mor	rtgaç	ge se	ervic	ing ri	ghts (re	esidential)	-	-	560	-	560
Net	deri	ivati	ve as	sets	and lial	bilities:					
	Inte	rest	rate	contr	acts		-	-	-	(690)	(690)
	Con	nmo	dity (	contra	acts		-	-		(1)	(1)
	Equ	ity c	ontr	acts			-	(115)		39	(76)
	Fore	eign	exch	nange	contra	cts	-	-		(12)	(12)
	Cre	dit c	ontra	acts			2	72	-	22	96
	Oth	er de	eriva	tive c	ontract	S	-	-	=	-	-
		Tota	ıl der	ivativ	e conti	racts	2	(43)	=	(642)	(683)
Oth	Other assets						609	(1)	=	(13)	595
Sho	Short sale liabilities						6	(5)	-	, ,	1
Oth	ther liabilities (excluding derivatives)				erivatives)	-	-	-	1	1	
	-			•	•		•				

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the first half of 2013 are summarized as follows:

_					_	1								
	Ш		Ш											
	Ш													
													Net	
													unrealized	
													gains	
			Ш				Total r	net gains	Purchases,				(losses)	
							(losses)	included					included in	
			Ш					in	sales,					
													income	
	Ц							Other	issuances				related	
													to assets	
	Ц					Balance,		compre-	and	Transfers	Transfers	Balance,	and	
													liabilities	
					k	peginning	Net	hensive	settlements,	into	out of	end of		
ļ.,													at period	
_			<u>ns)</u>	<u> </u>		of period	income	income	net (1)	Level 3	Level 3	period	end	(2)
				ended										
			, 20											
<u>l r</u>			ass		-									
	`		ding	•										
_	_		tive		-									
				of U.S.										
-			and		-									
			tical divis	sions	\$	46	2	-	(8)	-	-	40	-	
	Co	llat	eral	ized loan										
	an	d o	ther	debt										
	ob	liga	tion	S		742	64	-	(109)	-	(202)	495	(11)	
		•		e debt										
			ties			52	2	-	(41)	1	-	14	-	
				-backed										
_	_		ities			6	1	-	2	-	-	9	1	
				cked										
			ities			138	2	-	(36)	25	(20)	109	(9)	Щ
_				curities		3	-	-	(3)	-	-	-	-	Щ
			al tra uriti	ading		987	71		(195)	26	(222)	667	(19)	
ᆫ	Ľ	3 <del>5</del> 6	urill	U S		907	/ 1	_	(193)	20	(444)	007	(13)	

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	Other trading ssets	76	(13)	_	-		-	63	(4)	
	Total trading assets		<b>V</b> -7.						\ /	
	(excluding derivatives)	1,063	58	-	(195)	26	(222)	730	(23)	(3)
	ailable-for-sale curities:									
	Securities of U.S.									
S	tates and									_
	political subdivisions	3,631	4	(67)	356	_	(165)	3,759	_	
	Nortgage-backed	3,031	4	(07)	330	<u> </u>	(103)	3,739	<del>-</del>	+
S	ecurities:				1-1					_
+	Residential	94	(3)	11	(3)	-	(1)	98	- (0)	+
$\dashv$	Commercial Total	203	(7)	17	(8)	-	(11)	194	(3)	+
	mortgage-backet	d								
	securities	297	(10)	28	(11)	-	(12)	292	(3)	
	Corporate debt									
-	ecurities	274	4	(9)	(23)	-	(3)	243	-	_
	Collateralized Ioan									
	nd other debt bligations	13,188	(4)	91	565	_	(10,613)	3,227	_	
	sset-backed	10,100	(1)	<u> </u>	000		(10,010)	0,227		+
	ecurities:									
	Auto loans and									
	leases	5,921	-	(25)	(1,024)	-	-	4,872	-	$\perp$
	Home equity	51	3	(1)	<b>(E)</b>		(48)			
	loans Other	31	3	(1)	(5)	<u> </u>	(40)		-	+
	asset-backed									
	securities	3,283	24	-	(359)	-	-	2,948	(7)	
	Total									
	asset-backed	0.055	07	(06)	(1.200)		(40)	7 000	(7)	
+	securities Total debt	9,255	27	(26)	(1,388)	<u> </u>	(48)	7,820	(7)	+
	securities	26,645	21	17	(501)	_	(10,841)	15,341	(10)	(4)
N	Marketable equity				, ,		, ,	,	· /	
	ecurities:									
	Perpetual									
	preferred securities	794	3	23	(32)	-		788	_	
$\dagger$	Other marketable	, , , ,		20	(02)			, 00		
	equity securities	-	-	-		<u> </u>		-	-	
	Total									
$oldsymbol{ert}$	marketable				(2.2)			700		(=)
		794	3	23	(32)	-	-	788	-	(5)

All internal valuation models are subject to ongoing review by business-unit-level management, and all rases are

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equity securities										
Total available-for	-sale									
securities		',439	24	40	(533)	-	(10,841)	16,129	(10)	
Mortgages held for					, ,		,		` '	
sale	3	,250	27	-	(675)	178	(139)	2,641	(62)	(6)
Loans	6	,021	(154)	-	99	-	(106)	5,860	(137)	(6)
Mortgage servicing rights (residential) (7)	11	,538	1,236	_	1,411	-	-	14,185	2,628	(6)
Net derivative assets and liabilities:										
Interest rate contracts		659	(983)	-	(237)	-	-	(561)	(710)	
Commodity contracts		21	7	-	(31)	-	(9)	(12)	26	
Equity contracts	(	122)	(29)	-	218	-	(40)	27	(31)	
Foreign exchange contracts		21	(54)	_	4	_	-	(29)	(46)	
Credit contracts	(1,	150)	(13)	-	364	-	-	(799)	37	
Other derivative contracts		(78)	41	-	1	-	1	(36)	_	
Total derivative contracts	(	649)	(1,031)	-	319	-	(49)	(1,410)	(724)	(8)
Other assets		162	36	-	533	ı	1	731	39	(3)
Short sale liabilities		-	-	-	-	-	-	-	-	(3)
Other liabilities (excluding derivatives)		(49)	6	-	_	-	1	(43)	4	(6)
		()						(10)	•	(5)

- (1) See next page for detail.
- (2) Represents only net gains (losses) that are due to changes in economic conditions and management's estimates of fair value and excludes changes due to the collection/realization of cash flows over time.
- (3) Included in net gains (losses) from trading activities and other noninterest income in the income statement.
- (4) Included in net gains (losses) from debt securities in the income statement.
- (5) Included in net gains (losses) from equity investments in the income statement.
- (6) Included in mortgage banking and other noninterest income in the income statement.
- (7) For more information on the changes in mortgage servicing rights, see Note 8 (Mortgage Banking Activities).

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(8) Included in mortgage banking, trading activities and other noninterest income in the income statement.
(continued on following page)
(continued on following page)
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(continued from previous page)

The following table presents gross purchases, sales, issuances and settlements related to the changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the first half of 2013.

											1	
		ing assets (excluding derivatives): Securities of U.S. states and political subdivisions Collateralized loan and other debt obligations Corporate debt securities Mortgage-backed securities Asset-backed securities Equity securities Total trading securities Other trading assets Total trading assets (excluding derivatives) Iable-for-sale securities: Securities of U.S. states and political subdivisions Mortgage-backed securities: Residential Commercial Total mortgage-backed securities Corporate debt securities Collateralized loan and other debt obligations Asset-backed securities: Auto loans and leases										
(in r	nillior	ns)						Purchases	Sales	Issuances	Settlements	Net
<b>–</b>			nded	June 3	0. 2013					1000.0		
				vative	s):							
							\$	123	(131)	-	-	(8)
	Colla	ateral	lized l	loan aı	nd other	debt obligations		519	(625)	-	(3)	(109)
	Corp	orate	e deb	t secui	rities			66	(107)	-	-	(41)
	Mort	gage	-back	ced se	curities			4	(2)	-	-	2
	Asse	et-ba	cked	securit	ies			12	(27)	-	(21)	(36)
	Equi	ty se	curitie	es				-	(3)	-	-	(3)
		Total	tradi	ng sec	urities			724	(895)	-	(24)	(195)
	Othe	r tra	ding a	ssets				-	-	-	-	-
			Total	tradin	g assets							
						vatives)		724	(895)	-	(24)	(195)
Ava												
	<del>                                     </del>											
		politi	cal su	ıbdivis	ions			-	(67)	705	(282)	356
	1				curities:							
								-	-	-	(3)	(3)
								-	(1)	-	(7)	(8)
						ked						
								-	(1)	-	(10)	(11)
								-	-	-	(23)	(23)
						debt obligations	_	773	(14)	-	(194)	565
	Collateralized loan and other debt obligation Corporate debt securities  Mortgage-backed securities  Asset-backed securities  Equity securities  Total trading securities  Other trading assets  (excluding derivatives)  allable-for-sale securities:  Securities of U.S. states and political subdivisions  Mortgage-backed securities:  Residential  Commercial  Total mortgage-backed securities  Corporate debt securities  Collateralized loan and other debt obligation Asset-backed securities:									_		
-	months ended June 30, 2013 ding assets (excluding derivatives): Securities of U.S. states and political subdivisions Collateralized loan and other debt obligation Corporate debt securities Mortgage-backed securities Asset-backed securities Equity securities Total trading securities Other trading assets (excluding derivatives) tilable-for-sale securities: Securities of U.S. states and political subdivisions Mortgage-backed securities: Residential Commercial Total mortgage-backed securities Corporate debt securities Collateralized loan and other debt obligation Asset-backed securities: Auto loans and leases							352	-	304	(1,680)	(1,024)
		Hom	e equ	ity loa	ns			-	(5)	-		(5)

All internal valuation models are subject to ongoing review by business-unit-level management, and all r60dels are

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	Other	asse	et-bacl	ked secur	ities	522	(36)	608	(1,453)	(359)
	Т	otal	asset-	backed s	ecurities	874	(41)	912	(3,133)	(1,388)
			Total	debt secu	rities	1,647	(123)	1,617	(3,642)	(501)
Mark	cetable	e equ	uity se	curities:						
	Perpe	tual	prefer	red securi	ities	-	(20)	-	(12)	(32)
	Other	marl	ketabl	e equity s	ecurities	-	-	-	-	-
			Total ı	marketabl	е					
				equity se	curities	-	(20)	-	(12)	(32)
				Total ava	ilable-for-sale					
				9	securities	1,647	(143)	1,617	(3,654)	(533)
Mortgage	es hel	d for	sale			203	(572)	-	(306)	(675)
Loans						22	-	232	(155)	99
Mortgage	e serv	icing	rights	(resident	ial)	-	(584)	1,995	-	1,411
Net deriv	ative	asse	ts and	l liabilities	:					
Inter	est ra	te co	ntract	S		-	9	-	(246)	(237)
Com	modit	y cor	ntracts	3		2	(2)	-	(31)	(31)
Equi	ty con	tract	S			269	(209)	-	158	218
Fore	ign ex	char	nge co	ntracts		-	-	-	4	4
Cred	lit con	tracts	S			5	(1)	-	360	364
Othe	r deri	vativ	e cont	racts		-	-	-	1	1
	Total	deriv	ative o	contracts		276	(203)	-	246	319
Other as:	sets					557	(1)	-	(23)	533
Short sal	e liab	ilities				8	(8)	-	-	
Other lial	bilities	(exc	cluding	g derivativ	res)	-	_	(4)	4	

The following table provides quantitative information about the valuation techniques and significant unobservable inputs used in the valuation of substantially all of our Level 3 assets and liabilities measured at fair value on a recurring basis for which we use an internal model.

