GB&T BANCSHARES INC Form 425 April 22, 2008

Filed by SunTrust Banks, Inc.

pursuant to Rule 425

under the Securities Act of

1933, as amended and deemed

filed under Rule 14a-6

under the Securities Exchange Act

of 1934, as amended

Subject Company: GB&T Bancshares Inc.

Exchange Act File Number of

Subject Company: 000-24203

**News Release** 

Contact:

 Investors
 Media

 Steve Shriner
 Barry Koling

 (404) 827-6714
 (404) 230-5268

For Immediate Release

April 22, 2008

#### SunTrust Reports First Quarter Earnings of \$0.81 Per Share

Credit Costs Impact Results as Company Points to Underlying Progress and Financial Strength

ATLANTA SunTrust Banks, Inc. (NYSE: STI) today reported net income available to common shareholders for the first quarter of 2008 of \$283.6 million, or \$0.81 per average common diluted share, compared to \$513.9 million, or \$1.44 per average common diluted share, in the first quarter of 2007. Growth in the balance sheet and core business revenues coupled with disciplined expense management were more than offset by increased credit costs associated with the continued deterioration in the housing market, as well as net mark-to-market valuation losses related to certain asset-backed securities. Positively impacting the quarter were gains from the Company s interest in Visa, Inc. (Visa) and prior decisions to sell its remaining interest in Lighthouse Investment Partners and certain bank-owned real estate.

Growth in credit costs associated with the residential real estate correction continued to take a toll in the first quarter; further, the backdrop of emerging recession fears clouds the near-term outlook. However, SunTrust is financially strong, with ample liquidity, adequate capital, and a solid balance sheet, and we are effectively managing through this difficult economic environment. Perhaps most importantly, we are encouraged by underlying progress in key business lines, good deposit and some modest loan growth, and the positive impact of improved expense discipline. Given the success we are achieving in our E<sup>2</sup> Efficiency and Productivity program, we have increased our 2008 savings estimate to

\$500 million, up \$150 million from our previous estimate. Economic uncertainty notwithstanding, we remain confident in the validity of our strategies, our execution of those strategies, and the growth potential within our existing businesses and markets, said James M. Wells III, President and Chief Executive Officer of SunTrust.

As the deterioration of residential real estate markets continued in the first quarter of 2008, the Company increased its provision for loan losses to \$560 million, increasing the ratio of allowance to total loans outstanding to 1.25% as of March 31, 2008. Annualized net charge-offs for the quarter of 0.97% of average loans were principally related to loans secured by residential real estate. The increase in the allowance for loan and lease losses was also attributable to an increase in expected losses in the existing residential mortgage, home equity lines of credit, and residential construction portfolios.

During the quarter, the Company also recognized approximately \$163.7 million in net valuation losses. The losses pertained primarily to mark-to-market valuation adjustments on trading assets and loan warehouses, as well as certain asset-backed securities that are classified as available for sale, net of gains on the Company s public debt carried at fair value and related hedges. The unrealized loss on certain available for sale securities was recognized through earnings, as the assets were deemed to be other-than-temporarily impaired, thus triggering an accounting recognition of the losses. The after-tax earnings impact of the net valuation losses was \$101.5 million, or \$0.29 per diluted common share. Through sales, maturities and pay downs, the Company has reduced its exposure to these distressed assets by over \$1.0 billion since the end of 2007, leaving the quarter-end exposure at approximately \$1.6 billion. The Company continues to actively evaluate its holdings of these specific securities with an objective of continuing to lower its exposure to such assets.

#### First Quarter 2008 Consolidated Highlights:

	1 <sup>st</sup> Quarter 2008		er 1 <sup>st</sup> Quarter 2007		% Change
Income Statement					
(Dollars in millions, except per share data)					
Net income available to common shareholders	\$	283.6	\$	513.9	(44.8)%
Net income per average common diluted share		0.81		1.44	(43.8)%
Revenue fully taxable-equivalent		2,225.3		2,067.2	7.6%
Net interest income fully taxable equivalent		1,167.8		1,188.3	(1.7)%
Provision for loan losses		560.0		56.4	892.2%
Noninterest income		1,057.5		878.9	20.3%
Noninterest expense		1,255.1		1,236.0	1.5%
Net interest margin		3.07%		3.02%	
Efficiency ratio		56.40%		59.79%	
Balance Sheet					
(Dollars in billions)					
Average loans	\$	123.3	\$	121.5	1.4%
Average consumer and commercial deposits		101.2		97.8	3.5%
Capital					
Tier 1 capital ratio (1)		7.25%		7.60%	
Total average shareholders equity to total average assets		10.21%		9.76%	
Tangible equity to tangible assets		6.53%		5.97%	
Asset Quality					
Net charge-offs to average loans (annualized)		0.97%		0.21%	
Nonperforming loans to total loans		1.67%		0.57%	

<sup>(1)</sup> Current period Tier 1 capital ratio is estimated as of the earnings release date.

Net income available to common shareholders decreased 44.8% and net income per average common diluted share decreased 43.8% from the first quarter of 2007 primarily due to higher provision for loan losses.

Fully taxable-equivalent revenue increased 7.6% compared to the first quarter of 2007, as growth in noninterest income more than offset a decline in net interest income.

Fully taxable-equivalent net interest income declined 1.7% from the first quarter of 2007, despite a five basis point improvement in margin, as earning assets declined 4.1% due to a reduction in interest earning trading assets. Both the increase in margin and the decrease in interest earning trading assets were a result of balance sheet management strategies.

Noninterest income increased 20.3% from the first quarter of 2007, driven by double digit growth in service charges on deposit accounts, retail investment services, investment banking, and card fees. Net market valuation losses were offset by gains related to the Company s interest in Visa, gain on the sale of its remaining 24.9% interest in Lighthouse Investment Partners, and the gain on the sale/leaseback of certain bank-owned branches and office buildings.

Noninterest expense increased 1.5% from the first quarter of 2007 and declined 13.8% compared to the fourth quarter of 2007. During the first quarter of 2008, the Company reversed \$39.1 million of Visa litigation expense that was recorded in the fourth quarter of 2007 and

incurred \$11.7 million in debt extinguishment costs. Year-over-year core expense growth remained well controlled and would have declined if not for \$35.9 million in higher credit-related expenses.

The effective income tax rate for the first quarter of 2008 was 24.0% due to lower pre-tax income and the release of tax reserves in conjunction with the settlement of certain tax positions.

Total average loans increased 1.4% from the first quarter of 2007. The increase in average loans was due to growth in the commercial (C&I) loan portfolio, partially offset by declines in real estate 1-4 family and

construction loans as a result of loan sales in the second quarter of 2007 associated with specific balance sheet management strategies and risk management tactics, respectively. Average consumer and commercial deposits increased 3.5% over the first quarter of 2007. The increase in average consumer and commercial deposits was driven mainly by growth in NOW and money market account balances.

The estimated Tier 1 capital, total average shareholders—equity to total average assets, and tangible equity to tangible asset ratios were 7.25%, 10.21%, and 6.53%, respectively. The Company maintains a Tier 1 capital ratio target of 7.5%.

Annualized net charge-offs were 0.97% of average loans for the first quarter of 2008, up from 0.21% in the first quarter of 2007 and 0.55% in the fourth quarter of 2007. The increase reflects deterioration in consumer credit, particularly in residential real estate secured loans.

Nonperforming loans to total loans increased to 1.67% as of March 31, 2008, from 1.19% as of December 31, 2007 and 0.57% as of March 31, 2007, due mainly to increased levels of residential real estate secured loans and residential real estate construction loans. **CONSOLIDATED FINANCIAL PERFORMANCE** 

#### Revenue

Fully taxable-equivalent revenue was \$2,225.3 million for the first quarter of 2008, an increase of 7.6% compared to the first quarter of 2007, driven by gains from the Company s interest in Visa, gains on the sale of certain non-strategic assets, and double digit growth in many of the fee-related core business products. These gains more than offset a slight decline in net interest income and net mark-to-market valuation losses.

#### Net Interest Income

Fully taxable-equivalent net interest income was \$1,167.8 million in the first quarter of 2008, a decrease of 1.7% from the first quarter of 2007, despite a five basis point improvement in margin, as earning assets declined 4.1% due to a reduction in interest earning trading assets. Both the increase in margin and the decrease in interest earning trading assets were a result of balance sheet management strategies. On a sequential quarter basis, net interest margin was down six basis points. The decline was driven by the impact of benchmark interest rate reductions on earning asset yields that exceeded reductions in rates paid on interest-bearing deposits.

#### Noninterest Income

Total noninterest income was \$1,057.5 million for the first quarter of 2008, up \$178.6 million, or 20.3%, from the first quarter of 2007. Included in the first quarter of 2008 were the following transaction-related gains:

\$89.4 million from the gain on sale of Lighthouse Investment Partners

\$86.3 million from the Visa initial public offering

\$37.0 million from the sale/leaseback of corporate owned real estate

During the quarter, the Company also recorded approximately \$287 million in market valuation losses related primarily to investments in asset-backed securities that were acquired in late 2007 and other trading and securitization activities. These losses were recorded primarily in trading account profits and commissions, which declined \$62.0 million, or 68.7%, from first quarter of 2007 and also included approximately \$240 million of valuation gains recorded on the Company spublicly-traded debt net of associated hedges carried at fair value. In the first quarter of 2007, trading account profit and commissions income included \$81.0 million in market valuation gains related to trading assets and liabilities and related hedges that the Company elected to record at fair value. Underlying growth in trading account profit and

commissions income in the first quarter of 2008 as compared to the first quarter of 2007 was due to increased core client activity, primarily in derivative sales. Securities gains/losses in the first quarter of 2008 included \$64.1 million in market value impairment related primarily to certain asset-backed securities that were classified as available for sale and estimated to be other-than-temporarily impaired at quarter end, triggering accounting recognition of the unrealized loss in current period earnings.

Mortgage production income was \$85.5 million in the first quarter of 2008 compared to a loss of \$8.7 million in the first quarter of 2007. The increase was due to higher margins on current mortgage production, as well as certain changes in accounting methodologies. Specifically, application of Staff Accounting Bulletin 109 (SAB 109) accelerated the recognition of servicing value to the date of the interest rate lock commitment in 2008, and in connection with the Company s second quarter of 2007 election to record at fair value certain newly-originated mortgage loans held for sale, the recognition of loan fees were accelerated in 2008 to the date of closing. The first quarter of 2008 included \$52.6 million in market value declines in mortgages held for sale, while the first quarter of 2007 included \$42.2 million of income reductions related to the Company s adoption of the fair value accounting standards and \$26.6 million of losses related to Alt-A loan valuations.

In the first quarter of 2008, the Company experienced strong growth in the following noninterest income categories: service charges on deposit accounts increased 12.1%, retail investment services increased 13.8%, card fees increased 14.9%, and investment banking income increased 10.5%. Trust and investment management income decreased 7.6% compared to the first quarter of 2007, which reflects the sale of Lighthouse Investment Partners on January 2, 2008. The first quarter of 2007 results included a \$32.3 million gain on sale upon merger of Lighthouse Partners.

#### **Noninterest Expense**

Total noninterest expense in the first quarter of 2008 was \$1,255.1 million, up \$19.1 million, or 1.5%, from the first quarter of 2007 and down \$200.2 million, or 13.8%, on a sequential quarter basis as the Company recognized the benefits of its cost savings from the E<sup>2</sup> Efficiency and Productivity program. Personnel expenses in the first quarter of 2008 increased \$16.1 million, or 2.3%, from the same period in 2007; however, personnel expenses would have declined if not for a \$34.5 million impact related to loan origination costs that were deferred prior to the Company s election to record at fair value certain newly-originated mortgage loans held for sale. Total personnel declined from 33,397 as of March 31, 2007 to 31,745 as of March 31, 2008. Compared to the fourth quarter of 2007, personnel expense increased \$32.3 million, or 4.7%, primarily due to the seasonal increase in Company paid payroll taxes and 401(k) matching contributions. Other expenses included in the first quarter of 2008 included an \$11.7 million net cost of early retirement of debt and a \$35.9 million increase in credit-related expenses such as collection services, valuation losses on other real estate owned, and mortgage fraud related losses. The first quarter of 2008 also included a \$39.1 million reversal of a portion of the accrued liability associated with Visa litigation for which the Company recorded \$76.9 million in the fourth quarter of 2007.

## **Balance Sheet**

As of March 31, 2008, SunTrust had total assets of \$179.0 billion. Shareholders equity of \$18.4 billion as of March 31, 2008, represented 10.3% of total assets. Book value per common share was \$51.26 as of March 31, 2008.

#### Loans

Average loans for the first quarter of 2008 were \$123.3 billion, up \$1.7 billion, or 1.4%, from the first quarter of 2007. The increase was primarily in commercial loans, as average residential real estate and consumer loans declined as a result of balance sheet management strategies, while construction declined due to slowing residential building activity and Company efforts to reduce exposure. Compared to the fourth quarter of 2007, average loans were up \$2.2 billion, or 7.2%, on a sequential annualized basis, primarily driven by commercial loan growth.

#### **Deposits**

Average consumer and commercial deposits for the first quarter of 2008 were \$101.2 billion, up 3.5% from the first quarter of 2007, as increases in NOW and money market deposits were partially offset by declines in demand deposit and savings account balances. Average total brokered and foreign deposits declined 42.1% from the first quarter of 2007, as the Company strategically reduced the size of its earning assets, thereby enabling the reduction of these higher cost funding sources and substantially improving the Company s liquidity position.

On a sequential annualized basis, average consumer and commercial deposits increased 6.1% from the fourth quarter of 2007, driven by growth in NOW and money market account balances as a result of marketing campaigns and customers—increased preference for the safety of insured deposit products. This growth offset declines in demand and savings deposit balances.

#### Capital

The estimated Tier 1 capital, total average shareholders—equity to total average assets, and tangible equity to tangible asset ratios at March 31, 2008, were 7.25%, 10.21%, and 6.53%, respectively. Tier 1 capital decreased 35 basis points compared to March 31, 2007, while the total average shareholders—equity to total average assets and tangible equity to tangible asset ratios increased 45 and 56 basis points, respectively. Compared to December 31, 2007, Tier 1 capital increased 32 basis points due to the issuance of Tier 1 qualifying enhanced trust preferred securities which primarily replaced securities retired in the third and fourth quarters of 2007. The Company—s regulatory capital ratios are in excess of the regulatory requirements for well capitalized status. The Company maintains its established Tier 1 capital ratio target of 7.5%.

The Company s current Tier 1 capital level does not include the benefit of the equity value of its common stock holdings in The Coca-Cola Company (Coke), as SunTrust does not receive regulatory credit for the equity value of this position. As SunTrust has stated, the Company anticipates completing transactions related to this position in the second quarter of 2008 which will generate approximately \$1 billion of Tier 1 capital or approximately 65 basis points of capital. The process that the Company embarked upon in 2007 is designed to result in a regulatory capital benefit from the holdings. In addition, as SunTrust management has indicated, this process is entirely focused on increasing the capital efficiency of this position and does not relate to SunTrust s view of the current value of the Coke stock, nor its positive view of the long-term prospects of the company.

#### **Asset Quality**

Annualized net charge-offs in the first quarter of 2008 were 0.97% of average loans, up from 0.21% in the first quarter of 2007 and 0.55% in the fourth quarter of 2007. Net charge-offs were \$297.2 million in the first quarter of 2008, as compared to \$62.9 million in the first quarter of 2007 and \$168.0 million in the fourth quarter of 2007. The increase in net charge-offs over the first quarter of 2007 reflects deterioration in consumer credit, particularly in residential real estate secured loans. The increase in net charge-offs in 2008 was most pronounced in home equity and residential mortgages.

Nonperforming loans were \$2,068.7 million, or 1.67%, of total loans, as of March 31, 2008, compared to \$1,460.3 million, or 1.19%, of total loans, as of December 31, 2007, and \$665.1 million, or 0.57%, of total loans, as of March 31, 2007. The increase in nonperforming loans was mainly due to an increase in residential mortgage and real estate construction loans as the overall weakening of the housing markets and economy continued to increase delinquencies.

The allowance for loan and lease losses increased \$262.8 million from December 31, 2007, to \$1,545.3 million as of March 31, 2008. The increase in the allowance for loan and lease losses was attributable to the deterioration in certain segments of the consumer and residential real estate market, and contributed to the \$203.2 million increase in provision for loan losses compared to the fourth quarter of 2007. The allowance for loan and lease losses as of March 31, 2008, represented 1.25% of period-end total loans compared to 1.05% as of December 31, 2007. The allowance for loan and lease losses as of March

31, 2008 represented 75% of period-end nonperforming loans of which over 63% were mortgages secured by residential real estate.

#### LINE OF BUSINESS FINANCIAL PERFORMANCE

The following discussion details results for SunTrust s four business lines: Retail and Commercial Banking, Wholesale Banking, Mortgage, and Wealth and Investment Management. All revenue is reported on a fully taxable-equivalent basis. Previously, the Company had five business segments. The segment reporting structure was adjusted to align with the recently modified organizational structure that better aligns with serving clients needs. For the lines of business, results include net interest income which is computed using matched-maturity funds transfer pricing. Further, provision for loan losses is represented by net charge-offs.

SunTrust also reports results for Corporate Other and Treasury, which includes the Treasury department as well as the residual expense associated with operational and support expense allocations. This segment also includes differences created between internal management accounting practices and Generally Accepted Accounting Principles, certain matched-maturity funds transfer pricing credits and charges, differences in provision expense compared to net charge-offs, as well as equity and its related impact.

#### **Retail and Commercial Banking**

#### Three Months Ended March 31, 2008 vs. 2007

Retail and Commercial Banking net income for the first quarter of 2008 was \$96.7 million, a decrease of \$107.3 million, or 52.6%, compared to the first quarter of 2007. This decrease was primarily the result of higher provision expense due to home equity related charge-offs, lower net interest income driven by a continued shift in deposit mix and decreased spreads, partially offset by higher noninterest income driven by an increase in service charges on deposits.

Net interest income decreased \$81.0 million, or 11.4%, mainly driven by the continued shift in deposit mix and decreased spreads as deposit competition and the interest rate environment encouraged customers to migrate into higher yielding interest-bearing deposits. Average loan balances declined \$1.0 billion, or 1.9%, with the movement of Middle Market clients to the Wholesale Banking segment decreasing loans by approximately \$2.0 billion. Remaining loan growth was driven by commercial loans and equity lines.

Provision for loan losses increased \$129.1 million over the same period in 2007. The provision increase was most pronounced in home equity lines and loans reflecting the negative impact from the current deterioration in certain segments of the consumer portfolio, primarily related to the residential real estate market.

Total noninterest income increased \$25.7 million, or 8.8%, from the first quarter of 2007. This increase was driven primarily by an \$18.9 million, or 11.4%, increase in service charges on deposits related to both consumer and business accounts.

Total noninterest expense declined \$13.2 million, or 2.1%, from the first quarter of 2007 with the transfer of the Middle Market business to Wholesale Banking being responsible for \$5.5 million of the decline. The remainder of the decline reflects the continuing impact of expense savings initiatives, offset primarily by investments in the branch distribution network.

#### Wholesale Banking

#### Three Months Ended March 31, 2008 vs. 2007

Wholesale Banking reported net income of \$86.2 million for the first quarter of 2008, a decrease of \$6.3 million, or 6.8%, compared to the first quarter of 2007. An increase in net income due to the

movement of Middle Market clients into Wholesale Banking was offset by lower net interest income and higher provision for loan losses.

Net interest income decreased \$5.7 million, or 4.0%. Average loan balances increased \$3.1 billion, or 10.5%, while the corresponding net interest income was virtually unchanged due to a decline in the higher spread residential builder portfolio and increased levels of real estate related nonaccrual loans. The increase in average loan balances includes an approximate \$2.0 billion impact from the migration of Middle Market balances to Wholesale Banking. The remainder of Wholesale Banking s loan growth of approximately \$1.2 billion, or 4.0%, was despite a \$1.9 billion structured asset sale of corporate loans in the first quarter of 2007. The additional loan growth was driven by corporate banking, partially offset by declining loan balances in the residential builder portfolio. Total average deposits were up \$3.7 billion, or 79.2%; however, net interest income decreased \$3.2 million. Higher cost corporate money market balances increased \$3.1 billion while the resulting net interest income increased \$1.8 million. Interest income from demand deposits was down \$4.6 million due to slightly lower balances and the impact of the lower rate environment on the value of these deposits.

