2018 BancAnalysts Association of Boston Conference

Beau Cummins, Co-Chief Operating Officer

November 8, 2018

SunTrust

IMPORTANT CAUTIONARY STATEMENT

The following should be read in conjunction with the financial statements, notes and other information contained in the Company's 2017 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K.

This presentation includes non-GAAP financial measures to describe SunTrust's performance. We reconcile those measures to GAAP measures within the presentation or in the appendix or refer to the location where the reconciliation can be found in a prior release or presentation by the Company. The Company presents the following non-GAAP measures because many investors find them useful. Specifically:

- Consistent with Securities and Exchange Commission Industry Guide 3, the Company presents revenue and efficiency ratios on a fully taxable equivalent ("FTE") basis. The FTE basis adjusts for the tax-favored status of net interest income from certain loans and investments using applicable federal and state income tax rates to increase tax-exempt interest income to a taxable-equivalent basis.
- The Company presents certain capital information on a tangible basis, including return on average tangible common equity. These measures exclude the after-tax impact of purchase accounting intangible assets.
- Similarly, the Company presents Efficiency ratio-FTE, Tangible efficiency ratio-FTE, and Adjusted tangible efficiency ratio-FTE. The efficiency ratio is computed by dividing Noninterest expense by Total revenue. Efficiency ratio-FTE is computed by dividing Noninterest expense by Total revenue-FTE. Tangible efficiency ratio-FTE excludes the amortization related to intangible assets and certain tax credits. Adjusted tangible efficiency ratio-FTE removes the impact of certain material and potentially non-recurring items from the calculation of Tangible efficiency ratio-FTE.
- The Company presents adjusted EPS which excludes the impact of certain material and potentially non-recurring items.

This presentation contains forward-looking statements. Statements regarding future levels of earnings per share, efficiency ratios, capital returns, investment banking market share, C&I loan loss rates and growth opportunities in our Wholesale banking segment are forward looking statements. Also, any statement that does not describe historical or current facts is a forward-looking statement. These statements often include the words "believes," "expects," "anticipates," "estimates," "intends," "plans," "targets," "strategies," "goals," "initiatives," "opportunity," "potentially," "probably," "projects," "outlook," or similar expressions or future conditional verbs such as "may," "will," "should," "would," and "could." Such statements are based upon the current beliefs and expectations of management and on information currently available to management. They speak as of the date hereof, and we do not assume any obligation to update the statements made herein or to update the reasons why actual results could differ from those contained in such statements in light of new information or future events.

Forward-looking statements are subject to significant risks and uncertainties. Investors are cautioned against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Factors that could cause actual results to differ materially from those described in the forward-looking statements can be found in Part I, Item 1A., "Risk Factors," in our Annual Report on Form 10-K for the year ended December 31, 2017 and in other periodic reports that we file with the SEC. Those factors include: current and future legislation and regulation could require us to change our business practices, reduce revenue, impose additional costs, or otherwise adversely affect business operations or competitiveness; we are subject to stringent capital adequacy and liquidity requirements and our failure to meet these would adversely affect our financial condition; the monetary and fiscal policies of the federal government and its agencies could have a material adverse effect on our earnings; our financial results have been, and may continue to be, materially affected by general economic conditions, and a deterioration of economic conditions or of the financial markets may materially adversely affect our lending and other businesses and our financial results and condition; changes in market interest rates or capital markets could adversely affect our revenue and expenses, the value of assets and obligations, and the availability and cost of capital and liquidity; our earnings may be affected by volatility in mortgage production and servicing revenues, and by changes in carrying values of our servicing assets and mortgages held for sale due to changes in interest rates; interest rates on our outstanding financial instruments might be subject to change based on regulatory developments, which could adversely affect our revenue, expenses, and the value of those financial instruments; disruptions in our ability to access global capital markets may adversely affect our capital resources and liquidity; we are subject to credit risk; we may have more credit risk and higher credit losses to the extent that our loans are concentrated by loan type, industry segment, borrower type, or location of the borrower or collateral; we rely on the mortgage secondary market and GSEs for some of our liquidity; loss of customer deposits could increase our funding costs; any reduction in our credit rating could increase the cost of our funding from the capital markets; we are subject to litigation, and our expenses related to this litigation may adversely affect our results; we may incur fines, penalties and other negative consequences from regulatory violations, possibly even inadvertent or unintentional violations; we are subject to certain risks related to originating and selling mortgages, and may be required to repurchase mortgage loans or indemnify mortgage loan purchasers as a result of breaches of representations and warranties, or borrower fraud, and this could harm our liquidity, results of operations, and financial condition; we face risks as a servicer of loans; consumers and small businesses may decide not to use banks to complete their financial transactions, which could affect net income; we have businesses other than banking which subject us to a variety of risks; negative public opinion could damage our reputation and adversely impact business and revenues; we may face more intense scrutiny of our sales, training, and incentive compensation practices; we rely on other companies to provide key components of our business infrastructure; competition in the financial services industry is intense and we could lose business or suffer margin declines as a result; we continually encounter technological change and must effectively develop and implement new technology; maintaining or increasing market share depends on market acceptance and regulatory approval of new products and services; we have in the past and may in the future pursue acquisitions, which could affect costs and from which we may not be able to realize anticipated benefits; we depend on the expertise of key personnel, and if these individuals leave or change their roles without effective replacements, operations may suffer; we may not be able to hire or retain additional qualified personnel and recruiting and compensation costs may increase as a result of turnover, both of which may increase costs and reduce profitability and may adversely impact our ability to implement our business strategies; our framework for managing risks may not be effective in mitigating risk and loss to us; our controls and procedures may not prevent or detect all errors or acts of fraud; we are at risk of increased losses from fraud; our operational and communications systems and infrastructure may fail or may be the subject of a breach or cyber-attack that, if successful, could adversely affect our business and disrupt business continuity; a disruption, breach, or failure in the operational systems and infrastructure of our third party vendors and other service providers, including as a result of cyber-attacks, could adversely affect our business; natural disasters and other catastrophic events could have a material adverse impact on our operations or our financial condition and results; the soundness of other financial institutions could adversely affect us; we depend on the accuracy and completeness of information about clients and counterparties; our accounting policies and processes are critical to how we report our financial condition and results of operation, and they require management to make estimates about matters that are uncertain; depressed market values for our stock and adverse economic conditions sustained over a period of time may require us to write down some portion of our goodwill; our stock price can be volatile; we might not pay dividends on our stock; our ability to receive dividends from our subsidiaries or other investments could affect our liquidity and ability to pay dividends; and certain banking laws and certain provisions of our articles of incorporation may have an anti-takeover effect.