The significant unobservable inputs for Level 3 assets and liabilities that are valued using fair values obtained from third party vendors are not included in the table, as the specific inputs applied are not provided by the vendor. In addition, the table excludes the valuation techniques and significant unobservable inputs for certain classes of Level 3 assets and liabilities measured using an internal model that we consider, both individually and in the aggregate, insignificant relative to our overall Level 3 assets and liabilities. We made this determination based upon an evaluation of each class which considered the magnitude of the positions, nature of the unobservable inputs and potential for significant changes in fair value due to changes in those inputs. For information on how changes in significant unobservable inputs affect the fair values of Level 3 assets and liabilities, see Note 17 (Fair Values of Assets and Liabilities) to Financial Statements in our 2013 Form 10-K.

					Fa	ir Value			Significant	F	Rar	nge of		Weighted
(\$ i	n m	illior	ıs, ex	cept				Valuation	Unobservable			. <u></u>		gcu
				mounts)		Level 3		Technique(s)	Input		lr	nputs	A	verage (1)
Jur	ne 3	0, 20	14					. , ,	•					<u> </u>
Tra	din	g an	d											
			or-sale	9										
_		ies:												
			es of	U.S.										
		tes a												
	•	itica												
			sions											
			ernm	ent, e and										
			other rever					Discounted						
			bond		\$	2,717		cash flow	Discount rate	0.3	_	5.7	%	1.4
			Dona		Ψ	89		Vendor priced	Diocount rate	0.0		0.7	/0	1
		Ацс	tion r	ate				vender prioce						
			urities											
		othe	er mui	nicipal				Discounted						
		bon		-		371		cash flow	Discount rate	1.4	-	9.5		4.0
									Weighted					
									average life	1.9	-	14.0	yrs	3.6
				l loan an				Market						
		er de	ebt ob	ligations	;			comparable						
	(2)	I				746		pricing	adjustment	(24.5)	-	25.0	%	3.4
	_	L		_		1,161		Vendor priced						
			acked	i										
-	sec	uriti						Disservated						
		Auto leas		s and		272		Discounted cash flow	Discount rate	0.7		0.7		0.7
		Oth				212		Casii ilow	Discount rate	0.7	-	0.7		0.7
			er et-bac	ked										
			urities											
				sified										
			paym					Discounted						
			rights			737		cash flow	Discount rate	8.0	-	5.2		2.5
			Othe	·										
				nercial										
			and				,	Discounted						
			cons	umer		580	(4)	cash flow	Discount rate	0.2	-	21.4		5.0

							T				r	rr	
								Weighted average life	1.0	-	15.3	yrs	3.8
					69		Vendor priced	aroragoo			.0.0	y.0	0.0
	Mai	rkota	ble e	auity			Vender prioca						
				erpetual									
	300	arren	cs. pc	potaai			Discounted						
	nro	ferre	d		700	(5)	cash flow	Discount rate	4.6		7.6	%	5.4
	pre	lene	u		700	(3)	Casii ilow		4.0	-	7.0	/0	3.4
								Weighted	4.0		15.0		10.0
_	<u> </u>						<u> </u>	average life	1.0	-	15.0	yrs	10.0
	_	_		for sale			Discounted	5 ( 1				ا م	
(re	<u>siae</u>	ntial	)		2,396		cash flow	Default rate		-	14.0	%	2.7
								Discount rate	3.5	-	7.9		5.4
								Loss severity	0.7	-	27.4		20.1
								Prepayment					
								rate	2.0	-	13.6		6.9
							Discounted						
Lo	ans				5,926	(6)	cash flow	Discount rate	2.7	-	3.7		3.3
								Prepayment					
								rate	0.6	-	33.2		4.9
								Utilization rate	0.0	-	2.0		0.8
	1			<u> </u>				Cost to	0.0				0.0
Mo	rtas	2 20	ervici	ina			Discounted	service per					
			dentia		13,900		cash flow	loan (7)	\$ 87	_	729		184
ng	1115	1631	uentia		13,900		Casii ilow	Discount rate		-	11.5	%	7.7
									ე.ა	-	11.5	70	1.1
								Prepayment	0.4				40.4
_		<u>.                                    </u>						rate (8)	8.1	-	21.8		12.1
_			ive as ies):	ssets									
	Inte	erest	rate				Discounted						
	con	itrac	ts		59		cash flow	Default rate	0.1	-	8.2		1.7
								Loss severity	36.0	-	50.0		50.0
								Prepayment					
									14.0	-	14.0		14.0
	Inte	rest	rate	'				1440			1 110		
				rivative									
	loa		.0. 40										
		Ī					Discounted						
		com	mitm	ents	124			Fall-out factor	1.0	_	99.0		26.9
		00		Citto			odon now	Initial-value	1.0		00.0		
								servicing	(30.0)	_	88.5	hne	30.0
	1						Discounted	Conversion	(33.3)		00.5	bps	30.0
	Ear	uitve e	ontro	noto	210				(10.0)		0.0	%	/1//
	Εqι	inty C	ontra	1015	210	-	cash flow		(13.0)	-	0.0	70	(14.4
								Weighted					4 -
-	}					-		average life	8.0	-	2.8	yrs	1.5
					(225)			Correlation	/= -:				
					(260)		Option model	factor	(5.3)	-	92.0	%	71.5
								Volatility					_
								factor	8.1	-	69.0		24.0

							Market					
							comparable	Comparability				
	Cre	dit co	ontra	cts	(270)		pricing	adjustment	(33.8)	-	30.7	4.2
					4		Option model	Credit spread	0.0	-	11.8	0.5
							-	Loss severity	10.5	-	72.5	46.4
Oth	ner a	sset	s:				Market					
nor	nma	er assets: marketable equity stments					comparable	Comparability				
inv	estn	narketable equity			1,902		pricing	adjustment	(29.7)	-	(7.1)	(22.6)
Ins	igni	fican	t Lev	el 3								
ass	ets,	ı										
	net	of lia	biliti	es	635	(9)						
		Tota	l leve	el 3								
		asse	ts, ne	et of								
		liabil	ities		\$ 32,068	(10)						

- (1) Weighted averages are calculated using outstanding unpaid principal balance for cash instruments such as loans and securities, and notional amounts for derivative instruments.
- (2) Includes \$581 million of collateralized debt obligations.
- (3) Securities backed by specified sources of current and future receivables generated from foreign originators.
- (4) Consists primarily of investments in asset-backed securities that are revolving in nature, in which the timing of advances and repayments of principal are uncertain.
- (5) Consists of auction rate preferred equity securities with no maturity date that are callable by the issuer.
- (6) Consists predominantly of reverse mortgage loans securitized with GNMA which were accounted for as secured borrowing transactions.
- (7) The high end of the range of inputs is for servicing modified loans. For non-modified loans the range is \$87 \$269.
- (8) Includes a blend of prepayment speeds and expected defaults. Prepayment speeds are influenced by mortgage interest rates as well as our estimation of drivers of borrower behavior.
- (9) Represents the aggregate amount of Level 3 assets and liabilities measured at fair value on a recurring basis that are individually and in the aggregate insignificant. The amount includes corporate debt securities, mortgage-backed securities, other marketable equity securities, other liabilities and certain net derivative assets and liabilities, such as commodity contracts, foreign exchange contracts and other derivative contracts.
- (10) Consists of total Level 3 assets of \$34.9 billion and total Level 3 liabilities of \$2.8 billion, before netting of derivative balances.



Note 13: Fair Values of Assets and Liabilities (continued)