Provision for loan losses was \$12.3 million, an increase of \$9.5 million from the same period in 2007, driven primarily by higher residential builder related charge-offs.

Total noninterest income increased \$4.8 million, or 2.8%. The migration of Middle Market clients into Wholesale Banking accounted for \$4.4 million of the growth while the remaining Wholesale Banking increased \$0.4 million, or 0.2%. Solid performances in fixed income sales and trading, derivatives, bond originations, structured leasing, and equity capital markets were offset, in part, by lower revenues from securitization and loan syndications, as well as lower income related to the structured asset sale in the first quarter of 2007.

Total noninterest expense increased \$8.9 million, or 4.7%. Expense associated with Middle Market relationship management accounted for \$5.6 million, or over 60% of the noninterest expense increase. The remaining \$3.4 million was driven by higher incentive-based compensation expenses primarily related to increased fixed income and equity sales and trading revenue, increased Affordable Housing related expenses, and higher outside processing costs.

#### **Mortgage**

#### Three Months Ended March 31, 2008 vs. 2007

Mortgage reported a net loss of \$31.4 million for the first quarter of 2008, a decrease in income of \$38.3 million compared to the first quarter of 2007. The decrease resulted from higher credit related costs that were partially offset by the impact of adopting new accounting standards and by higher margins in secondary marketing in the first quarter of 2008.

Net interest income for the first quarter increased \$0.9 million, or 0.7%, due to higher income from mortgage loans held for sale, mortgage backed securities and deposits offset by lower income on loans held for investment and increased funding cost of nonearning assets. Total average loans, principally residential mortgage and residential construction loans, decreased \$0.4 billion, or 1.2%. The decline in average loans was partially due to the Company s balance sheet management strategies that included the transfer of \$4.1 billion of portfolio loans to loans held for sale at the end of first quarter 2007. The effect of the transfer has been substantially offset by new loan originations. Lower loan portfolio balances, declining spreads, and increased nonaccrual loans resulted in lower loan-related net interest income of \$15.4 million. Average nonearning assets increased \$0.7 billion over the first quarter of 2007. Funding of these assets lowered net interest income by \$6.7 million. Average loans held for sale declined \$4.3 billion, or 43.4%. However, higher spreads increased net interest income by \$14.6 million. Additionally, average investment securities, which were up \$3.6 billion, contributed \$8.7 million to net interest income, and deposits, which were up \$0.3 billion, contributed \$1.2 million to net interest income.

Provision for loan losses increased \$88.0 million, driven by higher residential mortgage and residential construction charge-offs.

Total noninterest income increased \$93.6 million. This increase was driven by the adoption of new accounting standards, which impacted the timing of recognizing origination fees and servicing value and

improved secondary marketing margins. The increases were partially offset by valuation adjustments on loans held for sale and lower servicing income. Loan production of \$11.7 billion was down \$3.1 billion, or 20.9%; however, mortgage production income was up \$104.4 million. In 2007, income was reduced by \$42.2 million resulting from the adoption of SFAS 157. Additionally, loan fees increased \$32.9 million in the first quarter of 2008 due to the recognition of loan fees that were previously deferred prior to the May 2007 fair value election under SFAS 159 for certain newly-originated loans. Newly adopted accounting standards related to the recognition of loan servicing value at the time of interest rate lock commitment in the first quarter of 2008 contributed \$18.3 million to production income during the quarter. Servicing income declined \$6.0 million, principally due to higher MSR amortization that was only partially offset by higher fees resulting from an increased servicing portfolio. Total loans serviced at March 31, 2008 were \$155.5 billion, up 12.1% from March 31, 2007. Noninterest income was also impacted by \$8.5 million of net securities losses related to market value impairment on asset-backed securities deemed to be other-than-temporarily impaired.

Total noninterest expense increased \$67.9 million, or 44.6%. Drivers of the increase were higher loan origination costs, higher operating losses and increased credit costs related to collections and other real estate. Loan origination expense was up \$37.0 million due to recognition of loan origination costs on certain newly originated mortgage loans that were previously deferred. Operating losses recorded in the first quarter of 2008 were higher due to loan application fraud from customer misstatements of income or assets primarily on Alt-A products originated in prior periods.

#### **Wealth and Investment Management**

#### Three Months Ended March 31, 2008 vs. 2007

Wealth and Investment Management s net income for the first quarter of 2008 was \$104.2 million, an increase of \$36.2 million, or 53.1%, compared to the first quarter of 2007. The increase was driven by approximately \$33 million of incremental net income generated by the sale of the Company s investment in Lighthouse Partners. In the first quarter of 2007, the Company s investment in Lighthouse Partners generated \$22.4 million of net income, which included a \$20.1 million after-tax gain resulting from the gain on sale upon merger of Lighthouse Partners into Lighthouse Investment Partners, the entity that was serving as the sub-advisor to the Lighthouse funds. This transaction resulted in the Company maintaining a 24.9% minority interest in the combined entity. In the first quarter 2008, SunTrust recorded a \$55.4 million after tax gain on the merger of Lighthouse Investment Partners with HFA Holdings, an Australian fund manager, in exchange for the Company s 24.9% minority interest in the firm. Additional increases in net income primarily resulted from lower noninterest expense and higher retail investment and trust income, offset by lower net interest income primarily from deposits.

Net interest income decreased \$10.2 million, or 11.3%, primarily due to a continued shift in deposit mix to higher cost deposits. Average deposits were practically unchanged as declines in demand deposit and certain money market accounts were offset by increases in higher-cost NOW accounts and time deposits. This shift in deposit mix coupled with compressed spreads due to increased competition for deposits resulted in a \$7.9 million decrease in net interest income. Average loans decreased \$306.1 million, or 3.7%, reducing net interest income \$0.4 million. The decline in average loans was driven by lower consumer and commercial real estate balances.

Provision for loan losses increased \$4.1 million primarily due to higher home equity, personal credit line and consumer mortgage net charge-offs.

Total noninterest income increased \$45.7 million, or 16.0%, compared to the first quarter of 2007 driven by \$39.0 million of incremental revenue from the sale of the Company s Lighthouse Partners investment. Retail investment income increased \$7.7 million, or 12.4%, due to strong annuity sales and higher recurring managed account fees. Trust income, excluding Lighthouse Partners, increased \$4.3 million, or 2.7%. As of March 31, 2008, assets under management were approximately \$140.4 billion compared to \$137.2 billion as of March 31, 2007. Assets under management include individually managed assets, the Ridgeworth Funds, institutional assets managed by Ridgeworth Capital Management, and participant-directed retirement accounts as of March 31, 2008. SunTrust s total assets under advisement

were approximately \$248.3 billion, which includes \$140.4 billion in assets under management, \$63.9 billion in non-managed trust assets, \$39.3 billion in retail brokerage assets, and \$4.7 billion in non-managed corporate trust assets.

Total noninterest expense decreased \$25.4 million, or 9.5%, driven by lower salaries, discretionary expense, and allocated overhead and operations costs, as well as lower structural expense resulting from the sale of Lighthouse Partners.

#### **Corporate Other and Treasury**

#### Three Months Ended March 31, 2008 vs. 2007

Corporate Other and Treasury s net income for the first quarter of 2008 was \$34.7 million, a decrease of \$115.1 million, or 76.8%, compared to the first quarter of 2007 driven by an increased provision for loan losses and securities losses. This decreases was partially offset by an increase in net interest income due to favorable net gains on hedges, an increase in noninterest income due to a gain on the Visa initial public offering, gains from the sale/leaseback of corporate real estate properties, and a decrease in noninterest expenses due to the reversal of a portion of the accrued liability associated with the Visa litigation.

Net interest income in the first quarter of 2008 increased \$75.6 million, or 66.1%, over the same period in 2007 mainly due to interest rate hedging activities and an increase in net interest income due to balance sheet management strategies executed in the second quarter of last year. These strategies improved the yield on the securities portfolio and delevered the balance sheet, thereby reducing reliance on higher-cost wholesale funding. Total average assets decreased \$8.4 billion, or 26.7%, mainly due to the reduction in size of the investment portfolio. Total average deposits decreased \$11.6 billion, or 42.8%, mainly due to a decrease in brokered and foreign deposits, as the Company reduced its reliance on wholesale funding sources.

Provision for loan losses, which predominantly represents the difference between consolidated provision for loan losses and net charge-offs for the lines of business, increased \$272.9 million in conjunction with an increase in the allowance for loan losses due to the further deterioration in the residential real estate market and consumer credit quality.

Total noninterest income increased \$8.8 million, or 9.4%, in the first quarter of 2008 compared to the same period in 2007. In the first quarter of 2008, the Company recognized approximately \$240 million of valuation gains recorded on the Company s publicly traded debt carried at fair value. The Company also realized an \$86.3 million gain from the Visa initial public offering and \$37.0 million gain from the sale/leaseback of real estate properties. These gains were offset by securities gains/losses in the first quarter of 2008 which included \$55.6 million in market value impairment related primarily to certain asset-backed securities that were classified as available for sale and estimated to be other-than-temporarily impaired, triggering accounting recognition of the unrealized loss in current period earnings. There were also an additional \$239 million in trading losses in the first quarter of 2008 versus a \$74.3 million gain in the first quarter of 2007. These mark-downs reflect the lack of liquidity in the market for these securities and deterioration in the credit quality of some of the underlying assets.

Total noninterest expense decreased \$19.1 million compared to the first quarter of 2007. The decrease in expenses was mainly due to a \$39.1 million reversal of a portion of the accrued liability associated with the Visa litigation. This decrease was partially offset by the recognition of \$11.7 million of net cost related to the early retirement of debt and an increase of \$9.8 million in advertising cost related to the My Cause advertisement campaign.

### **Corresponding Financial Tables and Information**

Investors are encouraged to review the foregoing summary and discussion of SunTrust s earnings and financial condition in conjunction with the detailed financial tables and information which SunTrust has also published today and SunTrust s forthcoming quarterly report on Form 10-Q. Detailed financial tables and other information are also available on the Company s Web site at www.suntrust.com in the Investor

Relations section located under About SunTrust . This information is also included in a current report on Form 8-K filed with the SEC today.

This news release contains certain non-US GAAP financial measures to describe the Company's performance. The reconciliation of those measures to the most directly comparable US GAAP financial measures, and the reasons why SunTrust believes such financial measures may be useful to investors, can be found in the financial information contained in the appendices of this news release.

#### **Conference Call**

SunTrust management will host a conference call on April 22, 2008, at 8:00 a.m. (Eastern Time) to discuss the earnings results and business trends. Individuals are encouraged to call in beginning at 7:45 a.m. (Eastern Time) by dialing 1-888-972-7805 (Passcode: 1Q08). Individuals calling from outside the United States should dial 1-517-308-9091 (Passcode: 1Q08). A replay of the call will be available beginning April 22, 2008, and ending May 6, 2008, by dialing 1-800-333-1859 (domestic) or 1-402-220-0205 (international).

Alternatively, individuals may listen to the live webcast of the presentation by visiting the SunTrust Web site at www.suntrust.com. The webcast will be hosted under Investor Relations located under About SunTrust or may be accessed directly from the SunTrust home page by clicking on the earnings-related link, 1st Quarter Earnings Release. Beginning the afternoon of April 22, 2008, listeners may access an archived version of the webcast in the Webcasts and Presentations subsection found under Investor Relations. This webcast will be archived and available for one year. A link to the Investor Relations page is also found in the footer of the SunTrust home page.

SunTrust Banks, Inc., headquartered in Atlanta, is one of the nation s largest banking organizations, serving a broad range of consumer, commercial, corporate and institutional clients. The Company operates an extensive branch and ATM network throughout the high-growth Southeast and Mid-Atlantic states and a full array of technology-based, 24-hour delivery channels. The Company also serves customers in selected markets nationally. Its primary businesses include deposit, credit, trust and investment services. Through various subsidiaries the Company provides credit cards, mortgage banking, insurance, brokerage, equipment leasing and capital markets services. SunTrust s Internet address is www.suntrust.com.

#### **Forward-Looking Statements**

This news release may contain forward-looking statements. Statements that do not describe historical or current facts, including statements about beliefs and expectations, are forward-looking statements. These statements often include the words may, could, anticipates, estimates, intends, plans, initiatives, targets, potentially, probably, projects, outlook or similar expressions. Such based upon the current beliefs and expectations of SunTrust s management, and on information currently available to management, and speak as of the date hereof. Forward-looking statements are subject to significant risks and uncertainties. Investors are cautioned against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Factors that could cause SunTrust s results to differ materially from those described in the forward-looking statements can be found in the Company s 2007 Annual Report on Form 10-K, in the Quarterly Reports on Form 10-Q and in the Current Reports filed on Form 8-K with the Securities and Exchange Commission and available at the Securities and Exchange Commission s internet site (http://www.sec.gov). Those factors include: (1) adverse changes in general business or economic conditions could have a material adverse effect on our financial condition and results of operations; (2) changes in market interest rates or capital markets could adversely affect our revenues and expenses, the value of assets and obligations, costs of capital, or liquidity; (3) the fiscal and monetary policies of the federal government and its agencies could have a material adverse effect on our earnings; (4) changes in securities markets or markets for commercial or residential real estate could harm our revenues and profitability; (5) customers could pursue alternatives to bank deposits, causing us to lose a relatively inexpensive source of funding; (6) customers may decide not to use banks to complete their financial transactions, which could affect net income; (7) we have businesses other than banking, which subjects us

to a variety of risks; (8) hurricanes and other natural disasters may adversely affect loan portfolios and operations and increase the cost of doing business; (9) negative public opinion could damage our reputation and adversely impact our business; (10) we rely on other companies for key components of our business infrastructure; (11) we rely on our systems, employees and certain counterparties, and certain failures could materially adversely affect our operations; (12) we depend on the accuracy and completeness of information about clients and counterparties; (13) regulation by federal and state agencies could adversely affect our business, revenues, and profit margins; (14) competition in the financial services industry is intense and could result in losing business or reducing profit margins; (15) future legislation could harm our competitive position; (16) maintaining or increasing market share depends on market acceptance and regulatory approval of new products and services; (17) our ability to receive dividends from our subsidiaries accounts for most of our revenues and could affect our liquidity and ability to pay dividends; (18) significant legal actions could subject us to substantial uninsured liabilities; (19) we have in the past and may in the future pursue acquisitions, which could affect costs and from which we may not be able to realize anticipated benefits; (20) we depend on the expertise of key personnel without whom our operations may suffer; (21) we may be unable to hire or retain additional qualified personnel and recruiting and compensation costs may increase as a result of turnover, both of which may increase costs and reduce profitability and may adversely impact our ability to implement our business strategy; (22) our accounting policies and methods are key to how we report financial condition and results of operations, and may require management to make estimates about matters that are uncertain; (23) changes in our accounting policies or in accounting standards could materially affect how we report our financial results and condition; (24) our stock price can be volatile; (25) our disclosure controls and procedures may fail to prevent or detect all errors or acts of fraud; (26) our trading assets and financial instruments carried at fair value expose the Company to certain market risks; (27) weakness in residential property values and mortgage loan markets could adversely affect us; (28) we may be required to repurchase mortgage loans or indemnify mortgage loan purchasers as a result of breaches of representations and warranties, borrower fraud, or certain borrower defaults, which could harm our liquidity, results of operations and financial condition; and (29) we may enter into transactions with off-balance sheet entities affiliated with SunTrust or its subsidiaries which may cause us to recognize current or future losses.

The forward-looking statements in this news release speak only as of this date, and SunTrust does not assume any obligation to update such statements or to update the reasons why actual results could differ from those contained in such statements.

###

11

## FINANCIAL HIGHLIGHTS

(Dollars in millions, except per share data) (Unaudited)

	Three Mont	%	
	2008	2007	Change
EARNINGS & DIVIDENDS			Ü
Net income	\$290.6	\$521.2	(44.2)%
Net income available to common shareholders	283.6	513.9	(44.8)
Total revenue - FTE <sup>2</sup>	2,225.3	2,067.2	7.6
Net income per average common share			
Diluted	0.81	1.44	(43.8)
Basic	0.82	1.45	(43.4)
Dividends paid per average common share	0.77	0.73	5.5
CONDENSED BALANCE SHEETS			
Selected Average Balances			
Total assets	\$176,917	\$181,506	(2.5)%
Earning assets	153,004	159,474	(4.1)
Loans	123,263	121,515	1.4
Consumer and commercial deposits	101,168	97,792	3.5
Brokered and foreign deposits	15,469	26,714	(42.1)
Total shareholders equity	18,062	17,720	1.9
<u>As of</u>			
Total assets	178,987	186,385	(4.0)
Earning assets	152,715	163,299	(6.5)
Loans	123,713	116,913	5.8
Allowance for loan and lease losses	1,545	1,034	49.4
Consumer and commercial deposits	103,432	99,875	3.6
Brokered and foreign deposits	12,747	23,563	(45.9)
Total shareholders equity	18,431	17,969	2.6
FINANCIAL RATIOS & OTHER DATA			
Return on average total assets	0.66%	1.16%	(43.1)%
Return on average assets less net unrealized securities gains <sup>1</sup>	0.72	1.15	(37.4)
Return on average common shareholders equity	6.49	12.10	(46.4)
Return on average realized common shareholders equity	7.69	12.54	(38.7)
Net interest margin <sup>2</sup>	3.07	3.02	1.7
Efficiency ratio <sup>2</sup>	56.40	59.79	(5.7)
Tangible efficiency ratio <sup>1</sup>	55.47	58.65	(5.4)
Effective tax rate	23.98	30.59	(21.6)
Tier 1 capital ratio	<b>7.25</b> 3	7.60	(4.6)
Total capital ratio	11.00 3	10.94	0.5
Tier 1 leverage ratio	<b>7.20</b> 3	7.24	(0.6)
Total average shareholders equity to total average assets	10.21	9.76	4.6
Tangible equity to tangible assets <sup>1</sup>	6.53	5.97	9.4
Full-time equivalent employees	31,745	33,397	(4.9)
Number of ATMs	2,509	2,543	(1.3)
Full service banking offices	1,678	1,691	(0.8)
Traditional	1,343	1,338	0.4
In-store	335	353	(5.1)
Book value per common share	\$51.26	\$49.00	4.6
Market price:	70.00	07.42	(10.0)
High	70.00	87.43	(19.9)

Low	52.94	80.76	(34.4)
Close	55.14	83.04	(33.6)
Market capitalization	19,290	29,604	(34.8)
Average common shares outstanding (000s)			
Diluted	348,072	357,214	(2.6)
Basic	346,581	353,448	(1.9)

<sup>&</sup>lt;sup>1</sup> See Appendix A and Appendix B for reconcilements of non-GAAP performance measures.

<sup>&</sup>lt;sup>2</sup> Total revenue, net interest margin, and efficiency ratios are presented on a fully taxable-equivalent ( FTE ) basis. The FTE basis adjusts for the tax-favored status of net interest income from certain loans and investments. The Company believes this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources. Total revenue-FTE equals net interest income on a FTE basis plus noninterest income.

<sup>&</sup>lt;sup>3</sup> Current period tier 1 capital, total capital and tier 1 leverage ratios are estimated as of the earnings release date.

