

A message from BB&T Chief Executive Officer Kelly King  
and SunTrust Chief Executive Officer Bill Rogers:

BILL:

Hi, I'm Bill Rogers, Chairman and CEO of SunTrust.

KELLY:

And I'm Kelly King, Chairman and CEO of BB&T. We are really excited to share with you some outstanding information about our two companies, BB&T and SunTrust - are coming together in a merger of equals, creating the sixth-largest U.S. bank and what we believe will be the premier financial institution in the country.

BILL:

We're thrilled to bring together our SunTrust and BB&T teammates and associates to create something really special - two iconic franchises with a combined 275 years of history and a values-driven culture that's dedicated to passionately serving our clients and communities. Kelly and I absolutely believe this merger of equals creates value for everyone involved and is a big win for our stakeholders.

KELLY:

This is an extraordinarily attractive and compelling combination. The new company will have about \$442 billion in assets, \$301 billion in loans, and \$324 billion in deposits, and importantly, we will serve more than 10 million households in some of the very best markets in the country. By bringing the best of both companies together, we're creating a company that will generate high returns and industry-leading financial performance.

BILL:

Our focus is very simple, it's going to be about our clients. We'll be able to leverage our community bank model to provide the personal touch our clients have come to expect. But we'll also have the capacity we need to invest in better technology for our clients in this fast-moving world. In addition, our teammates and associates will benefit from a collective set of training, leadership and development programs that will provide more career opportunities.

KELLY:

Bill and I have known each other for a long time. We have a tremendous amount of respect for one another and for what our respective institutions have achieved. Between our two companies, we have a proven track record of

successfully integrating more than 100 bank acquisitions in the last 35 years.

BILL:

We know that individually, SunTrust and BB&T are incredibly strong institutions...and we will be even better together.

KELLY:

So, a few more details about the new combined company...

This is a true merger of equals. Our respective leadership teams are already making decisions together and we feel really good about how we'll transition to the new company.

From a leadership perspective, I will serve as Chairman and CEO of the combined company for the first two years...

BILL:

...at which point I will take over for Kelly as the CEO of the combined company. Until then, I will serve as President and COO. And both the board of directors and management team will be evenly split. We're really going to be one team. We're really excited to choose a new name and brand for a new company, which we'll work on together later this year. Our corporate headquarters will be in Charlotte, North Carolina, and will include a new Innovation and Technology Center to drive our ongoing digital transformation.

KELLY:

As you can see we will all be working together. Bill and I, the management team, the boards, it really is an even combination. The great thing about it is that two plus two becomes five. So it's really exciting.

And even though we are establishing a new headquarters, we're still very much committed to our home markets in Atlanta and Winston-Salem, North Carolina. We plan to maintain a strong presence in both towns and that includes increasing our financial commitment. Bill and I feel very strongly that we will remain committed to those communities. Building a stronger company isn't just about us...it's about the opportunity to give back even more to all of those communities that have supported us for more than a hundred years.

BILL:

Again, it really comes back to our cultures and how similar they are. We're driven by our mission to make the world a better place and our purpose of Lighting the Way to Financial Well-Being. With our community banking model and client-first mentality, we can make a tremendous difference.

**KELLY:**

Thank you so much for watching. As you can tell, we're both extremely excited about what this means for the future of BB&T and SunTrust. We look forward to working with each other and all of you to ensure this merger is a success for our associates and teammates, for our clients, and for our communities. Have a great day.

**BILL:**

Let's do it.