

WELLS FARGO & COMPANY/MN  
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<b>Title of Each Class of Securities Offered</b>	<b>Maximum Aggregate Offering Price</b>	<b>Amount of Registration Fee<sup>(1)</sup></b>
Medium Term Notes, Series K, Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000 <sup>®</sup> Index and the iShares <sup>®</sup> MSCI EAFE ETF due October 10, 2019	\$3,200,000	\$398.40

(1) The total filing fee of \$398.40 is calculated in accordance with Rule 457(r) of the Securities Act of 1933 (the Securities Act ) and will be paid by wire transfer within the time required by Rule 456(b) of the Securities Act.

PRICING SUPPLEMENT No. 973 dated December 5, 2017

(To Market Measure Supplement dated March 18, 2015,

Prospectus Supplement dated March 18, 2015

and Prospectus dated March 18, 2015)

## **Wells Fargo & Company**

### **Medium-Term Notes, Series K**

#### **Equity Index and ETF Linked Securities**

#### **Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

#### **Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000<sup>®</sup> Index and the iShares<sup>®</sup> MSCI EAFE ETF due October 10, 2019**

Linked to the **lowest performing** of the Russell 2000<sup>®</sup> Index and the iShares<sup>®</sup> MSCI EAFE ETF (each referred to as a Market Measure )

**Monthly Coupon.** The securities will pay a fixed coupon on a monthly basis at a rate of 5.10% per annum

**Potential Loss of Principal.** Unlike ordinary debt securities, the securities do not repay a fixed amount of principal at stated maturity. Whether you are repaid the original offering price of your securities at stated maturity will depend on the performance of the lowest performing Market Measure. The lowest performing Market Measure is the Market Measure that has the **lowest** ending value as a percentage of its starting value. At stated maturity, you will receive the original offering price if, **and only if**, the lowest performing Market Measure does not decline by more than 20% from its starting value to its ending value. If the lowest performing Market Measure declines by more than 20%, you will receive less than the original offering price of your securities and have downside exposure to the decrease in the value of the lowest performing Market Measure from its starting value to its ending value, subject to the buffering effect of a multiplier equal to 1.25

You will have downside exposure to the lowest performing Market Measure from its starting value (subject to the buffering effect of the multiplier) if the ending value of the lowest performing Market Measure has declined by more than 20% from its starting value, but you will not participate in any appreciation of either Market Measure and will not receive any dividends on either Market Measure or any securities included in either Market Measure

Your payment at maturity will depend solely on the performance of the lowest performing Market Measure, with no offsetting benefit from the better performing Market Measure. Therefore, your payment at maturity will be adversely affected if either Market Measure performs poorly, even if the other Market Measure performs favorably

All payments on the securities are subject to the credit risk of Wells Fargo & Company, and you will have no ability to pursue either Market Measure or any securities included in either Market Measure for payment; if Wells Fargo & Company defaults on its obligations, you could lose some or all of your investment

No exchange listing; designed to be held to maturity

**On the date of this pricing supplement, the estimated value of the securities is \$990.54 per security. The estimated value of the securities was determined for us by Wells Fargo Securities, LLC using its proprietary pricing models. It is not an indication of actual profit to us or to Wells Fargo Securities, LLC or any of our other affiliates, nor is it an indication of the price, if any, at which Wells Fargo Securities, LLC or any other person may be willing to buy the securities from you at any time after issuance. See Investment Description in this pricing supplement.**

**The securities have complex features and investing in the securities involves risks not associated with an investment in conventional debt securities. See Risk Factors herein on page PRS-12.**

**The securities are unsecured obligations of Wells Fargo & Company and all payments on the securities are subject to the credit risk of Wells Fargo & Company. The securities are not deposits or other obligations of a depository institution and are not insured by the Federal Deposit Insurance Corporation, the Deposit Insurance Fund or any other governmental agency of the United States or any other jurisdiction.**

**Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this pricing supplement or the accompanying market measure supplement, prospectus supplement and prospectus is truthful or complete. Any representation to the contrary is a criminal offense.**

	<b>Original Offering Price</b>	<b>Agent Discount<sup>(1)</sup></b>	<b>Proceeds to Wells Fargo</b>
<b>Per Security</b>	\$1,000.00		\$1,000.00
<b>Total</b>	\$3,200,000.00		\$3,200,000.00

(1) Wells Fargo Securities, LLC, a wholly owned subsidiary of Wells Fargo & Company, is the agent for the distribution of the securities and is acting as principal. See Investment Description in this pricing supplement for further information.