Fair Value Significant Range of				<u> </u>										
Fair Value   Significant   Range of														
Fair Value   Significant   Range of														Weighted
(\$ in millions, except cost to service amounts)  December 31, 2013  Trading and available-for-sale securities:  Securities of U.S. states and political subdivisions:  Government, healthcare and other revenue bonds  Auction rate securities and other municipal  Discounted cash flow Discount rate 0.4 - 6.4 %  Auction rate securities and other municipal  Collateralized loan and other debt obligations(2)  Asset-backed securities:  Auto loans and leases  Auto loans and leases  Auto loans and leases  Other asset-backed securities:  Other asset					l Fa	air Value			Significant	F	Rar	nae of		rroiginou
Service amounts)  Level 3  Technique(s)  Input  Inputs  December 31, 2013  Trading and available-for-sale securities:  Securities of U.S. states and political subdivisions:  Government, healthcare and other revenue bonds  Auction rate securities and other municipal  Discounted cash flow Discount rate  Discounted cash flow Discount rate  Securities and other municipal  Discounted cash flow Discount rate  Discounted cash flow Discount rate  Collateralized loan and other debt obligations(2)  Asset-backed securities:  Auto loans and leases  Auto loans and leases  Other asset-backed securities:  Other asset-backed securities:  Other asset-backed securities:  Other asset-backed securities:	(\$ in mi	illions.	excer	t cost to				Valuation				<u> </u>		Average
Trading and available-for-sale securities:  Securities of U.S. states and political subdivisions:  Government, healthcare and other revenue bonds \$ 2,739 cash flow Discount rate 0.4 - 6.4 % Auction rate securities and other municipal  Discounted cash flow Discount rate 0.4 - 12.3 Weighted average life 1.4 - 13.0 yrs  Collateralized loan and other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 % Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9 Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:  Other asset-backed securities:						Level 3			Input		Ir	nputs		(1)
Securities: Securities of U.S. states and political subdivisions: Government, healthcare and other revenue bonds \$ 2,739 Cash flow Discount rate 0.4 - 6.4 %  Auction rate securities and other municipal Discounted cash flow Discount rate 0.4 - 12.3  Discounted cash flow Discount rate 0.4 - 12.3  Auction rate securities and other municipal Discount rate 0.4 - 12.3  Market comparable other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 %  Asset-backed securities:  Auto loans and leases 492 Cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:  Other asset-backed securities:	Decem	ber 31	, 2013	}				. ,	•					,
Securities of U.S. states and political subdivisions:  Government, healthcare and Discounted cash flow Discount rate 0.4 - 6.4 %  Auction rate securities and other municipal  Discounted cash flow Discount rate 0.4 - 12.3  Auction rate securities and other municipal  Discounted cash flow Discount rate 0.4 - 12.3  Weighted average life 1.4 - 13.0 yrs  Collateralized loan and other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 %  Asset-backed securities:  Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:	Trading	g and a	availab	le-for-sale										
and  political subdivisions:  Government, healthcare and  other revenue bonds \$ 2,739 Discounted cash flow Discount rate 0.4 - 6.4 %  Auction rate securities and other municipal  bonds 451 Discounted cash flow Discount rate 0.4 - 12.3  Weighted average life 1.4 - 13.0 yrs  Collateralized loan and other debt obligations(2) 612 Pricing Asset-backed securities:  Auto loans and leases 492 Cash flow Discount rate 0.4 - 12.3  Warket comparable pricing adjustment (12.0) - 23.3 %  Weighted average life 1.4 - 13.0 yrs  Discounted Comparable pricing adjustment (12.0) - 23.3 %  Weighted adjustment (12.0) - 23.3 %  Weighted adjustment (12.0) - 1.6 yrs  Other asset-backed securities:														
political subdivisions: Government, healthcare and  other revenue bonds \$ 2,739	Sed	curities	s of U.	S. states										
Government, healthcare and other revenue bonds \$ 2,739	and	<u>t</u>												
healthcare and other revenue bonds \$ 2,739	poli	<u>itical s</u>	ubdivi	sions:										
other revenue bonds \$ 2,739				•										
bonds \$ 2,739   cash flow Discount rate   0.4   - 6.4   %      Auction rate   securities and other   municipal   Discounted   cash flow Discount rate   0.4   - 12.3     Discounted   cash flow Discount rate   0.4   - 12.3     Discounted   cash flow Discount rate   0.4   - 12.3     Weighted   average life   1.4   - 13.0   yrs     Collateralized loan and other debt obligations(2)   612   pricing   adjustment   (12.0)   - 23.3   %     Asset-backed securities:   Auto loans and leases   492   cash flow Discount rate   0.6   - 0.9     Other asset-backed   securities:   Other asset-backed   securities:   Auto loans and leases   492   cash flow Discount rate   0.6   - 0.9     Other asset-backed   securities:   Auto loans and leases   492   cash flow Discount rate   0.6   - 1.6   yrs     Other asset-backed   securities:   Auto loans and leases   492   cash flow Discount rate   0.6   - 0.9														
Auction rate securities and other municipal  Discounted cash flow Discount rate 0.4 - 12.3  Weighted average life 1.4 - 13.0 yrs  Collateralized loan and other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 %  Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 13.0 yrs  Discounted comparable pricing adjustment (12.0) - 23.3 %  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:														
Auction rate securities and other municipal    Discounted cash flow Discount rate   0.4   -12.3	<u> </u>		bonds	I	\$				Discount rate	0.4	-	6.4	%	1.4
securities and other municipal    Discounted cash flow   Discount rate   0.4   -12.3		1				63		Vendor priced						
municipal    Discounted cash flow Discount rate   0.4   - 12.3     Weighted average life   1.4   - 13.0   yrs     Collateralized loan and other debt obligations(2)   612   pricing adjustment (12.0)   - 23.3   %     Asset-backed securities:   Auto loans and leases   492   cash flow Discount rate   0.6   - 0.9     Other asset-backed securities:   Other asset-back														
bonds 451 Discounted cash flow Discount rate 0.4 - 12.3  Weighted average life 1.4 - 13.0 yrs  Market comparable pricing adjustment (12.0) - 23.3 %  Asset-backed securities:  Auto loans and leases 492 Cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 13.0 yrs  Market comparable comparability adjustment (12.0) - 23.3 %  Discounted cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:				ind other										
bonds 451 cash flow Discount rate 0.4 - 12.3  Weighted average life 1.4 - 13.0 yrs  Market comparable other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 %  Asset-backed securities:  Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:		muni	cipai					Discounted						
Collateralized loan and other debt obligations(2)  Asset-backed securities:  Auto loans and leases  Other asset-backed securities:  Weighted average life 1.4 - 1.6 yrs		hand	C			451			Discount rate	0.4		100		4.6
Collateralized loan and other debt obligations(2)  Asset-backed securities:  Auto loans and leases  Other asset-backed securities:		DONG	5			401		Casirilow			-	12.3		4.0
Collateralized loan and other debt obligations(2)  Asset-backed securities:  Auto loans and leases  Other asset-backed securities:									•		_	13 0	vre	4.4
Collateralized loan and other debt obligations(2)  1,349  Vendor priced  Asset-backed securities:  Auto loans and leases  492  Other asset-backed securities:  Other asset-backed securities:  Other asset-backed securities:  Other asset-backed securities:								Market	average ine	1.7		13.0	yıs	7.7
other debt obligations(2) 612 pricing adjustment (12.0) - 23.3 %  1,349 Vendor priced  Asset-backed securities:  Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:	Col	llatera	lized la	oan and					Comparability					
Asset-backed securities:  Auto loans and leases  492  Other asset-backed securities:  Other asset-backed securities:  1,349  Vendor priced  Discounted cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:						612		·		(12.0)	_	23.3	%	8.5
Asset-backed securities:  Auto loans and leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:						1.349			•	, ,				
leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:	Ass	set-ba	cked s	ecurities:		,								
leases 492 cash flow Discount rate 0.6 - 0.9  Weighted average life 1.4 - 1.6 yrs  Other asset-backed securities:		Auto	loans	and				Discounted						
Other asset-backed securities:  Weighted average life 1.4 - 1.6 yrs						492			Discount rate	0.6	-	0.9		0.8
Other asset-backed securities:														
securities:											-	1.6	yrs	1.5
		Othe	r asse	t-backed										
I I Diversified I I I I I I I I I I I I I I I I I I I		secu	rities:											
			Divers	sified										
payment Discounted Discounted														
rights(3) 757 cash flow Discount rate 1.4 - 4.7 %			rights(	3)	$\square$			cash flow			-	1	%	3.0
944 (4)   Discount rate   0.6   - 21.2						944	(4)		Discount rate	0.6	-	21.2		4.0

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		Other commercial and consumer			Discounted cash flow						
						Weighted					
						average life	0.6	-	7.6	yrs	2.2
			78		Vendor priced						
		ble equity									
	securitie	s: perpetual			5						
	pref	erred	729	(5)	Discounted cash flow	Discount rate		-	8.3	%	7.4
						Weighted average life		-	15.0	yrs	12.2
	rtgages h sidential)	eld for sale	2,374		Discounted cash flow	Default rate	0.6	_	12.4	%	2.8
,						Discount rate	3.8	-	7.9		5.5
						Loss severity	1.3	_	32.5		21.5
						Prepayment rate	2.0	_	9.9		5.4
	<u> </u>				Discounted						
Loa	เทร		5,723	(6)	cash flow	Discount rate	2.4	-	3.9		3.3
						Prepayment					
						rate			37.8		12.2
						Utilization rate		-	2.0		0.8
		ervicing rights			Discounted						
(res	<u>sidential)</u>	<del>, , , , , , , , , , , , , , , , , , , </del>	15,580		cash flow	per loan (7)		-	773	0/	191
						Discount rate		-	11.2	%	7.8
						Prepayment rate (8)		_	19.4		10.7
	derivativ	e assets and				1410 (0)	7.10		1011		
(					Discounted						
	Interest	rate contracts	(14)		cash flow	Default rate	0.0	-	16.5		5.0
						Loss severity	44.9	-	50.0		50.0
						Prepayment					
						rate	11.1	-	15.6		15.6
		rate contracts:									
	derivativ	e loan			5						
	com	mitments	(26)		Discounted cash flow	Fall-out factor	1.0	-	99.0		21.8
						Initial-value					
						servicing		-	81.6	bps	32.6
	Equity c	ontracts	199		Discounted cash flow	Conversion factor	(18.4)	-	0.0	%	(14.1)
						Weighted average life		_	3.3	yrs	1.8
						Correlation				7.5	
			(245)		Option model	factor	(5.3)		87.6	%	72.2
						Volatility factor	6.8	-	81.2		25.4

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	Cred	dit co	ntracts	<b>,</b>		(378)		Market comparable pricing	Comparability		ı	30.4	(0.1)
						3		Option model	Credit spread	0.0	·	12.2	0.7
									Loss severity	10.5	-	72.5	47.4
				arketable		1,386		Market comparable pricing	Comparability		1	(5.4)	(21.9)
	quity investments												
Insi	nsignificant Level 3 assets												
	net of liabilities					678	(9)						
			level ( f liabili	3 assets, ties	\$	33,494	(10)						

- (1) Weighted averages are calculated using outstanding unpaid principal balance for cash instruments such as loans and securities, and notional amounts for derivative instruments.
- (2) Includes \$695 million of collateralized debt obligations.
- (3) Securities backed by specified sources of current and future receivables generated from foreign originators.
- (4) Consists primarily of investments in asset-backed securities that are revolving in nature, in which the timing of advances and repayments of principal are uncertain.
- (5) Consists of auction rate preferred equity securities with no maturity date that are callable by the issuer.
- (6) Consists predominantly of reverse mortgage loans securitized with GNMA which were accounted for as secured borrowing transactions.
- (7) The high end of the range of inputs is for servicing modified loans. For non-modified loans the range is \$86 \$302.
- (8) Includes a blend of prepayment speeds and expected defaults. Prepayment speeds are influenced by mortgage interest rates as well as our estimation of drivers of borrower behavior.
- (9) Represents the aggregate amount of Level 3 assets and liabilities measured at fair value on a recurring basis that are individually and in the aggregate insignificant. The amount includes corporate debt securities, mortgage-backed securities, asset-backed securities backed by home equity loans, other marketable equity securities, other assets, other liabilities and certain net derivative assets and liabilities, such as commodity contracts, foreign exchange contracts and other derivative contracts.
- (10) Consists of total Level 3 assets of \$37.2 billion and total Level 3 liabilities of \$3.7 billion, before netting of derivative balances.



The valuation techniques used for our Level 3 assets and liabilities, as presented in the previous table, are described as follows:

- <u>Discounted cash flow</u> Discounted cash flow valuation techniques generally consist of developing an estimate of future cash flows that are expected to occur over the life of an instrument and then discounting those cash flows at a rate of return that results in the fair value amount.
- Option model Option model valuation techniques are generally used for instruments in which the holder has a contingent right or obligation based on the occurrence of a future event, such as the price of a referenced asset going above or below a predetermined strike price. Option models estimate the likelihood of the specified event occurring by incorporating assumptions such as volatility estimates, price of the underlying instrument and expected rate of return.
- Market comparable pricing Market comparable pricing valuation techniques are used to determine the fair value of certain instruments by incorporating known inputs, such as recent transaction prices, pending transactions, or prices of other similar investments that require significant adjustment to reflect differences in instrument characteristics.
- <u>Vendor-priced</u> Prices obtained from third party pricing vendors or brokers that are used to record the fair value of the asset or liability, of which the related valuation technique and significant unobservable inputs are not provided.

Significant unobservable inputs presented in the previous table are those we consider significant to the fair value of the Level 3 asset or liability. We consider unobservable inputs to be significant, if by their exclusion, the fair value of the Level 3 asset or liability would be impacted by a predetermined percentage change or based on qualitative factors, such as nature of the instrument, type of valuation technique used, and the significance of the unobservable inputs relative to other inputs used within the valuation. Following is a description of the significant unobservable inputs provided in the table.

- <u>Comparability adjustment</u> is an adjustment made to observed market data, such as a transaction price in order to reflect dissimilarities in underlying collateral, issuer, rating, or other factors used within a market valuation approach, expressed as a percentage of an observed price.
- <u>Conversion Factor</u> is the risk-adjusted rate in which a particular instrument may be exchanged for another instrument upon settlement, expressed as a percentage change from a specified rate.
- <u>Correlation factor</u> is the likelihood of one instrument changing in price relative to another based on an established relationship expressed as a percentage of relative change in price over a period over time.
- <u>Cost to service</u> is the expected cost per loan of servicing a portfolio of loans, which includes estimates for unreimbursed expenses (including delinquency and foreclosure costs) that may occur as a result of servicing such loan portfolios.

