

SUNTRUST BANKS INC  
Form 10-Q  
November 08, 2013

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

✓ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2013

or

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF  
1934

Commission File Number 001-08918

SUNTRUST BANKS, INC.  
(Exact name of registrant as specified in its charter)

Georgia  
(State or other jurisdiction  
of incorporation or organization)  
303 Peachtree Street, N.E., Atlanta, Georgia 30308  
(Address of principal executive offices) (Zip Code)  
(404) 588-7711  
(Registrant's telephone number, including area code)

58-1575035  
(I.R.S. Employer  
Identification No.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ✓ No ☐  
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

✓ Yes ☐ No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  x

Accelerated filer  o

Non-accelerated filer  o (Do not check if a smaller reporting company)

Smaller reporting company  o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes ☐ No ✓

At November 1, 2013, 536,082,029 shares of the Registrant's Common Stock, \$1.00 par value, were outstanding.



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GLOSSARY OF DEFINED TERMS

ABS — Asset-backed securities.  
ACH — Automated clearing house.  
AFS — Available for sale.  
AIP — Annual Incentive Plan.  
ALCO — Asset/Liability Management Committee.  
ALM — Asset/Liability Management.  
ALLL — Allowance for loan and lease losses.  
AOCI — Accumulated other comprehensive income.  
ARS — Auction rate securities.  
ASU — Accounting standards update.  
ATE — Additional termination event.  
ATM — Automated teller machine.  
Bank — SunTrust Bank.  
Basel III — The third Basel Accord developed by the BCBS to strengthen existing regulatory capital requirements.  
BCBS — Basel Committee on Banking Supervision.  
Board — The Company's Board of Directors.  
C&I — Commercial and Industrial.  
CCAR — Comprehensive Capital Analysis and Review.  
CDO — Collateralized debt obligation.  
CD — Certificate of deposit.  
CDS — Credit default swaps.  
CEO — Chief Executive Officer.  
CFO — Chief Financial Officer.  
CIB — Corporate and Investment Banking.  
Class A shares — Visa Inc. Class A common stock.  
Class B shares — Visa Inc. Class B common stock.  
CLO — Collateralized loan obligation.  
Coke — The Coca-Cola Company.  
Company — SunTrust Banks, Inc.  
CP — Commercial paper.  
CRE — Commercial real estate.  
CSA — Credit support annex.  
DBRS — DBRS, Inc.  
DDA — Demand deposit account.  
DFAST — Dodd-Frank Act Stress Test.  
Dodd-Frank Act — The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010.  
DTA — Deferred tax asset.  
EPS — Earnings per share.  
ERISA — Employee Retirement Income Security Act of 1974.  
Exchange Act — Securities Exchange Act of 1934.  
FASB — Financial Accounting Standards Board.  
FDIC — The Federal Deposit Insurance Corporation.  
Federal Reserve — The Board of Governors of the Federal Reserve System.

Fed funds — Federal funds.  
FFELP — Federal Family Education Loan Program.  
FHA — Federal Housing Administration.  
FHLB — Federal Home Loan Bank.  
FICO — Fair Isaac Corporation.  
Fitch — Fitch Ratings Ltd.  
Form 8-K items - Items disclosed in Form 8-K that was filed with the SEC on September 6, 2012 or October 10, 2013.  
FRB — Federal Reserve Board.  
FTE — Fully taxable-equivalent.  
FVO — Fair value option.  
GenSpring — GenSpring Family Offices, LLC.  
GSE — Government-sponsored enterprise.  
HAMP — Home Affordable Modification Program.  
HARP — Home Affordable Refinance Program.  
HUD — U.S. Department of Housing and Urban Development.  
IIS — Institutional Investment Solutions.  
IPO — Initial public offering.  
IRLC — Interest rate lock commitment.  
IRS — Internal Revenue Service.  
ISDA — International Swaps and Derivatives Association.  
LCR — Liquidity coverage ratio.  
LGD — Loss given default.  
LHFI — Loans held for investment.  
LHFI-FV — Loans held for investment carried at fair value.  
LHFS — Loans held for sale.  
LIBOR — London InterBank Offered Rate.  
LOCOM — Lower of cost or market.  
LTI — Long-term incentive.  
LTV — Loan to value.  
MBS — Mortgage-backed securities.  
MD&A — Management's Discussion and Analysis of Financial Condition and Results of Operations.  
Moody's — Moody's Investors Service.  
MRA — Master Repurchase Agreement.  
MRMG — Model Risk Management Group.  
MSR — Mortgage servicing right.  
MVE — Market value of equity.  
NOW — Negotiable order of withdrawal account.  
NOL — Net operating loss.  
NPA — Nonperforming assets.  
NPL — Nonperforming loan.  
OCC — Office of the Comptroller of the Currency.  
OCI — Other comprehensive income.  
OIG — Office of Inspector General.  
OREO — Other real estate owned.

OTC — Over-the-counter.  
OTTI — Other-than-temporary impairment.  
Parent Company — SunTrust Banks, Inc., the parent Company of SunTrust Bank and other subsidiaries of SunTrust Banks, Inc.  
PD — Probability of default.  
QSPE — Qualifying special-purpose entity.  
RidgeWorth — RidgeWorth Capital Management, Inc.  
ROA — Return on average total assets.  
ROE — Return on average common shareholders' equity.  
RSU — Restricted stock unit.  
RWA — Risk-weighted assets.  
S&P — Standard and Poor's.  
SBA — Small Business Administration.  
SCAP — Supervisory Capital Assessment Program.  
SEC — U.S. Securities and Exchange Commission.  
SERP — Supplemental Executive Retirement Plan.  
SPE — Special purpose entity.  
STIS — SunTrust Investment Services, Inc.  
STM — SunTrust Mortgage, Inc.  
STRH — SunTrust Robinson Humphrey, Inc.  
SunTrust — SunTrust Banks, Inc.  
SunTrust Community Capital — SunTrust Community Capital, LLC.  
TDR — Troubled debt restructuring.  
TRS — Total return swaps.  
U.S. — United States.  
U.S. GAAP — Generally Accepted Accounting Principles in the United States.  
U.S. Treasury — The United States Department of the Treasury.  
UPB — Unpaid principal balance.  
UTB — Unrecognized tax benefit.  
VA — Veterans Administration.  
VAR — Value at risk.  
VI — Variable interest.  
VIE — Variable interest entity.  
Visa — The Visa, U.S.A. Inc. card association or its affiliates, collectively.  
Visa Counterparty — a financial institution which purchased the Company's Visa Class B shares.  
W&IM — Wealth and Investment Management.

## PART I - FINANCIAL INFORMATION

The following unaudited financial statements have been prepared in accordance with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X, and accordingly do not include all of the information and footnotes required by U.S. GAAP for complete financial statements. However, in the opinion of management, all adjustments (consisting only of normal recurring adjustments) considered necessary to comply with Regulation S-X have been included. Operating results for the three and nine months ended September 30, 2013, are not necessarily indicative of the results that may be expected for the full year ending December 31, 2013.

## Item 1. FINANCIAL STATEMENTS (UNAUDITED)

## SunTrust Banks, Inc.

## Consolidated Statements of Income

(Dollars in millions and shares in thousands, except per share data) (Unaudited)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
<b>Interest Income</b>				
Interest and fees on loans	\$1,148	\$1,257	\$3,474	\$3,820
Interest and fees on loans held for sale	30	29	90	84
Interest and dividends on securities available for sale <sup>1</sup>	143	144	429	519
Trading account interest and other	18	15	52	48
<b>Total interest income</b>	<b>1,339</b>	<b>1,445</b>	<b>4,045</b>	<b>4,471</b>
<b>Interest Expense</b>				
Interest on deposits	70	98	224	342
Interest on long-term debt	52	66	156	244
Interest on other borrowings	9	10	25	29
<b>Total interest expense</b>	<b>131</b>	<b>174</b>	<b>405</b>	<b>615</b>
<b>Net interest income</b>	<b>1,208</b>	<b>1,271</b>	<b>3,640</b>	<b>3,856</b>
Provision for credit losses	95	450	453	1,067
<b>Net interest income after provision for credit losses</b>	<b>1,113</b>	<b>821</b>	<b>3,187</b>	<b>2,789</b>
<b>Noninterest Income</b>				
Service charges on deposit accounts	168	172	492	504
Trust and investment management income	133	127	387	387
Retail investment services	68	60	198	180
Other charges and fees	91	97	277	305
Investment banking income	99	83	260	230
Trading income	33	19	124	145
Card fees	77	74	231	239
Mortgage production related (loss)/income	(10)	(64)	282	102
Mortgage servicing related income	11	64	50	215
Net securities gains <sup>2</sup>	—	1,941	2	1,973
Other noninterest income/(loss)	10	(31)	98	78
<b>Total noninterest income</b>	<b>680</b>	<b>2,542</b>	<b>2,401</b>	<b>4,358</b>
<b>Noninterest Expense</b>				
Employee compensation	611	670	1,856	1,977
Employee benefits	71	110	322	363
Outside processing and software	190	171	555	527
Net occupancy expense	86	92	261	267
Regulatory assessments	45	67	140	179
Equipment expense	45	49	136	140
Operating losses	350	71	461	200
Credit and collection services	139	65	224	181
Marketing and customer development	34	75	95	134
Other staff expense	22	41	46	75
Amortization/impairment of intangible assets/goodwill	6	17	18	39
Other real estate expense	4	30	4	133

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Net loss on debt extinguishment	—	2	—	15
Other noninterest expense	140	266	385	583
Total noninterest expense	1,743	1,726	4,503	4,813
Income before (benefit)/provision for income taxes	50	1,637	1,085	2,334
(Benefit)/provision for income taxes	(146	) 551	151	710
Net income including income attributable to noncontrolling interest	196	1,086	934	1,624
Net income attributable to noncontrolling interest	7	9	16	22
Net income	\$189	\$1,077	\$918	\$1,602
Net income available to common shareholders	\$179	\$1,066	\$884	\$1,581
Net income per average common share:				
Diluted	\$0.33	\$1.98	\$1.64	\$2.94
Basic	0.33	1.99	1.65	2.96
Dividends declared per common share	0.10	0.05	0.25	0.15
Average common shares - diluted	538,850	538,699	539,488	537,538
Average common shares - basic	533,829	534,506	534,887	533,859

<sup>1</sup> Includes dividends on Coke common stock of \$31 million during the nine months ended September 30, 2012.

<sup>2</sup> Total OTTI was \$0 million for the three months ended September 30, 2013 and 2012. Of total OTTI, losses of \$0 million and \$3 million were recognized in earnings, and gains of \$0 million and \$3 million were recognized as non-credit-related OTTI in OCI for the three months ended September 30, 2013 and 2012, respectively. Total OTTI was \$0 million for the nine months ended September 30, 2013 and 2012. Of total OTTI, losses of \$1 million and \$7 million were recognized in earnings, and gains of \$1 million and \$7 million were recognized as non-credit-related OTTI in OCI for the nine months ended September 30, 2013 and 2012, respectively.

See Notes to Consolidated Financial Statements (unaudited).



## SunTrust Banks, Inc.

## Consolidated Statements of Comprehensive Income/(Loss)

(Dollars in millions) (Unaudited)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
Net income	\$189	\$1,077	\$918	\$1,602
Components of other comprehensive loss:				
Change in net unrealized gains on securities, net of tax of (\$7), (\$795), (\$272), and (\$688), respectively	(11	) (1,448	) (466	) (1,256
Change in net unrealized gains on derivatives, net of tax of (\$15), \$111, (\$111), and \$15, respectively	(26	) 204	(189	) 34
Change related to employee benefit plans, net of tax of \$3, \$3, \$18, and (\$13), respectively	4	5	30	(23
Total other comprehensive loss	(33	) (1,239	) (625	) (1,245
Total comprehensive income/(loss)	\$156	(\$162	) \$293	\$357

See Notes to Consolidated Financial Statements (unaudited).

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SunTrust Banks, Inc.  
Consolidated Balance Sheets

(Dollars in millions and shares in thousands) (Unaudited)	September 30, 2013	December 31, 2012
Assets		
Cash and due from banks	\$3,041	\$7,134
Federal funds sold and securities borrowed or purchased under agreements to resell	1,222	1,101
Interest-bearing deposits in other banks	23	22
Cash and cash equivalents	4,286	8,257
Trading assets (includes encumbered securities pledged against repurchase agreements of \$764 and \$727 at September 30, 2013 and December 31, 2012, respectively)	5,731	6,049
Securities available for sale	22,626	21,953
Loans held for sale <sup>1</sup> (\$2,240 and \$3,243 at fair value at September 30, 2013 and December 31, 2012, respectively)	2,462	3,399
Loans <sup>2</sup> (\$316 and \$379 at fair value at September 30, 2013 and December 31, 2012, respectively)	124,340	121,470
Allowance for loan and lease losses	(2,071)	(2,174)
Net loans	122,269	119,296
Premises and equipment	1,515	1,564
Goodwill	6,369	6,369
Other intangible assets (MSRs at fair value: \$1,248 and \$899 at September 30, 2013 and December 31, 2012, respectively)	1,287	956
Other real estate owned	196	264
Other assets	5,036	5,335
Total assets	\$171,777	\$173,442
Liabilities and Shareholders' Equity		
Noninterest-bearing consumer and commercial deposits	\$39,006	\$39,481
Interest-bearing consumer and commercial deposits	87,855	90,699
Total consumer and commercial deposits	126,861	130,180
Brokered time deposits (CDs at fair value: \$784 and \$832 at September 30, 2013 and December 31, 2012, respectively)	2,022	2,136
Total deposits	128,883	132,316
Funds purchased	934	617
Securities sold under agreements to repurchase	1,574	1,574
Other short-term borrowings	4,479	3,303
Long-term debt <sup>3</sup> (\$1,593 and \$1,622 at fair value at September 30, 2013 and December 31, 2012, respectively)	9,985	9,357
Trading liabilities	1,264	1,161
Other liabilities	3,588	4,129
Total liabilities	150,707	152,457
Preferred stock, no par value	725	725
Common stock, \$1.00 par value	550	550
Additional paid in capital	9,117	9,174
Retained earnings	11,573	10,817
Treasury stock, at cost, and other <sup>4</sup>	(579)	(590)
Accumulated other comprehensive (loss)/income, net of tax	(316)	309
Total shareholders' equity	21,070	20,985
Total liabilities and shareholders' equity	\$171,777	\$173,442

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Common shares outstanding	537,549	538,959
Common shares authorized	750,000	750,000
Preferred shares outstanding	7	7
Preferred shares authorized	50,000	50,000
Treasury shares of common stock	12,372	10,962
<sup>1</sup> Includes loans held for sale, at fair value, of consolidated VIEs	\$314	\$319
<sup>2</sup> Includes loans of consolidated VIEs	336	365
<sup>3</sup> Includes debt of consolidated VIEs (\$284 and \$286 at fair value at September 30, 2013 and December 31, 2012, respectively)	634	666
<sup>4</sup> Includes noncontrolling interest held	116	114

See Notes to Consolidated Financial Statements (unaudited).

