BB&T

BB&T Corporation
Corporate Communications
2400 Reynolda Road
Winston-Salem, NC
27106-4606

News Release

July 18, 2019

FOR IMMEDIATE RELEASE

Contacts:

ANALYSTS	ANALYSTS	MEDIA
Richard Baytosh	Aaron Reeves	Brian Davis
Executive Vice President	Senior Vice President	Senior Vice President
Investor Relations	Investor Relations	Corporate Communications
(336) 733-0732	*(336) 733-2874*	*Media@BBT.com*

BB&T reports record earnings of $842 million, or $1.09 per diluted share

WINSTON-SALEM, N.C. — BB&T Corporation (NYSE: BBT) today reported record earnings for the second quarter of 2019. Net income available to common shareholders was $842 million, up 8.6 percent, compared with the second quarter last year. Earnings per diluted common share were $1.09 for the second quarter of 2019, an increase of 10.1 percent compared with the same period last year. Results for the second quarter produced an annualized return on average assets of 1.55 percent and an annualized return on average common shareholders' equity of 11.98 percent.

Excluding merger-related and restructuring charges of $23 million ($19 million after-tax) and incremental operating expenses related to the merger of $9 million ($7 million after-tax), net income available to common shareholders was a record $868 million, or $1.12 per diluted share. Adjusted diluted earnings per common share increased $0.07 compared to the first quarter of 2019. Adjusted annualized return on average assets and annualized return on average tangible common shareholders' equity were 1.59 percent and 20.00 percent, respectively.

"We are very pleased to report strong overall results for the second quarter, with record earnings of $842 million, or $1.09 per diluted common share," said Chairman and Chief Executive Officer Kelly S. King. "These results were driven by strong loan growth, improved revenues led by record insurance income and a strong performance in investment banking and brokerage fees and commissions, as well as continued healthy asset quality.

"This has been an exciting quarter as we made significant progress building our new company, Truist, with our SunTrust partners," said King. "One day Truist will be a name that reflects the rich heritage of both companies and is synonymous with our goal to provide a better future for our clients, communities and associates, which will drive strong performance for our shareholders."

"This quarter, both BB&T and SunTrust made significant new commitments to the communities in which we are headquartered, including the $60 billion community benefit plan with the National Community Reinvestment Coalition that was announced earlier this week," King said. "Looking to the future, we also named a location in Charlotte for the Truist headquarters and named the next layer of talent for the combined company."

Second Quarter 2019 Performance Highlights

- Earnings per diluted common share were $1.09, an increase of $0.12 per diluted common share from the first quarter of this year
    - Diluted earnings per share were $1.12, excluding merger-related and restructuring charges and incremental operating expenses related to the merger
    - Return on average assets was 1.55 percent
    - Return on average common shareholders' equity was 11.98 percent
    - Return on average tangible common shareholders' equity was 19.45 percent

- Taxable-equivalent revenues were $3.1 billion, up $144 million from the first quarter of 2019
    - Net interest margin was 3.42 percent, down nine basis points
    - Noninterest income was up $150 million
    - Insurance income was a record $566 million, up $56 million
    - Fee income ratio was 44.4 percent, compared to 41.5 percent for the prior quarter

- Noninterest expense was $1.8 billion, down $17 million compared to the first quarter of 2019
    - Noninterest expense includes $23 million of merger-related and restructuring charges and $9 million of incremental operating expenses related to the merger
    - GAAP efficiency ratio was 57.6 percent, compared to 61.0 percent for the prior quarter
    - Adjusted efficiency ratio was 55.1 percent, compared to 56.6 percent for the prior quarter

- Average loans and leases held for investment were $150.5 billion, up $2.4 billion, or 6.5 percent annualized compared to the first quarter of 2019
    - Average commercial and industrial loans increased $1.2 billion, or 7.8 percent annualized
    - Average CRE loans decreased $157 million, or 3.0 percent annualized
    - Average residential mortgage loans increased $696 million, or 8.9 percent annualized
    - Average indirect loans increased $542 million, or 12.5 percent annualized

- Average deposits were relatively flat compared to the first quarter of 2019
    - Average noninterest-bearing deposits increased $397 million, or 3.0 percent annualized
    - Average noninterest-bearing deposits represent 32.9 percent of total deposits, compared to 32.7 percent in the prior quarter
    - Cost of average interest-bearing deposits was 1.02 percent annualized, up seven basis points
    - Cost of average total deposits was 0.68 percent annualized, up four basis points

- Asset quality remains excellent
    - Nonperforming assets were 0.23 percent of total assets; lower than levels in 2006
    - Loans 90 days or more past due and still accruing were 0.27 percent of loans held for investment, compared to 0.29 percent in the prior quarter
    - Net charge-offs were 0.38 percent of average loans and leases, down two basis points compared to the prior quarter
    - The allowance for loan loss coverage ratio was 3.46 times nonperforming loans and leases held for investment, versus 2.97 times in the prior quarter
    - The allowance for loan and lease losses was 1.05 percent of loans and leases held for investment, unchanged compared to the prior quarter

- Capital levels remained strong across the board
    - Common equity tier 1 to risk-weighted assets was 10.3 percent
    - Tier 1 risk-based capital was 12.0 percent
    - Total capital was 14.2 percent
    - Leverage capital was 10.2 percent

EARNINGS HIGHLIGHTS

(dollars in millions, except per share data)	2Q19	1Q19	2Q18	Change 2Q19 vs. 1Q19	Change 2Q19 vs. 2Q18
Net income available to common shareholders	$ 842	$ 749	$ 775	$ 93	$ 67
Diluted earnings per common share	1.09	0.97	0.99	0.12	0.10
Net interest income - taxable equivalent	$ 1,714	$ 1,720	$ 1,679	$ (6)	$ 35
Noninterest income	1,352	1,202	1,222	150	130
Total taxable-equivalent revenue	$ 3,066	$ 2,922	$ 2,901	$ 144	$ 165
Less taxable-equivalent adjustment	24	24	22		
Total revenue	$ 3,042	$ 2,898	$ 2,879		
Return on average assets	1.55%	1.43%	1.49%	0.12%	0.06%
Return on average risk-weighted assets	1.91	1.78	1.85	0.13	0.06
Return on average common shareholders' equity	11.98	11.08	11.74	0.90	0.24
Return on average tangible common shareholders' equity (1)	19.45	18.36	19.52	1.09	(0.07)
Net interest margin - taxable equivalent	3.42	3.51	3.45	(0.09)	(0.03)

(1) Excludes certain items as detailed in the non-GAAP reconciliations in the Quarterly Performance Summary.

Second Quarter 2019 compared to First Quarter 2019

Total taxable-equivalent revenues were $3.1 billion for the second quarter of 2019, an increase of $144 million compared to the prior quarter, primarily driven by an increase of $150 million in noninterest income.

The net interest margin was 3.42 percent for the second quarter, down nine basis points compared to the prior quarter. This includes a four basis point decline attributable to income from certain post-employment benefit plans that was recorded in the prior quarter. Average earning assets increased $3.1 billion, which reflects a $2.8 billion increase in average total loans and leases. Average interest-bearing liabilities increased $2.2 billion, driven by an increase of $2.7 billion in average short-term borrowings, partially offset by a decrease of $551 million in average interest-bearing deposits.

The annualized yield on the total loan portfolio for the second quarter was 5.05 percent, down one basis point compared to the prior quarter. The annualized yield on the average securities portfolio for the second quarter was 2.62 percent, up two basis points compared to the prior quarter.

The average annualized cost of total deposits was 0.68 percent, up four basis points compared to the prior quarter. The average annualized cost of interest-bearing deposits was 1.02 percent, up seven basis points compared to the prior quarter. The average annualized rate on long-term debt was 3.33 percent, up three basis points compared to the prior quarter. The average annualized rate on short-term borrowings was 2.40 percent, up eight basis points compared to the prior quarter.

The provision for credit losses was $172 million, and net charge-offs were $142 million for the second quarter, compared to $155 million and $147 million, respectively, for the prior quarter. The increase in the provision for credit losses was primarily due to loan growth.

Noninterest income was $1.4 billion, an increase of $150 million compared to the prior quarter. Insurance income increased $56 million to a record $566 million primarily due to seasonality and organic growth. Service charges on deposit accounts increased $10 million primarily due to more revenue days. Mortgage banking income increased $50 million primarily due to an increase of $29 million from net mortgage servicing rights valuation adjustments and higher residential and commercial mortgage sales volumes. Investment banking and brokerage fees and commissions increased $20 million due to higher revenue from investment banking transactions and higher managed account fees. Other income was down slightly compared to the prior quarter, primarily due to a $20 million decrease from SBIC private equity investments, which was partially offset by sundry items.

Noninterest expense was $1.8 billion for the second quarter, down $17 million compared to the prior quarter. Noninterest expense includes $23 million of merger-related and restructuring charges primarily related to the merger of equals with SunTrust and $9 million of incremental operating expenses related to the merger. Excluding these items, noninterest expense was up $33 million primarily due to higher personnel expense.

Personnel expense increased $33 million compared to the prior quarter. The increase was driven by higher performance-based incentive expense due to improved performance from fee income businesses, partially offset by lower payroll taxes. Full-time equivalent employees decreased 563 compared to the prior quarter.

The provision for income taxes was $234 million for the second quarter, compared to $177 million for the prior quarter. The effective tax rate for the second quarter was 20.9 percent, compared to 18.2 percent for the prior quarter. The increase in the effective tax rate was primarily due to excess tax benefits from equity-based compensation plans recorded in the prior quarter.

Second Quarter 2019 compared to Second Quarter 2018

Total taxable-equivalent revenues were $3.1 billion for the second quarter of 2019, an increase of $165 million compared to the earlier quarter, which reflects an increase of $35 million in taxable-equivalent net interest income and an increase of $130 million in noninterest income.

Net interest margin was 3.42 percent, down three basis points compared to the earlier quarter. Average earning assets increased $5.7 billion. The increase in average earning assets reflects a $5.8 billion increase in average total loans and leases. Average interest-bearing liabilities increased $6.1 billion compared to the earlier quarter. Average interest-bearing deposits increased $3.5 billion and average short-term borrowings increased $3.0 billion, while average long-term debt decreased $406 million. The annualized yield on the total loan portfolio for the second quarter of 2019 was 5.05 percent, up 35 basis points compared to the earlier quarter, reflecting the impact of rate increases. The annualized yield on the average securities portfolio was 2.62 percent, up nine basis points compared to the earlier period.

The average annualized cost of total deposits was 0.68 percent, up 31 basis points compared to the earlier quarter. The average annualized cost of interest-bearing deposits was 1.02 percent, up 45 basis points compared to the earlier quarter. The average annualized rate on long-term debt was 3.33 percent, up 52 basis points compared to the earlier quarter. The average annualized rate on short-term borrowings was 2.40 percent, up 63 basis points compared to the earlier quarter. The higher rates on interest-bearing liabilities reflect the impact of rate increases.

The provision for credit losses was $172 million, compared to $135 million for the earlier quarter. Net charge-offs for the second quarter of 2019 totaled $142 million compared to $109 million in the earlier period.

Noninterest income for the second quarter of 2019 was up $130 million compared to the earlier quarter. Insurance income increased $85 million to record levels due to higher production and the acquisition of Regions Insurance. Mortgage banking income increased $19 million primarily due to an increase of $28 million for net mortgage servicing servicing rights valuation adjustments, which was partially offset by lower residential and commercial mortgage banking revenues. Investment banking and brokerage fees and commissions increased $22 million primarily due to higher revenue from investment banking transactions and higher managed account fees.

Noninterest expense for the second quarter of 2019 was up $31 million compared to the earlier quarter. Merger-related and restructuring charges was essentially flat, as the current quarter included charges in connection with the announced merger of equals with SunTrust, whereas the earlier quarter included charges associated with facilities optimization. The current quarter also included $9 million of incremental operating expenses related to the merger. Excluding these charges, noninterest expense was up $23 million, or 1.4 percent compared to the earlier quarter.

Personnel expense increased $46 million compared to the earlier quarter, primarily due to higher incentives, partially due to the Regions Insurance acquisition, and lower capitalized employee costs. The lower capitalized employee costs reflect efficiencies in the loan closing process. Regulatory charges decreased $20 million as a result of the deposit insurance fund reaching the targeted level.

