

Wells Fargo is one of the largest diversified financial services firms in the United States, with a nationwide network of several thousand branches and a large base of financial advisors. Wells Fargo provides a full range of consumer banking, commercial banking, and investment banking services. The company nearly doubled its assets with the acquisition of the former Wachovia.

## Analyst's Notes

Analysis by Stephen Biggar and William Neumann, June 6, 2025

**ARGUS RATING: BUY**

- Removal of asset cap offers renewed growth opportunities
- In early June 2025, the Federal Reserve removed a \$2 trillion cap on assets that had been in place since 2018, with the Fed noting the decision reflected 'substantial progress the bank has made in addressing its deficiencies' related to a 2016 sales scandal.
- We expect that the asset cap removal will allow for better growth in deposits and the credit card portfolio, as well as in the company's wealth management franchise and capital markets businesses.
- Efficiency may also get a modest boost as regulatory and compliance costs become less burdensome.
- Our target price moves to \$86 (from \$75) as we modestly increase our EPS estimates to factor in renewed growth opportunities and the valuation multiple to reflect less overhang on the shares from the removal of the seven-year asset cap.

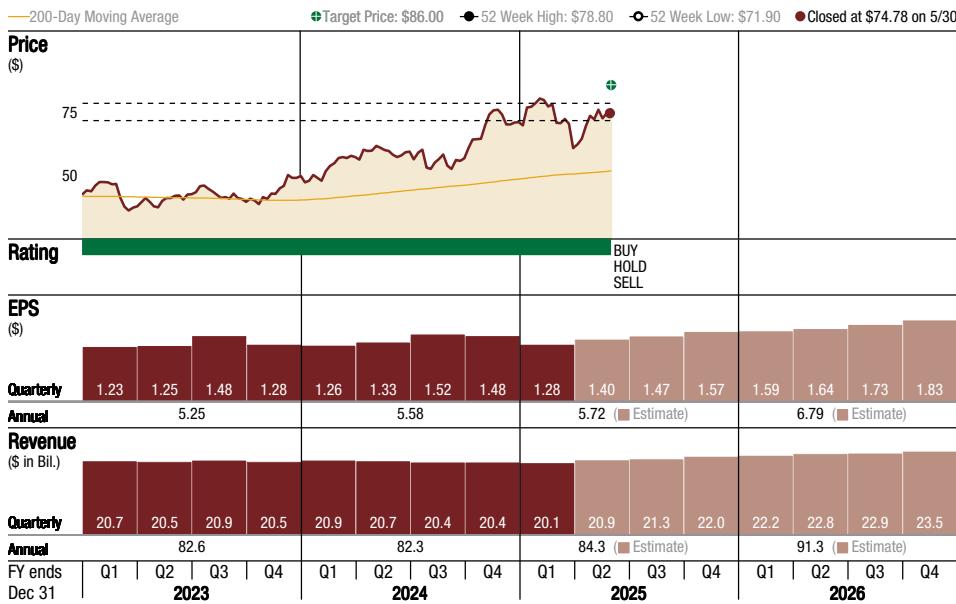
## INVESTMENT THESIS

We are maintaining our BUY rating on Wells Fargo & Co. (NYSE: WFC) following a June 4, 2025 decision by the Federal Reserve to remove a \$2 trillion cap on assets that had been in place since 2018 as penalty after a scandal involving the opening of fake client accounts to meet aggressive sales goals. In a statement, the Fed said, 'The removal of the growth restriction reflects the substantial progress the bank has made in addressing its deficiencies.' The Fed also said that they have completed their review of the bank's remediation effects, required third-party assessments, corporate governance, and firmwide risk management programs. Moving beyond the asset cap will allow Wells to once again grow deposits (where its national share declined to 7% from 10% over the course of the seven-year asset cap) and credit card portfolio, as well as its wealth management franchise and capital markets businesses. In addition, we look for modest improvements to the efficiency ratio as the bank's compliance and regulatory costs become less burdensome.