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## SunTrust Banks, Inc.

## Consolidated Statements of Shareholders' Equity

(Dollars and shares in millions, except per share data) (Unaudited)	Preferred Stock	Common Shares Outstanding	Common Stock	Additional Paid in Capital	Retained Earnings	Treasury Stock and Other <sup>1</sup>	Accumulated	Total
							Other Comprehensive Income <sup>2</sup> (Loss)/	
Balance, January 1, 2012	\$275	537	\$550	\$9,306	\$8,978	(\$792 )	\$1,749	\$20,066
Net income	—	—	—	—	1,602	—	—	1,602
Other comprehensive loss	—	—	—	—	—	—	(1,245 )	(1,245 )
Change in noncontrolling interest	—	—	—	—	—	7	—	7
Common stock dividends, \$0.15 per share	—	—	—	—	(81 )	—	—	(81 )
Preferred stock dividends, \$3,056 per share	—	—	—	—	(8 )	—	—	(8 )
Exercise of stock options and stock compensation expense	—	1	—	(35 )	—	51	—	16
Restricted stock activity	—	1	—	(64 )	—	69	—	5
Amortization of restricted stock compensation	—	—	—	—	—	22	—	22
Issuance of stock for employee benefit plans and other	—	—	—	(12 )	—	27	—	15
Balance, September 30, 2012	\$275	539	\$550	\$9,195	\$10,491	(\$616 )	\$504	\$20,399
Balance, January 1, 2013	\$725	539	\$550	\$9,174	\$10,817	(\$590 )	\$309	\$20,985
Net income	—	—	—	—	918	—	—	918
Other comprehensive loss	—	—	—	—	—	—	(625 )	(625 )
Change in noncontrolling interest	—	—	—	—	—	2	—	2
Common stock dividends, \$0.25 per share	—	—	—	—	(134 )	—	—	(134 )
Preferred stock dividends <sup>3</sup>	—	—	—	—	(28 )	—	—	(28 )
Acquisition of treasury stock	—	(3 )	—	—	—	(100 )	—	(100 )
Exercise of stock options and stock compensation expense	—	1	—	(24 )	—	40	—	16
Restricted stock activity	—	1	—	(35 )	—	40	—	5
Amortization of restricted stock compensation	—	—	—	—	—	24	—	24
Issuance of stock for employee benefit plans and other	—	—	—	2	—	5	—	7
Balance, September 30, 2013	\$725	538	\$550	\$9,117	\$11,573	(\$579 )	(\$316 )	\$21,070

<sup>1</sup> At September 30, 2013, includes (\$636) million for treasury stock, (\$59) million for compensation element of restricted stock, and \$116 million for noncontrolling interest.

At September 30, 2012, includes (\$673) million for treasury stock, (\$57) million for compensation element of restricted stock, and \$114 million for noncontrolling interest.

<sup>2</sup> Components of AOCI at September 30, 2013, included \$54 million in unrealized net gains on AFS securities, \$342 million in unrealized net gains on derivative financial instruments, and (\$712) million related to employee benefit plans. At September 30, 2012, components included \$607 million in unrealized net gains on AFS securities, \$603 million in unrealized net gains on derivative financial instruments, and (\$706) million related to employee benefit plans.

<sup>3</sup> Dividends were \$3,044 per share for Perpetual Preferred Stock Series A and B and \$4,325 per share for Perpetual Preferred Stock Series E for the nine months ended September 30, 2013.

See Notes to Consolidated Financial Statements (unaudited).

## SunTrust Banks, Inc.

## Consolidated Statements of Cash Flows

	Nine Months Ended September 30	
(Dollars in millions) (Unaudited)	2013	2012
<b>Cash Flows from Operating Activities</b>		
Net income including income attributable to noncontrolling interest	\$934	\$1,624
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation, amortization, and accretion	542	567
Origination of mortgage servicing rights	(302)	(244)
Provisions for credit losses and foreclosed property	495	1,191
Mortgage repurchase provision	102	701
Stock option compensation and amortization of restricted stock compensation	25	26
Net securities gains	(2)	(1,973)
Net gain on sale of loans held for sale, loans, and other assets	(169)	(839)
Net decrease/(increase) in loans held for sale	1,200	(199)
Net (increase)/decrease in other assets	(95)	393
Net decrease in other liabilities	(148)	(339)
Net cash provided by operating activities	2,582	908
<b>Cash Flows from Investing Activities</b>		
Proceeds from maturities, calls, and paydowns of securities available for sale	4,672	5,431
Proceeds from sales of securities available for sale	529	4,195
Purchases of securities available for sale	(6,744)	(3,097)
Net increase in loans, including purchases of loans	(4,525)	(4,390)
Proceeds from sales of loans	730	1,572
Capital expenditures	(104)	(168)
Payments related to acquisitions, including contingent consideration	—	(13)
Proceeds from the sale of other real estate owned and other assets	403	427
Net cash (used in)/provided by investing activities	(5,039)	3,957
<b>Cash Flows from Financing Activities</b>		
Net decrease in total deposits	(3,433)	(696)
Net increase/(decrease) in funds purchased, securities sold under agreements to repurchase, and other short-term borrowings	1,493	(2,645)
Proceeds from the issuance of long-term debt	747	4,000
Repayment of long-term debt	(77)	(4,359)
Repurchase of common stock	(100)	—
Common and preferred dividends paid	(162)	(89)
Stock option activity	18	22
Net cash used in financing activities	(1,514)	(3,767)
Net (decrease)/increase in cash and cash equivalents	(3,971)	1,098
Cash and cash equivalents at beginning of period	8,257	4,509
Cash and cash equivalents at end of period	\$4,286	\$5,607
<b>Supplemental Disclosures:</b>		
Loans transferred from loans held for sale to loans	\$28	\$34
Loans transferred from loans to loans held for sale	200	3,112
Loans transferred from loans and loans held for sale to other real estate owned	197	304

See Notes to Consolidated Financial Statements (unaudited).



Notes to Consolidated Financial Statements (Unaudited)

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The unaudited consolidated financial statements have been prepared in accordance with U.S. GAAP for interim financial information. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete consolidated financial statements. In the opinion of management, all adjustments, consisting only of normal recurring adjustments, which are necessary for a fair presentation of the results of operations in these financial statements, have been made.

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could vary from these estimates. Certain reclassifications have been made to prior period amounts to conform to the current period presentation.

The Company evaluated subsequent events through the date its financial statements were issued.

These financial statements should be read in conjunction with the Company's 2012 Annual Report on Form 10-K. There have been no significant changes to the Company's accounting policies as disclosed in the Company's 2012 Annual Report on Form 10-K.

Accounting Policies Recently Adopted and Pending Accounting Pronouncements

In December 2011, the FASB issued ASU 2011-11, "Balance Sheet (Topic 210): Disclosures about Offsetting Assets and Liabilities." The ASU requires additional disclosures about financial instruments and derivative instruments that are offset or subject to an enforceable master netting arrangement or similar agreement. In January 2013, the FASB issued ASU 2013-01, "Balance Sheet (Topic 210): Clarifying the Scope of Disclosures about Offsetting Assets and Liabilities", which more narrowly defined the scope of financial instruments to only include derivatives, repurchase and reverse repurchase agreements, and securities borrowing and lending transactions. The Company adopted these ASUs as of January 1, 2013, and the adoption did not have an impact on the Company's financial position, results of operations, or EPS. See Note 2, "Federal Funds Sold and Securities Borrowed or Purchased under Agreements to Resell" and Note 11, "Derivative Financial Instruments."

In February 2013, the FASB issued ASU 2013-02, "Comprehensive Income (Topic 220): Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income" which provides disclosure guidance on amounts reclassified out of AOCI by component. The Company adopted the ASU as of January 1, 2013, and the adoption did not have an impact on the Company's financial position, results of operations, or EPS. See Note 16, "Accumulated Other Comprehensive Income."

In March 2013, the FASB issued ASU 2013-04, "Liabilities (Topic 405): Obligations Resulting from Joint and Several Liability Arrangements for Which the Total Amount of the Obligation Is Fixed at the Reporting Date (a consensus of the FASB Emerging Issues Task Force)." The ASU requires additional disclosures about joint and several liability arrangements and requires the Company to measure obligations resulting from joint and several liability arrangements as the sum of the amount the Company agreed to pay on the basis of its arrangement among its co-obligors and any additional amount the Company expects to pay on behalf of its co-obligors. The ASU is effective for the fiscal years and interim periods beginning after December 15, 2013. The Company is evaluating the impact of the ASU; however, it is not expected to have a significant impact on the Company's financial position, results of operations, or EPS.

In June 2013, the FASB issued ASU 2013-08, "Financial Services—Investment Companies (Topic 946): Amendments to the Scope, Measurement, and Disclosure Requirements." The ASU clarifies the characteristics of an investment company and requires an investment company to measure noncontrolling ownership interests in other investment



companies at fair value rather than using the equity method of accounting. The ASU is effective for the fiscal years and interim periods beginning after December 15, 2013. The Company is evaluating the impact of the ASU; however, it is not expected to have a significant impact on the Company's financial position, results of operations, or EPS.

In July 2013, the FASB issued ASU 2013-10, "Derivatives and Hedging (Topic 815): Inclusion of the Fed Funds Effective Swap Rate (or Overnight Index Swap Rate) as a Benchmark Interest Rate for Hedge Accounting Purposes (a consensus of the Emerging Issues Task Force)." The ASU permits the Fed Funds Effective Swap Rate (OIS) to be used as a benchmark interest rate for hedge accounting purposes, in addition to U.S. Treasury rates, and LIBOR. The amendments also remove the restriction on using different benchmark rates for similar hedges. The ASU was effective prospectively for qualifying new or

## Notes to Consolidated Financial Statements (Unaudited), continued

redesignated hedging relationships entered into on or after July 17, 2013. The ASU has no impact on the Company's current hedging relationships and, thus, no impact on the Company's financial position, results of operations, or EPS.

In July 2013, the FASB issued ASU 2013-11, "Income Taxes (Topic 740): Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists (a consensus of the Emerging Issues Task Force)." Prior to this ASU, U.S. GAAP did not include explicit guidance on the financial statement presentation of a UTB when a NOL carryforward, a similar tax loss, or a tax credit carryforward exists. The ASU requires, with limited exceptions, that a UTB, or a portion of a UTB, should be presented in the financial statements as a reduction to a DTA for a NOL carryforward, a similar tax loss, or a tax credit carryforward. The ASU is effective for fiscal years and interim periods beginning after December 15, 2013. As early adoption is permitted, the Company adopted this ASU upon issuance and it resulted in an immaterial reclassification within liabilities in the Consolidated Balance Sheets. As this ASU only impacts financial statement presentation and related footnote disclosures, there will be no impact on the Company's financial position, results of operations, or EPS.

#### NOTE 2 - FEDERAL FUNDS SOLD AND SECURITIES BORROWED OR PURCHASED UNDER AGREEMENTS TO RESELL

Fed funds sold and securities borrowed or purchased under agreements to resell were as follows:

(Dollars in millions)	September 30, 2013	December 31, 2012
Fed funds	\$97	\$29
Securities borrowed	241	155
Resell agreements	884	917
Total fed funds sold and securities borrowed or purchased under agreements to resell	\$1,222	\$1,101

Securities purchased under agreements to resell are primarily collateralized by U.S. government or agency securities and are carried at the amounts at which securities will be subsequently resold. Securities borrowed are primarily collateralized by corporate securities. The Company takes possession of all securities purchased under agreements to resell and securities borrowed and performs the appropriate margin evaluation on the acquisition date based on market volatility, as necessary. It is the Company's policy to obtain possession of collateral with a fair value between 95% to 110% of the principal amount loaned under resale and securities borrowing agreements. The total market value of the collateral held was \$1.1 billion at both September 30, 2013 and December 31, 2012, of which \$263 million and \$246 million was repledged, respectively.

The Company has also pledged \$764 million and \$727 million of trading assets to secure \$756 million and \$703 million of repurchase agreements at September 30, 2013 and December 31, 2012, respectively.

#### Netting of Securities - Repurchase and Resell Agreements

The Company has various financial assets and financial liabilities that are subject to enforceable master netting agreements or similar agreements. The Company's derivatives that are subject to enforceable master netting agreements or similar agreements are discussed in Note 11, "Derivative Financial Instruments." Securities purchased under agreements to resell and securities sold under agreements to repurchase are governed by a MRA. Under the terms of the MRA, all transactions between the Company and the counterparty constitute a single business relationship such that in the event of default, the nondefaulting party is entitled to set off claims and apply property held by that party in respect of any transaction against obligations owed. Any payments, deliveries, or other transfers

may be applied against each other and netted. These amounts are limited to the contract asset/liability balance, and accordingly, do not include excess collateral received/pledged.

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Notes to Consolidated Financial Statements (Unaudited), continued

The following table presents the Company's eligible securities borrowed or purchased under agreements to resell and securities sold under agreements to repurchase at September 30, 2013 and December 31, 2012:

(Dollars in millions)	Gross Amount	Amount Offset	Net Amount Presented in Consolidated Balance Sheets	Held/Pledged Financial Instruments	Net Amount
September 30, 2013					
Financial assets:					
Securities borrowed or purchased under agreements to resell	\$1,125	\$—	\$1,125	<sup>1, 2</sup> \$1,117	\$8
Financial liabilities:					
Securities sold under agreements to repurchase	1,574	—	1,574	<sup>1</sup> 1,574	—
December 31, 2012					
Financial assets:					
Securities borrowed or purchased under agreements to resell	\$1,072	\$—	\$1,072	<sup>1, 2</sup> \$1,069	\$3
Financial liabilities:					
Securities sold under agreements to repurchase	1,574	—	1,574	<sup>1</sup> 1,574	—

<sup>1</sup> None of the Company's repurchase and reverse repurchase transactions met the right of setoff criteria at September 30, 2013 and December 31, 2012.

<sup>2</sup> Excludes \$97 million and \$29 million of Fed funds sold which are not subject to a master netting agreement at September 30, 2013 and December 31, 2012, respectively.