SunTrust Overview

SUNTRUST OVERVIEW

✓ Purpose-Oriented

- Leading the onUp movement to improve financial confidence
- Creator of Momentum onUp, an industry-leading workplace financial wellness program offered to our teammates and Wholesale Banking clients

✓ Strong Franchise & Diverse Business Mix

- 13% deposit market share in top 10 MSA's (double the peer median)[1]
- Broad suite of lending, payment / depository, capital markets / advisory, and wealth management capabilities
  - → SunTrust Robinson Humphrey is a leading middle-market corporate & investment bank
  - → Robust digital platform & set of capabilities (received four Javelin 'Leader' Awards for online and mobile banking) in October 2018

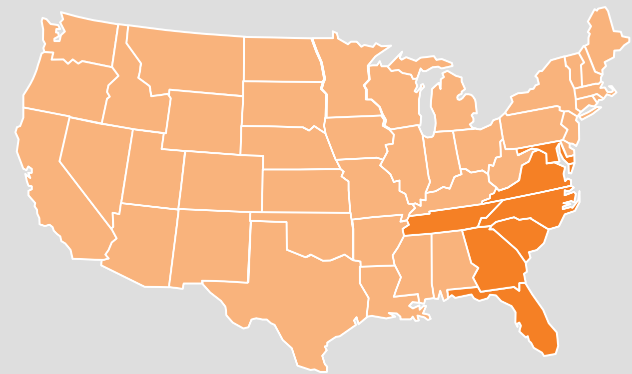
✓ Optimal Market Position

- Well-diversified mix of regionally-focused businesses (within the high growth markets of the Southeast and Mid-Atlantic) and more nationally-oriented businesses
- Top 10 across most dimensions[2]; large enough to compete with the largest banks, while still being small enough to serve our clients as OneTeam

✓ Proven Track Record

- Six consecutive years of higher earnings per share, improved efficiency, and increased capital returns

Market Position



National Businesses
- Corporate & Investment Banking
- Commercial Real Estate
- Consumer Lending (LightStream, third-party partnerships)
- Specialty PWM
- Correspondent Mortgage

Regional Businesses
- Commercial Banking (growing national presence)
- Consumer Banking
- Consumer Lending (HELOC, credit card)
- Private Wealth Management
- Retail Mortgage

Optimal Size[3]	Strong Financial Performance[4]
Assets: $211bn	45% EPS Growth
Loans: $147bn	17.1% ROTCE
Deposits: $160bn	3.2% Dividend Yield

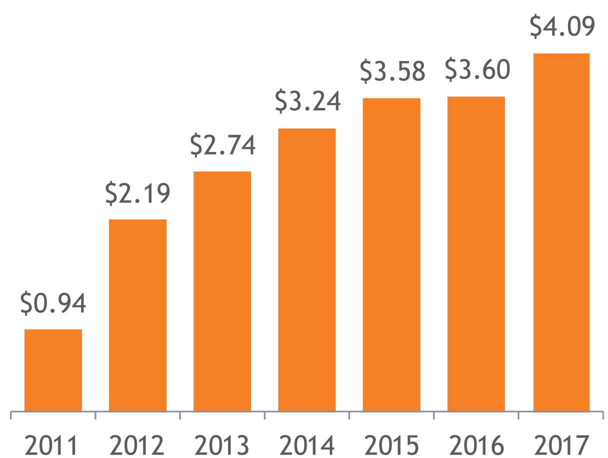
See appendix slide #24 for footnotes

INVESTMENT THESIS

2017 marked the 6th consecutive year of improvement across key metrics; 2018 on track to be the 7th consecutive year

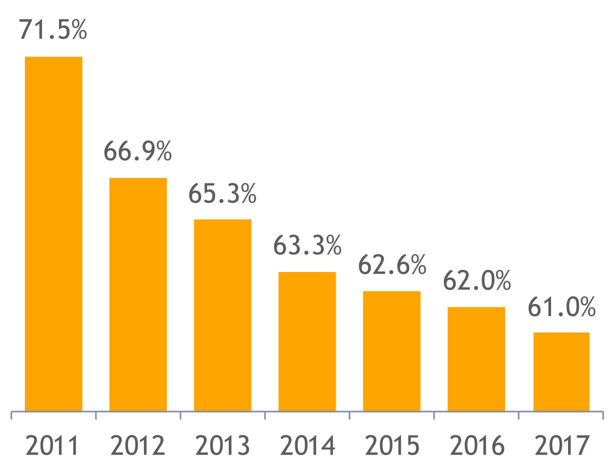
1 Strong & Diverse Franchise Investing in Growth

(Earnings per share[1])



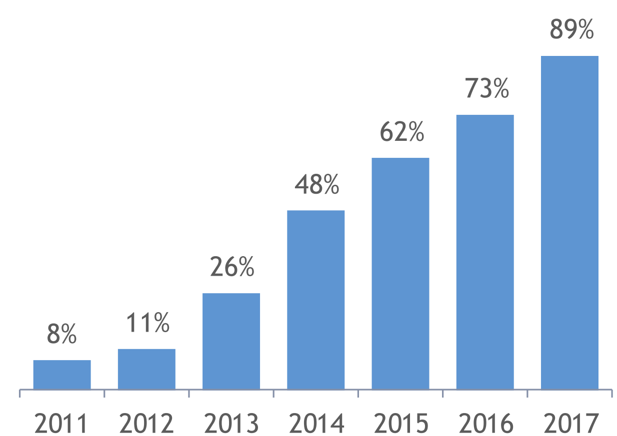
2 Improving Efficiency & Returns

(Adjusted tangible efficiency ratio[2])



3 Strong Capital Position Supports Growth

(Dividends & share buybacks as a % of net income)



~7 Year Total Shareholder Return: 300% (peer median: 162%[3])

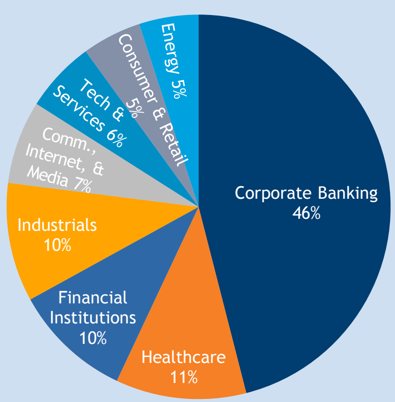
1. 2012, 2013, 2014, and 2017 values represent adjusted earnings per share. The impact of excluding discrete items was ($1.40), $0.33, $0.01, and ($0.39) for 2012, 2013, 2014, and 2017, respectively. Please refer to appendix slide #22 for GAAP reconciliations
2. Adjusted figures are intended to provide management and investors information on trends that are more comparable across periods and potentially more comparable across institutions. There were no adjustments in 2011, 2015, and 2016. GAAP efficiency ratios were 73.0%, 60.0%, 72.3%, 67.9%, 64.2%, 63.6%, and 64.1% for 2011, 2012, 2013, 2014, 2015, 2016, and 2017, respectively. Please refer to appendix slide #23 for GAAP reconciliations
3. Source: Bloomberg. Reflects 12/31/2011 – 11/5/2018. Peer group consists of BAC, BBT, CFG, FITB, HBAN, KEY, MTB, PNC, RF, USB, WFC. Dividends assumed to be reinvested in same security

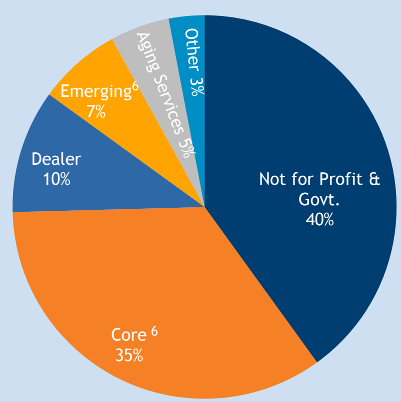
Wholesale Banking Overview

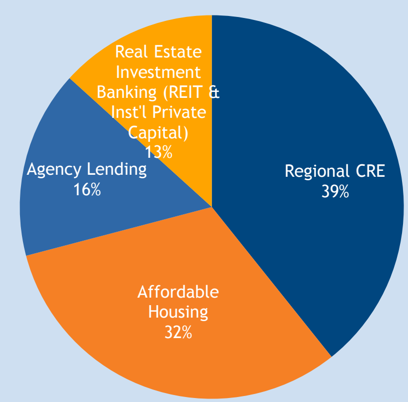
WHOLESALE BANKING OVERVIEW[1]

