

KEY FINANCIAL INFORMATION DISCLOSURE STATEMENT

For the year ended 31 December 2019

- Wells Fargo Bank, National Association is organized under the laws of the USA with limited liability.
- To comply with the Banking (Disclosure) Rules, the Bank has set up a 'Hong Kong Branch Disclosures' section on its website (<https://global.wf.com/disclosures/>) to house the information related to "Financial Disclosure Statement" as required by the Banking (Disclosure) Rules.
- The Statement is displayed in the banking hall of the Wells Fargo Bank N.A. Hong Kong Branch at the following addresses:

27/F., Three Pacific Place,
1 Queen's Road East, Hong Kong
- A copy of the Statement has been lodged with the public registry of the Hong Kong Monetary Authority for public inspection.
- For any enquiry on the Statement, please contact Mr. Jeff Lee (International Group Controller - APAC) at +852 3650 8827.

Key Financial Information Disclosure Statement

2019 Year End Results

Wells Fargo Bank N.A.

Hong Kong Branch

Key Financial Information Disclosure Statement for the year ended 31 December 2019 prepared in accordance with Banking (Disclosure) Rules.
Section A – Branch Information
I. Unaudited Profit and loss information

	Year Ended 31 Dec 2019 HK\$'000	Year Ended 31 Dec 2018 HK\$'000
(i) Interest income	759,558	854,516
(ii) Interest expense	(669,964)	(751,026)
Net interest income	89,594	103,490
(iii) Non-interest income		
- Gains less losses arising from trading in foreign currencies	16,732	12,764
- Gains less losses from the disposal of property, plant and equipment	(2,450)	(178)
- Net Income from fees and commission	133,596	166,058
- Others	1,135,633	1,032,388
Total non-interest income	1,283,511	1,211,032
Total income	1,373,105	1,314,522
(iv) Operating expenses		
- Staff expenses	(792,562)	(836,183)
- Rental expenses	(93,337)	(97,465)
- Other expenses	(361,606)	(246,502)
(v) Recovery and write back of impaired assets	-	58
Total expenses and other charges	(1,247,505)	(1,180,092)
Profit / (Loss) before taxation	125,600	134,430
(vi) Taxation provision	(32,228)	(35,751)
Profit / (Loss) after taxation	93,372	98,679

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Hong Kong Branch

II. Unaudited Balance sheet information

	31 Dec 2019	30 Jun 2019
	HK\$'000	HK\$'000
Assets		
(i) Cash and balances with banks (except those included in amount due from overseas offices)	8,454,703	1,549,805
(ii) Advances to banks maturing between one and twelve months (except those included in amount due from overseas offices)	-	-
(iii) Placements with banks maturing between one and twelve months (except those included in amount due from overseas offices)	7,669,407	3,748,032
(iv) Due from Exchange Fund	814	894
(v) Amount due from overseas offices	9,571,244	11,798,593
(vi) Trade bills	3,501,138	4,356,860
(vii) Loans and receivables		
- Loans and advances to customers	3,726,426	2,533,408
- Accrued interest and other accounts	401,692	130,297
- Impairment allowances for impaired assets	-	-
(viii) Property, plant and equipment and investment properties	289,193	289,208
Total assets	33,614,617	24,407,097
Liabilities		
(i) Deposits and balances from banks (except those included in amount due to overseas offices)	-	-
(ii) Due to Exchange Fund	-	2,342,520
(iii) Deposits from customers		
- Demand deposits and current accounts	74,202	60,738
- Savings deposits	750,430	281,422
- Time, call and notice deposits	235,579	174,491
(iv) Amount due to overseas offices	31,144,800	20,620,039
(v) Other liabilities	1,409,606	927,887
Total liabilities	33,614,617	24,407,097



Wells Fargo Bank N.A.

Hong Kong Branch

Wells Fargo Bank N.A. Hong Kong Branch

Review of Activities

Wells Fargo Bank N.A. – Hong Kong Branch (“the Branch”) is a branch of Wells Fargo Bank N.A. (“the Head Office”).

The major business of the Branch is to serve financial institutions and corporate customers with loans, deposits and trade related product and services. The Branch, as the regional hub, supports Wells Fargo customers across Asia.

