

KEY FINANCIAL INFORMATION DISCLOSURE STATEMENT

For the year ended 31 December 2020

- 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 (APAC Chief Financial Officer) at +852 3650 8827.



Key Financial Information Disclosure Statement

2020 Year End Results



Wells Fargo Bank N.A.
Hong Kong Branch

Wells Fargo Bank N.A.

Hong Kong Branch

Key Financial Information Disclosure Statement for the year ended 31 December 2020 prepared in accordance with Banking (Disclosure) Rules.
Section A – Branch Information
I. Unaudited Profit and loss information

	Year ended 31 Dec 2020 HK\$'000	Year ended 31 Dec 2019 HK\$'000
(i) Interest income	228,563	759,558
(ii) Interest expense	(143,825)	(669,964)
Net interest income	84,738	89,594
(iii) Non-interest income		
- Gains less losses arising from trading in foreign currencies	-	16,732
- Gains less losses arising from non-trading activities in foreign currencies	3,495	-
- Gains less losses from the disposal of property, plant and equipment	(172)	(2,450)
- Net Income from fees and commission	106,674	133,596
- Others	1,406,713	1,135,633
Total non-interest income	1,516,710	1,283,511
Total income	1,601,448	1,373,105
(iv) Operating expenses		
- Staff expenses	(934,429)	(792,562)
- Rental expenses	(95,631)	(93,337)
- Other expenses	(601,662)	(361,606)
(v) Recovery and write back of impaired assets	-	-
Total expenses and other charges	(1,631,722)	(1,247,505)
(Loss) / Profit before taxation	(30,274)	125,600
(vi) Taxation provision	(4,958)	(32,228)
(Loss) / Profit after taxation	(35,232)	93,372

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II. Unaudited Balance sheet information

	31 Dec 2020	30 Jun 2020
	HK\$'000	HK\$'000
Assets		
(i) Cash and balances with banks (except those included in amount due from overseas offices)	2,193,465	102,188
(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)	4,845,000	542,528
(iv) Due from Exchange Fund	898	802
(v) Amount due from overseas offices	3,188,016	4,256,029
(vi) Trade bills	2,846,924	1,544,538
(vii) Loans and receivables		
- Loans and advances to customers	5,190,320	3,005,217
- Accrued interest and other accounts	324,675	315,699
- Impairment allowances for impaired assets	-	-
(viii) Property, plant and equipment and investment properties	263,863	251,395
Total assets	18,853,161	10,018,396
Liabilities		
(i) Deposits and balances from banks (except those included in amount due to overseas offices)	-	-
(ii) Due to Exchange Fund	-	-
(iii) Deposits from customers		
- Demand deposits and current accounts	22,845	18,481
- Savings deposits	679,824	394,643
- Time, call and notice deposits	8,284	164,591
(iv) Amount due to overseas offices	16,920,073	8,275,229
(v) Other liabilities	1,222,135	1,165,452
Total liabilities	18,853,161	10,018,396



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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 ended 31 Dec 2020, the Branch generated total income HK\$1,601 million in 2020, up 16.63% from 2019. Net interest income decreased 5.42% to HK\$84.7 million and non-interest income increased 18.17% to HK\$1,517 million. Total expenses rose 30.80% to HK\$1,632 million was due to higher other expenses (up 66.39%).

Total assets excluding inter-group balances were at HK\$15.7 billion as of 31 Dec 2020. Total liabilities excluding inter-group balances were at HK\$1.9 billion as of 31 Dec 2020. Gross advances to customers were HK\$5.2 billion, increased 72.71% from 30 Jun 2020. Customer deposits were HK\$711 million, increased 23.06% from 30 Jun 2020.

The Bank’s overall liquidity position remains good. Average liquidity maintenance ratio was 380.97% for the quarter ended 31 Dec 2020, compared to 387.43% for quarter ended 30 Sep 2020 and 571.51% for quarter ended 31 Dec 2019.