**Wells Fargo Securities**

## Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier

### Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI

#### EAFE ETF due October 10, 2019

#### Investment Description

The Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI EAFE ETF due October 10, 2019 are senior unsecured debt securities of Wells Fargo & Company ( Wells Fargo ) that offer monthly coupon payments at a fixed rate. Unlike conventional debt securities, however, the securities do not repay a fixed amount of principal at stated maturity. Whether you are repaid the original offering price of your securities at stated maturity will depend upon the performance of the **lowest performing** of the Russell 2000® Index and the iShares® MSCI EAFE ETF (each referred to as a Market Measure ). The lowest performing Market Measure is the Market Measure that has the lowest ending value as a percentage of its starting value. The securities provide:

- (i) monthly coupon payments at a rate of 5.10% per annum;
- (ii) repayment of the original offering price if, **and only if**, the lowest performing Market Measure does not decline by more than 20% from its starting value to its ending value; and
- (iii) exposure to the decline in the value of the lowest performing Market Measure from its starting value if the lowest performing Market Measure declines by more than 20% from its starting value to its ending value, subject to the buffering effect of the multiplier.

**If the ending value of the lowest performing Market Measure has declined by more than 20% from its starting value, you will lose some, and possibly all, of the original offering price of your securities at stated maturity.**

**Any positive return on the securities will be limited to the sum of the coupon payments paid on the securities. You will not participate in any appreciation of either Market Measure. However, you will be exposed to the decline in the lowest performing Market Measure from its starting value (subject to the buffering effect of the multiplier) if its ending value has declined by more than 20% from its starting value.**

All payments on the securities are subject to the credit risk of Wells Fargo.

**Your payment at maturity will depend solely on the performance of the lowest performing Market Measure, with no offsetting benefit from the better performing Market Measure. Therefore, your payment at maturity will be adversely affected if either Market Measure performs poorly, even if the other Market Measure performs favorably.**

**The securities are riskier than alternative investments linked to only one of the Market Measures or linked to a basket composed of both Market Measures. Unlike those alternative investments, the payment at maturity on the securities will be subject to the full risks of both Market Measures, with no offsetting benefit from the better performing Market Measure. The securities are designed for investors who understand and are willing to bear this additional risk in exchange for the fixed coupon payments that the securities offer. Because the**

**payment at maturity may be adversely affected by poor performance by either Market Measure, you should not invest in the securities unless you understand and are willing to accept the full downside risks of both Market Measures.**

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Investment Description (Continued)**

The Russell 2000® Index is an equity index that is designed to reflect the performance of the small capitalization segment of the United States equity market. The iShares® MSCI EAFE ETF is an exchange traded fund that seeks to track the MSCI EAFE® Index, an equity index that is designed to measure equity performance in developed markets, excluding the United States and Canada.

You should read this pricing supplement together with the market measure supplement dated March 18, 2015, the prospectus supplement dated March 18, 2015 and the prospectus dated March 18, 2015 for additional information about the securities. Information included in this pricing supplement supersedes information in the market measure supplement, prospectus supplement and prospectus to the extent it is different from that information. Certain defined terms used but not defined herein have the meanings set forth in the prospectus supplement.

You may access the market measure supplement, prospectus supplement and prospectus on the SEC website [www.sec.gov](http://www.sec.gov) as follows (or if such address has changed, by reviewing our filing for the relevant date on the SEC website):

Market Measure Supplement dated March 18, 2015 filed with the SEC on March 18, 2015:  
<http://www.sec.gov/Archives/edgar/data/72971/000119312515096591/d890724d424b2.htm>

Prospectus Supplement dated March 18, 2015 and Prospectus dated March 18, 2015 filed with the SEC on March 18, 2015: <http://www.sec.gov/Archives/edgar/data/72971/000119312515096449/d890684d424b2.htm>

Russell 2000® and FTSE Russell are trademarks of the London Stock Exchange Group companies, and have been licensed for use by us. The securities, based on the performance of the Russell 2000® Index, are not sponsored, endorsed, sold or promoted by FTSE Russell and FTSE Russell makes no representation regarding the advisability of investing in the securities.

iShares® is a registered mark of BlackRock Institutional Trust Company, N.A. (BTC ). The securities are not sponsored, endorsed, sold or promoted by BTC, its affiliate, BlackRock Fund Advisors (BFA ), iShares Trust or iShares, Inc. None of BTC, BFA, iShares Trust or iShares, Inc. makes any representations or warranties to the holders of the securities or any member of the public regarding the advisability of investing in the securities. None of BTC, BFA, iShares Trust or iShares, Inc. will have any obligation or liability in connection with the registration, operation, marketing, trading or sale of the securities or in connection with Wells Fargo & Company's use of information about the iShares® MSCI EAFE ETF.

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Investment Description (Continued)**

The original offering price of each security of \$1,000 includes certain costs that are borne by you. Because of these costs, the estimated value of the securities on the pricing date is less than the original offering price. The costs included in the original offering price relate to selling, structuring, hedging and issuing the securities, as well as to our funding considerations for debt of this type.

The costs related to selling, structuring, hedging and issuing the securities include (i) the agent discount (if any), (ii) the projected profit that our hedge counterparty (which may be one of our affiliates) expects to realize for assuming risks inherent in hedging our obligations under the securities and (iii) hedging and other costs relating to the offering of the securities.