	Corporate & Investment Banking (STRH)[2]	Commercial Banking (CML)	Commercial Real Estate (CRE)
LTM Revenue (FTE)	$2.0bn	$1.2bn	$547mm
Tangible Efficiency Ratio (FTE)	48%	41%	33%[3]
Loans	$32bn	$25bn	$12bn[4]
Deposits	$17bn	$26bn	$4bn
Geographic Presence	National	Southeast and Mid-Atlantic; growing national presence	REIT, IPC, Affordable Housing, Agency Lending: National Regional: Southeast/Mid-Atlantic
Key Competitors	Universal & Regional Banks, Middle-Market Boutiques	Universal & Regional Banks	Universal & Regional Banks

Revenue Mix[5]







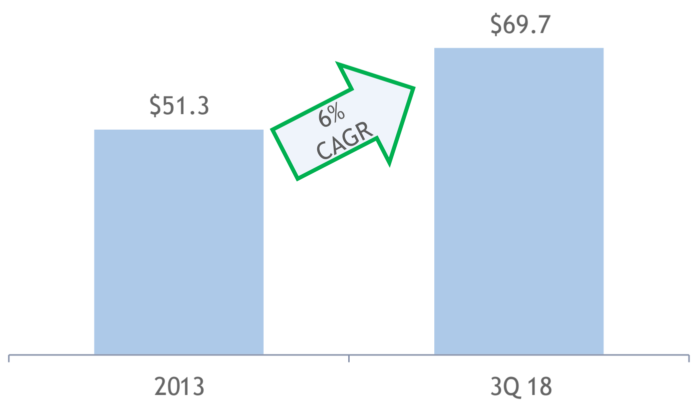
See appendix slide #24 for footnotes

WHOLESALE BANKING: FINANCIAL PERFORMANCE

- Strong, consistent growth
- Wholesale has been a key contributor to the Company's improved profitability
- Strong return metrics
  - → YTD ROE: 15.2%
  - → YTD ROA: 1.8%
  - → YTD TER: 44.4%[1]

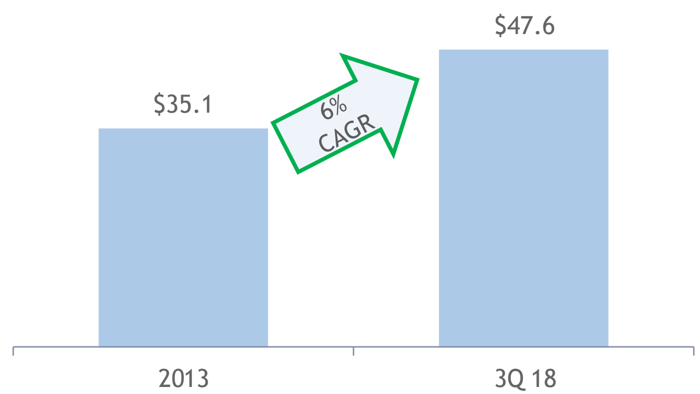
Average Loans

($ in billions)



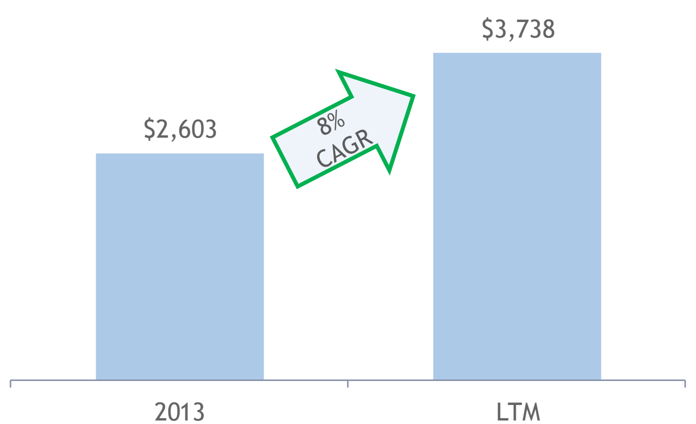
Average Deposits

($ in billions)

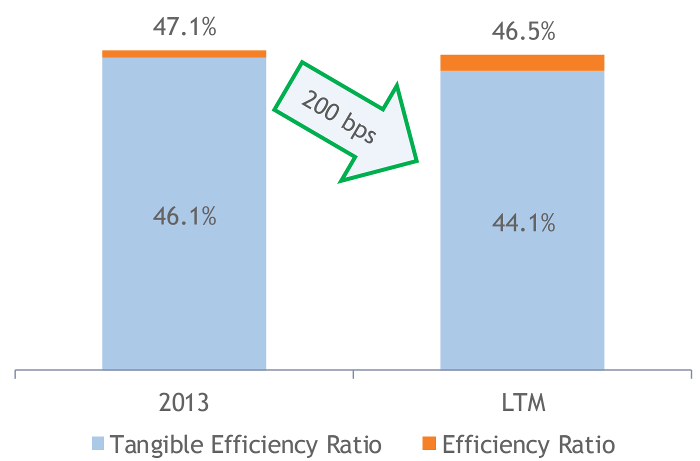


Total Revenue (FTE)

($ in millions)



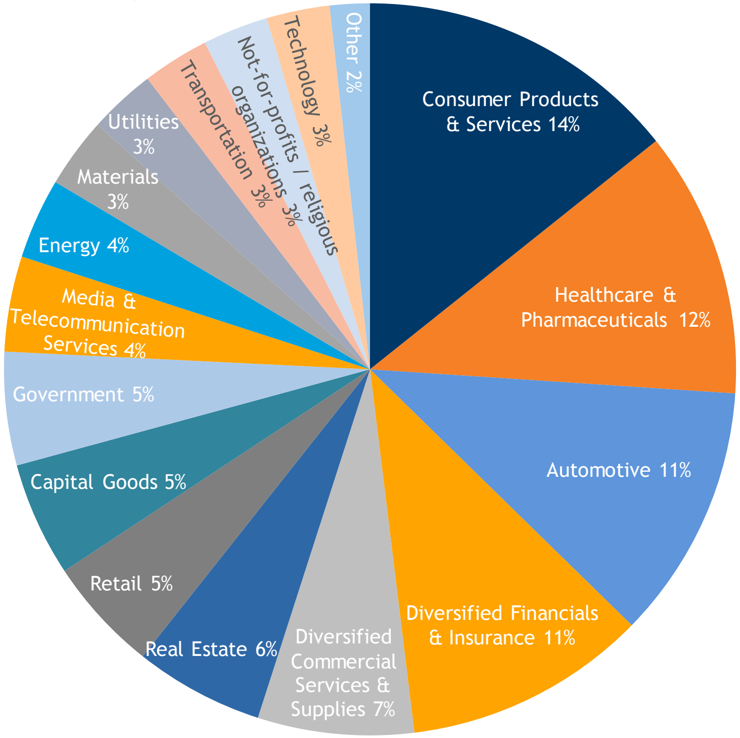
Tangible Efficiency Ratio (FTE)[1]



