TRUIST

News Release

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Truist reports third quarter 2021 results

GAAP earnings of $1.6 billion, or $1.20 per diluted share
Adjusted earnings of $1.9 billion, or $1.42 per diluted share
Results reflect diverse business mix, strong fee income, and solid core loan and deposit growth
Excellent credit quality and improving economic conditions drive provision benefit
Successful conversion of heritage BB&T clients

CHARLOTTE, N.C., (October 15, 2021) — Truist Financial Corporation (NYSE: TFC) today reported earnings for the third quarter of 2021.

Net income available to common shareholders was $1.6 billion, up 51%, compared to the third quarter last year. Earnings per diluted common share were $1.20, an increase of 52% compared with the same period last year. Results for the third quarter produced an annualized return on average assets (ROA) of 1.28%, an annualized return on average common shareholders' equity (ROCE) of 10.2%, and an annualized return on tangible common shareholders' equity (ROTCE) of 19.3%.

Adjusted net income available to common shareholders was $1.9 billion, or $1.42 per diluted share, excluding merger-related and restructuring charges of $172 million ($132 million after-tax), incremental operating expenses related to the merger of $191 million ($147 million after-tax), and a one-time professional fee expense of $30 million ($23 million after-tax). Adjusted results produced an annualized ROA of 1.51%, an annualized ROCE of 12.1%, and an annualized ROTCE of 22.6%. Adjusted earnings per diluted share were up 46% compared to the prior year.

“Truist produced solid results in the third quarter, driven by strong fee income from our diverse business mix - including wealth, insurance brokerage, investment banking, and positive trends in a number of other businesses given improving economic conditions,” said Chief Executive Officer William H. Rogers Jr. “We also continue to deliver exceptional credit performance with net charge-offs at 19 basis points. The health of our clients remains strong and we delivered average loan growth of 2% annualized compared to the prior quarter, excluding PPP loans.

“We continue to make great progress and carefully guide our clients through conversion milestones, including completing our retail mortgage origination conversion and accelerating the roll-out of our Truist digital app. In addition, after months of intense preparation, we migrated approximately 7 million clients to the new Truist technology ecosystem - our most significant milestone to date and the result of the expertise and purposeful commitment from thousands of dedicated teammates. We are excited about these successful milestones in the integration process and are one step closer to the finish line of the merger.

“Truist continued fulfilling our purpose—to inspire and build better lives and communities—in the third quarter through a number of unique and creative initiatives. Purpose drove our decision to remain open this past Saturday to ensure a smooth and successful systems conversion. This quarter, we expanded our partnership with EVERFI bringing literacy tools to elementary schools across the nation. We showed leadership as the first top 10 bank to join Blackrock’s philanthropic Emergency Savings Initiative, and 64% of our early career hiring in 2021 has been filled by diverse candidates. Our teammates and I are very proud of all the ways we live our purpose at Truist.”

Third Quarter 2021 Performance Highlights

- Earnings per diluted common share were $1.20
    - Adjusted diluted earnings per share were $1.42 up $0.45 per share, or 46%, compared to third quarter 2020
    - ROA was 1.28%; adjusted ROA was 1.51%
    - ROCE was 10.2%; adjusted ROCE was 12.1%
    - ROTCE was 19.3%; adjusted ROTCE was 22.6%

- Taxable-equivalent revenue was $5.6 billion
    - Adjusted taxable-equivalent revenue (excluding securities gains) was down 0.9% compared to second quarter 2021 and up 2.3% compared to third quarter 2020
    - Noninterest income, excluding securities gains, was down 1.7% compared to second quarter 2021 and up 12% compared to third quarter 2020
        - Strong results from wealth, insurance, investment banking, and residential mortgage banking; traditional fee streams increased from higher economic activity (card, payments, and service charges on deposit accounts)
        - Fee income ratio was 42.2%, compared to 42.6% for second quarter 2021
    - Net interest income was down 0.4% compared to second quarter 2021 and 3.8% compared to third quarter 2020
    - Net interest margin was 2.81%, down seven basis points from second quarter 2021
        - Core net interest margin was 2.58%, down two basis points from second quarter 2021

- Noninterest expense was $3.8 billion
    - Adjusted noninterest expense was $3.3 billion, up 2.4% compared to second quarter 2021 and 3.5% compared to third quarter 2020
    - GAAP efficiency ratio was 67.8%, compared to 71.0% for second quarter 2021
    - Adjusted efficiency ratio was 57.9%, compared to 56.1% for second quarter 2021

- Asset quality remains excellent, reflecting our prudent risk culture, diverse portfolio, improving economic conditions, and the ongoing effects of government stimulus
    - Nonperforming assets were 0.23% of total assets, relatively stable from second quarter 2021
    - Net charge-offs were 0.19% of average loans and leases, down one basis point compared to second quarter 2021
    - The ALLL ratio was 1.65% compared to 1.79% for second quarter 2021
        - Provision for credit losses was a benefit of $324 million for third quarter 2021, primarily reflecting an improving economic outlook
        - The ALLL coverage ratio was 4.35X nonperforming loans and leases held for investment, versus 4.83X in second quarter 2021

- Capital and liquidity levels remained strong; deployed capital through increased dividend and acquisitions
  - Common equity tier 1 to risk-weighted assets was 10.1%
  - Consolidated average LCR ratio was 114%
  - Increased common dividend 7% in third quarter 2021
  - Completed acquisition of Constellation Affiliated Partners
  - Announced acquisition of Service Finance, LLC to expand point-of-sale lending capabilities

EARNINGS HIGHLIGHTS

				Change 3Q21 vs.	
(dollars in millions, except per share data)	3Q21	2Q21	3Q20	2Q21	3Q20
Net income available to common shareholders	$ 1,616	$ 1,559	$ 1,068	$ 57	$ 548
Diluted earnings per common share	1.20	1.16	0.79	0.04	0.41
Net interest income - taxable equivalent	$ 3,261	$ 3,273	$ 3,391	$ (12)	$ (130)
Noninterest income	2,365	2,405	2,210	(40)	155
Total taxable-equivalent revenue	$ 5,626	$ 5,678	$ 5,601	$ (52)	$ 25
Less taxable-equivalent adjustment	28	28	29		
Total revenue	$ 5,598	$ 5,650	$ 5,572		
Return on average assets	1.28 %	1.28 %	0.91 %	— %	0.37 %
Return on average risk-weighted assets (current quarter is preliminary)	1.77	1.76	1.19	0.01	0.58
Return on average common shareholders' equity	10.2	10.1	6.9	0.1	3.3
Return on average tangible common shareholders' equity (1)	19.3	18.9	13.3	0.4	6.0
Net interest margin - taxable equivalent	2.81	2.88	3.10	(0.07)	(0.29)

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

Third Quarter 2021 compared to Second Quarter 2021

Total taxable-equivalent revenue was $5.6 billion for the third quarter of 2021, a decrease of $52 million, or 0.9%, compared to the prior quarter.

Net interest income for the third quarter of 2021 was down $12 million, or 0.4%, compared to the prior quarter due primarily to lower purchase accounting accretion and lower fees from Paycheck Protection Program (PPP) loans, partially offset by growth in the securities portfolio. Average earning assets increased $6.5 billion, or 1.4%, compared to the prior quarter. Average securities available for sale increased $10.6 billion, or 7.8%, while average total loans decreased $2.6 billion, or 0.9%, and average other earning assets (primarily cash at the Federal Reserve) decreased $2.3 billion, or 10.5%. The growth in average earning assets is a result of an increase in investment securities driven by strong deposit growth. Average deposits increased $6.5 billion, or 1.6%, primarily due to the ongoing impacts of fiscal and monetary stimulus.

The net interest margin was 2.81% for the third quarter, down seven basis points compared to the prior quarter. The decline in the net interest margin was primarily due to lower purchase accounting accretion. The yield on the total loan portfolio for the third quarter was 3.90%, down 11 basis points compared to the prior quarter primarily due to lower purchase accounting accretion and loan mix changes. The yield on the average securities portfolio for the third quarter was 1.50%, up three basis points compared to the prior quarter. Core net interest margin was 2.58% for the third quarter, down two basis points compared to the prior quarter driven by higher levels of liquidity and lower PPP revenue.

The average cost of total deposits was 0.03%, down one basis point compared to the prior quarter. The average rate on long-term debt was 1.61%, up one basis point compared to the prior quarter.

The provision for credit losses was a benefit of $324 million and net charge-offs were $135 million for the third quarter, compared to a benefit of $434 million and $142 million, respectively, for the prior quarter. The net charge-off rate for the current quarter of 0.19% was down one basis point compared to second quarter 2021.

Noninterest income was $2.4 billion, a decrease of $40 million, or 1.7%, compared to the prior quarter. Commercial real-estate related income decreased $60 million primarily due to client-related structured real estate transactions in the prior quarter. Insurance income decreased $45 million primarily due to seasonality, partially offset by $41 million of revenue from the Constellation Affiliated Partners acquisition. Residential mortgage income increased $62 million primarily due to higher servicing income (due to lower prepayment rates and a bulk purchase of servicing assets).

Noninterest expense was $3.8 billion for the third quarter, down $216 million, or 5.4%, compared to the prior quarter. Merger-related and restructuring charges decreased $125 million primarily due to costs in connection with a voluntary separation and retirement program in the prior quarter. Incremental operating expenses related to the merger were relatively flat compared to second quarter 2021. The current quarter also includes a $30 million professional fee to develop an ongoing program to identify, prioritize, and roadmap teammate generated revenue growth and expense savings opportunities beyond the merger. The prior quarter included $200 million of expense associated with charitable contributions to the Truist Foundation and the Truist Charitable Fund. Excluding the aforementioned items and changes in amortization of intangibles, adjusted noninterest expense was up $75 million, or 2.4%, compared to the prior quarter. Equipment expense increased $32 million primarily due to a higher volume of laptop purchases, partially as a result of delays due to supply chain issues. Marketing and customer development expense increased $28 million due to planned advertising campaigns to expand Truist brand awareness. Personnel expense decreased $20 million compared to second quarter 2021 due to lower incentive expenses, partially offset by higher medical insurance claims and personnel costs related to the Constellation Affiliated Partners acquisition.

The provision for income taxes was $423 million for the third quarter of 2021, compared to $415 million for the prior quarter. The effective tax rate for the third quarter of 2021 was 19.9%, compared to 20.0% for the prior quarter.

Third Quarter 2021 compared to Third Quarter 2020

Total taxable-equivalent revenues were $5.6 billion for the third quarter of 2021, an increase of $25 million, or 0.4%, compared to the earlier quarter. Excluding securities gains of $104 million from the third quarter of 2020, adjusted taxable equivalent revenues increased $129 million, or 2.3%, compared to the earlier quarter.

Net interest income for the third quarter of 2021 was down $130 million, or 3.8%, compared to the earlier quarter due to lower purchase accounting accretion, lower rates on earning assets, and a decrease in loans. These decreases were partially offset by growth in the securities portfolio, lower funding costs, higher fees on Payroll Protection Program loans, and fewer interest deferrals on COVID-19 loan accommodations. Average earning assets increased $26.4 billion, or 6.1%, compared to the earlier quarter. The increase in average earning assets reflects a $66.4 billion, or 83%, increase in average securities, while average total loans and leases decreased $25.4 billion, or 8.0%, and average other earning assets decreased $16.5 billion, or 46%. The growth in average earning assets is a result of an increase in investment securities driven by strong deposit growth resulting from fiscal and monetary stimulus. Average deposits increased $30.5 billion, or 8.2%, compared to the earlier quarter, while average long-term debt and short-term borrowings decreased $3.6 billion, or 8.8%, and $849 million, or 14%, respectively.

Net interest margin was 2.81%, down 29 basis points compared to the earlier quarter. The yield on the total loan portfolio for the third quarter of 2021 was 3.90%, down 14 basis points compared to the earlier quarter, reflecting the impact of lower purchase accounting accretion and a lower rate environment. The yield on the average securities portfolio was 1.50%, down 47 basis points compared to the earlier quarter primarily due to lower yields on new purchases.

The average cost of total deposits was 0.03%, down seven basis points compared to the earlier quarter. The average rate on short-term borrowings was 0.68%, down 17 basis points compared to the earlier quarter. The average rate on long-term debt was 1.61%, up 13 basis points compared to the earlier quarter. The lower rates on deposits and short-term borrowings reflect the lower rate environment. The higher rates on long-term debt was due to the runoff of lower rate FHLB advances.

The provision for credit losses was a benefit of $324 million, compared to a cost of $421 million for the earlier quarter. The earlier quarter reflected significant uncertainty related to the economic impacts resulting from the pandemic, whereas the current quarter includes a reserve release due to the improving economic outlook. Net charge-offs for the third quarter of 2021 totaled $135 million compared to $326 million in the earlier quarter. The third quarter of 2020 included $97 million of charge-offs related to the implementation of CECL, which required a gross up of loan carrying values in connection with the establishment of an allowance on PCD loans. The net charge-off ratio for the current quarter of 0.19% was down 23 basis points compared to the third quarter 2020, due primarily to the additional losses on PCD loans taken in the earlier quarter and lower actual net losses in the commercial portfolio.