NOTE 3 – SECURITIES AVAILABLE FOR SALE

Securities Portfolio Composition

(Dollars in millions)	September 30, 2013			
	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value
U.S. Treasury securities	\$792	\$7	\$28	\$771
Federal agency securities	2,167	53	49	2,171
U.S. states and political subdivisions	239	8	2	245
MBS - agency	18,223	449	314	18,358
MBS - private	167	1	2	166
ABS	95	2	1	96
Corporate and other debt securities	40	3	—	43
Other equity securities <sup>1</sup>	775	1	—	776
Total securities AFS	\$22,498	\$524	\$396	\$22,626
December 31, 2012				
(Dollars in millions)	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value
U.S. Treasury securities	\$212	\$10	\$—	\$222
Federal agency securities	1,987	85	3	2,069
U.S. states and political subdivisions	310	15	5	320

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MBS - agency	17,416	756	3	18,169
MBS - private	205	4	—	209
ABS	214	5	3	216
Corporate and other debt securities	42	4	—	46
Other equity securities <sup>1</sup>	701	1	—	702
Total securities AFS	\$21,087	\$880	\$14	\$21,953

<sup>1</sup>At September 30, 2013, other equity securities was comprised of the following: \$266 million in FHLB of Atlanta stock, \$402 million in Federal Reserve Bank stock, \$107 million in mutual fund investments, and \$1 million of other. At December 31, 2012, other equity securities was comprised of the following: \$229 million in FHLB of Atlanta stock, \$402 million in Federal Reserve Bank stock, \$69 million in mutual fund investments, and \$2 million of other.

## Notes to Consolidated Financial Statements (Unaudited), continued

The following table presents interest and dividends on securities AFS:

(Dollars in millions)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
Taxable interest	\$132	\$132	\$397	\$454
Tax-exempt interest	3	4	8	12
Dividends <sup>1</sup>	8	8	24	53
Total interest and dividends	\$143	\$144	\$429	\$519

<sup>1</sup>Includes dividends on Coke common stock of \$31 million for the nine months ended September 30, 2012.

Securities AFS that were pledged to secure public deposits, repurchase agreements, trusts, and other funds had a fair value of \$10.0 billion and \$10.6 billion at September 30, 2013 and December 31, 2012, respectively. At September 30, 2013 and December 31, 2012, there were no securities AFS pledged under secured borrowing arrangements under which the secured party has possession of the collateral and would customarily sell or repledge that collateral, other than in an event of default of the Company.

The amortized cost and fair value of investments in debt securities at September 30, 2013, by estimated average life, are shown below. Actual cash flows may differ from estimated average lives and contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties.

(Dollars in millions)	Distribution of Maturities					Total
	1 Year or Less	1-5 Years	5-10 Years	After 10 Years		
<b>Amortized Cost:</b>						
U.S. Treasury securities	\$1	\$201	\$590	\$—		\$792
Federal agency securities	41	1,410	563	153		2,167
U.S. states and political subdivisions	97	89	9	44		239
MBS - agency	1,730	9,369	3,795	3,329		18,223
MBS - private	—	160	7	—		167
ABS	74	20	1	—		95
Corporate and other debt securities	—	22	18	—		40
Total debt securities	\$1,943	\$11,271	\$4,983	\$3,526		\$21,723
<b>Fair Value:</b>						
U.S. Treasury securities	\$1	\$208	\$562	\$—		\$771
Federal agency securities	41	1,458	523	149		2,171
U.S. states and political subdivisions	99	93	10	43		245
MBS - agency	1,824	9,677	3,717	3,140		18,358
MBS - private	—	159	7	—		166
ABS	73	21	2	—		96
Corporate and other debt securities	—	25	18	—		43
Total debt securities	\$2,038	\$11,641	\$4,839	\$3,332		\$21,850
Weighted average yield <sup>1</sup>	2.89	% 2.93	% 2.20	% 2.69	% 2.72	%

<sup>1</sup>Average yields are based on amortized cost and presented on a FTE basis.

## Securities in an Unrealized Loss Position

The Company held certain investment securities where amortized cost exceeded fair market value, resulting in unrealized loss positions. Market changes in interest rates and credit spreads may result in temporary unrealized losses as the market price of securities fluctuates. At September 30, 2013, the Company did not intend to sell these securities nor was it more-likely-than-not that the Company would be required to sell these securities before their anticipated recovery or maturity. The Company has reviewed its portfolio for OTTI in accordance with the accounting policies in the Company's 2012 Annual Report on Form 10-K.

## Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	September 30, 2013					
	Less than twelve months		Twelve months or longer		Total Fair Value	Unrealized Losses
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses		
Temporarily impaired securities:						
U.S. Treasury securities	\$563	\$28	\$—	\$—	\$563	\$28
Federal agency securities	637	48	18	1	655	49
U.S. states and political subdivisions	—	—	20	2	20	2
MBS - agency	7,147	311	84	3	7,231	314
ABS	—	—	13	1	13	1
Total temporarily impaired securities	8,347	387	135	7	8,482	394
OTTI securities <sup>1</sup> :						
MBS - private	113	2	—	—	113	2
Total OTTI securities	113	2	—	—	113	2
Total impaired securities	\$8,460	\$389	\$135	\$7	\$8,595	\$396

(Dollars in millions)	December 31, 2012					
	Less than twelve months		Twelve months or longer		Total Fair Value	Unrealized Losses
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses		
Temporarily impaired securities:						
Federal agency securities	\$298	\$3	\$—	\$—	\$298	\$3
U.S. states and political subdivisions	1	—	24	5	25	5
MBS - agency	1,212	3	—	—	1,212	3
ABS	—	—	13	2	13	2
Total temporarily impaired securities	1,511	6	37	7	1,548	13
OTTI securities <sup>1</sup> :						
ABS	—	—	3	1	3	1
Total OTTI securities	—	—	3	1	3	1
Total impaired securities	\$1,511	\$6	\$40	\$8	\$1,551	\$14

<sup>1</sup>Includes OTTI securities for which credit losses have been recorded in earnings in current or prior periods.

Unrealized losses on securities that have been in a temporarily impaired position for longer than twelve months included municipal ARS, federal agency securities, agency MBS, and one ABS collateralized by 2004 vintage home equity loans. The municipal securities are backed by investment grade rated obligors; however, the fair value of these securities continues to be impacted by the lack of a functioning ARS market and the extension of time for expected refinance and repayment. No credit loss is expected on these securities. The fair value of agency MBS has declined due to the increase in market interest rates. The ABS continues to receive timely principal and interest payments, and is evaluated quarterly for credit impairment. Cash flow analysis shows that the underlying collateral can withstand highly stressed loss assumptions without incurring a credit loss.

The portion of unrealized losses on securities that have been other-than-temporarily impaired that relates to factors other than credit is recorded in AOCI. Losses related to credit impairment on these securities are determined through



estimated cash flow analyses and have been recorded in earnings in current or prior periods.

Realized Gains and Losses and Other-than-Temporarily Impaired Securities

(Dollars in millions)	Three Months Ended		Nine Months Ended		
	September 30		September 30		
	2013	2012	2013	2012	
Gross realized gains	\$—	\$1,944	<sup>1</sup> \$4	\$1,980	<sup>1</sup>
Gross realized losses	—	—	(1 )	—	
OTTI	—	(3 )	(1 )	(7 )	
Net securities gains	\$—	\$1,941	\$2	\$1,973	

<sup>1</sup> Included in these amounts are \$305 million in losses recognized during the three and nine months ended September 30, 2012 related to the termination of the Agreements that hedge the Coke common stock.

## Notes to Consolidated Financial Statements (Unaudited), continued

Credit impairment that is determined through the use of cash flow models is estimated using cash flows on security specific collateral and the transaction structure. Future expected credit losses are determined by using various assumptions, the most significant of which include default rates, prepayment rates, and loss severities. If, based on this analysis, the security is in an unrealized loss position and the Company does not expect to recover the entire amortized cost basis of the security, the expected cash flows are then discounted at the security's initial effective interest rate to arrive at a present value amount. OTTI credit losses reflect the difference between the present value of cash flows expected to be collected and the amortized cost basis of these securities.

The Company continues to reduce existing exposure primarily through paydowns. In certain instances, the amount of impairment losses recognized in earnings includes credit losses on debt securities that exceeds the total impairment, and as a result, the securities may have unrealized gains in AOCI relating to factors other than credit.

The securities that gave rise to credit impairments recognized during the three and nine months ended September 30, 2013 and 2012, as shown in the table below, consisted of private MBS and ABS with a fair value of approximately \$23 million and \$217 million, respectively, at September 30, 2013 and 2012.

(Dollars in millions)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
OTTI <sup>1</sup>	\$—	\$—	\$—	\$—
Portion of gains/(losses) recognized in OCI (before taxes)	—	3	1	7
Net impairment losses recognized in earnings	\$—	\$3	\$1	\$7

<sup>1</sup> The initial OTTI amount represents the excess of the amortized cost over the fair value of AFS debt securities. For subsequent impairments of the same security, amount includes additional declines in the fair value subsequent to the previously recorded OTTI, if applicable, until such time the security is no longer in an unrealized loss position.

The following is a rollforward of credit losses recognized in earnings for the three and nine months ended September 30, 2013 and 2012, related to securities for which the Company does not intend to sell and it is not more-likely-than-not that the Company will be required to sell as of the end of each period presented. Subsequent credit losses may be recorded on securities without a corresponding further decline in fair value when there has been a decline in expected cash flows.

(Dollars in millions)	Three Months Ended September 30		Nine Months Ended September 30		
	2013	2012	2013	2012	
Balance, beginning of period	\$32	\$28	\$31	\$25	
Additions:					
OTTI credit losses on previously impaired securities	—	3	1	7	
Reductions:					
Increases in expected cash flows recognized over the remaining life of the securities	(1	) —	(1	) (1	)
Balance, end of period	\$31	\$31	\$31	\$31	

The following table presents a summary of the significant inputs used in determining the measurement of credit losses recognized in earnings for private MBS and ABS for the nine months ended September 30:

	2013	2012
Default rate	2 - 9%	2 - 9%
Prepayment rate	7 - 21%	7 - 21%
Loss severity	46 - 74%	40 - 56%

Assumption ranges represent the lowest and highest lifetime average estimates of each security for which credit losses were recognized in earnings. Ranges may vary from period to period as the securities for which credit losses are recognized vary. Additionally, severity may vary widely when losses are few and large.

## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 4 - LOANS

## Composition of Loan Portfolio

The composition of the Company's loan portfolio is shown in the following table:

(Dollars in millions)	September 30, 2013	December 31, 2012
Commercial loans:		
C&I	\$55,943	\$54,048
CRE	4,755	4,127
Commercial construction	737	713
Total commercial loans	61,435	58,888
Residential loans:		
Residential mortgages - guaranteed	3,527	4,252
Residential mortgages - nonguaranteed <sup>1</sup>	24,106	23,389
Home equity products	14,826	14,805
Residential construction	582	753
Total residential loans	43,041	43,199
Consumer loans:		
Guaranteed student loans	5,489	5,357
Other direct	2,670	2,396
Indirect	11,035	10,998
Credit cards	670	632
Total consumer loans	19,864	19,383
LHFI	\$124,340	\$121,470
LHFS	\$2,462	\$3,399

<sup>1</sup>Includes \$316 million and \$379 million of loans carried at fair value at September 30, 2013 and December 31, 2012, respectively.

During the three months ended September 30, 2013 and 2012, the Company transferred \$56 million and \$2.0 billion in LHFI to LHFS, and \$11 million and \$3 million in LHFS to LHFI, respectively. Additionally, during the three months ended September 30, 2013 and 2012, the Company sold \$99 million and \$515 million in loans and leases for gains of less than \$1 million for both periods.

During the nine months ended September 30, 2013 and 2012, the Company transferred \$200 million and \$3.1 billion in LHFI to LHFS, and \$28 million and \$34 million in LHFS to LHFI, respectively. Additionally, during the nine months ended September 30, 2013 and 2012, the Company sold \$761 million and \$1.5 billion in loans and leases for a gain of \$7 million and \$36 million, respectively.

## Credit Quality Evaluation

The Company evaluates the credit quality of its loan portfolio by employing a dual internal risk rating system, which assigns both PD and LGD ratings to derive expected losses. Assignment of PD and LGD ratings are predicated upon numerous factors, including consumer credit risk scores, rating agency information, borrower/guarantor financial capacity, LTV ratios, collateral type, debt service coverage ratios, collection experience, other internal metrics/analysis, and qualitative assessments.

For the commercial portfolio, the Company believes that the most appropriate credit quality indicator is an individual loan's risk assessment expressed according to the broad regulatory agency classifications of Pass or Criticized. The Company's risk rating system is granular, with multiple risk ratings in both the Pass and Criticized categories. Pass ratings reflect relatively low PDs; whereas, criticized assets have a higher PD. The granularity in Pass ratings assists in the establishment of pricing, loan structures, approval requirements, reserves, and ongoing credit management

requirements. The Company conforms to the following regulatory classifications for Criticized assets: Other Assets Especially Mentioned (or Special Mention), Adversely Classified, Doubtful, and Loss. However, for the purposes of disclosure, management believes the most meaningful distinction within the Criticized categories is between Accruing Criticized (which includes Special Mention and a portion of Adversely Classified) and Nonaccruing Criticized (which includes a portion of Adversely Classified and Doubtful and Loss). This distinction identifies those relatively higher risk

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Notes to Consolidated Financial Statements (Unaudited), continued

loans for which there is a basis to believe that the Company will collect all amounts due from those where full collection is less certain.

Risk ratings are refreshed at least annually, or more frequently as appropriate, based upon considerations such as market conditions, loan characteristics, and portfolio trends. Additionally, management routinely reviews portfolio risk ratings, trends, and concentrations to support risk identification and mitigation activities.

For consumer and residential loans, the Company monitors credit risk based on indicators such as delinquencies and FICO scores. The Company believes that consumer credit risk, as assessed by the industry-wide FICO scoring method, is a relevant credit quality indicator. Borrower-specific FICO scores are obtained at origination as part of the Company's formal underwriting process, and refreshed FICO scores are obtained by the Company at least quarterly. For government-guaranteed loans, the Company monitors the credit quality based primarily on delinquency status, as it is a more relevant indicator of credit quality due to the government guarantee. At September 30, 2013 and December 31, 2012, 84% and 89%, respectively, of the guaranteed student loan portfolio was current with respect to payments. At September 30, 2013 and December 31, 2012, 82% and 83%, respectively, of the guaranteed residential loan portfolio was current with respect to payments. Loss exposure to the Company on these loans is mitigated by the government guarantee.