## FIVE QUARTER FINANCIAL HIGHLIGHTS

 $(Dollars\ in\ millions,\ except\ per\ share\ data)\ (Unaudited)$ 

RATIONS SOLUTION         Agenum 1         Section 1         Section 2         Control 2         Control 2         Control 2         Section 3		Three Months Ended						
Net		March 31	December 31	September 30	June 30	March 31		
Net income   \$390.6   \$11.1   \$420.2   \$681.4   \$523.2   \$13.0   \$13.0   \$12.6   \$673.9   \$13.3   \$13.0   \$12.6   \$673.9   \$13.3   \$12.0   \$13.0   \$12.0   \$13.0   \$12.0   \$13.0   \$		2008	2007	2007	2007	2007		
Net income available to common sharcholders   1,225.5   1,770.8   2,083   2,374.6   2,067.2     Net income per average common share   1,225.5   1,770.8   2,081.5   2,087.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5   1,225.5   1,225.5   1,225.5   1,225.5     Net income per average common share   1,225.5	EARNINGS & DIVIDENDS							
Total revenue - FTE 2         2,225.3         1,770.8         2,038.3         2,374.6         2,067.2           Net income per average common share         0.81         0.01         1.18         1.89         1.44           Basic         0.82         0.01         1.18         1.99         1.91         1.45           Dividends paid per average common share         0.77         0.73         <	Net income	\$290.6	\$11.1	\$420.2	\$681.4	\$521.2		
Net   1,000   1,100	Net income available to common shareholders	283.6	3.3	412.6	673.9	513.9		
Dilluted   0.81   0.01   1.18   1.89   1.44   1.85   1.4	Total revenue - FTE <sup>2</sup>	2,225.3	1,770.8	2,038.3	2,374.6	2,067.2		
Basic   0.82   0.01   1.19   1.91   1.45   1.70	Net income per average common share							
Dividends paid per average common share   0.77   0.73   0.73   0.73   0.73   0.73								
CONDENSED BALANCE SHEETS   Selected Average Balances   S176,917   S175,130   S174,653   S179,996   S181,506   Earning assets   153,004   151,541   152,328   157,594   159,474   Loans   123,263   121,094   119,559   118,165   121,515   Consumer and commercial deposits   101,168   99,679   96,708   97,977   97,792   Brokered and foreign deposits   15,469   15,717   21,140   23,983   26,714   Total shareholders equity   18,062   18,033   17,550   17,928   17,720   As of								
Selected Average Balances	Dividends paid per average common share	0.77	0.73	0.73	0.73	0.73		
Total assets								
Earning assets								
Danis		. /				. ,		
Consumer and commercial deposits         101,168         99,649         96,708         97,927         97,792           Brokered and foreign deposits         15,469         15,717         21,40         23,983         26,714           Total shareholders equity         18,062         18,033         17,550         17,928         17,720           As of         Total assets         178,987         179,574         175,857         180,314         186,385           Earning assets         152,715         154,397         151,229         157,095         163,299           Loans         123,713         122,319         120,748         118,788         116,913           Allowance for loan and lease losses         154,55         1,283         1,094         1,050         1,034           Consumer and commercial deposits         123,713         18,033         17,007         73,69         87,87           Brokered and foreign deposits         123,747         15,973         17,026         25,069         23,563           Brokered and foreign deposits         12,747         15,973         17,026         25,069         23,563           Brokered and foreign deposits         0.66%         0.03%         0.95%         1.52         1.66 <tr< td=""><td>- C</td><td></td><td></td><td></td><td></td><td></td></tr<>	- C							
Processed and foreign deposits   15,469   15,717   21,140   23,983   26,714     Total shareholders equity   18,062   18,033   17,550   17,928   17,720     As of				· ·				
Total shareholders equity   18,062   18,033   17,550   17,928   17,720	<u> </u>		,			,		
Total assets	S I	,			,			
Total assets	Total shareholders equity	18,062	18,033	17,550	17,928	17,720		
Earning assets								
Loans		- , -	,	,	/-	/		
Allowance for loan and lease losses   1,545   1,283   1,094   1,050   1,034	e e	,						
Consumer and commercial deposits         103,432         101,870         98,834         97,822         99,875           Brokered and foreign deposits         12,747         15,973         17,026         25,069         23,569           Total shareholders equity         18,431         18,053         17,907         17,369         17,969           FINANCIAL RATIOS & OTHER DATA           Return on average total assets         0.66%         0.03%         0.95%         1.52%         1.16%           Return on average assets less net unrealized securities gains <sup>1</sup> 0.72         (0.01)         0.93         1.18         1.15           Return on average common shareholders equity         6.49         0.07         9.60         15.51         12.10           Return on average common shareholders equity         7.69         (0.33)         9.86         12.71         12.54           Net interest margin <sup>2</sup> 3.07         3.13         3.18         3.10         3.02           Efficiency ratio <sup>2</sup> 56.40         82.19         63.35         52.69         59.79           Inagible efficiency ratio <sup>1</sup> 7.23         6.90         7.28         3.145         30.59           Tier 1 capital ratio         7.25 3         6.93 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Brokered and foreign deposits   12,747   15,973   17,026   25,069   23,563   Total shareholders equity   18,431   18,053   17,907   17,369   17,969   18,431   19,072   10,011   10,93   1.18   1.15   1		/						
Total shareholders equity   18,431   18,053   17,907   17,369   17,969	•							
Return on average total assets   0.66%   0.03%   0.95%   1.52%   1.16%		,						
Return on average total assets   0.66%   0.03%   0.95%   1.52%   1.16%	Total shareholders equity	18,431	18,053	17,907	17,369	17,969		
Return on average assets less net unrealized securities gains ¹         0.72         (0.01)         0.93         1.18         1.15           Return on average common shareholders equity         6.49         0.07         9.60         15.51         12.10           Return on average realized common shareholders equity¹         7.69         (0.33)         9.86         12.71         12.54           Net interest margin ²         3.07         3.13         3.18         3.10         3.02           Efficiency ratio ²         56.40         82.19         63.35         52.69         59.79           Tangible efficiency ratio ¹         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tang								
Return on average common shareholders equity         6.49         0.07         9.60         15.51         12.10           Return on average realized common shareholders equity         7.69         (0.33)         9.86         12.71         12.54           Net interest margin 2         3.07         3.13         3.18         3.10         3.02           Efficiency ratio 2         56.40         82.19         63.35         52.69         59.79           Tangible efficiency ratio 1         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.6           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees								
Return on average realized common shareholders equity         7.69         (0.33)         9.86         12.71         12.54           Net interest margin 2         3.07         3.13         3.18         3.10         3.02           Efficiency ratio 2         56.40         82.19         63.35         52.69         59.79           Tangible efficiency ratio 1         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.003         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509 <td></td> <td></td> <td>\ /</td> <td></td> <td></td> <td></td>			\ /					
Net interest margin 2         3.07         3.13         3.18         3.10         3.02           Efficiency ratio 2         56.40         82.19         63.35         52.69         59.79           Tangible efficiency ratio 1         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509         2,507         2,518         2,533         2,543           Full service banking offices         1,678         1,682 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
Efficiency ratio 2         56.40         82.19         63.35         52.69         59.79           Tangible efficiency ratio 1         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509         2,507         2,518         2,533         2,543           Full service banking offices         1,678         1,682         1,683         1,685         1,691           Traditional         1,343         1,343			\ /					
Tangible efficiency ratio ¹         55.47         80.86         62.13         51.64         58.65           Effective tax rate         23.98         (116.22)         26.68         31.45         30.59           Tier 1 capital ratio         7.25 3         6.93         7.44         7.49         7.60           Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets ¹         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509         2,507         2,518         2,533         2,543           Full service banking offices         1,678         1,682         1,683         1,685         1,691           Traditional         1,343         1,343         1,339         1,338         1,338           In-store         335         339         344 </td <td><u> </u></td> <td></td> <td></td> <td></td> <td></td> <td></td>	<u> </u>							
Effective tax rate       23.98       (116.22)       26.68       31.45       30.59         Tier 1 capital ratio       7.25 3       6.93       7.44       7.49       7.60         Total capital ratio       11.00 3       10.30       10.72       10.67       10.94         Tier 1 leverage ratio       7.20 3       6.90       7.28       7.11       7.24         Total average shareholders equity to total average assets       10.21       10.30       10.05       9.96       9.76         Tangible equity to tangible assets 1       6.53       6.28       6.32       5.85       5.97         Full-time equivalent employees       31,745       32,323       32,903       33,241       33,397         Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00								
Tier 1 capital ratio       7.25 3       6.93       7.44       7.49       7.60         Total capital ratio       11.00 3       10.30       10.72       10.67       10.94         Tier 1 leverage ratio       7.20 3       6.90       7.28       7.11       7.24         Total average shareholders equity to total average assets       10.21       10.30       10.05       9.96       9.76         Tangible equity to tangible assets 1       6.53       6.28       6.32       5.85       5.97         Full-time equivalent employees       31,745       32,323       32,903       33,241       33,397         Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00         Market price:								
Total capital ratio         11.00 3         10.30         10.72         10.67         10.94           Tier 1 leverage ratio         7.20 3         6.90         7.28         7.11         7.24           Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509         2,507         2,518         2,533         2,543           Full service banking offices         1,678         1,682         1,683         1,685         1,691           Traditional         1,343         1,343         1,339         1,338         1,338           In-store         335         339         344         347         353           Book value per common share         \$51.26         \$50.38         \$50.01         \$48.33         \$49.00           Market price:			\ /					
Tier 1 leverage ratio       7.20 3       6.90       7.28       7.11       7.24         Total average shareholders equity to total average assets       10.21       10.30       10.05       9.96       9.76         Tangible equity to tangible assets 1       6.53       6.28       6.32       5.85       5.97         Full-time equivalent employees       31,745       32,323       32,903       33,241       33,397         Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00         Market price:       ***       ****       *****       *****       *****       *****       *****       *****       *****       *****       *****       *****       *****       *****       *****       ****       ****       ****       ****       ****       ****       ****       ****       ****       ****	1							
Total average shareholders equity to total average assets         10.21         10.30         10.05         9.96         9.76           Tangible equity to tangible assets 1         6.53         6.28         6.32         5.85         5.97           Full-time equivalent employees         31,745         32,323         32,903         33,241         33,397           Number of ATMs         2,509         2,507         2,518         2,533         2,543           Full service banking offices         1,678         1,682         1,683         1,685         1,691           Traditional         1,343         1,343         1,339         1,338         1,338           In-store         335         339         344         347         353           Book value per common share         \$51.26         \$50.38         \$50.01         \$48.33         \$49.00           Market price:         ****         *****         ******         ******         ******         ********								
Tangible equity to tangible assets 1       6.53       6.28       6.32       5.85       5.97         Full-time equivalent employees       31,745       32,323       32,903       33,241       33,397         Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00         Market price:	e							
Full-time equivalent employees       31,745       32,323       32,903       33,241       33,397         Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00         Market price:								
Number of ATMs       2,509       2,507       2,518       2,533       2,543         Full service banking offices       1,678       1,682       1,683       1,685       1,691         Traditional       1,343       1,343       1,339       1,338       1,338         In-store       335       339       344       347       353         Book value per common share Market price:       \$51.26       \$50.38       \$50.01       \$48.33       \$49.00								
Full service banking offices         1,678         1,682         1,683         1,685         1,691           Traditional         1,343         1,343         1,339         1,338         1,338           In-store         335         339         344         347         353           Book value per common share Market price:         \$51.26         \$50.38         \$50.01         \$48.33         \$49.00	1 1 1		· · · · · · · · · · · · · · · · · · ·		,			
Traditional     1,343     1,343     1,339     1,338     1,338       In-store     335     339     344     347     353       Book value per common share Market price:     \$51.26     \$50.38     \$50.01     \$48.33     \$49.00		,						
In-store         335         339         344         347         353           Book value per common share Market price:         \$51.26         \$50.38         \$50.01         \$48.33         \$49.00	e		,			,		
Book value per common share         \$51.26         \$50.38         \$50.01         \$48.33         \$49.00           Market price:         \$50.28         \$50.01         \$48.33         \$49.00		,						
Market price:	In-store	335	339	344	347	353		
	*	\$51.26	\$50.38	\$50.01	\$48.33	\$49.00		
High 70.00 78.76 90.47 94.18 87.43								
	High	70.00	78.76	90.47	94.18	87.43		

Low	52.94	60.02	73.61	78.16	80.76
Close	55.14	62.49	75.67	85.74	83.04
Market capitalization	19,290	21,772	26,339	29,928	29,604
Average common shares outstanding (000s)					
Diluted	348,072	348,072	349,592	356,008	357,214
Basic	346,581	345,917	346,150	351,987	353,448

<sup>&</sup>lt;sup>1</sup> See Appendix A and Appendix B for reconcilements of non-GAAP performance measures.

<sup>&</sup>lt;sup>2</sup> Total revenue, net interest margin, and efficiency ratios are presented on a fully taxable-equivalent ( FTE ) basis. The FTE basis adjusts for the tax-favored status of net interest income from certain loans and investments. The Company believes this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources. Total revenue-FTE equals net interest income on a FTE basis plus noninterest income.

<sup>&</sup>lt;sup>3</sup> Current period tier 1 capital, total capital and tier 1 leverage ratios are estimated as of the earnings release date.

## CONSOLIDATED STATEMENTS OF INCOME

 $(Dollars\ in\ thousands,\ except\ per\ share\ data)\ (Unaudited)$ 

	Three Months Ended					
	Mon	ch 31	Increase/(Decrease) <sup>2</sup>			
	2008		`	/		
•		2007	Amount	%		
Interest income	\$2,258,332	\$2,528,057	(\$269,725)	(10.7)%		
Interest expense	1,118,465	1,363,498	(245,033)	(18.0)		
NET INTEREST INCOME	1,139,867	1,164,559	(24,692)	(2.1)		
Provision for loan losses	560,022	56,441	503,581	NM		
			(220.222)			
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	579,845	1,108,118	(528,273)	(47.7)		
NONINGERECT DICONE						
NONINTEREST INCOME	211 020	100.025	22.004	10.1		
Service charges on deposit accounts	211,839	189,035	22,804	12.1		
Trust and investment management income	161,102	174,318	(13,216)	(7.6)		
Retail investment services	72,300	63,543	8,757	13.8		
Other charges and fees	127,231	118,137	9,094	7.7		
Investment banking income	55,420	50,157	5,263	10.5		
Trading account profits and commissions	28,218	90,201	(61,983)	(68.7)		
Card fees	73,761	64,195	9,566	14.9		
Mortgage production related income/(loss)	85,549	(8,655)	94,204	NM		
Mortgage servicing related income	29,098	35,403	(6,305)	(17.8)		
Gain on Visa IPO	86,305	_	86,305	NM		
Net gain on sale or merger of Lighthouse interests	89,390	32,340	57,050	NM		
Net gain on sale/leaseback of premises	37,039	,	37,039	NM		
Other noninterest income	60,836	70,212	(9,376)	(13.4)		
Securities gains/(losses), net	(60,586)	20	(60,606)	NM		
m a transfer of the second	1.055.502	070.006	150 506	20.2		
Total noninterest income	1,057,502	878,906	178,596	20.3		
NONINGED DOCK DEVICE						
NONINTEREST EXPENSE	<b>717</b> 003	600,000	16,002	2.2		
Employee compensation and benefits	715,083	699,000	16,083	2.3		
Net occupancy expense	86,441	86,257	184	0.2		
Outside processing and software	109,165	99,676	9,489	9.5		
Equipment expense	52,395	49,409	2,986	6.0		
Marketing and customer development	55,703	45,705	9,998	21.9		
Amortization of intangible assets	20,715	23,542	(2,827)	(12.0)		
Net loss on extinguishment of debt	11,723	-	11,723	NM		
Visa litigation	(39,124)	-	(39,124)	NM		
Other noninterest expense	243,043	232,408	10,635	4.6		
Total noninterest expense	1,255,144	1,235,997	19,147	1.5		
INCOME BEFORE PROVISION FOR INCOME TAXES	382,203	751,027	(368,824)	(49.1)		
Provision for income taxes	91,648	229,731	(138,083)	(60.1)		
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	- ,	,/	` ' /		
Net income	290,555	521,296	(230,741)	(44.3)		
Preferred dividends	6,977	7,363	(386)	(5.2)		

NET INCOME AVAILABLE TO COMMON SHAREHOLDERS	\$283,578	\$513,933	(\$230,355)	(44.8)
Net interest income - FTE <sup>1</sup>	\$1,167,842	\$1,188,272	(\$20,430)	(1.7)
Net income per average common share				
Diluted	0.81	1.44	(0.63)	(43.8)
Basic	0.82	1.45	(0.63)	(43.4)
Cash dividends paid per common share	0.77	0.73	0.04	5.5
Average common shares outstanding (000s)				
Diluted	348,072	357,214	(9,142)	(2.6)
Basic	346,581	353,448	(6,867)	(1.9)

<sup>1</sup> Net interest income includes the effects of FTE adjustments using a federal tax rate of 35% and state income taxes where applicable to increase tax-exempt interest income to a taxable-equivalent basis.

NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

## FIVE QUARTER CONSOLIDATED STATEMENTS OF INCOME

 $(Dollars\ in\ thousands,\ except\ per\ share\ data)\ (Unaudited)$ 

	Three Months Ended				
	March 31 2008	December 31 2007	September 30 2007	June 30 2007	March 31 2007
Interest income	\$2,258,332	\$2,448,701	\$2,515,292	\$2,543,870	\$2,528,057
Interest expense	1,118,465	1,281,188	1,323,104	1,348,586	1,363,498
NET INTEREST INCOME	1,139,867	1,167,513	1,192,188	1,195,284	1,164,559
Provision for loan losses	560,022	356,781	147,020	104,680	56,441
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	579,845	810,732	1,045,168	1,090,604	1,108,118
NONINTEREST INCOME					
Service charges on deposit accounts	211,839	222,213	213,939	196,844	189,035
Trust and investment management income	161,102	170,854	175,242	164,620	174,318
Retail investment services	72,300	71,650	71,064	71,785	63,543
Other charges and fees	127,231	121,849	120,730	118,358	118,137
Investment banking income	55,420	55,041	47,688	61,999	50,157
Trading account profits/(losses) and commissions	28,218	(437,162)	(31,187)	16,437	90,201
Card fees	73,761	77,481	70,450	68,580	64,195
Mortgage production related income	85,549 29,098	22,366 57,364	12,950 57,142	64,322 45,527	(8,655) 35,403
Mortgage servicing related income Gain on Visa IPO	86,305	37,304	37,142	43,321	33,403
Net gain on sale or merger of Lighthouse interests	89,390				32.340
Net gain on sale/leaseback of premises	37,039	118,840	_	_	52,540
Other noninterest income	60,836	89,827	80,130	109,738	70,212
Securities gains/(losses), net	(60,586)	5,694	991	236,412	20
Total noninterest income	1,057,502	576,017	819,139	1,154,622	878,906
NONINTEREST EXPENSE		<b></b>			
Employee compensation and benefits	715,083	682,810	677,765	710,613	699,000
Net occupancy expense	86,441	92,705	87,626	84,650	86,257
Outside processing and software Equipment expense	109,165 52,395	105,407 51,734	105,132 51,532	100,730 53,823	99,676 49,409
Marketing and customer development	55,703	59,115	46,897	43,326	45,705
Amortization of intangible assets	20,715	23,414	24,820	24,904	23,542
Net loss on extinguishment of debt	11,723	23,414	9,800	24,704	-
Visa litigation	(39,124)	76,930	-	-	-
Other noninterest expense	243,043	363,226	287,673	233,148	232,408
Total noninterest expense	1,255,144	1,455,341	1,291,245	1,251,194	1,235,997
INCOME/(LOSS) BEFORE PROVISION/(BENEFIT) FOR INCOME					
TAXES	382,203	(68,592)	573,062	994,032	751,027
Provision/(benefit) for income taxes	91,648	(79,716)	152,898	312,601	229,731
Net income	290,555	11,124	420,164	681,431	521,296

Preferred dividends	6,977	7,867	7,526	7,519	7,363
NET INCOME AVAILABLE TO COMMON SHAREHOLDERS	\$283,578	\$3,257	\$412,638	\$673,912	\$513,933
Net interest income - FTE <sup>1</sup>	\$1,167,842	\$1,194,757	\$1,219,243	\$1,219,952	\$1,188,272
Net income per average common share					
Diluted	0.81	0.01	1.18	1.89	1.44
Basic	0.82	0.01	1.19	1.91	1.45
Cash dividends paid per common share Average common shares outstanding (000s)	0.77	0.73	0.73	0.73	0.73
Diluted	348,072	348,072	349,592	356,008	357,214
Basic	346,581	345,917	346,150	351,987	353,448

Page 4

<sup>&</sup>lt;sup>1</sup> Net interest income includes the effects of FTE adjustments using a federal tax rate of 35% and state income taxes where applicable to increase tax-exempt interest income to a taxable-equivalent basis.