- <u>Credit spread</u> is the portion of the interest rate in excess of a benchmark interest rate, such as OIS, LIBOR or U.S. Treasury rates, that when applied to an investment captures changes in the obligor's creditworthiness.
- <u>Default rate</u> is an estimate of the likelihood of not collecting contractual amounts owed expressed as a constant default rate (CDR).
- <u>Discount rate</u> is a rate of return used to present value the future expected cash flow to arrive at the fair value of an instrument. The discount rate consists of a benchmark rate component and a risk premium component. The benchmark rate component, for example, OIS, LIBOR or U.S. Treasury rates, is generally observable within the market and is necessary to appropriately reflect the time value of money. The risk premium component reflects the amount of compensation market participants require due to the uncertainty inherent in the instruments' cash flows resulting from risks such as credit and liquidity.
- <u>Fall-out factor</u> is the expected percentage of loans associated with our interest rate lock commitment portfolio that are likely of not funding.
- <u>Initial-value servicing</u> is the estimated value of the underlying loan, including the value attributable to the embedded servicing right, expressed in basis points of outstanding unpaid principal balance.
- <u>Loss severity</u> is the percentage of contractual cash flows lost in the event of a default.
- <u>Prepayment rate</u> is the estimated rate at which forecasted prepayments of principal of the related loan or debt instrument are expected to occur, expressed as a constant prepayment rate (CPR).
- <u>Utilization rate</u> is the estimated rate in which incremental portions of existing reverse mortgage credit lines are expected to be drawn by borrowers, expressed as an annualized rate.
- <u>Volatility factor</u> is the extent of change in price an item is estimated to fluctuate over a specified period of time expressed as a percentage of relative change in price over a period over time.
- <u>Weighted average life</u> is the weighted average number of years an investment is expected to remain outstanding based on its expected cash flows reflecting the estimated date the issuer will call or extend the maturity of the instrument or otherwise reflecting an estimate of the timing of an instrument's cash flows whose timing is not contractually fixed.

#### Assets and Liabilities Recorded at Fair Value on a Nonrecurring Basis

We may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with GAAP. These adjustments to fair value usually result from application of LOCOM accounting or write-downs of individual assets. The following table provides the fair value hierarchy and carrying amount of all assets that were still held as of June 30, 2014, and December 31, 2013, and for which a nonrecurring fair value adjustment was recorded during the periods presented.

				-		-		-								
											June 3	0, 2014		Dece	mber 3	1, 2013
									Level	Level			Leve		Level	
(in n	nillior	าร)							1	2	Level 3	Total	1	Level 2	3	Total
Mor	tgage	es he	ld for	sale	(LOC	CON	<i>I</i> I) (1)	\$	-	2,328	1,327	3,655	-	1,126	893	2,019
Loa	ns he	eld for	sale	)					-	10	-	10	-	14	-	14
Loa	ns:															
	Com	merc	ial						-	190	-	190	-	414	-	414
	Con	sume	r						-	1,375	5	1,380	-	3,690	7	3,697
		Tota	lloar	ıs (2)					-	1,565	5	1,570	-	4,104	7	4,111
Othe	er as	sets (	(3)						-	293	464	757	-	445	740	1,185

- (1) Predominantly real estate 1-4 family first mortgage loans.
- (2) Represents carrying value of loans for which adjustments are based on the appraised value of the collateral.
- (3) Includes the fair value of foreclosed real estate, other collateral owned and nonmarketable equity investments.

The following table presents the increase (decrease) in value of certain assets for which a nonrecurring fair value adjustment has been recognized during the periods presented.

				Six months ended June 30,							

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(in millions)	2014	2013
Mortgages held for sale (LOCOM)	\$ 57	(23)
Loans:		
Commercial	(72)	(195)
Consumer (1)	(781)	(1,380)
Total loans	(853)	(1,575)
Other assets (2)	(205)	(151)
Total	\$ (1,001)	(1,749)

<sup>(1)</sup> Represents write-downs of loans based on the appraised value of the collateral.

<sup>(2)</sup> Includes the losses on foreclosed real estate and other collateral owned that were measured at fair value subsequent to their initial classification as foreclosed assets. Also includes impairment losses on nonmarketable equity investments.

The table below provides quantitative information about the valuation techniques and significant unobservable inputs used in the valuation of substantially all of our Level 3 assets and liabilities measured at fair value on a nonrecurring basis for which we use an internal model.

We have excluded from the table classes of Level 3 assets and liabilities measured using an internal model that we consider, both individually and in the aggregate, insignificant relative to our overall Level 3 nonrecurring measurements. We made this determination based upon an evaluation of each class which considered the magnitude of the positions, nature of the unobservable inputs and potential for significant changes in fair value due to changes in those inputs.

_	ther assets: privilating fund investment (4) residential mortgate (LOCOM)  significant level seets  Total  ecember 31, 2013 esidential mortgate (LOCOM)							г -		1	1					1	1	1	$\overline{}$
	fund investmer (4) asignificant level assets Total ecember 31, 2013 esidential mortgage held for sale																		Ш
																			Ш
								Fai	r Value			Significant				Range		Weighted	
									Level		Valuation	Unobservable						Average	)
(\$	in r	nilli	ons	)					3		Technique(s) (1)	Inputs (1)			of	inputs		(2)	
Ju	ne	30,	20	14															
Re	sic	len	tial	m	ort	ga	ges												
	he	ld f	or s	sa	le						Discounted								П
	(L	OC	OM	)				\$	1,327	(3)	cash flow	Default rate	(5)	0.9	-	4.0	%	1.9	%
												Discount rate		0.0	-	11.7		11.5	
												Loss severity		1.7	-	36.3		4.4	П
												Prepayment							
												rate		2.0	-	100.0		56.3	
Ot	•					te												П	
eq	other assets: privat quity 																		
	quity .										Market								
	fund investment						ts				comparable	Comparability			-				
	(4)								203		pricing	adjustment		6.0		6.0		6.0	Ш
	_		can	t I	eve	el 3	3												
as	set	S							266										
	То	tal							1,796										
De	ecer	nbe	er 3	1,	20	13													
Re	sid	ent	ial r	no	rtg	ag	es												
	he	ld f	or s	ale	<del>-</del>						Discounted								П
					\$	893	(3)	cash flow	Default rate	(5)	1.2	-	4.4	%	2.7	%			
	(LCCCIVI)									Discount rate		4.3	-	12.0		10.9			
												Loss severity		1.6	-	48.2		5.2	П
												Prepayment rate	(6)		-	100.0		67.2	П
Ot	other assets: private											- p	\ - /					<u> </u>	П
	uity			٠,٢	•		-												
تت	]										<u> </u>								—

	fur	nd ir	nve	stm	nent	ts (4)	505	Market comparable pricing	Comparability		4.6	1	4.6	4.6	
Insignificant level 3															
ass	sets	;					242								
Total				1,640			·								

- (1) Refer to the narrative following the recurring quantitative Level 3 table of this Note for a definition of the valuation technique(s) and significant unobservable inputs.
- (2) For residential MHFS, weighted averages are calculated using outstanding unpaid principal balance of the loans.
- (3) Consists of approximately \$1.2 billion and \$825 million government insured/guaranteed loans purchased from GNMA-guaranteed mortgage securitizations, at June 30, 2014 and December 31, 2013, respectively and \$82 million and \$68 million of other mortgage loans which are not government insured/guaranteed at June 30, 2014 and December 31, 2013, respectively.
- (4) Represents a single investment. For additional information, see the "Alternative Investments" section in this Note.
- (5) Applies only to non-government insured/guaranteed loans.
- (6) Includes the impact on prepayment rate of expected defaults for the government insured/guaranteed loans, which affects the frequency and timing of early resolution of loans.

#### **Alternative Investments**

The following table summarizes our investments in various types of funds for which we use net asset values (NAVs) per share as a practical expedient to measure fair value on recurring and nonrecurring bases. The investments are included in trading assets, available-for-sale securities, and other assets. The table excludes those investments that are probable of being sold at an amount different from the funds' NAVs.

	T			1			
							Redemption
				Fair	Unfunded	Redemption	notice
(in millions)				value	commitments	frequency	period
June 30, 2014							
			\$	172	-	<b>Daily - Quarterly</b>	1 - 180 days
						Monthly -	
Hedge funds				1	-	Quarterly	45-90 days
Private equity funds (1)(2)				1,451	275	N/A	N/A
Venture capital funds (2)				86	12	N/A	N/A
Total (3)			\$	1,710	287		
December 31, 2013							
Offshore funds			\$	308	1	Daily - Quarterly	1 - 180 days
						Monthly - Semi	
Hedge funds				2	-	Annually	
Private equity funds (1)(2)				1,496	316	N/A	N/A
Venture capital funds (2)				63	14	N/A	N/A
Total (3)		\$	1,869	330			

N/A - Not applicable

- (1) Excludes a private equity fund investment of \$203 million and \$505 million at June 30, 2014, and December 31, 2013, respectively, for which we recorded nonrecurring fair value adjustments during the periods then ended. This investment is probable of being sold for an amount different from the fund's NAV; therefore, the investment's fair value has been estimated using recent transaction information. This investment is subject to the Volcker Rule, which includes provisions that restrict banking entities from owning interests in certain types of funds.
- (2) Includes certain investments subject to the Volcker Rule that we may have to divest.
- (3) June 30, 2014, and December 31, 2013, include \$1.6 billion and 1.5 billion, respectively, of fair value for nonmarketable equity investments carried at cost for which we use NAVs as a practical expedient to determine nonrecurring fair value adjustments. The fair values of investments that had nonrecurring fair value adjustments were \$72 million and \$88 million at June 30, 2014, and December 31, 2013,

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respectively.

Offshore funds primarily invest in foreign mutual funds. Redemption restrictions are in place for these investments with a fair value of \$32 million and \$144 million at June 30, 2014 and December 31, 2013, respectively, due to lock-up provisions that will remain in effect until October 2015.

Private equity funds invest in equity and debt securities issued by private and publicly-held companies in connection with leveraged buyouts, recapitalizations and expansion opportunities. Substantially all of these investments do not allow redemptions. Alternatively, we receive distributions as the underlying assets of the funds liquidate, which we expect to occur over the next 6 years.

Venture capital funds invest in domestic and foreign companies in a variety of industries, including information technology, financial services and healthcare. These investments can never be redeemed with the funds. Instead, we receive distributions as the underlying assets of the fund liquidate, which we expect to occur over the next 5 years.

### **Fair Value Option**

We elect the fair value option to account for certain financial instruments. For more information, including the basis for the elections, see Note 17 (Fair Values of Assets and Liabilities) to Financial Statements in our 2013 Form 10-K.

The following table reflects differences between the fair value carrying amount of certain assets and liabilities for which we have elected the fair value option and the contractual aggregate unpaid principal amount at maturity.