Noninterest income for the third quarter of 2021 increased $155 million, or 7.0%, compared to the earlier quarter. Noninterest income for the third quarter of 2020 included $104 million of securities gains on available-for-sale securities. Excluding securities gains, noninterest income increased $259 million, or 12%, compared to the earlier quarter. Insurance income increased $127 million due to acquisitions, as well as organic growth. Investment banking and trading income increased $57 million due to strong merger and acquisition activity and loan syndications. Wealth management income increased $32 million due to higher valuations of assets under management. Service charges on deposit accounts and card and payment related fees increased $29 million and $25 million, respectively, due to increased economic activity. Residential mortgage banking income decreased $42 million primarily due to lower production related revenues as a result of lower gain on sale margins and volumes, partially offset by higher servicing income due to increases in the valuation of mortgage servicing rights and lower prepayment rates. Other income increased $29 million primarily due to investment income (primarily valuation gains) from the Company’s SBIC investments.

Noninterest expense for the third quarter of 2021 was up $40 million, or 1.1%, compared to the earlier quarter. Merger-related and restructuring charges decreased $64 million primarily due to facilities impairments in the earlier quarter, while incremental operating expenses related to the merger increased $39 million, primarily reflected in professional fees and outside processing. The current quarter also includes the previously mentioned $30 million professional fee expense. The earlier quarter included $50 million for charitable contributions to the Truist Charitable Fund (other expense). Excluding the aforementioned items and changes in amortization of intangibles, adjusted noninterest expense was up $110 million, or 3.5%, compared to the earlier quarter. Personnel expense increased $129 million primarily due to higher incentive expenses due to variable compensation from higher revenues and improved overall performance relative to targets, higher medical insurance claims, and personnel cost related to acquired companies, partially offset by lower equity based compensation. Additionally, net occupancy expense decreased $46 million primarily due to branch and property consolidations. Other expense also includes a decrease of $42 million for non-service-related pension cost components.

The provision for income taxes was $423 million for the third quarter of 2021, compared to $255 million for the earlier quarter. This produced an effective tax rate for the third quarter of 2021 of 19.9%, compared to 18.3% for the earlier quarter. The higher effective tax rate is primarily due to higher pre-tax income in the current quarter.

LOANS AND LEASES

(dollars in millions)

Average balances	3Q21	2Q21	Change	% Change
Commercial:				
Commercial and industrial	$ 130,025	$ 133,646	$ (3,621)	(2.7)%
CRE	24,849	25,645	(796)	(3.1)
Commercial construction	5,969	6,359	(390)	(6.1)
Lease financing	4,917	4,893	24	0.5
Total commercial	165,760	170,543	(4,783)	(2.8)
Consumer:				
Residential mortgage	45,369	43,605	1,764	4.0
Residential home equity and direct	25,242	25,238	4	—
Indirect auto	26,830	26,444	386	1.5
Indirect other	11,112	10,797	315	2.9
Student	7,214	7,396	(182)	(2.5)
Total consumer	115,767	113,480	2,287	2.0
Credit card	4,632	4,552	80	1.8
Total loans and leases held for investment	$ 286,159	$ 288,575	$ (2,416)	(0.8)

Average loans and leases held for investment for the third quarter of 2021 were $286.2 billion, down $2.4 billion, or 0.8%, compared to the second quarter of 2021.

Average commercial loans decreased $4.8 billion, or 2.8%, as $1.5 billion of average growth within the core commercial and industrial portfolio was more than offset by a $4.0 billion decrease in average Paycheck Protection Program loans (commercial and industrial), a $1.1 billion decrease in average dealer floor plan loans (commercial and industrial), a $796 million decrease in average CRE loans, and a $390 million decrease in average commercial construction loans. Approximately $600 million of senior care facility loans were transferred primarily from CRE to commercial and industrial at the beginning of August, which impacted the variances noted above.

Average consumer loans increased $2.3 billion, or 2.0%, primarily due to a $1.8 billion increase in residential mortgages due to increased capacity, lower prepayments and the decision to balance sheet certain production from the correspondent channel, a $386 million increase in indirect auto loans primarily due to solid growth in the prime automobile segment, and a $315 million increase in other indirect loans primarily due to growth in recreational and power sports lending. Residential home equity and direct loans was up slightly due to solid growth from Lightstream more than offsetting the decline in home equity lines of credit.

DEPOSITS

(dollars in millions)

Average balances	3Q21	2Q21	Change	% Change
Noninterest-bearing deposits	$ 141,738	$ 137,892	$ 3,846	2.8 %
Interest checking	107,802	106,121	1,681	1.6
Money market and savings	136,094	134,029	2,065	1.5
Time deposits	17,094	18,213	(1,119)	(6.1)
Total deposits	$ 402,728	$ 396,255	$ 6,473	1.6

Average deposits for the third quarter of 2021 were $402.7 billion, an increase of $6.5 billion, or 1.6%, compared to the prior quarter. Average noninterest bearing deposits grew 2.8% compared to the prior quarter and represented 35.2% of total deposits for the third quarter of 2021, compared to 34.8% for the prior quarter. Average interest checking and money market and savings grew 1.6% and 1.5%, respectively, compared to the prior quarter.

Average time deposits decreased 6.1% primarily due to the maturity of higher-cost personal accounts.

CAPITAL RATIOS	3Q21	2Q21	1Q21	4Q20	3Q20
Risk-based:	(preliminary)				
Common equity Tier 1	10.1 %	10.2 %	10.1 %	10.0 %	10.0 %
Tier 1	11.9	12.0	12.0	12.1	12.2
Total	13.9	14.2	14.3	14.5	14.6
Leverage	9.0	9.1	9.4	9.6	9.6
Supplementary leverage	7.8	7.9	8.3	8.7	8.9

Capital ratios remained strong compared to the regulatory requirements for well capitalized banks. Truist increased the common dividend 7% during the third quarter of 2021 to $0.48 per share. The dividend and total payout ratios for the third quarter of 2021 were both 40% as no shares were repurchased in the quarter.

Truist continues to target a CET1 ratio of approximately 9.75% over the near-term. As previously communicated, the Company expects to be able to, with appropriate approvals from its Board of Directors, deploy approximately $4 billion to $5 billion of capital (either in the form of share repurchases or acquisitions) between 3Q21 and 3Q22. During the third quarter of 2021, Truist completed the acquisition of Constellation Affiliated Partners and announced the acquisition of Service Finance, LLC, reducing the amount of capital deployment available for acquisitions or share repurchases to approximately $1 billion to $2 billion through 3Q22.

Truist's average LCR was 114% for the three months ended September 30, 2021, compared to the regulatory minimum of 100%. Truist continues to maintain a strong liquidity position and is prepared to meet the funding needs of clients. In addition, the liquid asset buffer, which is defined as high quality unencumbered liquid assets as a percentage of total assets, was 24.5% at September 30, 2021.

ASSET QUALITY

(dollars in millions)	3Q21	2Q21	1Q21	4Q20	3Q20
Total nonperforming assets	$ 1,204	$ 1,192	$ 1,299	$ 1,387	$ 1,314
Total performing TDRs	1,475	1,501	1,539	1,361	1,217
Total loans 90 days past due and still accruing	1,872	2,068	2,072	2,008	1,197
Total loans 30-89 days past due	1,823	1,824	1,788	2,220	2,148
Nonperforming loans and leases as a percentage of loans and leases held for investment	0.38 %	0.37 %	0.40 %	0.44 %	0.37 %
Nonperforming loans and leases as a percentage of loans and leases, including loans held for sale	0.40	0.39	0.42	0.44	0.40
Nonperforming assets as a percentage of total assets	0.23	0.23	0.25	0.27	0.26
Loans 30-89 days past due and still accruing as a percentage of loans and leases	0.64	0.64	0.61	0.74	0.70
Loans 90 days or more past due and still accruing as a percentage of loans and leases	0.66	0.72	0.71	0.67	0.39
Loans 90 days or more past due and still accruing as a percentage of loans and leases, excluding PPP and other government guaranteed	0.03	0.04	0.04	0.04	0.03
Allowance for loan and lease losses as a percentage of loans and leases held for investment	1.65	1.79	1.94	1.95	1.91
Net charge-offs as a percentage of average loans and leases, annualized	0.19	0.20	0.33	0.27	0.42
Ratio of allowance for loan and lease losses to net charge-offs, annualized	8.79x	8.98x	5.87x	7.15x	4.52x
Ratio of allowance for loan and lease losses to nonperforming loans and leases held for investment	4.35x	4.83x	4.84x	4.39x	5.22x

Nonperforming assets totaled $1.2 billion at September 30, 2021, up $12 million compared to June 30, 2021. Nonperforming loans and leases represented 0.40% of total loans and leases, up one basis point compared to June 30, 2021.

Performing TDRs were down $26 million compared to the prior quarter primarily due to declines in the residential mortgage and CRE portfolios.

Loans 90 days or more past due and still accruing totaled $1.9 billion at September 30, 2021, down $196 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 0.66% at September 30, 2021, down six basis points from the prior quarter. The decline in loans 90 days or more past due and still accruing was primarily in residential mortgages and student loans. Excluding government guaranteed loans, the ratio of loans 90 days or more past due and still accruing as a percentage of loans and leases was 0.03% at September 30, 2021, down one basis point from June 30, 2021.

Loans 30-89 days past due and still accruing of $1.8 billion at September 30, 2021 were stable compared to the prior quarter.

Net charge-offs during the third quarter totaled $135 million, down $7 million compared to the prior quarter. The net charge-off ratio was 0.19%, down one basis point compared to the prior quarter.

The allowance for credit losses was $5.0 billion and includes $4.7 billion for the allowance for loan and lease losses and $276 million for the reserve for unfunded commitments. The ALLL ratio was 1.65% compared to 1.79% at June 30, 2021. The ALLL covered nonperforming loans and leases held for investment 4.35X compared to 4.83X at June 30, 2021. At September 30, 2021, the ALLL was 8.79X annualized net charge-offs, compared to 8.98X at June 30, 2021.

SEGMENT RESULTS

(dollars in millions)

Segment Net Income	3Q21	2Q21	3Q20	Change 3Q21 vs. 2Q21	Change 3Q21 vs. 3Q20
Consumer Banking and Wealth	$ 872	$ 848	$ 818	$ 24	$ 54
Corporate and Commercial Banking	1,075	1,243	586	(168)	489
Insurance Holdings	105	156	77	(51)	28
Other, Treasury & Corporate	(348)	(589)	(340)	241	(8)
Total net income	$ 1,704	$ 1,658	$ 1,141	$ 46	$ 563

Truist operates and measures business activity across three segments: Consumer Banking and Wealth, Corporate and Commercial Banking, and Insurance Holdings, with functional activities included in Other, Treasury and Corporate. The Company's business segment structure is based on the manner in which financial information is evaluated by management as well as the products and services provided or the type of client served. For additional information, see "Note 21. Operating Segments" of the Annual Report on Form 10-K for the year ended December 31, 2020.

Third Quarter 2021 compared to Second Quarter 2021

Consumer Banking and Wealth ("CB&W")

CB&W net income was $872 million for the third quarter of 2021, an increase of $24 million compared to the prior quarter. Segment net interest income decreased $73 million primarily driven by a decline in the funding credit on deposits, lower purchase accounting accretion, and spreads on retail loans driven by the continued low rate environment, partially offset by loan growth. Noninterest income increased $107 million driven by higher mortgage related income primarily due to higher servicing income (due to lower prepayment rates and a bulk purchase of servicing assets), increased income from service charges on deposits, and higher wealth income due to a favorable market environment. Noninterest expense was stable.

Average loans held for investment increased $2.1 billion, or 1.6%, compared to the prior quarter primarily due to higher residential mortgage and indirect auto. Average total deposits increased $2.4 billion, or 1.0%, compared to the prior quarter primarily due to the ongoing impacts of fiscal and monetary stimulus.

Corporate and Commercial Banking ("C&CB")

C&CB net income was $1.1 billion for the third quarter of 2021, a decrease of $168 million compared to the prior quarter. Segment net interest income decreased $54 million due to reduced funding credit on deposits, a decrease in PPP revenue, and lower purchase accounting accretion. The allocated provision for credit losses increased $135 million which reflects a lower allowance release than the prior quarter. Noninterest income decreased $55 million primarily due to record client-related structured real estate activity in the prior quarter, lower lending related fees due to losses on lease terminations, and lower investment banking fees, partially offset by income from SBIC investments and higher trading revenues associated with derivative CVA/DVA mark-to-market. Noninterest expense decreased $22 million primarily due to lower restructuring charges in the third quarter as well as lower personnel and outside professional services.

Average loans held for investment decreased $4.8 billion, or 3.1%, compared to the prior quarter primarily due to a decline in PPP loans and a decrease in dealer floor plan line utilization. Average total deposits increased $3.9 billion, or 2.6%, compared to the prior quarter primarily due to the impacts of fiscal and monetary stimulus.

Insurance Holdings ("IH")

IH net income was $105 million for the third quarter of 2021, a decrease of $51 million compared to the prior quarter. Noninterest income decreased $46 million primarily due to seasonality in property and casualty insurance commissions, partially offset by $41 million of revenue from the Constellation Affiliated Partners acquisition. Noninterest expense increased $22 million primarily due to salaries and related benefits, as well as professional fees associated with the Constellation Affiliated Partners acquisition, partially offset by lower incentives due to seasonality.

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

OT&C generated a net loss of $348 million for the third quarter of 2021, compared to a net loss of $589 million for the prior quarter. Segment net interest income increased $111 million primarily due to lower net funding credits on deposits to other segments and higher earnings in the securities portfolio from purchases to utilize excess liquidity. The allocated provision for credit losses decreased $26 million primarily driven by an improving economic outlook. Noninterest income decreased $46 million primarily due to lower investment income from Truist Ventures related partnerships in the current quarter as well as lower gains on equity securities from market value changes. Noninterest expense decreased $218 million primarily due to charitable contributions to the Truist Foundation and the Truist Charitable Fund in the prior quarter, lower restructuring charges in the current quarter, and lower executive incentive expenses and related benefits, partially offset by higher professional service fees, equipment, and marketing expenses.