LHFI by credit quality indicator are shown in the tables below:

(Dollars in millions)	Commercial Loans					
	C&I		CRE		Commercial construction	
	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012
Credit rating:						
Pass	\$54,162	\$52,292	\$4,421	\$3,564	\$672	\$506
Criticized accruing	1,565	1,562	292	497	48	173
Criticized nonaccruing	216	194	42	66	17	34
Total	\$55,943	\$54,048	\$4,755	\$4,127	\$737	\$713

(Dollars in millions)	Residential Loans <sup>1</sup>					
	Residential mortgages - nonguaranteed		Home equity products		Residential construction	
	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012
Current FICO score range:						
700 and above	\$18,593	\$17,410	\$11,588	\$11,339	\$439	\$561
620 - 699	3,740	3,850	2,250	2,297	101	123
Below 620 <sup>2</sup>	1,773	2,129	988	1,169	42	69
Total	\$24,106	\$23,389	\$14,826	\$14,805	\$582	\$753

(Dollars in millions)	Consumer Loans <sup>3</sup>					
	Other direct		Indirect		Credit cards	
	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012
Current FICO score range:						
700 and above	\$2,238	\$1,980	\$8,214	\$8,300	\$466	\$435
620 - 699	372	350	2,223	2,038	164	152
Below 620 <sup>2</sup>	60	66	598	660	40	45
Total	\$2,670	\$2,396	\$11,035	\$10,998	\$670	\$632

<sup>1</sup>Excludes \$3.5 billion and \$4.3 billion at September 30, 2013 and December 31, 2012, respectively, of guaranteed residential loans. At September 30, 2013 and December 31, 2012, the majority of these loans had FICO scores of 700 and above.

<sup>2</sup>For substantially all loans with refreshed FICO scores below 620, the borrower's FICO score at the time of origination exceeded 620 but has since deteriorated as the loan has seasoned.

<sup>3</sup>Excludes \$5.5 billion and \$5.4 billion at September 30, 2013 and December 31, 2012, respectively, of guaranteed student loans.

## Notes to Consolidated Financial Statements (Unaudited), continued

The payment status for the LHF portfolio is shown in the tables below:

(Dollars in millions)	September 30, 2013				Total
	Accruing Current	Accruing 30-89 Days Past Due	Accruing 90+ Days Past Due	Nonaccruing <sup>2</sup>	
Commercial loans:					
C&I	\$55,663	\$43	\$21	\$216	\$55,943
CRE	4,706	5	2	42	4,755
Commercial construction	720	—	—	17	737
Total commercial loans	61,089	48	23	275	61,435
Residential loans:					
Residential mortgages - guaranteed	2,878	40	609	—	3,527
Residential mortgages - nonguaranteed <sup>1</sup>	23,463	156	23	464	24,106
Home equity products	14,496	121	—	209	14,826
Residential construction	498	4	1	79	582
Total residential loans	41,335	321	633	752	43,041
Consumer loans:					
Guaranteed student loans	4,629	361	499	—	5,489
Other direct	2,650	15	1	4	2,670
Indirect	10,974	54	1	6	11,035
Credit cards	658	6	6	—	670
Total consumer loans	18,911	436	507	10	19,864
Total LHF	\$121,335	\$805	\$1,163	\$1,037	\$124,340

<sup>1</sup>Includes \$316 million of loans carried at fair value, the majority of which were accruing current.

<sup>2</sup>Nonaccruing loans past due 90 days or more totaled \$718 million. Nonaccruing loans past due fewer than 90 days include modified nonaccrual loans reported as TDRs and performing second lien loans which are classified as nonaccrual when the first lien loan is nonperforming.

(Dollars in millions)	December 31, 2012				Total
	Accruing Current	Accruing 30-89 Days Past Due	Accruing 90+ Days Past Due	Nonaccruing <sup>2</sup>	
Commercial loans:					
C&I	\$53,747	\$81	\$26	\$194	\$54,048
CRE	4,050	11	—	66	4,127
Commercial construction	679	—	—	34	713
Total commercial loans	58,476	92	26	294	58,888
Residential loans:					
Residential mortgages - guaranteed	3,523	39	690	—	4,252
Residential mortgages - nonguaranteed <sup>1</sup>	22,401	192	21	775	23,389
Home equity products	14,314	149	1	341	14,805
Residential construction	625	15	1	112	753
Total residential loans	40,863	395	713	1,228	43,199
Consumer loans:					
Guaranteed student loans	4,769	556	32	—	5,357
Other direct	2,372	15	3	6	2,396
Indirect	10,909	68	2	19	10,998



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Credit cards	619	7	6	—	632
Total consumer loans	18,669	646	43	25	19,383
Total LHF1	\$118,008	\$1,133	\$782	\$1,547	\$121,470

<sup>1</sup>Includes \$379 million of loans carried at fair value, the majority of which were accruing current.

<sup>2</sup>Nonaccruing loans past due 90 days or more totaled \$975 million. Nonaccruing loans past due fewer than 90 days include modified nonaccrual loans reported as TDRs and performing second lien loans which are classified as nonaccrual when the first lien loan is nonperforming.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Impaired Loans

A loan is considered impaired when it is probable that the Company will be unable to collect all amounts due, including principal and interest, according to the contractual terms of the agreement. Commercial nonaccrual loans greater than \$3 million and certain consumer, residential, and commercial loans whose terms have been modified in a TDR are individually evaluated for impairment. Smaller-balance homogeneous loans that are collectively evaluated for impairment are not included in the following tables. Additionally, the tables below exclude guaranteed student loans and guaranteed residential mortgages for which there was nominal risk of principal loss.

(Dollars in millions)	September 30, 2013			December 31, 2012		
	Unpaid Principal Balance	Amortized Cost <sup>1</sup>	Related Allowance	Unpaid Principal Balance	Amortized Cost <sup>1</sup>	Related Allowance
Impaired loans with no related allowance recorded:						
Commercial loans:						
C&I	\$90	\$63	\$—	\$59	\$40	\$—
CRE	5	4	—	6	5	—
Commercial construction	1	—	—	45	45	—
Total commercial loans	96	67	—	110	90	—
Impaired loans with an allowance recorded:						
Commercial loans:						
C&I	37	35	14	46	38	6
CRE	8	3	—	15	7	1
Commercial construction	6	4	—	5	3	—
Total commercial loans	51	42	14	66	48	7
Residential loans:						
Residential mortgages - nonguaranteed	2,348	2,000	230	2,346	2,046	234
Home equity products	708	633	96	661	612	88
Residential construction	262	198	26	259	201	26
Total residential loans	3,318	2,831	352	3,266	2,859	348
Consumer loans:						
Other direct	15	15	1	14	14	2
Indirect	83	82	4	46	46	2
Credit cards	15	15	3	21	21	5
Total consumer loans	113	112	8	81	81	9
Total impaired loans	\$3,578	\$3,052	\$374	\$3,523	\$3,078	\$364

<sup>1</sup>Amortized cost reflects charge-offs that have been recognized plus other amounts that have been applied to reduce the net book balance.

Included in the impaired loan balances above were \$2.7 billion and \$2.4 billion of accruing TDRs, at amortized cost, at September 30, 2013 and December 31, 2012, respectively, of which 96% and 95% were current, respectively. See Note 1, "Significant Accounting Policies," to the Company's 2012 Annual Report on Form 10-K, for further information regarding the Company's loan impairment policy.



## Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	Three Months Ended September 30				Nine Months Ended September 30			
	2013		2012		2013		2012	
	Average Amortized Cost	Interest Income Recognized <sup>1</sup>	Average Amortized Cost	Interest Income Recognized <sup>1</sup>	Average Amortized Cost	Interest Income Recognized <sup>1</sup>	Average Amortized Cost	Interest Income Recognized <sup>1</sup>
Impaired loans with no related allowance recorded:								
Commercial loans:								
C&I	\$84	\$—	\$97	\$—	\$58	\$1	\$107	\$1
CRE	5	—	52	2	6	—	62	3
Commercial construction	1	—	64	—	1	—	71	1
Total commercial loans	90	—	213	2	65	1	240	5
Impaired loans with an allowance recorded:								
Commercial loans:								
C&I	35	—	44	—	25	1	42	1
CRE	3	—	21	—	3	—	22	—
Commercial construction	4	—	6	—	2	—	6	—
Total commercial loans	42	—	71	—	30	1	70	1
Residential loans:								
Residential mortgages - nonguaranteed	2,002	23	2,053	20	2,013	71	2,059	62
Home equity products	634	7	536	7	640	17	541	20
Residential construction	199	3	227	3	200	8	234	8
Total residential loans	2,835	33	2,816	30	2,853	96	2,834	90
Consumer loans:								
Other direct	15	—	13	—	16	—	13	—
Indirect	84	1	31	1	87	3	32	2
Credit cards	15	—	23	—	17	1	25	1
Total consumer loans	114	1	67	1	120	4	70	3
Total impaired loans	\$3,081	\$34	\$3,167	\$33	\$3,068	\$102	\$3,214	\$99

<sup>1</sup> Of the interest income recognized during the three and nine months ended September 30, 2013, cash basis interest income was \$1 million and \$6 million, respectively.

Of the interest income recognized during the three and nine months ended September 30, 2012, cash basis interest income was \$6 million and \$15 million, respectively.

## Notes to Consolidated Financial Statements (Unaudited), continued

NPAs are shown in the following table:

(Dollars in millions)	September 30, 2013	December 31, 2012
Nonaccrual/NPLs:		
Commercial loans:		
C&I	\$216	\$194
CRE	42	66
Commercial construction	17	34
Residential loans:		
Residential mortgages - nonguaranteed	464	775
Home equity products	209	341
Residential construction	79	112
Consumer loans:		
Other direct	4	6
Indirect	6	19
Total nonaccrual/NPLs <sup>2</sup>	1,037	1,547
OREO <sup>1</sup>	196	264
Other repossessed assets	9	9
Nonperforming LHFS	59	37
Total NPAs	\$1,301	\$1,857

<sup>1</sup>Does not include foreclosed real estate related to loans insured by the FHA or the VA. Proceeds due from the FHA and the VA are recorded as a receivable in other assets until the funds are received and the property is conveyed. The receivable amount related to proceeds due from the FHA or the VA totaled \$175 million and \$140 million at September 30, 2013 and December 31, 2012, respectively.

<sup>2</sup> Nonaccruing restructured loans are included in total nonaccrual/NPLs.

#### Restructured Loans

TDRs are loans in which the borrower is experiencing financial difficulty, and the Company has granted an economic concession to the borrower that it would not otherwise consider. When loans are modified under the terms of a TDR, the Company typically offers the borrower an extension of the loan maturity date and/or a reduction in the original contractual interest rate. In certain limited situations, the Company may offer to restructure a loan in a manner that ultimately results in the forgiveness of contractually specified principal balances.

At September 30, 2013 and December 31, 2012, the Company had \$4 million and \$1 million, respectively, in commitments to lend additional funds to debtors whose terms have been modified in a TDR.

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Notes to Consolidated Financial Statements (Unaudited), continued

The number and amortized cost of loans modified under the terms of a TDR during the three and nine months ended September 30, 2013, by type of modification, are shown in the following tables:

Three Months Ended September 30, 2013 <sup>1</sup>					
(Dollars in millions)	Number of Loans Modified	Principal Forgiveness <sup>2</sup>	Rate Modification <sup>3</sup>	Term Extension and/or Other Concessions	Total
Commercial loans:					
C&I	28	\$—	\$—	\$39	\$39
CRE	—	—	—	—	—
Commercial construction	1	—	—	—	—
Residential loans:					
Residential mortgages - nonguaranteed	332	—	61	14	75
Home equity products	715	—	19	12	31
Residential construction	25	—	4	—	4
Consumer loans:					
Other direct	30	—	—	1	1
Indirect	883	—	—	18	18
Credit cards	97	—	—	—	—
Total TDRs	2,111	\$—	\$84	\$84	\$168

Nine Months Ended September 30, 2013 <sup>1</sup>					
(Dollars in millions)	Number of Loans Modified	Principal Forgiveness <sup>2</sup>	Rate Modification <sup>3</sup>	Term Extension and/or Other Concessions	Total
Commercial loans:					
C&I	124	\$18	\$2	\$89	\$109
CRE	5	—	4	1	5
Commercial construction	1	—	—	—	—
Residential loans:					
Residential mortgages - nonguaranteed	1,245	—	122	84	206
Home equity products	2,153	—	56	60	116
Residential construction	242	—	22	3	25
Consumer loans:					
Other direct	110	—	—	3	3
Indirect	2,617	—	—	50	50
Credit cards	483	—	2	—	2
Total TDRs	6,980	\$18	\$208	\$290	\$516

<sup>1</sup>Includes loans modified under the terms of a TDR that were charged-off during the period.

<sup>2</sup>Restructured loans which had forgiveness of amounts contractually due under the terms of the loan typically have had multiple concessions including rate modifications and/or term extensions. There were no charge-offs associated with principal forgiveness during the three months ended September 30, 2013. The total amount of charge-offs associated with principal forgiveness during the nine months ended September 30, 2013 was \$2 million.

<sup>3</sup>Restructured loans which had a modification of the loan's contractual interest rate may also have had an extension of the loan's contractual maturity date and/or other concessions. The financial effect of modifying the interest rate on the

loans modified as a TDR was immaterial to the financial statements during the three and nine months ended September 30, 2013.

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	Three Months Ended September 30, 2012 <sup>1</sup>				
	Number of Loans Modified	Principal Forgiveness <sup>2</sup>	Rate Modification <sup>3</sup>	Term Extension and/or Other Concessions	Total
Commercial loans:					
C&I	87	\$4	\$1	\$6	\$11
CRE	4	5	—	—	5
Commercial construction	3	1	—	2	3
Residential loans:					
Residential mortgages - nonguaranteed	279	—	20	1	21
Home equity products	431	—	26	4	30
Residential construction	165	—	—	25	25
Consumer loans:					
Other direct	42	—	—	1	1
Indirect	1,000	—	—	17	17
Credit cards	281	—	2	—	2
Total TDRs	2,292	\$10	\$49	\$56	\$115

(Dollars in millions)	Nine Months Ended September 30, 2012 <sup>1</sup>				
	Number of Loans Modified	Principal Forgiveness <sup>2</sup>	Rate Modification <sup>3</sup>	Term Extension and/or Other Concessions	Total
Commercial loans:					
C&I	270	\$4	\$3	\$21	\$28
CRE	27	17	7	2	26
Commercial construction	15	3	—	13	16
Residential loans:					
Residential mortgages - nonguaranteed	703	—	61	2	63
Home equity products	1,272	—	90	7	97
Residential construction	340	—	1	54	55
Consumer loans:					
Other direct	81	—	—	2	2
Indirect	1,795	—	—	31	31
Credit cards	1,144	—	7	—	7
Total TDRs	5,647	\$24	\$169	\$132	\$325

<sup>1</sup>Includes loans modified under the terms of a TDR that were charged-off during the period.