During the year, the Branch generated total income HK\$1,373 million in 2019, up 4.5% from 2018. Net interest income decreased 13.4% to HK\$90 million and non-interest income increased 6.0% to HK\$1,283 million. Total expenses rose 5.7% to HK\$1,248 million was due to higher other expenses (up 46.7%) partially offset by lower staff expenses (down 5.2%).

Total assets excluding inter-group balances were at HK\$24.0 billion as of 31 Dec 2019. Total liabilities excluding inter-group balances were at HK\$2.5 billion as of 31 Dec 2019. Gross advances to customers were HK\$3,726 million, grew 47.1% from 30 Jun 2019. Customer deposits were HK\$1,060 million, grew 105.2% from 30 Jun 2019.

The Branch’s overall liquidity position remains good. Average liquidity maintenance ratio was 571.51% for the quarter ended 31 Dec 2019, compared to 322.67% for the quarter ended 31 Dec 2018.

The Bank’s financial position reflects significant investments in local resources to help strengthen overall internal controls and to effectively manage risks.

Wells Fargo Bank N.A.

 Hong Kong Branch

III. Additional balance sheet information

1. Gross advances to customers

	Collateral value 31 Dec 2019 HK\$'000	Gross advances 31 Dec 2019 HK\$'000	Collateral value 30 Jun 2019 HK\$'000	Gross advances 30 Jun 2019 HK\$'000
<i>Analysed by industry:</i>				
Loans for use in Hong Kong				
- Industrial, commercial and financial	-	-	-	-
- Individuals				
- Loans for the purchase of other residential properties	-	-	-	-
Trade finance	-	3,679,838	-	2,025,874
Loans for use outside Hong Kong	-	46,588	-	507,534
Total advances to customers	-	3,726,426	-	2,533,408
		Gross advances 31 Dec 2019 HK\$'000		Gross advances 30 Jun 2019 HK\$'000
<i>Analysed by geographical segments:</i>				
- Germany		2,240		11,608
- U.S.A.		3,724,186		2,521,800
Total advances to customers		3,726,426		2,533,408

The above analysis of gross advances to customers by geographical segments is based on the location of the customers and transfer of risk has been taken account of. In general, risk transfer is made when the advances are guaranteed by a party in a country which is different from that of the customer.

2. Gross advances to banks

	Gross advances 31 Dec 2019 HK\$'000	Gross advances 30 Jun 2019 HK\$'000
Gross advances to banks	-	-

There were no advances to other financial institutions as at 31 Dec 2019 (30 Jun 2019: Nil). There was no individual impairment allowances and suspended interest as at 31 Dec 2019 (30 Jun 2019: Nil).

Wells Fargo Bank N.A.

Hong Kong Branch

III. Additional balance sheet information (continued)

3. International claims

HK\$ million	Banks	Official Sector	Non-Bank private sector			Total
			Non-bank financial institutions	Non-financial private sector	Others	
<u>As at 31 Dec 2019</u>						
Developing Asia and Pacific	18,171	-	-	-	-	18,171
of which – China	7,434	-	-	-	-	7,434
of which – Taiwan	9,272	-	-	-	-	9,272
Developed Countries	241	-	-	3,707	-	3,948
of which – U.S.A.	39	-	-	3,707	-	3,746
<u>As at 30 Jun 2019</u>						
Developing Asia and Pacific	6,212	-	-	-	-	6,212
of which – China	2,875	-	-	-	-	2,875
Developed Countries	319	-	-	2,806	-	3,125
of which – U.S.A.	1	-	-	2,794	-	2,795

International claims which constitute not less than 10% of total international claims are disclosed above based on the physical location of the counterparty after taking into account the transfer of risks. In general, risk transfer is made when claims are guaranteed by a party in a country which is different from that of the counterparty or when the claims are on an overseas branch of a bank whose head office is located in another country.

4. Impairment allowances for impaired assets were as follows:

The collective impairment allowances are centrally done on a global basis by Head Office based on an assessment of the degree of credit risk inherent in Hong Kong Branch's overall portfolio of loans and advances and other exposures.

Individual impairment allowance for impaired assets is made against loans and advances or other exposures as and when they are considered necessary by the management.

There were no collective impairment allowances and individual impairment allowances as at 31 Dec 2019 (30 Jun 2019: Nil).