See appendix slide #24 for footnotes

Note: Historical financial metrics have been restated for the sale of Premium Finance Corporation in December 2017, the migration of Business Banking to Consumer Banking in 1Q 18, recent client migrations, and management reporting methodology changes

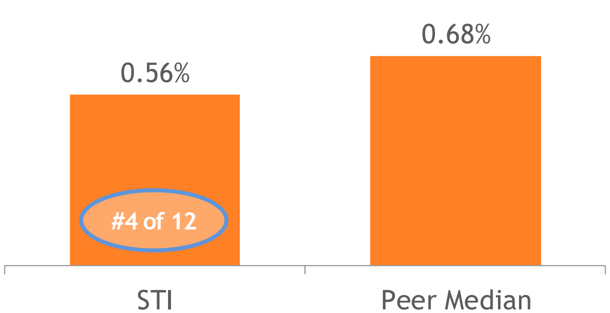
STRONG RISK MANAGEMENT CULTURE



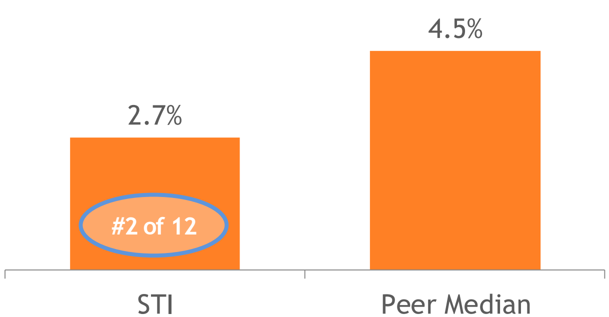
- $68bn commercial loan portfolio[1]
  - → Diversified across 20+ industries and sub-industries
  - → Good geographic diversity (most businesses within Wholesale are national)
- High quality portfolio
  - → Commercial criticized loans are consistently among the lowest relative to peers
  - → Leveraged lending portfolio governed by strict internal limits (total size, industry concentration, single borrower-exposures)
  - → YTD NCO ratio: 14 bps
- Strength and diversity of portfolio validated by consistently strong CCAR performance
  - → C&I loss rates rank #1 or #2 against peers over the last 3 years[4]

Consistently High Quality

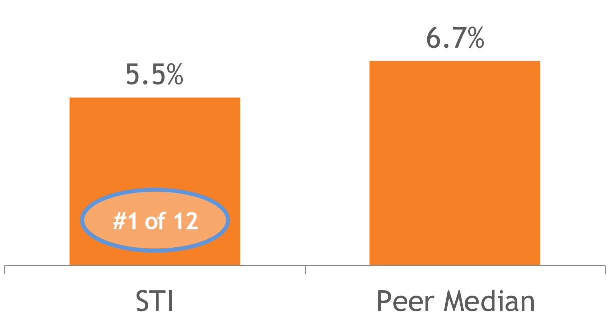
Past: C&I Net Charge-Offs (2007-2018)[2]



Present: Criticized Commercial Loans[3]



Future: DFAST 9-quarter C&I Loss Rates[4]



See appendix slide #24 for footnotes

Overview of Wholesale Banking Strategy

WHOLESALE SEGMENT: COMPETITIVE ADVANTAGE

	Universal Banks	Regional Banks	Boutique Firms	
Full Product Capabilities	✓	✗	✗	✓
Industry Vertical Expertise	✓	✗	✓	✓
Middle-Market Focus	✗	✓	✓	✓
OneTeam Approach	✗	✓	✓	✓
Balance Sheet	✓	✓	✗	✓

Achieving National Recognition

- ✓ Named the 2017 USA Outstanding M&A Middle Markets Investment Bank of the Year by *Atlas Awards*
- ✓ Named the 2016 U.S. Mid-Market Equity House of the Year by *International Financing Review (IFR)*

STRH: PROVEN SUCCESS WITH FUTURE POTENTIAL

STRH Overview

Universal Investment Banking Platform with Top Tier Talent

- Comprehensive industry expertise (8 industry practice groups with 30+ sub-industry verticals)
- Robust equity research platform (700+ companies under research coverage)
  - → Focused on mid-cap companies with above-average growth potential
- Reputation, proven success, and OneTeam culture continue to attract top talent

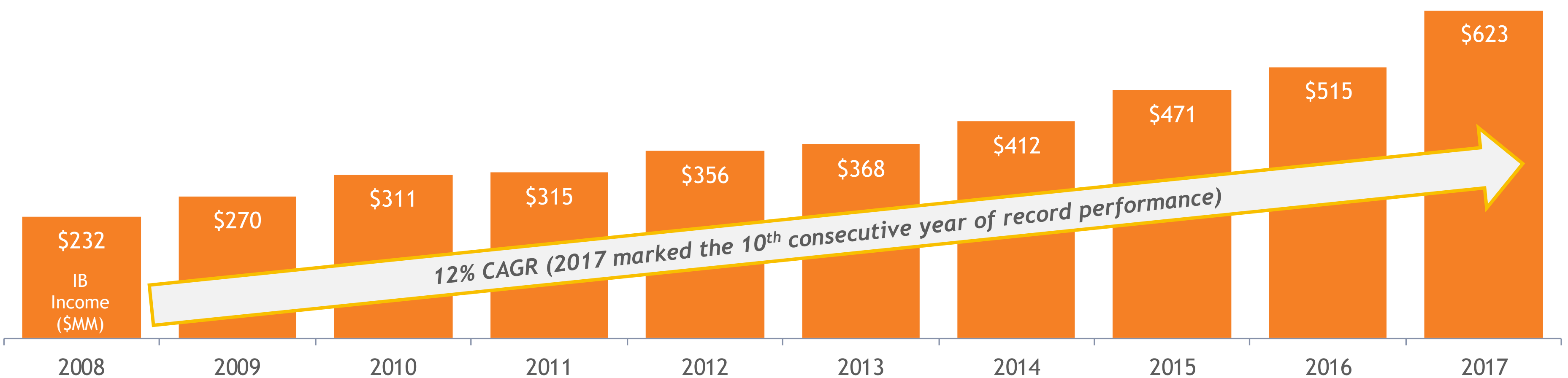
OneTeam Culture Focused on Delivering Relevant, Bespoke Advice

- Agile, client-centric coverage model seamlessly adapts to evolving client needs and wallet opportunity
  - → Underpinned by purpose-oriented culture focused on clients' financial well-being
- Ability to export STRH talent across the Company remains a key driver of success

Lower Volatility Business Model

- <$5MM VaR (YTD average)
- STRH trading revenue is <2% of SunTrust's revenue[1]
  - → Trading platform primarily focused on supporting issuer clients and capital markets origination business
- Below average IB income volatility relative to peers[2]

Proven Success with Future Potential[3]



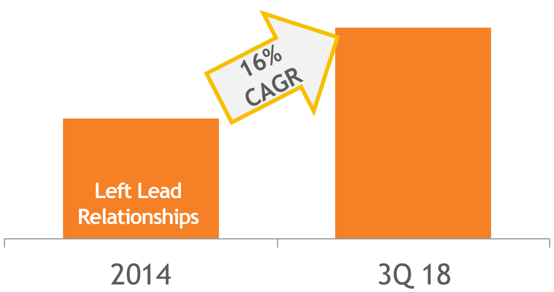
See appendix slide #24 for footnotes

PROVEN SUCCESS WITH FUTURE POTENTIAL (CONT.)