Third Quarter 2021 compared to Third Quarter 2020

Consumer Banking and Wealth

CB&W net income was $872 million for the third quarter of 2021, an increase of $54 million compared to the earlier quarter. Segment net interest income decreased $155 million primarily due to a decline in the funding credit provided on deposits, lower purchase accounting accretion, and a decline in average loans. The allocated provision for credit losses decreased $186 million which reflects the impact of an allowance release during the current quarter and an allowance build during the earlier quarter. The earlier quarter reflected significant uncertainty related to the economic impacts resulting from the pandemic, whereas the current quarter includes a reserve release due to the improving economic outlook. Noninterest income increased $35 million due to increases in wealth management income due to favorable market conditions in the current quarter, card and related fee income, and service charges on deposits, partially offset by lower residential mortgage income driven by lower gain on sale margins and volumes. Noninterest expense was stable compared to earlier quarter.

Corporate and Commercial Banking

C&CB net income was $1.1 billion for the third quarter of 2021, an increase of $489 million compared to the earlier quarter. Segment net interest income decreased $110 million primarily due to reduced funding credit on deposits, lower purchase accounting accretion, and a decline in average loans, partially offset by higher spreads on loans. The allocated provision for credit losses decreased $575 million primarily reflecting an allowance release in the current quarter, whereas the earlier quarter included an allowance build. The earlier quarter reflected significant uncertainty related to the economic impacts resulting from the pandemic, whereas the current quarter includes a reserve release due to the improving economic outlook. Noninterest income increased $145 million driven by investment banking income, commercial real estate income, and higher investment income (primarily valuation gains) from SBIC investments. Noninterest expense decreased $25 million primarily due to lower operating losses, operating lease depreciation, and lower allocated corporate expenses in the current quarter, partially offset by higher restructuring charges in the current quarter.

Insurance Holdings

IH net income was $105 million for the third quarter of 2021, an increase of $28 million compared to the earlier quarter. Noninterest income increased $128 million primarily due to acquisitions and higher property and casualty insurance production from strong organic growth. Noninterest expense increased $91 million primarily due to higher performance-based incentives and amortization of intangibles related to acquisitions.

Other, Treasury & Corporate

OT&C generated a net loss of $348 million in the third quarter of 2021, compared to a net loss of $340 million in the earlier quarter. Segment net interest income increased $135 million primarily due to lower net funding credits on liabilities to other segments and higher earnings in the securities portfolio from purchases to utilize excess liquidity. The allocated provision for credit losses increased $15 million which primarily reflects a smaller release in the reserve for unfunded commitments in the current quarter compared to the earlier quarter. Noninterest income decreased $153 million primarily due to a gain on sale of securities in the earlier quarter. Noninterest expense decreased $22 million primarily due to lower merger related charges in the current quarter and charitable contributions to the Truist Foundation and the Truist Charitable Fund in the earlier quarter, partially offset by higher incentive expense driven by executive incentive compensation and higher accruals reflecting the job regrading project in the fourth quarter 2020.

Earnings Presentation and Quarterly Performance Summary

To listen to Truist's live third quarter 2021 earnings conference call at 8 a.m. ET today, please call 866-519-2796 and enter the participant code 391805. A presentation will be used during the earnings conference call and is available on our website at https://ir.truist.com/events-and-presentation. Replays of the conference call will be available for 30 days by dialing 888-203-1112 (access code 391805).

The presentation, including an appendix reconciling non-GAAP disclosures, and Truist's Third Quarter 2021 Quarterly Performance Summary, which contains detailed financial schedules, are available at https://ir.truist.com/earnings.

About Truist

Truist Financial Corporation is a purpose-driven financial services company committed to inspiring and building better lives and communities. Formed by the historic merger of equals of BB&T and SunTrust, Truist has leading market share in many high-growth markets in the country. The company offers a wide range of services including retail, small business and commercial banking; asset management; capital markets; commercial real estate; corporate and institutional banking; insurance; mortgage; payments; specialized lending; and wealth management. Headquartered in Charlotte, North Carolina, Truist is a top 10 U.S. commercial bank with total assets of $530 billion as of September 30, 2021. Truist Bank, Member FDIC. Learn more at Truist.com.

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Capital ratios and return on risk-weighted assets 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"). Truist'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. Truist'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:

- *Adjusted Efficiency Ratio - 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. Truist's management uses this measure in their analysis of the Corporation's performance. Truist'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 - 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. Truist's management uses these measures to assess the quality of capital and returns relative to balance sheet risk.*
- *Core NIM - Core net interest margin is a non-GAAP measure that adjusts net interest margin to exclude the impact of purchase accounting. The purchase accounting marks and related amortization for a) securities acquired from the FDIC in the Colonial Bank acquisition and b) loans, deposits and long-term debt from SunTrust, Susquehanna, National Penn and Colonial Bank are excluded to approximate the yields paid by clients. Truist'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 Truist's earning assets.*
- *Adjusted Diluted EPS - 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. Truist's management uses this measure in their analysis of the Corporation's performance. Truist'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.*
- *Performance Ratios - The adjusted performance ratios, including adjusted return on average assets, adjusted return on average common shareholders' equity, and adjusted return on average tangible common shareholders' equity, 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. Truist's management uses these measures in their analysis of the Corporation's performance. Truist's management believes these measures provide a greater understanding of ongoing operations and enhance comparability of results with prior periods, as well as demonstrate the effects of significant gains and charges.*
- *Insurance Holdings Adjusted EBITDA - EBITDA is a non-GAAP measurement of operating profitability that is calculated by adding back interest, taxes, depreciation and amortization to net income. Truist's management also adds back merger-related and restructuring charges, incremental operating expenses related to the merger, and other selected items. Truist's management uses this measure in its analysis of the Corporation's Insurance Holdings segment. Truist'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.*
- *Allowance for Loan and Lease Losses and Unamortized Fair Value Mark as a Percentage of Gross Loans and Leases - Allowance for loan and lease losses and unamortized fair value mark as a percentage of gross loans and leases is a non-GAAP measurement of credit reserves that is calculated by adjusting the ALLL and loans and leases held for investment by the unamortized fair value mark. Truist's management uses these measures to assess loss absorption capacity.*

A reconciliation of each of these non-GAAP measures to the most directly comparable GAAP measure is included in the appendix to Truist's Third Quarter 2021 Earnings Presentation, which is available at https://ir.truist.com/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 Truist. Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "projects," "may," "will," "should," "would," "could" and other similar expressions are intended to identify these forward-looking statements.

Forward-looking statements are not based on historical facts but instead represent management's expectations and assumptions regarding Truist's business, the economy and other future conditions. Such statements involve inherent uncertainties, risks and changes in circumstances that are difficult to predict. As such, Truist's actual results may differ materially from those contemplated by forward-looking statements. While there can be no assurance that any list of risks and uncertainties or risk factors is complete, important factors that could cause actual results to differ materially from those contemplated by forward-looking statements include the following, without limitation, as well as the risks and uncertainties more fully discussed under Part I, Item 1A-Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2020 and in Truist's subsequent filings with the Securities and Exchange Commission:

- *risks and uncertainties relating to the Merger of heritage BB&T and heritage SunTrust, including the ability to successfully integrate the companies or to realize the anticipated benefits of the Merger;*
- *expenses relating to the Merger and integration of heritage BB&T and heritage SunTrust;*
- *deposit attrition, client loss or revenue loss following completed mergers or acquisitions may be greater than anticipated;*
- *the COVID-19 pandemic disrupted the global economy and adversely impacted Truist's financial condition and results of operations, including through increased expenses, reduced fee income and net interest margin, and increases in the allowance for credit losses; the resurgence of the pandemic in recent months could reintroduce or prolong these negative impacts and also adversely affect Truist's capital and liquidity position or cost of capital, impair the ability of borrowers to repay outstanding loans, cause an outflow of deposits, and impair goodwill or other assets;*
- *Truist is subject to credit risk by lending or committing to lend money, and may have more credit risk and higher credit losses to the extent that loans are concentrated by loan type, industry segment, borrower type or location of the borrower or collateral;*
- *changes in the interest rate environment, including the replacement of LIBOR as an interest rate benchmark and potentially negative interest rates, which could adversely affect Truist's revenue and expenses, the value of assets and obligations, and the availability and cost of capital, cash flows, and liquidity;*
- *inability to access short-term funding or liquidity, loss of client deposits or changes in Truist's credit ratings, which could increase the cost of funding or limit access to capital markets;*
- *risk management oversight functions may not identify or address risks adequately, and management may not be able to effectively manage credit risk;*
- *risks resulting from the extensive use of models in Truist's business, which may impact decisions made by management and regulators;*
- *failure to execute on strategic or operational plans, including the ability to successfully complete or integrate mergers and acquisitions;*
- *increased competition, including from (i) new or existing competitors that could have greater financial resources or be subject to different regulatory standards, and (ii) products and services offered by non-bank financial technology companies, may reduce Truist's client base, cause Truist to lower prices for its products and services in order to maintain market share or otherwise adversely impact Truist's businesses or results of operations;*
- *failure to maintain or enhance Truist's competitive position with respect to new products, services and technology, whether it fails to anticipate client expectations or because its technological developments fail to perform as desired or do not achieve market acceptance or regulatory approval or for other reasons, may cause Truist to lose market share or incur additional expense;*
- *negative public opinion, which could damage Truist's reputation;*
- *increased scrutiny regarding Truist's consumer sales practices, training practices, incentive compensation design, and governance;*
- *regulatory matters, litigation or other legal actions, which may result in, among other things, costs, fines, penalties, restrictions on Truist's business activities, reputational harm, negative publicity, or other adverse consequences;*
- *evolving legislative, accounting and regulatory standards, including with respect to capital and liquidity requirements, and results of regulatory examinations may adversely affect Truist's financial condition and results of operations;*
- *the monetary and fiscal policies of the federal government and its agencies could have a material adverse effect on profitability;*
- *accounting policies and processes require management to make estimates about matters that are uncertain, including the potential write down to goodwill if there is an elongated period of decline in market value for Truist's stock and adverse economic conditions are sustained over a period of time;*
- *general economic or business conditions, either globally, nationally or regionally, may be less favorable than expected, and instability in global geopolitical matters or volatility in financial markets could result in, among other things, slower deposit or asset growth, a deterioration in credit quality, or a reduced demand for credit, insurance, or other services;*
- *risks related to originating and selling mortgages, including repurchase and indemnity demands from purchasers related to representations and warranties on loans sold, which could result in an increase in the amount of losses for loan repurchases;*
- *risks relating to Truist's role as a loan servicer, including an increase in the scope or costs of the services Truist is required to perform, without any corresponding increase in servicing fees or a breach of Truist's obligations as servicer;*
- *Truist's success depends on hiring and retaining key personnel, and if these individuals leave or change roles without effective replacements, Truist's operations and integration activities could be adversely impacted, which could be exacerbated as Truist continues to integrate the management teams of heritage BB&T and heritage SunTrust;*
- *fraud or misconduct by internal or external parties, which Truist may not be able to prevent, detect, or mitigate;*
- *security risks, including denial of service attacks, hacking, social engineering attacks targeting Truist's teammates and clients, malware intrusion, data corruption attempts, system breaches, cyber attacks, identity theft, ransomware attacks, and physical security risks, such as natural disasters, environmental conditions, and intentional acts of destruction, could result in the disclosure of confidential information, adversely affect Truist's business or reputation or create significant legal or financial exposure; and*

- *widespread outages of operational, communication, or other systems, whether internal or provided by third parties, natural or other disasters (including acts of terrorism and pandemics), and the effects of climate change, including physical risks, such as more frequent and intense weather events, and risks related to the transition to a lower carbon economy, such as regulatory or technological changes or shifts in market dynamics or consumer preferences, could have an adverse effect on Truist's financial condition and results of operations, lead to material disruption of Truist's operations or the ability or willingness of clients to access Truist's products and services.*

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date they are made. Except to the extent required by applicable law or regulation, Truist undertakes no obligation to revise or update any forward-looking statements.