The provision for income taxes was $234 million for the second quarter of 2019, compared to $202 million for the earlier quarter. This produced an effective tax rate for the second quarter of 2019 of 20.9 percent, compared to 19.7 percent for the earlier quarter.

LOANS AND LEASES

(dollars in millions)

Average balances	2Q19	1Q19	Change	% Change (annualized)
Commercial:				
Commercial and industrial	$ 62,563	$ 61,370	$ 1,193	7.8%
CRE	20,748	20,905	(157)	(3.0)
Lease financing	2,122	2,021	101	20.0
Total commercial	85,433	84,296	1,137	5.4
Retail:				
Residential mortgage	32,066	31,370	696	8.9
Direct	11,506	11,493	13	0.5
Indirect	17,879	17,337	542	12.5
Total retail	61,451	60,200	1,251	8.3
Revolving credit	3,151	3,110	41	5.3
PCI	432	455	(23)	(20.3)
Total loans and leases held for investment	$150,467	$148,061	$ 2,406	6.5

Average loans held for investment for the second quarter of 2019 were $150.5 billion, up $2.4 billion or 6.5 percent annualized, compared to the first quarter of 2019.

Average commercial and industrial loans increased $1.2 billion driven by strong growth in mortgage warehouse lending, corporate banking, equipment finance and dealer floor plan. Average CRE loans decreased $157 million, primarily due to a decrease in construction loans.

Average residential mortgage loans increased $696 million primarily due to the retention of a portion of the conforming mortgage production.

Average indirect retail loans increased $542 million. The increase was across all categories of indirect lending. Growth was led by prime automobile lending and complemented with seasonally strong growth in power sports and recreational lending.

DEPOSITS

(dollars in millions)

Average balances	2Q19	1Q19	Change	% Change (annualized)
Noninterest-bearing deposits	$ 52,680	$ 52,283	$ 397	3.0%
Interest checking	27,708	27,622	86	1.2
Money market and savings	63,394	63,325	69	0.4
Time deposits	15,730	16,393	(663)	(16.2)
Foreign office deposits - interest-bearing	379	422	(43)	(40.9)
Total deposits	$159,891	$160,045	$ (154)	(0.4)

Average deposits for the second quarter were $159.9 billion, down $154 million compared to the prior quarter. Average noninterest-bearing deposits increased $397 million, primarily due to increases in personal and commercial balances, partially offset by a seasonal decrease in public funds balances. Average time deposits decreased $663 million primarily due to a decrease in commercial balances.

Noninterest-bearing deposits represented 32.9 percent of total average deposits for the second quarter, compared to 32.7 percent for the prior quarter and 34.2 percent for the same quarter a year ago. The cost of average total deposits was 0.68 percent for the second quarter, up four basis points compared to the prior quarter. The cost of average interest-bearing deposits was 1.02 percent for the second quarter, up seven basis points compared to the prior quarter.

SEGMENT RESULTS

(dollars in millions)

Segment Net Income	2Q19	1Q19	2Q18	Change 2Q19 vs. 1Q19	Change 2Q19 vs. 2Q18
Community Banking Retail and Consumer Finance	$ 445	$ 379	$ 383	$ 66	$ 62
Community Banking Commercial	319	328	278	(9)	41
Financial Services and Commercial Finance	169	156	145	13	24
Insurance Holdings	111	88	73	23	38
Other, Treasury & Corporate	(159)	(153)	(57)	(6)	(102)
Total net income	$ 885	$ 798	$ 822	$ 87	$ 63

Second Quarter 2019 compared to First Quarter 2019

Community Banking Retail and Consumer Finance ("CB-Retail")

CB-Retail serves retail clients by offering a variety of loan and deposit products, payment services, bankcard products and other financial services by connecting clients to a wide range of financial products and services. CB-Retail includes Dealer Retail Services, which originates loans on an indirect basis to consumers for the purchase of automobiles, boats and recreational vehicles. Additionally, CB-Retail includes specialty finance lending, small equipment leasing and other products for consumers. CB-Retail also includes Residential Mortgage Banking, which originates and purchases mortgage loans to either hold for investment or sell to third parties. BB&T generally retains the servicing rights to loans sold. Mortgage products include fixed and adjustable-rate government guaranteed and conventional loans used for the purpose of constructing, purchasing or refinancing residential properties. Substantially all of the properties are owner-occupied. Residential Mortgage Banking also includes Mortgage Warehouse Lending, which provides short-term lending solutions to finance first-lien residential mortgages held-for-sale by independent mortgage companies.

CB-Retail net income was $445 million for the second quarter of 2019, an increase of $66 million compared to the prior quarter. Segment net interest income increased $24 million primarily due to higher loan volume, additional days in the current quarter and higher funding spreads on deposits, partially offset by lower credit spreads on loans. Noninterest income increased $65 million primarily due to increases in mortgage banking income resulting from net residential mortgage servicing rights valuation adjustments and seasonally higher volume of loan sales and higher margins, and service charges on deposits, bankcard fees and merchant discounts largely resulting from additional revenue days and seasonality. The allocated provision for credit losses decreased $7 million primarily due to seasonally lower net charge-offs and incurred loss estimates in the dealer retail services portfolio, partially offset by higher average loan balances. Noninterest expense increased $9 million primarily due to higher operating charge-offs, loan related expense and personnel expense compared to the prior quarter.

CB-Retail average loans and leases held for investment increased $2.1 billion, or 12.7 percent on an annualized basis, compared to the prior quarter. The increase was primarily driven by increases in average mortgage warehouse lending of $766 million, seasonal increases in average residential mortgage loans of $697 million, or 8.9 percent annualized, and indirect lending of $545 million, or 12.6 percent annualized.

CB-Retail average total deposits increased $932 million, or 4.8 percent on an annualized basis, compared to the prior quarter. The increase was primarily driven by growth in average noninterest-bearing deposits of $695 million, or 16.7 percent annualized and money market and savings of $280 million, or 3.1 percent annualized.

Community Banking Commercial ("CB-Commercial")

CB-Commercial serves large, medium and small business clients by offering a variety of loan and deposit products and connecting clients to the combined organization's broad array of financial services. CB-Commercial includes CRE lending, commercial and industrial lending, corporate banking, asset-based lending, dealer inventory financing, tax-exempt financing, cash management and treasury services, and commercial deposit products.

CB-Commercial net income was $319 million for the second quarter of 2019, a decrease of $9 million compared to the prior quarter. Segment net interest income increased primarily due to additional days in the current quarter. Noninterest income increased primarily due to higher referral fees and service charges on deposits predominantly due to commercial account analysis fees. The allocated provision for credit losses increased $20 million due to increased charge-offs and incurred loss estimates primarily attributed to portfolio growth and changes in portfolio risk grade composition. Noninterest expense increased primarily due to higher allocated corporate expense and personnel expense largely due to higher incentive compensation compared to the prior quarter.

CB-Commercial average loans and leases held for investment decreased $248 million, or 1.9 percent on an annualized basis, compared to the prior quarter. Average commercial real estate loans declined $159 million, or 3.3 percent annualized and average commercial and industrial loans decreased $81 million, or 1.0 percent annualized.

Average total deposits increased $781 million, or 5.3 percent on an annualized basis, compared to the prior quarter driven by an increase in money market and savings of $706 million, or 18.4 percent annualized.

Financial Services and Commercial Finance ("FS&CF")

FS&CF provides personal trust administration, estate planning, investment counseling, wealth management, asset management, corporate retirement services, capital markets and corporate banking services, specialty finance and corporate trust services to individuals, corporations, institutions, foundations and government entities. In addition, the segment includes BB&T Securities, a full-service brokerage and investment banking firm, which offers clients a variety of investment services, including discount brokerage services, equities, annuities, mutual funds and government bonds. The Corporate Banking Division originates and services large corporate relationships, syndicated lending relationships and client derivatives while the specialty finance products offered by FS&CF include equipment finance, tax-exempt financing for local governments and special-purpose entities, and full-service commercial mortgage banking lending.

FS&CF net income was $169 million for the second quarter of 2019, an increase of $13 million compared to the prior quarter. Noninterest income increased $45 million primarily due to higher revenue from investment banking transactions and managed account fees; and client derivatives and commercial mortgage banking income due to higher sales volumes. The allocated provision for credit losses increased $13 million due to loan growth and higher charge-offs. Noninterest expense increased $14 million primarily due to higher performance-based incentives in the current quarter.

FS&CF average loans and leases held for investment increased $619 million, or 8.6 percent on an annualized basis, compared to the prior quarter. The increase was primarily driven by growth in Corporate Banking loans of $383 million, or 9.0 percent annualized, and Equipment Finance of $260 million, or 33.9 percent annualized; partially offset by a decline for Governmental Finance of $92 million, or 7.5 percent annualized.

FS&CF average total deposits decreased $567 million, or 7.9 percent on an annualized basis, compared to the prior quarter primarily driven by declines in average total deposits for Corporate Banking of $487 million, or 23.7 percent annualized.

Insurance Holdings ("IH")

BB&T's insurance agency / brokerage network is the sixth largest in the world. IH provides property and casualty, employee benefits and life insurance to businesses and individuals. It also provides small business and corporate services, such as workers compensation and professional liability, as well as surety coverage and title insurance. In addition, IH includes commercial and retail insurance premium finance.

IH net income was $111 million for the second quarter of 2019, an increase of $23 million compared to the prior quarter. Noninterest income increased $55 million primarily due to seasonality. Noninterest expense increased $27 million primarily due to performance-based incentives in the current quarter.

Other, Treasury & Corporate ("OT&C")

Net income in OT&C can vary due to the changing needs of the Corporation, including the size of the investment portfolio, the need for wholesale funding and income received from derivatives used to hedge the balance sheet.

OT&C generated a net loss of $159 million for the second quarter of 2019, compared to a net loss of $153 million for the prior quarter. Segment net interest income decreased $40 million primarily due to an increase in the net credit for funds provided to other operating segments and decrease in dividends related to certain post-employment benefits from the prior quarter. Noninterest income decreased $20 million primarily due to a decrease in income from SBIC private equity investments. The allocated provision for credit losses decreased primarily due to the provision for unfunded commitments. Noninterest expense decreased $71 million primarily due to lower merger-related and restructuring charges and lower expense related to assets for certain post-employment benefits. The benefit for income taxes decreased primarily due to a higher tax benefit from discrete items in the prior quarter.

Second Quarter 2019 compared to Second Quarter 2018

Community Banking Retail and Consumer Finance

CB-Retail net income was $445 million for the second quarter of 2019, an increase of $62 million compared to the earlier quarter. Segment net interest income increased $54 million primarily due to average loan growth and higher funding spreads on deposits, partially offset by lower credit spreads on loans. Noninterest income increased $32 million primarily due to an increase in mortgage banking income resulting from net residential mortgage servicing rights valuation adjustments. The allocated provision for credit losses increased $13 million primarily due to higher net charge-offs in the current quarter due to portfolio growth, partially offset by reserve rate changes at Regional Acceptance Corporation. Noninterest expense decreased primarily due to lower personnel expense.

Community Banking Commercial

CB-Commercial net income was $319 million for the second quarter of 2019, an increase of $41 million compared to the earlier quarter. Segment net interest income increased $43 million primarily driven by higher funding spreads, partially offset by lower credit spreads on loans. Noninterest income increased compared to the earlier quarter primarily due to higher referral fees in the current quarter. The allocated provision for credit losses decreased primarily due to the impact of average loan growth in the earlier quarter and reserve rate changes primarily due to overall credit improvement in the past year, partially offset by higher net charge-offs. Noninterest expense was essentially flat compared to the earlier quarter.

Financial Services and Commercial Finance

FS&CF net income was $169 million for the second quarter of 2019, an increase of $24 million compared to the earlier quarter. Segment net interest income increased $22 million primarily driven by average loan growth and higher funding spreads, partially offset by lower credit spreads on loans. Noninterest income increased $26 million primarily due to an increase in investment banking and brokerage fees and commissions related to several large deals in the current quarter as well as market driven asset growth. The allocated provision for credit losses increased $18 million primarily due to the release of specific reserves in the earlier quarter. Noninterest expense was essentially flat compared to the earlier quarter.