Our funding considerations take into account the higher issuance, operational and ongoing management costs of market-linked debt such as the securities as compared to our conventional debt of the same maturity, as well as our liquidity needs and preferences. Our funding considerations are reflected in the fact that we determine the economic terms of the securities based on an assumed funding rate that is generally lower than the interest rates implied by secondary market prices for our debt obligations and/or by other traded instruments referencing our debt obligations, which we refer to as our secondary market rates. As discussed below, our secondary market rates are used in determining the estimated value of the securities.

If the costs relating to selling, structuring, hedging and issuing the securities were lower, or if the assumed funding rate we use to determine the economic terms of the securities were higher, the economic terms of the securities would be more favorable to you and the estimated value would be higher. The estimated value of the securities as of the pricing date is set forth on the cover page of this pricing supplement.

*Determining the estimated value*

Our affiliate, Wells Fargo Securities, LLC (WFS), calculated the estimated value of the securities set forth on the cover page of this pricing supplement based on its proprietary pricing models. Based on these pricing models and related market inputs and assumptions referred to in this section below, WFS determined an estimated value for the securities by estimating the value of the combination of hypothetical financial instruments that would replicate the payout on the securities, which combination consists of a non-interest bearing, fixed-income bond (the debt component) and one or more derivative instruments underlying the economic terms of the securities (the derivative component).

The estimated value of the debt component is based on a reference interest rate, determined by WFS as of a recent date, that generally tracks our secondary market rates. Because WFS does not continuously calculate our reference interest rate, the reference interest rate used in the calculation of the estimated value of the debt component may be higher or lower than our secondary market rates at the time of that calculation. As noted above, we determine the economic terms of the securities based upon an assumed funding rate that is generally lower than our secondary



market rates. In contrast, in determining the estimated value of the securities, we value the debt component using a reference interest rate that generally tracks our secondary market rates. Because the reference interest rate is generally higher than the assumed funding rate, using the reference interest rate to value the debt component generally results in a lower estimated value for the debt component, which we believe more closely approximates a market valuation of the debt component than if we had used the assumed funding rate.

WFS calculated the estimated value of the derivative component based on a proprietary derivative-pricing model, which generated a theoretical price for the derivative instruments that constitute the derivative component based on various inputs, including the derivative component factors identified in Risk Factors The Value Of The Securities Prior To Stated Maturity Will Be Affected By Numerous Factors, Some Of Which Are Related In Complex Ways. These inputs may be market-observable or may be based on assumptions made by WFS in its discretion.

The estimated value of the securities determined by WFS is subject to important limitations. See Risk Factors The Estimated Value Of The Securities Is Determined By Our Affiliate s Pricing Models, Which May Differ From Those Of Other Dealers and Our Economic Interests And Those Of Any Dealer Participating In The Offering Are Potentially Adverse To Your Interests.

*Valuation of the securities after issuance*

The estimated value of the securities is not an indication of the price, if any, at which WFS or any other person may be willing to buy the securities from you in the secondary market. The price, if any, at which WFS or any of its affiliates may purchase the securities in the secondary market will be based upon WFS s proprietary pricing models and will fluctuate over the term of the securities due to changes in market conditions and other relevant factors. However, absent changes in these market conditions and other relevant factors, except as otherwise described in the following paragraph, any secondary market price will be lower than the estimated value on the pricing date because the secondary market price will be reduced by a bid-offer spread, which may vary depending on the aggregate face amount of the securities to be purchased in the secondary market transaction, and the expected cost of unwinding any related hedging transactions. Accordingly, unless market conditions and other relevant factors change significantly in your favor, any secondary market price for the securities is likely to be less than the original offering price.

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Investment Description (Continued)**

If WFS or any of its affiliates makes a secondary market in the securities at any time up to the issue date or during the 3-month period following the issue date, the secondary market price offered by WFS or any of its affiliates will be increased by an amount reflecting a portion of the costs associated with selling, structuring, hedging and issuing the securities that are included in the original offering price. Because this portion of the costs is not fully deducted upon issuance, any secondary market price offered by WFS or any of its affiliates during this period will be higher than it would be if it were based solely on WFS's proprietary pricing models less the bid-offer spread and hedging unwind costs described above. The amount of this increase in the secondary market price will decline steadily to zero over this 3-month period. If you hold the securities through an account at WFS or any of its affiliates, we expect that this increase will also be reflected in the value indicated for the securities on your brokerage account statement.

If WFS or any of its affiliates makes a secondary market in the securities, WFS expects to provide those secondary market prices to any unaffiliated broker-dealers through which the securities are held and to commercial pricing vendors. If you hold your securities through an account at a broker-dealer other than WFS or any of its affiliates, that broker-dealer may obtain market prices for the securities from WFS (directly or indirectly), but could also obtain such market prices from other sources, and may be willing to purchase the securities at any given time at a price that differs from the price at which WFS or any of its affiliates is willing to purchase the securities. As a result, if you hold your securities through an account at a broker-dealer other than WFS or any of its affiliates, the value of the securities on your brokerage account statement may be different than if you held your securities at WFS or any of its affiliates.