	_	<u> </u>	1	1			1	ı	1	1			
					Jun	e 30, 2014		December 31, 2013					
						Fair value			Fair value				
						carrying			carrying				
						amount			amount				
						less			less				
							Fair						
			F	air value	<b>Aggregate</b>	aggregate	value	Aggregate	aggregate				
				carrying	unpaid	unpaid	carrying	unpaid	unpaid				
(in millions)				amount	principal	principal	amount	principal	principal				
Mortgages held for sale:													
Total loans			49	16,448	16,090	358	13,879	13,966	(87)				
	Nonaccru	al loans		216	329	(113)	205	359	(154)				
	Loans 90	days or more											
	past due a	and still accruing		33	37	(4)	39	46	(7)				
Loans	held for sa	le:											
	Total loan	IS		1	9	(8)	1	9	(8)				
	Nonaccru	al loans		1	9	(8)	1	9	(8)				
Loans	:												
	Total loan	ıs		5,926	5,604	322	5,995	5,674	321				
	Nonaccru	al loans		250	250	-	188	188	-				
Other	assets (1)			1,902	n/a	n/a	1,386	n/a	n/a				
	erm debt			_	-	-	-	(199)	199	(2)			
							1	1					

- (1) Consists of nonmarketable equity investments carried at fair value. See Note 6 (Other Assets) for more information.
- (2) Represents collateralized, non-recourse debt securities issued by certain of our consolidated securitization VIEs that are held by third party investors. To the extent cash flows from the underlying collateral are not sufficient to pay the unpaid principal amount of the debt, those third party investors absorb losses.

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The assets and liabilities accounted for under the fair value option are initially measured at fair value. Gains and losses from initial measurement and subsequent changes in fair value are recognized in earnings. The changes in fair value related to initial measurement and subsequent changes in fair value included in earnings for these assets and liabilities measured at fair value are shown below by income statement line item.

Г						<u> </u>		ı		
				2014				2013		
			Net gains				Net gains			
		Mortgage				Mortgage				
		banking		Other		banking		Other		
	no	noninterest t		noninterest		noninterest		noninterest		
(in millions)		income	activities	income		income	activities	income		
Quarter ended June 30,										
Mortgages held for sale	\$	694	•	-		61	-	-		
Loans		-	•	1		-	1	(107)		
Other assets		-	•	(31)		-	1	25		
Other interests held (1)		-	(4)	1		-	(6)	-		
Six months ended June 30,										
Mortgages held for sale	\$	1,200	-	-		1,034	-	-		
Loans		-	•	1		-	1	(154)		
Other assets		-	-	(92)		-	-	39		
Other interests held (1)		-	(5)	-		-	(13)	6		
(1) Consists of retain	ned int	erests in s	ecuritizatio	ns and chan	ges in	fair value of	letters of	credit.		

For performing loans, instrument-specific credit risk gains or losses were derived principally by determining the change in fair value of the loans due to changes in the observable or implied credit spread. Credit spread is the market yield on the loans less the relevant risk-free benchmark interest rate. For nonperforming loans, we attribute all changes in fair value to instrument-specific credit risk. The following table shows the estimated gains and losses from earnings attributable to instrument-specific credit risk related to assets accounted for under the fair value option.

	Qı	uarter en	ded June		Six montl	ns ended		
	30,				June			

All internal valuation models are subject to ongoing review by business-unit-level management, and all roadels are

(in millions)	2014	2013	2014	2013
Gains (losses) attributable to instrument-specific credit risk:				
Mortgages held for sale	\$ 45	88	55	125
Total	\$ 45	88	55	125

### **Disclosures about Fair Value of Financial Instruments**

The table below is a summary of fair value estimates for financial instruments, excluding financial instruments recorded at fair value on a recurring basis, as they are included within the Assets and Liabilities Recorded at Fair Value on a Recurring Basis table included earlier in this Note. The carrying amounts in the following table are recorded on the balance sheet under the indicated captions.

We have not included assets and liabilities that are not financial instruments in our disclosure, such as the value of the long-term relationships with our deposit, credit card and trust customers, amortized MSRs, premises and equipment, goodwill and other intangibles, deferred taxes and other liabilities. The total of the fair value calculations presented does not represent, and should not be construed to represent, the underlying value of the Company.

			Fetim						nated fair value		
		Carrying	1				LSUII	iaie	d fall value		
(in millions)		amount	Level 1		Level 2		Level 3		Total		
June 30, 2014		amount	Level 1		Leverz		Levelo		Total		
Financial assets											
Cash and due from banks											
(1)	\$	20,635	20,635		-		-		20,635		
Federal funds sold, securities purchased under resale											
agreements and other short-term investments (1)		238,719	7,642		231,077		-		238,719		
Held-to-maturity securities		30,108	17,914		7,348		5,124		30,386		
Mortgages held for sale (2)		4,616	-		3,298		1,327		4,625		
Loans held for sale (2)		9,761	-		9,810		-		9,810		
Loans, net (3)		798,168	-		60,825		747,511		808,336		
Nonmarketable equity investments (cost method)		6,856	-		-		8,056		8,056		
Financial liabilities											
Deposits		1,118,577	•		1,080,295		38,574		1,118,869		
Short-term borrowings (1)		61,849	-		61,849		-		61,849		
Long-term debt (4)		167,868	-		162,129		9,835		171,964		
December 31, 2013											
Financial assets											
Cash and due from banks (1)	\$	19,919	19,919		-		-		19,919		

All internal valuation models are subject to ongoing review by business-unit-level management, and all roadsels are

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Federal funds sold, securities purchased under resale						
agreements and other short-term investments (1)	213,793	5,160	208,633	1	213,793	
Held-to-maturity securities	12,346	-	6,205	6,042	12,247	
Mortgages held for sale (2)	2,884	-	2,009	893	2,902	
Loans held for sale (2)	132	-	136	-	136	
Loans, net (3)	789,850	-	58,350	736,551	794,901	
Nonmarketable equity investments (cost method)	6,978	-	-	8,635	8,635	
Financial liabilities	-	-	_	-		
Deposits	1,079,177	-	1,037,448	42,079	1,079,527	
Short-term borrowings (1)	53,883	-	53,883	-	53,883	
Long-term debt (4)	152,987	_	144,984	10,879	155,863	

- (1) Amounts consist of financial instruments in which carrying value approximates fair value.
- (2) Balance reflects MHFS and LHFS, as applicable, other than those MHFS and LHFS for which election of the fair value option was made.
- (3) Loans exclude balances for which the fair value option was elected and also exclude lease financing with a carrying amount of \$11.9 billion and \$12.0 billion at June 30, 2014 and December 31, 2013, respectively.
- (4) The carrying amount and fair value exclude balances for which the fair value option was elected and obligations under capital leases of \$10 million and \$11 million at June 30, 2014 and December 31, 2013, respectively.

Loan commitments, standby letters of credit and commercial and similar letters of credit are not included in the table above. A reasonable estimate of the fair value of these instruments is the carrying value of deferred fees plus the related allowance, which totaled \$856 million and \$597 million at June 30, 2014 and December 31, 2013, respectively.

## Note 14: Preferred

Stock

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We are authorized to issue 20 million shares of preferred stock and 4 million shares of preference stock, both without par value. Preferred shares outstanding rank senior to common shares both as to dividends and liquidation preference but have no general voting rights. We have not issued any preference shares under this authorization. If issued, preference shares would be limited to one vote per share. Our total authorized, issued and outstanding preferred stock is presented in the following two tables. The Employee Stock Ownership Plan (ESOP) Cumulative Convertible Preferred Stock is presented in the two tables below and in the table on the following page.

	I		I	I	
	<u> </u>	une 30, 2014		Docom	ber 31, 2013
	Liquidation			Liquidation	·
	preference			preference	
	preference	and		prototorioo	and
	per share	designated		per share	
DEP Shares	•	<u> </u>			J
Dividend Equalization Preferred Shares					
(DEP)	\$ 10	97,000		\$ 10	97,000
Series G					
7.25% Class A Preferred Stock	15,000	50,000		15,000	50,000
Series H					
Floating Class A Preferred Stock	20,000	50,000		20,000	50,000
Series I					
Floating Class A Preferred Stock	100,000	25,010		100,000	25,010
Series J					
8.00% Non-Cumulative Perpetual Class A					
Preferred Stock	1,000	2,300,000		1,000	2,300,000
Series K					
7.98% Fixed-to-Floating Non-Cumulative	1 000	2 500 000		1 000	2 500 000
Perpetual Class A Preferred Stock Series L	1,000	3,500,000	_	1,000	3,500,000
7.50% Non-Cumulative Perpetual Convertible					
Class A Preferred Stock	1,000	4,025,000		1,000	4,025,000
Series N	1,000	1,020,000		1,000	1,020,000
5.20% Non-Cumulative Perpetual Class A					
Preferred Stock	25,000	30,000		25,000	30,000
Series O	•				
5.125% Non-Cumulative Perpetual Class A					
Preferred Stock	25,000	27,600		25,000	27,600
Series P					

All internal valuation models are subject to ongoing review by business-unit-level management, and all roadsels are

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5.25% Non-Cumulative Perpetual Class A Preferred Stock	25,000	26,400	25,000	26,400
Series Q				
5.85% Fixed-to-Floating Non-Cumulative Perpetual Class A Preferred Stock	25,000	69,000	25,000	69,000
Series R				
6.625% Fixed-to-Floating Non-Cumulative Perpetual Class A Preferred Stock	25,000	34,500	25,000	34,500
Series S				
5.900% Fixed-to-Floating Non-Cumulative Perpetual Class A Preferred Stock	25,000	80,000	-	-
ESOP				
Cumulative Convertible Preferred Stock (1)	-	1,586,965	_	1,105,664
Total		11,901,475		11,340,174

<sup>(1)</sup> See the following page for additional information about the liquidation preference for the ESOP Cumulative Preferred Stock.

			1		1				
			June	30, 2014			D	ecember	31, 2013
	Shares					Shares			
	issued and	Par	Carrying			issued and	Par	Carrying	
(in millions,									
except shares)	outstanding	value	value	Discount		outstanding	value	value	Discount
DEP Shares						U			
Dividend									
Equalization									
Preferred Shares									
(DEP)	96,546	\$ -	_	-		96,546	\$ -	-	-
Series I (1)									
Floating Class A									
Preferred Stock	25,010	2,501	2,501	-		25,010	2,501	2,501	-
Series J (1)									
8.00%									
Non-Cumulative									
Perpetual Class									
A Preferred Stock	2,150,375	2,150	1,995	155		2,150,375	2,150	1,995	155
Series K (1)									
7.98%									
Fixed-to-Floating									
Non-Cumulative									
Perpetual Class									
A Preferred Stock	3,352,000	3,352	2,876	476		3,352,000	3,352	2,876	476
Series L (1)									
	3,968,000	3,968	3,200	768		3,968,000	3,968	3,200	768

All internal valuation models are subject to ongoing review by business-unit-level management, and all r626els are

1		i					1	 Ī	1 1	ı i
7.50%										
Non-Cumulative										
Perpetual										
Convertible Class										
A Preferred Stock										
Series N (1)										
5.20%										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	30,000		750	750	_		30,000	750	750	_
Series O (1)	Í						,			
5.125%										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	26,000		650	650	-		26,000	650	650	_
Series P (1)										
5.25%										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	25,000		625	625	_		25,000	625	625	_
Series Q (1)			020	<u> </u>			20,000	020	020	
5.85%										
Fixed-to-Floating										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	69,000		1,725	1,725	_		69,000	1,725	1,725	_
Series R (1)			1,1 = 0	1,1 = 0				.,,,	.,,,,	
6.625%										
Fixed-to-Floating										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	33,600		840	840	-		33,600	840	840	_
Series S (1)	,						,			
5.900%										
Fixed-to-Floating										
Non-Cumulative										
Perpetual Class										
A Preferred Stock	80,000		2,000	2,000	-		-	-	-	-
ESOP	22,230		,,,,,,	,						
Cumulative		Ī								
Convertible										
Preferred Stock	1,586,965		1,587	1,587	-		1,105,664	1,105	1,105	_
Total	11,442,496	\$		18,749	1,399		10,881,195	\$ 17,666	16,267	1,399
	, ,	ľ		, -	Í		, ,	,	,	, ,
		•	•			_				

<sup>(1)</sup> Preferred shares qualify as Tier 1 capital.