~1.5-2%	~2-2.5%	~5%
2014 Market Share[1]	Current Market Share[1]	Future Market Share[1]

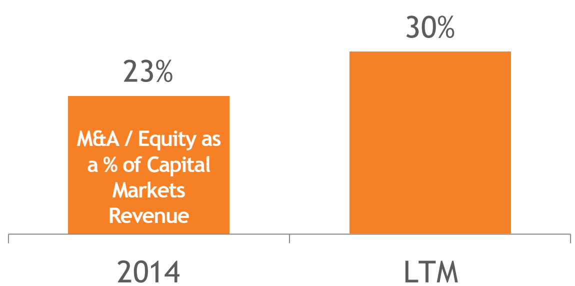
The Path to ~5% Market Share

1 Increase Relevance with Existing Clients



- Reflection of consistent client calling efforts and proven execution
- SunTrust serves as the left lead bank for <15% of clients
  - → Significant opportunity remains to deepen relationships with existing clients and expand core STRH client base

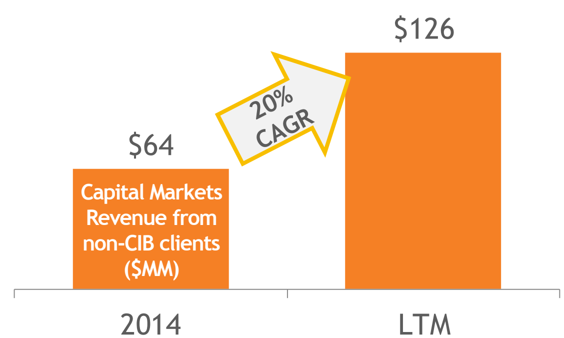
2 Improve Advisory Capabilities



- M&A / Equity still comprise a small component of the business but growth in these areas is outpacing debt capital markets, reflective of strategic investments
  - → M&A: 18% CAGR[2]
  - → Equity-Related: 17% CAGR[2]
  - → Debt Capital Markets: 8% CAGR[2]

3 Grow Capital Markets Revenue from Non-CIB Clients[3]

(focus of next slide)



- Reflection of OneTeam approach and investments in talent (including creation of corporate finance and industry specialty teams)
  - → Strategy began in 2013, strong early momentum
- Recent growth in capital markets revenue driven by M&A

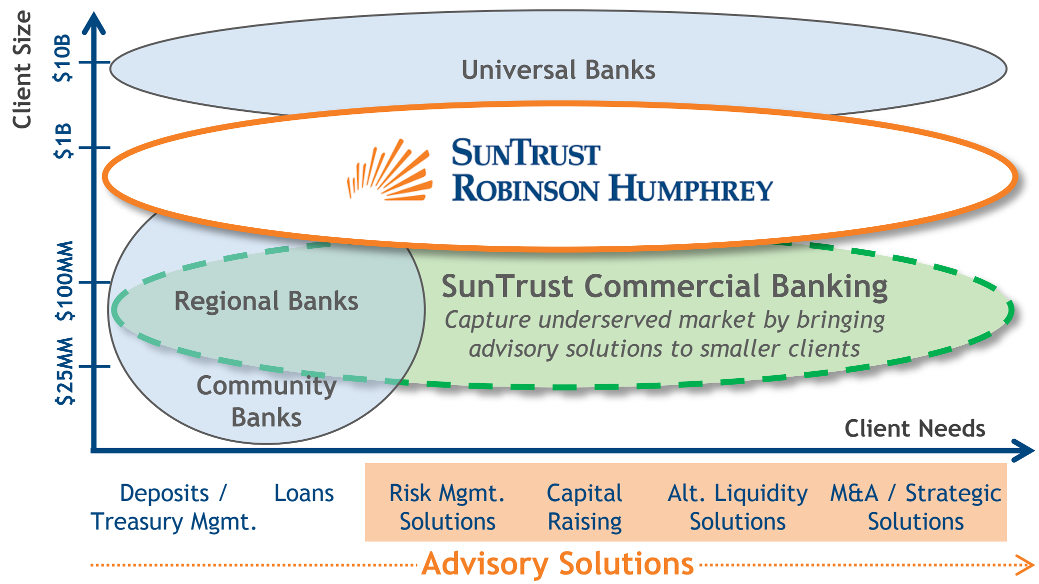
See appendix slide #24 for footnotes

COMMERCIAL BANKING: COMPETITIVE ADVANTAGE

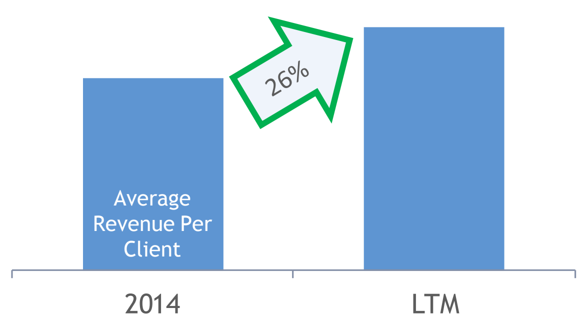
Overview

- Traditional Commercial Banking client: $5MM - $150MM in annual revenue (privately held)
  - → SunTrust has ~10k Commercial Banking clients
  - → Primarily within traditional Southeast / Mid-Atlantic markets
- Our strategy: bring the skills, discipline, and client coverage model from STRH (including product and industry expertise) to Commercial Banking clients
  - → The vast majority of division presidents now have a background in investment banking (most previously worked at STRH)
  - → Created targeted industry specialties (e.g. aging services, ports & logistics, restaurants & retail)
- Differentiated business model affords us the opportunity to serve clients outside of traditional retail banking footprint
  - → Recently expanded into Ohio and Texas
  - → Recently expanded scope of Aging Services vertical to be national

Competitive Position



Proven Success with Significant Growth Potential



Future Growth Drivers:

- Capture additional market share in existing markets
- Continued build out of product & industry expertise (helps drive capital markets revenue)
- Geographic expansion

TRANSFORMATION OF THE CRE BUSINESS

Meeting Broader Set of Client Needs

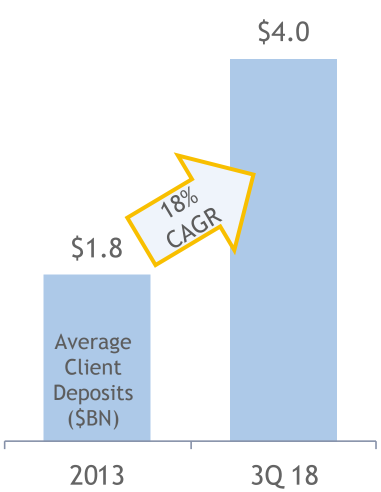
- SunTrust's CRE business has undergone a significant transformation; today, we are focused on providing a full set of capital solutions to a more focused group of high caliber owners, operators, and developers
- In 2017, introduced two new lending capabilities (permanent and bridge financing) which allows us to support clients through the full life cycle of an asset, not just the construction phase
  - → Permanent financing: typically 7-10 years | weighted average LTV: ~50-60% | majority of loans have refinanced existing SunTrust construction loans
  - → Bridge financing: provides for short-term financing (<2 years) in anticipation of placement with agency | agency lending capabilities added through acquisition of Pillar in 2016[1]