## CONSOLIDATED BALANCE SHEETS

 $(Dollars\ in\ thousands)\ (Unaudited)$ 

	As of M	Increase/(Decrease)		
	2008	2007	Amount	%
ASSETS				
Cash and due from banks	\$3,994,267	\$3,867,957	\$126,310	3.3%
Interest-bearing deposits in other banks	21,283	21,974	(691)	(3.1)
Funds sold and securities purchased under agreements to resell	1,247,495	883,833	363,662	41.1
Trading assets	10,932,251	21,545,502	(10,613,251)	(49.3)
Securities available for sale <sup>1</sup>	15,882,088	13,163,036	2,719,052	20.7
Loans held for sale (loans at fair value: \$5,097,410 and \$4,033,083 as of				
March 31, 2008 and 2007, respectively)	6,977,289	14,067,788	(7,090,499)	(50.4)
Loans:	· · ·			
Commercial	37,306,872	33,484,170	3,822,702	11.4
Real estate:	, ,		, ,	
Home equity lines	15,134,297	14.039.685	1.094.612	7.8
Construction	12,980,917	14,175,478	(1,194,561)	(8.4)
Residential mortgages (loans at fair value: \$282,760 and \$0 as of	, ,			
March 31, 2008 and 2007, respectively)	33,092,433	30,248,543	2,843,890	9.4
Commercial real estate	12,893,708	12,454,475	439,233	3.5
Consumer:	,,	, , , , ,	,	
Direct	4,192,168	4,293,308	(101,140)	(2.4)
Indirect	7,305,213	7,840,962	(535,749)	(6.8)
Credit card	807,587	375,938	431,649	NM
	007,207	375,550	.51,0.5	11111
Total loans	123,713,195	116,912,559	6,800,636	5.8
Allowance for loan and lease losses	, ,			49.5
Allowance for loan and lease losses	(1,545,340)	(1,033,939)	511,401	49.5
Net loans	122,167,855	115,878,620	6,289,235	5.4
Goodwill	6,923,033	6,896,723	26,310	0.4
Other intangible assets	1,430,268	1,293,457	136,811	10.6
Other real estate owned	244,906	74,645	170,261	NM
Other assets	9,166,212	8,691,306	474,906	5.5
Total assets <sup>2</sup>	\$178,986,947	\$186,384,841	(\$7,397,894)	(4.0)
	,,	, . , .	(11)	( /
LIABILITIES				
Noninterest-bearing consumer and commercial deposits	\$22,325,750	\$22,765,045	(\$439,295)	(1.9)%
Interest-bearing consumer and commercial deposits:				
NOW accounts	22,292,330	20,802,207	1,490,123	7.2
Money market accounts	25,843,396	22,070,587	3,772,809	17.1
Savings	3,990,007	5,102,312	(1,112,305)	(21.8)
Consumer time	16,876,836	17,044,783	(167,947)	(1.0)
Other time	12,104,125	12,089,882	14,243	0.1
		•	•	
Total consumer and commercial deposits	103,432,444	99,874,816	3,557,628	3.6
Brokered deposits (CDs at fair value: \$317,578 and \$ 229,884 as of	103,432,444	77,074,010	3,331,020	5.0
March 31, 2008 and 2007, respectively)	11,034,332	18,203,295	(7,168,963)	(39.4)
Foreign deposits	1,712,504	5,360,164	(3,647,660)	(68.1)
i oroigii deposits	1,712,304	3,300,104	(3,047,000)	(00.1)
Total deposits	116,179,280	123,438,275	(7,258,995)	(5.9)
Funds purchased	3,795,641	6,433,195	(2,637,554)	(41.0)

Securities sold under agreements to repurchase	5,446,204	6,851,863	(1,405,659)	(20.5)
Other short-term borrowings	3,061,003	1,958,438	1,102,565	56.3
Long-term debt (debt at fair value: \$7,784,744 and \$6,896,790 as of				
March 31, 2008 and 2007, respectively)	23,602,919	19,007,959	4,594,960	24.2
Trading liabilities	2,356,037	1,642,958	713,079	43.4
Other liabilities	6,114,415	9,083,615	(2,969,200)	(32.7)
Total liabilities	160,555,499	168,416,303	(7,860,804)	(4.7)
				Ì
SHAREHOLDERS EQUITY				
Preferred stock, no par value	500,000	500,000	-	-
Common stock, \$1.00 par value	370,578	370,578	-	-
Additional paid in capital	6,682,828	6,688,660	(5,832)	(0.1)
Retained earnings	10,661,250	10,325,246	336,004	3.3
Treasury stock, at cost, and other	(1,692,117)	(1,101,172)	590,945	53.7
Accumulated other comprehensive income, net of tax	1,908,909	1,185,226	723,683	61.1
Total shareholders equity	18,431,448	17,968,538	462,910	2.6
Total liabilities and shareholders equity	\$178,986,947	\$186,384,841	(\$7,397,894)	(4.0)
Common shares outstanding	349,832,264	356,504,563	(6,672,299)	(1.9)
Common shares authorized	750,000,000	750,000,000	-	-
Preferred shares outstanding	5,000	5,000	-	-
Preferred shares authorized	50,000,000	50,000,000	-	-
Treasury shares of common stock	20,746,134	14,073,835	6,672,299	47.4
<sup>1</sup> Includes net unrealized gains of	\$2,835,823	\$2,333,896	\$501,927	21.5%
<ul> <li>Includes earning assets of</li> <li>NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.</li> </ul>	152,714,700	163,299,162	(10,584,462)	(6.5)

Page 5

## FIVE QUARTER CONSOLIDATED BALANCE SHEETS

 $(Dollars\ in\ thousands)\ (Unaudited)$ 

		As of			
	March 31	December 31	September 30	June 30	March 31
	2008	2007	2007	2007	2007
ASSETS					
Cash and due from banks	\$3,994,267	\$4,270,917	\$4,162,456	\$4,254,430	\$3,867,957
Interest-bearing deposits in other banks	21,283	24,355	29,684	25,991	21,974
Funds sold and securities purchased under agreements to resell	1,247,495	1,347,329	968,553	1,143,995	883,833
Trading assets	10,932,251	10,518,379	9,566,806	13,044,972	21,545,502
Securities available for sale <sup>1</sup>	15,882,088	16,264,107	15,243,133	14,725,957	13,163,036
Loans held for sale	6,977,289	8,851,695	8,675,427	12,474,932	14,067,788
Loans:					
Commercial	37,306,872	35,929,400	34,969,714	34,362,837	33,484,170
Real estate:					
Home equity lines	15,134,297	14,911,598	14,598,774	14,303,659	14,039,685
Construction	12,980,917	13,776,651	14,358,990	14,417,949	14,175,478
Residential mortgages	33,092,433	32,779,744	31,603,884	30,759,216	30,248,543
Commercial real estate	12,893,708	12,609,543	12,487,309	12,416,329	12,454,475
Consumer:					
Direct	4,192,168	3,963,869	4,419,290	4,391,739	4,293,308
Indirect	7,305,213	7,494,130	7,642,099	7,739,369	7,840,962
Credit card	807,587	854,059	668,353	396,624	375,938
Total loans	123,713,195	122,318,994	120,748,413	118,787,722	116,912,559
Allowance for loan and lease losses	(1,545,340)	(1,282,504)	(1,093,691)	(1,050,362)	(1,033,939)
Net loans	122,167,855	121,036,490	119,654,722	117,737,360	115,878,620
Goodwill	6,923,033	6,921,493	6,912,110	6,897,050	6,896,723
Other intangible assets	1,430,268	1,362,995	1,327,060	1,290,460	1,293,457
Other real estate owned	244,906	183,753	156,106	100,973	74,645
Other assets	9,166,212	8,792,420	9,161,172	8,618,252	8,691,306
Total assets <sup>2</sup>	\$178,986,947	\$179,573,933	\$175,857,229	\$180,314,372	\$186,384,841
LIABILITIES					
Noninterest-bearing consumer and commercial deposits	\$22,325,750	\$21,083,234	\$20,857,240	\$22,725,654	\$22,765,045
Interest-bearing consumer and commercial deposits:	22 202 220	22.550.254	20.210.425	20.255.020	20.002.207
NOW accounts	22,292,330	22,558,374	20,319,435	20,255,930	20,802,207
Money market accounts	25,843,396	24,522,640	24,011,524	21,645,616	22,070,587
Savings	3,990,007	3,917,099	4,376,155	4,698,516	5,102,312
Consumer time	16,876,836	17,264,208	17,037,866	16,745,010	17,044,783
Other time	12,104,125	12,524,470	12,231,832	11,751,246	12,089,882
Total consumer and commercial deposits	103,432,444	101,870,025	98,834,052	97,821,972	99,874,816
Brokered deposits	11,034,332	11,715,024	14,188,886	16,659,978	18,203,295
Foreign deposits	1,712,504	4,257,601	2,836,775	8,408,752	5,360,164
Total deposits	116,179,280	117,842,650	115,859,713	122,890,702	123,438,275
Funds purchased	3,795,641	3,431,185	1,512,054	3,405,459	6,433,195
Securities sold under agreements to repurchase	5,446,204	5,748,277	5,548,486	6,081,096	6,851,863

Other short-term borrowings	3,061,003	3,021,358	2,971,761	2,083,518	1,958,438
Long-term debt	23,602,919	22,956,508	22,661,381	20,604,933	19,007,959
Trading liabilities	2,356,037	2,160,385	1,906,002	2,156,279	1,642,958
Other liabilities	6,114,415	6,361,052	7,490,585	5,723,532	9,083,615
Total liabilities	160,555,499	161,521,415	157,949,982	162,945,519	168,416,303
	, ,				, ,
SHAREHOLDERS EQUITY					
Preferred stock, no par value	500,000	500,000	500,000	500,000	500,000
Common stock, \$1.00 par value	370,578	370,578	370,578	370,578	370,578
Additional paid in capital	6,682,828	6,707,293	6,709,002	6,589,387	6,688,660
Retained earnings	10,661,250	10,646,640	10,897,059	10,739,449	10,325,246
Treasury stock, at cost, and other	(1,692,117)	(1,779,142)	(1,821,360)	(1,751,449)	(1,101,172)
Accumulated other comprehensive income, net of tax	1,908,909	1,607,149	1,251,968	920,888	1,185,226
Total shareholders equity	18,431,448	18,052,518	17,907,247	17,368,853	17,968,538
Total liabilities and shareholders equity	\$178,986,947	\$179,573,933	\$175,857,229	\$180,314,372	\$186,384,841
	240.022.244	240 411 162	240.072.071	240.052.000	256 504 562
Common shares outstanding	349,832,264	348,411,163	348,073,971	349,052,800	356,504,563
Common shares authorized	750,000,000	750,000,000	750,000,000	750,000,000	750,000,000
Preferred shares outstanding	5,000	5,000	5,000	5,000	5,000
Preferred shares authorized	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000
Treasury shares of common stock	20,746,134	22,167,235	22,504,427	21,525,598	14,073,835
<sup>1</sup> Includes net unrealized gains of	\$2,835,823	\$2,724,643	\$2,391,606	\$2,035,623	\$2,333,896
<sup>2</sup> Includes earning assets of	152,714,700	154,397,231	151,228,575	157,094,873	163,299,162
-					

## CONSOLIDATED DAILY AVERAGE BALANCES,

## AVERAGE YIELDS EARNED AND RATES PAID

 $(Dollars\ in\ millions;\ yields\ on\ taxable-equivalent\ basis)\ (Unaudited)$ 

	Three Months Ended						
	Mar	ch 31, 2008		December 31, 2007			
	11141	Interest		Interest		•	
	Average	Income/	Yields/	Average	Income/	Yields/	
	Balances	Expense	Rates	Balances	Expense	Rates	
ASSETS	Bulances	Lapense	Rates	Barances	Барензе	Rates	
Loans:							
Real estate 1-4 family	\$32,440.0	\$521.3	6.43%	\$31,990.3	\$517.4	6.47%	
Real estate construction	12,450.2	189.8	6.13	13,250.9	238.8	7.15	
Real estate home equity lines	14,603.0	234.3	6.45	14,394.8	268.1	7.39	
Real estate commercial	13,113.1	201.3	6.17	12,891.6	221.2	6.81	
Commercial - FTE <sup>1</sup>	36,374.6	539.2	5.96	34,879.3	564.9	6.43	
Credit card	774.4	2.9	1.52	690.1	2.1	1.23	
Consumer - direct	4,063.4	62.5	6.19	3,949.3	70.7	7.10	
Consumer - indirect	7,645.3	120.2	6.32	7,877.3	125.7	6.33	
Nonaccrual and restructured	1,799.0	5.4	1.21	1,170.7	4.3	1.45	
- College and the restriction	2,7770		1,21	1,17017		11.10	
Total loans	123,263.0	1,876.9	6.12	121,094.3	2,013.2	6.60	
Securities available for sale:							
Taxable	12,087.1	186.8	6.18	11,814.6	182.9	6.19	
Tax-exempt - FTE <sup>1</sup>	1,071.4	16.5	6.13	1,054.0	16.0	6.07	
	,			,			
Total securities available for sale - FTE <sup>1</sup>	13,158.5	203.3	6.18	12,868.6	198.9	6.18	
Funds sold and securities purchased under agreements to resell	1,326.9	8.9	2.67	1,066.1	11.6	4.25	
Loans held for sale	6,865.7	99.0	5.77	8,777.6	139.2	6.34	
Interest-bearing deposits	21.9	0.2	4.54	18.2	0.3	6.22	
Interest earning trading assets	8,367.6	98.0	4.71	7,716.2	112.8	5.80	
Total earning assets	153,003.6	2,286.3	6.01	151,541.0	2,476.0	6.48	
Allowance for loan and lease losses	(1,393.1)			(1,114.9)			
Cash and due from banks	3,166.5			3,462.6			
Other assets	17,076.4			17,172.3			
Noninterest earning trading assets	2,609.5			1,660.9			
Unrealized gains on securities available for sale, net	2,454.0			2,408.6			
m . I	Φ1 <b>2</b> ( 01 ( 0			Φ177 120 F			
Total assets	\$176,916.9			\$175,130.5			
LIABILITIES AND SHAREHOLDERS EQUITY							
Interest-bearing deposits:	444.001.1	4404.0	4.0==	000 505 5	<b>0.101</b> °	0.00=	
NOW accounts	\$21,981.1	\$101.9	1.87%	\$20,737.2	\$121.0	2.32%	
Money market accounts	25,342.7	154.7	2.46	24,261.5	177.7	2.91	
Savings	3,917.0	5.7	0.59	4,177.7	11.1	1.05	
Consumer time	17,030.8	187.8	4.43	17,170.7	197.2	4.56	
Other time	12,280.5	141.1	4.62	12,353.3	151.5	4.87	
Total interest bearing consumer and commercial denseits	80,552.1	591.2	2.95	78,700.4	658.5	3.32	
Total interest-bearing consumer and commercial deposits	80,552.1 11,216.4	123.0	4.34	12,771.1	168.2		
Brokered deposits	11,210.4	123.0	4.34	12,//1.1	108.2	5.15	

Foreign deposits	4,252.2	33.6	3.13	2,945.9	32.6	4.33
Total interest-bearing deposits	96,020.7	747.8	3.13	94,417.4	859.3	3.61
Funds purchased	2,885.7	21.9	3.00	2,151.4	24.1	4.38
Securities sold under agreements to repurchase	5,889.4	35.1	2.36	5,706.7	55.2	3.78
Interest-bearing trading liabilities	713.0	6.0	3.41	504.2	3.5	2.75
Other short-term borrowings	2,887.6	22.8	3.17	3,202.8	37.4	4.63
Long-term debt	22,808.3	284.9	5.02	22,808.1	301.7	5.25
Total interest-bearing liabilities	131,204.7	1,118.5	3.43	128,790.6	1,281.2	3.95
Noninterest-bearing deposits	20,616.3	_,		20,948.1	-,	
Other liabilities	5,347.4			5,812.5		
Noninterest-bearing trading liabilities	1,686.8			1,546.5		
Shareholders equity	18,061.7			18,032.8		
Total liabilities and shareholders equity	\$176,916,9			\$175,130.5		
2 om monitos una simienolaris equity	4170,5100			ψ170,120i0		
Interest Rate Spread			2.58%			2.53%
Net Interest Income - FTE <sup>1</sup>		\$1,167.8			\$1,194.8	
Net Interest Margin <sup>2</sup>			3.07%			3.13%

<sup>&</sup>lt;sup>1</sup> The fully taxable-equivalent ( FTE ) basis adjusts for the tax-favored status of net interest income from certain loans and investments. The Company believes this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources.

<sup>&</sup>lt;sup>2</sup> The net interest margin is calculated by dividing annualized net interest income - FTE by average total earning assets.

## CONSOLIDATED DAILY AVERAGE BALANCES,

## AVERAGE YIELDS EARNED AND RATES PAID

 $(Dollars\ in\ millions;\ yields\ on\ taxable-equivalent\ basis)\ (Unaudited)$ 

	Septem Average	nber 30, 20 Interest Income/		Three Months Ended June 30, 2007 Interest Average Income/ Yields/			March 31, 2007 Interest Average Income/ Yields/		
	Balances	Expense	Rates	Balances	Expense	Rates	Balances	Expense	Rates
ASSETS	Bulances	Емрение	ruics	Bulances	Емренье	reaces	Bulances	Биренье	raics
Loans:									
Real estate 1-4 family	\$31,003.5	\$498.5	6.43%	\$30,754.4	\$493.2	6.42%	\$34,089.1	\$527.3	6.19%
Real estate construction	13,686.6	260.0	7.54	13,710.1	259.4	7.59	13,430.3	252.7	7.63
Real estate home equity lines	14,133.1	279.5	7.85	13,849.7	272.4	7.89	13,738.1	268.3	7.92
Real estate commercial	12,759.3	225.3	7.01	12,731.8	220.8	6.95	12,830.6	220.2	6.96
Commercial-FTE <sup>1</sup>	34,247.9	562.6	6.52	33,607.7	539.6	6.44	34,032.8	535.6	6.38
Credit card	516.3	4.2	3.29	403.7	5.9	5.80	369.5	5.5	5.94
Consumer-direct	4,368.0	80.0	7.26	4.347.5	78.2	7.21	4,220.5	76.0	7.30
Consumer-indirect	7,966.4	124.6	6.21	8,063.6	123.1	6.12	8,166.5	122.0	6.06
Nonaccrual and restructured	877.5	3.8	1.72	696.1	4.8	2.76	637.5	4.5	2.85
Trondectual and restructured	077.5	5.0	1.72	070.1	1.0	2.70	057.5	1.5	2.03
m . 11	110 550 6	2 020 5		440.464.6	4.007.4	. <b>.</b> .	121 5110	20121	. 50
Total loans	119,558.6	2,038.5	6.76	118,164.6	1,997.4	6.78	121,514.9	2,012.1	6.72
Securities available for sale:	11 716 0	450.5		11.011.0	465.5	6.00		400.5	< = 1
Taxable	11,546.2	179.7	6.23	11,014.3	167.7	6.09	6,650.6	108.7	6.54
Tax-exempt-FTE <sup>1</sup>	1,040.9	15.8	6.05	1,041.2	15.2	5.85	1,038.8	15.2	5.86
Total securities available for sale-FTE 1	12,587.1	195.5	6.21	12,055.5	182.9	6.07	7,689.4	123.9	6.44
Funds sold and securities purchased under agreements									
to resell	872.5	11.1	4.99	1,038.1	13.2	5.04	1,006.3	12.9	5.12
Loans held for sale	9,748.0	155.6	6.39	13,454.3	200.4	5.96	11,205.2	173.7	6.20
Interest-bearing deposits	24.9	0.3	4.28	24.1	0.3	5.74	28.9	0.4	5.69
Interest earning trading assets	9,536.5	141.2	5.88	12,857.6	174.3	5.44	18,028.9	228.8	5.15
Total earning assets	152,327.6	2,542.2	6.62	157,594.2	2,568.5	6.54	159,473.6	2,551.8	6.49
Allowance for loan and lease losses		2,342.2	0.02	(1,037.6)	2,306.3	0.54	(1,050.5)	2,331.6	0.49
Cash and due from banks	(1,059.1) 3,417.2			3,427.7			3,520.0		
Other assets	16,719.9			16,626.9			16,272.9		
Noninterest earning trading assets	1,155.9			986.6			985.1		
ę ę	2,091.9			2,398.7					
Unrealized gains on securities available for sale, net	2,091.9			2,398.7			2,305.3		
Total assets	\$174,653.4			\$179,996.5			\$181,506.4		
LIABILITIES AND SHAREHOLDERS EQUITY									
Interest-bearing deposits:									
NOW accounts	\$19,543.4	\$117.9	2.39%	\$20,065.8	\$119.0	2.38%	\$19,820.1	\$115.9	2.37%
Money market accounts	22,560.3	160.0	2.81	21,773.3	142.0	2.62	22,089.1	142.9	2.62
Savings	4,456.5	13.3	1.19	4,786.7	14.8	1.24	5,024.8	16.3	1.32
Consumer time	16,839.9	193.4	4.56	16,942.3	190.5	4.51	16,809.4	183.1	4.42
Other time	11,862.4	146.3	4.89	11,962.4	144.5	4.85	12,115.8	144.0	4.82
	75,262.5	630.9	3.33	75,530.5	610.8	3.24	75,859.2	602.2	3.22
	73,202.3	030.7	5.55	75,550.5	010.0	5.21	75,057.2	002.2	3.22