Insurance Holdings

IH net income was $111 million for the second quarter of 2019, an increase of $38 million compared to the earlier quarter. Noninterest income increased $86 million, primarily due to higher production and the acquisition of Regions Insurance, which contributed $32 million. Noninterest expense increased $36 million primarily due to the acquisition of Regions Insurance and commissions on higher production.

Other, Treasury & Corporate

OT&C generated a net loss of $159 million in the second quarter of 2019, compared to a net loss of $57 million in the earlier quarter. Segment net interest income decreased $89 million primarily due to an increase in the net credit for funds provided to other operating segments, and an increase in the rates on long-term debt. Noninterest income decreased $18 million primarily due to lower hedge and client derivative income and income related to assets for certain post-employment benefits. The benefit for income taxes increased $13 million primarily due to a higher pre-tax loss, partially offset by a higher tax benefit from discrete items in the earlier quarter.

CAPITAL RATIOS	2Q19	1Q19	4Q18	3Q18	2Q18
Risk-based:	(preliminary)				
Common equity Tier 1	10.3%	10.3%	10.2%	10.2%	10.2%
Tier 1	12.0	12.0	11.8	11.9	11.9
Total	14.2	14.2	13.8	13.9	13.9
Leverage	10.2	10.1	9.9	10.0	10.0

Capital levels remained strong at June 30, 2019. BB&T declared common dividends of $0.405 per share during the second quarter of 2019 and the Board of Directors will consider a proposal to increase the dividend 11.1 percent to $0.45 per share at their July meeting. The dividend and total payout ratios for the second quarter of 2019 were 36.8 percent. As previously communicated, BB&T has suspended its share repurchase program until after the completion of the merger of equals.

BB&T's average modified liquidity coverage ratio was approximately 129 percent for the three months ended June 30, 2019, compared to the regulatory minimum of 100 percent. In addition, the liquid asset buffer, which is defined as high quality unencumbered liquid assets as a percentage of total assets, was 14.3 percent at June 30, 2019.

ASSET QUALITY

(dollars in millions)	2Q19	1Q19	4Q18	3Q18	2Q18
Total nonperforming assets	$ 523	$ 584	$ 585	$ 601	$ 624
Total performing TDRs	1,070	1,130	1,119	1,090	1,073
Total loans 90 days past due and still accruing	407	431	462	431	435
Total loans 30-89 days past due	1,016	948	1,044	1,075	905
Nonperforming loans and leases as a percentage of loans and leases held for investment	0.30%	0.35%	0.35%	0.37%	0.38%
Nonperforming assets as a percentage of total assets	0.23	0.26	0.26	0.27	0.28
Allowance for loan and lease losses as a percentage of loans and leases held for investment	1.05	1.05	1.05	1.05	1.05
Net charge-offs as a percentage of average loans and leases, annualized	0.38	0.40	0.38	0.35	0.30
Ratio of allowance for loan and lease losses to net charge-offs, annualized	2.80x	2.62x	2.76x	3.05x	3.49x
Ratio of allowance for loan and lease losses to nonperforming loans and leases held for investment	3.46x	2.97x	2.99x	2.86x	2.74x

Nonperforming assets totaled $523 million at June 30, 2019, down $61 million compared to March 31, 2019. Nonperforming loans and leases represented 0.30 percent of loans and leases held for investment, down five basis points compared to March 31, 2019.

Performing TDRs were down $60 million during the second quarter primarily in residential mortgage loans, which was partially offset by an increase in commercial and industrial loans.

Loans 90 days or more past due and still accruing totaled $407 million at June 30, 2019, down $24 million compared to the prior quarter. The ratio of loans 90 days or more past due and still accruing as a percentage of loans and leases was 0.27 percent at June 30, 2019, compared to 0.29 percent for the prior quarter. Excluding government guaranteed and PCI loans, the ratio of loans 90 days or more past due and still accruing as a percentage of loans and leases was 0.04 percent at June 30, 2019, unchanged from the prior quarter.

Loans 30-89 days past due and still accruing totaled $1.0 billion at June 30, 2019, up $68 million compared to the prior quarter, primarily due to an expected seasonal increase in indirect automobile lending.

Net charge-offs during the second quarter totaled $142 million, down $5 million compared to the prior quarter. As a percentage of average loans and leases, annualized net charge-offs were 0.38 percent, down two basis points compared to the prior quarter.

The allowance for loan and lease losses, excluding the allowance for PCI loans, was $1.6 billion, up $34 million compared to the prior quarter. As of June 30, 2019, the total allowance for loan and lease losses was 1.05 percent of loans and leases held for investment, unchanged compared to March 31, 2019.

The allowance for loan and lease losses was 3.46 times nonperforming loans and leases held for investment, compared to 2.97 times at March 31, 2019. At June 30, 2019, the allowance for loan and lease losses was 2.80 times annualized net charge-offs, compared to 2.62 times at March 31, 2019.

Earnings Presentation and Quarterly Performance Summary

To listen to BB&T's live second quarter 2019 earnings conference call at 8 a.m. ET today, please call 866-519-2796 and enter the participant code 892418. A presentation will be used during the earnings conference call and is available on our website at https://bbt.investorroom.com/webcasts-and-presentations. Replays of the conference call will be available for 30 days by dialing 888-203-1112 (access code 6759252).

The presentation, including an appendix reconciling non-GAAP disclosures, is available at https://bbt.investorroom.com/webcasts-and-presentations. BB&T's Second Quarter 2019 Quarterly Performance Summary, which contains detailed financial schedules, is available on BB&T's website at https://bbt.investorroom.com/quarterly-earnings.

About BB&T

BB&T is one of the largest financial services holding companies in the U.S. with $230.9 billion in assets and market capitalization of approximately $37.6 billion as of June 30, 2019. Building on a long tradition of excellence in community banking, BB&T offers a wide range of financial services including retail and commercial banking, investments, insurance, wealth management, asset management, mortgage, corporate banking, capital markets and specialized lending. Based in Winston-Salem, N.C., BB&T operates more than 1,700 financial centers in 15 states and Washington, D.C. and is consistently recognized for outstanding client service by Greenwich Associates for small business and middle market banking. More information about BB&T and its full line of products and services is available at BBT.com.

# # #

Capital ratios are preliminary.

This news release contains financial information and performance measures determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). BB&T's management uses these "non-GAAP" measures in their analysis of the Corporation's performance and the efficiency of its operations. Management believes these non-GAAP measures provide a greater understanding of ongoing operations, enhance comparability of results with prior periods and demonstrate the effects of significant items in the current period. The Corporation believes a meaningful analysis of its financial performance requires an understanding of the factors underlying that performance. BB&T's management believes investors may find these non-GAAP financial measures useful. These disclosures should not be viewed as a substitute for financial measures determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Below is a listing of the types of non-GAAP measures used in this news release:

- *The adjusted efficiency ratio is non-GAAP in that it excludes securities gains (losses), amortization of intangible assets, merger-related and restructuring charges and other selected items. BB&T's management uses this measure in their analysis of the Corporation's performance. BB&T's management believes this measure provides a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges.*
- *Tangible common equity and related measures are non-GAAP measures that exclude the impact of intangible assets, net of deferred taxes, and their related amortization. These measures are useful for evaluating the performance of a business consistently, whether acquired or developed internally. BB&T's management uses these measures to assess the quality of capital and returns relative to balance sheet risk and believes investors may find them useful in their analysis of the Corporation.*
- *Core net interest margin is a non-GAAP measure that adjusts net interest margin to exclude the impact of purchase accounting. The interest income and average balances for PCI loans are excluded in their entirety as the accounting for these loans can result in significant and unusual trends in yields. The purchase accounting marks and related amortization for a) securities acquired from the FDIC in the Colonial Bank acquisition and b) non-PCI loans, deposits and long-term debt acquired from Susquehanna and National Penn are excluded to approximate their yields at the pre-acquisition rates. BB&T's management believes the adjustments to the calculation of net interest margin for certain assets and liabilities acquired provide investors with useful information related to the performance of BB&T's earning assets.*
- *The adjusted diluted earnings per share is non-GAAP in that it excludes merger-related and restructuring charges and other selected items, net of tax. BB&T's management uses this measure in their analysis of the Corporation's performance. BB&T's management believes this measure provides a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges.*
- *The adjusted operating leverage ratio is non-GAAP in that it excludes securities gains (losses), amortization of intangible assets, merger-related and restructuring charges and other selected items. BB&T's management uses this measure in their analysis of the Corporation's performance. BB&T's management believes this measure provides a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges.*
- *The adjusted performance ratios are non-GAAP in that they exclude merger-related and restructuring charges, selected items and, in the case of return on average tangible common shareholders' equity, amortization of intangible assets. BB&T's management uses these measures in their analysis of the Corporation's performance. BB&T's management believes these measures provide a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges.*

A reconciliation of these non-GAAP measures to the most directly comparable GAAP measure is included in BB&T's Second Quarter 2019 Quarterly Performance Summary, which is available at https://bbt.investorroom.com/quarterly-earnings.

This news release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, regarding the financial condition, results of operations, business plans and the future performance of BB&T. Forward-looking statements are not based on historical facts but instead represent management's expectations and assumptions regarding BB&T's business, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances difficult to predict. BB&T's actual results may differ materially from those contemplated by the forward-looking statements. Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "projects," "may," "will," "should," "could" and other similar expressions are intended to identify these forward-looking statements. Such statements are subject to factors that could cause actual results to differ materially from anticipated results. While there is no assurance any list of risks and uncertainties or risk factors is complete, important factors that could cause actual results to differ materially from those in the forward-looking statements include the following, without limitation, as well as the risks and uncertainties more fully discussed under Item 1A-Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2018 and in any of BB&T's subsequent filings with the Securities and Exchange Commission:

- *risks, uncertainties and other factors relating to the merger of SunTrust with and into BB&T, including the ability to obtain regulatory approvals and meet other closing conditions to the merger, including approval of the merger by BB&T shareholders and SunTrust shareholders and delay in closing the merger;*
- *general economic or business conditions, either nationally or regionally, may be less favorable than expected, resulting in, among other things, slower deposit and/or asset growth, and a deterioration in credit quality and/or a reduced demand for credit, insurance or other services;*
- *disruptions to the national or global financial markets, including the impact of a downgrade of U.S. government obligations by one of the credit ratings agencies, the economic instability and recessionary conditions in Europe;*
- *changes in the interest rate environment, including interest rate changes made by the Federal Reserve, the discontinuation of LIBOR as an interest rate benchmark, as well as cash flow reassessments may reduce net interest margin and/or the volumes and values of loans and deposits as well as the value of other financial assets and liabilities;*
- *competitive pressures among depository and other financial institutions may increase significantly;*
- *legislative, regulatory or accounting changes, including changes resulting from the adoption and implementation of the Dodd-Frank Act may adversely affect the businesses in which BB&T is engaged;*
- *local, state or federal taxing authorities may take tax positions that are adverse to BB&T;*
- *a reduction may occur in BB&T's credit ratings;*
- *adverse changes may occur in the securities markets;*
- *competitors of BB&T may have greater financial resources or develop products that enable them to compete more successfully than BB&T and may be subject to different regulatory standards than BB&T;*
- *cyber security risks could adversely affect BB&T's business and financial performance or reputation, and BB&T could be liable for financial losses incurred by third parties due to breaches of data shared between financial institutions;*
- *higher-than-expected costs related to information technology infrastructure or a failure to successfully implement future system enhancements could adversely impact BB&T's financial condition and results of operations and could result in significant additional costs to BB&T;*
- *natural or other disasters, including acts of terrorism, could have an adverse effect on BB&T, materially disrupting BB&T's operations or the ability or willingness of customers to access BB&T's products and services;*
- *costs related to the integration of the businesses of BB&T and its merger partners may be greater than expected;*
- *failure to execute on strategic or operational plans, including the ability to successfully complete and/or integrate mergers and acquisitions or fully achieve expected cost savings or revenue growth associated with mergers and acquisitions within the expected time frames could adversely impact financial condition and results of operations;*
- *significant litigation and regulatory proceedings could have a material adverse effect on BB&T;*