<sup>2</sup>Restructured loans which had forgiveness of amounts contractually due under the terms of the loan typically have had multiple concessions including rate modifications and/or term extensions. The total amount of charge-offs associated with principal forgiveness during the three and nine months ended September 30, 2012, was \$1 million and \$2 million, respectively.

<sup>3</sup>Restructured loans which had a modification of the loan's contractual interest rate may also have had an extension of the loan's contractual maturity date and/or other concessions. The financial effect of modifying the interest rate on the loans modified as a TDR was immaterial to the financial statements during the three and nine months ended September 30, 2012.





## Notes to Consolidated Financial Statements (Unaudited), continued

For the three and nine months ended September 30, 2013, the table below represents defaults on loans that were first modified between the periods January 1, 2012 and September 30, 2013, that became 90 days or more delinquent, or were charged-off, during the three and nine months ended September 30, 2013.

(Dollars in millions)	Three Months Ended September 30, 2013		Nine Months Ended September 30, 2013	
	Number of Loans	Amortized Cost	Number of Loans	Amortized Cost
Commercial loans:				
C&I	3	\$—	45	\$—
CRE	—	—	4	3
Commercial construction	—	—	1	—
Residential loans:				
Residential mortgages	63	9	219	19
Home equity products	37	2	138	8
Residential construction	26	1	42	2
Consumer loans:				
Other direct	5	—	14	—
Indirect	55	1	143	2
Credit cards	53	—	132	1
Total TDRs	242	\$13	738	\$35

For the three and nine months ended September 30, 2012, the table below represents defaults on loans that were first modified between the periods January 1, 2011 and September 30, 2012, that became 90 days or more delinquent, or were charged-off, during the three and nine months ended September 30, 2012.

(Dollars in millions)	Three Months Ended September 30, 2012		Nine Months Ended September 30, 2012	
	Number of Loans	Amortized Cost	Number of Loans	Amortized Cost
Commercial loans:				
C&I	38	\$1	63	\$4
CRE	—	—	4	4
Commercial construction	2	—	9	6
Residential loans:				
Residential mortgages	31	2	87	16
Home equity products	32	2	113	9
Residential construction	6	1	23	3
Consumer loans:				
Other direct	2	—	4	—
Indirect	15	—	15	—
Credit cards	33	—	168	1
Total TDRs	159	\$6	486	\$43

The majority of loans that were modified and subsequently became 90 days or more delinquent have remained on nonaccrual status since the time of modification.



## Notes to Consolidated Financial Statements (Unaudited), continued

## Concentrations of Credit Risk

The Company does not have a significant concentration of risk to any individual client except for the U.S. government and its agencies. However, a geographic concentration arises because the Company operates primarily in the Southeastern and Mid-Atlantic regions of the U.S. The Company engages in limited international banking activities. The Company's total cross-border outstanding loans were \$827 million and \$562 million at September 30, 2013 and December 31, 2012, respectively.

The major concentrations of credit risk for the Company arise by collateral type in relation to loans and credit commitments. The only significant concentration that exists is in loans secured by residential real estate. At September 30, 2013, the Company owned \$43.0 billion in residential loans, representing 35% of total LHFI, and had \$11.2 billion in commitments to extend credit on home equity lines and \$3.9 billion in mortgage loan commitments. Of the residential loans owned at September 30, 2013, 8% were guaranteed by a federal agency or a GSE. At December 31, 2012, the Company owned \$43.2 billion in residential loans, representing 36% of total LHFI, and had \$11.7 billion in commitments to extend credit on home equity lines and \$9.2 billion in mortgage loan commitments. Of the residential loans owned at December 31, 2012, 10% were guaranteed by a federal agency or a GSE. Included in the residential mortgage portfolio were \$12.8 billion and \$13.7 billion of mortgage loans at September 30, 2013 and December 31, 2012, respectively, that included terms such as an interest only feature, a high original LTV ratio, or a second lien position that may increase the Company's exposure to credit risk and result in a concentration of credit risk. Of these mortgage loans, \$6.0 billion and \$7.6 billion, respectively, were interest only loans, primarily with a ten year interest only period. Approximately \$1.2 billion of those interest only loans at September 30, 2013, and \$1.5 billion at December 31, 2012, were loans with no mortgage insurance and were either first liens with combined original LTV ratios in excess of 80% or were second liens. Additionally, the Company owned approximately \$6.8 billion and \$6.1 billion of amortizing loans with no mortgage insurance at September 30, 2013 and December 31, 2012, respectively, comprised of first liens with combined original LTV ratios in excess of 80% and second liens. Despite changes in underwriting guidelines that have curtailed the origination of high LTV loans, the balances of such loans have increased due to lending to high credit quality clients.

## NOTE 5 - ALLOWANCE FOR CREDIT LOSSES

The allowance for credit losses consists of the ALLL and the reserve for unfunded commitments. Activity in the allowance for credit losses is summarized in the table below:

(Dollars in millions)	Three Months Ended September		Nine Months Ended	
	2013	2012	September 30	2012
Balance at beginning of period	\$2,172	\$2,350	\$2,219	\$2,505
Provision for loan losses	92	450	448	1,065
Provision for unfunded commitments	3	—	5	2
Loan charge-offs	(189	) (585	) (695	) (1,445
Loan recoveries	43	74	144	162
Balance at end of period	\$2,121	\$2,289	\$2,121	\$2,289

## Components:

ALLL	\$2,071	\$2,239
Unfunded commitments reserve <sup>1</sup>	50	50
Allowance for credit losses	\$2,121	\$2,289

<sup>1</sup> The unfunded commitments reserve is recorded in other liabilities in the Consolidated Balance Sheets.



## Notes to Consolidated Financial Statements (Unaudited), continued

Activity in the ALLL by segment is presented in the tables below:

(Dollars in millions)	Three Months Ended September 30, 2013			
	Commercial	Residential	Consumer	Total
Balance at beginning of period	\$919	\$1,046	\$160	\$2,125
Provision for loan losses	77	(6	) 21	92
Loan charge-offs	(52	) (109	) (28	) (189
Loan recoveries	13	21	9	43
Balance at end of period	\$957	\$952	\$162	\$2,071

(Dollars in millions)	Three Months Ended September 30, 2012			
	Commercial	Residential	Consumer	Total
Balance at beginning of period	\$887	\$1,277	\$136	\$2,300
Provision for loan losses	127	300	23	450
Loan charge-offs	(126	) (425	) (34	) (585
Loan recoveries	55	10	9	74
Balance at end of period	\$943	\$1,162	\$134	\$2,239

(Dollars in millions)	Nine Months Ended September 30, 2013			
	Commercial	Residential	Consumer	Total
Balance at beginning of period	\$902	\$1,131	\$141	\$2,174
Provision for loan losses	183	184	81	448
Loan charge-offs	(176	) (430	) (89	) (695
Loan recoveries	48	67	29	144
Balance at end of period	\$957	\$952	\$162	\$2,071

(Dollars in millions)	Nine Months Ended September 30, 2012			
	Commercial	Residential	Consumer	Total
Balance at beginning of period	\$964	\$1,354	\$139	\$2,457
Provision for loan losses	214	788	63	1,065
Loan charge-offs	(346	) (1,001	) (98	) (1,445
Loan recoveries	111	21	30	162
Balance at end of period	\$943	\$1,162	\$134	\$2,239

As discussed in Note 1, "Significant Accounting Policies," to the Company's 2012 Annual Report on Form 10-K, the ALLL is composed of both specific allowances for certain nonaccrual loans and TDRs and general allowances grouped into loan pools based on similar characteristics. No allowance is required for loans carried at fair value. Additionally, the Company records an immaterial allowance for loan products that are guaranteed by government agencies, as there is nominal risk of principal loss.

## Notes to Consolidated Financial Statements (Unaudited), continued

The Company's LHFIs portfolio and related ALLL is shown in the tables below:

September 30, 2013								
(Dollars in millions)	Commercial		Residential		Consumer		Total	
	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL
Individually evaluated	\$109	\$14	\$2,831	\$352	\$112	\$8	\$3,052	\$374
Collectively evaluated	61,326	943	39,894	600	19,752	154	120,972	1,697
Total evaluated	61,435	957	42,725	952	19,864	162	124,024	2,071
LHFI at fair value	—	—	316	—	—	—	316	—
Total LHFI	\$61,435	\$957	\$43,041	\$952	\$19,864	\$162	\$124,340	\$2,071

  

December 31, 2012								
(Dollars in millions)	Commercial		Residential		Consumer		Total	
	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL	Carrying Value	Associated ALLL
Individually evaluated	\$138	\$7	\$2,859	\$348	\$81	\$9	\$3,078	\$364
Collectively evaluated	58,750	895	39,961	783	19,302	132	118,013	1,810
Total evaluated	58,888	902	42,820	1,131	19,383	141	121,091	2,174
LHFI at fair value	—	—	379	—	—	—	379	—
Total LHFI	\$58,888	\$902	\$43,199	\$1,131	\$19,383	\$141	\$121,470	\$2,174

## NOTE 6 – GOODWILL AND OTHER INTANGIBLE ASSETS

## Goodwill

Goodwill is required to be tested for impairment on an annual basis, which is performed by the Company during the third quarter, or as events occur or circumstances change that would more likely than not reduce the fair value of a reporting unit below its carrying amount or indicate that it is more likely than not that a goodwill impairment exists when the carrying amount of a reporting unit is zero or negative. The fair value of the reporting units is determined by using discounted cash flow analyses and, when applicable, guideline company information. When the reporting unit is not a legal entity with a stand-alone equity balance, the carrying value of the reporting units is determined using an equity allocation methodology that allocates the total equity of the Company to each of its reporting units considering both regulatory risk-based capital and tangible assets relative to tangible equity. See "Critical Accounting Policies" in our 2012 Annual Report on Form 10-K for further information regarding our goodwill accounting policy. The Company performed a goodwill impairment analysis for all of its reporting units with goodwill balances at September 30, 2013 and determined that the fair value was in excess of the respective carrying value by the following percentages:

Consumer Banking and Private Wealth Management	56%
Wholesale Banking	14%
RidgeWorth Capital Management	141%

## Notes to Consolidated Financial Statements (Unaudited), continued

During the second quarter of 2013, branch-managed business banking clients were transferred from Wholesale Banking to Consumer Banking and Private Wealth Management, resulting in the reallocation of \$300 million in goodwill. Also, as discussed in Note 20, "Business Segment Reporting," to the Company's 2012 Annual Report on Form 10-K, the Company reorganized its segment reporting structure and goodwill reporting units during the first quarter of 2012. The changes in the carrying amount of goodwill by reportable segment for the nine months ended September 30 are as follows:

(Dollars in millions)	Retail Banking	Diversified Commercial Banking	CIB	W&IM	Consumer Banking and Private Wealth Management	Wholesale Banking	Total
Balance, January 1, 2013	\$—	\$—	\$—	\$—	\$3,962	\$2,407	\$6,369
Intersegment transfers	—	—	—	—	300	(300)	—
Balance, September 30, 2013	\$—	\$—	\$—	\$—	\$4,262	\$2,107	\$6,369
Balance, January 1, 2012	\$4,854	\$928	\$180	\$382	\$—	\$—	\$6,344
Intersegment transfers	(4,854)	(928)	(180)	(382)	3,930	2,414	—
Acquisition of FirstAgain, LLC	—	—	—	—	32	—	32
Impairment of GenSpring	—	—	—	—	—	(7)	(7)
Balance, September 30, 2012	\$—	\$—	\$—	\$—	\$3,962	\$2,407	\$6,369

## Other Intangible Assets

Changes in the carrying amounts of other intangible assets for the nine months ended September 30 are as follows:

(Dollars in millions)	Core Deposit Intangibles	MSRs - Fair Value	Other	Total
Balance, January 1, 2013	\$17	\$899	\$40	\$956
Amortization	(10)	—	(8)	(18)
MSRs originated	—	302	—	302
Changes in fair value:				
Due to changes in inputs and assumptions <sup>1</sup>	—	260	—	260
Other changes in fair value <sup>2</sup>	—	(212)	—	(212)
Sale of MSRs	—	(1)	—	(1)
Balance, September 30, 2013	\$7	\$1,248	\$32	\$1,287
Balance, January 1, 2012	\$38	\$921	\$58	\$1,017
Amortization	(17)	—	(14)	(31)
MSRs originated	—	244	—	244
Changes in fair value:				
Due to changes in inputs and assumptions <sup>1</sup>	—	(157)	—	(157)
Other changes in fair value <sup>2</sup>	—	(173)	—	(173)
Sale of MSRs	—	(4)	—	(4)
Balance, September 30, 2012	\$21	\$831	\$44	\$896

<sup>1</sup> Primarily reflects changes in discount rates and prepayment speed assumptions, due to changes in interest rates.

<sup>2</sup> Represents changes due to the collection of expected cash flows, net of accretion, due to the passage of time.





## Notes to Consolidated Financial Statements (Unaudited), continued

## Mortgage Servicing Rights

The Company retains MSR's from certain of its sales or securitizations of residential mortgage loans. MSR's on residential mortgage loans are the only servicing assets capitalized by the Company and are classified within intangible assets on the Company's Consolidated Balance Sheets.

Income earned by the Company on its MSR's is derived primarily from contractually specified mortgage servicing fees and late fees, net of curtailment costs. Such income earned for the three and nine months ended September 30, 2013 was \$79 million and \$232 million, respectively, and \$75 million and \$238 million for the three and nine months ended September 30, 2012, respectively. These amounts are reported in mortgage servicing related income in the Consolidated Statements of Income.

At September 30, 2013 and December 31, 2012, the total unpaid principal balance of mortgage loans serviced was \$139.7 billion and \$144.9 billion, respectively. Included in these amounts were \$109.2 billion and \$113.2 billion at September 30, 2013 and December 31, 2012, respectively, of loans serviced for third parties. During the nine months ended September 30, 2013 and 2012, the Company sold MSR's, at a price approximating their fair value, on residential loans with an unpaid principal balance of \$2.1 billion and \$1.7 billion, respectively.