In April 2014, we issued 2 million Depositary Shares, each representing a 1/25<sup>th</sup> interest in a share of Non-Cumulative Perpetual Class A Preferred Stock, Series S, for an aggregate public offering price of \$2.0 billion.

See Note 7 (Securitizations and Variable Interest Entities) for additional information on our trust preferred securities. We do not have a commitment to issue Series G or H preferred stock.

ESOP Cumulative Convertible Preferred Stock All shares of our ESOP Cumulative Convertible Preferred Stock (ESOP Preferred Stock) were issued to a trustee acting on behalf of the Wells Fargo & Company 401(k) Plan (the 401(k) Plan). Dividends on the ESOP Preferred Stock are cumulative from the date of initial issuance and are payable quarterly at annual rates based upon the year of issuance. Each share of ESOP Preferred Stock released from the unallocated reserve of the 401(k) Plan is converted into shares of our common stock based on the stated value of the ESOP Preferred Stock and the then current market price of our common stock. The ESOP Preferred Stock is also convertible at the option of the holder at any time, unless previously redeemed. We have the option to redeem the ESOP Preferred Stock at any time, in whole or in part, at a redemption price per share equal to the higher of (a) \$1,000 per share plus accrued and unpaid dividends or (b) the fair market value, as defined in the Certificates of Designation for the ESOP Preferred Stock.

_	1														
							Shares	issued and							
								outstanding		С	arrvi	ng value			
								<u> </u>		June			Adiusta	hle c	dividend
							June 30,	Dec. 31,		30,		Dec. 31,	/ tajaota		rate
(in I	milli	anc	0.00	cont	chr	ares)	2014	2013		2014		2013	Minimum	NA	aximum
							2014	2013		2014		2013	IVIIIIIIIIIIIIII	IVI	axiiiiuiii
	OP I														
			ıida	tior	n pro	eference									
per	1			1											
	201	4					568,304	-	\$	568		-	8.70	%	9.70
	201	3					312,000	349,788		312		350	8.50		9.50
	201	2					208,004	217,404		208		217	10.00		11.00
	201	1					229,263	241,263		229		241	9.00		10.00
	201	0					161,011	171,011		161		171	9.50		10.50
	200	8					52,614	57,819		53		58	10.50		11.50
	200	7					34,408	39,248		35		39	10.75		11.75
	200	6					16,999	21,139		17		21	10.75		11.75
	200	5					4,362	7,992		4		8	9.75		10.75
Tot	al E	SOF	Pr	efer	red	Stock (1)	1,586,965	1,105,664	\$	1,587		1,105			
Une	earn	ed I	ESC	)P s	hare	es (2)			\$	(1,724)		(1,200)			

<sup>(1)</sup> At June 30, 2014 and December 31, 2013, additional paid-in capital included \$137 million and \$95

million, respectively, related to ESOP preferred stock.

(2) We recorded a corresponding charge to unearned ESOP shares in connection with the issuance of the ESOP Preferred Stock. The unearned ESOP shares are reduced as shares of the ESOP Preferred Stock are committed to be released.

# Note 15: Employee

**Benefits** 

We sponsor a noncontributory qualified defined benefit retirement plan, the Wells Fargo & Company Cash Balance Plan (Cash Balance Plan), which covers eligible employees of Wells Fargo. Benefits accrued under the Cash Balance Plan were frozen effective July 1, 2009.

The net periodic benefit cost was:

	1	1				1	
				2014			2013
			Pension benefits		Pensior	n benefits	
			Non-	Other		Non-	Other
(in millions)	Q	ualified	qualified	benefits	Qualified	qualified	benefits
Quarter ended June 30,							
Service cost	\$	-	-	2	-	-	2
Interest cost		117	8	9	113	7	12
Expected return on plan assets		(158)	-	(9)	(170)	-	(9)
Amortization of net actuarial (gain) loss		23	2	(7)	42	3	-
Settlement		-	2	-	68	-	-
Net periodic benefit cost (income)	\$	(18)	12	(5)	53	10	5
Six months ended June 30,							
Service cost	\$	-	•	4	-	-	5
Interest cost		233	14	20	226	14	24
Expected return on plan assets		(315)	•	(18)	(341)	-	(18)
Amortization of net actuarial (gain) loss		46	5	(14)	84	7	-
Amortization of prior service credit		-	•	(1)	-	-	(1)
Settlement		-	2	-	68	4	_
Net periodic benefit cost (income)	\$	(36)	21	(9)	37	25	10

We recognize settlement losses for our Cash Balance Plan based on an assessment of whether our estimated lump sum payments related to the Cash Balance Plan will, in aggregate for the year, exceed the sum of its annual service and interest cost (threshold). As of June 30, 2014, it was not considered probable that lump sum payments will exceed this threshold in 2014. In 2013, lump sum payments exceeded this threshold. Settlement losses of \$68 million were recognized in second quarter 2013, representing the pro rata portion of the net loss remaining in cumulative other comprehensive income based on the percentage reduction in the Cash Balance Plan's projected benefit obligation. A remeasurement of the Cash Balance liability and related plan assets occurs at the end of each quarter in which settlement losses are recognized.



# Note 16: Earnings Per Common Share

The table below shows earnings per common share and diluted earnings per common share and reconciles the numerator and denominator of both earnings per common share calculations. See Note 1 (Summary of Significant Accounting Policies) for discussion of private share repurchases and the Consolidated Statement of Changes in Equity.

									Ī			
										Six r	nont	hs ended
						C	Quarter end	led June 30,				June 30,
(in mil	lions,	except	per sha	are amo	unts)		2014	2013		2014		2013
Wells	Fargo	net inc	come			\$	5,726	5,519		11,619		10,690
Less:		Preferre	ed stoc	k divide	nds and other		302	247		588		487
Wells	Fargo	net inc	come a	oplicable	e to common stock							
(nume	_			•		\$	5,424	5,272		11,031		10,203
Earnii	ngs p	er com	mon s	hare								
Avera	ge co	mmon s	shares o	outstand	ding (denominator)		5,268.4	5,304.7		5,265.6		5,291.9
Per sh	nare					\$	1.02	1.00		2.09		1.93
Dilute	d ear	nings	oer con	nmon s	hare							
Avera	ge co	mmon s	shares	outstand	ding		5,268.4	5,304.7		5,265.6		5,291.9
Add:		Stock c	ptions				33.4	32.2		33.7		30.9
		Restric	ted sha	re rights	<u> </u>		36.4	42.7		42.3		43.6
		Warran	ıts				12.6	5.0		11.6		3.5
Dilute	d ave	rage co	mmon :	shares o	outstanding							
(deno		•					5,350.8	5,384.6		5,353.2		5,369.9
Per sh	nare					\$	1.01	0.98		2.06		1.90
												_

The following table presents any outstanding options and warrants to purchase shares of common stock that were anti-dilutive (the exercise price was higher than the weighted-average market price), and therefore not included in the calculation of diluted earnings per common share.

				V	Veighted-	averag	e shares
					Six mon		
	Quarter	ended	June 30,				30
(in millions)	2014		2013		2014		2013
Options	7.8		10.9		8.6		11.9

154				

# **Note 17: Other Comprehensive**

## Income

The components of other comprehensive income (OCI), reclassifications to net income by income statement line item, and the related tax effects were:

		_																
	Ш																	
	Ш																	
	Ш						•			1	Quarter	ended	June 30,				Six mo	nth
								•		2014		1	2013			2014		
							Before	Tax	l	Net of	Before	Tax	Net of	Before		Net of	Be	efor
(in	mill	ior	າຣ)				tax	effect		tax	tax	effect	tax	tax	effect	tax		ta
Inv	estr	ne	nt	sec	urities:													
	Net																	
	gai					-			4									
1			_	du	ring the			(2.2.2)			(- ()		()				,	
	-	<u>eri</u>				\$	,	(836)		1,249	(6,130)	2,300	(3,830)	4,810	(1,829)	2,981	(6,7	′64
					ation of n	et												
	(ga				es to:	1												
					income													
	H	_			stment ities (1)		(11)	4	+	(7)				(26)	10	(16)		
	H	_			ins) losse		· · ·	4	+	(1)	-	_	_	(20)	10	(10)		
					securitie		(71)	27		(44)	54	(20)	34	(154)	58	(96)		
		_			ns from	,,,	(, ,			(44)	57	(20)	0+	(134)	30	(30)		
			γui		13 11 0111													
					ents		(68)	25		(43)	(24)	9	(15)	(364)	137	(227)		(92
					total		, ,			. ,	, , , ,		. ,			1		
			ı	ecl	assificati	or	s											
				to	net													
				in	come		(150)	56		(94)	30	(11)	19	(544)	205	(339)		(83
					Net													
				_	change		1,935	(780)		1,155	(6,100)	2,289	(3,811)	4,266	(1,624)	2,642	(6,8	347
_	riva	-																
he	dgin					L			+									
	Net																	
	gai					┝			+									
			_		ring the		212	(80)		132	(10)	3	/ <del>7</del> \	256	(07)	159		(2
			od cc		ation of n		212	(60)	+	132	(10)	3	(7)	256	(97)	159		(3
					uion oi n es to:	υ												
	(ya	T			income				+									
					stment													

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П	П	securities	(1)	1					(1)	1		
		terest income	(1)	1	-	-	-	-	(1)	I	-	
	or	n loans	(130)	49	(81)	(115)	40	(75)	(254)	96	(158)	(231
		terest expense n long-term debt	16	(6)	10	27	(10)	17	34	(13)	21	54
		oninterest come	_	_	_	17	(6)	11	_	-	-	1
		alaries kpense	_	_	_	2	(1)	1	_	_		
		Subtotal reclassification	36				(.)					
$\vdash$	+	to net	5									
	$\coprod$	income	(115)	44	(71)	(69)	23	(46)	(221)	84	(137)	(156
		Net change	97	(36)	61	(79)	26	(53)	35	(13)	22	(159
Defir adjus		penefit plans ents:										
N	let a	ctuarial gains es) arising										
		ng the period	(12)	5	(7)	772	(291)	481	(12)	5	(7)	778
		ssification of	(12)	3	(')	112	(231)	401	(12)	3	(1)	177
		nts to net										
Ħ	1	odic benefit										
		ts (2):										
		mortization of et actuarial loss	18	(7)	11	45	(16)	29	37	(14)	23	9
	S	ettlements nd other	2	(1)	1	68	(26)	42	1	(1)	_	7
		Subtotal reclassification to		(-/			(=0)			(-/)		
		net periodic benefit										
		costs	20	(8)	12	113	(42)	71	38	(15)	23	16
		Net change	8	(3)	5	885	(333)	552	26	(10)	16	940
Fore	ian c	currency		(0)	† *		(555)	302		()	+ ' +	
	_	n adjustments:										
		nrealized										
		(losses)										
a	risin											
$\Box$	duri	ng the period	17	3	20	(21)	(8)	(29)	-	-	-	(39
		ssification of net	:									
(9		s) losses to:										
		oninterest				/ \	_	(4.5)				
$\vdash$	in	come	-	-	-	(15)	5	(10)	6	-	6	(15
		Net change	17	3	20	(36)	(3)	(39)	6	-	6	(54

All internal valuation models are subject to ongoing review by business-unit-level management, and all r666els are

Other comprehensive income (loss)	\$	2,057	(816)	1,241	(5,330)	1,979	(3,351)	4,333	(1,647)	2,686	(6,120
Less: Other comprehensive loss fro	m										
noncontrolling interests, net of tax				(124)			(3)			(45)	
Wells Fargo other comprehensive											
income (loss), net of tax				\$ 1,365			(3,348)			2,731	

<sup>(1)</sup> Represents unrealized gains amortized over the remaining lives of securities that were transferred from the avai portfolio to the held-to-maturity portfolio.