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

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III. Additional balance sheet information

1. Gross advances to customers

	Collateral value 31 Dec 2020 HK\$'000	Gross advances 31 Dec 2020 HK\$'000	Collateral value 30 Jun 2020 HK\$'000	Gross advances 30 Jun 2020 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	-	5,190,320	-	3,005,217
Loans for use outside Hong Kong	-	-	-	-
Total advances to customers	-	5,190,320	-	3,005,217

	Gross advances 31 Dec 2020 HK\$'000	Gross advances 30 Jun 2020 HK\$'000
<i>Analysed by geographical segments:</i>		
- U.S.A.	5,190,320	3,005,217
Total advances to customers	5,190,320	3,005,217

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 2020 HK\$'000	Gross advances 30 Jun 2020 HK\$'000
Gross advances to banks	-	-

There were no advances to other financial institutions as at 31 Dec 2020 (30 Jun 2020: Nil). There was no individual impairment allowances and suspended interest as at 31 Dec 2020 (30 Jun 2020: Nil).

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III. Additional balance sheet information *(continued)*

3. International claims

HK\$ million	Banks	Official Sector	Non-Bank private sector			Others	Total
			Non-bank financial institutions	Non-financial private sector			
As at 31 Dec 2020							
Developing Asia and Pacific	8,488	-	-	-	-	-	8,488
of which – China	3,639	-	-	-	-	-	3,639
of which – Taiwan	4,315	-	-	-	-	-	4,315
Developed Countries	147	-	-	5,202	-	-	5,349
of which – U.S.A.	-	-	-	5,202	-	-	5,202
As at 30 Jun 2020							
Developing Asia and Pacific	1,987	-	-	-	-	-	1,987
of which – China	1,094	-	-	-	-	-	1,094
Developed Countries	129	-	-	3,006	-	-	3,135
of which – U.S.A.	95	-	-	3,006	-	-	3,101

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 2020 (30 Jun 2020: 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 2020 was Nil (30 Jun 2020: Nil).

6. There were no overdue advances to customers as at 31 Dec 2020 (30 Jun 2020: Nil).

7. There were no rescheduled advances to customers, banks and other financial institutions as at 31 Dec 2020 (30 Jun 2020: Nil).

8. There were no advances to banks which have been overdue for more than 3 months as at 31 Dec 2020 (30 Jun 2020: Nil). No other overdue advances to other financial institutions as at 31 Dec 2020 (30 Jun 2020: Nil).

9. There were no repossessed assets held as at 31 Dec 2020 (30 Jun 2020: Nil).

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III. Additional balance sheet information *(continued)*

10. Non-bank Mainland China Exposures:

Types of Counterparties	31 Dec 2020			30 Jun 2020		
	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	4,091	494	4,585	2,305	432	2,737
Total	4,091	494	4,585	2,305	432	2,737
Total assets after provision	18,853			10,018		
On-balance sheet exposures as percentage of total assets	21.70%			23.01%		

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 2020 HK\$ million	30 Jun 2020 HK\$ million
	USD	USD
Spot assets	18,729	9,514
Spot liabilities	(18,354)	(9,630)
Forward purchases	159	256
Forward sales	(419)	(152)
Net long/(short) position	115	(12)

There was no structural and net option position as at 31 Dec 2020 (at 30 Jun 2020: Nil).

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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 2020 HK\$'000	30 Jun 2020 HK\$'000
Direct credit substitutes	3,101	3,100
Trade-related contingencies	1,923,593	1,429,854
Other commitments		
- with an original maturity of under 1 year or are unconditionally cancellable	623,836	494,455
Others	-	-
Total	<u>2,550,530</u>	<u>1,927,409</u>

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 2020 HK\$'000	30 Jun 2020 HK\$'000
Exchange rate contracts	578,122	408,316
Interest rate contracts	-	-
Others	-	-
Total	<u>578,122</u>	<u>408,316</u>

The total fair value of the above reported instruments obtained by marking to market was HK\$0.24 million (positive value) as at 31 Dec 2020 (30 Jun 2020: HK\$1.37 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.