Quarterly Performance Summary
Truist Financial Corporation
Third Quarter 2021

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Quarterly Performance Summary

Truist Financial Corporation

Financial Highlights

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended September 30 2021	Quarter Ended September 30 2020	% Change	Year-to-Date September 30 2021	Year-to-Date September 30 2020	% Change
Summary Income Statement						
Interest income - taxable equivalent (1)	$ 3,454	$ 3,652	(5.4)%	$ 10,447	$ 12,034	(13.2)%
Interest expense	193	261	(26.1)	600	1,477	(59.4)
Net interest income - taxable equivalent	3,261	3,391	(3.8)	9,847	10,557	(6.7)
Less: Taxable-equivalent adjustment	28	29	(3.4)	84	97	(13.4)
Net interest income	3,233	3,362	(3.8)	9,763	10,460	(6.7)
Provision for credit losses	(324)	421	(177.0)	(710)	2,158	(132.9)
Net interest income after provision for credit losses	3,557	2,941	20.9	10,473	8,302	26.2
Noninterest income	2,365	2,210	7.0	6,967	6,594	5.7
Noninterest expense	3,795	3,755	1.1	11,416	11,064	3.2
Income before income taxes	2,127	1,396	52.4	6,024	3,832	57.2
Provision for income taxes	423	255	65.9	1,189	670	77.5
Net income	1,704	1,141	49.3	4,835	3,162	52.9
Noncontrolling interests	—	3	(100.0)	(3)	9	(133.3)
Net income available to the bank holding company	1,704	1,138	49.7	4,838	3,153	53.4
Preferred stock dividends and other	88	70	25.7	329	197	67.0
Net income available to common shareholders	1,616	1,068	51.3	4,509	2,956	52.5
Per Common Share Data						
Earnings per share-basic	$ 1.21	$ 0.79	53.2 %	$ 3.37	$ 2.20	53.2 %
Earnings per share-diluted	1.20	0.79	51.9	3.34	2.18	53.2
Earnings per share-adjusted diluted (2)	1.42	0.97	46.4	4.15	2.62	58.4
Cash dividends declared	0.48	0.45	6.7	1.38	1.35	2.2
Common shareholders' equity	46.62	45.86	1.7	46.62	45.86	1.7
Tangible common shareholders' equity (2)	26.34	26.63	(1.1)	26.34	26.63	(1.1)
End of period shares outstanding	1,334,892	1,348,118	(1.0)	1,334,892	1,348,118	(1.0)
Weighted average shares outstanding-basic	1,334,825	1,347,916	(1.0)	1,339,558	1,346,605	(0.5)
Weighted average shares outstanding-diluted	1,346,854	1,358,122	(0.8)	1,351,712	1,357,174	(0.4)
Performance Ratios						
Return on average assets	1.28 %	0.91 %		1.25 %	0.85 %	
Return on average risk-weighted assets (current period is preliminary)	1.77	1.19		1.70	1.10	
Return on average common shareholders' equity	10.2	6.9		9.7	6.5	
Return on average tangible common shareholders' equity (2)	19.3	13.3		18.2	12.8	
Net interest margin - taxable equivalent	2.81	3.10		2.90	3.26	
Fee income ratio	42.2	39.7		41.6	38.7	
Efficiency ratio-GAAP	67.8	67.4		68.2	64.9	
Efficiency ratio-adjusted (2)	57.9	57.3		57.0	55.9	
Credit Quality						
Nonperforming assets as a percentage of:						
Assets, including LHFS	0.23 %	0.26 %		0.23 %	0.26 %	
Loans and leases plus foreclosed property	0.40	0.39		0.40	0.39	
Net charge-offs as a percentage of average loans and leases	0.19	0.42		0.24	0.39	
Allowance for loan and lease losses as a percentage of LHFI	1.65	1.91		1.65	1.91	
Ratio of allowance for loan and lease losses to nonperforming LHFI	4.35x	5.22x		4.35x	5.22x	
Average Balances						
Assets	$ 526,685	$ 500,826	5.2 %	$ 518,163	$ 497,710	4.1 %
Securities available for sale (3)	146,272	79,828	83.2	134,810	76,906	75.3
Loans and leases	290,338	315,691	(8.0)	294,248	316,621	(7.1)
Deposits	402,728	372,211	8.2	394,128	359,273	9.7
Common shareholders' equity	62,680	61,804	1.4	62,215	61,173	1.7
Total shareholders' equity	69,353	69,634	(0.4)	69,353	67,311	3.0
Period-End Balances						
Assets	$ 529,884	$ 499,183	6.2 %	$ 529,884	$ 499,183	6.2 %
Securities available for sale (3)	151,038	86,132	75.4	151,038	86,132	75.4
Loans and leases	290,655	312,149	(6.9)	290,655	312,149	(6.9)
Deposits	405,857	370,747	9.5	405,857	370,747	9.5
Common shareholders' equity	62,227	61,819	0.7	62,227	61,819	0.7
Total shareholders' equity	68,900	69,973	(1.5)	68,900	69,973	(1.5)
Capital Ratios (current quarter is preliminary)						
Common equity Tier 1	10.1 %	10.0 %		10.1 %	10.0 %	
Tier 1	11.9	12.2		11.9	12.2	
Total	13.9	14.6		13.9	14.6	
Leverage	9.0	9.6		9.0	9.6	
Supplementary leverage	7.8	8.9		7.8	8.9	

Applicable ratios are annualized.

(1) Interest income includes certain fees, deferred costs, fair value mark accretion, and dividends.

(2) Represents a non-GAAP measure. See the calculations and management's reasons for using these measures in the Non-GAAP Reconciliations and Preliminary Capital Information - Five Quarter Trend sections of this supplement.

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

Financial Highlights - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Summary Income Statement					
Interest income - taxable equivalent (1)	$ 3,454	$ 3,471	$ 3,522	$ 3,639	$ 3,652
Interest expense	193	198	209	245	261
Net interest income - taxable equivalent	3,261	3,273	3,313	3,394	3,391
Less: Taxable-equivalent adjustment	28	28	28	28	29
Net interest income	3,233	3,245	3,285	3,366	3,362
Provision for credit losses	(324)	(434)	48	177	421
Net interest income after provision for credit losses	3,557	3,679	3,237	3,189	2,941
Noninterest income	2,365	2,405	2,197	2,285	2,210
Noninterest expense	3,795	4,011	3,610	3,833	3,755
Income before income taxes	2,127	2,073	1,824	1,641	1,396
Provision for income taxes	423	415	351	311	255
Net income	1,704	1,658	1,473	1,330	1,141
Noncontrolling interests	—	1	(4)	1	3
Net income available to the bank holding company	1,704	1,657	1,477	1,329	1,138
Preferred stock dividends and other	88	98	143	101	70
Net income available to common shareholders	1,616	1,559	1,334	1,228	1,068
Per Common Share Data					
Earnings per share-basic	$ 1.21	$ 1.16	$ 0.99	$ 0.91	$ 0.79
Earnings per share-diluted	1.20	1.16	0.98	0.90	0.79
Earnings per share-adjusted diluted (2)	1.42	1.55	1.18	1.18	0.97
Cash dividends declared	0.48	0.45	0.45	0.45	0.45
Common shareholders' equity	46.62	46.20	45.17	46.52	45.86
Tangible common shareholders' equity (2)	26.34	26.50	25.53	26.78	26.63
End of period shares outstanding	1,334,892	1,334,770	1,344,845	1,348,961	1,348,118
Weighted average shares outstanding-basic	1,334,825	1,338,302	1,345,666	1,348,493	1,347,916
Weighted average shares outstanding-diluted	1,346,854	1,349,492	1,358,932	1,361,763	1,358,122
Performance Ratios					
Return on average assets	1.28 %	1.28 %	1.17 %	1.05 %	0.91 %
Return on average risk-weighted assets (current quarter is preliminary)	1.77	1.76	1.58	1.40	1.19
Return on average common shareholders' equity	10.2	10.1	8.7	7.9	6.9
Return on average tangible common shareholders' equity (2)	19.3	18.9	16.4	15.0	13.3
Net interest margin - taxable equivalent	2.81	2.88	3.01	3.08	3.10
Fee income ratio	42.2	42.6	40.1	40.4	39.7
Efficiency ratio-GAAP	67.8	71.0	65.8	67.8	67.4
Efficiency ratio-adjusted (2)	57.9	56.1	56.9	55.9	57.3
Credit Quality					
Nonperforming assets as a percentage of:					
Assets, including LHFS	0.23 %	0.23 %	0.25 %	0.27 %	0.26 %
Loans and leases plus foreclosed property	0.40	0.39	0.42	0.46	0.39
Net charge-offs as a percentage of average loans and leases	0.19	0.20	0.33	0.27	0.42
Allowance for loan and lease losses as a percentage of LHFI	1.65	1.79	1.94	1.95	1.91
Ratio of allowance for loan and lease losses to nonperforming LHFI	4.35x	4.83x	4.84x	4.39x	5.22x
Average Balances					
Assets	$ 526,685	$ 518,774	$ 508,833	$ 503,181	$ 500,826
Securities available for sale (3)	146,272	135,647	122,246	102,053	79,828
Loans and leases	290,338	292,965	299,541	308,188	315,691
Deposits	402,728	396,255	383,185	375,266	372,211
Common shareholders' equity	62,680	61,709	62,252	61,991	61,804
Total shareholders' equity	69,353	68,665	70,047	70,145	69,634
Period-End Balances					
Assets	$ 529,884	$ 521,964	$ 517,537	$ 509,228	$ 499,183
Securities available for sale (3)	151,038	139,879	123,807	120,788	86,132
Loans and leases	290,655	289,494	297,179	305,793	312,149
Deposits	405,857	398,279	395,562	381,077	370,747
Common shareholders' equity	62,227	61,663	60,752	62,759	61,819
Total shareholders' equity	68,900	68,336	67,876	70,912	69,973
Capital Ratios (current quarter is preliminary)					
Common equity Tier 1	10.1 %	10.2 %	10.1 %	10.0 %	10.0 %
Tier 1	11.9	12.0	12.0	12.1	12.2
Total	13.9	14.2	14.3	14.5	14.6
Leverage	9.0	9.1	9.4	9.6	9.6
Supplementary leverage	7.8	7.9	8.3	8.7	8.9

Applicable ratios are annualized.

(1) Interest income includes certain fees, deferred costs, fair value mark accretion, and dividends.

(2) Represents a non-GAAP measure. See the calculations and management's reasons for using these measures in the Non-GAAP Reconciliations and Preliminary Capital Information - Five Quarter Trend sections of this supplement.

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

Consolidated Statements of Income

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended Sept. 30 2021	Quarter Ended Sept. 30 2020	Change $	Change %	Year-to-Date Sept. 30 2021	Year-to-Date Sept. 30 2020	Change $	Change %
Interest Income								
Interest and fees on loans and leases	$ 2,825	$ 3,174	$ (349)	(11.0)%	$ 8,728	$ 10,327	$ (1,599)	(15.5)%
Interest on securities	548	393	155	39.4	1,488	1,331	157	11.8
Interest on other earning assets	53	56	(3)	(5.4)	147	279	(132)	(47.3)
Total interest income	3,426	3,623	(197)	(5.4)	10,363	11,937	(1,574)	(13.2)
Interest Expense								
Interest on deposits	33	96	(63)	(65.6)	116	718	(602)	(83.8)
Interest on long-term debt	151	152	(1)	(0.7)	446	635	(189)	(29.8)
Interest on other borrowings	9	13	(4)	(30.8)	38	124	(86)	(69.4)
Total interest expense	193	261	(68)	(26.1)	600	1,477	(877)	(59.4)
Net Interest Income	3,233	3,362	(129)	(3.8)	9,763	10,460	(697)	(6.7)
Provision for credit losses	(324)	421	(745)	(177.0)	(710)	2,158	(2,868)	(132.9)
Net Interest Income After Provision for Credit Losses	3,557	2,941	616	20.9	10,473	8,302	2,171	26.2
Noninterest Income								
Insurance income	645	518	127	24.5	1,961	1,648	313	19.0
Wealth management income	356	324	32	9.9	1,042	945	97	10.3
Service charges on deposits	276	247	29	11.7	787	754	33	4.4
Residential mortgage income	179	221	(42)	(19.0)	396	807	(411)	(50.9)
Investment banking and trading income	301	244	57	23.4	958	636	322	50.6
Card and payment related fees	225	200	25	12.5	650	558	92	16.5
Lending related fees	74	77	(3)	(3.9)	268	210	58	27.6
Operating lease income	57	72	(15)	(20.8)	191	232	(41)	(17.7)
Commercial real estate related income	78	55	23	41.8	259	148	111	75.0
Income from bank-owned life insurance	43	46	(3)	(6.5)	139	135	4	3.0
Securities gains (losses)	—	104	(104)	NM	—	402	(402)	NM
Other income	131	102	29	28.4	316	119	197	165.5
Total noninterest income	2,365	2,210	155	7.0	6,967	6,594	373	5.7
Noninterest Expense								
Personnel expense	2,187	2,058	129	6.3	6,536	6,038	498	8.2
Professional fees and outside processing	372	323	49	15.2	1,063	859	204	23.7
Net occupancy expense	187	233	(46)	(19.7)	578	697	(119)	(17.1)
Software expense	251	221	30	13.6	707	647	60	9.3
Amortization of intangibles	145	170	(25)	(14.7)	431	513	(82)	(16.0)
Equipment expense	154	127	27	21.3	389	363	26	7.2
Marketing and customer development	94	75	19	25.3	226	215	11	5.1
Operating lease depreciation	47	56	(9)	(16.1)	144	204	(60)	(29.4)
Loan-related expense	52	59	(7)	(11.9)	161	177	(16)	(9.0)
Regulatory costs	43	34	9	26.5	99	93	6	6.5
Merger-related and restructuring charges	172	236	(64)	(27.1)	610	552	58	10.5
Loss (gain) on early extinguishment of debt	—	—	—	—	(3)	235	(238)	(101.3)
Other expense	91	163	(72)	(44.2)	475	471	4	0.8
Total noninterest expense	3,795	3,755	40	1.1	11,416	11,064	352	3.2
Earnings								
Income before income taxes	2,127	1,396	731	52.4	6,024	3,832	2,192	57.2
Provision for income taxes	423	255	168	65.9	1,189	670	519	77.5
Net income	1,704	1,141	563	49.3	4,835	3,162	1,673	52.9
Noncontrolling interests	—	3	(3)	(100.0)	(3)	9	(12)	(133.3)
Net income available to the bank holding company	1,704	1,138	566	49.7	4,838	3,153	1,685	53.4
Preferred stock dividends and other	88	70	18	25.7	329	197	132	67.0
Net income available to common shareholders	$ 1,616	$ 1,068	$ 548	51.3 %	$ 4,509	$ 2,956	$ 1,553	52.5 %
Earnings Per Common Share								
Basic	$ 1.21	$ 0.79	$ 0.42	53.2 %	$ 3.37	$ 2.20	$ 1.17	53.2 %
Diluted	1.20	0.79	0.41	51.9	3.34	2.18	1.16	53.2
Weighted Average Shares Outstanding								
Basic	1,334,825	1,347,916	(13,091)	(1.0)	1,339,558	1,346,605	(7,047)	(0.5)
Diluted	1,346,854	1,358,122	(11,268)	(0.8)	1,351,712	1,357,174	(5,462)	(0.4)