5. Individual impaired loans are those advances where full repayments of principal and / or interest are considered unlikely. Loans are impaired if there is objective evidence of impairment, as at 31 Dec 2019 was Nil (30 Jun 2019: Nil).
6. There were no overdue advances to customers as at 31 Dec 2019 (30 Jun 2019: Nil).
7. There were no rescheduled advances to customers, banks and other financial institutions as at 31 Dec 2019 (30 Jun 2019: Nil).
8. There were no advances to banks which have been overdue for more than 3 months as at 31 Dec 2019 (30 Jun 2019: Nil). No other overdue advances to other financial institutions as at 31 Dec 2019 (30 Jun 2019: Nil).
9. There were no repossessed assets held as at 31 Dec 2019 (30 Jun 2019: Nil).



Wells Fargo Bank N.A.

Hong Kong Branch

III. Additional balance sheet information *(continued)*

10. Non-bank Mainland China Exposures:

Types of Counterparties	31 Dec 2019			30 Jun 2019		
	On-balance sheet exposures HK\$ million	Off-balance sheet exposures HK\$ million	Total Exposures HK\$ million	On-balance sheet exposures HK\$ million	Off-balance sheet exposures HK\$ million	Total Exposures HK\$ million
PRC nationals residing outside Mainland China or entities incorporated outside Mainland China where the credit is granted for use in Mainland China	2,928	712	3,640	2,244	1,096	3,340
Total	2,928	712	3,640	2,244	1,096	3,340
Total assets after provision	33,615			24,407		
On-balance sheet exposures as percentage of total assets	8.71%			9.19%		

11. Foreign currency risk exposures

The net position in a particular foreign currency is disclosed below if the net position (in absolute terms) constitutes 10% or more of the total net position in all foreign currencies.

Currency	31 Dec 2019	30 Jun 2019
	HK\$ million	HK\$ million
	USD	USD
Spot assets	32,316	22,867
Spot liabilities	(33,075)	(23,978)
Forward purchases	1,147	1,288
Forward sales	(407)	(221)
Net long/(short) position	(19)	(44)

There was no structural and net option position as at 31 Dec 2019 (at 30 Jun 2019: Nil).



IV. Unaudited Off-balance sheet information

(i) Contingent liabilities and commitments

The following is a summary of the contractual / notional amounts of each significant class of contingent liabilities and commitments:

	31 Dec 2019 HK\$'000	30 Jun 2019 HK\$'000
Direct credit substitutes	-	2,733
Trade-related contingencies	2,065,981	2,688,105
Other commitments		
- one year or less	999,206	989,122
Others	37,916	25,709
Total	3,103,103	3,705,669

The above amounts represent a worst case scenario of credit risk exposures arising from these instruments, without taking into account any collateral held or other credit enhancements attached. The amounts do not represent amounts at risk at the balance sheet dates.

(ii) Derivatives

The contractual / notional amounts of derivative financial instruments are disclosed as follows:

	31 Dec 2019 HK\$'000	30 Jun 2019 HK\$'000
Exchange rate contracts	1,553,813	1,508,872
Interest rate contracts	-	-
Others	-	-
Total	1,553,813	1,508,872

The total fair value of the above reported instruments obtained by marking to market was HK\$7.90 million (negative value) as at 31 Dec 2019 (30 Jun 2019: HK\$13.49 million (negative value)). The Branch does not enter into any bilateral arrangement for these contracts. The contractual amounts of these instruments indicate the volume of transactions outstanding at the balance sheet date; they do not represent amounts at risk.



V. Liquidity information

1. Liquidity maintenance ratio

The average liquidity maintenance ratio is the simple average of each calendar month's average liquidity maintenance ratio calculated in accordance with the Banking (Liquidity) Rules (Rule 48) made by the Monetary Authority under section 97H of the Banking Ordinance.

	Quarter Ended	Quarter Ended
	31 Dec 2019	31 Dec 2018
	%	%
Average LMR	571.51	322.67

2. Approach to liquidity risk management

The Branch has primary responsibility for ensuring it is able to meet all on and off-balance sheet obligations as they mature without incurring excessive cost, while continuing to fund its assets and growth therein. The Branch is required to comply with the liquidity regime prescribed by the Hong Kong Monetary Authority ("the HKMA") and to meet the HKMA's requirements as outlined in the Supervisory Policy Manuals LM-1 "Regulatory Framework for Supervision of Liquidity Risk" and LM-2 "Sound Systems and Controls for Liquidity Risk Management" ("Requirements"). The Corporate Governance Groups of the Branch has the responsibility to ensure that the liquidity risk management policies and practices of the Branch are in accordance with its globally coordinated, centralized approach to liquidity risk management.