Total interest-bearing consumer and commercial deposits									
Brokered deposits	15,806.3	214.6	5.31	16,972.2	227.5	5.30	18,888.5	250.8	5.31
Foreign deposits	5,333.6	68.8	5.05	7,011.2	92.9	5.24	7,825.6	102.9	5.26
Total interest-bearing deposits	96,402.4	914.3	3.76	99,513.9	931.2	3.75	102,573.3	955.9	3.78
Funds purchased	2,291.3	28.9	4.94	3,967.7	52.2	5.21	4,693.1	61.2	5.22
Securities sold under agreements to repurchase	5,732.3	64.7	4.42	6,339.0	74.4	4.64	6,768.0	79.5	4.70
Interest-bearing trading liabilities	354.1	3.4	3.85	453.1	4.4	3.87	409.4	4.3	4.25
Other short-term borrowings	2,730.1	33.6	4.89	2,262.3	28.3	5.02	1,758.4	21.7	5.01
Long-term debt	21,143.5	278.1	5.22	19,772.4	258.0	5.24	19,000.8	240.9	5.14
Total interest-bearing liabilities	128,653.6	1,323.0	4.08	132,308.4	1,348.5	4.09	135,203.0	1,363.5	4.09
Noninterest-bearing deposits	21,445.1	,		22,395.8	,		21,933.1	,	
Other liabilities	5,633.7			6,185.4			5,499.1		
Noninterest-bearing trading liabilities	1,370.8			1,178.8			1,150.8		
Shareholders equity	17,550.2			17,928.1			17,720.4		
Total liabilities and shareholders equity	\$174,653.4			\$179,996.5			\$181,506.4		
Total hashines and shareholders equity	Ψ171,00011			ψ177,770.D			Ψ101,50011		
Interest Rate Spread			2.54%			2.45%			2.40%
Net Interest Income-FTE <sup>1</sup>		\$1,219.2			\$1,220.0			\$1,188.3	
N			2.10~			2.10~			2.026
Net Interest Margin <sup>2</sup>			3.18%			3.10%			3.02%

<sup>&</sup>lt;sup>1</sup> The fully taxable-equivalent ( FTE ) basis adjusts for the tax-favored status of net interest income from certain loans and investments. The Company believes this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources.

<sup>&</sup>lt;sup>2</sup> The net interest margin is calculated by dividing annualized net interest income-FTE by average total earning assets.

## OTHER FINANCIAL DATA

 $(Dollars\ in\ thousands)\ (Unaudited)$ 

		Three Months	Ended		
	Marc	h 31	Increase/(Dec	,	
	2008	2007	Amount	%1	
CREDIT DATA					
Allowance for loan and lease losses-beginning	\$1,282,504	\$1,044,521	\$237,983	22.8%	
Provision for loan losses	560,022	56,441	503,581	NM	
Allowance associated with loans at fair value <sup>2</sup>	· •	(4,100)	(4,100)	(100.0)	
Charge-offs		` ' '	( )		
Commercial	(38,289)	(22,280)	16,009	71.9	
Real estate:	(3, 3, 7,	( , ,	-,		
Home equity lines	(98,602)	(15,872)	82,730	NM	
Construction	(23,182)	(598)	22,584	NM	
Residential mortgages	(109,186)	(14,293)	94,893	NM	
Commercial real estate	(233)	(287)	(54)	(18.8)	
Consumer:	(233)	(207)	(54)	(10.0)	
Direct	(10,315)	(5,856)	4,459	76.1	
Indirect	(42,889)	(25,761)	17,128	66.5	
mulicet	(42,669)	(23,701)	17,120	00.3	
Total charge-offs	(322,696)	(84,947)	237,749	NM	
Recoveries			(2.7)		
Commercial	5,736	5,771	(35)	(0.6)	
Real estate:	• • •				
Home equity lines	2,368	1,183	1,185	NM	
Construction	78	119	(41)	(34.5)	
Residential mortgages	1,223	1,413	(190)	(13.4)	
Commercial real estate	162	41	121	NM	
Consumer:					
Direct	2,381	2,453	(72)	(2.9)	
Indirect	13,562	11,044	2,518	22.8	
Total recoveries	25,510	22,024	3,486	15.8	
N.A. alaman affa	(207.197)	(62,022)	224.262	NIM	
Net charge-offs	(297,186)	(62,923)	234,263	NM	
Allowance for loan and lease losses-ending	\$1,545,340	\$1,033,939	\$511,401	49.5	
Net charge-offs to average loans (annualized)					
Commercial	0.35%	0.19%	0.16%	82.5%	
Real estate:					
Home equity lines	2.64	0.43	2.21	NM	
Construction	0.74	0.01	0.73	NM	
Residential mortgages	1.29	0.15	1.14	NM	
Commercial real estate	-	0.01	(0.01)	(100.0)	
Consumer:					
Direct	0.78	0.33	0.46	NM	
Indirect	1.52	0.73	0.80	NM	
Total net charge-offs to total average loans	0.97	0.21	0.76	NM	
Period Ended					
Nonaccrual loans					

Commercial	\$97,930	\$118,737	(\$20,807)	(17.5)%
Real estate:				
Construction	520,704	54,885	465,819	NM
Residential mortgages <sup>3</sup>	1,308,224	392,093	916,131	NM
Commercial real estate	64,251	47,463	16,788	35.4
Consumer loans	46,851	24,143	22,708	94.1
Total nonaccrual loans	2,037,960	637,321	1,400,639	NM
Restructured loans	30,787	27,772	3,015	10.9
Total nonperforming loans	2,068,747	665,093	1,403,654	NM
Other real estate owned (OREO)	244,906	74,645	170,261	NM
Other repossessed assets	6,340	6,202	138	2.2
•				
Total nonperforming assets	\$2,319,993	\$745,940	\$1,574,053	NM
Total accruing loans past due 90 days or more	\$743,969	\$369,940	\$374,029	NM%
	4,	++,- · · ·	77.1,022	
Total nonperforming loans to total loans	1.67%	0.57%	1.10%	NM%
Total nonperforming assets to total loans plus OREO and other repossessed assets	1.87	0.64	1.23	NM
Allowance to period-end loans	1.25	0.88	0.37	42.0
Allowance to nonperforming loans	74.7	155.5	(80.8)	(51.9)
Allowance to annualized net charge-offs	1.29x	4.05x	(2.76) x	(68.1)

 $<sup>^{1}\,\,</sup>$  NM  $\,$  - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

<sup>&</sup>lt;sup>2</sup> Amount removed from the allowance for loan losses related to the Company s election to record \$4.1 billion of residential mortgages at fair value.

 $<sup>^{\</sup>rm 3}$  Includes home equity lines on nonaccrual status.

## FIVE QUARTER OTHER FINANCIAL DATA

 $(Dollars\ in\ thousands)\ (Unaudited)$ 

			Three	e Months E	nded		
	March 31	December 31	Increase/(De	ecrease)	September 30	June 30	March 31
	2008	2007	Amount	% 1	2007	2007	2007
CREDIT DATA							
Allowance for loan and lease losses-beginning	\$1,282,504	\$1,093,691	\$188,813	17.3%	\$1,050,362	\$1,033,939	\$1,044,521
Provision for loan losses	560,022	356,781	203,241	57.0	147,020	104,680	56,441
Allowance associated with loans at fair value <sup>2</sup>	· -	-	-	-	-	-	(4,100)
Charge-offs							,
Commercial	(38,289)	(38,239)	50	0.1	(39,487)	(40,853)	(22,280)
Real estate:							
Home equity lines	(98,602)	(46,842)	51,760	NM	(29,075)	(24,429)	(15,872)
Construction	(23,182)	(7,616)	15,566	NM	(2,477)	(1,468)	(598)
Residential mortgages	(109,186)	(59,319)	49,867	84.1	(19,853)	(19,615)	(14,293)
Commercial real estate	(233)	(299)	(66)	(22.1)	(789)	(694)	(287)
Consumer:							
Direct	(10,315)	(6,630)	3,685	55.6	(5,661)	(5,362)	(5,856)
Indirect	(42,889)	(32,448)	10,441	32.2	(28,944)	(19,301)	(25,761)
Total charge-offs	(322,696)	(191,393)	131,303	68.6	(126,286)	(111,722)	(84,947)
Total Charge-ons	(322,090)	(191,393)	151,505	08.0	(120,260)	(111,722)	(64,947)
Recoveries							
Commercial	5,736	6,613	(877)	(13.3)	6,322	5,536	5,771
Real estate:	5,750	0,013	(011)	(13.3)	0,322	3,330	3,771
Home equity lines	2,368	2,182	186	8.5	2,101	2,323	1,183
Construction	78	705	(627)	(88.9)	82	244	119
Residential mortgages	1,223	1,328	(105)	(7.9)	1,107	1.614	1.413
Commercial real estate	162	846	(684)	(80.9)	861	162	41
Consumer:	102	0.10	(001)	(66.5)	001	102	11
Direct	2,381	2,484	(103)	(4.1)	2,108	2,568	2,453
Indirect	13,562	9,267	4,295	46.3	10,014	11,018	11,044
indirect	10,002	7,207	1,273	10.5	10,011	11,010	11,011
m . 1	25.510	22.425	2.005	0.0	22 505	22.465	22.024
Total recoveries	25,510	23,425	2,085	8.9	22,595	23,465	22,024
Net charge-offs	(297,186)	(167,968)	129,218	76.9	(103,691)	(88,257)	(62,923)
Allowance for loan and lease losses-ending	\$1,545,340	\$1,282,504	\$262,836	20.5	\$1.093.691	\$1.050.362	\$1,033,939
	+ -,- ·- ,- ·-	+ - <del>, ,</del>			+-,,	+-,	+-,,
NI ( 1 (CC ( 1' 1)							
Net charge-offs to average loans (annualized)	0.2507	0.250	Ct.	-%	0.200	0.420/	0.100/
Commercial	0.35%	0.35%	-%	-%	0.38%	0.42%	0.19%
Real estate:	2.64	1.00	1.41	NIM	0.76	0.64	0.42
Home equity lines	2.64	1.23	1.41	NM	0.76	0.64	0.43
Construction	0.74	0.20	0.54	NM	0.07	0.04	0.01
Residential mortgages	1.29	0.70	0.59	84.4	0.24	0.23	0.15
Commercial real estate	-	(0.02)	(0.02)	(100.0)	-	0.02	0.01
Consumer:	0.50	0.40	0.26	06.7	0.22	0.00	0.22
Direct	0.78	0.42	0.36	86.5	0.32	0.26	0.33
Indirect	1.52	1.16	0.36	31.4	0.94	0.41	0.73
Total net charge-offs to total average loans	0.97	0.55	0.42	76.4	0.34	0.30	0.21

Period Ended

Edgar Filing: GB&T BANCSHARES INC - Form 425

Nonaccrual loans							
Commercial	\$97,930	\$74,463	\$23,467	31.5%	\$74,246	\$91,895	\$118,737
Real estate:							
Construction	520,704	295,335	225,369	76.3	158,194	77,936	54,885
Residential mortgages <sup>3</sup>	1,308,224	977,076	331,148	33.9	676,822	500,400	392,093
Commercial real estate	64,251	44,502	19,749	44.4	40,649	44,168	47,463
Consumer loans	46,851	39,031	7,820	20.0	24,880	22,401	24,143
Total nonaccrual loans	2,037,960	1,430,407	607,553	42.5	974,791	736,799	637,321
Restructured loans	30,787	29,851	936	3.1	29,057	27,816	27,772
Total nonperforming loans	2,068,747	1,460,258	608,489	41.7	1,003,848	764,615	665,093
Other real estate owned (OREO)	244,906	183,753	61,153	33.3	156,106	100,973	74,645
Other repossessed assets	6,340	11,536	(5,196)	(45.0)	9,974	7,250	6,202
•	•						
Total nonperforming assets	\$2,319,993	\$1,655,547	\$664,446	40.1	\$1,169,928	\$872,838	\$745,940
	1-,,	42,000,000	7001,110		+ -, ,	70.2,000	4, 10,2
T-4-1i 1 4 00 d	\$742 OCO	¢(11,002	¢122.066	21.90/	¢405 204	¢440.020	¢260.040
Total accruing loans past due 90 days or more	\$743,969	\$611,003	\$132,966	21.8%	\$495,384	\$449,038	\$369,940
Total nonperforming loans to total loans	1.67%	1.19%	0.48%	40.3%	0.83%	0.64%	0.57%
Total nonperforming assets to total loans plus							
OREO and other repossessed assets	1.87	1.35	0.52	38.5	0.97	0.73	0.64
Allowance to period-end loans	1.25	1.05	0.20	19.0	0.91	0.88	0.88
Allowance to nonperforming loans	74.7	87.8	(13.1)	(14.9)	109.0	137.4	155.5
Allowance to annualized net charge-offs	1.29x	1.92x	(0.63) x	(32.8)	2.66x	2.97x	4.05x

<sup>&</sup>lt;sup>1</sup> NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

<sup>&</sup>lt;sup>2</sup> Amount removed from the allowance for loan losses related to the Company s election to record \$4.1 billion of residential mortgages at fair value.

<sup>&</sup>lt;sup>3</sup> Includes home equity lines on nonaccrual status.

#### **OTHER FINANCIAL DATA (continued)**

(Dollars and shares in thousands, except per share data) (Unaudited)

	Com Donneit	Three Mont Marcl Mortgage			
	Core Deposit Intangible	Servicing Rights	Other	Total	
OTHER INTANGIBLE ASSET ROLLFORWARD	mangiote	Rights	Other	Total	
Balance, beginning of period	\$241,614	\$810,509	\$129,861	\$1,181,984	
Amortization	(18,785)	(41,359)	(4,758)	(64,902)	
MSRs originated	-	152,105	-	152,105	
Purchase of GenSpring (formerly AMA, LLC) minority shares	-	-	128	128	
Intangible assets obtained from sale upon merger of Lighthouse Partners, $net^1$	-	-	24,142	24,142	
Balance March 31, 2007	\$222,829	\$921,255	\$149,373	\$1,293,457	
Balance, beginning of period	\$172,655	\$1,049,425	\$140,915	\$1,362,995	
Amortization	(14,952)	(56,442)	(5,763)	(77,157)	
MSRs originated Sale of interest in Lighthouse Investment Partners, LLC	<u>-</u>	152,303	(5,992)	152,303 (5,992)	
MSRs impairment reserve	<del>-</del>	(1,881)	(5,992)	(1,881)	
MSKS impairment reserve	-	(1,001)	-	(1,001)	
Balance March 31, 2008	\$157,703	\$1,143,405	\$129,160	\$1,430,268	
	March 31	Thre	e Months Ended September 30	June 30	March 31
	2008	2007	2007	2007	2007
COMMON SHARE ROLLFORWARD					
Beginning balance	348,411	348,074	349,053	356,505	354,903
Common shares issued/exchanged for employee benefit plans, stock					
option, performance and restricted stock activity	1,421	337	483	1,228	2,218
Acquisition of treasury stock	-	-	(1,462)	(8,680)	(616)
Ending balance	349,832	348,411	348,074	349,053	356,505
COMMON STOCK REPURCHASE ACTIVITY		,	,	,	
Number of common shares repurchased <sup>2</sup>	17	12	1,472	8,715	653
Average price per share of repurchased common shares	\$62.38	\$69.31	\$81.00	\$87.02	\$82.83
Total cost to acquire treasury shares	\$- \$-	\$-	\$-	\$853,386	\$-
Maximum number of common shares that may yet be purchased under plans or programs <sup>3</sup>	30,000	30,000	30,000	2,471	11,151

<sup>&</sup>lt;sup>1</sup> During the first quarter of 2007 SunTrust merged its wholly-owned subsidiary, Lighthouse Partners, into Lighthouse Investment Partners, LLC in exchange for a minority interest in Lighthouse Investment Partners, LLC and a revenue-sharing agreement. This transaction resulted in a \$7.9 million decrease in existing intangible assets and a new intangible asset of \$32.0 million.

<sup>2</sup> This figure includes shares repurchased pursuant to SunTrust s employee stock option plans, pursuant to which participants may pay the exercise price upon exercise of SunTrust stock options by surrendering shares of SunTrust common stock which the participant already owns.

<sup>3</sup> In August 2006, the Board authorized the Company to repurchase up to an additional \$1 billion or 13,333,334 shares of the Company s Common Stock, under which authority the Company repurchased 9,926,589 shares during 2006 under an Accelerated Share Repurchase Agreement (ASR). The 3,406,745 shares remaining under the August 2006 authorization, combined with 8,360,000 shares remaining under Board authorization from April 2006, left the Company with authorization to repurchase up to 11,766,745 shares as of January 1, 2007. The Company completed the aforementioned ASR with the repurchase of 615,514 shares during the first quarter of 2007. During 2007, the Company entered into a second ASR, as announced in the Company s 8-K filing on June 7, 2007, by repurchasing 8,022,254 shares during the second quarter of 2007. This ASR was completed in the third quarter of 2007 when the Company received, without additional payment, an additional 1,462,091 shares. On August 14, 2007, the Board of Directors authorized the Company to repurchase up to 30 million shares of common stock and specified that such authorization replaced (terminated) existing unused authorizations.