NM - not meaningful

Consolidated Statements of Income - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Interest Income					
Interest and fees on loans and leases	$ 2,825	$ 2,901	$ 3,002	$ 3,158	$ 3,174
Interest on securities	548	497	443	408	393
Interest on other earning assets	53	45	49	45	56
Total interest income	3,426	3,443	3,494	3,611	3,623
Interest Expense					
Interest on deposits	33	36	47	67	96
Interest on long-term debt	151	147	148	165	152
Interest on other borrowings	9	15	14	13	13
Total interest expense	193	198	209	245	261
Net Interest Income	3,233	3,245	3,285	3,366	3,362
Provision for credit losses	(324)	(434)	48	177	421
Net Interest Income After Provision for Credit Losses	3,557	3,679	3,237	3,189	2,941
Noninterest Income					
Insurance income	645	690	626	545	518
Wealth management income	356	345	341	332	324
Service charges on deposits	276	253	258	266	247
Residential mortgage income	179	117	100	193	221
Investment banking and trading income	301	317	340	308	244
Card and payment related fees	225	225	200	203	200
Lending related fees	74	94	100	105	77
Operating lease income	57	66	68	77	72
Commercial real estate related income	78	138	43	123	55
Income from bank-owned life insurance	43	46	50	44	46
Securities gains (losses)	—	—	—	—	104
Other income	131	114	71	89	102
Total noninterest income	2,365	2,405	2,197	2,285	2,210
Noninterest Expense					
Personnel expense	2,187	2,207	2,142	2,108	2,058
Professional fees and outside processing	372	341	350	393	323
Net occupancy expense	187	182	209	207	233
Software expense	251	246	210	215	221
Amortization of intangibles	145	142	144	172	170
Equipment expense	154	122	113	121	127
Marketing and customer development	94	66	66	58	75
Operating lease depreciation	47	47	50	54	56
Loan-related expense	52	55	54	65	59
Regulatory costs	43	31	25	32	34
Merger-related and restructuring charges	172	297	141	308	236
Loss (gain) on early extinguishment of debt	—	—	(3)	—	—
Other expense	91	275	109	100	163
Total noninterest expense	3,795	4,011	3,610	3,833	3,755
Earnings					
Income before income taxes	2,127	2,073	1,824	1,641	1,396
Provision for income taxes	423	415	351	311	255
Net income	1,704	1,658	1,473	1,330	1,141
Noncontrolling interests	—	1	(4)	1	3
Net income available to the bank holding company	1,704	1,657	1,477	1,329	1,138
Preferred stock dividends and other	88	98	143	101	70
Net income available to common shareholders	$ 1,616	$ 1,559	$ 1,334	$ 1,228	$ 1,068
Earnings Per Common Share					
Basic	$ 1.21	$ 1.16	$ 0.99	$ 0.91	$ 0.79
Diluted	1.20	1.16	0.98	0.90	0.79
Weighted Average Shares Outstanding					
Basic	1,334,825	1,338,302	1,345,666	1,348,493	1,347,916
Diluted	1,346,854	1,349,492	1,358,932	1,361,763	1,358,122

Segment Financial Performance - Preliminary

(Dollars in millions)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
	Quarter Ended				
Consumer Banking and Wealth					
Net interest income (expense)	$ 1,667	$ 1,689	$ 1,754	$ 1,819	$ 1,858
Net intersegment interest income (expense)	369	420	373	370	333
Segment net interest income	2,036	2,109	2,127	2,189	2,191
Allocated provision for credit losses	(5)	(4)	100	116	181
Noninterest income	1,032	925	920	997	997
Noninterest expense	1,933	1,931	1,916	1,956	1,937
Income (loss) before income taxes	1,140	1,107	1,031	1,114	1,070
Provision (benefit) for income taxes	268	259	241	263	252
Segment net income (loss)	$ 872	$ 848	$ 790	$ 851	$ 818
Corporate and Commercial Banking					
Net interest income (expense)	$ 1,124	$ 1,181	$ 1,206	$ 1,270	$ 1,234
Net intersegment interest income (expense)	49	46	20	25	49
Segment net interest income	1,173	1,227	1,226	1,295	1,283
Allocated provision for credit losses	(264)	(399)	(35)	60	311
Noninterest income	753	808	693	788	608
Noninterest expense	820	842	775	835	845
Income (loss) before income taxes	1,370	1,592	1,179	1,188	735
Provision (benefit) for income taxes	295	349	252	261	149
Segment net income (loss)	$ 1,075	$ 1,243	$ 927	$ 927	$ 586
Insurance Holdings					
Net interest income (expense)	$ 27	$ 25	$ 24	$ 26	$ 31
Net intersegment interest income (expense)	(2)	(4)	(4)	(4)	(7)
Segment net interest income	25	21	20	22	24
Allocated provision for credit losses	1	(1)	1	2	—
Noninterest income	652	698	633	562	524
Noninterest expense	537	515	479	451	446
Income (loss) before income taxes	139	205	173	131	102
Provision (benefit) for income taxes	34	49	42	32	25
Segment net income (loss)	$ 105	$ 156	$ 131	$ 99	$ 77
Other, Treasury & Corporate (1)					
Net interest income (expense)	$ 415	$ 350	$ 301	$ 251	$ 239
Net intersegment interest income (expense)	(416)	(462)	(389)	(391)	(375)
Segment net interest income	(1)	(112)	(88)	(140)	(136)
Allocated provision for credit losses	(56)	(30)	(18)	(1)	(71)
Noninterest income	(72)	(26)	(49)	(62)	81
Noninterest expense	505	723	440	591	527
Income (loss) before income taxes	(522)	(831)	(559)	(792)	(511)
Provision (benefit) for income taxes	(174)	(242)	(184)	(245)	(171)
Segment net income (loss)	$ (348)	$ (589)	$ (375)	$ (547)	$ (340)
Total Truist Financial Corporation					
Net interest income (expense)	$ 3,233	$ 3,245	$ 3,285	$ 3,366	$ 3,362
Net intersegment interest income (expense)	—	—	—	—	—
Segment net interest income	3,233	3,245	3,285	3,366	3,362
Allocated provision for credit losses	(324)	(434)	48	177	421
Noninterest income	2,365	2,405	2,197	2,285	2,210
Noninterest expense	3,795	4,011	3,610	3,833	3,755
Income (loss) before income taxes	2,127	2,073	1,824	1,641	1,396
Provision (benefit) for income taxes	423	415	351	311	255
Net income	$ 1,704	$ 1,658	$ 1,473	$ 1,330	$ 1,141

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

Consolidated Ending Balance Sheets - Five Quarter Trend

(Dollars in millions)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Assets					
Cash and due from banks	$ 4,656	$ 5,077	$ 5,097	$ 5,029	$ 4,194
Interest-bearing deposits with banks	15,171	21,480	27,035	13,839	32,914
Securities borrowed or purchased under resale agreements	1,919	1,242	1,349	1,745	1,300
Trading assets at fair value	6,972	5,945	5,094	3,872	4,670
Securities available for sale at fair value	151,038	139,879	123,807	120,788	86,132
Loans and leases:					
Commercial:					
Commercial and industrial	128,992	130,924	135,432	138,354	140,874
CRE	24,309	25,399	25,899	26,595	27,474
Commercial construction	5,689	6,160	6,559	6,491	6,772
Lease financing	4,799	4,957	4,883	5,240	5,493
Consumer:					
Residential mortgage	46,691	44,036	44,298	47,272	50,379
Residential home equity and direct	25,222	25,334	25,333	26,064	26,558
Indirect auto	26,923	26,696	26,438	26,150	25,269
Indirect other	11,155	11,039	10,631	11,177	11,527
Student	7,059	7,341	7,478	7,552	7,480
Credit card	4,683	4,599	4,560	4,839	4,801
Total loans and leases held for investment	285,522	286,485	291,511	299,734	306,627
Loans held for sale	5,133	3,009	5,668	6,059	5,522
Total loans and leases	290,655	289,494	297,179	305,793	312,149
Allowance for loan and lease losses	(4,702)	(5,121)	(5,662)	(5,835)	(5,863)
Premises and equipment	3,719	3,699	3,787	3,870	3,968
Goodwill	24,891	24,374	24,356	24,447	23,869
Core deposit and other intangible assets	2,930	2,665	2,825	2,984	2,840
Mortgage servicing rights	2,584	2,231	2,365	2,023	1,991
Other assets	30,051	30,999	30,305	30,673	31,019
Total assets	$ 529,884	$ 521,964	$ 517,537	$ 509,228	$ 499,183
Liabilities					
Deposits:					
Noninterest-bearing deposits	$ 143,595	$ 138,623	$ 136,555	$ 127,629	$ 124,297
Interest checking	108,954	107,993	107,082	105,269	98,694
Money market and savings	136,633	134,118	132,733	126,238	121,856
Time deposits	16,675	17,545	19,192	21,941	25,900
Total deposits	405,857	398,279	395,562	381,077	370,747
Short-term borrowings	5,226	5,652	5,889	6,092	6,244
Long-term debt	37,837	37,969	37,753	39,597	41,008
Other liabilities	12,064	11,728	10,457	11,550	11,211
Total liabilities	460,984	453,628	449,661	438,316	429,210
Shareholders' Equity:					
Preferred stock	6,673	6,673	7,124	8,048	8,048
Common stock	6,674	6,674	6,724	6,745	6,741
Additional paid-in capital	34,977	34,898	35,360	35,843	35,774
Retained earnings	22,114	21,139	20,184	19,455	18,834
Accumulated other comprehensive loss	(1,538)	(1,048)	(1,516)	716	470
Noncontrolling interests	—	—	—	105	106
Total shareholders' equity	68,900	68,336	67,876	70,912	69,973
Total liabilities and shareholders' equity	$ 529,884	$ 521,964	$ 517,537	$ 509,228	$ 499,183

Average Balance Sheets

(Dollars in millions)	Quarter Ended September 30 2021	Quarter Ended September 30 2020	Change $	Change %	Year-to-Date September 30 2021	Year-to-Date September 30 2020	Change $	Change %
Assets								
Securities available for sale at amortized cost:								
U.S. Treasury	$ 9,699	$ 2,218	$ 7,481	NM	$ 6,872	$ 2,243	$ 4,629	NM
U.S. government-sponsored entities (GSE)	1,830	1,842	(12)	(0.7)	1,837	1,847	(10)	(0.5)
Mortgage-backed securities issued by GSE	132,890	75,232	57,658	76.6	125,157	72,152	53,005	73.5
States and political subdivisions	425	499	(74)	(14.8)	435	512	(77)	(15.0)
Non-agency mortgage-backed	1,398	—	1,398	NM	477	115	362	NM
Other	30	37	(7)	(18.9)	32	37	(5)	(13.5)
Total securities	146,272	79,828	66,444	83.2	134,810	76,906	57,904	75.3
Loans and leases:								
Commercial:								
Commercial and industrial	130,025	143,452	(13,427)	(9.4)	133,218	142,731	(9,513)	(6.7)
CRE	24,849	27,761	(2,912)	(10.5)	25,563	27,538	(1,975)	(7.2)
Commercial construction	5,969	6,861	(892)	(13.0)	6,293	6,673	(380)	(5.7)
Lease financing	4,917	5,626	(709)	(12.6)	4,928	5,872	(944)	(16.1)
Consumer:								
Residential mortgage	45,369	51,500	(6,131)	(11.9)	44,931	52,288	(7,357)	(14.1)
Residential home equity and direct	25,242	26,726	(1,484)	(5.6)	25,378	27,161	(1,783)	(6.6)
Indirect auto	26,830	24,732	2,098	8.5	26,547	24,809	1,738	7.0
Indirect other	11,112	11,530	(418)	(3.6)	10,920	11,255	(335)	(3.0)
Student	7,214	7,446	(232)	(3.1)	7,375	7,622	(247)	(3.2)
Credit card	4,632	4,810	(178)	(3.7)	4,610	5,097	(487)	(9.6)
Total loans and leases held for investment	286,159	310,444	(24,285)	(7.8)	289,763	311,046	(21,283)	(6.8)
Loans held for sale	4,179	5,247	(1,068)	(20.4)	4,485	5,575	(1,090)	(19.6)
Total loans and leases	290,338	315,691	(25,353)	(8.0)	294,248	316,621	(22,373)	(7.1)
Interest earning trading assets	5,809	4,056	1,753	43.2	5,208	4,695	513	10.9
Other earning assets	19,331	35,819	(16,488)	(46.0)	19,453	33,708	(14,255)	(42.3)
Total earning assets	461,750	435,394	26,356	6.1	453,719	431,930	21,789	5.0
Nonearning assets	64,935	65,432	(497)	(0.8)	64,444	65,780	(1,336)	(2.0)
Total assets	$ 526,685	$ 500,826	$ 25,859	5.2 %	$ 518,163	$ 497,710	$ 20,453	4.1 %
Liabilities and Shareholders' Equity								
Deposits:								
Noninterest-bearing deposits	$ 141,738	$ 123,966	$ 17,772	14.3 %	$ 136,118	$ 110,375	$ 25,743	23.3 %
Interest checking	107,802	96,707	11,095	11.5	106,234	93,205	13,029	14.0
Money market and savings	136,094	123,598	12,496	10.1	133,167	123,536	9,631	7.8
Time deposits	17,094	27,940	(10,846)	(38.8)	18,609	32,157	(13,548)	(42.1)
Total deposits	402,728	372,211	30,517	8.2	394,128	359,273	34,855	9.7
Short-term borrowings	5,360	6,209	(849)	(13.7)	6,081	11,350	(5,269)	(46.4)
Long-term debt	37,329	40,919	(3,590)	(8.8)	37,339	47,643	(10,304)	(21.6)
Other liabilities	11,915	11,853	62	0.5	11,262	12,133	(871)	(7.2)
Total liabilities	457,332	431,192	26,140	6.1	448,810	430,399	18,411	4.3
Shareholders' equity	69,353	69,634	(281)	(0.4)	69,353	67,311	2,042	3.0
Total liabilities and shareholders' equity	$ 526,685	$ 500,826	$ 25,859	5.2 %	$ 518,163	$ 497,710	$ 20,453	4.1 %

Average balances exclude basis adjustments for fair value hedges.