At the end of each quarter, the Company determines the fair value of the MSR's using a valuation model that calculates the present value of the estimated future net servicing income. The model incorporates a number of assumptions as MSR's do not trade in an active and open market with readily observable prices. The Company determines fair value using market based prepayment rates, discount rates, and other assumptions that are compared to various sources of market data including independent third party valuations and industry surveys. Senior management and the STM valuation committee review all significant assumptions quarterly since many factors can affect the fair value of MSR's. Changes to the valuation model inputs and assumptions are reflected in the periods' results.

A summary of the key characteristics, inputs, and economic assumptions used to estimate the fair value of the Company's MSR's at September 30, 2013 and December 31, 2012, and the sensitivity of the fair values to immediate 10% and 20% adverse changes in those assumptions are shown in the table below. While the overall change in MSR's during the nine months ended September 30, 2013 was primarily due to originations, substantially all of the change in fair value of retained MSR's during the nine months ended September 30, 2013 was driven by an increase in prevailing interest rates during the same period.

(Dollars in millions)	September 30, 2013	December 31, 2012
Fair value of retained MSR's	\$1,248	\$899
Prepayment rate assumption (annual)	9 %	16 %
Decline in fair value from 10% adverse change	\$40	\$50
Decline in fair value from 20% adverse change	77	95
Discount rate (annual)	12 %	11 %
Decline in fair value from 10% adverse change	\$62	\$37
Decline in fair value from 20% adverse change	118	70
Weighted-average life (in years)	7.3	4.9
Weighted-average coupon	4.4 %	4.8 %

The above sensitivities are hypothetical and should be used with caution. As the amounts indicate, changes in fair value based on variations in assumptions generally cannot be extrapolated because the relationship of the change in assumption to the change in fair value may not be linear. Also, in this table, the effect of a variation in a particular assumption on the fair value of the retained interest is calculated without changing any other assumption. In reality, changes in one factor may result in changes in another, which might magnify or counteract the sensitivities.

Additionally, the sensitivities above do not include the effect of hedging activity undertaken by the Company to offset changes in the fair value of MSR's. See Note 11, "Derivative Financial Instruments," for further information regarding

these hedging activities.

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## Notes to Consolidated Financial Statements (Unaudited), continued

**NOTE 7 - CERTAIN TRANSFERS OF FINANCIAL ASSETS AND VARIABLE INTEREST ENTITIES****Certain Transfers of Financial Assets and related Variable Interest Entities**

As discussed in Note 10, "Certain Transfers of Financial Assets and Variable Interest Entities," to the Consolidated Financial Statements in the Company's 2012 Annual Report on Form 10-K, the Company has transferred loans and securities in sale or securitization transactions in which the Company has, or had, continuing involvement. Except as specifically noted herein, the Company is not required to provide additional financial support to any of the entities that are VIEs described below, nor has the Company provided any support it was not otherwise obligated to provide. Further, during the nine months ended September 30, 2013, the Company evaluated whether any of its previous conclusions regarding whether it is the primary beneficiary of the VIEs described below should be changed based upon events occurring during the period. Other than certain affordable housing partnership interest and properties that were sold which resulted in the deconsolidation of \$5 million in assets during the third quarter, these evaluations did not result in changes to the previous consolidation conclusions.

When evaluating transfers and other transactions with VIEs for consolidation, the Company first determines if it has a VI in the VIE. A VI is typically in the form of securities representing retained interests in the transferred assets and, at times, servicing rights and collateral manager fees. If the Company has a VI in the entity, it then evaluates whether or not it has both (1) the power to direct the activities that most significantly impact the economic performance of the VIE and (2) the obligation to absorb losses or the right to receive benefits that could potentially be significant to the VIE to determine if the Company should consolidate the VIE.

Below is a summary of transfers of financial assets to VIEs for which the Company has retained some level of continuing involvement and supplements Note 10, "Certain Transfers of Financial Assets and Variable Interest Entities," to the Consolidated Financial Statements in the Company's 2012 Annual Report on Form 10-K.

**Residential Mortgage Loans**

The Company typically transfers first lien residential mortgage loans in conjunction with Ginnie Mae, Fannie Mae, and Freddie Mac securitization transactions whereby the loans are exchanged for cash or securities that are readily redeemable for cash proceeds and servicing rights. The Company sold residential mortgage loans to these entities, including servicing rights, which resulted in a pre-tax loss of \$169 million for the three months ended September 30, 2013, and pre-tax gains of \$306 million for the three months ended September 30, 2012, and pre-tax gains of \$112 million and \$765 million for the nine months ended September 30, 2013 and 2012, respectively. These gains/losses are included within mortgage production related (loss)/income in the Consolidated Statements of Income. These gains/losses include the change in value of the loans as a result of changes in interest rates from the time the related IRLCs were issued to the borrowers but do not include the results of hedging activities initiated by the Company to mitigate this market risk. See Note 11, "Derivative Financial Instruments," for further discussion of the Company's hedging activities. As seller, the Company has made certain representations and warranties with respect to the originally transferred loans, including those transferred under Ginnie Mae, Fannie Mae, and Freddie Mac programs, and those representations and warranties are discussed in Note 12, "Reinsurance Arrangements and Guarantees."

In a limited number of securitizations, the Company has received securities representing retained interests in the transferred loans in addition to cash and servicing rights in exchange for the transferred loans. The received securities are carried at fair value as either trading assets or securities AFS. At September 30, 2013 and December 31, 2012, the fair value of securities received totaled \$77 million and \$98 million, respectively, and were valued using a third party pricing service.

The Company evaluated these securitization transactions for consolidation under the VIE consolidation guidance. As servicer of the underlying loans, the Company is generally deemed to have power over the securitization. However, if a single party, such as the issuer or the master servicer, effectively controls the servicing activities or has the unilateral ability to terminate the Company as servicer without cause, then that party is deemed to have power over the securitization. In almost all of its securitization transactions, the Company does not have power over the VIE as a result of these rights held by the master servicer. In certain transactions, the Company does have power as the servicer; however, the Company does not also have an obligation to absorb losses or the right to receive benefits that

could potentially be significant to the securitization. The absorption of losses and the receipt of benefits would generally manifest itself through the retention of senior or subordinated interests. Total assets at September 30, 2013 and December 31, 2012, of the unconsolidated trusts in which the Company has a VI are \$368 million and \$445 million, respectively.

The Company's maximum exposure to loss related to the unconsolidated VIEs in which it holds a VI is comprised of the loss of value of any interests it retains and any repurchase obligations it incurs as a result of a breach of its representations and warranties, which is discussed in Note 12, "Reinsurance Arrangements and Guarantees."

## Notes to Consolidated Financial Statements (Unaudited), continued

## Commercial and Corporate Loans

The Company has involvement with CLO entities that own commercial leveraged loans and bonds, certain of which were transferred by the Company to the CLOs. In addition to retaining certain securities issued by the CLOs, the Company also acts as collateral manager for these CLOs. The securities retained by the Company and the fees received as collateral manager represent a VI in the CLOs, which are considered to be VIEs. The Company has determined that it is the primary beneficiary of and, thus, has consolidated one of these CLOs as it has both the power to direct the activities that most significantly impact the entity's economic performance and the obligation to absorb losses and the right to receive benefits from the entity that could potentially be significant to the CLO. The Company's involvement with the CLO includes receiving fees for its duties as collateral manager, including eligibility for performance fees, as well as ownership in one of the senior interests in the CLO and certain preference shares of the CLO. Substantially all of the assets and liabilities of the CLO are loans and issued debt, respectively. The loans are classified within LHFS at fair value and the debt is included within long-term debt at fair value on the Company's Consolidated Balance Sheets. See Note 13, "Fair Value Election and Measurement," for a discussion of the Company's methodologies for estimating the fair values of these financial instruments. At September 30, 2013, the Company's Consolidated Balance Sheets reflected \$314 million of loans held by the CLO and \$284 million of debt issued by the CLO. At December 31, 2012, the Company's Consolidated Balance Sheets reflected \$319 million of loans held by the CLO and \$286 million of debt issued by the CLO. Although the Company consolidates the CLO, its creditors have no recourse to the general credit of the Company, as the liabilities of the CLO are paid only to the extent of available cash flows from the CLO's assets.

For the remaining CLOs, which are also considered to be VIEs, the Company has determined that it is not the primary beneficiary as it does not have an obligation to absorb losses or the right to receive benefits from the entities that could potentially be significant to the VIE. The Company's preference share exposure was valued at \$3 million at September 30, 2013 and December 31, 2012. The Company's only remaining involvement with these VIEs is through its collateral manager role. The Company receives fees for managing the assets of these vehicles; these fees are considered adequate compensation and are commensurate with the level of effort required to provide such services. The fees received by the Company from these entities are recorded as trust and investment management income in the Consolidated Statements of Income. Senior fees earned by the Company are generally not considered at risk; however, subordinate fees earned by the Company are subject to the availability of cash flows and to the priority of payments. At both September 30, 2013 and December 31, 2012, these VIEs had \$1.8 billion of estimated assets and \$1.7 billion of estimated liabilities.

## Student Loans

During 2006, the Company completed a securitization of government-guaranteed student loans through a transfer of loans to a securitization SPE, which previously qualified as a QSPE, and retained the related residual interest in the SPE. The Company concluded that this securitization of government-guaranteed student loans (the "Student Loan entity") should be consolidated. At September 30, 2013 and December 31, 2012, the Company's Consolidated Balance Sheets reflected \$354 million and \$384 million, respectively, of assets held by the Student Loan entity and \$350 million and \$380 million, respectively, of debt issued by the Student Loan entity.

Payments from the assets in the SPE must first be used to settle the obligations of the SPE, with any remaining payments remitted to the Company as the owner of the residual interest. To the extent that losses occur on the SPE's assets, the SPE has recourse to the federal government as the guarantor up to a maximum guarantee amount of 97%. Losses in excess of the government guarantee reduce the amount of available cash payable to the Company as the owner of the residual interest. To the extent that losses result from a breach of the master servicer's servicing responsibilities, the SPE has recourse to the Company; the SPE may require the Company to repurchase the loan from the SPE at par value. If the breach was caused by the subservicer, the Company has recourse to seek reimbursement from the subservicer up to the guaranteed amount. The Company's maximum exposure to loss related to the SPE is represented by the potential losses resulting from a breach of servicing responsibilities. To date, all loss claims filed with the guarantor that have been denied due to servicing errors have either been cured or reimbursement has been

provided to the Company by the subservicer.

CDO Securities

The Company has transferred bank trust preferred securities in securitization transactions. The Company's maximum exposure to loss at September 30, 2013 and December 31, 2012, includes current senior interests held in trading securities, which have fair values of \$62 million and \$52 million, respectively.

As further discussed in Note 13, "Fair Value Election and Measurement," the Company valued these interests by constructing a pricing matrix of values based on a range of overcollateralization levels that are derived from discussions with the dealer community along with limited trade data. The primary inputs and assumptions considered by the

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Notes to Consolidated Financial Statements (Unaudited), continued

Company in valuing these retained interests were overcollateralization levels (impacted by credit losses) and the discount margin over LIBOR. While all the underlying collateral is currently eligible for repayment by the obligor, given the nature of the collateral and the current repricing environment, the Company assumed no prepayment would occur before the final maturity, which is approximately 21 years on a weighted average basis. The expected discount margin over LIBOR ranged from 5.0% to 6.5% at September 30, 2013 based on discussion with the dealer community with limited trade data adjusted for specific deal factors. At September 30, 2013, a 10% and 20% adverse change in the assumed market yield results in declines of approximately \$6 million and \$10 million, respectively, in the fair value of these securities. In evaluating the impact of credit losses, consideration was given to the underlying collateral of the VIEs, which is highly concentrated, and as a result, the default or deferral of certain large exposures adversely impacts the value of the interests. The Company estimates that if each of the VIEs in which the Company holds retained positions experienced three additional large deferrals or defaults, it should not have a significant impact on the fair value of the retained securities.

At September 30, 2013 and December 31, 2012, the total assets of the trust preferred CDO entities in which the Company has remaining exposure to loss were \$1.1 billion and \$1.2 billion, respectively. The Company determined that it was not the primary beneficiary of any of these VIEs as the Company lacks the power to direct the significant activities of any of the VIEs. No events occurred during the nine months ended September 30, 2013 that changed the Company's sale accounting conclusion.

The following tables present certain information related to the Company's asset transfers in which it has continuing economic involvement.

(Dollars in millions)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
Cash flows on interests held <sup>1</sup> :				
Residential Mortgage Loans <sup>2</sup>	\$8	\$6	\$24	\$21
Commercial and Corporate Loans	—	1	1	1
CDO Securities	—	1	1	1
Total cash flows on interests held	\$8	\$8	\$26	\$23
Servicing or management fees <sup>1</sup> :				
Residential Mortgage Loans <sup>2</sup>	\$1	\$1	\$2	\$2
Commercial and Corporate Loans	2	2	7	7
Total servicing or management fees	\$3	\$3	\$9	\$9

<sup>1</sup> The transfer activity is related to unconsolidated VIEs.

<sup>2</sup> Does not include GSE mortgage loan transfers

Portfolio balances and delinquency balances based on accruing loans 90 days or more past due and all nonaccrual loans at September 30, 2013 and December 31, 2012, and net charge-offs related to managed portfolio loans (both those that are owned or consolidated by the Company and those that have been transferred) for the three and nine months ended September 30, 2013 and 2012 are as follows:

(Dollars in millions)	Portfolio Balance <sup>1</sup>		Past Due <sup>2</sup>		Net Charge-offs			
	September 30, 2013	December 31, 2012	September 30, 2013	December 31, 2012	Three Months Ended September 30		Nine Months Ended September 30	
Type of loan:	2013	2012	2013	2012	2013	2012	2013	2012
Commercial	\$61,435	\$58,888	\$298	\$320	\$39	\$71	\$128	\$235
Residential	43,041	43,199	1,385	1,941	88	415	363	980
Consumer	19,864	19,383	517	68	19	25	60	68



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Total loan portfolio	124,340	121,470	2,200	2,329	146	511	551	1,283
Managed securitized loans:								
Commercial	1,756	1,767	16	23	—	—	—	—
Residential	102,737	104,877	1,411	<sup>3</sup> 2,186	<sup>3</sup> 5	7	19	23
Total managed loans	\$228,833	\$228,114	\$3,627	\$4,538	\$151	\$518	\$570	\$1,306

<sup>1</sup>Excludes \$2.5 billion and \$3.4 billion of LHFS at September 30, 2013 and December 31, 2012, respectively.

