C. COMMUNITY REINVESTMENT GOALS

Financial institution's annual Community Reinvestment Goals should include information on the number of small business loans, home mortgages, home improvement loans, and community development investments to be made within low and moderate-income neighborhoods within the City of Philadelphia. Do not submit* metropolitan statistical *area (MSA) data that includes areas outside of the City of Philadelphia.

1. Provide an overview of the financial institution's annual Community Reinvestment Goals and confirm most recent CRA rating.

Wells Fargo Bank, N.A., remains committed to consistently improving the ways we serve all City residents. We bring strength and capacity to our communities through a broad array of financial initiatives, products, and services. Our employees spend time, effort, and resources on helping to increase the supply of affordable housing through responsible lending, providing credit for homeownership to qualified buyers, teaching financial literacy, providing credit and technical support to small business owners, and mobilizing employee volunteers. Every day, Wells Fargo employees seek to improve the communities in which they live, work, and play by supporting several key focus areas. Wells Fargo Bank, N.A. has been assigned an Overall CRA Rating of Outstanding. Please see the Public Disclosure dated February 6, 2023 (2019-2021). Community Reinvestment Act Performance Evaluation. The next evaluation period, 2022-2025, is still in process and has not been finalized.

2. Provide the number of small business loans, home mortgages, home improvement loans, and community development investments to be made within low and moderate-income neighborhoods within the City of Philadelphia.

Type	2024 Results	2025 Results	2026 Goals
Small Business Loans	190	266	N/A
Home Mortgages	77	90	N/A
Home Improvement Loans	8	6	N/A
Community Development Investments	1	2	N/A
Other (Please define if include)	N/A	N/A	N/A

If applicable, please provide context for a decline in actual results from 2024 to 2025 and/or a decline from 2025 results to 2026 goals.

3. **Provide the total number (count) and dollar amounts of residential mortgages, home improvement loans, small business loans and community development investments made in the City of Philadelphia.**

Calendar Year 2025

Number of Loans by Income

Type	Low	Mod	Mid	Upper	Unknown	Total
Residential Mortgage	41	57	33	80	NA	211
Home Improvement	2	3	2	4	NA	11
Small Business Loans	77	189	221	296	19	802
Community Development	0	2	1	1	2	6
Other (please define if include)	NA	NA	NA	NA	NA	NA
Total:	120	251	257	381	21	1,030

Value of Loans ($) by Income

Type	Low	Mod	Mid	Upper	Unknown	Total
Residential Mortgage	$7,459,023	$10,379,999	$6,609,202	$39,206,806	NA	$63,655,030
Home Improvement	$65,000	$220,000	$320,000	$702,000	NA	$1,307,000
Small Business Loans	$2,972,557	$5,537,585	$5,082,721	$11,684,528	$2,920,769	$28,198,160
Community Development	$0	$18,897,577	$4,359,659	$225,000	$87,000,000	$110,482,236
Other (please define if include)	NA	NA	NA	NA	NA	NA
Total:	$10,496,580	$35,035,161	$16,371,582	$51,818,334	$89,920,769	$203,642,426

4. Provide information on other types of community development investments made in neighborhoods within the City of Philadelphia (for example: Grants, Education, Public or related Commercial Development).

- In collaboration with Rebuilding Together Philadelphia, Wells Fargo provided financial resources and volunteer support to enhance 10 homes on the 1300 block of N. Frazier Street in West Philadelphia. The effort is one of Rebuilding Together's signature Block Build programs which brings volunteers together to make critical repairs needed to improve accessibility, energy efficiency and health outcomes for participating homeowners.

- In partnership with Credit Builders Alliance, Finanta, and Congreso de Latinos Unidos, the Philly Builds Credit initiative was launched to address the credit gap impacting thousands of Philadelphians. Philly Builds Credit is a collaborative effort designed to expand access to safe and effective credit-building resources. The initiative is grounded in three core strategies:
  - Community-Based Credit Education: Training local "Credit Building Champions" to deliver one-on-one coaching and workshops across trusted organizations.
  - Partner Network & Referrals: Creating a connected ecosystem of service providers to guide residents along their credit journey.
  - Access to Safe Products: Linking residents to responsible financial tools like credit-builder loans, secured cards, and affordable banking options.