The securities will not be listed or displayed on any securities exchange or any automated quotation system. Although WFS and/or its affiliates may buy the securities from investors, they are not obligated to do so and are not required to make a market for the securities. There can be no assurance that a secondary market will develop.

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Investor Considerations**

We have designed the securities for investors who:

seek monthly coupon payments at a rate of 5.10% per annum;

understand that if the ending value of the lowest performing Market Measure has declined by more than 20% from its starting value, they will be exposed to the decline in the lowest performing Market Measure from its starting value, subject to the buffering effect of the multiplier, and will lose some, and possibly all, of the original offering price at stated maturity;

understand that the payment at maturity will depend solely on the performance of the lowest performing Market Measure, with no offsetting benefit from the better performing Market Measure;

understand that the ability of the multiplier to moderate any decline in the ending value of the lowest performing Market Measure of more than 20% is progressively reduced as the ending value of the lowest performing Market Measure declines because the multiplier only acts to buffer the performance of the lowest performing Market Measure on a percentage basis;

understand that the securities are riskier than alternative investments linked to only one of the Market Measures or linked to a basket composed of both Market Measures;

understand and are willing to accept the full downside risks of both Market Measures;

are willing to forgo participation in any appreciation of either Market Measure and dividends on the Market Measures or the securities included in either Market Measure; and

are willing to hold the securities to maturity.

The securities are not designed for, and may not be a suitable investment for, investors who:

seek a liquid investment or are unable or unwilling to hold the securities to maturity;

require full payment of the original offering price of the securities at stated maturity;

are unwilling to purchase securities with an estimated value as of the pricing date that is lower than the original offering price, as set forth on the cover page;

are unwilling to accept the risk that the ending value of the lowest performing Market Measure may decline by more than 20% from its starting value;

seek exposure to the upside performance of either or both Market Measures;

seek exposure to a basket composed of both Market Measures or a similar investment in which the payment at maturity is based on a blend of the performances of the Market Measures, rather than solely on the lowest performing Market Measure;

are unwilling to accept the risk of exposure to the small capitalization segment of the United States equity market and foreign developed equity markets;

are unwilling to accept the credit risk of Wells Fargo; or

prefer the lower risk of conventional fixed income investments with comparable maturities issued by companies with comparable credit ratings.

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier****Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI****EAFE ETF due October 10, 2019****Terms of the Securities**

<b>Market Measures:</b>	The Russell 2000® Index and the iShares® MSCI EAFE ETF (each referred to as a <u>Market Measure</u> , and collectively as the <u>Market Measures</u> ). The Russell 2000 Index is sometimes referred to herein as the <u>Index</u> and the iShares MSCI EAFE ETF is sometimes referred to herein as the <u>Fund</u> .
<b>Pricing Date:</b>	December 5, 2017.
<b>Issue Date:</b>	December 8, 2017. (T+3)
<b>Original Offering Price:</b>	\$1,000 per security. References in this pricing supplement to a security are to a security with a face amount of \$1,000.
<b>Coupon Payment:</b>	The coupon payment is a fixed amount payable monthly on each coupon payment date at a per annum rate equal to the coupon rate. See <u>Description of Notes Interest and Principal Payments</u> and <u>Fixed Rate Notes</u> in the prospectus supplement for a discussion of the manner in which the coupons payments will be calculated, accrued and paid.
<b>Coupon Payment Dates:</b>	Monthly, on the 10 <sup>th</sup> day of each month, commencing January 2018 and ending at maturity. If a coupon payment date is not a business day, we will make the coupon payment on the next business day.
<b>Coupon Rate:</b>	The <u>coupon rate</u> is 5.10% per annum.
<b>Stated Maturity Date:</b>	October 10, 2019. If the calculation day is postponed, the stated maturity date will be the later of (i) October 10, 2019 and (ii) three business days after the last calculation day as postponed. See <u>Calculation Day</u> and <u>Additional Terms of the Securities Market Disruption Events</u> for information about the circumstances that may result in a postponement of the calculation day. If the stated maturity date is not a business day, the payment to be made on the stated maturity date will be made on the next succeeding business day with the same force and effect as if it had been made on the stated maturity date. The securities are not subject to redemption by Wells Fargo or repayment at the option of any holder of the securities prior to the stated

	maturity date.
<b>Calculation Day:</b>	October 7, 2019. If the calculation day is not a trading day with respect to either Market Measure, the calculation day for each Market Measure will be postponed to the next succeeding day that is a trading day with respect to each Market Measure. The calculation day for a Market Measure is also subject to postponement due to the occurrence of a market disruption event with respect to such Market Measure on such calculation day. See Additional Terms of the Securities Market Disruption Events.
<b>Lowest Performing Market Measure:</b>	The <u>lowest performing Market Measure</u> will be the Market Measure with the lowest performance factor.
<b>Performance Factor:</b>	With respect to a Market Measure, its ending value divided by its starting value (expressed as a percentage).