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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	Quarter Ended
	31 Dec 2020	30 Sep 2020	31 Dec 2019
	%	%	%
Average LMR	380.97	387.43	571.51

2. Approach to liquidity risk management

“Wells Fargo Bank, N.A., Hong Kong Branch (“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, the interest rate risk 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’s 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) and a recovery plan (RCP) are 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 RCP provides a framework whereby the Branch can timely identify events and circumstances that could lead to financial distress and that, if uncorrected, could ultimately result in the Branch’s failure. As these situations are monitored, the RCP identifies trigger points at which the Branch leadership must consider whether to implement recovery options. These recovery options are designed to counteract the effects of the identified events or circumstances and to strengthen the Branch’s financial profile. The RCP states how to evaluate options, including feasibility and speed of execution, as well as the resulting impact on the Branch, WFBNA, and other WFBNA branches. This RCP also establishes responsibilities for monitoring the financial health of the Branch, monitoring the triggers that lead to potentially implementing recovery options, determining the manner of communicating those options both internally and externally, making decisions associated with selecting recovery

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options, and executing the selected options. It also addresses who communicates with the HKMA and relevant stakeholders within the Branch, WFBNA, and Wells Fargo & Company.

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."

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 2020							
Assets							
- Due from Banks	2,575	2,303	2,869	2,482	-	-	10,229
- Trade bills	89	638	1,229	892	-	-	2,848
- Loans and advances to customers	134	1,508	2,846	704	-	-	5,192
- Others	-	290	-	-	18	276	584
Total assets	2,798	4,739	6,944	4,078	18	276	18,853
Liabilities							
- Due to Exchange Fund	-	-	-	-	-	-	-
- Due to banks	1	-	-	16,920	-	-	16,921
- Deposits from customers	703	8	-	-	-	-	711
- Others	-	186	141	169	173	23	692
Total Liabilities	704	194	141	17,089	173	23	18,324
Derivatives settled on a gross basis							
- Inflow	281	297	-	-	-	-	578
- Outflow	281	297	-	-	-	-	578
Contingent and commitments							
- Contingent liabilities	4	8	2	1	-	-	15
- Commitments	-	-	533	91	-	-	624
- Contingent claims	-	-	-	-	-	-	-
Net Liquidity Mismatch⁽¹⁾	2,090	4,537	6,268	-13,103	-155		
Cumulative Liquidity Mismatch⁽¹⁾	2,090	6,627	12,895	-208	-363		

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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 2020							
Assets							
- Due from Banks	3,556	367	825	157	-	-	4,905
- Trade bills	13	837	572	129	-	-	1,551
- Loans and advances to customers	98	878	1,415	615	-	-	3,006
- Others	1	110	-	-	18	427	556
Total assets	3,668	2,192	2,812	901	18	427	10,018
Liabilities							
- Due to Exchange Fund	-	-	-	-	-	-	-
- Due to banks	3	-	-	-	8,275	-	8,278
- Deposits from customers	413	-	156	8	-	-	577
- Others	-	182	18	133	173	61	567
Total Liabilities	416	182	174	141	8,448	61	9,422
Derivatives settled on a gross basis							
- Inflow	-	393	15	-	-	-	408
- Outflow	-	393	17	-	-	-	410
Contingent and commitments							
- Contingent liabilities	-	1	2	8	-	-	11
- Commitments	-	-	-	494	-	-	494
- Contingent claims	-	-	-	-	-	-	-
Net Liquidity Mismatch ⁽ⁱ⁾	3,252	2,009	2,634	258	-8,430		
Cumulative Liquidity Mismatch ⁽ⁱ⁾	3,252	5,261	7,895	8,153	-277		

(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, 2020		As at Jun 30, 2020	
	Total Amount HK\$'000	As % of Total Liabilities	Total Amount HK\$'000	As % of Total Liabilities
i) Funding raised from Head office	16,920,073	89.75%	8,275,229	82.60%
ii) Funding raised from deposits from customers	710,953	3.77%	577,715	5.77%

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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 2020 was USD1=HKD7.7520, 30 Jun 2020 was USD1=HKD7.7504, 31 Dec 2019 was USD1=HKD7.7862)

I. Capital and capital adequacy

	31 Dec 2020 USD (In Million)	30 Jun 2020 USD (In Million)
(i) Total shareholders' equity	185,920	180,122
(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)	16.14%	15.29%

II. Other financial information

	31 Dec 2020 USD (In Million)	30 Jun 2020 USD (In Million)
(i) Total assets	1,955,163	1,968,766
(ii) Total liabilities	1,769,243	1,788,644
(iii) Loans (net of allowance for loan losses)	871,511	915,165
(iv) Deposits from customers	1,404,489	1,411,033
	31 Dec 2020 USD (In Million)	31 Dec 2019 USD (In Million)
(v) Pre-tax profits for year ended 31 Dec	581	24,198