NM - not meaningful

Average Balance Sheets - Five Quarter Trend

(Dollars in millions)	Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Assets					
Securities available for sale at amortized cost:					
U.S. Treasury	$ 9,699	$ 9,070	$ 1,759	$ 2,049	$ 2,218
U.S. government-sponsored entities (GSE)	1,830	1,840	1,839	1,841	1,842
Mortgage-backed securities issued by GSE	132,890	124,251	118,171	97,660	75,232
States and political subdivisions	425	437	444	469	499
Non-agency mortgage-backed	1,398	17	—	—	—
Other	30	32	33	34	37
Total securities	146,272	135,647	122,246	102,053	79,828
Loans and leases:					
Commercial:					
Commercial and industrial	130,025	133,646	136,051	139,223	143,452
CRE	24,849	25,645	26,211	27,030	27,761
Commercial construction	5,969	6,359	6,557	6,616	6,861
Lease financing	4,917	4,893	4,975	5,401	5,626
Consumer:					
Residential mortgage	45,369	43,605	45,823	48,847	51,500
Residential home equity and direct	25,242	25,238	25,658	26,327	26,726
Indirect auto	26,830	26,444	26,363	25,788	24,732
Indirect other	11,112	10,797	10,848	11,291	11,530
Student	7,214	7,396	7,519	7,519	7,446
Credit card	4,632	4,552	4,645	4,818	4,810
Total loans and leases held for investment	286,159	288,575	294,650	302,860	310,444
Loans held for sale	4,179	4,390	4,891	5,328	5,247
Total loans and leases	290,338	292,965	299,541	308,188	315,691
Interest earning trading assets	5,809	5,061	4,742	4,538	4,056
Other earning assets	19,331	21,592	17,417	23,887	35,819
Total earning assets	461,750	455,265	443,946	438,666	435,394
Nonearning assets	64,935	63,509	64,887	64,515	65,432
Total assets	$ 526,685	$ 518,774	$ 508,833	$ 503,181	$ 500,826
Liabilities and Shareholders' Equity					
Deposits:					
Noninterest-bearing deposits	$ 141,738	$ 137,892	$ 128,579	$ 127,103	$ 123,966
Interest checking	107,802	106,121	104,744	99,866	96,707
Money market and savings	136,094	134,029	129,303	124,692	123,598
Time deposits	17,094	18,213	20,559	23,605	27,940
Total deposits	402,728	396,255	383,185	375,266	372,211
Short-term borrowings	5,360	6,168	6,731	6,493	6,209
Long-term debt	37,329	36,873	37,820	40,284	40,919
Other liabilities	11,915	10,813	11,050	10,993	11,853
Total liabilities	457,332	450,109	438,786	433,036	431,192
Shareholders' equity	69,353	68,665	70,047	70,145	69,634
Total liabilities and shareholders' equity	$ 526,685	$ 518,774	$ 508,833	$ 503,181	$ 500,826

Average balances exclude basis adjustments for fair value hedges.

Average Balances and Rates - Quarters

(Dollars in millions)	September 30, 2021 (1) Average Balances	(2) Interest Income/ Expense	(2) Yields/ Rates	June 30, 2021 (1) Average Balances	(2) Interest Income/ Expense	(2) Yields/ Rates
Assets						
Securities available for sale at amortized cost:						
U.S. Treasury	$ 9,699	$ 18	0.72 %	$ 9,070	$ 16	0.73 %
U.S. government-sponsored entities (GSE)	1,830	10	2.31	1,840	11	2.33
Mortgage-backed securities issued by GSE	132,890	509	1.53	124,251	466	1.50
States and political subdivisions	425	4	3.52	437	4	3.55
Non-agency mortgage-backed	1,398	8	2.20	17	—	2.46
Other	30	—	1.90	32	—	1.88
Total securities	146,272	549	1.50	135,647	497	1.47
Loans and leases:						
Commercial:						
Commercial and industrial	130,025	981	3.00	133,646	1,024	3.07
CRE	24,849	181	2.86	25,645	183	2.84
Commercial construction	5,969	42	2.96	6,359	45	2.95
Lease financing	4,917	42	3.39	4,893	48	3.91
Consumer:						
Residential mortgage	45,369	450	3.96	43,605	474	4.35
Residential home equity and direct	25,242	360	5.67	25,238	361	5.74
Indirect auto	26,830	405	5.99	26,444	409	6.20
Indirect other	11,112	183	6.54	10,797	185	6.86
Student	7,214	74	4.02	7,396	72	3.90
Credit card	4,632	105	9.01	4,552	99	8.73
Total loans and leases held for investment	286,159	2,823	3.92	288,575	2,900	4.03
Loans held for sale	4,179	28	2.69	4,390	28	2.57
Total loans and leases	290,338	2,851	3.90	292,965	2,928	4.01
Interest earning trading assets	5,809	41	2.81	5,061	37	2.82
Other earning assets	19,331	13	0.25	21,592	9	0.19
Total earning assets	461,750	3,454	2.98	455,265	3,471	3.06
Nonearning assets	64,935			63,509		
Total assets	$ 526,685			$ 518,774		
Liabilities and Shareholders' Equity						
Interest-bearing deposits:						
Interest checking	$ 107,802	14	0.05	$ 106,121	15	0.06
Money market and savings	136,094	9	0.03	134,029	8	0.03
Time deposits	17,094	10	0.23	18,213	13	0.28
Total interest-bearing deposits (3)	260,990	33	0.05	258,363	36	0.06
Short-term borrowings	5,360	9	0.68	6,168	15	0.98
Long-term debt	37,329	151	1.61	36,873	147	1.60
Total interest-bearing liabilities	303,679	193	0.25	301,404	198	0.26
Noninterest-bearing deposits (3)	141,738			137,892		
Other liabilities	11,915			10,813		
Shareholders' equity	69,353			68,665		
Total liabilities and shareholders' equity	$ 526,685			$ 518,774		
Average interest-rate spread			2.73			2.80
Net interest income/ net interest margin - taxable equivalent		$ 3,261	2.81 %		$ 3,273	2.88 %
Taxable-equivalent adjustment		$ 28			$ 28	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Amounts are on a taxable-equivalent basis utilizing the federal income tax rate of 21% for the periods presented. Interest income includes certain fees, deferred costs, and dividends.

(3) Total deposit costs were 0.03% and 0.04% for the three months ended September 30, 2021 and June 30, 2021, respectively.

Average Balances and Rates - Quarters

(Dollars in millions)	March 31, 2021 (1) Average Balances	March 31, 2021 (2) Interest Income/ Expense	March 31, 2021 (2) Yields/ Rates	December 31, 2020 (1) Average Balances	December 31, 2020 (2) Interest Income/ Expense	December 31, 2020 (2) Yields/ Rates	September 30, 2020 (1) Average Balances	September 30, 2020 (2) Interest Income/ Expense	September 30, 2020 (2) Yields/ Rates
Assets									
Securities available for sale at amortized cost:									
U.S. Treasury	$ 1,759	$ 4	0.89 %	$ 2,049	$ 9	1.62 %	$ 2,218	$ 10	1.78 %
U.S. government-sponsored entities (GSE)	1,839	11	2.33	1,841	11	2.33	1,842	10	2.33
Mortgage-backed securities issued by GSE	118,171	426	1.44	97,660	385	1.58	75,232	366	1.95
States and political subdivisions	444	4	3.52	469	3	3.52	499	7	5.03
Other	33	—	1.92	34	—	1.98	37	1	1.99
Total securities	122,246	445	1.45	102,053	408	1.60	79,828	394	1.97
Loans and leases:									
Commercial:									
Commercial and industrial	136,051	1,040	3.10	139,223	1,091	3.12	143,452	1,087	3.02
CRE	26,211	189	2.90	27,030	197	2.88	27,761	203	2.88
Commercial construction	6,557	48	3.04	6,616	51	3.13	6,861	55	3.26
Lease financing	4,975	53	4.28	5,401	65	4.82	5,626	52	3.71
Consumer:									
Residential mortgage	45,823	507	4.42	48,847	542	4.44	51,500	576	4.47
Residential home equity and direct	25,658	368	5.81	26,327	388	5.86	26,726	394	5.86
Indirect auto	26,363	426	6.56	25,788	416	6.41	24,732	405	6.51
Indirect other	10,848	187	6.98	11,291	195	6.87	11,530	204	7.05
Student	7,519	73	3.96	7,519	80	4.23	7,446	80	4.30
Credit card	4,645	106	9.24	4,818	114	9.35	4,810	109	9.03
Total loans and leases held for investment	294,650	2,997	4.11	302,860	3,139	4.13	310,444	3,165	4.06
Loans held for sale	4,891	32	2.59	5,328	47	3.54	5,247	37	2.78
Total loans and leases	299,541	3,029	4.09	308,188	3,186	4.12	315,691	3,202	4.04
Interest earning trading assets	4,742	32	2.79	4,538	33	2.89	4,056	32	3.23
Other earning assets	17,417	16	0.37	23,887	12	0.20	35,819	24	0.26
Total earning assets	443,946	3,522	3.20	438,666	3,639	3.31	435,394	3,652	3.34
Nonearning assets	64,887			64,515			65,432		
Total assets	$ 508,833			$ 503,181			$ 500,826		
Liabilities and Shareholders' Equity									
Interest-bearing deposits:									
Interest checking	$ 104,744	15	0.06	$ 99,866	17	0.07	$ 96,707	15	0.06
Money market and savings	129,303	10	0.03	124,692	10	0.03	123,598	19	0.06
Time deposits	20,559	22	0.44	23,605	40	0.66	27,940	62	0.89
Total interest-bearing deposits (3)	254,606	47	0.07	248,163	67	0.11	248,245	96	0.15
Short-term borrowings	6,731	14	0.82	6,493	13	0.77	6,209	13	0.85
Long-term debt	37,820	148	1.57	40,284	165	1.64	40,919	152	1.48
Total interest-bearing liabilities	299,157	209	0.28	294,940	245	0.33	295,373	261	0.35
Noninterest-bearing deposits (3)	128,579			127,103			123,966		
Other liabilities	11,050			10,993			11,853		
Shareholders' equity	70,047			70,145			69,634		
Total liabilities and shareholders' equity	$ 508,833			$ 503,181			$ 500,826		
Average interest-rate spread			2.92			2.98			2.99
Net interest income/ net interest margin - taxable equivalent		$ 3,313	3.01 %		$ 3,394	3.08 %		$ 3,391	3.10 %
Taxable-equivalent adjustment		$ 28			$ 28			$ 29	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Amounts are on a taxable-equivalent basis utilizing the federal income tax rate of 21% for the periods presented. Interest income includes certain fees, deferred costs, and dividends.

(3) Total deposit costs were 0.05%, 0.07%, and 0.10% for the three months ended March 31, 2021, December 31, 2020, and September 30, 2020, respectively.

Average Balances and Rates - Year-To-Date

(Dollars in millions)	Year-to-Date September 30, 2021 (1) Average Balances	(2) Interest Income/ Expense	(2) Yields/ Rates	Year-to-Date September 30, 2020 (1) Average Balances	(2) Interest Income/ Expense	(2) Yields/ Rates
Assets						
Securities available for sale at amortized cost:						
U.S. Treasury	$ 6,872	$ 38	0.74 %	$ 2,243	$ 31	1.86 %
U.S. government-sponsored entities (GSE)	1,837	32	2.32	1,847	32	2.33
Mortgage-backed securities issued by GSE	125,157	1,401	1.49	72,152	1,240	2.29
States and political subdivisions	435	12	3.53	512	16	4.04
Non-agency mortgage-backed	477	8	2.18	115	15	16.78
Other	32	—	1.90	37	1	2.44
Total securities	134,810	1,491	1.48	76,906	1,335	2.31
Loans and leases:						
Commercial:						
Commercial and industrial	133,218	3,045	3.06	142,731	3,710	3.47
CRE	25,563	553	2.86	27,538	717	3.46
Commercial construction	6,293	135	2.98	6,673	192	3.92
Lease financing	4,928	143	3.86	5,872	187	4.24
Consumer:						
Residential mortgage	44,931	1,431	4.25	52,288	1,778	4.53
Residential home equity and direct	25,378	1,089	5.74	27,161	1,237	6.08
Indirect auto	26,547	1,240	6.25	24,809	1,240	6.68
Indirect other	10,920	555	6.79	11,255	606	7.19
Student	7,375	219	3.96	7,622	271	4.75
Credit card	4,610	310	8.99	5,097	356	9.34
Total loans and leases held for investment	289,763	8,720	4.02	311,046	10,294	4.42
Loans held for sale	4,485	88	2.61	5,575	126	3.00
Total loans and leases	294,248	8,808	4.00	316,621	10,420	4.39
Interest earning trading assets	5,208	110	2.80	4,695	135	3.85
Other earning assets	19,453	38	0.26	33,708	144	0.57
Total earning assets	453,719	10,447	3.08	431,930	12,034	3.72
Nonearning assets	64,444			65,780		
Total assets	$ 518,163			$ 497,710		
Liabilities and Shareholders' Equity						
Interest-bearing deposits:						
Interest checking	$ 106,234	44	0.06	$ 93,205	199	0.28
Money market and savings	133,167	27	0.03	123,536	254	0.27
Time deposits	18,609	45	0.32	32,157	265	1.10
Total interest-bearing deposits (3)	258,010	116	0.06	248,898	718	0.39
Short-term borrowings	6,081	38	0.84	11,350	124	1.46
Long-term debt	37,339	446	1.59	47,643	635	1.78
Total interest-bearing liabilities	301,430	600	0.27	307,891	1,477	0.64
Noninterest-bearing deposits (3)	136,118			110,375		
Other liabilities	11,262			12,133		
Shareholders' equity	69,353			67,311		
Total liabilities and shareholders' equity	$ 518,163			$ 497,710		
Average interest-rate spread			2.81			3.08
Net interest income/ net interest margin - taxable equivalent		$ 9,847	2.90 %		$ 10,557	3.26 %
Taxable-equivalent adjustment		$ 84			$ 97	

Applicable ratios are annualized.