Page 11

## RECONCILEMENT OF NON-GAAP MEASURES

## APPENDIX A TO THE EARNINGS RELEASE

(Dollars in thousands) (Unaudited)

		Th	ree Months Ended	l	
	March 31 2008	December 31 2007	September 30 2007	June 30 2007	March 31 2007
NON-GAAP MEASURES PRESENTED IN THE					
EARNINGS RELEASE	****	****	*****	****	
Net income	\$290,555	\$11,124	\$420,164	\$681,431	\$521,296
Securities (gains)/losses, net of tax	37,563	(3,530)	(614)	(146,575)	(12)
Net income excluding net securities gains and losses, net of tax	328,118	7,594	419,550	534,856	521,284
The Coca-Cola Company dividend, net of tax	(14,738)	(13,206)	(13,210)	(13,218)	(14,580)
Net income/(loss) excluding net securities (gains)/losses and The					
Coca-Cola Company dividend	313,380	(5,612)	406,340	521,638	506,704
Preferred dividends	6,977	7,867	7,526	7,519	7,363
Net income/(loss) available to common shareholders excluding					
net securities (gains)/losses and The Coca-Cola Company					
dividend	\$306,403	(\$13,479)	\$398,814	\$514,119	\$499,341
Total average assets	\$176,916,901	\$175,130,464	\$174,653,377	\$179,996,457	\$181,506,369
Average net unrealized securities gains	(2,453,981)	(2,408,596)	(2,091,892)	(2,398,651)	(2,305,306)
Average assets less net unrealized securities gains	\$174,462,920	\$172,721,868	\$172,561,485	\$177,597,806	\$179,201,063
Total average common shareholders equity	\$17,561,709	\$17,532,786	\$17,050,182	\$17,428,101	\$17,220,384
Average accumulated other comprehensive income	(1,533,427)	(1,292,785)	(998,561)	(1,206,487)	(1,074,497)
Total average realized common shareholders equity	\$16,028,282	\$16,240,001	\$16,051,621	\$16,221,614	\$16,145,887
Return on average total assets	0.66%	0.03%	0.95%	1.52%	1.16%
Impact of excluding net realized and unrealized securities	0.00 /0	0.03 /6	0.55 %	1.5270	1.10%
(gains)/losses and The Coca-Cola Company dividend	0.06	(0.04)	(0.02)	(0.34)	(0.01)
		, ,		, ,	, ,
Return on average total assets less net unrealized securities gains <sup>1</sup>	0.72%	(0.01)%	0.93%	1.18%	1.15%
return on average total assets less net ameunzed securities gams	0.72 /0	(0.01)//	0.7370	1.10 /0	1.13 /0
Return on average common shareholders equity	6.49%	0.07%	9.60%	15.51%	12.10%
Impact of excluding net realized and unrealized securities (gains)/					
losses and The Coca-Cola Company dividend	1.20	(0.40)	0.26	(2.80)	0.44
Return on average realized common shareholders equit?	7.69%	(0.33)%	9.86%	12.71%	12.54%
		` '			
Efficiency ratio <sup>3</sup>	56.40%	82.19%	63.35%	52.69%	59.79%
Impact of excluding amortization of intangible assets other than					
mortgage servicing rights ( MSRs )	(0.93)	(1.33)	(1.22)	(1.05)	(1.14)

55.47%	80.86%	62.13%	51.64%	58.65%
\$18,431,448	\$18,052,518	\$17,907,247	\$17,368,853	\$17,968,538
(6,923,033)	(6,921,493)	(6,912,110)	(6,897,050)	(6,896,723)
(1,430,268)	(1,362,995)	(1,327,060)	(1,290,460)	(1,293,457)
1,143,405	1,049,426	995,984	942,012	921,255
\$11,221,552	\$10.817.456	\$10,664,061	\$10 123 355	\$10,699,613
Ψ11,221,002	Ψ10,017,150	Ψ10,001,001	Ψ10,123,333	Ψ10,0>>,015
\$178,986,947	\$179,573,933	\$175,857,229	\$180,314,372	\$186,384,841
(6,923,033)	(6,921,493)	(6,912,110)	(6,897,050)	(6,896,723)
(1,430,268)	(1,362,995)	(1,327,060)	(1,290,460)	(1,293,457)
1,143,405	1,049,426	995,984	942,012	921,255
\$171,777,051	\$172,338,871	\$168,614,043	\$173,068,874	\$179,115,916
6.53%	6.28%	6 32%	5.85%	5.97%
. , ,	1 / /		. , , -	\$1,164,559
27,975	27,244	27,055	24,668	23,713
1,167,842	1,194,757	1,219,243	1,219,952	1,188,272
1,057,502	576,017	819,139	1,154,622	878,906
\$2,225,344	\$1,770,774	\$2,038,382	\$2,374,574	\$2,067,178
	\$18,431,448 (6,923,033) (1,430,268) 1,143,405 \$11,221,552 \$178,986,947 (6,923,033) (1,430,268) 1,143,405 \$171,777,051 6.53% \$1,139,867 27,975 1,167,842 1,057,502	\$18,431,448 \$18,052,518 (6,923,033) (6,921,493) (1,430,268) (1,362,995) 1,143,405 1,049,426  \$11,221,552 \$10,817,456  \$178,986,947 \$179,573,933 (6,923,033) (6,921,493) (1,430,268) (1,362,995) 1,143,405 1,049,426  \$171,777,051 \$172,338,871  6.53% 6.28%  \$1,139,867 \$1,167,513 27,975 27,244  1,167,842 1,194,757 1,057,502 576,017	\$18,431,448 \$18,052,518 \$17,907,247 (6,923,033) (6,921,493) (6,912,110) (1,430,268) (1,362,995) (1,327,060) 1,143,405 1,049,426 995,984 \$11,221,552 \$10,817,456 \$10,664,061 \$178,986,947 \$179,573,933 \$175,857,229 (6,923,033) (6,921,493) (6,912,110) (1,430,268) (1,362,995) (1,327,060) 1,143,405 1,049,426 995,984 \$171,777,051 \$172,338,871 \$168,614,043 \$6.53% 6.28% 6.32% \$1,139,867 \$1,167,513 \$1,192,188 27,975 27,244 27,055 \$1,167,842 1,194,757 1,219,243 1,057,502 576,017 819,139	\$18,431,448 \$18,052,518 \$17,907,247 \$17,368,853 (6,923,033) (6,921,493) (6,912,110) (6,897,050) (1,430,268) (1,362,995) (1,327,060) (1,290,460) 1,143,405 1,049,426 995,984 942,012 \$11,221,552 \$10,817,456 \$10,664,061 \$10,123,355 \$178,986,947 \$179,573,933 \$175,857,229 \$180,314,372 (6,923,033) (6,921,493) (6,912,110) (6,897,050) (1,430,268) (1,362,995) (1,327,060) (1,290,460) 1,143,405 1,049,426 995,984 942,012 \$171,777,051 \$172,338,871 \$168,614,043 \$173,068,874 \$1,139,867 \$1,167,513 \$1,192,188 \$1,195,284 27,975 27,244 27,055 24,668 \$1,167,842 1,194,757 1,219,243 1,219,952 1,057,502 576,017 819,139 1,154,622

<sup>&</sup>lt;sup>1</sup> SunTrust presents a return on average assets less net unrealized gains on securities. The foregoing numbers primarily reflect adjustments to remove the effects of the Company s securities portfolio which includes the ownership by the Company of 43.6 million shares of The Coca-Cola Company as of March 31, 2008. The Company uses this information internally to gauge its actual performance in the industry. The Company believes that the return on average assets less the net unrealized securities gains is more indicative of the Company s return on assets because it more accurately reflects the return on the assets that are related to the Company s core businesses which are primarily customer relationship and customer transaction driven. The return on average assets less net unrealized gains on securities is computed by dividing annualized net income, excluding securities gains/losses and The Coca-Cola Company dividend, net of tax, by average assets less net unrealized securities gains.

<sup>&</sup>lt;sup>2</sup> The Company believes that the return on average realized common shareholders—equity is more indicative of the Company—s return on equity because the excluded equity relates primarily to the holding of a specific security. The return on average realized common shareholders—equity is computed by dividing annualized net income available to common shareholders, excluding securities gains/losses and The Coca-Cola Company dividend, net of tax, by average realized common shareholders—equity.

<sup>&</sup>lt;sup>3</sup> Computed by dividing noninterest expense by total revenue-FTE. The efficiency ratios are presented on an FTE basis. The FTE basis adjusts for the tax-favored status of net interest income from certain loans and investments. The Company believes this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources.

<sup>&</sup>lt;sup>4</sup> SunTrust presents a tangible efficiency ratio which excludes the amortization of intangible assets other than MSRs. The Company believes this measure is useful to investors because, by removing the effect of these intangible asset costs (the level of which may vary from company to company), it allows investors to more easily compare the Company s efficiency to other companies in the industry. This measure is utilized by management to assess the efficiency of the Company and its lines of business.

<sup>&</sup>lt;sup>5</sup> SunTrust presents a tangible equity to tangible assets ratio that excludes the impact of purchase accounting intangible assets. The Company believes this measure is useful to investors because, by removing the effect of intangible assets that result from merger and acquisition activity (the level of which may vary from company to company), it allows investors to more easily compare the Company s capital adequacy to other companies in the industry. This measure is used by management to analyze capital adequacy.

QUARTER-TO-QUARTER COMPARISON - ACTUAL

#### APPENDIX B TO THE EARNINGS RELEASE

(Dollars in thousands) (Unaudited)

			Increase/(De		ree Months Ended	I		In anagas //Day	·**
	March 31	December 31	increase/(De	crease)	Sequential Annualized <sup>1</sup>	March 31	March 31	Increase/(Dec	rease)
	2008	2007	Amount	%	%	2008	2007	Amount	%
STATEMENTS OF INCOME									
NET INTEREST INCOME	\$1,139,867	\$1,167,513	(\$27,646)	(2.4)%	(9.5)%	\$1,139,867	\$1,164,559	(\$24,692)	(2.1)%
Provision for loan losses	560,022	356,781	203,241	57.0	NM	560,022	56,441	503,581	NM
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	579,845	810,732	(230,887)	(28.5)	NM	579,845	1,108,118	(528,273)	(47.7)
NONINTEREST INCOME									
Service charges on deposit									
accounts	211,839	222,213	(10,374)	(4.7)	(18.7)	211,839	189,035	22,804	12.1
Trust and investment management	171 102	170.054	(0.752)	(5.7)	(22.9)	161 102	174 210	(12.216)	(7.6)
income Retail investment services	161,102 72,300	170,854 71,650	(9,752) 650	(5.7)	(22.8)	161,102 72,300	174,318 63,543	(13,216) 8,757	(7.6) 13.8
Other charges and fees	127,231	121,849	5,382	4.4	17.7	127,231	118,137	9,094	7.7
Investment banking income	55,420	55,041	3,382	0.7	2.8	55,420	50,157	5,263	10.5
Trading account profits/(losses)	33,420	33,041	317	0.7	2.0	33,420	30,137	3,203	10.5
and commissions	28,218	(437,162)	465,380	NM	NM	28,218	90,201	(61,983)	(68.7)
Card fees	73,761	77,481	(3,720)	(4.8)	(19.2)	73,761	64,195	9,566	14.9
Mortgage production related	,	.,,	(=,,==)	(110)	(-,1_)	,	- 1,-,-	7,200	- 1,,
income	85,549	22,366	63,183	NM	NM	85,549	(8,655)	94,204	NM
Mortgage servicing related income	29,098	57,364	(28,266)	(49.3)	NM	29,098	35,403	(6,305)	(17.8)
Net gain on sale/leaseback of									
premises	37,039	118,840	(81,801)	(68.8)	NM	37,039	-	37,039	NM
Net gain on sale or merger of									
Lighthouse interests	89,390	-	89,390	NM	NM	89,390	32,340	57,050	NM
Gain on Visa IPO	86,305	-	86,305	NM	NM	86,305		86,305	NM
Other noninterest income	60,836	89,827	(28,991)	(32.3)	NM	60,836	70,212	(9,376)	(13.4)
Net securities gains/(losses)	(60,586)	5,694	(66,280)	NM	NM	(60,586)	20	(60,606)	NM
Total noninterest income	1,057,502	576,017	481,485	83.6	NM	1,057,502	878,906	178,596	20.3
NONINTEREST EXPENSE									
Employee compensation and									
benefits	715,083	682,810	32,273	4.7	18.9	715,083	699,000	16,083	2.3
Net occupancy expense	86,441	92,705	(6,264)	(6.8)	(27.0)	86,441	86,257	184	0.2
Outside processing and software	109,165	105,407	3,758	3.6	14.3	109,165	99,676	9,489	9.5
Equipment expense	52,395	51,734	661	1.3	5.1	52,395	49,409	2,986	6.0
Marketing and customer									
development	55,703	59,115	(3,412)	(5.8)	(23.1)	55,703	45,705	9,998	21.9
Amortization of intangible assets	20,715	23,414	(2,699)	(11.5)	(46.1)	20,715	23,542	(2,827)	(12.0)
Loss on extinguishment of debt	11,723	-	11,723	NM	NM	11,723	-	11,723	NM
Visa litigation	(39,124)	76,930	(116,054)	NM	NM	(39,124)	-	(39,124)	NM

Other noninterest expense	243,043	363,226	(120,183)	(33.1)	NM	243,043	232,408	10,635	4.6
Total noninterest expense	1,255,144	1,455,341	(200,197)	(13.8)	(55.0)	1,255,144	1,235,997	19,147	1.5
INCOME/(LOSS) BEFORE INCOME TAXES	382,203	(68,592)	450,795	NM	NM	382,203	751,027	(368,824)	(49.1)
Provision/(benefit) for income taxes	91,648	(79,716)	171,364	NM	NM	91,648	229,731	(138,083)	(60.1)
NET INCOME	290,555	11,124	279,431	NM	NM	290,555	521,296	(230,741)	(44.3)
Preferred dividends	6,977	7,867	(890)	(11.3)	(45.3)	6,977	7,363	(386)	(5.2)
NET INCOME AVAILABLE TO COMMON SHAREHOLDERS	\$283,578	\$3,257	\$280,321	NM	NM	\$283,578	\$513,933	(\$230,355)	(44.8)
REVENUE	<b>#1 130 0</b> €	#1 167 512	(007.646)	(2.4).6	(0.5) 6	<b>#1 130 0</b> €	Φ1 1 C 4 5 5 0	(#24.602)	(0.1) 6
Net interest income	\$1,139,867	\$1,167,513	(\$27,646)	(2.4)%	(9.5)%	\$1,139,867	\$1,164,559	(\$24,692)	(2.1)%
Taxable-equivalent adjustment	27,975	27,244	731	2.7	10.7	27,975	23,713	4,262	18.0
Net interest income - FTE Noninterest income	1,167,842 1,057,502	1,194,757 576,017	(26,915) 481,485	(2.3) 83.6	(9.0) NM	1,167,842 1,057,502	1,188,272 878,906	(20,430) 178,596	(1.7) 20.3
Total revenue - FTE	2,225,344	1,770,774	454,570	25.7	NM	2,225,344	2,067,178	158,166	7.7
SELECTED AVERAGE BALANCES (Dollars in millions)									
Average loans									
Commercial-FTE	\$36,375	\$34,879	\$1,496	4.3%	17.2%	\$36,375	\$34,033	\$2,342	6.9%
Real estate home equity lines Real estate construction	14,603 12,450	14,395 13,251	208 (801)	(6.0)	5.8 (24.2)	14,603 12,450	13,738 13,430	865 (980)	6.3 (7.3)
Real estate 1-4 family	32,440	31,990	450	1.4	5.6	32,440	34,089	(1,649)	(4.8)
Real estate commercial	13,113	12,892	221	1.7	6.9	13,113	12,831	282	2.2
Credit card	774	690	84	12.2	48.8	774	370	404	NM
Consumer - direct	4,063	3,949	114	2.9	11.6	4,063	4,220	(157)	(3.7)
Consumer - indirect	7,646	7,877	(231)	(2.9)	(11.7)	7,646	8,166	(520)	(6.4)
Nonaccrual and restructured	1,799	1,171	628	53.7	NM	1,799	638	1,161	NM
Total loans	\$123,263	\$121,094	\$2,169	1.8%	7.2%	\$123,263	\$121,515	\$1,748	1.4%
Average deposits									
Noninterest bearing deposits	\$20,616	\$20,948	(\$332)	(1.6)%	(6.3)%	\$20,616	\$21,933	(\$1,317)	(6.0)%
NOW accounts	21,981	20,737	1,244	6.0	24.0	21,981	19,820	2,161	10.9
Money market accounts	25,343	24,262	1,081	4.5	17.8	25,343	22,089	3,254	14.7
Savings	3,917	4,178	(261)	(6.2)	(25.0)	3,917	5,025	(1,108)	(22.0)
Consumer and other time	29,311	29,524	(213)	(0.7)	(2.9)	29,311	28,925	386	1.3
Total consumer and commercial									
deposits	101,168	99,649	1,519	1.5	6.1	101,168	97,792	3,376	3.5
Brokered and foreign deposits	15,469	15,717	(248)	(1.6)	(6.3)	15,469	26,714	(11,245)	(42.1)
Total deposits	\$116,637	\$115,366	\$1,271	1.1%	4.4%	\$116,637	\$124,506	(\$7,869)	(6.3)%
SELECTED CREDIT DATA (Dollars in thousands)									
Nonaccrual loans	\$2,037,960	\$1,430,407	\$607,553	42.5%	NM%	\$2,037,960	\$637,321	\$1,400,639	NM%
Restructured loans	30,787	29,851	936	3.1	12.5	30,787	27,772	3,015	10.9
Total nonperforming loans	2,068,747	1,460,258	608,489	41.7	NM	2,068,747	665,093	1,403,654	NM
Other real estate owned (OREO)	244,906	183,753	61,153	33.3	NM	244,906	74,645	170,261	NM

Other repossessed assets	6,340	11,536	(5,196)	(45.0)	NM	6,340	6,202	138	2.2
Total nonperforming assets	\$2,319,993	\$1,655,547	\$664,446	40.1%	NM%	\$2,319,993	\$745,940	\$1,574,052	NM%
411 6 1 11									
Allowance for loan and lease									
losses	\$1,545,340	\$1,282,504	\$262,836	20.5%	82.0%	\$1,545,340	\$1,033,939	\$511,401	49.5%

<sup>&</sup>lt;sup>1</sup> Multiply percentage change by 4 to calculate sequential annualized change. Any sequential annualized change over 100 percent is labeled as NM because those changes over 100 percent were not considered to be meaningful.

## RETAIL AND COMMERCIAL LINE OF BUSINESS

(Dollars in thousands) (Unaudited)

Statements of Income	Thr March 31 2008	ee Months Ended March 31 2007	% Change <sup>3</sup>
Net interest income <sup>1</sup>	\$620,773	\$701,070	(11.5)%
FTE adjustment	8,732	9,449	(7.6)
Net interest income - FTE	629,505	710,519	(11.4)
Provision for loan losses <sup>2</sup>	176,515	47,387	NM
Net interest income after provision for loan losses - FTE	452,990	663,132	(31.7)
Noninterest income before securities gains/(losses)	318,323	292,597	8.8
Securities gains/(losses), net	-	3	(100.0)
Total noninterest income	318,323	292,600	8.8
Noninterest expense before amortization of intangible assets	607,367	616,695	(1.5)
Amortization of intangible assets	14,941	18,773	(20.4)
Total noninterest expense	622,308	635,468	(2.1)
Income before provision for income taxes	149,005	320,264	(53.5)
Provision for income taxes	43,571	106,848	(59.2)
FTE adjustment	8,732	9,449	(7.6)
Net income	\$96,702	\$203,967	(52.6)
Total revenue - FTE	\$947,828	\$1,003,119	(5.5)
Average Balance Sheets	47 11)===	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(6.6)
	440.00		
Total loans Goodwill	\$49,894,256 6,144,556	\$50,859,629 6,133,789	(1.9)% 0.2
Other intangible assets excluding MSRs	6,144,556 165,700	230,492	(28.1)
Total assets	57,747,123	58,669,733	(1.6)
Total deposits	80,782,944	81,084,211	(0.4)
Performance Ratios			
Efficiency ratio	65.66%	63.35%	
Impact of excluding amortization of intangible assets	(6.03)	(5.79)	
Tangible efficiency ratio	59.63%	57.56%	

Page 14

<sup>1</sup> Net interest income does not include the funding benefit that would result from holding shareholders equity at the line of business level due to the fact that shareholders equity is not allocated to the lines of business at this time.