- *unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries could result in negative publicity, protests, fines, penalties, restrictions on BB&T's operations or ability to expand its business and other negative consequences, all of which could cause reputational damage and adversely impact BB&T's financial conditions and results of operations;*
- *risks resulting from the extensive use of models;*
- *risk management measures may not be fully effective;*
- *deposit attrition, customer loss and/or revenue loss following completed mergers/acquisitions may exceed expectations; and*
- *widespread system outages, caused by the failure of critical internal systems or critical services provided by third parties, could adversely impact BB&T's financial condition and results of operations.*

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this news release. Actual results may differ materially from those expressed in or implied by any forward-looking statement. Except to the extent required by applicable law or regulation, BB&T undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

BB&T All we see is you.™

Quarterly Performance Summary

BB&T Corporation

Second Quarter 2019

Table of Contents

Quarterly Performance Summary
BB&T Corporation

Financial Highlights

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended June 30 2019	Quarter Ended June 30 2018	% Change	Year-to-Date June 30 2019	Year-to-Date June 30 2018	% Change
Summary Income Statement						
Interest income	$ 2,230	$ 2,016	10.6%	$ 4,427	$ 3,960	11.8%
Interest expense	516	337	53.1	993	625	58.9
Net interest income - taxable equivalent	1,714	1,679	2.1	3,434	3,335	3.0
Less: Taxable-equivalent adjustment	24	22	9.1	48	45	6.7
Net interest income	1,690	1,657	2.0	3,386	3,290	2.9
Provision for credit losses	172	135	27.4	327	285	14.7
Net interest income after provision for credit losses	1,518	1,522	(0.3)	3,059	3,005	1.8
Noninterest income	1,352	1,222	10.6	2,554	2,402	6.3
Noninterest expense	1,751	1,720	1.8	3,519	3,406	3.3
Income before income taxes	1,119	1,024	9.3	2,094	2,001	4.6
Provision for income taxes	234	202	15.8	411	388	5.9
Net income	885	822	7.7	1,683	1,613	4.3
Noncontrolling interests	(1)	3	(133.3)	5	6	(16.7)
Preferred stock dividends	44	44	—	87	87	—
Net income available to common shareholders	842	775	8.6	1,591	1,520	4.7
Per Common Share Data						
Earnings per share-basic	$ 1.10	$ 1.00	10.0%	$ 2.08	$ 1.95	6.7%
Earnings per share-diluted	1.09	0.99	10.1	2.06	1.93	6.7
Cash dividends declared	0.405	0.375	8.0	0.810	0.750	8.0
Common equity	37.40	34.51	8.4	37.40	34.51	8.4
Tangible common equity (1)	23.93	21.53	11.1	23.93	21.53	11.1
End of period shares outstanding	766,010	774,447	(1.1)	766,010	774,447	(1.1)
Weighted average shares outstanding-basic	765,958	775,836	(1.3)	765,052	777,716	(1.6)
Weighted average shares outstanding-diluted	774,603	785,750	(1.4)	774,329	788,362	(1.8)
Performance Ratios						
Return on average assets	1.55%	1.49%		1.49%	1.47%	
Return on average risk-weighted assets	1.91	1.85		1.85	1.83	
Return on average common shareholders' equity	11.98	11.74		11.54	11.59	
Return on average tangible common shareholders' equity (2)	19.45	19.52		18.92	19.32	
Net interest margin - taxable equivalent	3.42	3.45		3.47	3.45	
Fee income ratio	44.4	42.5		43.0	42.2	
Efficiency ratio-GAAP	57.6	59.7		59.3	59.8	
Efficiency ratio-adjusted (2)	55.1	57.4		55.8	57.4	
Credit Quality						
Nonperforming assets as a percentage of:						
Assets	0.23%	0.28%		0.23%	0.28%	
Loans and leases plus foreclosed property	0.34	0.43		0.34	0.43	
Net charge-offs as a percentage of average loans and leases	0.38	0.30		0.39	0.36	
Allowance for loan and lease losses as a percentage of loans and leases held for investment	1.05	1.05		1.05	1.05	
Ratio of allowance for loan and lease losses to nonperforming loans and leases held for investment	3.46x	2.74x		3.46x	2.74x	
Average Balances						
Assets	$ 229,249	$ 221,344	3.6%	$ 227,421	$ 221,381	2.7%
Securities (3)	46,115	47,145	(2.2)	46,423	47,756	(2.8)
Loans and leases	151,557	145,752	4.0	150,181	144,834	3.7
Deposits	159,891	157,676	1.4	159,968	157,409	1.6
Common shareholders' equity	28,188	26,483	6.4	27,812	26,455	5.1
Shareholders' equity	31,301	29,585	5.8	30,923	29,556	4.6
Period-End Balances						
Assets	$ 230,872	$ 222,681	3.7%	$ 230,872	$ 222,681	3.7%
Securities (3)	45,289	45,668	(0.8)	45,289	45,668	(0.8)
Loans and leases	153,823	147,798	4.1	153,823	147,798	4.1
Deposits	159,521	159,475	—	159,521	159,475	—
Common shareholders' equity	28,650	26,727	7.2	28,650	26,727	7.2
Shareholders' equity	31,764	29,832	6.5	31,764	29,832	6.5
Capital Ratios (current quarter is preliminary)						
Risk-based:						
Common equity Tier 1	10.3%	10.2%		10.3%	10.2%	
Tier 1	12.0	11.9		12.0	11.9	
Total	14.2	13.9		14.2	13.9	
Leverage	10.2	10.0		10.2	10.0	

Applicable ratios are annualized.

(1) Represents a non-GAAP measure. See the calculations and management's reasons for using this measure in the Preliminary Capital Information - Five Quarter Trend section of this supplement.

(2) Represents a non-GAAP measure. See the calculation and management's reasons for using this measure in the Non-GAAP Reconciliations section of this supplement.

(3) Includes AFS and HTM securities. Average balances reflect both AFS and HTM securities at amortized cost. Period-end balances reflect AFS securities at fair value and HTM securities at amortized cost.

Financial Highlights - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Summary Income Statement					
Interest income	$ 2,230	$ 2,197	$ 2,160	$ 2,096	$ 2,016
Interest expense	516	477	431	382	337
Net interest income - taxable equivalent	1,714	1,720	1,729	1,714	1,679
Less: Taxable-equivalent adjustment	24	24	24	27	22
Net interest income	1,690	1,696	1,705	1,687	1,657
Provision for credit losses	172	155	146	135	135
Net interest income after provision for credit losses	1,518	1,541	1,559	1,552	1,522
Noninterest income	1,352	1,202	1,235	1,239	1,222
Noninterest expense	1,751	1,768	1,784	1,742	1,720
Income before income taxes	1,119	975	1,010	1,049	1,024
Provision for income taxes	234	177	205	210	202
Net income	885	798	805	839	822
Noncontrolling interests	(1)	6	7	7	3
Preferred stock dividends	44	43	44	43	44
Net income available to common shareholders	842	749	754	789	775
Per Common Share Data					
Earnings per share-basic	$ 1.10	$ 0.98	$ 0.99	$ 1.02	$ 1.00
Earnings per share-diluted	1.09	0.97	0.97	1.01	0.99
Cash dividends declared	0.405	0.405	0.405	0.405	0.375
Common equity	37.40	36.26	35.46	34.90	34.51
Tangible common equity (1)	23.93	22.78	21.89	21.40	21.53
End of period shares outstanding	766,010	765,920	763,326	770,620	774,447
Weighted average shares outstanding-basic	765,958	764,135	765,013	771,562	775,836
Weighted average shares outstanding-diluted	774,603	774,071	775,402	781,867	785,750
Performance Ratios					
Return on average assets	1.55%	1.43%	1.43%	1.49%	1.49%
Return on average risk-weighted assets	1.91	1.78	1.77	1.85	1.85
Return on average common shareholders' equity	11.98	11.08	11.14	11.69	11.74
Return on average tangible common shareholders' equity (2)	19.45	18.36	18.77	19.74	19.52
Net interest margin - taxable equivalent	3.42	3.51	3.49	3.47	3.45
Fee income ratio	44.4	41.5	42.0	42.3	42.5
Efficiency ratio-GAAP	57.6	61.0	60.7	59.5	59.7
Efficiency ratio-adjusted (2)	55.1	56.6	56.5	57.3	57.4
Credit Quality					
Nonperforming assets as a percentage of:					
Assets	0.23%	0.26%	0.26%	0.27%	0.28%
Loans and leases plus foreclosed property	0.34	0.39	0.39	0.41	0.43
Net charge-offs as a percentage of average loans and leases	0.38	0.40	0.38	0.35	0.30
Allowance for loan and lease losses as a percentage of loans and leases held for investment	1.05	1.05	1.05	1.05	1.05
Ratio of allowance for loan and lease losses to nonperforming loans and leases held for investment	3.46x	2.97x	2.99x	2.86x	2.74x
Average Balances					
Assets	$ 229,249	$ 225,573	$ 223,625	$ 222,674	$ 221,344
Securities (3)	46,115	46,734	46,610	46,299	47,145
Loans and leases	151,557	148,790	148,457	147,489	145,752
Deposits	159,891	160,045	157,842	157,271	157,676
Common shareholders' equity	28,188	27,432	26,860	26,782	26,483
Shareholders' equity	31,301	30,541	29,965	29,887	29,585
Period-End Balances					
Assets	$ 230,872	$ 227,683	$ 225,697	$ 222,885	$ 222,681
Securities (3)	45,289	46,410	45,590	45,368	45,668
Loans and leases	153,823	149,891	150,001	147,712	147,798
Deposits	159,521	159,766	161,199	154,556	159,475
Common shareholders' equity	28,650	27,770	27,069	26,895	26,727
Shareholders' equity	31,764	30,883	30,178	30,007	29,832
Capital Ratios (current quarter is preliminary)					
Risk-based:					
Common equity Tier 1	10.3%	10.3%	10.2%	10.2%	10.2%
Tier 1	12.0	12.0	11.8	11.9	11.9
Total	14.2	14.2	13.8	13.9	13.9
Leverage	10.2	10.1	9.9	10.0	10.0

Applicable ratios are annualized.

(1) Represents a non-GAAP measure. See the calculations and management's reasons for using this measure in the Preliminary Capital Information - Five Quarter Trend section of this supplement.

(2) Represents a non-GAAP measure. See the calculation and management's reasons for using this measure in the Non-GAAP Reconciliations section of this supplement.

(3) Includes AFS and HTM securities. Average balances reflect both AFS and HTM securities at amortized cost. Period-end balances reflect AFS securities at fair value and HTM securities at amortized cost.