<sup>(2)</sup> These items are included in the computation of net periodic benefit cost, which is recorded in employee benefits Note 15 (Employee Benefits) for additional details).

## Cumulative OCI balances were:

	I	1	1		1	1	
					1		
					1		0 1 1
			5		5 (1		Cumulative
			Derivatives		Defined	Foreign	other
			and	_	benefit	currency	compre-
		Investment	hedging		plans	translation	hensive
(in millions)		securities	activities		adjustments	adjustments	income
Quarter ended June 30, 2014							
Balance, beginning of period	\$	3,746	41		(1,042)	7	2,752
Net unrealized gains (losses)							
arising during the period		1,249	132		(7)	20	1,394
Amounts reclassified from accumulated							
other comprehensive							
income		(94)	(71)		12	-	(153)
Net change		1,155	61		5	20	1,241
Less: Other comprehensive							
income (loss) from							
noncontrolling							
interests		(124)	-		-	-	(124)
Balance, end of period	\$	5,025	102		(1,037)	27	4,117
Quarter ended June 30, 2013							
Balance, beginning of period	\$	6,985	243		(2,147)	64	5,145
Net unrealized gains (losses)							
arising during the period		(3,830)	(7)		481	(29)	(3,385)
Amounts reclassified from accumulated							
other comprehensive							
income		19	(46)	L	71	(10)	34
Net change		(3,811)	(53)		552	(39)	(3,351)
Less: Other comprehensive							
income (loss) from							
noncontrolling							
interests		(3)	-		-	-	(3)
Balance, end of period	\$	3,177	190		(1,595)	25	1,797
Six months ended June 30, 2014							
Balance, beginning of period	\$	2,338	80		(1,053)	21	1,386
Net unrealized gains (losses)							
arising during the period		2,981	159		(7)	-	3,133
1 1	1	ı l	1		1	1	l l

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Amounts reclassified from accumulated					
other comprehensive income	(339)	(137)	23	6	(447)
Net change	2,642	22	16	6	2,686
Less: Other comprehensive income (loss) from					
noncontrolling interests	(45)	-	-	-	(45)
Balance, end of period	\$ 5,025	102	(1,037)	27	4,117
Six months ended June 30, 2013					
Balance, beginning of period	\$ 7,462	289	(2,181)	80	5,650
Net unrealized gains (losses)					
arising during the period	(4,234)	(2)	485	(45)	(3,796)
Amounts reclassified from accumulated					
other comprehensive income	(51)	(97)	101	(10)	(57)
Net change	(4,285)	(99)	586	(55)	(3,853)
Less: Other comprehensive income from					
noncontrolling interests		-	_	-	-
Balance, end of period	\$ 3,177	190	(1,595)	25	1,797

## **Note 18: Operating**

**Segments** 

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We have three reportable operating segments: Community Banking; Wholesale Banking; and Wealth, Brokerage and Retirement. The results for these operating segments are based on our management accounting process, for which there is no comprehensive, authoritative guidance equivalent to GAAP for financial accounting. The management accounting process measures the performance of the operating segments based on our management structure and is not necessarily comparable with similar information for other financial services companies. We define our operating segments by product type and customer segment. If the management structure and/or the allocation process changes, allocations, transfers and assignments may change. For a complete description of our operating segments, including the underlying management accounting process, see Note 24 (Operating Segments) to Financial Statements in our 2013 Form 10-K.

											1
$\square$				1	+	<u> </u>					
					+	١ ,	Wealth,				
					+						
			.,	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	<del>                                     </del>	BIC	kerage				11.1.1.1
			mmunity	VV	<u>nolesale</u>		and			Con	solidated
(income/expoin millions,	ens		Banking		Banking	Reti	rement	(	Other (1)	(	Company
average balances in billions)		2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Quarter ended June 30,											
Net interest income (2)	\$	7,386	7,251	2,953	3,101	775	700	(323)	(302)	10,791	10,750
Provision (reversal of provision)											
for credit losses		279	763	(49)	(118)	(25)	19	12	(12)	217	652
Noninterest income		5,220	5,691	2,993	3,034	2,775	2,561	(713)	(658)	10,275	10,628
Noninterest expense		7,020	7,213	3,203	3,183	2,695	2,542	(724)	(683)	12,194	12,255
Income (loss) before income											
tax expense		5,307	4,966	2,792	3,070	880	700	(324)	(265)	8,655	8,471

All internal valuation models are subject to ongoing review by business-unit-level management, and all roadoles are

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(benefit)														
Income tax												П		
expense														ı
(benefit)		1,820	1,633	838	1,065		334	266		(123)	(101)		2,869	2,863
Net income												П		
(loss)														ı
before												Ш		
noncontro	llir	g												ı
interests		3,487	3,333	1,954	2,005		546	434		(201)	(164)	Ш	5,786	5,608
Less: Net														ı
income														
from												Ш		
noncontro	llir	_												ı
interests		56	88	2	1		2	-		-	-	Ш	60	89
Net income														ı
(loss) (3)	\$	3,431	3,245	1,952	2,004		544	434		(201)	(164)	Ш	5,726	5,519
Average														ı
loans	\$	505.4	498.2	308.1	285.1		51.0	45.4		(33.5)	(30.3)	Ш	831.0	798.4
Average														
assets		918.1	820.9	532.4	498.1		187.6	177.1		(74.1)	(68.9)	Ш	1,564.0	1,427.2
Average														ı
core										(22.2)	(00.0)			
deposits		639.8	623.0	265.8	230.5		153.0	146.4		(66.9)	(63.8)	Н	991.7	936.1
												Н		
Six months														
ended June														
30,	1											Н		
Net interest	φ.	14 661	14.070	E 044	C 100		1 540	1 000		(640)	(FOC)		01 406	01 040
income (2)	\$	14,661	14,370	5,844	6,106		1,543	1,369		(642)	(596)	Н	21,406	21,249
Provision														
(reversal of provision)														i
<del>' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' </del>												Н		
for credit		698	2,025	(142)	(176)		(33)	33		19	(4.4)		542	1 071
losses		090	2,023	(142)	(176)	H	(33)	33		19	(11)	Н	342	1,871
Noninterest		10 520	11 471	E 692	6 115		E 17E	E 000		(1 (110)	(1 207)		20 205	21 200
income		10,538	11,471	5,682	6,115	H	5,475	5,089	H	(1,410)	(1,287)	Н	20,285	21,388
Noninterest		13,794	14,590	6,418	6,274		5,406	5,181		(1,476)	(1,390)		24,142	24,655
expense Income		13,134	14,530	0,410	0,214	H	J, <del>1</del> 00	5,101	H	(1,470)	(1,390)	Н	24,142	24,000
(loss)														
(ioss) before														
income														
tax						H			H			П		
expense														
(benefit)		10,707	9,226	5,250	6,123		1,645	1,244		(595)	(482)		17,007	16,111
Income tax			5,220	3,200	5,.20	H	.,5 10	.,	H	(555)	(102)	П	,	,
	1				1	ı I		i	1				4	
expense						IJ						1	1	

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Net income (loss) before												
noncontro interests	llir	g <b>7,511</b>	6,305	3,6	98	4,051	1,021	771	(369)	(299)	11,861	10,828
Less: Net income from												
noncontro interests	llir	g <b>236</b>	136		4	2	2	-	-	-	242	138
Net income (loss) (3)	\$	7,275	6,169	3,6	94	4,049	1,019	771	(369)	(299)	11,619	10,690
Average loans	\$	505.2	498.5	30	5.0	284.1	50.5	44.6	(33.3)	(29.7)	827.4	797.5
Average assets		905.5	810.3	524	1.9	496.4	189.1	178.7	(74.4)	(70.3)	1,545.1	1,415.1
Average core deposits		633.2	621.1	262	2.4	227.3	154.5	147.9	(67.3)	(65.3)	982.8	931.0

- (1) Includes corporate items not specific to a business segment and the elimination of certain items that are included in more than one business segment, substantially all of which represents products and services for wealth management customers provided in Community Banking stores.
- (2) Net interest income is the difference between interest earned on assets and the cost of liabilities to fund those assets. Interest earned includes actual interest earned on segment assets and, if the segment has excess liabilities, interest credits for providing funding to other segments. The cost of liabilities includes interest expense on segment liabilities and, if the segment does not have enough liabilities to fund its assets, a funding charge based on the cost of excess liabilities from another segment.
- (3) Represents segment net income (loss) for Community Banking; Wholesale Banking; and Wealth, Brokerage and Retirement segments and Wells Fargo net income for the consolidated company.

# Note 19: Regulatory and Agency Capital Requirements

The Company and each of its subsidiary banks are subject to regulatory capital adequacy requirements promulgated by federal bank regulatory agencies. The Federal Reserve establishes capital requirements, including well capitalized standards, for the consolidated financial holding company, and the OCC has similar requirements for the Company's national banks, including Wells Fargo Bank, N.A. (the Bank).

The following table presents regulatory capital information for Wells Fargo & Company and the Bank. Information presented for June 30, 2014, reflects the transition to Basel III capital requirements from previous regulatory capital adequacy guidelines under Basel I effective in 2013. Among other matters, Basel III revises the definition of capital, and changes will be phased-in effective January 1, 2014, through the end of 2021, with regulatory capital ratios determined using Basel III General Approach risk-weighted assets during 2014. Under the Basel III (General Approach), at June 30, 2014, the Company's Common Equity Tier 1 capital was \$134.8 billion, or 11.31% of risk-weighted assets, and the Bank's Common Equity Tier 1 capital was \$116.1 billion, or 10.70% of risk-weighted assets.

We do not consolidate our wholly-owned trust (the Trust) formed solely to issue trust preferred and preferred purchase securities (the Securities). Securities issued by the Trust includable in Tier 2 capital were \$2.1 billion at June 30, 2014. During second quarter 2014, we did not redeem any trust preferred securities. Under the new Basel III capital requirements, our remaining trust preferred and preferred purchase securities will begin amortizing in 2016 and will no longer count as Tier 2 capital in 2022.