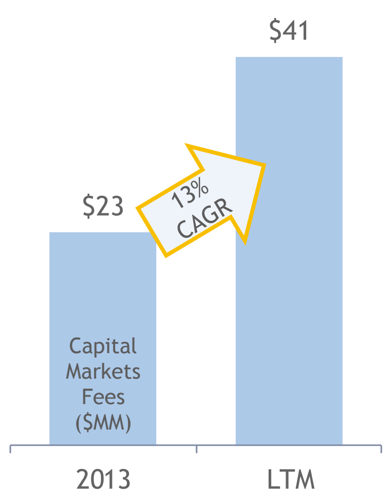
Significant Transformation

Today, we are focused on serving a very different client base

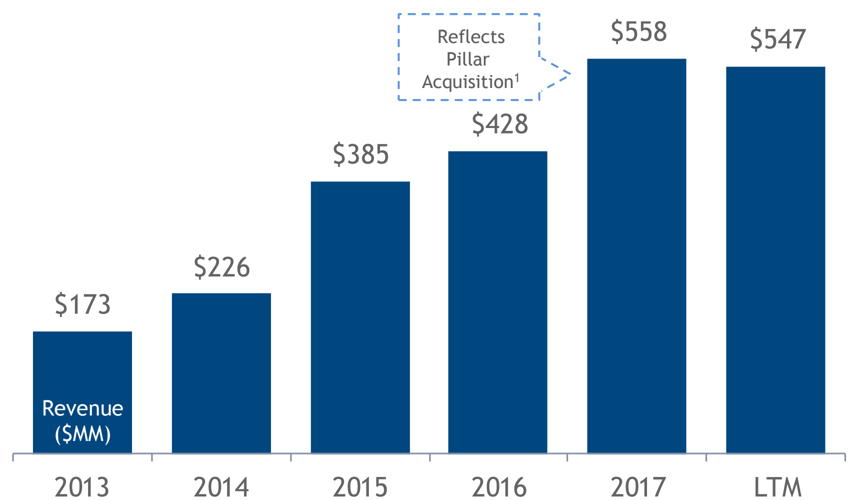
	3Q 07	3Q 18
Portfolio Size	$13.2BN	$12.2BN
Number of Clients	~11,000	~600
Number of Loans	~14,000	~1,300
% Exposure to Residential / Land	~50%	~1%
% Exposure to GA / FL	~40%	~25%
% Total Loans	~10%	~9%

Deeper Client Relationships





Solid Revenue Growth



1. Refers to the December 2016 acquisition of assets from Pillar Financial, LLC and its subsidiaries, including Cohen Financial Services, LLC

WHOLESALE STRATEGY IN ACTION

WellCare Health Plan's Acquisition of Meridian Health Plans

Left Lead Bookrunner on Follow-On Equity Offering

Joint Bookrunner (Senior Notes)

- In connection with an acquisition, STRH provided bridge financing and served as Joint Lead Arranger and Joint Bookrunner on the takeout financing
- This equity and debt transaction is the result of a long standing, strategic relationship and a coordinated approach from a robust deal team

Deal Team

- Healthcare Investment Banking
- Equity Capital Markets
- Equity Syndicate
- Syndicated & Leveraged Finance
- Acquisition Finance, Execution, & Structuring
- Loan Sales & Trading
- Ratings Advisory
- Portfolio Management

European Wax Center's Strategic Investment from General Atlantic

Exclusive Financial Advisor

Left Lead Arranger and Joint Bookrunner

- In 2013, STRH financial sponsors banker introduced Commercial Banking RM to the client
- In 2018, coordinated approach between Commercial Banking and STRH resulted in one of the largest Commercial M&A deals in STRH history
- PWM has been in discussions with the client since early stages of the transaction

Deal Team

- Commercial Banking
- Consumer & Retail Investment Banking
- Financial Sponsors Investment Banking
- Mergers & Acquisitions
- Syndicated & Leveraged Finance
- Acquisition Finance, Execution, & Structuring
- Loan Sales & Trading
- Ratings Advisory
- Private Wealth Management

Braves Development Corporation Construction Loan and Permanent Refinancing

Left Lead Construction Lender

Joint Lead Permanent Refinancing Lender

- This transaction is the result of a long-term, bank-wide relationship with the client, as well as the unique strategic capabilities provided by the CRE team
- The CRE team lead the construction loan for the client to provide a regional headquarters for a new key tenant at SunTrust Park. Upon completion, SunTrust led the permanent refinancing (new capability added in 2017)

Deal Team

- National Real Estate
- Sports & Entertainment
- Structured Real Estate
- Syndicated & Leveraged Finance
- Loan Sales & Trading
- Portfolio Management
- Financial Risk Management
- Treasury & Payments

EXPORTING HOME GROWN TALENT ACROSS THE COMPANY

Unique talent acquisition & development vehicle compared to regional banks

- ✓ Stable team and culture that cultivates an excellent pipeline of talent
- ✓ Head of STRH + direct reports have an average of 10+ years with STRH
- ✓ Consistent recruiting efforts deepens the bench

<u>Background at STRH:</u>

- ✓ Head of Commercial Banking
- ✓ 3 of 5 Division Presidents
- ✓ Head of Corporate Finance
- ✓ Head of Industry Specialty Vertical
  - ✓ 4 of 6 Industry Specialists

<u>Background at STRH:</u>

- ✓ 4 of 9 Executive Council members
- ✓ 2 of 4 Consumer LOB leaders
- ✓ 3 of 4 Wholesale LOB leaders

PURPOSE IN ACTION: MOMENTUM ONUP

Financial issues are *the #1 cause of workplace stress*[1]

Employees spend an average of *28 hours per month* worrying about their finances while at work[2]

70% of employees believe their employer has little concern for their financial well-being[3]

SunTrust created Momentum onUp, an interactive financial wellness program

momentum onUp

Momentum onUp

SELF DIRECTED LEARNING

- MOMENTUM ONUP

INSTRUCTOR LED TRAINING

- REAL TIME STREAMING
- CLASSROOM TRAINING
- WEBINARS

HARD COPY MATERIALS

- BOOKS & WORKBOOKS
- AUDIO BOOKS

- A mobile optimized learning portal including a customized financial education profile
- Self-directed online modules or instructor-led training, offered onsite or virtually
- Financial counselling, tools, and solutions[4]
- My MoneyDesktop[5] – a Personal Financial Management Tool which enables employees to manage all their finances in a single dashboard

Proven Results

140+
Clients (with additional clients in pipeline)

99.5%
of participants recommend Momentum onUp

$1,254
average increase to participants savings

35%
increase in investment contributions

See appendix slide #24 for footnotes

RECAP: WHY INVEST IN SUNTRUST?