Consolidated Statements of Income

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended June 30 2019	Quarter Ended June 30 2018	Change $	Change %	Year-to-Date June 30 2019	Year-to-Date June 30 2018	Change $	Change %
Interest Income								
Interest and fees on loans and leases	$ 1,886	$ 1,687	$ 199	11.8%	$ 3,725	$ 3,292	$ 433	13.2%
Interest and dividends on securities	300	294	6	2.0	602	585	17	2.9
Interest on other earning assets	20	13	7	53.8	52	38	14	36.8
Total interest income	2,206	1,994	212	10.6	4,379	3,915	464	11.9
Interest Expense								
Interest on deposits	273	148	125	84.5	526	266	260	97.7
Interest on short-term borrowings	50	23	27	117.4	82	43	39	90.7
Interest on long-term debt	193	166	27	16.3	385	316	69	21.8
Total interest expense	516	337	179	53.1	993	625	368	58.9
Net Interest Income	1,690	1,657	33	2.0	3,386	3,290	96	2.9
Provision for credit losses	172	135	37	27.4	327	285	42	14.7
Net Interest Income After Provision for Credit Losses	1,518	1,522	(4)	(0.3)	3,059	3,005	54	1.8
Noninterest Income								
Insurance income	566	481	85	17.7	1,076	917	159	17.3
Service charges on deposits	181	179	2	1.1	352	344	8	2.3
Investment banking and brokerage fees and commissions	131	109	22	20.2	242	222	20	9.0
Mortgage banking income	113	94	19	20.2	176	193	(17)	(8.8)
Trust and investment advisory revenues	70	72	(2)	(2.8)	138	144	(6)	(4.2)
Bankcard fees and merchant discounts	77	72	5	6.9	147	141	6	4.3
Checkcard fees	59	57	2	3.5	114	109	5	4.6
Operating lease income	35	36	(1)	(2.8)	70	73	(3)	(4.1)
Income from bank-owned life insurance	34	30	4	13.3	62	61	1	1.6
Securities gains (losses), net	—	1	(1)	NM	—	1	(1)	NM
Other income	86	91	(5)	(5.5)	177	197	(20)	(10.2)
Total noninterest income	1,352	1,222	130	10.6	2,554	2,402	152	6.3
Noninterest Expense								
Personnel expense	1,120	1,074	46	4.3	2,207	2,113	94	4.4
Occupancy and equipment expense	184	187	(3)	(1.6)	371	381	(10)	(2.6)
Software expense	71	67	4	6.0	143	132	11	8.3
Outside IT services	29	32	(3)	(9.4)	59	64	(5)	(7.8)
Regulatory charges	19	39	(20)	(51.3)	37	79	(42)	(53.2)
Amortization of intangibles	32	31	1	3.2	64	64	—	—
Loan-related expense	30	26	4	15.4	55	55	—	—
Professional services	31	32	(1)	(3.1)	62	62	—	—
Merger-related and restructuring charges, net	23	24	(1)	(4.2)	103	52	51	98.1
Other expense	212	208	4	1.9	418	404	14	3.5
Total noninterest expense	1,751	1,720	31	1.8	3,519	3,406	113	3.3
Earnings								
Income before income taxes	1,119	1,024	95	9.3	2,094	2,001	93	4.6
Provision for income taxes	234	202	32	15.8	411	388	23	5.9
Net income	885	822	63	7.7	1,683	1,613	70	4.3
Noncontrolling interests	(1)	3	(4)	(133.3)	5	6	(1)	(16.7)
Preferred stock dividends	44	44	—	—	87	87	—	—
Net income available to common shareholders	$ 842	$ 775	$ 67	8.6%	$ 1,591	$ 1,520	$ 71	4.7%
Earnings Per Common Share								
Basic	$ 1.10	$ 1.00	$ 0.10	10.0%	$ 2.08	$ 1.95	$ 0.13	6.7%
Diluted	1.09	0.99	0.10	10.1	2.06	1.93	0.13	6.7
Weighted Average Shares Outstanding								
Basic	765,958	775,836	(9,878)	(1.3)	765,052	777,716	(12,664)	(1.6)
Diluted	774,603	785,750	(11,147)	(1.4)	774,329	788,362	(14,033)	(1.8)

NM - not meaningful

Consolidated Statements of Income - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Interest Income					
Interest and fees on loans and leases	$ 1,886	$ 1,839	$ 1,830	$ 1,772	$ 1,687
Interest and dividends on securities	300	302	292	283	294
Interest on other earning assets	20	32	14	14	13
Total interest income	2,206	2,173	2,136	2,069	1,994
Interest Expense					
Interest on deposits	273	253	206	172	148
Interest on short-term borrowings	50	32	39	29	23
Interest on long-term debt	193	192	186	181	166
Total interest expense	516	477	431	382	337
Net Interest Income	1,690	1,696	1,705	1,687	1,657
Provision for credit losses	172	155	146	135	135
Net Interest Income After Provision for Credit Losses	1,518	1,541	1,559	1,552	1,522
Noninterest Income					
Insurance income	566	510	487	448	481
Service charges on deposits	181	171	185	183	179
Investment banking and brokerage fees and commissions	131	111	139	116	109
Mortgage banking income	113	63	86	79	94
Trust and investment advisory revenues	70	68	70	71	72
Bankcard fees and merchant discounts	77	70	74	72	72
Checkcard fees	59	55	56	56	57
Operating lease income	35	35	35	37	36
Income from bank-owned life insurance	34	28	28	27	30
Securities gains (losses), net	—	—	2	—	1
Other income	86	91	73	150	91
Total noninterest income	1,352	1,202	1,235	1,239	1,222
Noninterest Expense					
Personnel expense	1,120	1,087	1,096	1,104	1,074
Occupancy and equipment expense	184	187	188	189	187
Software expense	71	72	70	70	67
Outside IT services	29	30	35	33	32
Regulatory charges	19	18	18	37	39
Amortization of intangibles	32	32	34	33	31
Loan-related expense	30	25	25	28	26
Professional services	31	31	43	33	32
Merger-related and restructuring charges, net	23	80	76	18	24
Other expense	212	206	199	197	208
Total noninterest expense	1,751	1,768	1,784	1,742	1,720
Earnings					
Income before income taxes	1,119	975	1,010	1,049	1,024
Provision for income taxes	234	177	205	210	202
Net income	885	798	805	839	822
Noncontrolling interests	(1)	6	7	7	3
Preferred stock dividends	44	43	44	43	44
Net income available to common shareholders	$ 842	$ 749	$ 754	$ 789	$ 775
Earnings Per Common Share					
Basic	$ 1.10	$ 0.98	$ 0.99	$ 1.02	$ 1.00
Diluted	1.09	0.97	0.97	1.01	0.99
Weighted Average Shares Outstanding					
Basic	765,958	764,135	765,013	771,562	775,836
Diluted	774,603	774,071	775,402	781,867	785,750

Segment Financial Performance - Preliminary

(Dollars in millions)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Community Banking Retail and Consumer Finance					
Net interest income (expense)	$ 850	$ 843	$ 881	$ 880	$ 853
Net intersegment interest income (expense)	126	109	87	76	69
Segment net interest income	976	952	968	956	922
Allocated provision for credit losses	123	130	151	121	110
Noninterest income	387	322	352	347	355
Noninterest expense	654	645	658	657	659
Income (loss) before income taxes	586	499	511	525	508
Provision (benefit) for income taxes	141	120	124	129	125
Segment net income (loss)	$ 445	$ 379	$ 387	$ 396	$ 383
Community Banking Commercial					
Net interest income (expense)	$ 541	$ 536	$ 532	$ 513	$ 491
Net intersegment interest income (expense)	47	44	59	58	54
Segment net interest income	588	580	591	571	545
Allocated provision for credit losses	39	19	14	18	43
Noninterest income	114	109	112	110	110
Noninterest expense	255	251	267	262	254
Income (loss) before income taxes	408	419	422	401	358
Provision (benefit) for income taxes	89	91	93	90	80
Segment net income (loss)	$ 319	$ 328	$ 329	$ 311	$ 278
Financial Services and Commercial Finance					
Net interest income (expense)	$ 197	$ 189	$ 190	$ 171	$ 169
Net intersegment interest income (expense)	13	21	21	26	19
Segment net interest income	210	210	211	197	188
Allocated provision for credit losses	14	1	5	5	(4)
Noninterest income	329	284	323	308	303
Noninterest expense	311	297	334	312	312
Income (loss) before income taxes	214	196	195	188	183
Provision (benefit) for income taxes	45	40	40	39	38
Segment net income (loss)	$ 169	$ 156	$ 155	$ 149	$ 145
Insurance Holdings					
Net interest income (expense)	$ 35	$ 34	$ 32	$ 32	$ 29
Net intersegment interest income (expense)	(10)	(11)	(10)	(9)	(7)
Segment net interest income	25	23	22	23	22
Allocated provision for credit losses	2	3	—	1	—
Noninterest income	570	515	496	452	484
Noninterest expense	444	417	415	416	408
Income (loss) before income taxes	149	118	103	58	98
Provision (benefit) for income taxes	38	30	26	15	25
Segment net income (loss)	$ 111	$ 88	$ 77	$ 43	$ 73
Other, Treasury & Corporate (1)					
Net interest income (expense)	$ 67	$ 94	$ 70	$ 91	$ 115
Net intersegment interest income (expense)	(176)	(163)	(157)	(151)	(135)
Segment net interest income	(109)	(69)	(87)	(60)	(20)
Allocated provision for credit losses	(6)	2	(24)	(10)	(14)
Noninterest income	(48)	(28)	(48)	22	(30)
Noninterest expense	87	158	110	95	87
Income (loss) before income taxes	(238)	(257)	(221)	(123)	(123)
Provision (benefit) for income taxes	(79)	(104)	(78)	(63)	(66)
Segment net income (loss)	$ (159)	$ (153)	$ (143)	$ (60)	$ (57)
Total BB&T Corporation					
Net interest income (expense)	$ 1,690	$ 1,696	$ 1,705	$ 1,687	$ 1,657
Net intersegment interest income (expense)	—	—	—	—	—
Segment net interest income	1,690	1,696	1,705	1,687	1,657
Allocated provision for credit losses	172	155	146	135	135
Noninterest income	1,352	1,202	1,235	1,239	1,222
Noninterest expense	1,751	1,768	1,784	1,742	1,720
Income (loss) before income taxes	1,119	975	1,010	1,049	1,024
Provision (benefit) for income taxes	234	177	205	210	202
Net income	$ 885	$ 798	$ 805	$ 839	$ 822

(1) Includes financial data from subsidiaries below the quantitative and qualitative thresholds requiring disclosure.

Consolidated Ending Balance Sheets - Five Quarter Trend

(Dollars in millions)	June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Assets					
Cash and due from banks	$ 1,831	$ 1,873	$ 2,753	$ 2,123	$ 2,046
Interest-bearing deposits with banks	707	751	984	748	662
Cash equivalents	148	252	143	135	213
Restricted cash	15	96	107	147	132
Securities available for sale at fair value	25,802	26,315	25,038	24,286	23,919
Securities held to maturity at amortized cost	19,487	20,095	20,552	21,082	21,749
Loans and leases:					
Commercial:					
Commercial and industrial	63,693	61,978	61,935	59,722	60,474
CRE	20,722	20,829	21,060	21,466	21,610
Lease financing	2,203	2,098	2,018	2,028	1,924
Retail:					
Residential mortgage	32,607	31,572	31,393	30,821	29,965
Direct	11,492	11,464	11,584	11,618	11,661
Indirect	18,209	17,523	17,425	17,468	17,140
Revolving credit	3,239	3,152	3,132	3,070	2,876
PCI	421	441	466	497	533
Total loans and leases held for investment	152,586	149,057	149,013	146,690	146,183
Loans held for sale	1,237	834	988	1,022	1,615
Total loans and leases	153,823	149,891	150,001	147,712	147,798
Allowance for loan and lease losses	(1,595)	(1,561)	(1,558)	(1,538)	(1,530)
Premises and equipment	2,029	2,078	2,118	2,154	2,154
Goodwill	9,830	9,818	9,818	9,832	9,617
Core deposit and other intangible assets	712	726	758	789	647
Mortgage servicing rights at fair value	970	1,036	1,108	1,179	1,143
Other assets	17,113	16,313	13,875	14,236	14,131
Total assets	$ 230,872	$ 227,683	$ 225,697	$ 222,885	$ 222,681
Liabilities					
Deposits:					
Noninterest-bearing deposits	$ 52,458	$ 53,021	$ 53,025	$ 53,646	$ 54,270
Interest checking	28,021	28,028	28,130	26,590	27,257
Money market and savings	63,972	63,739	63,467	61,597	63,167
Time deposits	15,070	14,978	16,577	12,723	14,781
Total deposits	159,521	159,766	161,199	154,556	159,475
Short-term borrowings	10,344	6,305	5,178	9,652	3,576
Long-term debt	22,640	24,729	23,709	23,236	24,081
Accounts payable and other liabilities	6,603	6,000	5,433	5,434	5,717
Total liabilities	199,108	196,800	195,519	192,878	192,849
Shareholders' Equity:					
Preferred stock	3,053	3,053	3,053	3,053	3,053
Common stock	3,830	3,830	3,817	3,853	3,872
Additional paid-in capital	6,889	6,843	6,849	7,221	7,364
Retained earnings	19,050	18,518	18,118	17,673	17,197
Accumulated other comprehensive loss	(1,119)	(1,421)	(1,715)	(1,852)	(1,706)
Noncontrolling interests	61	60	56	59	52
Total shareholders' equity	31,764	30,883	30,178	30,007	29,832
Total liabilities and shareholders' equity	$ 230,872	$ 227,683	$ 225,697	$ 222,885	$ 222,681

New lease accounting guidance was adopted prospectively in 1Q19 that requires lessees to recognize assets and liabilities related to certain operating leases on the balance sheet.