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Terms of the Securities (Continued)**

You will be entitled to receive on the stated maturity date a cash payment per security in U.S. dollars equal to the redemption amount (in addition to the final coupon payment). The redemption amount per security will equal:

if the ending value of the lowest performing Market Measure is greater than or equal to its threshold value: \$1,000;

if the ending value of the lowest performing Market Measure is less than its threshold value:

$$\$1,000 \times \text{performance factor of the lowest performing Market Measure} \times \text{multiplier}$$

**Payment at  
Stated Maturity:**

**If the ending value of the lowest performing Market Measure is less than its threshold value, you will lose some, and possibly all, of the original offering price of your securities at stated maturity.**

**Any positive return on the securities will be limited to the sum of the coupon payments paid on the securities. You will not participate in any appreciation of either Market Measure. However, you will be exposed to the decline in the lowest performing Market Measure from its starting value (subject to the buffering effect of the multiplier) if the ending value of the lowest performing Market Measure has declined by more than 20% from its starting value.**

All calculations with respect to the redemption amount will be rounded to the nearest one hundred-thousandth, with five one-millionths rounded upward (e.g., 0.000005 would be rounded to 0.00001); and the redemption amount will be rounded to the nearest cent, with one-half cent rounded upward.

**Closing Value:**

With respect to the Index on any trading day, its closing level on that trading day; and with respect to the Fund on any trading day, its fund closing price on that trading day.

**Closing Level:**

	<p>The <u>closing level</u> of the Index on any trading day means the official closing level of the Index reported by the index sponsor on such trading day, as obtained by the calculation agent on such trading day from the licensed third-party market data vendor contracted by the calculation agent at such time; in particular, taking into account the decimal precision and/or rounding convention employed by such licensed third-party market data vendor on such date. Currently, the calculation agent obtains market data from Thomson Reuters Ltd., but the calculation agent may change its market data vendor at any time without notice. The foregoing provisions of this definition of <u>closing level</u> are subject to the provisions set forth below under <u>Additional Terms of the Securities Market Disruption Events</u>, <u>Adjustments to the Index</u> and <u>Discontinuance of the Index</u>.</p>
<p><b>Fund Closing Price:</b></p>	<p>The <u>fund closing price</u> with respect to the Fund on any trading day means the product of (i) the closing price of one share of the Fund (or one unit of any other security for which the fund closing price must be determined) on such trading day and (ii) the adjustment factor applicable to the Fund on such trading day.</p>
<p><b>Closing Price:</b></p>	<p>The <u>closing price</u> with respect to a share of the Fund (or one unit of any other security for which a closing price must be determined) on any trading day means the price, at the scheduled weekday closing time, without regard to after hours or any other trading outside the regular trading session hours, of the share on the principal United States securities exchange registered under the Securities Exchange Act of 1934, as amended, on which the share (or any such other security) is listed or admitted to trading.</p>
<p><b>Adjustment Factor:</b></p>	<p>The <u>adjustment factor</u> means, with respect to a share of the Fund (or one unit of any other security for which a fund closing price must be determined), 1.0, subject to adjustment in the event of certain events affecting the shares of the Fund. See <u>Additional Terms of the Securities Anti-dilution Adjustments Relating to the Fund</u>; <u>Alternate Calculation</u> below.</p>
<p><b>Starting Value:</b></p>	<p>With respect to the Russell 2000 Index: 1532.414</p>
<p><b>Ending Value:</b></p>	<p>With respect to the iShares MSCI EAFE ETF: \$69.58</p> <p>The <u>ending value</u> of a Market Measure will be its closing value on the calculation day.</p>



**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier****Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI****EAFE ETF due October 10, 2019****Terms of the Securities (Continued)**

<b>Threshold Value:</b>	With respect to the Russell 2000 Index: 1225.9312, which is equal to 80% of its starting value.  With respect to the iShares MSCI EAFE ETF: \$55.664, which is equal to 80% of its starting value.
<b>Multiplier:</b>	The <u>multiplier</u> will be equal to the starting value of the lowest performing Market Measure divided by its threshold value, or 100% divided by 80%, which is 1.25.
<b>Calculation Agent:</b>	Wells Fargo Securities, LLC
<b>No Listing:</b>	The securities will not be listed on any securities exchange or automated quotation system.
<b>Material Tax Consequences:</b>	For a discussion of the material U.S. federal income tax consequences and certain estate tax consequences of the ownership and disposition of the securities see United States Federal Tax Considerations.
<b>Agent:</b>	Wells Fargo Securities, LLC, a wholly owned subsidiary of Wells Fargo & Company. The agent may resell the securities to other securities dealers at the original offering price of the securities.  The agent or another affiliate of ours expects to realize hedging profits projected by its proprietary pricing models to the extent it assumes the risks inherent in hedging our obligations under the securities. If any dealer participating in the distribution of the securities or any of its affiliates conducts hedging activities for us in connection with the securities, that dealer or its affiliate will expect to realize a profit projected by its proprietary pricing models from such hedging activities. Any such projected profit will be in addition to any discount or concession received in connection with the sale of the securities to you.
<b>Denominations:</b>	\$1,000 and any integral multiple of \$1,000.