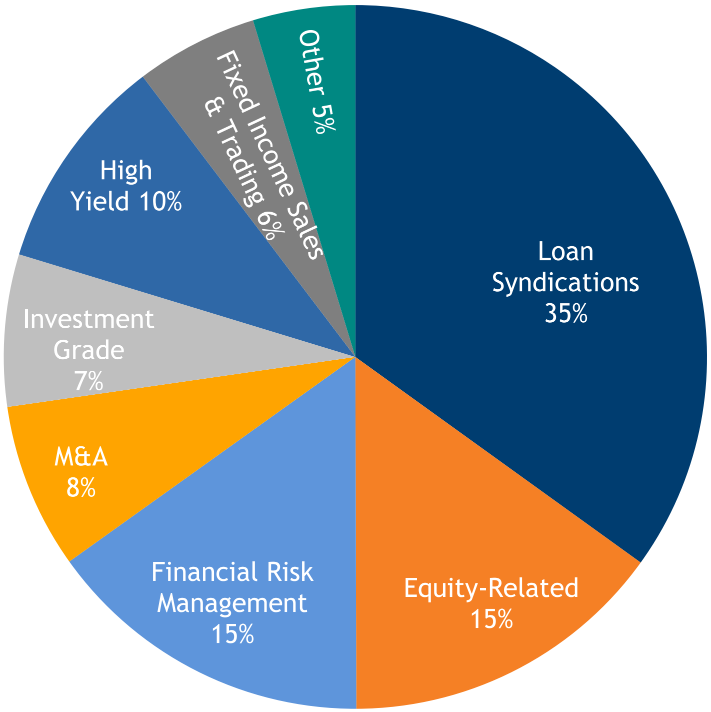
Wholesale Segment: A Key Contributor to All Aspects of the SunTrust Investment Thesis

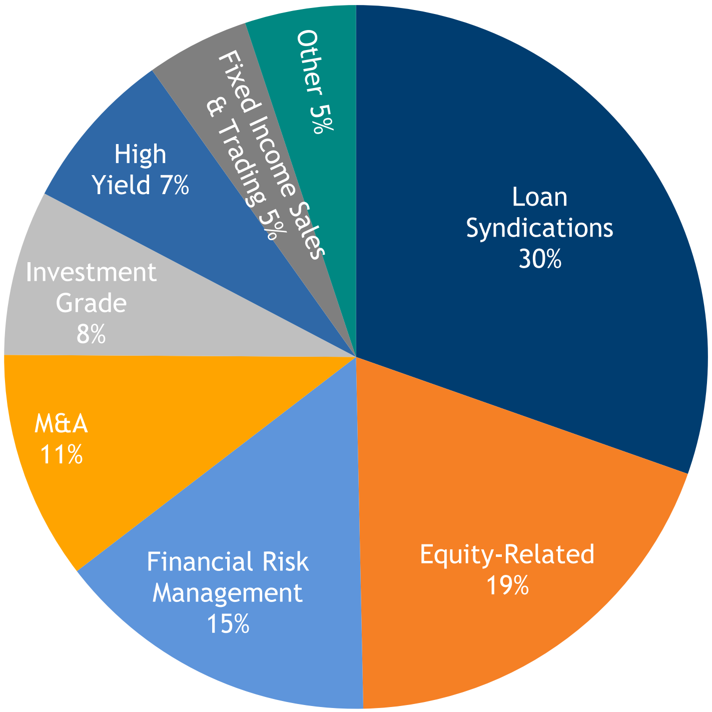
Strong & Diverse Franchise; Investing in Growth	✓✓ **STRH:** leading middle-market investment bank generating strong revenue growth • Differentiated platform has and will continue to create growth opportunities • Key talent acquisition vehicle
Improving Efficiency & Returns	✓✓ **Commercial Banking & CRE:** significant opportunities to grow revenue and enhance productivity • In early stages of leveraging STRH's expertise ✓ Return metrics are accretive to SunTrust
Strong Capital Position	✓ Strong through-the-cycle credit performance, portfolio diversity, and sound underwriting standards support company-wide stress testing results and capital management objectives

APPENDIX

CAPITAL MARKETS REVENUE MIX[1]

2014	LTM





1. Represents revenue as a % of investment banking and CIB trading income. Equity-Related includes equity originations, equity sales & trading, and equity derivatives. Financial Risk Management includes interest rate derivatives and foreign exchange

RECONCILIATION OF EARNINGS PER SHARE

($ in millions, except per share amounts)	2012	2013	2014	2017
Net income available to common shareholders	$1,931	$1,297	$1,722	$2,179
Significant items impacting the year:				
Securities gains related to sale of Coke stock	(1,938)	-	-	-
Mortgage repurchase provision	371	-	-	-
Charitable expense related to the Coke stock contribution	38	-	-	-
Provision for credit losses related to NPL sales	172	-	-	-
Losses on sale of guaranteed loans	92	-	-	-
Valuation losses related to planned sale of Affordable Housing investments	96	-	-	-
Charges for legacy mortgage-related matters	-	482	324	-
Gain on sale of Ridgeworth	-	-	(105)	-
Gain on sale of Premium Assignment Corporation	-	-	-	(107)
Securities & MSR losses in connection with tax reform-related actions	-	-	-	114
Contribution to communities / teammates in connection with tax-reform	-	-	-	75
Efficiency related charges as outlined in 12/4/17 8-K	-	-	-	36
Tax (benefit)/expense related to above items	416	(190)	(82)	(41)
Net tax benefit related to subsidiary reorganization and other	-	(113)	-	-
Tax benefit related to completion of tax authority examination	-	-	(130)	-
Net tax benefit related to revaluation of net deferred tax liability and other discrete tax items	-	-	-	(291)
Tax expense related to SunTrust Mortgage ("STM") state NOL valuation allowance adjustment	-	-	-	27
Net income available to common shareholders, excluding significant items impacting the year	$1,178	$1,476	$1,729	$1,991
Net income per average common share, diluted	$3.59	$2.41	$3.23	$4.47
Net income per average common share, diluted, excluding significant items impacting the year	$2.19	$2.74	$3.24	$4.09

RECONCILIATION: ADJUSTED EFFICIENCY RATIO (FTE) & ADJUSTED TANGIBLE EFFICIENCY RATIO (FTE)