Average Balance Sheets

(Dollars in millions)	Quarter Ended June 30 2019	Quarter Ended June 30 2018	Change $	Change %	Year-to-Date June 30 2019	Year-to-Date June 30 2018	Change $	Change %
Assets								
Securities at amortized cost (1):								
U.S. Treasury	$ 2,662	$ 3,537	$ (875)	(24.7)%	$ 2,980	$ 3,538	$ (558)	(15.8)%
U.S. government-sponsored entities (GSE)	2,440	2,384	56	2.3	2,429	2,384	45	1.9
Mortgage-backed securities issued by GSE	40,112	39,777	335	0.8	40,078	40,292	(214)	(0.5)
States and political subdivisions	566	1,051	(485)	(46.1)	593	1,133	(540)	(47.7)
Non-agency mortgage-backed	302	354	(52)	(14.7)	308	364	(56)	(15.4)
Other	33	42	(9)	(21.4)	35	45	(10)	(22.2)
Total securities	46,115	47,145	(1,030)	(2.2)	46,423	47,756	(1,333)	(2.8)
Other earning assets	3,167	2,197	970	44.2	2,684	2,223	461	20.7
Loans and leases:								
Commercial:								
Commercial and industrial	62,563	59,548	3,015	5.1	61,970	59,090	2,880	4.9
CRE	20,748	21,546	(798)	(3.7)	20,826	21,472	(646)	(3.0)
Lease financing	2,122	1,862	260	14.0	2,071	1,867	204	10.9
Retail:								
Residential mortgage	32,066	29,272	2,794	9.5	31,720	29,049	2,671	9.2
Direct	11,506	11,680	(174)	(1.5)	11,500	11,735	(235)	(2.0)
Indirect	17,879	16,804	1,075	6.4	17,609	16,859	750	4.4
Revolving credit	3,151	2,831	320	11.3	3,131	2,815	316	11.2
PCI	432	559	(127)	(22.7)	444	595	(151)	(25.4)
Total loans and leases held for investment	150,467	144,102	6,365	4.4	149,271	143,482	5,789	4.0
Loans held for sale	1,090	1,650	(560)	(33.9)	910	1,352	(442)	(32.7)
Total loans and leases	151,557	145,752	5,805	4.0	150,181	144,834	5,347	3.7
Total earning assets	200,839	195,094	5,745	2.9	199,288	194,813	4,475	2.3
Nonearning assets	28,410	26,250	2,160	8.2	28,133	26,568	1,565	5.9
Total assets	$ 229,249	$ 221,344	$ 7,905	3.6 %	$ 227,421	$ 221,381	$ 6,040	2.7 %
Liabilities and Shareholders' Equity								
Deposits:								
Noninterest-bearing deposits	$ 52,680	$ 53,963	$ (1,283)	(2.4)%	$ 52,484	$ 53,681	$ (1,197)	(2.2)%
Interest checking	27,708	26,969	739	2.7	27,665	27,119	546	2.0
Money market and savings	63,394	62,105	1,289	2.1	63,360	61,899	1,461	2.4
Time deposits	15,730	13,966	1,764	12.6	16,059	13,907	2,152	15.5
Foreign office deposits - interest-bearing	379	673	(294)	(43.7)	400	803	(403)	(50.2)
Total deposits	159,891	157,676	2,215	1.4	159,968	157,409	2,559	1.6
Short-term borrowings	8,367	5,323	3,044	57.2	7,003	5,399	1,604	29.7
Long-term debt	23,233	23,639	(406)	(1.7)	23,240	23,658	(418)	(1.8)
Accounts payable and other liabilities	6,457	5,121	1,336	26.1	6,287	5,359	928	17.3
Total liabilities	197,948	191,759	6,189	3.2	196,498	191,825	4,673	2.4
Shareholders' equity	31,301	29,585	1,716	5.8	30,923	29,556	1,367	4.6
Total liabilities and shareholders' equity	$ 229,249	$ 221,344	$ 7,905	3.6 %	$ 227,421	$ 221,381	$ 6,040	2.7 %

New lease accounting guidance was adopted prospectively in 1Q19 that requires lessees to recognize assets and liabilities related to certain operating leases on the balance sheet.

Average balances exclude basis adjustments for fair value hedges.

(1) Includes AFS and HTM securities.

Average Balance Sheets - Five Quarter Trend

(Dollars in millions)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Assets					
Securities at amortized cost (1):					
U.S. Treasury	$ 2,662	$ 3,302	$ 4,555	$ 3,561	$ 3,537
U.S. government-sponsored entities (GSE)	2,440	2,418	2,408	2,399	2,384
Mortgage-backed securities issued by GSE	40,112	40,044	38,566	39,111	39,777
States and political subdivisions	566	620	725	849	1,051
Non-agency mortgage-backed	302	315	326	340	354
Other	33	35	30	39	42
Total securities	46,115	46,734	46,610	46,299	47,145
Other earning assets	3,167	2,197	2,146	2,412	2,197
Loans and leases:					
Commercial:					
Commercial and industrial	62,563	61,370	60,553	59,900	59,548
CRE	20,748	20,905	21,301	21,496	21,546
Lease financing	2,122	2,021	1,990	1,941	1,862
Retail:					
Residential mortgage	32,066	31,370	31,103	30,500	29,272
Direct	11,506	11,493	11,600	11,613	11,680
Indirect	17,879	17,337	17,436	17,282	16,804
Revolving credit	3,151	3,110	3,070	2,947	2,831
PCI	432	455	486	518	559
Total loans and leases held for investment	150,467	148,061	147,539	146,197	144,102
Loans held for sale	1,090	729	918	1,292	1,650
Total loans and leases	151,557	148,790	148,457	147,489	145,752
Total earning assets	200,839	197,721	197,213	196,200	195,094
Nonearning assets	28,410	27,852	26,412	26,474	26,250
Total assets	$ 229,249	$ 225,573	$ 223,625	$ 222,674	$ 221,344
Liabilities and Shareholders' Equity					
Deposits:					
Noninterest-bearing deposits	$ 52,680	$ 52,283	$ 53,732	$ 54,174	$ 53,963
Interest checking	27,708	27,622	26,921	26,655	26,969
Money market and savings	63,394	63,325	62,261	62,957	62,105
Time deposits	15,730	16,393	14,682	13,353	13,966
Foreign office deposits - interest-bearing	379	422	246	132	673
Total deposits	159,891	160,045	157,842	157,271	157,676
Short-term borrowings	8,367	5,624	6,979	6,023	5,323
Long-term debt	23,233	23,247	23,488	24,211	23,639
Accounts payable and other liabilities	6,457	6,116	5,351	5,282	5,121
Total liabilities	197,948	195,032	193,660	192,787	191,759
Shareholders' equity	31,301	30,541	29,965	29,887	29,585
Total liabilities and shareholders' equity	$ 229,249	$ 225,573	$ 223,625	$ 222,674	$ 221,344

New lease accounting guidance was adopted prospectively in 1Q19 that requires lessees to recognize assets and liabilities related to certain operating leases on the balance sheet.

Average balances exclude basis adjustments for fair value hedges.

(1) Includes AFS and HTM securities.

Average Balances and Rates - Quarters

(Dollars in millions)	Quarter Ended June 30, 2019 (1) Average Balances	June 30, 2019 Interest Income/ Expense	June 30, 2019 (2) Yields/ Rates	March 31, 2019 (1) Average Balances	March 31, 2019 Interest Income/ Expense	March 31, 2019 (2) Yields/ Rates
Assets						
Securities at amortized cost (3):						
U.S. Treasury	$ 2,662	$ 14	2.04%	$ 3,302	$ 16	2.01%
U.S. government-sponsored entities (GSE)	2,440	13	2.25	2,418	14	2.24
Mortgage-backed securities issued by GSE	40,112	258	2.57	40,044	258	2.58
States and political subdivisions	566	6	4.37	620	6	3.73
Non-agency mortgage-backed	302	10	13.28	315	10	12.51
Other	33	1	3.85	35	—	3.96
Total securities	46,115	302	2.62	46,734	304	2.60
Other earning assets	3,167	20	2.59	2,197	33	6.01
Loans and leases:						
Commercial:						
Commercial and industrial	62,563	679	4.35	61,370	656	4.33
CRE	20,748	260	5.03	20,905	261	5.06
Lease financing	2,122	17	3.29	2,021	17	3.33
Retail:						
Residential mortgage	32,066	321	4.00	31,370	324	4.13
Direct	11,506	166	5.80	11,493	163	5.75
Indirect	17,879	356	7.99	17,337	338	7.91
Revolving credit	3,151	74	9.39	3,110	73	9.49
PCI	432	24	21.63	455	20	17.99
Total loans and leases held for investment	150,467	1,897	5.05	148,061	1,852	5.06
Loans held for sale	1,090	11	4.17	729	8	4.38
Total loans and leases	151,557	1,908	5.05	148,790	1,860	5.06
Total earning assets	200,839	2,230	4.45	197,721	2,197	4.49
Nonearning assets	28,410			27,852		
Total assets	$ 229,249			$ 225,573		
Liabilities and Shareholders' Equity						
Interest-bearing deposits:						
Interest checking	$ 27,708	45	0.65	$ 27,622	40	0.59
Money market and savings	63,394	163	1.03	63,325	150	0.96
Time deposits	15,730	63	1.58	16,393	60	1.50
Foreign office deposits - interest-bearing	379	2	2.43	422	3	2.43
Total interest-bearing deposits	107,211	273	1.02	107,762	253	0.95
Short-term borrowings	8,367	50	2.40	5,624	32	2.32
Long-term debt	23,233	193	3.33	23,247	192	3.30
Total interest-bearing liabilities	138,811	516	1.49	136,633	477	1.41
Noninterest-bearing deposits	52,680			52,283		
Accounts payable and other liabilities	6,457			6,116		
Shareholders' equity	31,301			30,541		
Total liabilities and shareholders' equity	$ 229,249			$ 225,573		
Average interest-rate spread			2.96			3.08
Net interest income/ net interest margin		$ 1,714	3.42%		$ 1,720	3.51%
Taxable-equivalent adjustment		$ 24			$ 24	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Yields are on a taxable-equivalent basis utilizing the marginal income tax rates for the periods presented.

(3) Includes AFS and HTM securities.