**CUSIP:**

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Determining Payment at Maturity**

On the stated maturity date, you will receive (in addition to the final coupon payment) a cash payment per security (the redemption amount) calculated as follows:

**Step 1:** Determine which Market Measure is the lowest performing Market Measure. The lowest performing Market Measure is the Market Measure with the lowest performance factor. The performance factor of a Market Measure is its ending value as a percentage of its starting value (i.e., its ending value *divided by* its starting value).

**Step 2:** Calculate the redemption amount based on the ending value of the lowest performing Market Measure, as follows:

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Hypothetical Payout Profile**

The following profile illustrates the potential payment at stated maturity on the securities (excluding the final coupon payment) for a range of hypothetical performances of the lowest performing Market Measure from its starting value to its ending value. This graph has been prepared for purposes of illustration only. Your actual payment at maturity will depend on the actual ending value of the lowest performing Market Measure and whether you hold your securities to stated maturity. The performance of the better performing Market Measure is not relevant to your payment at maturity.

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## **Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

### **Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

#### **Risk Factors**

The securities have complex features and investing in the securities will involve risks not associated with an investment in conventional debt securities. You should carefully consider the risk factors set forth below as well as the other information contained in this pricing supplement and the accompanying market measure supplement, prospectus supplement and prospectus, including the documents they incorporate by reference. As described in more detail below, the value of the securities may vary considerably before the stated maturity date due to events that are difficult to predict and are beyond our control. You should reach an investment decision only after you have carefully considered with your advisors the suitability of an investment in the securities in light of your particular circumstances. The index underlying the Fund is sometimes referred to as the fund underlying index.

#### **If The Ending Value Of The Lowest Performing Market Measure Is Less Than Its Threshold Value, You Will Lose Some, And Possibly All, Of The Original Offering Price Of Your Securities At Stated Maturity.**

We will not repay you a fixed amount on your securities at stated maturity. Instead, you will receive a payment at stated maturity that will be equal to or less than the original offering price per security, depending on the ending value of the lowest performing Market Measure.

If the ending value of the lowest performing Market Measure is less than its threshold value, the redemption amount will be less than the original offering price per security and will reflect the ending value of the lowest performing Market Measure expressed as a percentage of its starting value, as adjusted by the multiplier. Specifically, if the ending value of the lowest performing Market Measure is less than its threshold value, you will lose approximately 1.25% of the original offering price for every 1% that the ending value of the lowest performing Market Measure is less than its threshold value. As a result, you may receive less than, and possibly lose all of, the original offering price per security at stated maturity, even if the value of the lowest performing Market Measure is greater than or equal to its starting value or its threshold value at certain times during the term of the securities.

#### **The Buffering Effect Of The Multiplier Will Decrease As The Ending Value Of The Lowest Performing Market Measure Decreases.**

If the ending value of the lowest performing Market Measure is less than its threshold value, the redemption amount will reflect the buffering effect of the multiplier, such that the redemption amount will be greater than it would have been had it been based solely on the performance of the lowest performing Market Measure from its starting value to its ending value. As the performance of the lowest performing Market Measure declines, however, the outperformance of the securities relative to the performance of the lowest performing Market Measure will decline as well, because the multiplier only acts to buffer the performance of the lowest performing Market Measure on a percentage basis. For example, if the ending value of the lowest performing Market Measure is 70% of its starting value, the redemption amount would be equal to \$875.00 per security ( $\$1,000 \times .70 \times \text{multiplier}$ ), which is \$175.00 greater than it would have been had it been based solely on the performance of the lowest performing Market Measure without the multiplier (i.e., \$700.00). However, if the ending value of the lowest performing Market Measure is 40% of its starting value, the redemption amount would be equal to \$500.00 per security ( $\$1,000 \times .40 \times \text{multiplier}$ ), which is only \$100.00 greater than it would have been had it been based solely on the performance of the lowest performing Market

Measure without the multiplier (i.e., \$400.00). If the ending value of the lowest performing Market Measure is zero, the redemption amount will be zero ( $\$1,000 \times .00 \times \text{multiplier}$ ).