	2011	2012	2013	2014	2015	2016	2017
Reported (GAAP) Basis							
Net Interest Income	5,065	5,102	4,853	4,840	4,764	5,221	5,633
Noninterest Income	3,421	5,373	3,214	3,323	3,268	3,383	3,354
Revenue	8,486	10,475	8,067	8,163	8,032	8,604	8,987
Noninterest Expense[1]	6,194	6,284	5,831	5,543	5,160	5,468	5,764
Efficiency Ratio	73.0%	60.0%	72.3%	67.9%	64.2%	63.6%	64.1%
Reconciliation:							
Net Interest Income	5,065	5,102	4,853	4,840	4,764	5,221	5,633
FTE Adjustment	114	123	127	142	142	138	145
Net Interest Income-FTE	5,179	5,225	4,980	4,982	4,906	5,359	5,778
Noninterest Income	3,421	5,373	3,214	3,323	3,268	3,383	3,354
Revenue-FTE	8,600	10,598	8,194	8,305	8,174	8,742	9,132
Efficiency Ratio-FTE	72.0%	59.3%	71.2%	66.7%	63.1%	62.6%	63.1%
Adjustment Items (Noninterest Income):							
3Q-4Q 12 student / Ginnie Mae loan sale (losses)		(92)					
Securities gain related to the sale of Coca Cola stock		1,938					
Pre-tax mortgage repurchase provision related to loans sold to GSEs prior to 2009		(371)					
GSE mortgage repurchase settlements			(63)				
RidgeWorth sale				105			
Premium Assignment Corporation sale							107
Securities & MSR losses in connection with tax reform-related actions							(114)
Adjusted Noninterest Income	3,421	3,898	3,277	3,218	3,268	3,383	3,361
Adjusted Revenue-FTE[2]	8,600	9,123	8,257	8,200	8,174	8,742	9,139
Noninterest Expense[1]	6,194	6,284	5,831	5,543	5,160	5,468	5,764
Adjustment Items (Noninterest Expense):							
Legacy affordable housing impairment		96					
Charitable contribution of KO shares		38					
Impact of certain legacy mortgage legal matters			323	324			
Mortgage servicing advances allowance increase			96				
Efficiency related charges as outlined in 12/4/17 8-K							36
Contribution to communities / teammates in connection with tax-reform							75
Adjusted Noninterest Expense[2]	6,194	6,150	5,412	5,219	5,160	5,468	5,653
Amortization Expense	43	46	23	25	40	49	75
Adjusted Tangible Expenses[2]	6,151	6,104	5,389	5,194	5,120	5,419	5,578
Adjusted Efficiency Ratio-FTE[3]	72.0%	67.4%	65.6%	63.7%	63.1%	62.6%	61.9%
Adjusted Tangible Efficiency Ratio-FTE[3]	71.5%	66.9%	65.3%	63.3%	62.6%	62.0%	61.0%

1. In accordance with updated GAAP, amortization of affordable housing investments of $40 million, $39 million, and $49 million were reclassified and are now presented in provision for income taxes for 2011, 2012, and 2013, respectively. Previously, the amortization was presented in other noninterest expense
2. Adjusted revenue and expenses are provided as they remove certain items that are material and potentially non-recurring. Adjusted figures are intended to provide management and investors information on trends that are more comparable across periods and potentially more comparable across institutions
3. Represents adjusted noninterest expense / adjusted revenue – FTE. Adjusted tangible efficiency ratio excludes amortization expense, the impact of which is (0.50%), (0.50%), (0.28%), (0.30%), (0.49%), (0.56%), and (0.82%) for 2011, 2012, 2013, 2014, 2015, 2016, and 2017, respectively

FOOTNOTES

Slide #4:

1. Source: SNL Financial, as of June 30, 2018, based on top 10 MSAs (by deposits) for each institution, pro-forma for completed and pending mergers and acquisitions. Numerator is company's total deposits in its top 10 MSAs and denominator is total deposits in those 10 MSAs
2. Refers to rank amongst U.S. bank holding companies with respect to assets, loans, and deposits and excludes non-traditional banks. Asset and loan rankings are sourced via bank holding company regulatory filings (Y-9C) and are as of June 30, 2018. Deposit rankings are sourced via FDIC deposit market share data, and are as of June 30, 2018, pro-forma for completed and pending mergers and acquisitions
3. Assets, loans, and deposits as of September 30, 2018
4. EPS growth refers to growth from YTD 17 to YTD 18. ROTCE as of YTD 18; GAAP ROE for YTD 18 was 12.3% and reconciliation to GAAP can be found on page 22 of the 3Q 18 earnings release. Dividend yield as of November 5, 2018

Slide #7:

1. Balance sheet metrics represent average balances for 3Q 18. Income statement metrics reflect the 12 months ended September 30, 2018
2. LTM Revenue and Tangible Efficiency Ratio excludes recent migration of clients from PWM's Sports & Entertainment Group to CIB
3. The tangible efficiency ratio for CRE is reported on a fully taxable-equivalent ("FTE") basis. The FTE basis adjusts net interest income for the tax-favored status of income from certain loans and investments. The GAAP efficiency ratio for CRE is 47.1%. The impact of excluding amortization and associated funding cost of intangible assets is 13.8%
4. Represents all loans within the Commercial Real Estate line of business, which includes investor-owned commercial real estate loans, commercial construction loans, and certain C&I loans (e.g. loans to real estate investment trusts)
5. Totals may not foot due to rounding
6. "Emerging" Commercial covers businesses ranging from $1-25MM in annual revenue. "Core" Commercial covers businesses greater than $25MM in annual revenue. Revenue mix pie charts represent revenue from September 2017 to August 2018

Slide #8:

1. The efficiency ratio and tangible efficiency ratio are reported on a fully taxable-equivalent ("FTE") basis. The FTE basis adjusts net interest income for the tax-favored status of income from certain loans and investments. The LTM GAAP efficiency ratio is 46.5%. The impact of excluding amortization and associated funding cost of intangible assets is 2.5%. Please refer to p. 26 of the Q4 2013 earnings press release for a reconciliation of efficiency ratio to tangible efficiency ratio for 2013 and p. 26 of the Q3 2018 earnings press release for the YTD period

Slide #9:

1. Data as of September 30, 2018
2. Source: SNL Financial. Represents average NCO from 2007 to 3Q 18
3. Represents criticized loans as % of total commercial loans. Regulatory data sourced from SNL Financial as of June 30, 2018
4. Source: Federal Reserve (http://www.federalreserve.gov/bankinforeg/dfa-stress-tests.htm). Represents Federal Reserve's estimate of commercial and industrial loan losses over 9 quarters (as a % of average commercial and industrial loans) in a severely adverse economic scenario (graph represents 2018 data, commentary refers to 2016, 2017, and 2018 data)

Slide #12:

1. Reflects the 12 months ended September 30, 2018
2. Peers for investment banking are BAC, JPM, WFC, GS, MS, KEY; based on standard deviation of investment banking income growth rates from 2009-2017
3. 2012-2017 are restated to include bridge commitment fees (an accounting change which was adopted in 3Q 18)

Slide #13:

1. Refers to market share across Dealogic-tracked products (debt capital markets, M&A, and equity capital markets) within middle market and mid-corporate coverage universe of STRH, based on Dealogic's data. Coverage universe consists of a combination of Corporate Banking and Investment Banking client and prospect populations as well as any completed transactions where Dealogic has deemed STRH to have had a role. (Latter generally relates to clients within non-CIB segments for whom STRH has delivered capital markets or M&A solutions)
2. CAGR represents growth rate from 2014 to LTM. Equity-Related includes equity originations, equity sales & trading, and equity derivatives. Debt Capital Markets includes loan syndications, IG, and HY
3. Non-CIB clients consist of Commercial Banking (CML), Commercial Real Estate (CRE), and Private Wealth Management (PWM)

Slide #18:

1. PWC Financial Wellness Survey, 2015
2. CFPB report – Workplace Financial Wellness, 2015
3. SunTrust Q4 2016 Consumer Voice of Market survey
4. Financial counselling is provided by ClearPoint Credit Counseling Solutions (Clearpoint). It is not a product of SunTrust, and SunTrust makes no representations or warranties regarding Clearpoint or its services
5. My Money Desktop is provided by MX Technologies inc (MX). It is not a product of SunTrust and SunTrust makes no representations or warranties regarding MX or its product

All Slides:

Note: Except as noted for slide #12 above, peer group consists of BAC, BBT, CFG, FITB, HBAN, KEY, MTB, PNC, RF, USB, WFC. LTM refers to last twelve months ended September 30, 2018. YTD refers to the nine months ended September 30