Wells has been led since late 2019 by Charles Scharf, who spent considerable focus on the company's regulatory issues that hindered growth. The consent order required several changes to board governance, including separating the roles of chairman and CEO;

## Market Data

Pricing reflects previous trading week's closing price.



## Argus Recommendations

Twelve Month Rating	SELL	HOLD	BUY
Five Year Rating	SELL	HOLD	BUY
Sector Rating	Under Weight	Market Weight	Over Weight

Argus assigns a 12-month BUY, HOLD, or SELL rating to each stock under coverage.

- BUY-rated stocks are expected to outperform the market (the benchmark S&P 500 Index) on a risk-adjusted basis over the next year.
- HOLD-rated stocks are expected to perform in line with the market.
- SELL-rated stocks are expected to underperform the market on a risk-adjusted basis.

The distribution of ratings across Argus' entire company universe is: 73% Buy, 27% Hold, 0% Sell.

## Key Statistics

Key Statistics pricing data reflects previous trading day's closing price. Other applicable data are trailing 12-months unless otherwise specified

### Market Overview

Price	\$76.33
Target Price	\$86.00
52 Week Price Range	\$50.15 to \$81.50
Shares Outstanding	3.25 Billion
Dividend	\$1.60

### Sector Overview

Sector	Financial
Sector Rating	OVER WEIGHT
Total % of S&P 500 Market Cap.	14.50%

### Financial Strength

Financial Strength Rating	HIGH
Debt/Capital Ratio	61.3%
Return on Equity	11.5%
Net Margin	16.2%
Payout Ratio	0.29
Current Ratio	--
Revenue	\$123.55 Billion
After-Tax Income	\$20.00 Billion

### Valuation

Current FY P/E	13.34
Prior FY P/E	13.68
Price/Sales	2.01
Price/Book	1.54
Book Value/Share	\$49.58
Market Capitalization	\$248.39 Billion

### Forecasted Growth

1 Year EPS Growth Forecast	2.51%
5 Year EPS Growth Forecast	11.00%
1 Year Dividend Growth Forecast	12.00%

### Risk

Beta	1.02
Institutional Ownership	77.22%

## Analyst's Notes ...Continued

amending the company's by-laws to require an independent chair; electing new independent directors; enhancing the overall capabilities and experience of the board in such areas as risk management, cybersecurity, human-capital management, and consumer and social responsibility; reviewing the board's committee structure; amending committee charters to enhance risk oversight; and appointing new chairs of the risk, governance, and nominating committees. In addition, there has also been a strengthening of the sales culture in the wake of the 2016 sales-practice scandal.

We also note that has divested some noncore businesses with low returns or high capital requirements. It has divested businesses related to insurance, health benefit services, global fund services, and shareowner services over the past two years. The company has also sold its Institutional Retirement & Trust Business, as well as its Asset Management and Corporate Trust Services business. It is also stepping back from the mortgage-lending and servicing business.

We like Wells' loan-growth profile and see a catalyst for the shares in the removal of the asset cap. Our new target price of \$86 implies a multiple of about 15-times our 2025 EPS estimate.

## RECENT DEVELOPMENTS

WFC shares have risen 30% over the past year, ahead of the 12% increase for the broad market.

On April 11, WFC reported adjusted 1Q25 EPS of \$1.28, up

from \$1.26 a year earlier and above the consensus estimate of \$1.22. Revenue declined 3% to \$20.1 billion, as a 6% decrease in net interest income was only partly offset by a 1% increase in fee revenues.

Average loans were down 2%, while the net interest margin narrowed to 2.67% from 2.81% a year earlier, hurt by lower yields on loans. Credit quality improved with net charge-offs of 0.45% of average loans, down from 0.50% a year earlier. There was a provision for credit losses of \$932 million, down slightly from \$938 million in 1Q24.