**The Securities Are Subject To The Full Risks Of Both Market Measures And The Payment At Maturity Will Be Negatively Affected If Either Market Measure Performs Poorly, Even If The Other Market Measure Performs Favorably.**

You are subject to the full risks of both Market Measures. If either Market Measure performs poorly, your payment at maturity may be negatively affected, even if the other Market Measure performs favorably. The securities are not linked to a basket composed of the Market Measures, where the better performance of one Market Measure could offset the poor performance of the other Market Measure. Instead, you are subject to the full risks of the lowest performing Market Measure. As a result, the securities are riskier than an alternative investment linked to only one of the Market Measures or linked to a basket composed of both Market Measures. You should not invest in the securities unless you understand and are willing to accept the full downside risks of both Market Measures.

**The Payment At Maturity Will Depend Solely On The Performance Of The Lowest Performing Market Measure, Without Any Offsetting Benefit Of The Better Performing Market Measure.**

Your payment at maturity will depend solely on the performance of the lowest performing Market Measure. Although it is necessary for both Market Measures to close above their respective threshold values on the calculation day for you to be repaid the original offering price of your securities at maturity, you will not benefit in any way from the performance of the better performing Market Measure. The securities may underperform an alternative investment linked to a basket composed of the Market Measures, since in such case the performance of the better performing Market Measure would be blended with the performance of the lowest performing Market Measure, resulting in a potentially higher payment at maturity than the payment at maturity based on the lowest performing Market Measure alone.

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**Market Linked Securities Fixed Coupon and Buffered Downside With Multiplier**

**Principal at Risk Securities Linked to the Lowest Performing of the Russell 2000® Index and the iShares® MSCI**

**EAFE ETF due October 10, 2019**

**Risk Factors (Continued)**

**You Will Be Subject To Risks Resulting From The Relationship Between The Market Measures.**

It is preferable from your perspective for the Market Measures to be correlated with each other so that their values will tend to increase or decrease at similar times and by similar magnitudes. By investing in the securities, you assume the risk that the Market Measures will not exhibit this relationship. The less correlated the Market Measures, the more likely it is that the closing value of either one of the Market Measures will be below its threshold value on the calculation day.

All that is necessary for the payment at maturity to be less than the original offering price of the securities is for one of the Market Measures to close below its threshold value on the calculation day; the performance of the better performing Market Measure is not relevant to the payment at maturity on the securities. It is impossible to predict what the relationship between the Market Measures will be over the term of the securities. Each Market Measure represents a different equity market. The Russell 2000 Index represents the small capitalization segment of the United States equity market and the iShares MSCI EAFE ETF represents developed equity markets, excluding the United States and Canada. These different equity markets may not perform similarly over the term of the securities.

**You May Be Exposed To The Decline In The Lowest Performing Market Measure From Its Starting Value, But Will Not Participate In Any Positive Performance Of Either Market Measure.**

Even though you will be exposed to a decline in the ending value of the lowest performing Market Measure below its threshold value (subject to the buffering effect of the multiplier), you will not participate in any increase in the value of either Market Measure over the term of the securities. Your maximum possible return on the securities will be limited to the sum of the coupon payments paid on the securities. Consequently, your return on the securities may be significantly less than the return you could achieve on an alternative investment that provides for participation in an increase in the value of either or both Market Measures.

**Higher Coupon Rates Are Associated With Greater Risk.**

The securities offer coupon payments at a higher rate than the rate we would pay on conventional debt securities of the same maturity. These higher coupon payments are associated with greater levels of expected risk as of the pricing date as compared to conventional debt securities, including the risk that you may lose a substantial portion, and possibly all, of the original offering price per security at maturity. The volatility of the Market Measures and the correlation between the Market Measures are important factors affecting this risk. Volatility is a measurement of the size and frequency of daily fluctuations in the value of a Market Measure, typically observed over a specified period of time. Volatility can be measured in a variety of ways, including on a historical basis or on an expected basis as implied by option prices in the market. Correlation is a measurement of the extent to which the values of the Market Measures tend to fluctuate at the same time, in the same direction and in similar magnitudes. Greater expected volatility of the Market Measures or lower expected correlation between the Market Measures as of the pricing date may result in a

higher coupon rate, but it also represents a greater expected likelihood as of the pricing date that the ending value of at least one Market Measure will be less than its threshold value on the calculation day such that you will lose a substantial portion, and possibly all, of the original offering price per security at maturity. In general, the higher the coupon rate is relative to the rate we would pay on conventional debt securities, the greater the expected risk that you will lose a substantial portion, and possibly all, of the original offering price per security at maturity.

**The Securities Are Subject To The Credit Risk Of Wells Fargo.**

The securities are our obligations and are not, either directly or indirectly, an obligation of any third party. Any amounts payable under the securities are subject to our creditworthiness, and you will have no ability to pursue either Market Measure or the securities included in either Market Measure for payment. As a result, our actual and perceived creditworthiness may affect the value of the securities and, in the event we were to default on our obligations, you may not receive any amounts owed to you under the terms of the securities.