Provision for loan losses represents net charge-offs for the lines of business.
 NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

## WHOLESALE BANKING LINE OF BUSINESS

(Dollars in thousands) (Unaudited)

		ee Months Ended	~
	March 31	March 31	%
Statements of Income	2008	2007	Change <sup>3</sup>
	****	*	
Net interest income <sup>1</sup>	\$123,805	\$133,566	(7.3)%
FTE adjustment	14,091	10,064	40.0
Net interest income - FTE	137,896	143,630	(4.0)
Provision for loan losses <sup>2</sup>	12,276	2,808	NM
	,	,	
Net interest income after provision for loan losses - FTE	125,620	140,822	(10.8)
Noninterest income before securities gains/(losses)	173,486	168,682	2.8
Securities gains/(losses), net	-	-	-
Total noninterest income	173,486	168,682	2.8
Noninterest expense before amortization of intangible assets	199,640	190,728	4.7
Amortization of intangible assets	122	122	-
Total noninterest expense	199,762	190,850	4.7
Income before provision/(benefit) for income taxes	99,344	118,654	(16.3)
Provision/(benefit) for income taxes	(991)	16,049	NM
FTE adjustment	14,091	10,064	40.0
N. d. in	\$97.24A	¢02.541	(( 0)
Net income	\$86,244	\$92,541	(6.8)
Total revenue - FTE	\$311,382	\$312,312	(0.3)
Average Balance Sheets			
Total loans	\$32,617,953	\$29,506,266	10.5%
Goodwill	168,134	168,149	-
Other intangible assets excluding MSRs	801	1,285	(37.7)
Total assets	43,527,780	38,189,909	14.0
Total deposits	8,473,592	4,729,069	79.2
Performance Ratios			
Efficiency ratio	64.15%	61.11%	
Impact of excluding amortization of intangible assets	(0.42)	(0.39)	
Tangible efficiency ratio	63.73%	60.72%	

Page 15

<sup>1</sup> Net interest income does not include the funding benefit that would result from holding shareholders equity at the line of business level due to the fact that shareholders equity is not allocated to the lines of business at this time.

Provision for loan losses represents net charge-offs for the lines of business.
 NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

## MORTGAGE LINE OF BUSINESS

(Dollars in thousands) (Unaudited)

	Thre	e Months Ended	
	March 31 2008	March 31 2007	% Change <sup>3</sup>
Statements of Income			
Net interest income <sup>1</sup>	\$130,449	\$129,591	0.7%
FTE adjustment	-	-	-
Net interest income-FTE	130,449	129,591	0.7
Provision for loan losses <sup>2</sup>	98,255	10,209	NM
Net interest income after provision for loan losses-FTE	32,194	119,382	(73.0)
Noninterest income before securities gains/(losses)	137,130	38,483	NM
Securities gains/(losses), net	(5,010)	-	NM
Total noninterest income	132,120	38,483	NM
National avance before emerication of intervalide access	219,482	151,562	44.8
Noninterest expense before amortization of intangible assets  Amortization of intangible assets	763	763	44.6
Amortization of intalignote assets	703	703	
Total noninterest expense	220,245	152,325	44.6
(Loss)/income before provision/(benefit) for income taxes	(55,931)	5,540	NM
Benefit for income taxes	(24,576)	(1,355)	NM
FTE adjustment	-	-	-
Net income/(loss)	(\$31,355)	\$6,895	NM
Total revenue-FTE	\$262,569	\$168,074	56.2
Average Balance Sheets			
Total loans	\$31,996,829	\$32,380,987	(1.2)%
Goodwill	276,583	275,982	0.2
Other intangible assets excluding MSRs	1,274	4,304	(70.4)
Total assets	43,889,138	44,266,813	(0.9)
Total deposits	2,070,297	1,792,004	15.5
Performance Ratios			
Efficiency ratio	83.88%	90.63%	
Impact of excluding amortization of intangible assets	(1.27)	(2.04)	
Tangible efficiency ratio	82.61%	88.59%	

## Other Information

Production Data			
Channel mix			
Retail	\$5,357,407	\$5,919,652	(9.5)%
Wholesale	4,204,623	5,572,112	(24.5)
Correspondent	2,169,602	3,334,590	(34.9)
Total production	\$11,731,632	\$14,826,354	(20.9)
Channel mix-percent			
Retail	46%	40%	
Wholesale	36	38	
Correspondent	18	22	
Total production	100%	100%	
Purchase and refinance mix			
Refinance	\$6,715,286	\$7,566,542	(11.3)
Purchase	5,016,346		(30.9)
Purchase	5,010,540	7,259,812	(30.9)
Total production	\$11,731,632	\$14,826,354	(20.9)
Purchase and refinance mix-percent			
Refinance	57%	51%	
Purchase	43	49	
Total production	100%	100%	
	¢21 200 440	#24 400 005	(12.4)
Applications	\$21,209,440	\$24,498,985	(13.4)
Mortgage Servicing Data (End of Period)			
Total loans serviced	\$155,450,933	\$138,620,903	12.1%
Total loans serviced for others	121,147,815	101,017,554	19.9
Net carrying value of MSRs	1,143,405	921,255	24.1
Ratio of net carrying value of MSRs to total loans serviced for others	0.944%	0.912%	

<sup>&</sup>lt;sup>1</sup> Net interest income does not include the funding benefit that would result from holding shareholders equity at the line of business level due to the fact that shareholders equity is not allocated to the lines of business at this time.

<sup>&</sup>lt;sup>2</sup> Provision for loan losses represents net charge-offs for the lines of business.

<sup>&</sup>lt;sup>3</sup> NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

## WEALTH AND INVESTMENT MANAGEMENT LINE OF BUSINESS

(Dollars in thousands) (Unaudited)

	Thre	Three Months Ended		
	March 31 2008	March 31 2007	% Change <sup>3</sup>	
Statements of Income			<b>&amp;</b> .	
Net interest income <sup>1</sup>	\$79,885	\$90,042	(11.3)%	
FTE adjustment	10	16	(37.5)	
Net interest income - FTE	79,895	90,058	(11.3)	
Provision for loan losses <sup>2</sup>	5,116	1,059	NM	
Net interest income after provision for loan losses - FTE	74,779	88,999	(16.0)	
Noninterest income before securities gains/(losses)	331,343	285,734	16.0	
Securities gains/(losses), net	4	(56)	NM	
Total noninterest income	331,347	285,678	16.0	
Noninterest expense before amortization of intangible assets	237,491	264,001	(10.0)	
Amortization of intangible assets	4,786	3,663	30.7	
Total noninterest expense	242,277	267,664	(9.5)	
Income before provision for income taxes	163,849	107,013	53.1	
Provision for income taxes	59,603	38,932	53.1	
FTE adjustment	10	16	(37.5)	
Net income	\$104,236	\$68,065	53.1	
Total revenue - FTE	\$411,242	\$375,736	9.4	
Average Balance Sheets				
Total loans	\$7,890,128	\$8,196,226	(3.7)%	
Goodwill	332,890	324,577	2.6	
Other intangible assets excluding MSRs	126,269	117,377	7.6	
Total assets	8,805,524	9,062,013	(2.8)	
Total deposits	9,794,424	9,784,131	0.1	
Performance Ratios				
Efficiency ratio	58.91%	71.24%		
Impact of excluding amortization of intangible assets	(1.87)	(1.85)		
Tangible efficiency ratio	57.04%	69.39%		

Other Information (End of Period)

Assets under administration			
Managed (discretionary) assets	\$140,439,761	\$137,163,001	2.4%
Non-managed assets	63,875,844	58,587,002	9.0
Total assets under administration	204,315,605	195,750,003	4.4
Brokerage assets	39,279,523	40,568,938	(3.2)
Corporate trust assets	4,699,047	8,053,617	(41.7)
Total assets under advisement	\$248,294,175	\$244,372,558	1.6

<sup>&</sup>lt;sup>1</sup> Net interest income does not include the funding benefit that would result from holding shareholders equity at the line of business level due to the fact that shareholders equity is not allocated to the lines of business at this time.

Provision for loan losses represents net charge-offs for the lines of business.
 NM - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

## CORPORATE OTHER AND TREASURY

(Dollars in thousands) (Unaudited)

	Т	hree Months Ended	
	March 31 2008	March 31 2007	% Change <sup>2</sup>
Statements of Income			
Net interest income	\$184,955	\$110,290	67.7%
FTE adjustment	5,142	4,184	22.9
Net interest income - FTE	190,097	114,474	66.1
Provision for loan losses <sup>1</sup>	267,860	(5,022)	NM
Net interest income after provision for loan losses - FTE	(77,763)	119,496	NM
Noninterest income before securities gains/(losses)	157,806	93,390	69.0
Securities gains/(losses), net	(55,580)	73	NM
Total noninterest income	102,226	93,463	9.4
Noninterest expense before amortization of intangible assets	(29,551)	(10,531)	NM
Amortization of intangible assets	103	221	(53.4)
Total noninterest expense	(29,448)	(10,310)	NM
Income before provision for income taxes	53,911	223,269	(75.9)
Provision for income taxes	14,041	69,257	(79.7)
FTE adjustment	5,142	4,184	22.9
Net income	\$34,728	\$149,828	(76.8)
Total revenue - FTE	292,323	207,937	40.6
Average Balance Sheets			
Total loans	\$863,869	\$571,787	51.1%
Securities available for sale	15,349,910	22,736,695	(32.5)
Goodwill	714	8,253	(91.3)
Other intangible assets excluding MSRs Total assets	4,484 22,947,336	5,190 31,317,901	(13.6) (26.7)
Total deposits (mainly brokered and foreign)	15,515,667	27,116,957	(42.8)
	March 31 2008	December 31 2007	
Other Information			
Duration of investment portfolio	4.3%	3.8%	

Accounting net interest income interest rate sensitivity <sup>3</sup> :			
% Change in net interest income under:			
Instantaneous 100 bp increase in rates over next 12 months	0.4%	0.1%	
Instantaneous 100 bp decrease in rates over next 12 months	(1.0) %	(0.8) %	
Economic net interest income interest rate sensitivity <sup>3</sup> :			
% Change in net interest income under:			
Instantaneous 100 bp increase in rates over next 12 months	(0.8) %	(1.0) %	
Instantaneous 100 bp decrease in rates over next 12 months	0.2%	0.3%	

<sup>&</sup>lt;sup>1</sup> Provision for loan losses represents difference between net charge-offs for the lines of business and consolidated provision for loan losses.

 $<sup>^2\,</sup>$  NM  $\,$  - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

<sup>&</sup>lt;sup>3</sup> The recognition of interest rate sensitivity from an accounting perspective is different from the economic perspective due to the election of fair value accounting for the related interest rate swaps. The net interest income sensitivity profile from an economic perspective assumes the net interest payments from the related swaps were included in margin.

## CONSOLIDATED - SEGMENT TOTALS

(Dollars in thousands) (Unaudited)

	Three Months Ended		
	March 31 2008	March 31 2007	% Change <sup>1</sup>
Statements of Income			<b>G</b> .
Net interest income	\$1,139,867	\$1,164,559	(2.1)%
FTE adjustment	27,975	23,713	18.0
Net interest income - FTE	1,167,842	1,188,272	(1.7)
Provision for loan losses	560,022	56,441	NM
Net interest income after provision for loan losses - FTE	607,820	1,131,831	(46.3)
Noninterest income before securities gains/(losses)	1,118,088	878,886	27.2
Securities gains/(losses), net	(60,586)	20	NM
Total noninterest income	1,057,502	878,906	20.3
Noninterest expense before amortization of intangible assets	1,234,429	1,212,455	1.8
Amortization of intangible assets	20,715	23,542	(12.0)
<u> </u>	ŕ		Ì
Total noninterest expense	1,255,144	1,235,997	1.5
Income before provision for income taxes	410,178	774,740	(47.1)
Provision for income taxes	91,648	229,731	(60.1)
FTE adjustment	27,975	23,713	18.0
Net income	\$290,555	\$521,296	(44.3)
Total revenue - FTE	\$2,225,344	\$2,067,178	7.7
Average Balance Sheets			
Total loans	\$123,263,035	\$121,514,895	1.4%
Goodwill	6,922,877	6,910,750	0.2
Other intangible assets excluding MSRs	298,528	358,648	(16.8)
Total deposits	176,916,901 116,636,924	181,506,369 124,506,372	(2.5)
Total deposits	110,030,924	124,300,372	(6.3)
Performance Ratios			
Efficiency ratio	56.40%	59.79%	
Impact of excluding amortization of intangible assets	(0.93)	(1.14)	
Tangible efficiency ratio	55.47%	58.65%	

 $^{1}\,\,$  NM  $\,$  - Not meaningful. Those changes over 100 percent were not considered to be meaningful.

Page 19

SunTrust Banks, Inc. 1Q 2008 Earnings Presentation April 22, 2008

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

This

presentation

includes

non-GAAP

financial

measures

to

describe

SunTrust s

Edgar Filing: GB&T BANCSHARES INC - Form 425
performance. The
reconciliation
of
those
measures to
to GAAP
measures
are
provided within this presentation.  In this presentation, not interest income and not interest margin are presented on a fully tayable against left. ETE.) basis, and
In this presentation, net interest income and net interest margin are presented on a fully taxable-equivalent (FTE) basis, and
are presented
presented
on on
an annualized
basis.
The
FTE
basis
adjusts
for
the
tax-favored
status
of
income
from
certain
loans
and
investments.
The
Company
believes
this
measure
to
be
the
preferred
industry
measurement
of
net
interest
income
and
provides

relevant comparison between taxable and non-taxable amounts. The information in this presentation may contain forward-looking statements. Statements that do not describe historical or current facts, including statements about beliefs and expectations, and particular the outlook statements provided slide 26-27, are forward-looking statements. These statements often include the words may, could, will, should, believes, expects, anticipates, estimates, intends, plans, targets, initiatives, potentially, probably, projects, outlook

or similar expressions.

Such statements are based upon the current beliefs and expectations of SunTrust's management and on information currently available to management.

The forward looking statements are intended to be subject to the safe harbor provided by Section 27A of the Securities Act of Section 21E of the Securities Exchange Act of 1934.

Such statements speak as of the date hereof, and SunTrust does not intend to update the statements made

herein or to update the reasons why actual results could differ from those contained in such statements in light of new informat Forward looking statements are subject to significant risks and uncertainties. Investors are cautioned against placing undue rel results may differ materially from those set forth in the forward-looking statements. Factors that could cause SunTrust s result described in the forward-looking statements can be found in the Company's 2007 Annual Report on Form 10-K, in the Company and in the Current Reports on Form 8-K filed with the Securities and Exchange Commission and available at the Securities and (http://www.sec.gov).

Those

factors

include:

(1)

adverse

changes

in

general

business

or

economic

conditions

could

have

a

material

adverse

effect

on

our

financial

condition

and

results

of

operations;

(2)

changes

in

market

interest

rates

or

capital

markets

could

adversely

affect

our

revenues

and

obligations, costs of capital, or liquidity; (3) the fiscal and monetary policies of the federal government and its agencies could be earnings; (4) changes in securities markets or markets for commercial or residential real estate could harm our revenues and pralternatives to bank deposits, causing us to lose a relatively inexpensive source of funding; (6) customers may decide not to use

expenses, the value of assets and

transactions, which

federal and state agencies could adversely affect

could
affect
net
income;
(7)
we
have
businesses
other
than
banking,
which
subjects
us
to
a
variety
of
risks;
(8)
hurricanes
and
other natural
disasters may adversely affect loan portfolios and operations and increase the cost of doing business; (9) negative public opinion
adversely impact our business; (10) we rely on other companies for key components of our business infrastructure; (11) we rel
certain counterparties, and certain failures could materially adversely affect our operations; (12) we depend on the accuracy an
clients
and
counterparties;
(13)
regulation
by

our
business,
revenues,
and
profit
margins;
(14)
competition
in .
the
financial services industry is intense and could result in losing business or reducing profit margins; (15) future legislation could
maintaining or increasing market share depends on market acceptance and regulatory approval of new products and services;
our
subsidiaries
accounts
for
most of
of 
our
revenues
and
could
affect
our
liquidity
and
ability
to
pay
dividends;
(18)
significant
legal
actions
could
subject
us to
substantial uninsured liabilities; (19) we have in the past and may in the future pursue acquisitions, which could affect costs a
realize anticipated benefits; (20) we depend on the expertise of
key personnel without whom our operations may suffer; (21) we may be unable to hire or retain
additional qualified personnel and recruiting and compensation costs may increase as a result of turnover, both of which may
and
may adversely
·
impact
our
ability
to
implement
our

business	
strategy;	
(22)	
our	
accounting	
policies	
and	
methods	
are	
key	
to	
how	
we	
report	
financial	
condition and	
results of operations, and may require management to make estimates about matters that are uncertain; (23) changes in	our acc
standards could materially affect how we report our financial results and condition; (24) our stock price can be volatile	e; (25) or
may fail to prevent or detect all errors or acts of fraud; (26) our trading assets and financial instruments carried at fair	value ex
risks;	
(27)	
weakness	
in	
residential	
property	
values	
and	
mortgage	
loan	
markets	
could	
adversely	
affect	
us;	
(28)	
we	
may	
be	
required	
to	
repurchase	
mortgage	
loans or	
indemnify mortgage loan purchasers as a result of breaches of representations and warranties, borrower fraud, or certa	
liquidity, results of operations and financial condition; and (29) we may enter into transactions with off-balance sheet	entities a
which may cause us to recognize current or future losses.	

Financial Performance: Income Statement Summary (\$ in millions, except per share data)

1Q 2008

4Q 2007

1Q 2007

% Change
Net Interest Income (FTE)

\$1,167.8

-2%

-2%

Provision for Loan Losses
560.0

57% 892% Noninterest Income 1,057.5 84%20%

Total Revenue (FTE)

2,225.3

26% 8%

Total

Noninterest

Expense

1,255.1

-14%

2%

**Provision for Income Taxes** 

91.6 -215%

-60%

Net Income Available to Common Shareholders 283.6

NM-45%

Net Income Per Average Common Diluted Share \$ 0.81

NM

-44%

EPS of \$0.81 Impacted by Increased Provision Expense and

Net Positive Non Core-Items

Capital & Liquidity
Solid Capital Foundation and Enhanced Liquidity Position
Tier 1 Capital Ratio
7.25%
Total Capital Ratio
11.00%
Tangible Equity to Tangible Assets
6.53%
Tier 1 target remains 7.5%
Issued \$685 million enhanced trust preferred securities in February
Planned transactions regarding stock holdings in The Coca-Cola Company

expected to be resolved during 2Q 2008
Anticipated Tier 1 increase of \$1 billion or more from The Coca-Cola Company transactions would add roughly 65bps to Tier 1 ratio on a pro forma basis Strong liquidity position; Brokered and Foreign deposits down 42%

1.
Estimated

1
1

 $4 \\ E^2 \\ Efficiency and Productivity Program: Goals $325^1$ 

\$350

\$5301

Total

**Initial Goals** 

First Revision

of Goals

Second Revision

of Goals

2007 Actual/Goal 2008 Goal 2009 Goal \$215 (Actual) \$205 \$135 2007 expense savings of \$215 million was 119% of goal Increased goals for the second time since program inception 2009 gross expense savings represent 11% of 2006 expense base Expect \$500 Million in 2008 Benefits, Up \$150 Million; 2009 Program Goal Increased to \$600 Million Gross cost savings goals include approximately \$50 million of interest expense savings related to reduced financing costs from of corporate real estate, which will be fully realized beginning in 2Q2008 (\$ in millions) \$6001 Total \$500 \$215 (Actual)

5
E Efficiency and Productivity Program: Results (\$ in millions)
Gross Savings in 1Q 2008 of \$113 Million
Over 50% increase from 4Q
2007 run rate of \$75 million
Annualized1Q 2008 savings
level of over \$450 million
One-third of increase in run rate
driven by organizational review
Key contributors to achieving
remaining goals include supplier

management, outsourcing, and
process reengineering
\$500 2008 Goal
\$113 1Q Savings¹

1. 1Q 2008 gross savings includes \$10 million in interest expense savings related to disposition of corporate real estate
500
400
300
200
100
2

6

Risk Review: Market Update
Volatility in the credit
markets has been
unprecedented
Prices of these indices
declined during the
quarter
Corporate and
mortgage credit markets
have taken the brunt of
the volatility

Source: Bloomberg Source: Markit, SunTrust **ABX** 06-2 AAA: Synthetic Index of AAA-rated benchmark subprime **RMBS** from the latter half of 2006 CMBX 06-2 AAA: Synthetic Index of AAA-rated benchmark CMBS from the latter half of 2006 LCDX: Synthetic Index of syndicated secured loans from the latter half of 2007 CDX: Synthetic Index referenced to 125 investment grade entities domiciled in North America Structured Credit Index Prices - Q1 2008 64 68 72 76 80 84 88 92 96 100 CMBX 06-2 AAA LCDX 9 5YR **ABX 06-2 AAA** 5-yr CDX -Q1 2008