- In 2025, we announced the return of our NeighborhoodLIFT® program to Philadelphia, donating $5 million to HomeFree-USA to help families buy their first home. In collaboration with the City of Philadelphia, Affordable Housing Center of Pennsylvania (AHCOPA), and RiseUp Fund, the NeighborhoodLIFT program will offer up to $15,000 in homebuyer assistance to eligible participants and provide homebuyer education, financial coaching, and more to help put people on a pathway to homeownership. The NeighborhoodLIFT program is redesigned to address more of the barriers to owning a home. Eligible homebuyers will have the option to use the funds for downpayment assistance, or toward paying down debt, lowering their interest rate and monthly payments, or towards closing costs. This effort is expected to help an estimated 260 eligible first–time homebuyers in Philadelphia.

- Provided a grant to SaverLife to drive savings across Philadelphia. SaverLife provides a digital platform designed to help low- to moderate-income consumers build savings habits. Users who meet savings goals and engage with financial education content can be eligible to win cash prizes. With this grant support SaverLife is running a special savings challenge for Philadelphia residents, aiming to bring 2,000 new members to the program.

- From 2019-2024:
  - Wells Fargo Community Lending & Investment (CLI) has provided construction financing and equity investments totaling $151 million that created 333 affordable housing units.
  - CLI's Community Development Finance team has advanced more than $17.5 million of debt or long-term low-rate capital to community development financial institutions based or doing work in PA/Philadelphia.
  - CLI New Market Tax Credit program invested in 4 projects for a total of $76 million with a focus on community development.
  - Multifamily Capital has provided permanent financing of $30 million preserving 399 units of multifamily rentals, senior housing, and manufactured housing communities.

5. **Briefly describe any lending outreach programs geared toward low and moderate-income neighborhoods in the City of Philadelphia. This description should include the targeted community, the type of product (i.e. commercial, home lending, unsecured consumer) and any program outcomes.**

- Wells Fargo Bank, N.A.'s Dream. Plan. Home.® closing cost credit is designed for borrowers with income at or below 80 percent of the area median income (AMI) where the property is located. It is available in Philadelphia and provides up to $5,000 towards non-recurring closing costs making it easier for low- and moderate-income families to purchase a home.

- In 2023, Wells Fargo launched the Homebuyer Access Grant program, which provides $10,000 in downpayment assistance to borrowers who live in or are looking to purchase in eligible areas, with income at or below 120% of the area median income where the property is located. The program launched in 8 U.S. metropolitan areas – including Philadelphia – and is now available in over 20 markets.

For additional information see Appendix II

6. **Briefly describe any innovative ways your institution provides outreach or delivers banking services outside of traditional branch locations.**

- **Digital tools**: We provide support through Wells Fargo online tools, such as LifeSync® to track progress towards financial goals and Credit Close-Up℠ for credit monitoring and education.

- **Partnerships**: Our collaboration with Cities for Financial Empowerment (CFE) and local Bank On coalitions allows us to pilot new strategies and develop solutions to help overcome roadblocks to banking access.

7. **Disparities in Lending: Attach a long-term strategic plan to address disparities in the Bank's or Financial Institution's lending and investment activities. Please include reference to any products or services offered to address such disparities that may be indicated in the City's most recent annual lending study.**

Label this document "Appendix II – Long-Term Strategic Plan." If disparities are not indicated in the study, then a strategic plan on programs, lending, and branching patterns should be submitted. Label this document "Appendix II – Long-Term Strategic Plan".

All depositories are required to respond per Chapter 19-200 as referenced:

"*Each depository shall also provide the City with a long-term strategic plan to address disparities in its lending and investment activities. The strategic plan shall address how the depository will match or exceed peer lending performance in targeting capital access and credit needs disclosed in disparity studies commissioned by the City."*

Annual Request for Information Questionnaire

Appendix II
Wells Fargo Bank, N.A.

Wells Fargo Bank, N.A., remains committed to consistently improving the ways we serve all City residents. We bring strength and capacity to our communities through a broad array of financial initiatives, products, and services. Our employees spend time, effort, and resources on helping to increase the supply of affordable housing through responsible lending, providing credit for homeownership to qualified buyers, teaching financial literacy, providing credit and technical support to small business owners and mobilizing employee volunteers. Every day, Wells Fargo employees seek to improve the communities in which they live; work and play by supporting a few key focus areas. Wells Fargo is committed to helping communities thrive, with financially resilient families, vibrant small businesses and affordable places to call home.