**The Estimated Value Of The Securities On The Pricing Date, Based On WFS's Proprietary Pricing Models, Is Less Than The Original Offering Price.**

The original offering price of the securities includes certain costs that are borne by you. Because of these costs, the estimated value of the securities on the pricing date is less than the original offering price. The costs included in the original offering price relate to selling, structuring, hedging and issuing the securities, as well as to our funding considerations for debt of this type. The costs related to selling, structuring, hedging and issuing the securities include (i) the agent discount (if any), (ii) the projected profit that our hedge counterparty (which may be one of our affiliates) expects to realize for assuming risks inherent in hedging our obligations under the securities and (iii) hedging and other costs relating to the offering of the securities. Our funding considerations are reflected in the fact that we determine the economic terms of the securities based on an assumed funding rate that is generally lower than our secondary market rates. If the costs relating to selling, structuring, hedging and issuing the securities were lower, or if the assumed funding rate



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**Risk Factors (Continued)**

we use to determine the economic terms of the securities were higher, the economic terms of the securities would be more favorable to you and the estimated value would be higher.

**The Estimated Value Of The Securities Is Determined By Our Affiliate s Pricing Models, Which May Differ From Those Of Other Dealers.**

The estimated value of the securities was determined for us by WFS using its proprietary pricing models and related market inputs and assumptions referred to above under Investment Description Determining the estimated value. Certain inputs to these models may be determined by WFS in its discretion. WFS s views on these inputs may differ from other dealers views, and WFS s estimated value of the securities may be higher, and perhaps materially higher, than the estimated value of the securities that would be determined by other dealers in the market. WFS s models and its inputs and related assumptions may prove to be wrong and therefore not an accurate reflection of the value of the securities.

**The Estimated Value Of The Securities Is Not An Indication Of The Price, If Any, At Which WFS Or Any Other Person May Be Willing To Buy The Securities From You In The Secondary Market.**

The price, if any, at which WFS or any of its affiliates may purchase the securities in the secondary market will be based on WFS s proprietary pricing models and will fluctuate over the term of the securities as a result of changes in the market and other factors described in the next risk factor. Any such secondary market price for the securities will also be reduced by a bid-offer spread, which may vary depending on the aggregate face amount of the securities to be purchased in the secondary market transaction, and the expected cost of unwinding any related hedging transactions. Unless the factors described in the next risk factor change significantly in your favor, any such secondary market price for the securities is likely to be less than the original offering price.

If WFS or any of its affiliates makes a secondary market in the securities at any time up to the issue date or during the 3-month period following the issue date, the secondary market price offered by WFS or any of its affiliates will be increased by an amount reflecting a portion of the costs associated with selling, structuring, hedging and issuing the securities that are included in the original offering price. Because this portion of the costs is not fully deducted upon issuance, any secondary market price offered by WFS or any of its affiliates during this period will be higher than it would be if it were based solely on WFS s proprietary pricing models less the bid-offer spread and hedging unwind costs described above. The amount of this increase in the secondary market price will decline steadily to zero over this 3-month period. If you hold the securities through an account at WFS or any of its affiliates, we expect that this increase will also be reflected in the value indicated for the securities on your brokerage account statement. If you hold your securities through an account at a broker-dealer other than WFS or any of its affiliates, the value of the securities on your brokerage account statement may be different than if you held your securities at WFS or any of its affiliates, as discussed above under Investment Description.

**The Value Of The Securities Prior To Stated Maturity Will Be Affected By Numerous Factors, Some Of Which Are Related In Complex Ways.**

The value of the securities prior to stated maturity will be affected by the value of each Market Measure at that time, interest rates at that time and a number of other factors, some of which are interrelated in complex ways. The effect of any one factor may be offset or magnified by the effect of another factor. The following factors, which we refer to as the derivative component factors, are expected to affect the value of the securities. When we refer to the value of your security, we mean the value you could receive for your security if you are able to sell it in the open market before the stated maturity date.

**Performance of the Market Measures.** The value of the securities prior to maturity will depend substantially on the value of each Market Measure. The price at which you may be able to sell the securities before stated maturity may be at a discount, which could be substantial, from their original offering price, if the value of the lowest performing Market Measure at such time is less than, equal to or not sufficiently above its starting value or its threshold value.

**Interest Rates.** The value of the securities may be affected by changes in the interest rates in the U.S. markets.

**Volatility Of The Market Measures.** Volatility is the term used to describe the size and frequency of market fluctuations. The value of the securities may be affected if the volatility of the Market Measures changes.

**Correlation Between The Market Measures.** Correlation refers to the extent to which the values of the Market Measures tend to fluctuate at the same time, in the same direction and in similar magnitudes. The correlation between the Market Measures may be positive, zero or negative. The value of the securities is likely to decrease if the correlation between the Market Measures decreases.

**Time Remaining To Maturity.** The value of the securities at any given time prior to maturity will likely be different from that which would be expected based on the then-current values of the Market Measures. This difference will most likely