## EARNINGS &amp; GROWTH ANALYSIS

Average earning assets remained near the \$1.7 trillion level in 1Q25, where they have been for the better part of the last two years. With assumptions for a slight rise in average loans, a modestly lower Fed funds rate helping on deposit costs, and a balance sheet re-positioning that occurred in the second half of 2024, management has guided toward a 1%-3% increase in net interest income in 2025, much improved from the 9% decline seen in 2024.

We look for this to be helped by higher fee revenues, including credit cards and a rebound in capital markets income. Wells' lending business will no longer face challenges from a Federal Reserve consent order capping asset growth, leading to greater net interest income through an expanded balance sheet, an uptick in average loans, and greater fee-generating activities like payment

## Growth &amp; Valuation Analysis

## GROWTH ANALYSIS

(\$ in Millions, except per share data)	2020	2021	2022	2023	2024
Revenue	74,264	79,166	74,368	82,597	82,296
COGS	—	—	—	—	—
Gross Profit	—	—	—	—	—
SG&A	35,411	36,141	35,595	37,338	37,231
R&D	—	—	—	—	—
Operating Income	—	—	—	—	—
Interest Expense	-39,956	-35,779	-44,950	-52,375	-47,676
Pretax Income	2,505	29,563	15,629	21,636	23,364
Income Taxes	-1,157	5,764	2,251	2,607	3,399
Tax Rate (%)	—	19	14	12	15
Net Income	3,377	22,109	13,677	19,142	19,722
Diluted Shares Outstanding	4,134	4,096	3,837	3,720	3,468
EPS	0.43	5.08	3.27	4.83	5.37
Dividend	1.22	0.60	1.10	1.30	1.50
<b>GROWTH RATES (%)</b>					
Revenue	-14.5	6.6	-6.1	11.1	-0.4
Operating Income	—	—	—	—	—
Net Income	-82.9	554.7	-38.1	40.0	3.0
EPS	-89.5	1,081.4	-35.6	47.7	11.2
Dividend	-36.5	-50.8	83.3	18.2	15.4
Sustainable Growth Rate	-3.1	9.4	6.8	7.9	7.3
<b>VALUATION ANALYSIS</b>					
Price: High	\$54.04	\$52.57	\$60.30	\$50.77	\$78.13
Price: Low	\$20.76	\$29.40	\$36.54	\$35.25	\$46.12
Price/Sales: High-Low	3.0 - 1.2	2.7 - 1.5	3.1 - 1.9	2.3 - 1.6	3.3 - 1.9
P/E: High-Low	125.7 - 48.3	10.3 - 5.8	18.4 - 11.2	10.5 - 7.3	14.5 - 8.6
Price/Cash Flow: High-Low	6.0 - 2.3	— - —	9.5 - 5.7	6.5 - 4.5	22.4 - 13.2

## Financial &amp; Risk Analysis

FINANCIAL STRENGTH	2022	2023	2024
Cash (\$ in Millions)	159,157	237,219	203,361
Working Capital (\$ in Millions)	—	—	—
Current Ratio	—	—	—
LT Debt/Equity Ratio (%)	108.8	124.8	107.8
Total Debt/Equity Ratio (%)	121.5	132.0	116.3
<b>RATIOS (%)</b>			
Gross Profit Margin	—	—	—
Operating Margin	—	—	—
Net Margin	16.9	21.8	22.6
Return On Assets	0.7	0.9	1.0
Return On Equity	7.7	11.0	11.4
<b>RISK ANALYSIS</b>			
Cash Cycle (days)	—	—	—
Cash Flow/Cap Ex	—	—	—
Oper. Income/Int. Exp. (ratio)	—	—	—
Payout Ratio	11.9	26.0	27.3

## Analyst's Notes ...Continued

services and mortgage origination. Also, Wells now has a large opportunity to expand its regional influence by opening more branches and wealth management offices.