The Bank is an approved seller/servicer, and is required to maintain minimum levels of shareholders' equity, as specified by various agencies, including the United States Department of Housing and Urban Development, GNMA, FHLMC and FNMA. At June 30, 2014, the Bank met these requirements. Other subsidiaries, including the Company's insurance and broker-dealer subsidiaries, are also subject to various minimum capital levels, as defined by applicable industry regulations. The minimum capital levels for these subsidiaries, and related restrictions, are not significant to our consolidated operations.

			1	ı									
					V	Vells	Fargo &		Wells	Fai	go Bank,		
						(	Company				N.A.		
					Under				Under				
					Basel III				Basel III				
					(General		Under		(General		Under		
				Α	pproach)		Basel I	Α	oproach)		Basel I	Well-	Minimum
					June 30,		Dec. 31,		June 30,		Dec. 31,	capitalized	capital
(in bi	llions	s, exc	cept ratios)		2014		2013		2014		2013	ratios (1)	ratios (1)
Regu	ulato	ry ca	apital:										
Tier	1			\$	151.7		140.7		116.1		110.0		
Tota					189.5		176.2		141.0		136.4		

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Assets:								
Risk-weighted	\$ 1,192.5		1,141.5	1,085.7	1	1,057.3		
Adjusted average (2)	1,538.1		1,466.7	1,384.1	1	1,324.0		
Regulatory capital								
ratios:								
Tier 1 capital	12.72	%	12.33	10.70		10.40	6.00	4.00
Total capital	15.89		15.43	12.98		12.90	10.00	8.00
Tier 1 leverage (2)	9.86		9.60	8.39		8.31	5.00	4.00

<sup>(1)</sup> As defined by the regulations issued by the Federal Reserve, OCC and FDIC.

<sup>(2)</sup> The leverage ratio consists of Tier 1 capital divided by quarterly average total assets, excluding goodwill and certain other items. The minimum leverage ratio guideline is 3% for banking organizations that do not anticipate significant growth and that have well-diversified risk, excellent asset quality, high liquidity, good earnings, effective management and monitoring of market risk and, in general, are considered top-rated, strong banking organizations.

Glossary	of Acron	yms									
		<u>I</u>			<u>.                                    </u>			Home Aft	fordability	Modificat	ion
ACL	Allowan	ce for cre	dit losses				HAMP	Program			
ALCO	Asset/Lia	ability Ma	ınagemen	t Commit	ttee		HPI	Home Pri	ce Index		
								U.S. Depa	artment of	Housing a	nd Urban
ARM	Adjustab	le-rate m	ortgage				HUD	Developm	nent		
ARS	Auction	rate secur	ity				LHFS	Loans hel	d for sale		
ASC	Accounti	ing Stand	ards Codi	fication			LIBOR	London Ir	nterbank C	Offered Rat	te
ASU	Accounti	ing Stand	ards Upda	ite			LIHTC	Low-Inco	me Housi	ng Tax Cre	edit
AVM	Automat	ed valuati	on model				LOCOM	Lower of	cost or ma	ırket value	
BCBS	Basel Co	mmittee	on Bank S	Supervisio	on		LTV	Loan-to-v	alue		
ВНС	Bank hol	lding com	pany				MBS	Mortgage	-backed se	ecurity	
CCAR	Compreh	nensive C	apital Ana	alysis and	Review		MHA	Making H	Iome Affo	rdable pro	grams
CD	Certifica	te of depo	sit				MHFS	Mortgage	s held for	sale	
CDO	Collatera	ılized deb	t obligatio	on			MSR	Mortgage	servicing	right	
CDS	Credit de	efault swa	ps				MTN	Medium-t	erm note		
CET1	Commor	n Equity T	ier 1				NAV	Net asset	value		
CLO	Collatera	ılized loaı	n obligatio	on			NPA	Nonperfor	rming asse	et	
								Office of	the Comp	troller of th	ne
CLTV	Combine	ed loan-to	-value				OCC	Currency			
CMBS	Commer	cial mort	gage-back	ed securi	ties		OCI	Other con	nprehensiv	e income	
CPP	Capital F	Purchase I	Program				OTC	Over-the-	counter		
CRE	Commer	cial real e	state				OTTI	Other-tha	n-tempora	ry impairn	nent
							PCI				
DOJ	1	oartment o	of Justice				Loans			paired loa	ns
DPD	Days pas						PTPP	Pre-tax pr		n profit	
ESOP		e Stock C					RBC	Risk-base	•		
FAS	Statemen	nt of Finai	ncial Acco	ounting S	tandards		RMBS			ge-backed	
								Wells Far	go net inc	ome to ave	erage total
FASB	Financia	l Account	ing Stand	ards Boar	rd		ROA	assets			
			_				202		_	ome applic	cable to
FDIC	Federal I	Deposit In	surance (	Corporation	on		ROE	common s			
	F 1 11	- 11 17:	т	ъ				_		rgo comm	on
		Family Ec			ram		DAY A	stockhold			
FHA		Housing A		ation			RWAs	Risk-weig			•
FHLB	rederal I	Home Loa	ın Bank				SEC	Securities	and Exch	ange Com	IIIISSION
FHLMC	Endorel I	Joma I a	n Mastas	go Como	ration		S&P	Standard	& Daam'a I	Datings S-	rvioes
		Home Loa					S&P SPE			Ratings Se	I VICES
FICO	1	c Corpora						Special pu			n
FNMA EDD		National N				estans	TARP			ef Program	11
FRB	Board of	Governo	rs of the I	ederal Re	eserve Sy	stem	TDR	Troubled	aebt restri	icturing	

FSB	Financial Stability Board	VA	Department of Veterans Affairs
GAAP	Generally accepted accounting principles	VaR	Value-at-Risk
GNMA	Government National Mortgage Association	VIE	Variable interest entity
GSE	Government-sponsored entity	WFCC	Wells Fargo Canada Corporation
G-SIB	Globally systemic important bank		

### **PART II - OTHER INFORMATION**

#### Item 1. Legal Proceedings

Information in response to this item can be found in Note 11 (Legal Actions) to Financial Statements in this Report which information is incorporated by reference into this item.

#### Item 1A. Risk Factors

Information in response to this item can be found under the "Financial Review – Risk Factors" section in this Report which information is incorporated by reference into this item.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The following table shows Company repurchases of its common stock for each calendar month in the quarter ended June 30, 2014.

					•	Maximum number of
		Total number				shares that may yet
		of shares	We	ighted	-average	be purchased under
Calendar mont	:h	repurchased (1)		paid p	per share	the authorizations
April		8,695,090		\$	48.74	381,331,804
Мау		9,910,853			49.40	371,420,951
June (2)		20,791,552			50.01	350,629,399
Total	ı	39,397,495				
		1				

(1) All shares were repurchased under an authorization covering up to 200 million shares of common stock approved by the Board of Directors and publicly announced by the Company on October 23,

All internal valuation models are subject to ongoing review by business-unit-level management, and all road all

	by the	Board	l of Dir	zation coverin ectors and pul d by the Board	olicly annound	ced by the	Comp	any on N		non stock appro 2014. Unless	oved
` '	Include share			epurchase tra	nsaction of 1	5,208,848	share	s at a we	ighted-ave	erage price per	
										_	
	lowing ), 2014.		hows C	Company repurc	hases of the wa	arrants for	each ca	llendar mo	onth in the	quarter ended	
					Total number				Maximu	m dollar value	
					of warrants		Avera	age price	01	f warrants that	
Calend	dar mo	nth			repurchased (1)	р	aid pei	· warrant	mav vet	be purchased	
April		-			-	I-	\$	-		451,944,402	
May					-		'	-		451,944,402	
June					-			-		451,944,402	
	Total				-					,	
	by the	Board	of Dir	nased under the ectors (ratified ard, this author	and approve	d on June	22, 20				
					_			_	_	_	

Item 6.	Exhibits
IIAM N	HVninic

A list of exhibits to this Form 10-Q is set forth on the Exhibit Index immediately preceding such exhibits and is incorporated herein by reference.

The Company's SEC file number is 001-2979. On and before November 2, 1998, the Company filed documents with the SEC under the name Norwest Corporation. The former Wells Fargo & Company filed documents under SEC file number 001-6214.

### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Dated: August 6, 2014 WELLS FARGO & COMPANY

By: /s/ RICHARD D. LEVY

Richard D. Levy

**Executive Vice President and Controller** 

(Principal Accounting Officer)

## **EXHIBIT INDEX**

-		
Ex	h i	hıt
$\perp \Lambda$	ш	$v_{1}$

Number			Descript	tion_		<u>Location</u>		
3(a)	Restated Certificate of Incorporation, as amended and in effect on Filed herewith. the date hereof.							
3(b)	By-Laws.					Incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K filed January 28, 2011.		
4(a)	See Exhibits 3(a) ar	nd 3(b).						
4(b)	The Company agrees to furnish upon request to the Commission a copy of each instrument defining the rights of holders of senior and subordinated debt of the Company.							
10(a)					Filed herewith.			
10(b)	Amendment to the		-		ental 401(l	() Filed herewith.		
,	Plan, effective Janu		-	J 11		*		
12(a)	Computation of		Quarter	Six	months	Filed herewith.		
			June 30,		June 30,			
	1 1 1	2014	2013	2014	2013			
	Including							
	interest on							
	deposits	8.81	8.15	8.64	7.60			
	Excluding interest on							
	deposits	11.42	11.23	11.22	10.41			
12(b)	Computation of Preferred Divid		Earnings to	Fixed Charg	ges and	Filed herewith.		
			Quarter	Six	months			
		ended .	June 30,	ended .	June 30,			
		2014	2013	2014	2013			
	Including							
	interest							
	on deposits	6.24	6.18	6.23	5.84			
	Excluding interest							

on deposits **7.37** 7.71 **7.40** 7.28

31(a)	Certification of principal executive officer pursuant to	Filed herewith.
. ,	Section 302 of the Sarbanes-Oxley Act of 2002.	
31(b)	Certification of principal financial officer pursuant to	Filed herewith.
	Section 302 of the Sarbanes-Oxley Act of 2002.	
32(a)	Certification of Periodic Financial Report by Chief	Furnished herewith.
. ,	Executive Officer Pursuant to Section 906 of the	
	Sarbanes-Oxley Act of 2002 and 18 U.S.C. § 1350.	
32(b)	Certification of Periodic Financial Report by Chief	Furnished herewith.
	Financial Officer Pursuant to Section 906 of the	
	Sarbanes-Oxley Act of 2002 and 18 U.S.C. § 1350.	
101	XBRL Instance Document	Filed herewith.
101	XBRL Taxonomy Extension Schema Document	Filed herewith.
101	XBRL Taxonomy Extension Calculation Linkbase	Filed herewith.
	Document	
101	XBRL Taxonomy Extension Definition Linkbase	Filed herewith.
	Document	
101	XBRL Taxonomy Extension Label Linkbase	Filed herewith.
	Document	
101	XBRL Taxonomy Extension Presentation Linkbase	Filed herewith.
	Document	
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