The Branch's liquidity management policy ("the Policy") is reviewed and approved by APAC Regional Asset and Liability Committee ("APAC ALCO") and Hong Kong Branch Management and Control Committee ("HKMCC") on an annual basis. However, it is likely that the Policy will evolve on a more frequent basis as business activity changes in response to stress test outputs or a changing regulatory environment.

Prudent liquidity planning and management are crucial to maintaining a sound balance sheet and stable earnings at an acceptable level as well as withstanding the stresses resulting from an internal problem or crisis in the marketplace.

Proper liquidity management requires an organizational structure with clearly defined segregation of roles and responsibilities. The Multi-Currency Treasury group in APAC ("MCT APAC") formulates the funding strategy, manages the liquidity and funding needs, and the mismatched FX exposure of the banking book of the Branch. The APAC ALCO, HKMCC and Independent Risk Management provide oversight and credible challenge of MCT APAC's liquidity risk management strategies and assumptions. MCT APAC reports and discusses liquidity strategies, issues and risks with APAC ALCO and HKMCC in their regular meetings.

Liquidity limits are established to ensure that the Branch maintains appropriate liquidity under both normal and stressed conditions. Liquidity risk reports on the liquidity maintenance ratio ("LMR") and the cash balance projection are produced daily. The monthly liquidity stress testing is to measure the LMR and the minimum cash balance within 3 months under idiosyncratic, market-wide and combined stress scenarios. The stress testing results are reported to APAC ALCO and HKMCC. Proper escalation and notification processes to report breach of any liquidity limits to HK Branch Crisis Management Team, APAC ALCO and HKMCC are established. MCT APAC is required to take corrective actions immediately. As it is crucial to the Branch's viability to maintain appropriate liquidity, a contingency funding plan (CFP) is in place to address liquidity needs under a market-wide, idiosyncratic and/or a combination stress event. The CFP includes procedures for monitoring emerging liquidity events, a governance framework and management process, and potential mitigating actions which the Branch could undertake, it is tested annually for effectiveness and operational feasibility under times of stress.

The Branch has two sources of liquidity to meet its funding. The primary source is intra-group funding from Head Office. The Branch also sources liquidity directly from customers who have a need to place their cash with a secure financial institution. These customer deposits are a useful source of liquidity and a tool by which the Branch can effectively manage currency balances. Furthermore, this activity serves as an advance warning indicator as to the health of both the wholesale money market and of the Branch's standing and perceived financial strength from time to time.

Wells Fargo Bank N.A.

Hong Kong Branch

3. Contractual maturity profile

The table below analyses assets and liabilities based on the remaining period as at the end of the reporting period to the contractual maturity dates:

In HK\$ millions	Next day	Less than 1 month	Over 1 month up to 3 months	Over 3 month up to 1 year	Over 1 year	Undated	Total
31 Dec 2019							
Assets							
- Due from Banks	279	9,098	6,107	10,289	-	-	25,773
- Trade bills	24	697	1,673	1,113	-	-	3,507
- Loans and advances to customers	-	1,269	1,969	490	-	-	3,728
- Others	1	88	1	-	18	499	607
Total assets	304	11,152	9,750	11,892	18	499	33,615
Liabilities							
- Due to Exchange Fund	-	-	-	-	-	-	-
- Due to banks	-	-	16,365	14,831	-	-	31,196
- Deposits from customers	825	33	203	-	-	-	1,061
- Others	-	304	165	59	206	56	790
Total Liabilities	825	337	16,733	14,890	206	56	33,047
Derivatives settled on a gross basis							
- Inflow	-	1,355	133	74	-	-	1,562
- Outflow	-	1,361	134	75	-	-	1,570
Contingent and commitments							
- Contingent liabilities	-	50	25	-	-	-	75
- Commitments	8	-	-	47	-	-	55
- Contingent claims	-	-	38	-	-	-	38
Net Liquidity Mismatch⁽¹⁾	-529	10,759	-6,971	-3,046	-188		
Cumulative Liquidity Mismatch⁽¹⁾	-529	10,230	3,259	213	25		