Average Balances and Rates - Quarters

(Dollars in millions)	December 31, 2018 (1) Average Balances	December 31, 2018 Interest Income/ Expense	December 31, 2018 (2) Yields/ Rates	September 30, 2018 (1) Average Balances	September 30, 2018 Interest Income/ Expense	September 30, 2018 (2) Yields/ Rates	June 30, 2018 (1) Average Balances	June 30, 2018 Interest Income/ Expense	June 30, 2018 (2) Yields/ Rates
Assets									
Securities at amortized cost (3):									
U.S. Treasury	$ 4,555	$ 25	2.11%	$ 3,561	$ 15	1.80%	$ 3,537	$ 17	1.80%
U.S. government-sponsored entities (GSE)	2,408	14	2.24	2,399	13	2.23	2,384	14	2.23
Mortgage-backed securities issued by GSE	38,566	241	2.50	39,111	239	2.45	39,777	241	2.44
States and political subdivisions	725	6	3.53	849	10	3.50	1,051	8	3.79
Non-agency mortgage-backed	326	10	11.50	340	8	11.32	354	17	17.35
Other	30	—	4.51	39	1	3.79	42	—	3.26
Total securities	46,610	296	2.53	46,299	286	2.47	47,145	297	2.53
Other earning assets	2,146	14	2.54	2,412	15	2.52	2,197	13	2.24
Loans and leases:									
Commercial:									
Commercial and industrial	60,553	645	4.23	59,900	612	4.04	59,548	580	3.92
CRE	21,301	261	4.88	21,496	260	4.80	21,546	252	4.64
Lease financing	1,990	18	3.64	1,941	17	3.04	1,862	12	3.05
Retail:									
Residential mortgage	31,103	319	4.10	30,500	313	4.08	29,272	291	4.01
Direct	11,600	164	5.56	11,613	155	5.34	11,680	150	5.10
Indirect	17,436	335	7.69	17,282	335	7.56	16,804	311	7.46
Revolving credit	3,070	72	9.39	2,947	63	9.47	2,831	67	9.16
PCI	486	26	20.49	518	26	20.14	559	26	18.92
Total loans and leases held for investment	147,539	1,840	4.96	146,197	1,781	4.83	144,102	1,689	4.70
Loans held for sale	918	10	4.66	1,292	14	4.28	1,650	17	4.02
Total loans and leases	148,457	1,850	4.96	147,489	1,795	4.83	145,752	1,706	4.70
Total earning assets	197,213	2,160	4.36	196,200	2,096	4.24	195,094	2,016	4.14
Nonearning assets	26,412			26,474			26,250		
Total assets	$ 223,625			$ 222,674			$ 221,344		
Liabilities and Shareholders' Equity									
Interest-bearing deposits:									
Interest checking	$ 26,921	34	0.49	$ 26,655	28	0.45	$ 26,969	29	0.42
Money market and savings	62,261	125	0.80	62,957	109	0.68	62,105	86	0.56
Time deposits	14,682	45	1.22	13,353	34	0.98	13,966	30	0.86
Foreign office deposits - interest-bearing	246	2	2.22	132	1	1.93	673	3	1.77
Total interest-bearing deposits	104,110	206	0.78	103,097	172	0.66	103,713	148	0.57
Short-term borrowings	6,979	39	2.18	6,023	29	1.94	5,323	23	1.77
Long-term debt	23,488	186	3.19	24,211	181	2.99	23,639	166	2.81
Total interest-bearing liabilities	134,577	431	1.28	133,331	382	1.14	132,675	337	1.02
Noninterest-bearing deposits	53,732			54,174			53,963		
Accounts payable and other liabilities	5,351			5,282			5,121		
Shareholders' equity	29,965			29,887			29,585		
Total liabilities and shareholders' equity	$ 223,625			$ 222,674			$ 221,344		
Average interest-rate spread			3.08			3.10			3.12
Net interest income/ net interest margin		$ 1,729	3.49%		$ 1,714	3.47%		$ 1,679	3.45%
Taxable-equivalent adjustment		$ 24			$ 27			$ 22	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Yields are on a taxable-equivalent basis utilizing the marginal income tax rates for the periods presented.

(3) Includes AFS and HTM securities.

Average Balances and Rates - Year-To-Date

(Dollars in millions)	Year-to-Date June 30, 2019 (1) Average Balances	June 30, 2019 Interest Income/ Expense	June 30, 2019 (2) Yields/ Rates	June 30, 2018 (1) Average Balances	June 30, 2018 Interest Income/ Expense	June 30, 2018 (2) Yields/ Rates
Assets						
Securities at amortized cost (3):						
U.S. Treasury	$ 2,980	$ 30	2.02%	$ 3,538	$ 32	1.79%
U.S. government-sponsored entities (GSE)	2,429	27	2.24	2,384	27	2.23
Mortgage-backed securities issued by GSE	40,078	516	2.58	40,292	489	2.43
States and political subdivisions	593	12	4.04	1,133	19	3.78
Non-agency mortgage-backed	308	20	12.89	364	24	12.41
Other	35	1	3.90	45	—	2.73
Total securities	46,423	606	2.61	47,756	591	2.48
Other earning assets	2,684	53	3.98	2,223	38	3.40
Loans and leases:						
Commercial:						
Commercial and industrial	61,970	1,335	4.34	59,090	1,117	3.82
CRE	20,826	521	5.05	21,472	486	4.56
Lease financing	2,071	34	3.31	1,867	26	3.03
Retail:						
Residential mortgage	31,720	645	4.07	29,049	580	4.01
Direct	11,500	329	5.77	11,735	291	5.00
Indirect	17,609	694	7.95	16,859	615	7.39
Revolving credit	3,131	147	9.44	2,815	134	9.05
PCI	444	44	19.77	595	56	19.07
Total loans and leases held for investment	149,271	3,749	5.06	143,482	3,305	4.64
Loans held for sale	910	19	4.25	1,352	26	3.87
Total loans and leases	150,181	3,768	5.05	144,834	3,331	4.63
Total earning assets	199,288	4,427	4.47	194,813	3,960	4.09
Nonearning assets	28,133			26,568		
Total assets	$ 227,421			$ 221,381		
Liabilities and Shareholders' Equity						
Interest-bearing deposits:						
Interest checking	$ 27,665	85	0.62	$ 27,119	54	0.39
Money market and savings	63,360	313	0.99	61,899	153	0.50
Time deposits	16,059	123	1.54	13,907	53	0.77
Foreign office deposits - interest-bearing	400	5	2.43	803	6	1.57
Total interest-bearing deposits	107,484	526	0.99	103,728	266	0.52
Short-term borrowings	7,003	82	2.37	5,399	43	1.60
Long-term debt	23,240	385	3.31	23,658	316	2.67
Total interest-bearing liabilities	137,727	993	1.45	132,785	625	0.94
Noninterest-bearing deposits	52,484			53,681		
Accounts payable and other liabilities	6,287			5,359		
Shareholders' equity	30,923			29,556		
Total liabilities and shareholders' equity	$ 227,421			$ 221,381		
Average interest-rate spread			3.02			3.15
Net interest income/ net interest margin		$ 3,434	3.47%		$ 3,335	3.45%
Taxable-equivalent adjustment		$ 48			$ 45	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Yields are on a taxable-equivalent basis utilizing the marginal income tax rates for the periods presented.

(3) Includes AFS and HTM securities.

Credit Quality

(Dollars in millions)	June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Nonperforming Assets					
Nonaccrual loans and leases:					
Commercial:					
Commercial and industrial	$ 193	$ 196	$ 200	$ 238	$ 243
CRE	33	75	65	46	61
Lease financing	2	1	3	6	9
Retail:					
Residential mortgage	104	121	119	120	119
Direct	54	53	53	55	58
Indirect	75	80	82	72	68
Total nonaccrual loans and leases held for investment (1)	461	526	522	537	558
Foreclosed real estate	36	33	35	39	43
Other foreclosed property	26	25	28	25	23
Total nonperforming assets(1)	$ 523	$ 584	$ 585	$ 601	$ 624
Performing Troubled Debt Restructurings (TDRs) (2)					
Commercial:					
Commercial and industrial	$ 84	$ 63	$ 65	$ 56	$ 44
CRE	8	9	10	12	11
Retail:					
Residential mortgage	581	669	656	643	647
Direct	53	54	55	56	58
Indirect	315	306	305	295	284
Revolving credit	29	29	28	28	29
Total performing TDRs (2)(3)	$ 1,070	$ 1,130	$ 1,119	$ 1,090	$ 1,073
Loans 90 Days or More Past Due and Still Accruing					
Retail:					
Residential mortgage	$ 350	$ 377	$ 405	$ 367	$ 374
Direct	10	7	7	6	4
Indirect	7	5	6	6	4
Revolving credit	14	14	14	12	10
PCI	26	28	30	40	43
Total loans 90 days past due and still accruing	$ 407	$ 431	$ 462	$ 431	$ 435
Loans 30-89 Days Past Due					
Commercial:					
Commercial and industrial	$ 32	$ 36	$ 34	$ 35	$ 26
CRE	3	3	5	4	4
Lease financing	5	3	1	1	2
Retail:					
Residential mortgage	480	478	456	510	441
Direct	58	67	61	59	52
Indirect	393	316	436	418	337
Revolving credit	28	27	28	27	21
PCI	17	18	23	21	22
Total loans 30-89 days past due	$ 1,016	$ 948	$ 1,044	$ 1,075	$ 905

Excludes loans held for sale.

(1) Sales of nonperforming loans totaled $48 million, $30 million, $30 million, $20 million and $12 million for the quarter ended June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively.

(2) Excludes TDRs that are nonperforming totaling $135 million, $178 million, $176 million, $176 million and $191 million at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively. These amounts are included in total nonperforming assets.

(3) Sales of performing TDRs, which were primarily residential mortgage loans, totaled $120 million, $33 million, $15 million, $34 million and $17 million for the quarter ended June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively.

Credit Quality

(Dollars in millions)	As of/For the Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Allowance for Credit Losses					
Beginning balance	$ 1,659	$ 1,651	$ 1,648	$ 1,640	$ 1,614
Provision for credit losses (excluding PCI loans)	172	156	147	141	142
Provision (benefit) for PCI loans	—	(1)	(1)	(6)	(7)
Charge-offs:					
Commercial:					
Commercial and industrial	(22)	(17)	(18)	(28)	(23)
CRE	(18)	(8)	(5)	—	(2)
Lease financing	—	(1)	(1)	(1)	(1)
Retail:					
Residential mortgage	(5)	(5)	(8)	(4)	(5)
Direct	(22)	(18)	(18)	(17)	(17)
Indirect	(91)	(109)	(108)	(94)	(82)
Revolving credit	(25)	(26)	(22)	(20)	(21)
PCI	—	—	—	(2)	—
Total charge-offs	(183)	(184)	(180)	(166)	(151)
Recoveries:					
Commercial:					
Commercial and industrial	8	6	7	13	11
CRE	3	1	4	1	1
Lease financing	—	—	—	—	1
Retail:					
Residential mortgage	—	1	1	—	1
Direct	7	6	5	6	6
Indirect	19	17	15	15	17
Revolving credit	4	6	5	4	5
Total recoveries	41	37	37	39	42
Net charge-offs	(142)	(147)	(143)	(127)	(109)
Ending balance	$ 1,689	$ 1,659	$ 1,651	$ 1,648	$ 1,640
Allowance for Credit Losses:					
Allowance for loan and lease losses (excluding PCI loans)	$ 1,587	$ 1,553	$ 1,549	$ 1,528	$ 1,512
Allowance for PCI loans	8	8	9	10	18
Reserve for unfunded lending commitments	94	98	93	110	110
Total	$ 1,689	$ 1,659	$ 1,651	$ 1,648	$ 1,640

(Dollars in millions)	As of/For the Year-to-Date Period Ended June 30 2019	2018
Allowance for Credit Losses		
Beginning balance	$ 1,651	$ 1,609
Provision for credit losses (excluding PCI loans)	328	295
Provision (benefit) for PCI loans	(1)	(10)
Charge-offs:		
Commercial:		
Commercial and industrial	(39)	(46)
CRE	(26)	(8)
Lease financing	(1)	(2)
Retail:		
Residential mortgage	(10)	(9)
Direct	(40)	(36)
Indirect	(200)	(189)
Revolving credit	(51)	(42)
PCI	—	—
Total charge-offs	(367)	(332)
Recoveries:		
Commercial:		
Commercial and industrial	14	19
CRE	4	3
Lease financing	—	1
Retail:		
Residential mortgage	1	1
Direct	13	12
Indirect	36	32
Revolving credit	10	10
[not used]	—	—
Total recoveries	78	78
Net charge-offs	(289)	(254)
Other	—	—
Ending balance	$ 1,689	$ 1,640

Credit Quality

	As of/For the Quarter Ended				
	June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Asset Quality Ratios					
Loans 30-89 days past due and still accruing as a percentage of loans and leases	0.67%	0.64%	0.70%	0.73%	0.62%
Loans 90 days or more past due and still accruing as a percentage of loans and leases	0.27	0.29	0.31	0.29	0.30
Nonperforming loans and leases as a percentage of loans and leases	0.30	0.35	0.35	0.37	0.38
Nonperforming assets as a percentage of:					
Total assets	0.23	0.26	0.26	0.27	0.28
Loans and leases plus foreclosed property	0.34	0.39	0.39	0.41	0.43
Net charge-offs as a percentage of average loans and leases	0.38	0.40	0.38	0.35	0.30
Allowance for loan and lease losses as a percentage of loans and leases	1.05	1.05	1.05	1.05	1.05
Ratio of allowance for loan and lease losses to:					
Net charge-offs	2.80X	2.62X	2.76X	3.05X	3.49X
Nonperforming loans and leases	3.46X	2.97X	2.99X	2.86X	2.74X
Asset Quality Ratios (Excluding Government Guaranteed and PCI)					
Loans 90 days or more past due and still accruing as a percentage of loans and leases	0.04%	0.04%	0.04%	0.04%	0.04%

	As of/For the Year-to-Date Period Ended June 30	
	2019	2018
Asset Quality Ratios		
Net charge-offs as a percentage of average loans and leases	0.39%	0.36%
Ratio of allowance for loan and lease losses to net charge-offs	2.74X	2.99X

Applicable ratios are annualized. Loans and leases exclude loans held for sale.