The company has been working to control costs and has noted that its efficiency ratio (noninterest expense divided by revenue) is too high. From an expense base of \$54.6 billion in 2024, management's guidance calls for expenses of \$54.2 billion in 2025. We believe this is an admirable goal given the ongoing impact of inflation on many expense line items.

As we factor in slightly better loan growth and capital markets revenues following the asset cap removal, we are raising our 2025 EPS estimate to \$5.72 from \$5.68, and 2026 forecast to \$6.79 from \$6.57.

## FINANCIAL STRENGTH &amp; DIVIDEND

Our financial strength rating on Wells Fargo is High.

As of March 31, 2025, Wells Fargo estimated that its Tier 1 common ratio was 11.1% (under the standardized approach), up from 11.0% a year earlier.

In June 2024, Wells completed the 2024 Comprehensive Capital Analysis and Review (CCAR) stress test process. The company's stress capital buffer (SCB) through September 30, 2025, is expected to be 3.8% (up from the prior year's 2.9%). Following the results, the company increased its common stock dividend by 14% to \$0.40 per share beginning in 3Q24, up from \$0.35. Wells also said that it had significant capacity for common stock repurchases. It

repurchased 44.5 million shares for \$3.5 billion in 1Q25. Our dividend estimates are \$1.68 for 2025 and \$1.84 for 2026.

## MANAGEMENT &amp; RISKS

Charles W. Scharf was named the company's president and CEO in October 2019, taking over from Allen Parker, who had held the positions on an interim basis following the resignation of Tim Sloan in March 2019. Mr. Scharf was previously the CEO of Bank of New York Mellon, and prior to that, the CEO of Visa Inc. Michael Santomassimo is the CFO.

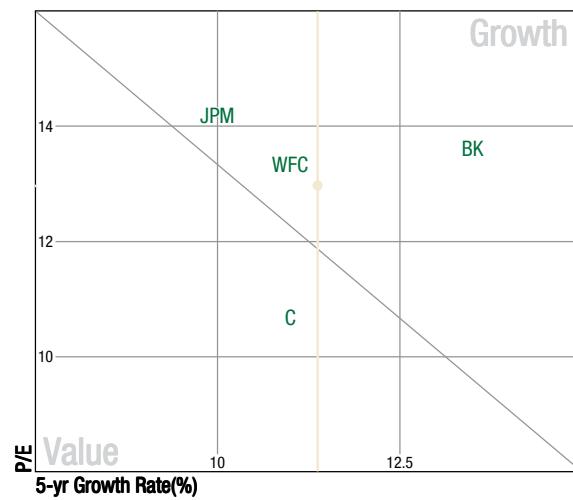
While Wells Fargo is a diversified financial services company, it has historically focused on the low-margin mortgage business. Wells Fargo views the mortgage as the gateway to a broader consumer relationship, and its earnings growth strategy has always been focused on revenue growth, driven in part by cross-selling, or selling multiple products to each customer. However, these sales practices were sharply curtailed in the wake of a 2016 sales scandal. There is also the risk that demand for WFC products may slow -- at least on the consumer side. In addition, Wells Fargo operates exclusively in the U.S. -- a mature and intensely competitive market.

Wells Fargo is primarily a retail and commercial banking and consumer finance firm. While the company has added to its trust and investment management business in recent years via internal growth and acquisitions, market-sensitive revenues have remained a relatively small part of its mix.

## Peer &amp; Industry Analysis

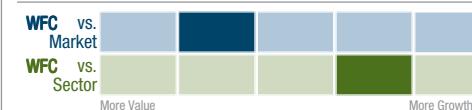
The graphics in this section are designed to allow investors to compare WFC versus its industry peers, the broader sector, and the market as a whole, as defined by the Argus Universe of Coverage.

- The scatterplot shows how WFC stacks up versus its peers on two key characteristics: long-term growth and value. In general, companies in the lower left-hand corner are more value-oriented, while those in the upper right-hand corner are more growth-oriented.
- The table builds on the scatterplot by displaying more financial information.
- The bar charts on the right take the analysis two steps further, by broadening the comparison groups into the sector level and the market as a whole. This tool is designed to help investors understand how WFC might fit into or modify a diversified portfolio.