70

Risk Review: Acquired Securities Portfolio
Aggressively Managing Trading Assets; 59% Reduction in Exposure
to Acquired Securities
We expect to sell additional securities
on an opportunistic basis; current
market environment continues to
remain challenging
Aggregate portfolio reduction will
continue, albeit at a slower rate. At a
minimum, we expect portfolio
exposure to be reduced below \$1.4

## billion by end of Q2

Mark-to-Market accounting

1. Grand Horn is a AAA-rated security arising from the securitization of a commercial leveraged loan warehouse

Carrying Acquisition

Value

Value

3/31/08

Q4 2007

SIV

\$ 685

\$1,478

**RMBS** 

242 1,042

CDO

287

429

Other ABS

46

148

CLO

39

47

#### Subtotal

1,299

3,144

Grand Horn

CLO

1

323

359

Total

\$1,622

\$3,503

(\$ in millions)

Risk Review: Available for Sale Portfolio SunTrust Maintains a High Quality AFS Investment Portfolio Portfolio Quality

High quality with 91% rated AAA  $\,$ 

Short duration of 4.3 years

Unrealized gain of \$171 million 3.9%

- 1. Excludes equity securities with a market value of \$3.4 billion
- 2. Excludes unrealized gains of \$171 million on debt securities

AAA, 91%

AA, 4%

A & Below, 3%

NR, 2%

\$12.3 Billion AFS Debt Securities

As of March 31, 2008

1,2

9
Credit Perspective: Asset Quality Metrics
Annualized Charge-Offs of 97bps, ALLL Increased to 1.25%, NPL
ratio up to 1.67%, but Early Stage Delinquency Rate Stable
\$ in Millions
03/31/2008
12/31/2007
Variance
Total Loans
\$123,713.2
\$122,319.0
\$1,394.2

# Allowance for Loans & Lease Losses 1,545.3 1,282.5 262.8 Net Charge-offs 297.2 168.0 129.2 **Provision Expense** 560.0 356.8 203.2 **NPAs** 2,320.0 1,655.5 664.5 **NPLs** to Total Loans 1.67% 1.19% 0.48% **NPAs** to Total Loans + OREO/OA 1.87% 1.35% 0.52% ALLL to NPLs 74.70% 87.83% -13.12% ALLL to Loans 1.25% 1.05% 0.20% NCOs (annualized to Average Loans) 0.97% 0.55% 0.42% 30-89 Days Past Due 1.52% 1.53%

-0.01%

Credit Perspective: Loan Portfolio as of 1Q 2008

Product Category Nonaccrual

\$MM's

Charge-Off

Rate

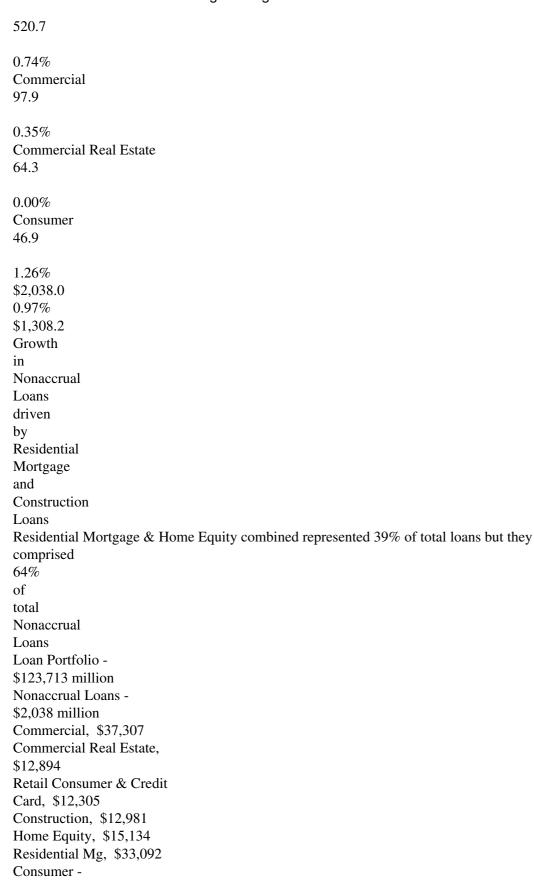
Residential Mortgages /

1.29%

Home Equity Lines

2.64%

Construction



Direct \$4,192

Consumer - Indirect \$7,305

Credit Card \$ 808

Performance in the Residential Mortgage Portfolio is Stabilizing

- 1. Does not include nonaccruals
- 2.00%
- 6.50
- 8.30
- 3.30
- 1.60
- 0.80
- 1.40%
- 12/31/07
- 60 + DLQ

1 1.77% 8.92 8.28 3.71 1.35 0.50 1.28%03/31/08 60 + DLQ1 \$1,073.4 60.5 241.8 121.7 77.7 41.7 \$ 530.0 Total \$NPLs Credit Quality Metrics 79% 100% \$ 33,092 Total 97 1.4 470 Alt-A 2 nd 77 3.3 1,085 Alt-A 1 st 84 4.8 1,575 Lot Loans 92 12.3 4,080 Prime 2 nd Insured 75 10.9 3,625 Home Equity Loans

77%

67.3%

\$ 22,257

Core Portfolio

Orig

WACLTV

%

03/31/08

Balance

Loan Type

Portfolio Profile

Credit Perspective: Residential Mortgages Residential Mortgages \$33,092 million

(As of 03/31/08, \$ in millions)

Credit Perspective: Residential Mortgages

(As of 03/31/08, \$ in millions)

We Have Already Recognized Expected Losses on 60% of the

Residential Mortgage NPL Balance

1. Most NPL s

in this category are claims in process. A small number of losses were recognized due to denied claims.

2. Includes Home Equity NPL s

of \$41.7 million not shown in above table

NPL s

with Write-downs

Loan Type

Balance before writedown Amount of writedown = **NPL** Balance **NPLs** not yet written down = Total NPL s 2 % Loss Severity Core Portfolio \$ 362.6 \$ (31.7) \$ 330.8 \$ 199.2 \$ 530.0 8.8%Prime 2 nd Insured 1 53.6 (10.8)42.8 35.0 77.7 NA Lot Loans 108.7 (29.9)78.8 42.9 121.7 27.5 Alt-A 1 st 187.5 (20.9)

167.0

74.8

241.8

11.1

Alt-A 2

nd

150.1

(121.5)

28.6

31.9

60.5

80.9

Total

\$ 862.8

\$ (214.8)

\$ 648.0

\$ 383.7

\$ 1,073.4

Credit Perspective: Home Equity Lines Home Equity Lines \$15,134 million (As of 03/31/08, \$ in millions)

- 1. Excludes 3rd party originated
- 2. Excludes 3rd party originated and CLTV 90+%
- 3. Excludes 3rd party originated, CLTV 90+% and Florida (81-90%)
- 4. Annualized first quarter rate

Performance Issues Largely Confined to 3

Party Originated,

CLTV s

```
of >80% for Florida, and >90% for States Other Than
Florida
$15,134
9,409.5
1,162.2
2,705.2
$1,857.1
03/31/08
Balance
2.48%
1.55%
2.64%
723
74%
100.0%
Total
0.87
2.56
1.76
4.10%
%
NPL
0.94
4.24
3.34
9.11%
Q1
C/O
4
%
Credit Quality Metrics
1.46
722
65
62.2
All Other
3
3.43
717
86
7.7
Florida
2
(81-90%
LTV)
2.87
736
95
17.9
```

 $\mathrm{CLTV} > 90\%$ 

1 5.71% 715 86% 12.2% 3 Party Originated 30 +DLQ Current WAFICO Orig WACLTV % of Portfolio Type Portfolio Profile

rd rd

Credit Perspective: Construction

1. Annualized first quarter charge-off ratio

(As of 03/31/08, \$ in millions)

Charge-offs increased during Q1 primarily in Construction-to-

Perm loans. Increase in NPLs

driven by Construction-to-Perm and

Residential

Construction \$12,981 million

4.0

39

117.8

0.42 666 26 16 2,135 Residential A&D Commercial 0.2 3 8.5 0.00 1,503 27 26 3,381 Construction 0.7 0 9.6 0.00 788 26 4 589 Commercial A&D 37% 39 42 50% FL**NPL** %\$ 12,981 1,256 2,543 \$ 3,077 03/31/08 Balance 4.5% \$520.6 0.74% 28% 100% Total 32.9 189.0 \$162.8 \$ **NPL** 0.00

1.23 1.66% Q1  $C/O_1$ % Credit Quality Metrics 3.7 795 21 10 Raw Land 3.2 400 30 20 Construction Residential 11.6% 477 31% 24% Construction Perm % 30 +DLQ Avg. Size \$000 s % FL% of

Portfolio Type

Portfolio Profile

Credit Perspective: Loss Mitigation Actions Taken or Planned Residential builder portfolio

Reviews of exposure \$

\$1MM

Client prioritization discipline

Reduced exposure \$1.4B in 2007

New Special Assets group dedicated to Real Estate

Three geographic units

Significant increase in workout officers

Handles homebuilders, large conventional

mortgages and construction to perm mortgages

Wholesale portfolio reviews

Proactive reviews of Wholesale segments of

portfolios

Monthly central credit review of relationships \$

\$100MM

Targeted reviews on industries with signs of

deterioration

Introduced new policy on:

Direct exposure

Indirect exposure

Exception approval

Weekly conference calls on market conditions

Repeated and on-going Home Equity policy changes:

Curbed Wholesale/broker channel originations

Eliminated CLTVs

> 89.9% in broker channel

Additional LTV restrictions for

Declining Markets ,

2

homes

and condos

DTI and Credit score restrictions

Mortgage / Home Equity

Wholesale

Centralized construction to perm administration

Tightened underwriting standards for C/P and lot loans

(restricting LTV, DTI and property type, size and channel)

Tightened underwriting standards on Agency production

Enhancements to automated dialer calling strategies

Standardized more rigorous charge-off procedures

Significantly expanded workout/collections staff

Implemented aggressive loss mitigation program to keep

borrowers in their homes and avoid foreclosure

nd

Financial Performance: Loans & Deposits

(\$ in millions, average balances)

1Q 2008

4Q 2007

4Q 2007

1Q 2007

% Change

Annualized

Commercial

\$ 36,375

4%

```
17%
7%
Real Estate Home Equity Lines
14,603
1
6
               6
Real Estate Construction
12,450
                              -7
-6
              -24
Real Estate 1-4 Family
32,440
               6
                              -5
1
Real Estate Commercial
13,113
2
               7
                              2
Consumer
Direct
4,063
3
              12
-4
Consumer
Indirect
7,646
                   -3
                                 -12
                                                 -6
Credit Card
774
12
49
109
Total Loans
121,464
               5
                             0
Noninterest-Bearing Deposits
20,616
-2
               -6
                             -6
NOW Accounts
21,981
              24
                            11
Money Market Accounts
25,343
                     5
                                   18
                                                 15
Savings
3,917
-6
              -25
                             -22
Consumer Time
17,031
-1
               -3
                              1
Other Time
12,280
-1
-2
1
```

Total Consumer and Commercial Deposits 101,168 2 6 3
Brokered & Foreign Deposits 15,469 -2 -6 -42
Total Deposits \$116,637 1%

-6%

4%

Financial Performance: Net Interest Margin

3.02%

3.10%

3.18%

3.07%

3.13%

1Q 2007

2Q 2007

3Q 2007

4Q 2007

1Q 2008

Margin of 3.07%, Up 5 bps from 1Q 2007, but Down 6 bps from 4Q 2007

Margin pressure from deposit pricing and growing NPAs continues

Seeing early signs of stabilizing DDA

Further expected Fed rate reductions, pricing pressure, and growing NPAs will continue to create downward pressure on net interest margin

As a result we expect some additional compression in 2Q

18				
	Performance:	Provision		
Provision				
\$560.0				
\$356.8	\$147.0	\$104.7		
Net Charge-Offs				
\$297.2	\$168.0	\$103.7	\$	88.3
Net Charge-Off Ratio				
0.97%				
0.55%	0.34%	0.30%		
Net ALLL Increase				
\$262.8	\$188.8	\$ 43.3	\$	16.4

Allowance to Loan Ratio

1.25% 1.05% 0.91% 0.88%

1Q 2008

4Q 2007

3Q 2007

2Q 2007

(\$ in millions)

Provision Expense Drives 20 bps Increase in Allowance to

Loan Ratio

Financial Performance: Noninterest Income

(\$ in millions)

Noninterest Income up 20% over 1Q 2007 and 13% Excluding Net

Gains from Both Periods

1Q 2008

1Q 2007

Change

Noninterest

Income

\$1,058

\$879

20%

71 2

\$877

%

Net Adjustments<sup>1</sup>

Adjusted Noninterest Income

987

13% Reported noninterest income up 20%versus 1Q 2007 driven by solid performance in most fee income businesses Adjusting both years results for net gains results in a 13% increase 1. Adjustment detail included in appendix includes securities gains and losses, Visa and Lighthouse gains, and impacts from a **SAB** 109 \$

Financial Performance: Noninterest Expense

Core Expenses in 1Q 2008 Down Versus 4Q 2007 and Flat

Compared to 1Q 2007

Year over year adjusted expense flat in spite of \$36 million in increased credit costs Sequential quarter adjusted expenses are down even after absorbing \$35 million seasonal increase

in employee benefits expense

- 1. Adjustment detail included in appendix
- 2. Includes operating losses, credit and collections, and other real estate expense

Noninterest

Expense

\$1,255 \$1,455

```
$1,236
-14%
           2%
Net Adjustments
-24
145
-45
Adjusted Noninterest
Expense
              $1,279
$1,310
$1,281
Change
           Change
1Q 2008
4Q 2007
1Q 2007
4Q 2007
1Q 2007
%
%
($ in millions)
-2%
        0%
2
```

1

Summary
Increasing capital and improving liquidity
Raising E goals
Aggressively managing trading asset exposure
Minimizing new credit risk and mitigating existing risk
Growing deposits and prudently increasing loans
Manageable level of margin pressure
Solid noninterest income trends
Strong expense management results

22 Appendix

23
Items Impacting Financial Performance
Revenue
Visa IPO Gain
Other Income
\$ 86
\$ Market Valuation Write-downs
Trading Income
(47)
(477)

Market Valuation Write-downs

Mortgage Production Income (53)(78)Lighthouse Sale Gain Other Income 89 Corporate Real Estate Gain Other Income 37 119 **SAB** 109 Mortgage Production Income 18 MSR Sale Mortgage Servicing Income 19 Other-Than-Temporarily Impaired: AFS Securities Gains/(Losses) (64) Expense Seasonal Employee Benefits **Employee Comp** (35) Net E Nonrecurring Miscellaneous (5) (10)Debt Retirement Other Expense (12)Visa Litigation Other Expense (77)Affordable Housing Expense Other Expense (2) (58)**Income Statement Category** 1Q 2008 Estimated Impact 4Q 2007 Estimated **Impact** (\$ in millions)

```
Noninterest Income Reconciliation ($ in millions)
% %
Change Change
1Q 2008
4Q 2007
1Q 2007
4Q 2007
1Q 2007
Total Noninterest Income
$1,058 $ 576
```

\$879 84%20% Securities Gains/(Losses) 6 **AFS ABS OTTI** Securities Losses -64 VISA IPO 86 Market Valuation Write-downs -287 -561 -9 Trading STI Debt Valuation Write-up 240 84 **Trading** Market Valuation Write-downs -53 -78 -27 Mortgage Production Lighthouse Gain 89 32 Corporate Real Estate Gains 37 119 FAS 157/159 Trading 88 FAS 157/159 Mortgage Production -42 **FAS 91** Mortgage Production<sup>1</sup> -33 **SAB** 109 Mortgage Production 18 Net Adjustments 71

-430

2

Adjusted Noninterest Income \$ 987 \$1,006 \$876 -2% 13%

1. FAS 91 deferral elimination adjustments is reflected as an increase to 1Q 2007 to make comparable to future quarters

```
25
Noninterest Expense Reconciliation
1. FAS 91 deferral elimination increased expenses beginning
in 2Q 2007. 1Q 2007 expenses adjusted upward to provide comparability to
subsequent quarters
Noninterest Expense
             $1,455
$1,255
                           2%
$1,236
              -14%
```

Net E Nonrecurring

5

10

FAS 91 Deferral

```
-37
Visa Litigation Accrual
               77
Debt Retirement
12
Affordable Housing Write-down
             58
Tax Reserve Release
-4
-10
Net Adjustments
-24
145
-45
Adjusted
Noninterest
Expense
$1,279
$1,310
$1,281
               -2%
                         0%
Change
           Change
1Q 2008
            4Q 2007
                        1Q 2007
4Q 2007
1Q 2007
%
\%
($ in millions)
2
```

1

26

Outlook

Economic Outlook

Expect a weak economy in the short-term with the possibility that weakness could extend into 2009

Expect home values to decline further

Risk

Looking at current NPL s and delinquency queues, and recognizing that our foresight is constrained by economic uncertainty, expect

charge-offs

to

increase

in

the 2nd quarter by 15%-20% from the \$300 million recorded in the 1st quarter. Deterioration has slowed and we believe ultimate losses will be manageable within our current capital, liquidity and earnings framework. Looking at the portfolio trends and potential future scenarios, we believe we should experience lower charge-offs in the second the year provided that the economy and home prices do not deteriorate too far or fast from here. Expect that some additional reserve building will be required; however, after increasing the reserve ratio by a combined 34 base in the last two quarters, including 20 bps in the quarter, we expect that future quarterly increases will be at much slower pace. 94% of the residential mortgage

portfolio shows a

decrease in 60+

we view this

delinquencies

as
a
leading
indicator
of
potentially
lower future NPL s
and subsequent charge-offs.
We expect the home equity line portfolio to continue to produce significant charge-offs at least for the next few quarters as 30
delinquency has ticked up since December and as home values remain soft. There are some mitigating factors which suggest
offs could stabilize: reductions in the prime rate are materially lowering payments, approximately two-thirds of the portfolio c
perform
well,
and
while
30+
delinquency
ticked
up
from
December,
the
rate
of
increase
has
slowed.
We expect the construction to permanent portfolio to rapidly decline over the next year. Charge-offs in the book should peak
next 3 to 6 months and decline after that as the portfolio runs-off.
Residential construction loans will continue to show increasing problems in our softer markets.
Aggressively managing trading assets, reducing exposure to acquired securities. Aggregate portfolio reduction will continue,
slower rate; at a minimum, exposure is expected to be reduced below \$1.4 billion by the end of the second quarter. We believ
carrying these securities at appropriate values; however, markets remain volatile and further valuation adjustments up or down
possible.
1.
Actual
results
could
differ

materially from those contained in or implied by such statements a list of important factors that could affect actual results are

listed on slide 1

1

27

Outlook

**Balance Sheet** 

There are early indications of DDA stabilization

Early signs indicated a cyclical shift in commercial client balances out of sweep accounts and into DDAs Long-term Tier 1 target remains 7.5%

Expect transactions involving The Coca-Cola Company equity holdings to be complete in the second quarter of 2008 Anticipate minimum Tier 1 capital increase of approximately \$1 billion from The Coca-Cola Company equity holdings transactions, which would add roughly 65 basis points to the Tier 1 ratio on a pro-forma basis

Anticipate reassessing the appropriateness of long-term Tier 1 target of 7.5% in a post transaction environment Revenue & Expense

Realization of the full impact of the first quarter Fed rate reductions, continuing deposit pricing competition, growing NPA s,

and the potential for additional Fed cuts all point to further margin compression in the second quarter Anticipate stabilization and possible expansion of margin in the second half of 2008 if deposit pricing pressures and volumes improve, despite the continuing potential for rising NPA s Expect to achieve run-rate savings of \$500 million in 2008 Increased overall E program goal to \$600 million in run-rate savings during 2009 The bulk of the growth in Ε savings going forward will be generated by Supplier Management, Outsourcing, and **Process** Reengineering 1. Actual results could differ

materially

from those contained in or implied by such statements a list of important factors that could affect actual results are listed on slide 1 1

2 2