WELLS FARGO RESPONSIBLE LENDING PRINCIPLES:

Wells Fargo is firmly committed to being a responsible provider of consumer credit in all of our markets. As a responsible lender, Wells Fargo strictly prohibits abusive, misleading, or fraudulent lending practices. Additionally, Wells Fargo business units that extend consumer credit do so according to the following affirmative responsible lending practices:

- We provide our customers with the information they need to make fully informed decisions about our credit products and services.
- We price our credit products and services based on appropriate factors, including the risk and cost of extending credit, competition and marketplace strategy and conditions, and safety and soundness considerations.
- We only approve applications where we believe the borrower has the ability to repay the credit according to its terms, using a method of assessment appropriate to the type of credit transaction.
- We provide timely responses to customer questions and complaints and take prompt corrective action if we have made an error.

WELLS FARGO PHILANTHROPIC SUPPORT IN THE CITY OF PHILADELPHIA:

- In 2025, Wells Fargo & Company and Wells Fargo Foundation philanthropic giving totaled over $4.2 Million to 47 Organizations in the City of Philadelphia in support of housing affordability, business growth, financial opportunity, and other community needs.

PRIORITIES & INITIATIVES:

Housing Access & Affordability: A quality place to call home is something everyone should have. That's why we're doing work to provide local communities nationwide with support and assistance to get more people into homes and quality rentals.

- Philadelphia is one of eight markets where we launched our Dream. Plan. Home closing cost credit, which provides qualified low- and moderate- income home buyers with up to $5,000 towards non- recurring closing costs making it easier for them to purchase a home.

- The Homebuyer Access℠ grant provides $10,000 in down payment assistance to eligible borrowers buying a home in select locations. Philadelphia is one of the select locations.

- Wells Fargo Community Lending and Investment specializes in offering debt and equity capital to organizations that provide economic development, job creation, and affordable housing in communities of need nationwide.

- Wells Fargo will continue to identify opportunities and provide volunteer support to activities in Philadelphia that drive the vitality of neighborhoods, with a special emphasis on neighborhood non-profit organizations & developers. Our support for nonprofit organizations focused on housing affordability includes, but is not limited to:

    - Habitat for Humanity of Philadelphia
    - Rebuilding Together Philadelphia
    - Affordable Housing Centers of PA
    - Urban League of Philadelphia
    - Nueva Esperanza
    - Urban Affairs Coalition
    - LISC Philadelphia

Financial Mobility: We're opening pathways to economic advancement for low- and moderate-income individuals and families through programs that increase financial inclusion and access, reduce debt, drive savings and wealth-building behavior, and transform systems that provide a better context within which people lead their financial lives.

- Wells Fargo's Banking Inclusion Initiative is a 10-year commitment to accelerate the access of unbanked communities to affordable mainstream accounts and have easier access to low-cost banking. We're also assisting those who are underbanked and underserved, who may have a bank account yet still use high-cost, non-bank services.

- Our Hands on Banking® / El futuro en tus manos® program is a free, engaging, and noncommercial financial education program offered as a public service by Wells Fargo. Available in both English and Spanish, the *Hands on Banking* program teaches people in all stages of life about the basics of responsible money management, including how to create a budget, save and invest, borrow responsibly, buy a home, and establish a small business. Since we began *Hands on Banking* in 2003, we have reached over 12 million people with our financial education program through classes, workshops, and the *Hands on Banking* website.

- In 2020, we launched Clear Access Banking, a new low-cost and checkless bank account with no overdraft or insufficient funds fees, which makes it easier for customers to manage their money, make payments, and save.

- We are broadening our collaboration with the Cities for Financial Empowerment (CFE) Fund and local Bank On coalitions to pilot new strategies and approaches that help overcome barriers to banking access in several markets with high concentrations of unbanked households, focused on developing a more seamless path for them to navigate the financial system.

- With nearly 29% of our branches in low- to moderate-income (LMI) neighborhoods, we have introduced a new program within LMI neighborhood branches specially designed around the needs of the diverse communities we serve. The branches feature redesigned spaces created to deliver one-on-one consultations, improve digital access, and offer financial health seminars. We have selected a set of pilot locations to introduce the program, with a plan to expand to 100 LMI neighborhood Community Connections branches that have a high concentration of unbanked individuals.

Small Business Growth: We strengthen communities and help create local jobs by investing in underserved small business owners. We fund nonprofits that are focused on providing capital, technical assistance, and networks of support for entrepreneurs.

- Since 2020, donated roughly $420 million through the Open for Business Fund, which has provided more than 200 Community Development Financial Institutions (CDFIs) and other nonprofits with resources to help small business owners thrive. This funding has helped more than 336,000 small businesses and empowered them to create or sustain more than 461,000 jobs in local communities. Roughly $38.6 million was allocated to organizations based in Pennsylvania.