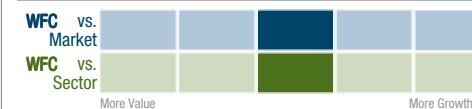


Ticker	Company	Market Cap (\$ in Millions)	5-yr Growth Rate (%)	Current FY P/E	Net Margin (%)	1-yr EPS Growth (%)	Argus Rating
JPM	JPMorgan Chase & Co.	738,489	10.0	14.2	21.2	4.2	BUY
WFC	Wells Fargo & Co.	248,392	11.0	13.3	16.2	18.7	BUY
C	Citigroup Inc	146,169	11.0	10.7	8.0	25.3	BUY
BK	Bank of New York Mellon Corp	64,618	13.5	13.6	11.8	14.3	BUY
<b>Peer Average</b>		<b>299,417</b>	<b>11.4</b>	<b>13.0</b>	<b>14.3</b>	<b>15.6</b>	

## P/E



## Price/Sales



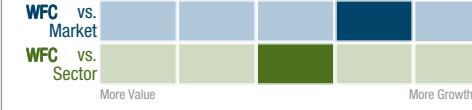
## Price/Book



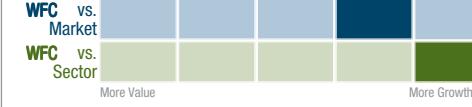
## PEG



## 5 Year Growth



## Debt/Capital



**Analyst's Notes** ...Continued

Wells Fargo is among the largest mortgage originators and servicers in the United States. However, in early 2023, the company announced plans to create a more focused home-lending business aimed at serving bank customers, as well as individuals and families in minority communities. Wells also said that it was exiting the correspondent business and that it planned to reduce the size of its mortgage servicing portfolio.

**COMPANY DESCRIPTION**

Wells Fargo is one of the largest diversified financial services firms in the United States, with a nationwide network of several thousand branches and a large base of financial advisors. Wells Fargo provides a full range of consumer banking, commercial banking, and investment banking services. The company nearly doubled its assets with the acquisition of the former Wachovia.

**VALUATION**

WFC shares have traded in a range of \$50-\$82 over the past year and are currently near the top of that range.

The stock trades at 1.8-times tangible book value and at 13.3-times our new 2025 EPS estimate, leaving room for improvement in our view. WFC traded at depressed multiples prior to the pandemic, hurt, we believe, by the sales practice scandal and the subsequent cap on assets. We expect valuation to now improve as the company no longer faces the asset cap. Our target price of \$86 (raised from \$75) implies a multiple of about 15-times our 2025 EPS estimate.

On June 6, BUY-rated WFC closed at \$76.33, up \$1.43.

## About Argus

Argus Research, founded by Economist Harold Dorsey in 1934, has built a top-down, fundamental system that is used by Argus analysts. This six-point system includes Industry Analysis, Growth Analysis, Financial Strength Analysis, Management Assessment, Risk Analysis and Valuation Analysis.

Utilizing forecasts from Argus' Economist, the Industry Analysis identifies industries expected to perform well over the next one-to-two years.

The Growth Analysis generates proprietary estimates for companies under coverage.

In the Financial Strength Analysis, analysts study ratios to understand profitability, liquidity and capital structure.

During the Management Assessment, analysts meet with and familiarize themselves with the processes of corporate management teams.

Quantitative trends and qualitative threats are assessed under the Risk Analysis.

And finally, Argus' Valuation Analysis model integrates a historical ratio matrix, discounted cash flow modeling, and peer comparison.

### THE ARGUS RESEARCH RATING SYSTEM

Argus uses three ratings for stocks: BUY, HOLD, and SELL. Stocks are rated relative to a benchmark, the S&P 500.