(1) Excludes basis adjustments for fair value hedges.

(2) Amounts are on a taxable-equivalent basis utilizing the federal income tax rate of 21% for the periods presented. Interest income includes certain fees, deferred costs, and dividends.

(3) Total deposit costs were 0.04% and 0.27% for the nine months ended September 30, 2021 and 2020, respectively.

Credit Quality

(Dollars in millions)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Nonperforming Assets					
Nonaccrual loans and leases:					
Commercial:					
Commercial and industrial	$ 411	$ 397	$ 451	$ 532	$ 507
CRE	20	25	58	75	52
Commercial construction	7	12	13	14	7
Lease financing	12	5	23	28	32
Consumer:					
Residential mortgage	306	302	290	316	205
Residential home equity and direct	146	165	172	205	180
Indirect auto	172	148	158	155	137
Indirect other	6	6	6	5	4
Total nonaccrual loans and leases held for investment	1,080	1,060	1,171	1,330	1,124
Loans held for sale	76	78	72	5	130
Total nonaccrual loans and leases	1,156	1,138	1,243	1,335	1,254
Foreclosed real estate	9	13	18	20	30
Other foreclosed property	39	41	38	32	30
Total nonperforming assets	$ 1,204	$ 1,192	$ 1,299	$ 1,387	$ 1,314
Troubled Debt Restructurings (TDRs)					
Performing TDRs:					
Commercial:					
Commercial and industrial	$ 144	$ 144	$ 142	$ 78	$ 84
CRE	8	24	47	47	36
Commercial construction	—	—	—	—	1
Lease financing	56	58	59	60	1
Consumer:					
Residential mortgage	712	727	733	648	640
Residential home equity and direct	105	107	109	88	71
Indirect auto	390	389	399	392	336
Indirect other	7	7	7	6	5
Student	23	13	8	5	5
Credit card	30	32	35	37	38
Total performing TDRs	1,475	1,501	1,539	1,361	1,217
Nonperforming TDRs	159	190	207	164	140
Total TDRs	$ 1,634	$ 1,691	$ 1,746	$ 1,525	$ 1,357
Loans 90 Days or More Past Due and Still Accruing					
Commercial:					
Commercial and industrial	$ 2	$ 14	$ 14	$ 13	$ 6
CRE	—	—	—	—	8
Lease financing	16	—	—	—	—
Consumer:					
Residential mortgage	852	976	975	841	573
Residential home equity and direct	7	7	11	10	5
Indirect auto	2	2	2	2	8
Indirect other	2	1	1	2	3
Student	968	1,046	1,037	1,111	570
Credit card	23	22	32	29	24
Total loans 90 days past due and still accruing	$ 1,872	$ 2,068	$ 2,072	$ 2,008	$ 1,197
Loans 30-89 Days Past Due					
Commercial:					
Commercial and industrial	$ 131	$ 128	$ 117	$ 83	$ 155
CRE	4	7	9	14	7
Commercial construction	2	1	4	5	—
Lease financing	4	18	35	6	9
Consumer:					
Residential mortgage	495	543	577	782	796
Residential home equity and direct	81	73	82	98	103
Indirect auto	560	428	328	495	321
Indirect other	53	47	45	68	52
Student	456	548	556	618	666
Credit card	37	31	35	51	39
Total loans 30-89 days past due	$ 1,823	$ 1,824	$ 1,788	$ 2,220	$ 2,148

(Dollars in millions)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
	As of/For the Quarter Ended				
Allowance for Credit Losses					
Beginning balance	$ 5,436	$ 6,011	$ 6,199	$ 6,229	$ 6,133
Provision for credit losses	(324)	(434)	48	177	421
Charge-offs:					
Commercial:					
Commercial and industrial	(57)	(51)	(73)	(84)	(112)
CRE	(1)	—	(4)	(19)	(44)
Commercial construction	—	—	(2)	(8)	(19)
Lease financing	—	(2)	(6)	(4)	(44)
Consumer:					
Residential mortgage	(7)	(4)	(11)	(6)	(4)
Residential home equity and direct	(51)	(57)	(55)	(46)	(52)
Indirect auto	(73)	(69)	(105)	(84)	(72)
Indirect other	(13)	(11)	(17)	(14)	(8)
Student	(6)	(3)	(3)	(3)	(6)
Credit card	(31)	(42)	(40)	(35)	(44)
Total charge-offs	(239)	(239)	(316)	(303)	(405)
Recoveries:					
Commercial:					
Commercial and industrial	21	20	19	34	20
CRE	1	4	1	1	—
Commercial construction	1	1	1	1	2
Lease financing	21	3	—	—	4
Consumer:					
Residential mortgage	3	5	2	3	3
Residential home equity and direct	20	20	18	20	16
Indirect auto	22	27	22	24	22
Indirect other	5	7	6	5	4
Student	1	—	—	—	—
Credit card	9	10	9	10	8
Total recoveries	104	97	78	98	79
Net charge-offs	(135)	(142)	(238)	(205)	(326)
Other	1	1	2	(2)	1
Ending balance	$ 4,978	$ 5,436	$ 6,011	$ 6,199	$ 6,229
Allowance for Credit Losses:					
Allowance for loan and lease losses (excluding PCD loans)	$ 4,577	$ 4,979	$ 5,506	$ 5,668	$ 5,675
Allowance for PCD loans	125	142	156	167	188
Reserve for unfunded lending commitments (RUFC)	276	315	349	364	366
Total	$ 4,978	$ 5,436	$ 6,011	$ 6,199	$ 6,229

(Dollars in millions)	As of/For the Year-to-Date Period Ended Sept. 30 2021	2020
Allowance for Credit Losses		
Beginning balance	$ 6,199	$ 1,889
CECL adoption - impact to retained earnings before tax	—	2,762
CECL adoption - reserves on PCD assets	—	378
Provision for credit losses	(710)	2,158
Charge-offs:		
Commercial:		
Commercial and industrial	(181)	(274)
CRE	(5)	(59)
Commercial construction	(2)	(22)
Lease financing	(8)	(50)
Consumer:		
Residential mortgage	(22)	(50)
Residential home equity and direct	(163)	(185)
Indirect auto	(247)	(294)
Indirect other	(41)	(46)
Student	(12)	(20)
Credit card	(113)	(147)
Total charge-offs	(794)	(1,147)
Recoveries:		
Commercial:		
Commercial and industrial	60	58
CRE	6	4
Commercial construction	3	10
Lease financing	24	4
Consumer:		
Residential mortgage	10	7
Residential home equity and direct	58	46
Indirect auto	71	63
Indirect other	18	18
Student	1	1
Credit card	28	22
Total recoveries	279	233
Net charge-offs	(515)	(914)
Other	4	(44)
Ending balance	$ 4,978	$ 6,229

	As of/For the Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Asset Quality Ratios					
Loans 30-89 days past due and still accruing as a percentage of loans and leases	0.64 %	0.64 %	0.61 %	0.74 %	0.70 %
Loans 90 days or more past due and still accruing as a percentage of loans and leases	0.66	0.72	0.71	0.67	0.39
Nonperforming loans and leases as a percentage of loans and leases held for investment	0.38	0.37	0.40	0.44	0.37
Nonperforming loans and leases as a percentage of loans and leases (1)	0.40	0.39	0.42	0.44	0.40
Nonperforming assets as a percentage of:					
Total assets (1)	0.23	0.23	0.25	0.27	0.26
Loans and leases plus foreclosed property	0.40	0.39	0.42	0.46	0.39
Net charge-offs as a percentage of average loans and leases (2)	0.19	0.20	0.33	0.27	0.42
Allowance for loan and lease losses as a percentage of loans and leases	1.65	1.79	1.94	1.95	1.91
Ratio of allowance for loan and lease losses to:					
Net charge-offs	8.79X	8.98X	5.87X	7.15X	4.52X
Nonperforming loans and leases	4.35X	4.83X	4.84X	4.39X	5.22X
Asset Quality Ratios (Excluding PPP and other Government Guaranteed)					
Loans 90 days or more past due and still accruing as a percentage of loans and leases	0.03 %	0.04 %	0.04 %	0.04 %	0.03 %

Applicable ratios are annualized.

(1) Includes loans held for sale.

(2) The third quarter of 2020 includes $97 million of charge-offs on PCD assets directly related to the implementation of CECL.

	As of/For the Year-to-Date Period Ended Sept. 30 2021	2020
Asset Quality Ratios		
Net charge-offs as a percentage of average loans and leases	0.24 %	0.39 %
Ratio of allowance for loan and lease losses to net charge-offs	6.83X	4.80X

Applicable ratios are annualized.

(Dollars in millions)	Current Status		Past Due 30-89 Days		Past Due 90+ Days		Total
	September 30, 2021						
Troubled Debt Restructurings							
Performing TDRs: (1)							
Commercial:							
Commercial and industrial	$ 144	100.0 %	$ —	— %	$ —	— %	$ 144
CRE	8	100.0	—	—	—	—	8
Lease financing	56	100.0	—	—	—	—	56
Consumer:							
Residential mortgage	482	67.7	81	11.4	149	20.9	712
Residential home equity and direct	101	96.2	4	3.8	—	—	105
Indirect auto	320	82.1	70	17.9	—	—	390
Indirect other	6	85.7	1	14.3	—	—	7
Student	22	95.7	1	4.3	—	—	23
Credit card	26	86.7	3	10.0	1	3.3	30
Total performing TDRs (1)	1,165	78.9	160	10.9	150	10.2	1,475
Nonperforming TDRs (2)	49	30.8	17	10.7	93	58.5	159
Total TDRs (1)(2)	$ 1,214	74.3 %	$ 177	10.8 %	$ 243	14.9 %	$ 1,634

(1) Past due performing TDRs are included in past due disclosures.
(2) Nonperforming TDRs are included in nonaccrual loan disclosures.

	Quarter Ended				
	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Net Charge-offs as a Percentage of Average Loans and Leases:					
Commercial:					
Commercial and industrial	0.04 %	0.09 %	0.16 %	0.15 %	0.25 %
CRE	—	(0.05)	0.04	0.27	0.63
Commercial construction	(0.06)	(0.06)	0.08	0.39	1.02
Lease financing	0.04	(0.04)	0.44	0.20	2.92
Consumer:					
Residential mortgage	0.04	(0.01)	0.08	0.03	0.01
Residential home equity and direct	0.49	0.59	0.58	0.39	0.53
Indirect auto	0.75	0.63	1.28	0.92	0.76
Indirect other	0.26	0.17	0.39	0.31	0.21
Student	0.31	0.16	0.16	0.17	0.28
Credit card	1.90	2.75	2.74	2.11	3.00
Total loans and leases	0.19	0.20	0.33	0.27	0.42

Applicable ratios are annualized.

Credit Quality - Allowance with Fair Value Marks

(Dollars in millions)	As of/For the Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
ALLL	$ 4,702	$ 5,121	$ 5,662	$ 5,835	$ 5,863
Unamortized fair value mark (1)	1,540	1,777	2,067	2,395	2,676
Allowance plus unamortized fair value mark	$ 6,242	$ 6,898	$ 7,729	$ 8,230	$ 8,539
Loans and leases held for investment	$ 285,522	$ 286,485	$ 291,511	$ 299,734	$ 306,627
Unamortized fair value mark (1)	1,540	1,777	2,067	2,395	2,676
Gross loans and leases	$ 287,062	$ 288,262	$ 293,578	$ 302,129	$ 309,303
Allowance for loan and lease losses as a percentage of loans and leases - GAAP	1.65 %	1.79 %	1.94 %	1.95 %	1.91 %
Allowance for loan and lease losses and unamortized fair value mark as a percentage of gross loans and leases - Adjusted (1) (2)	2.17	2.39	2.63	2.72	2.76

(1) Unamortized fair value mark includes credit, interest rate and liquidity components.
(2) Allowance for loan and lease losses and unamortized fair value mark as a percentage of gross loans and leases is a non-GAAP measurement of credit reserves that is calculated by adjusting the ALLL and loans and leases held for investment by the unamortized fair value mark. Truist's management uses these measures to assess loss absorption capacity.