Wells Fargo has awarded grants and investments to a number of Philadelphia-based nonprofit organizations that have a focus on providing access to capital, business services and technical assistance to small businesses. A few of those organizations include, but are not limited to:

The Enterprise Center - For more than three decades, The Enterprise Center has promoted racial and economic equity by supporting the growth of diverse small businesses and partnering with West Philadelphia communities on revitalization strategies. As a trusted mediator, The Enterprise Center bring together businesses, communities, partners, and resource providers with the shared goal of equal opportunity and prosperity for all.

Finanta (formerly Community First Fund) – Finanta's mission is to create financial equity through wealth building opportunities for individuals, families, and business owners, especially Persons of Color, women, and immigrants. They align capital, knowledge, and advocacy to advance access to financial services, business ownership, housing, and community development.

Greater Hispanic Chamber of Commerce – Established in 1990, the Greater Philadelphia Hispanic Chamber of Commerce (GPHCC) is a not-for-profit organization devoted to promoting the advancement and economic growth of businesses and professionals in the

greater Philadelphia region. They accomplish this through educational programs, and a broad range of services and special events.

Urban League of Philadelphia – The Entrepreneurship Center provides technical assistance, strategic planning and linkages to resources to help small businesses grow their financial and human capital. The goal is to empower entrepreneurs to increase revenue and create employment opportunities in the region.

Philadelphia Industrial Development Corp. (PIDC) – PIDC's mission is to grow a global economy through inclusive economic development that ultimately achieves a high quality of life for all who live and work in Philadelphia.

VestedIn – Mission is to facilitate empowerment and wealth building through investment in communities. VestedIn takes the moving parts of our community and converts that power into tangible actions that propels motion that lasts for generations.

Women's Opportunity Resource Center (WORC) – Promotes social and economic self-sufficiency primarily for economically disadvantaged women and their families. WORC provides entrepreneurial training, individual business assistance, incentive savings programs, and access to business and financial resources.

Entrepreneur Works (EW)- EW provides an array of financial products (loans and grants) and business support services (training workshops, one-on-one technical assistance, business-to-business relationship building events) for entrepreneurs and small businesses. EW's target market includes aspiring and established entrepreneurs who are low and moderate income; women; immigrants; members of racial or ethnic minorities; and other historically disadvantaged populations, including returning citizens and veterans.

PA CDFI Network - The Pennsylvania CDFI Network is a statewide collective of 17 PA-based community development financial institutions (CDFIs) that primarily provide financing options for small businesses.

Small Business Products:

Wells Fargo has a comprehensive suite of products to help businesses grow and manage cash flow. Wells Fargo Advantage® Business Service Package is a flexible, full-featured business banking account, designed to help minimize fees. Wells Fargo entire suite of small business products can be found within the attached links:

- Small Business - Loans and Lines of Credit - Wells Fargo
- Business Resources for Women Entrepreneurs | Wells Fargo (wf.com)
- SBA 7(a) and SBA 504 Loans & Lending Options | Wells Fargo
- Small Business – Product List – Wells Fargo Business Lines of Credit
- Small Business – Product List – Wells Fargo Business Credit Cards

Employee Volunteerism & Giving:

Part of what makes Wells Fargo's philanthropy program so robust is the generosity of our employees who multiply our community impact, locally and collectively. Each year, eligible employees receive 16 hours of paid volunteer time to give back to local communities where they live and work. Wells Fargo provides an innovative and comprehensive portfolio of volunteer opportunities that allows for employees across the globe to engage where and how they want.

- **Employee Impact Teams:** Employee Impact Teams organize and lead group volunteer events throughout the year and nurture lasting relationships with local charities.

- **Global Fellows Volunteer program:** Our Global Fellows Program is a virtual volunteering initiative with the Grameen Foundation's Bankers without Borders®. This effort seeks to accelerate the social and economic progress of business and entrepreneurs in under-resourced communities around the world, while providing employees with an opportunity to develop leadership skills and enhance cultural competencies.

- **Wells Fargo Builds℠ program:** Thousands of employees have volunteered to build, renovate, paint, and repair affordable homes with low- and moderate-income families and individuals in collaboration with Habitat for Humanity International and Rebuilding Together.

- **Workplace giving:** Wells Fargo encourages employees to contribute to the communities where they live and work. The company facilitates employee donations year-round and amplifies the donation impact through the Community Care Grants program. Through this program, employees can qualify for grants for giving and service activities and then direct the funds to eligible charities of their choice.