	June 30, 2019						
(Dollars in millions)	Current Status		Past Due 30-89 Days		Past Due 90+ Days		Total
Troubled Debt Restructurings							
Performing TDRs: (1)							
Commercial:							
Commercial and industrial	$ 84	100.0%	$ —	—%	$ —	—%	$ 84
CRE	8	100.0	—	—	—	—	8
Retail:							
Residential mortgage	315	54.2	107	18.4	159	27.4	581
Direct	51	96.2	2	3.8	—	—	53
Indirect	260	82.5	55	17.5	—	—	315
Revolving credit	25	86.3	3	10.3	1	3.4	29
Total performing TDRs (1)	743	69.4	167	15.6	160	15.0	1,070
Nonperforming TDRs (2)	58	43.0	15	11.1	62	45.9	135
Total TDRs (1)(2)	$ 801	66.5%	$ 182	15.1%	$ 222	18.4%	$ 1,205

	Quarter Ended				
	June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Net Charge-offs as a Percentage of Average Loans and Leases:					
Commercial:					
Commercial and industrial	0.09%	0.07%	0.06%	0.11%	0.08%
CRE	0.30	0.13	0.02	(0.02)	0.01
Lease financing	0.03	0.10	0.17	0.16	0.12
Retail:					
Residential mortgage	0.06	0.05	0.10	0.05	0.05
Direct	0.53	0.42	0.43	0.38	0.40
Indirect	1.63	2.15	2.14	1.79	1.56
Revolving credit	2.56	2.64	2.25	2.11	2.21
PCI	—	—	—	1.53	—
Total loans and leases	0.38	0.40	0.38	0.35	0.30

Applicable ratios are annualized.

(1) Past due performing TDRs are included in past due disclosures.

(2) Nonperforming TDRs are included in nonaccrual loan disclosures.

Capital Information - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
	As of/For the Quarter Ended				
Selected Capital Information	(preliminary)				
Risk-based capital:					
Common equity tier 1	$ 19,435	$ 18,848	$ 18,405	$ 18,325	$ 18,364
Tier 1	22,487	21,899	21,456	21,376	21,415
Total	26,698	26,078	24,963	24,979	25,011
Risk-weighted assets	187,942	183,060	181,260	179,195	179,892
Average quarterly tangible assets	220,511	217,247	215,872	214,498	213,523
Risk-based capital ratios:					
Common equity tier 1	10.3%	10.3%	10.2%	10.2%	10.2%
Tier 1	12.0	12.0	11.8	11.9	11.9
Total	14.2	14.2	13.8	13.9	13.9
Leverage capital ratio	10.2	10.1	9.9	10.0	10.0
Equity as a percentage of total assets	13.8	13.6	13.4	13.5	13.4
Common equity per common share	$ 37.40	$ 36.26	$ 35.46	$ 34.90	$ 34.51
Calculations of Tangible Common Equity and Related Measures: (1)					
Total shareholders' equity	$ 31,764	$ 30,883	$ 30,178	$ 30,007	$ 29,832
Less:					
Preferred stock	3,053	3,053	3,053	3,053	3,053
Noncontrolling interests	61	60	56	59	52
Intangible assets, net of deferred taxes	10,317	10,326	10,360	10,407	10,052
Tangible common equity	$ 18,333	$ 17,444	$ 16,709	$ 16,488	$ 16,675
Outstanding shares at end of period (in thousands)	766,010	765,920	763,326	770,620	774,447
Tangible Common Equity Per Common Share	$ 23.93	$ 22.78	$ 21.89	$ 21.40	$ 21.53

(1) Tangible common equity and related measures are non-GAAP measures that exclude the impact of intangible assets, net of deferred taxes, and their related amortization. These measures are useful for evaluating the performance of a business consistently, whether acquired or developed internally. BB&T's management uses these measures to assess the quality of capital and returns relative to balance sheet risk and believes investors may find them useful in their analysis of the Corporation. These measures are not necessarily comparable to similar measures that may be presented by other companies.

Selected Items, Selected Mortgage Banking Information & Additional Information

(Dollars in millions)	Favorable (Unfavorable) Pre-Tax	Favorable (Unfavorable) After-Tax at Marginal Rate
Selected Items		
Second Quarter 2019		
Incremental operating expenses related to the merger (1)	9	7
First Quarter 2019		
Incremental operating expenses related to the merger (1)	2	1
Fourth Quarter 2018		
None	N/A	N/A
Third Quarter 2018		
None	N/A	N/A
Second Quarter 2018		
None	N/A	N/A
First Quarter 2018		
None	N/A	N/A

(1) Includes costs not classified as merger-related and restructuring charges that are excluded from adjusted disclosures.

(Dollars in millions, except per share data)	As of/For the Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018
Mortgage Banking Income					
Residential mortgage production revenue	$ 37	$ 20	$ 22	$ 29	$ 42
Residential mortgage servicing revenue	62	61	65	63	63
Realization of expected residential MSR cash flows	(38)	(33)	(37)	(35)	(38)
Commercial mortgage production revenue	20	11	28	20	23
Commercial mortgage servicing revenue	9	10	9	10	10
Realization of expected commercial MSR cash flows	(7)	(7)	(7)	(7)	(8)
Mortgage banking income before MSR valuation	83	62	80	80	92
Income statement impact of mortgage servicing rights valuation:					
MSRs fair value increase (decrease)	(52)	(54)	(55)	35	25
MSRs hedge gains (losses)	82	55	61	(36)	(23)
Net MSRs valuation	30	1	6	(1)	2
Total mortgage banking income	$ 113	$ 63	$ 86	$ 79	$ 94
Other Mortgage Banking Information					
Residential mortgage loan originations	$ 4,735	$ 2,383	$ 2,735	$ 4,265	$ 4,411
Residential mortgage servicing portfolio (1):					
Loans serviced for others	85,060	86,119	87,270	88,323	88,492
Bank-owned loans serviced	32,852	31,861	31,335	31,137	30,261
Total servicing portfolio	117,912	117,980	118,605	119,460	118,753
Weighted-average coupon rate on mortgage loans serviced for others	4.07%	4.06%	4.04%	4.03%	4.01%
Weighted-average servicing fee on mortgage loans serviced for others	0.279	0.278	0.277	0.277	0.277
Additional Information					
Derivatives notional amount	$ 64,967	$ 72,998	$ 67,738	$ 68,400	$ 71,427
Fair value of derivatives, net	489	158	(1)	(253)	(203)
Common stock prices:					
High	51.76	52.45	52.11	53.08	56.03
Low	46.53	42.79	40.68	48.41	50.13
End of period	49.13	46.53	43.32	48.54	50.44
Banking offices	1,787	1,871	1,879	1,958	1,967
ATMs	2,376	2,503	2,573	2,764	2,768
FTEs	34,771	35,334	35,852	36,233	35,782

(1) Amounts reported are unpaid principal balance.

Non-GAAP Reconciliations

(Dollars in millions)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018	Year-to-Date June 30 2019	June 30 2018
Efficiency Ratio (1)							
Efficiency Ratio Numerator - Noninterest Expense - GAAP	$ 1,751	$ 1,768	$ 1,784	$ 1,742	$ 1,720	$ 3,519	$ 3,406
Amortization of intangibles	(32)	(32)	(34)	(33)	(31)	(64)	(64)
Merger-related and restructuring charges, net	(23)	(80)	(76)	(18)	(24)	(103)	(52)
Incremental operating expenses related to the merger	(9)	(2)	—	—	—	(11)	—
Efficiency Ratio Numerator - Adjusted	$ 1,687	$ 1,654	$ 1,674	$ 1,691	$ 1,665	$ 3,341	$ 3,290
Efficiency Ratio Denominator - Revenue (2) - GAAP	$ 3,042	$ 2,898	$ 2,940	$ 2,926	$ 2,879	$ 5,940	$ 5,692
Taxable equivalent adjustment	24	24	24	27	22	48	45
Securities (gains) losses, net	—	—	(2)	—	(1)	—	(1)
Efficiency Ratio Denominator - Adjusted	$ 3,066	$ 2,922	$ 2,962	$ 2,953	$ 2,900	$ 5,988	$ 5,736
Efficiency Ratio - GAAP	57.6%	61.0%	60.7%	59.5%	59.7%	59.3%	59.8%
Efficiency Ratio - Adjusted	55.1	56.6	56.5	57.3	57.4	55.8	57.4

(1) The adjusted efficiency ratio is non-GAAP in that it excludes securities gains (losses), amortization of intangible assets, merger-related and restructuring charges and other selected items. BB&T's management uses this measure in their analysis of the Corporation's performance. BB&T's management believes this measure provides a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges. These measures are not necessarily comparable to similar measures that may be presented by other companies.
(2) Revenue is defined as net interest income plus noninterest income.

(Dollars in millions)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018	Year-to-Date June 30 2019	June 30 2018
Return on Average Tangible Common Shareholders' Equity (1)							
Net income available to common shareholders	$ 842	$ 749	$ 754	$ 789	$ 775	$ 1,591	$ 1,520
Plus: Amortization of intangibles, net of tax	24	25	25	26	24	49	48
Tangible net income available to common shareholders	$ 866	$ 774	$ 779	$ 815	$ 799	$ 1,640	$ 1,568
Average common shareholders' equity	$ 28,188	$ 27,432	$ 26,860	$ 26,782	$ 26,483	$ 27,812	$ 26,455
Less: Average intangible assets, net of deferred taxes	10,326	10,343	10,391	10,409	10,068	10,334	10,084
Average tangible common shareholders' equity	$ 17,862	$ 17,089	$ 16,469	$ 16,373	$ 16,415	$ 17,478	$ 16,371
Return on average common shareholders' equity	11.98%	11.08%	11.14%	11.69%	11.74%	11.54%	11.59%
Return on average tangible common shareholders' equity	19.45	18.36	18.77	19.74	19.52	18.92	19.32

(1) Tangible common equity and related measures are non-GAAP measures that exclude the impact of intangible assets, net of deferred taxes, and their related amortization. These measures are useful for evaluating the performance of a business consistently, whether acquired or developed internally. BB&T's management uses these measures to assess the quality of capital and returns relative to balance sheet risk and believes investors may find them useful in their analysis of the Corporation. These measures are not necessarily comparable to similar measures that may be presented by other companies.

(Dollars in millions, except per share data)	Quarter Ended June 30 2019	March 31 2019	Dec. 31 2018	Sept. 30 2018	June 30 2018	Year-to-Date June 30 2019	June 30 2018
Diluted EPS (1)							
Net income available to common shareholders - GAAP	$ 842	$ 749	$ 754	$ 789	$ 775	$ 1,591	$ 1,520
Merger-related and restructuring charges	19	64	59	13	17	83	39
Incremental operating expenses related to the merger	7	1	—	—	—	8	—
Securities gains (losses), net	—	—	(1)	—	(1)	—	(1)
Net income available to common shareholders - adjusted	$ 868	$ 814	$ 812	$ 802	$ 791	$ 1,682	$ 1,558
Weighted average shares outstanding - diluted	774,603	774,071	775,402	781,867	785,750	774,329	788,362
Diluted EPS - GAAP	$ 1.09	$ 0.97	$ 0.97	$ 1.01	$ 0.99	$ 2.06	$ 1.93
Diluted EPS - adjusted	1.12	1.05	1.05	1.03	1.01	2.17	1.98

(1) The adjusted diluted earnings per share is non-GAAP in that it excludes merger-related and restructuring charges and other selected items, net of tax. BB&T's management uses this measure in their analysis of the Corporation's performance. BB&T's management believes this measure provides a greater understanding of ongoing operations and enhances comparability of results with prior periods, as well as demonstrates the effects of significant gains and charges.