Rollforward of Intangible Assets and Selected Fair Value Marks (1)

(Dollars in millions)	As of/For the Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Loans and Leases (2)					
Beginning balance unamortized fair value mark	$ (1,777)	$ (2,067)	$ (2,395)	$ (2,676)	$ (3,077)
Accretion	233	285	316	356	367
Purchase accounting adjustments and other activity	4	5	12	(75)	34
Ending balance	$ (1,540)	$ (1,777)	$ (2,067)	$ (2,395)	$ (2,676)
Core deposit and other intangible assets					
Beginning balance	$ 2,665	$ 2,825	$ 2,984	$ 2,840	$ 3,016
Additions - acquisitions	418	—	14	320	—
Amortization of intangibles	(145)	(142)	(144)	(172)	(170)
Amortization in net occupancy expense	(4)	(3)	(3)	(4)	(6)
Purchase accounting adjustments and other activity	(4)	(15)	(26)	—	—
Ending balance	$ 2,930	$ 2,665	$ 2,825	$ 2,984	$ 2,840
Deposits (3)					
Beginning balance unamortized fair value mark	$ (12)	$ (15)	$ (19)	$ (26)	$ (37)
Amortization	3	3	4	7	11
Ending balance	$ (9)	$ (12)	$ (15)	$ (19)	$ (26)
Long-Term Debt (3)					
Beginning balance unamortized fair value mark	$ (176)	$ (196)	$ (216)	$ (238)	$ (262)
Amortization	19	20	20	22	24
Ending balance	$ (157)	$ (176)	$ (196)	$ (216)	$ (238)

(1) Includes the merger with SunTrust. This summary includes only selected information and does not represent all purchase accounting adjustments.
(2) Purchase accounting marks on loans and leases includes credit, interest and liquidity components, and are generally recognized using the level-yield or straight-line method over the remaining life of the individual loans or recognized in full in the event of prepayment.
(3) Purchase accounting marks on liabilities represents interest rate marks on time deposits and long-term debt and are recognized using the level-yield method over the term of the liability.

Capital Information - Five Quarter Trend

(Dollars in millions, except per share data, shares in thousands)	As of/For the Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Selected Capital Information	(preliminary)				
Risk-based capital:					
Common equity tier 1	$ 38,859	$ 38,690	$ 38,267	$ 37,869	$ 37,879
Tier 1	45,530	45,360	45,388	45,915	45,925
Total	53,230	53,640	54,245	55,011	55,030
Risk-weighted assets	383,073	379,044	378,458	379,153	377,420
Average quarterly assets for leverage ratio	503,224	496,391	484,961	478,608	476,868
Average quarterly assets for supplementary leverage ratio	585,484	576,734	546,470	530,716	513,230
Risk-based capital ratios:					
Common equity tier 1	10.1 %	10.2 %	10.1 %	10.0 %	10.0 %
Tier 1	11.9	12.0	12.0	12.1	12.2
Total	13.9	14.2	14.3	14.5	14.6
Leverage capital ratio	9.0	9.1	9.4	9.6	9.6
Supplementary leverage	7.8	7.9	8.3	8.7	8.9
Equity as a percentage of total assets	13.0	13.1	13.1	13.9	14.0
Common equity per common share	$ 46.62	$ 46.20	$ 45.17	$ 46.52	$ 45.86

(Dollars in millions, except per share data, shares in thousands)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Calculations of Tangible Common Equity and Related Measures: (1)					
Total shareholders' equity	$ 68,900	$ 68,336	$ 67,876	$ 70,912	$ 69,973
Less:					
Preferred stock	6,673	6,673	7,124	8,048	8,048
Noncontrolling interests	—	—	—	105	106
Intangible assets, net of deferred taxes	27,066	26,296	26,413	26,629	25,923
Tangible common equity	$ 35,161	$ 35,367	$ 34,339	$ 36,130	$ 35,896
Outstanding shares at end of period (in thousands)	1,334,892	1,334,770	1,344,845	1,348,961	1,348,118
Tangible Common Equity Per Common Share	$ 26.34	$ 26.50	$ 25.53	$ 26.78	$ 26.63

(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. Truist's management uses these measures to assess the quality of capital and returns relative to balance sheet risk. These measures are not necessarily comparable to similar measures that may be presented by other companies.

Selected Mortgage Banking Information & Additional Information

(Dollars in millions, except per share data)	As of/For the Quarter Ended Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020
Residential Mortgage Income					
Residential mortgage production revenue	$ 139	$ 122	$ 140	$ 229	$ 339
Residential mortgage servicing revenue	157	139	141	150	152
Realization of expected residential MSR cash flows	(146)	(175)	(208)	(209)	(212)
Residential mortgage income before MSR valuation	150	86	73	170	279
Income statement impact of mortgage servicing rights valuation:					
MSRs fair value increase (decrease)	77	(188)	360	62	(54)
MSRs hedge gains (losses)	(48)	219	(333)	(39)	(4)
Net MSRs valuation	29	31	27	23	(58)
Total residential mortgage income	$ 179	$ 117	$ 100	$ 193	$ 221
Commercial Real Estate Related Income					
Commercial mortgage production revenue	$ 72	$ 131	$ 40	$ 117	$ 49
Commercial mortgage servicing revenue	17	17	17	16	16
Realization of expected commercial MSR cash flows	(11)	(11)	(15)	(11)	(10)
Commercial real estate related income before MSR valuation	78	137	42	122	55
Income statement impact of mortgage servicing rights valuation:					
MSRs fair value increase (decrease)	1	(4)	13	3	1
MSRs hedge gains (losses)	(1)	5	(12)	(2)	(1)
Net MSRs valuation	—	1	1	1	—
Commercial real estate related income	$ 78	$ 138	$ 43	$ 123	$ 55
Other Mortgage Banking Information					
Residential mortgage loan originations	$ 15,852	$ 14,301	$ 13,075	$ 13,235	$ 15,346
Residential mortgage servicing portfolio (1):					
Loans serviced for others	198,119	178,004	179,836	188,341	198,881
Bank-owned loans serviced	50,427	46,031	48,800	50,693	54,587
Total servicing portfolio	248,546	224,035	228,636	239,034	253,468
Weighted-average coupon rate on mortgage loans serviced for others	3.49 %	3.66 %	3.76 %	3.84 %	3.92 %
Weighted-average servicing fee on mortgage loans serviced for others	0.31	0.31	0.31	0.32	0.32
Additional Information					
NQDC plan income (expense):					
Interest income	$ 2	$ 2	$ 9	$ 1	$ 2
Other income	30	43	23	32	49
Personnel expense	(32)	(45)	(32)	(33)	(51)
Total NQDC plan income (expense)	$ —	$ —	$ —	$ —	$ —
Fair value of derivatives, net	$ 2,375	$ 2,614	$ 2,222	$ 3,282	$ 3,646
CVA/DVA income (expense) included in investment banking and trading income	16	(12)	48	21	(2)
Common stock prices:					
High	60.74	62.89	61.26	49.72	42.04
Low	51.87	52.61	46.71	37.86	33.47
End of period	58.65	55.50	58.32	47.93	38.05
Banking offices	2,518	2,557	2,556	2,781	2,884
ATMs	3,684	3,779	3,807	4,082	4,237
FTEs (2)	52,675	52,248	53,207	53,693	55,000

(1) Amounts reported are unpaid principal balance.
(2) FTEs represents an average for the quarter.

Selected Items (1)

(Dollars in millions) Description	Favorable (Unfavorable) Pre-Tax	After-Tax at Marginal Rate
Selected Items		
Third Quarter 2021		
Incremental operating expenses related to the merger ($132 million professional fees and outside processing, $41 million personnel expense, and $18 million other)	$ (191)	$ (147)
Professional fee accrual	(30)	(23)
Second Quarter 2021		
Charitable contribution	$ (200)	$ (153)
Incremental operating expenses related to the merger ($137 million professional fees and outside processing, $42 million personnel expense, and $11 million other)	(190)	(146)
First Quarter 2021		
Incremental operating expenses related to the merger ($120 million professional fees and outside processing, $42 million personnel expense, and $13 million other)	$ (175)	$ (134)
Acceleration for cash flow hedge unwind	(36)	(28)
Fourth Quarter 2020		
Incremental operating expenses related to the merger ($124 million in professional fees and outside processing, $47 million in personnel expense, and $8 million in other expense)	$ (179)	$ (138)
Third Quarter 2020		
Incremental operating expenses related to the merger ($99 million in professional fees and outside processing, $48 million in personnel expense, and $5 million in other expense)	$ (152)	$ (115)
Charitable contribution	(50)	(38)
Second Quarter 2020		
Incremental operating expenses related to the merger ($64 million in professional fees and outside processing, $49 million in personnel expense, and $16 million in other expense)	$ (129)	$ (99)
First Quarter 2020		
Incremental operating expenses related to the merger ($44 million in personnel expense, $20 million in professional fees and outside processing, and $10 million in other expense)	$ (74)	$ (57)

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

Non-GAAP Reconciliations

	Quarter Ended					Year-to-Date	
(Dollars in millions)	Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020	Sept. 30 2021	Sept. 30 2020
Efficiency Ratio (1)							
Efficiency Ratio Numerator - Noninterest Expense - GAAP	$ 3,795	$ 4,011	$ 3,610	$ 3,833	$ 3,755	$ 11,416	$ 11,064
Merger-related and restructuring charges, net	(172)	(297)	(141)	(308)	(236)	(610)	(552)
Gain (loss) on early extinguishment of debt	—	—	3	—	—	3	(235)
Incremental operating expense related to the merger	(191)	(190)	(175)	(179)	(152)	(556)	(355)
Amortization of intangibles	(145)	(142)	(144)	(172)	(170)	(431)	(513)
Charitable contribution	—	(200)	—	—	(50)	(200)	(50)
Professional fee accrual	(30)	—	—	—	—	(30)	—
Acceleration for cash flow hedge unwind	—	—	(36)	—	—	(36)	—
Efficiency Ratio Numerator - Adjusted	$ 3,257	$ 3,182	$ 3,117	$ 3,174	$ 3,147	$ 9,556	$ 9,359
Efficiency Ratio Denominator - Revenue (2) - GAAP	$ 5,598	$ 5,650	$ 5,482	$ 5,651	$ 5,572	$ 16,730	$ 17,054
Taxable equivalent adjustment	28	28	28	28	29	84	97
Securities (gains) losses	—	—	—	—	(104)	—	(402)
Gains on divestiture of certain businesses	—	—	(37)	—	—	(37)	—
Efficiency Ratio Denominator - Adjusted	$ 5,626	$ 5,678	$ 5,473	$ 5,679	$ 5,497	$ 16,777	$ 16,749
Efficiency Ratio - GAAP	67.8 %	71.0 %	65.8 %	67.8 %	67.4 %	68.2 %	64.9 %
Efficiency Ratio - Adjusted	57.9	56.1	56.9	55.9	57.3	57.0	55.9

(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. Truist's management uses this measure in their analysis of the Corporation's performance. Truist'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 Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020	Year-to-Date Sept. 30 2021	Sept. 30 2020
Return on Average Tangible Common Shareholders' Equity (1)							
Net income available to common shareholders	$ 1,616	$ 1,559	$ 1,334	$ 1,228	$ 1,068	$ 4,509	$ 2,956
Plus: Amortization of intangibles, net of tax	113	107	111	131	130	331	393
Tangible net income available to common shareholders	$ 1,729	$ 1,666	$ 1,445	$ 1,359	$ 1,198	$ 4,840	$ 3,349
Average common shareholders' equity	$ 62,680	$ 61,709	$ 62,252	$ 61,991	$ 61,804	$ 62,215	$ 61,173
Less: Average intangible assets, net of deferred taxes	27,149	26,366	26,535	25,930	25,971	26,686	26,186
Average tangible common shareholders' equity	$ 35,531	$ 35,343	$ 35,717	$ 36,061	$ 35,833	$ 35,529	$ 34,987
Return on average common shareholders' equity	10.2 %	10.1 %	8.7 %	7.9 %	6.9 %	9.7 %	6.5 %
Return on average tangible common shareholders' equity	19.3	18.9	16.4	15.0	13.3	18.2	12.8

(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. Truist's management uses these measures to assess the quality of capital and returns relative to balance sheet risk. 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 Sept. 30 2021	June 30 2021	March 31 2021	Dec. 31 2020	Sept. 30 2020	Year-to-Date Sept. 30 2021	Sept. 30 2020
Diluted EPS (1)							
Net income available to common shareholders - GAAP	$ 1,616	$ 1,559	$ 1,334	$ 1,228	$ 1,068	$ 4,509	$ 2,956
Merger-related and restructuring charges	132	228	108	237	181	468	423
Securities (gains) losses	—	—	—	—	(80)	—	(308)
Loss (gain) on early extinguishment of debt	—	(1)	(2)	—	—	(3)	180
Incremental operating expenses related to the merger	147	146	134	138	115	427	271
Charitable contribution	—	153	—	—	38	153	38
Professional fee accrual	23	—	—	—	—	23	—
Acceleration for cash flow hedge unwind	—	—	28	—	—	28	—
Net income available to common shareholders - adjusted	$ 1,918	$ 2,085	$ 1,602	$ 1,603	$ 1,322	$ 5,605	$ 3,560
Weighted average shares outstanding - diluted	1,346,854	1,349,492	1,358,932	1,361,763	1,358,122	1,351,712	1,357,174
Diluted EPS - GAAP	$ 1.20	$ 1.16	$ 0.98	$ 0.90	$ 0.79	$ 3.34	$ 2.18
Diluted EPS - adjusted	1.42	1.55	1.18	1.18	0.97	4.15	2.62

(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. Truist's management uses this measure in their analysis of the Corporation's performance. Truist'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.