In HK\$ millions	Next day	Less than 1 month	Over 1 month up to 3 months	Over 3 month up to 1 year	Over 1 year	Undated	Total
30 Jun 2019							
Assets							
- Due from Banks	11,472	868	3,745	1,027	-	-	17,112
- Trade bills	246	1,440	1,457	1,226	-	-	4,369
- Loans and advances to customers	555	232	1,176	574	-	-	2,537
- Others	1	38	3	2	16	329	389
Total assets	12,274	2,578	6,381	2,829	16	329	24,407
Liabilities							

Wells Fargo Bank N.A.

Hong Kong Branch

- Due to Exchange Fund	2,343	-	-	-	-	-	2,343
- Due to banks	318	-	6,260	14,069	-	-	20,647
- Deposits from customers	324	24	142	26	-	-	516
- Others	1	12	12	114	214	52	405
Total Liabilities	2,986	36	6,414	14,209	214	52	23,911
Derivatives settled on a gross basis							
- Inflow	905	449	49	106	-	-	1,509
- Outflow	916	450	49	107	-	-	1,522
Contingent and commitments							
- Contingent liabilities	33	14	10	-	-	-	57
- Commitments	-	-	-	51	-	-	51
- Contingent claims	-	-	26	-	-	-	26
Net Liquidity Mismatch ⁽ⁱ⁾	9,244	2,527	-17	-11,432	-198		
Cumulative Liquidity Mismatch ⁽ⁱ⁾	9,244	11,771	11,754	322	124		

(i) Positive indicates a position of liquidity surplus. Negative indicates a liquidity shortfall that has to be funded.

4. Sources of funding

Significant funding instruments	As at Dec 31, 2019		As at Jun 30, 2019	
	Total Amount HK\$'000	As % of Total Liabilities	Total Amount HK\$'000	As % of Total Liabilities
i) Funding raised from Head office	31,144,800	92.65%	20,620,039	84.48%
ii) Funding raised from deposits from customers	1,060,211	3.15%	516,651	2.12%



Wells Fargo Bank N.A.

Hong Kong Branch

VI. Remuneration

Hong Kong Branch adopts the remuneration policy and practices formulated by Wells Fargo & Company. Please refer to the Proxy Statement of Wells Fargo & Company for details of the Board Compensation, Human Resources Committee and major characteristics of the remuneration system.

Section B – Wells Fargo & Company and Subsidiaries Group information (Consolidated basis)

Amounts reported are expressed in US Dollars (The exchange rate as at 31 Dec 2019 was USD1=HKD7.7862, 30 Jun 2019 was USD1=HKD7.8084, 31 Dec 2018 was USD1=HKD7.8334)

I. Capital and capital adequacy

	31 Dec 2019 USD (In Million)	30 Jun 2019 USD (In Million)
(i) Total shareholders' equity	187,984	200,037
(ii) Consolidated capital adequacy ratio (Consolidated capital adequacy ratio was computed in accordance with the Basel III Capital Accord. In addition, allowance for market risk has been incorporated in calculating the consolidated capital adequacy ratio)	15.31%	16.75%

II. Other financial information

	31 Dec 2019 USD (In Million)	30 Jun 2019 USD (In Million)
(i) Total assets	1,927,555	1,923,388
(ii) Total liabilities	1,739,571	1,723,351
(iii) Loans (net of allowance for loan losses)	949,880	936,567
(iv) Deposits from customers	1,322,965	1,288,740

	31 Dec 2019 USD (In Million)	31 Dec 2018 USD (In Million)
(v) Pre-tax profits for the year ended 31 Dec	24,198	28,537



Wells Fargo Bank N.A.
Hong Kong Branch

Wells Fargo Bank N.A., Hong Kong Branch Chief Executive's Declaration of Compliance

I, Mukerji, Soumitro, being Acting Chief Executive of Wells Fargo Bank N.A., Hong Kong branch, declare that the information disclosed in this unaudited statement complies fully with Banking (Disclosure) Rules and Supervisory Policy Manual "Guideline on the application of the Banking (Disclosure) Rules" and is not false or misleading.

Signature: _____

Date : 14th April, 2020 _____