- A BUY-rated stock is expected to outperform the S&P 500 on a risk-adjusted basis over a 12-month period. To make this determination, Argus Analysts set target prices, use beta as the measure of risk, and compare expected risk-adjusted stock returns to the S&P 500 forecasts set by the Argus Market Strategist.
- A HOLD-rated stock is expected to perform in line with the S&P 500.
- A SELL-rated stock is expected to underperform the S&P 500.

## Argus Research Disclaimer

Argus Research Co. (ARC) is an independent investment research provider whose parent company, Argus Investors' Counsel, Inc. (AIC), is registered with the U.S. Securities and Exchange Commission. Argus Investors' Counsel is a subsidiary of The Argus Research Group, Inc. Neither The Argus Research Group nor any affiliate is a member of the FINRA or the SIPC. Argus Research is not a registered broker dealer and does not have investment banking operations. The Argus trademark, service mark and logo are the intellectual property of The Argus Research Group, Inc. The information contained in this research report is produced and copyrighted by Argus Research Co., and any unauthorized use, duplication, redistribution or disclosure is prohibited by law and can result in prosecution. The content of this report may be derived from Argus research reports, notes, or analyses. The opinions and information contained herein have been obtained or derived from sources believed to be reliable, but Argus Research makes no representation as to their timeliness, accuracy or completeness or for their fitness for any particular purpose. The historical Growth & Valuation and Financial & Risk financial information included in this report has been provided by Morningstar, Inc. (© Morningstar, Inc. All Rights Reserved). This data is proprietary to Morningstar and/or its content providers; may not be copied or distributed; is not warranted to be accurate, complete or timely; and is set forth herein for historical reference only and is not necessarily used in Argus' analysis of the stock set forth in the pages of this report or any other stock or other security. This report is not an offer to sell or a solicitation of an offer to buy any security. The information and material presented in this report are for general information only and do not specifically address individual investment objectives, financial situations or the particular needs of any specific person who may receive this report. Investing in any security or investment strategies discussed may not be suitable for you and it is recommended that you consult an independent investment advisor. Nothing in this report constitutes individual investment, legal or tax advice. Argus Research may issue or may have issued other reports that are inconsistent with or may reach different conclusions than those represented in this report, and all opinions are reflective of judgments made on the original date of publication. Argus is under no obligation to ensure that other reports are brought to the attention of any recipient of this report. Argus and its content providers shall accept no liability for any loss arising from the use of this report, nor shall Argus treat all recipients of this report as customers simply by virtue of their receipt of this material. Investments involve risk and an investor may incur either profits or losses. Past performance should not be taken as an indication or guarantee of future performance. Argus has provided independent research since 1934. Argus officers, employees, agents and/or affiliates may have positions in stocks discussed in this report. No Argus officers, employees, agents and/or affiliates may serve as officers or directors of covered companies, or may own more than one percent of a covered company's stock. AIC is a customer of ARC. AIC pays ARC for research used in the management of the AIC core equity strategy and model portfolio and unit investment trust products, and has the same access to ARC content as other customers. However, clients and prospective clients should note that AIC and ARC, as units of The Argus Research Group, have certain employees in common, including those with both research and portfolio management responsibilities, and that ARC employees participate in the management and marketing of the AIC core equity strategy and UIT and model portfolio products. Recipients of the Research reports in Singapore should contact the Intermediary of the Research Reports in respect to any matters arising from, or in connection with, the analysis of the report. When reports are distributed by Intermediaries in Singapore, the Intermediary, and not Argus Research, is solely responsible for ensuring that the recipients of the Research Reports are accredited, expert or institutional investors as defined by the Securities and Futures Act. The Intermediary is also solely responsible for ensuring that the recipients understand the information contained in the Research Reports and that such information is suitable based on the recipient's profile and investment objectives. Laws and regulations of other countries may also restrict the distribution of this report. Persons in possession of this document should inform themselves about possible legal restrictions and observe them accordingly. This content is not prepared subject to Canadian disclosure requirements.