<sup>2</sup>Excludes \$59 million and \$38 million of past due LHFS at September 30, 2013 and December 31, 2012, respectively.

<sup>3</sup>Excludes loans that have completed the foreclosure or short sale process (i.e., involuntary prepayments).

## Notes to Consolidated Financial Statements (Unaudited), continued

## Other Variable Interest Entities

The Company also has involvement with VIEs from business activities as further discussed in Note 10, "Certain Transfers of Financial Assets and Variable Interest Entities," to the Consolidated Financial Statements in the Company's 2012 Annual Report on Form 10-K.

## Total Return Swaps

The Company has involvement with various VIEs related to its TRS business. At September 30, 2013 and December 31, 2012, the Company had \$1.8 billion and \$1.9 billion, respectively, in senior financing outstanding to VIEs, which was classified within trading assets on the Consolidated Balance Sheets and carried at fair value. These VIEs had entered into TRS contracts with the Company with outstanding notional amounts of \$1.8 billion and \$1.9 billion at September 30, 2013 and December 31, 2012, respectively, and the Company had entered into mirror TRS contracts with third parties with the same outstanding notional amounts. At September 30, 2013, the fair values of these TRS assets and liabilities were \$36 million and \$32 million, respectively, and at December 31, 2012, the fair values of these TRS assets and liabilities were \$51 million and \$46 million, respectively, reflecting the pass-through nature of these structures. The notional amounts of the TRS contracts with the VIEs represent the Company's maximum exposure to loss, although such exposure to loss has been mitigated via the TRS contracts with third parties. For additional information on the Company's TRS with these VIEs, see Note 11, "Derivative Financial Instruments."

## Community Development Investments

As part of its community reinvestment initiatives, the Company invests primarily within its footprint in multi-family affordable housing developments and other community development entities as a limited and/or general partner and/or a debt provider. The Company receives tax credits for various investments. The Company has determined that the related partnerships are VIEs. For partnerships where the Company operates strictly as the general partner, the Company consolidates these partnerships on its Consolidated Balance Sheets. As the general partner, the Company typically guarantees the tax credits due to the limited partner and is responsible for funding construction and operating deficits. At September 30, 2013 and December 31, 2012, total assets, which consist primarily of fixed assets and cash attributable to the consolidated entities, were \$3 million, and total liabilities, excluding intercompany liabilities, were \$1 million. Security deposits from the tenants are recorded as liabilities on the Company's Consolidated Balance Sheets. The Company maintains separate cash accounts to fund these liabilities and these assets are considered restricted. The tenant liabilities and corresponding restricted cash assets were not material at September 30, 2013 and December 31, 2012. While the obligations of the general partner are generally non-recourse to the Company, as the general partner, the Company may from time to time step in when needed to fund deficits. During the three and nine months ended September 30, 2013 and 2012, the Company did not provide any significant amount of funding as the general partner or to cover any deficits the partnerships may have generated.

For other partnerships, the Company acts only in a limited partnership capacity. The Company has determined that it is not the primary beneficiary of these partnerships and accounts for its interests in accordance with the accounting guidance for investments in affordable housing projects. The general partner or an affiliate of the general partner provides guarantees to the limited partner, which protects the Company from losses attributable to operating deficits, construction deficits, and tax credit allocation deficits. Partnership assets of \$1.3 billion and \$1.2 billion in these partnerships were not included in the Consolidated Balance Sheets at September 30, 2013 and December 31, 2012, respectively. The limited partner interests had carrying values of \$237 million and \$186 million at September 30, 2013 and December 31, 2012, respectively, and are recorded in other assets in the Company's Consolidated Balance Sheets. The Company's maximum exposure to loss for these investments totaled \$595 million and \$505 million at September 30, 2013 and December 31, 2012, respectively. The Company's maximum exposure to loss would be borne by the loss of the equity investments along with \$278 million and \$236 million of loans, interest-rate swaps, or letters of credit issued by the Company to the entities at September 30, 2013 and December 31, 2012, respectively. The difference between the maximum exposure to loss and the investment and loan balances is primarily attributable to the unfunded equity commitments. Unfunded equity commitments are amounts that the Company has committed to the

entities upon the entities meeting certain conditions. If these conditions are met, the Company will invest these additional amounts in the entities.

Additionally, the Company owns noncontrolling interests in funds whose purpose is to invest in community developments. At September 30, 2013 and December 31, 2012, the Company's investment in these funds totaled \$136 million and \$63 million, respectively, and the Company's maximum exposure to loss on its equity investments, which is comprised of its investments in the funds plus any additional unfunded equity commitments, was \$225 million and \$110 million, respectively.

## Notes to Consolidated Financial Statements (Unaudited), continued

When the Company owns both the limited partner and general partner interests or acts as the indemnifying party, the Company consolidates the entities. At September 30, 2013 and December 31, 2012, total assets, which consist primarily of fixed assets and cash, attributable to the consolidated non-VIE partnerships were \$234 million and \$239 million, respectively, and total liabilities, excluding intercompany liabilities, primarily representing third party borrowings, were \$91 million and \$100 million, respectively.

During 2012, the Company decided to sell certain affordable housing properties, and accordingly, recorded an impairment charge to adjust the carrying values to their estimated net realizable values. Certain affordable housing properties were sold during the third quarter of 2013. The gain recognized upon sale during the third quarter of 2013 was immaterial. At September 30, 2013, market indicators remain consistent with the carrying values of the remaining properties to be sold and marketing efforts continue with an expected disposition in the fourth quarter of 2013.

## Registered and Unregistered Funds Advised by RidgeWorth

RidgeWorth, a registered investment advisor and majority owned subsidiary of the Company, serves as the investment advisor for various private placement, common and collective funds, and registered mutual funds (collectively the "Funds"). The Company evaluates these Funds to determine if the Funds are VIEs. In February 2010, the FASB issued guidance that defers the application of the existing VIE consolidation guidance for investment funds meeting certain criteria. All of the registered and unregistered Funds advised by RidgeWorth meet the scope exception criteria, thus, are not evaluated for consolidation under the guidance. Accordingly, the Company continues to apply the consolidation guidance in effect prior to the issuance of the existing guidance to interests in funds that qualify for the deferral.

The Company has concluded that some of the Funds are VIEs. However, the Company has determined that it is not the primary beneficiary of these funds as the Company does not absorb a majority of the expected losses nor expected returns of the funds. The Company's exposure to loss is limited to the investment advisor and other administrative fees it earns and if applicable, any equity investments. The total unconsolidated assets of these funds at September 30, 2013 and December 31, 2012, were \$273 million and \$372 million, respectively.

## NOTE 8 – NET INCOME PER COMMON SHARE

Equivalent shares of 20 million and 24 million related to common stock options and common stock warrants outstanding at September 30, 2013 and 2012, respectively, were excluded from the computations of diluted income per average common share because they would have been anti-dilutive.

Reconciliations of net income to net income available to common shareholders and the difference between average basic common shares outstanding and average diluted common shares outstanding are included below.

(In millions, except per share data)	Three Months Ended		Nine Months Ended	
	September 30		September 30	
	2013	2012	2013	2012
Net income	\$189	\$1,077	\$918	\$1,602
Preferred dividends	(9 )	(2 )	(28 )	(8 )
Dividends and undistributed earnings allocated to unvested shares	(1 )	(9 )	(6 )	(13 )
Net income available to common shareholders	\$179	\$1,066	\$884	\$1,581
Average basic common shares	534	535	535	534
Effect of dilutive securities:				
Stock options	1	1	1	1
Restricted stock	4	3	3	3
Average diluted common shares	539	539	539	538
Net income per average common share - diluted	\$0.33	\$1.98	\$1.64	\$2.94
Net income per average common share - basic	\$0.33	\$1.99	\$1.65	\$2.96



## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 9 - INCOME TAXES

The provision for income taxes was a benefit of \$146 million and an expense of \$551 million for the three months ended September 30, 2013 and 2012, respectively, resulting in an effective tax rate during the three months ended September 30, 2013, that was not meaningful when calculated compared to an effective tax rate of 34% during the three months ended September 30, 2012. For the nine months ended September 30, 2013 and 2012, the provision for income taxes was an expense of \$151 million and \$710 million, respectively, representing effective tax rates of 14% and 31%, respectively. The Company calculated the provision for income taxes for the three and nine months ended September 30, 2013, by applying the estimated annual effective tax rate to year-to-date pre-tax income and adjusting for discrete items that occurred during the period. For the three and nine months ended September 30, 2012, the provision for income taxes was calculated discretely based on actual year-to-date results.

The Company realized a gross tax benefit of approximately \$343 million related to the taxable reorganization of certain subsidiaries in the third quarter of 2013. This tax benefit and any related liability for UTBs were recorded as discrete items in the third quarter provision for income taxes.

At September 30, 2013 and December 31, 2012, the Company had a liability related to federal and state UTBs, excluding interest and penalties, of \$338 million and \$137 million, respectively. The increase in the liability relates to current year tax positions. The amount of UTBs that, if recognized, would affect the Company's effective tax rate was \$287 million at September 30, 2013.

At September 30, 2013 and December 31, 2012, the Company had a valuation allowance recorded against its state carryforwards and certain state DTAs of \$82 million and \$56 million, respectively. The increase in the valuation allowance was primarily due to an increase in STM's valuation allowance related to its state NOLs.

## NOTE 10 - EMPLOYEE BENEFIT PLANS

The Company sponsors various short-term incentive plans and LTIs for eligible employees, which may be delivered through various incentive programs, including stock options, RSUs, restricted stock, and LTI cash. AIP is the Company's short-term cash incentive plan for key employees that provides for potential annual cash awards based on the Company's performance and/or the achievement of business unit and individual performance objectives. Awards under the LTI cash plan generally cliff vest over a period of three years from the date of the award and are paid in cash. All incentive awards are subject to clawback provisions. Compensation expense for the AIP and LTI cash plans was \$30 million and \$39 million for the three months ended September 30, 2013 and 2012, respectively and \$108 million and \$116 million for the nine months ended September 30, 2013 and 2012, respectively.

## Stock-Based Compensation

The Company provides stock-based awards through the 2009 Stock Plan (as amended and restated effective January 1, 2011) under which the Compensation Committee of the Board of Directors has the authority to grant stock options, restricted stock, and RSUs to key employees of the Company. Some awards may have performance or other conditions, such as vesting tied to the Company's total shareholder return relative to a peer group or vesting tied to the achievement of an absolute financial performance target. Under the 2009 Stock Plan, approximately 21 million shares of common stock are authorized and reserved for issuance, of which no more than 17 million shares may be issued as restricted stock or stock units. At September 30, 2013, 17 million shares were available for grant, including 9 million shares available to be issued as restricted stock.

Stock options are granted at an exercise price that is no less than the fair market value of a share of SunTrust common stock on the grant date and may be either tax-qualified incentive stock options or non-qualified stock options. Stock options typically vest pro-rata over three years and generally have a maximum contractual life of ten years. Upon exercise, shares are generally issued from treasury stock. Upon exercise, the weighted average fair value of options granted during the first nine months of 2013 and 2012 were \$7.37 and \$7.83 per share, respectively. The fair value of

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each option grant is estimated on the date of grant using the Black-Scholes option pricing model based on the following assumptions for the nine months ended September 30:

	2013	2012	
Dividend yield	1.28	% 0.91	%
Expected stock price volatility	30.98	39.88	
Risk-free interest rate (weighted average)	1.02	1.07	
Expected life of options	6 years	6 years	

## Notes to Consolidated Financial Statements (Unaudited), continued

Stock-based compensation expense recognized in noninterest expense was as follows:

(Dollars in millions)	Three Months Ended September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
Stock-based compensation expense:				
Stock options	\$1	\$2	\$5	\$9
Restricted stock	9	8	24	22
RSUs	2	6	15	24
Total stock-based compensation expense	\$12	\$16	\$44	\$55

The recognized stock-based compensation tax benefit was \$5 million and \$6 million for the three months ended September 30, 2013 and 2012, respectively, and \$17 million and \$21 million for the nine months ended September 30, 2013 and 2012, respectively.

#### Retirement Plans

SunTrust did not contribute to either of its noncontributory qualified retirement plans ("Retirement Benefit Plans") during the first nine months of 2013. The expected long-term rate of return on plan assets for the Retirement Benefit Plans is 7% for 2013.

Anticipated employer contributions/benefit payments for 2013 are \$8 million for the SERP. During the three and nine months ended September 30, 2013, the actual contributions/benefit payments were \$3 million and \$7 million, respectively.

SunTrust contributed less than \$1 million to the Postretirement Welfare Plan during the three and nine months ended September 30, 2013. Additionally, SunTrust expects to receive a Medicare Part D Subsidy reimbursement for 2013 in the amount of \$3 million. The expected pre-tax long-term rate of return on plan assets for the Postretirement Welfare Plan is 5% for 2013.

Components of net periodic benefit for the three and nine months ended September 30, were as follows:

(Dollars in millions)	Three Months Ended September 30			
	2013		2012	
	Pension Benefits	Other Postretirement Benefits	Pension Benefits	Other Postretirement Benefits
Interest cost	\$28	\$1	\$30	\$2
Expected return on plan assets	(46)	(1)	(43)	(2)
Recognized net actuarial loss	6	—	6	—
Settlement loss	—	—	2	<sup>1</sup> —
Net periodic benefit	(\$12)	\$—	(\$5)	\$—

(Dollars in millions)	Nine Months Ended September 30			
	2013		2012	
	Pension Benefits	Other Postretirement Benefits	Pension Benefits	Other Postretirement Benefits
Interest cost	\$84	\$4	\$90	\$5
Expected return on plan assets	(139)	(4)	(129)	(5)
Recognized net actuarial loss	19	—	18	—
Settlement loss	—	—	2	<sup>1</sup> —
Net periodic benefit	(\$36)	\$—	(\$19)	\$—



<sup>1</sup> Interim remeasurement was required on September 15, 2012, for the SunTrust SERP to reflect settlement accounting.

## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 11 - DERIVATIVE FINANCIAL INSTRUMENTS

The Company enters into various derivative financial instruments, both in a dealer capacity to facilitate client transactions and as an end user as a risk management tool. ALCO monitors all derivative activities. When derivatives have been entered into with clients, the Company generally manages the risk associated with these derivatives within the framework of its VAR approach that monitors total daily exposure and seeks to manage the exposure on an overall basis. Derivatives are also used as a risk management tool to hedge the Company's balance sheet exposure to changes in identified cash flow and fair value risks, either economically or in accordance with hedge accounting provisions. The Company's Corporate Treasury function is responsible for employing the various hedge accounting strategies to manage these objectives. Additionally, as a normal part of its operations, the Company enters into IRLCs on mortgage loans that are accounted for as freestanding derivatives and has certain contracts containing embedded derivatives that are carried, in their entirety, at fair value. All freestanding derivatives and any embedded derivatives that the Company bifurcates from the host contracts are carried at fair value in the Consolidated Balance Sheets in trading assets, other assets, trading liabilities, or other liabilities. The associated gains and losses are either recognized in AOCI, net of tax, or within the Consolidated Statements of Income, depending upon the use and designation of the derivatives.

## Credit and Market Risk Associated with Derivatives

Derivatives expose the Company to credit risk. The Company minimizes the credit risk of derivatives by entering into transactions with counterparties with defined exposure limits based on credit quality that are reviewed periodically by the Company's Credit Risk Management division. The Company's derivatives may also be governed by an ISDA or other master agreement, and depending on the nature of the derivative, bilateral collateral agreements are typically in place as well. When the Company has more than one outstanding derivative transaction with a single counterparty and there exists a legal right of offset with that counterparty, the Company considers its exposure to the counterparty to be the net market value of its derivative positions with that counterparty if an asset, adjusted for held collateral. At September 30, 2013, net derivative asset positions were \$1.2 billion, representing the \$1.8 billion of derivative gains adjusted for collateral of \$0.6 billion that the Company held in relation to these gain positions. At December 31, 2012, net derivative asset positions were \$1.8 billion, representing \$2.6 billion of derivative gains, adjusted for collateral of \$0.8 billion that the Company held in relation to these gain positions.

Derivatives also expose the Company to market risk. Market risk is the adverse effect that a change in market factors, such as interest rates, currency rates, equity prices, or implied volatility, has on the value of a derivative. The Company manages the market risk associated with its derivatives by establishing and monitoring limits on the types and degree of risk that may be undertaken. The Company continually measures this risk associated with its derivatives designated as trading instruments using a VAR methodology.

Derivative instruments are priced with observable market assumptions at a mid-market valuation point, with appropriate valuation adjustments for liquidity and credit risk. For purposes of valuation adjustments to its derivative positions, the Company has evaluated liquidity premiums that may be demanded by market participants, as well as the credit risk of its counterparties and its own credit. The Company has considered factors such as the likelihood of default by itself and its counterparties, its net exposures, and remaining maturities in determining the appropriate fair value adjustments to recognize. Generally, the expected loss of each counterparty is estimated using the Company's internal risk rating system. The risk rating system utilizes counterparty-specific PD and LGD estimates to derive the expected loss. For counterparties that are rated by national rating agencies, those ratings are also considered in estimating the credit risk. Additionally, counterparty exposure is evaluated by offsetting positions that are subject to master netting arrangements, as well as by considering the amount of marketable collateral securing the position. All counterparties and defined exposure limits are explicitly approved. Counterparties are regularly reviewed and appropriate business action is taken to adjust the exposure to certain counterparties, as necessary. This approach is also used by the Company to estimate its own credit risk on derivative liability positions. The Company adjusted the net fair value of its derivative contracts for estimates of net counterparty credit risk by approximately \$18 million and \$29 million at September 30, 2013 and December 31, 2012, respectively.



## Notes to Consolidated Financial Statements (Unaudited), continued

The majority of the Company's derivatives contain contingencies that relate to the creditworthiness of the Bank. These contingencies, which are contained in industry standard master netting agreements, may be considered events of default. Should the Bank be in default under any of these provisions, the Bank's counterparties would be permitted to close-out net at amounts that would approximate the then-fair values of the derivatives resulting in a single sum due by one party to the other. The counterparties would have the right to apply any collateral posted by the Bank against any net amount owed by the Bank. Additionally, certain of the Company's derivative liability positions, totaling \$1.0 billion in fair value at September 30, 2013 and \$1.3 billion at December 31, 2012, contain provisions conditioned on downgrades of the Bank's credit rating. These provisions, if triggered, would either give rise to an ATE that permits the counterparties to close-out net and apply collateral or, where a CSA is present, require the Bank to post additional collateral. At September 30, 2013, the Bank carried senior long-term debt ratings of A3/BBB+ from three of the major ratings agencies. At the current rating level, ATEs have been triggered for approximately \$4 million in fair value liabilities as of September 30, 2013. For illustrative purposes, if the Bank were downgraded to BB+, ATEs would be triggered in derivative liability contracts that had a total fair value of \$6 million at September 30, 2013; ATEs do not exist at lower ratings levels. At September 30, 2013, \$1.0 billion in fair value of derivative liabilities were subject to CSAs, against which the Bank has posted \$934 million in collateral, primarily in the form of cash. If requested by the counterparty pursuant to the terms of the CSA, the Bank would be required to post estimated additional collateral against these contracts at September 30, 2013, of \$10 million if the Bank were downgraded to Baa3/BBB-, and any further downgrades to Ba1/BB+ or below do not contain predetermined collateral posting levels.

#### Notional and Fair Value of Derivative Positions

The following tables present the Company's derivative positions at September 30, 2013 and December 31, 2012. The notional amounts in the tables are presented on a gross basis and have been classified within Asset Derivatives or Liability Derivatives based on the estimated fair value of the individual contract at September 30, 2013 and December 31, 2012. Gross positive and gross negative fair value amounts associated with respective notional amounts are presented without consideration of any netting agreements, including collateral arrangements. For contracts constituting a combination of options that contain a written option and a purchased option (such as a collar), the notional amount of each option is presented separately, with the purchased notional amount generally being presented as an Asset Derivative and the written notional amount being presented as a Liability Derivative. For contracts that contain a combination of options, the fair value is generally presented as a single value with the purchased notional amount if the combined fair value is positive, and with the written notional amount, if the combined fair value is negative.

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	September 30, 2013			September 30, 2013		
	Asset Derivatives			Liability Derivatives		
	Balance Sheet Classification	Notional Amounts	Fair Value	Balance Sheet Classification	Notional Amounts	Fair Value
Derivatives designated in cash flow hedging relationships <sup>1</sup>						
Interest rate contracts hedging						
Floating rate loans	Trading assets	\$17,250	\$563	Trading liabilities	\$—	\$—
Derivatives designated in fair value hedging relationships <sup>2</sup>						
Interest rate contracts covering:						
Fixed rate debt	Trading assets	2,000	61	Trading liabilities	900	10
Derivatives not designated as hedging instruments <sup>3</sup>						
Interest rate contracts covering:						
Fixed rate debt	Trading assets	—	—	Trading liabilities	60	8
MSRs	Other assets	3,240	51	Other liabilities	8,916	79
LHFS, IRLCs <sup>4</sup>	Other assets	2,397	23	Other liabilities	5,525	78
Trading activity <sup>5</sup>	Trading assets	69,235	3,285	Trading liabilities	72,926	3,102
Foreign exchange rate contracts covering:						
Commercial loans	Trading assets	—	—	Trading liabilities	34	—
Trading activity	Trading assets	2,589	63	Trading liabilities	2,537	61
Credit contracts covering:						
Loans	Other assets	—	—	Other liabilities	490	6
Trading activity <sup>6</sup>	Trading assets	1,937	39	Trading liabilities	1,941	33
Equity contracts - Trading activity <sup>5</sup>	Trading assets	18,722	2,079	Trading liabilities	24,010	2,242
Other contracts:						
IRLCs and other <sup>7</sup>	Other assets	2,156	47	Other liabilities	212	3
Commodities	Trading assets	227	19	Trading liabilities	221	19
Total		100,503	5,606		116,872	5,631
Total derivatives		\$119,753	\$6,230		\$117,772	\$5,641
Total gross derivatives, before netting			\$6,230			\$5,641
Less: Legally enforceable master netting agreements			(4,180 )			(4,180 )
Less: Cash collateral received/paid			(521 )			(966 )
Total derivatives, after netting <sup>8</sup>			\$1,529			\$495

<sup>1</sup> See "Cash Flow Hedges" in this Note for further discussion.

<sup>2</sup> See "Fair Value Hedges" in this Note for further discussion.

<sup>3</sup> See "Economic Hedging and Trading Activities" in this Note for further discussion.

<sup>4</sup> Amount includes \$0.9 billion of notional amounts related to interest rate futures. These futures contracts settle in cash daily, one day in arrears. The derivative asset or liability associated with the one day lag is included in the fair value column of this table.

<sup>5</sup> Amounts include \$16.1 billion and \$0.2 billion of notional related to interest rate futures and equity futures, respectively. These futures contracts settle in cash daily, one day in arrears. The derivative assets/liabilities associated with the one day lag are included in the fair value column of this table.

<sup>6</sup> Asset and liability amounts include \$4 million and \$3 million, respectively, of notional from purchased and written credit risk participation agreements, respectively, whose notional is calculated as the notional of the derivative participated adjusted by the relevant RWA conversion factor.

<sup>7</sup> Includes a notional amount that is based on the number of Visa Class B shares, 3.2 million, the conversion ratio from Class B shares to Class A shares, and the Class A share price at the derivative inception date of May 28, 2009. This derivative was established upon the sale of Class B shares in the second quarter of 2009 as discussed in Note 12, "Reinsurance Arrangements and Guarantees." The fair value of the derivative liability, which relates to a notional amount of \$134 million, is immaterial and is recognized in other liabilities in the Consolidated Balance Sheets.

<sup>8</sup> Amounts represent total derivatives after offsetting cash collateral received from and paid to the same derivative counterparties and impact of netting derivative assets and derivative liabilities when a legally enforceable master netting agreement or similar agreement exists. In some situations, trading derivatives are offset with derivatives used for risk management purposes that are recorded in other assets or other liabilities. As a result, the Company may reclass balances between trading assets or trading liabilities and other assets or other liabilities based on the predominant account.

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	December 31, 2012			December 31, 2012		
	Asset Derivatives Balance Sheet Classification	Notional Amounts	Fair Value	Liability Derivatives Balance Sheet Classification	Notional Amounts	Fair Value
Derivatives designated in cash flow hedging relationships <sup>1</sup>						
Interest rate contracts hedging:						
Floating rate loans	Trading assets	\$17,350	\$771	Trading liabilities	\$—	\$—
Derivatives designated in fair value hedging relationships <sup>2</sup>						
Interest rate contracts covering:						
Fixed rate debt	Trading assets	1,000	61	Trading liabilities	—	—
Derivatives not designated as hedging instruments <sup>3</sup>						
Interest rate contracts covering:						
Fixed rate debt	Trading assets	—	—	Trading liabilities	60	10
Corporate bonds and loans						
MSRs	Other assets	6,185	150	Trading/Other liabilities	12,643	33
LHFS, IRLCs, LHFI-FV <sup>4</sup>	Other assets	2,333	6	Other liabilities	7,076	15
Trading activity <sup>5</sup>	Trading assets	81,930	6,044	Trading liabilities	86,037	5,777
Foreign exchange rate contracts covering:						
Foreign-denominated debt and commercial loans	Trading assets	—	—	Trading liabilities	34	—
Trading activity	Trading assets	2,451	66	Trading liabilities	2,326	63
Credit contracts covering:						
Loans	Trading/Other assets	—	—	Other liabilities	445	8
Trading activity <sup>6</sup>	Trading assets	1,958	55	Trading liabilities	2,081	49
Equity contracts - Trading activity <sup>5</sup>	Trading assets	15,748	1,342	Trading liabilities	22,184	1,529
Other contracts:						
IRLCs and other <sup>7</sup>	Trading/Other assets	6,783	132	Other liabilities	142	1
Commodities	Trading assets	255	29	Trading liabilities	255	29
Total		117,643	7,824		133,283	7,514
Total derivatives		\$135,993	\$8,656		\$133,283	\$7,514
Total gross derivatives, before netting			\$8,656			\$7,514
Less: Legally enforceable master netting agreements			(5,843 )			(5,843 )
Less: Cash collateral received/paid			(730 )			(1,259 )
Total derivatives, after netting <sup>8</sup>			\$2,083			\$412

<sup>1</sup> See “Cash Flow Hedges” in this Note for further discussion.

<sup>2</sup> See “Fair Value Hedges” in this Note for further discussion.

<sup>3</sup> See “Economic Hedging and Trading Activities” in this Note for further discussion.

<sup>4</sup> Amount includes \$1.7 billion of notional amounts related to interest rate futures. These futures contracts settle in cash daily, one day in arrears. The derivative liability associated with the one day lag is included in the fair value

column of this table.

<sup>5</sup> Amounts include \$16.2 billion and \$0.8 billion of notional related to interest rate futures and equity futures, respectively. These futures contracts settle in cash daily, one day in arrears. The derivative asset associated with the one day lag is included in the fair value column of this table.

<sup>6</sup> Asset and liability amounts each include \$3 million of notional from purchased and written interest rate swap risk participation agreements, respectively, whose notional is calculated as the notional of the interest rate swap participated adjusted by the relevant RWA conversion factor.

<sup>7</sup> Includes a notional amount that is based on the number of Visa Class B shares, 3.2 million, the conversion ratio from Class B shares to Class A shares, and the Class A share price at the derivative inception date of May 28, 2009. This derivative was established upon the sale of Class B shares in the second quarter of 2009 as discussed in Note 12, "Reinsurance Arrangements and Guarantees." The fair value of the derivative liability, which relates to a notional amount of \$134 million, is immaterial and is recognized in other liabilities in the Consolidated Balance Sheets.

<sup>8</sup> Amounts represent total derivatives after offsetting cash collateral received from and paid to the same derivative counterparties and impact of netting derivative assets and derivative liabilities when a legally enforceable master netting agreement or similar agreement exists. In some situations, trading derivatives are offset with derivatives used for risk management purposes that are recorded in other assets or other liabilities. As a result, the Company may reclass balances between trading assets or trading liabilities and other assets or other liabilities based on the predominant account.



Notes to Consolidated Financial Statements (Unaudited), continued

Impact of Derivatives on the Consolidated Statements of Income and Shareholders' Equity

The impacts of derivatives on the Consolidated Statements of Income and the Consolidated Statements of Shareholders' Equity for the three and nine months ended September 30, 2013 and 2012, are presented below. The impacts are segregated between those derivatives that are designated in hedging relationships and those that are used for economic hedging or trading purposes, with further identification of the underlying risks in the derivatives and the hedged items, where appropriate. The tables do not disclose the financial impact of the activities that these derivative instruments are intended to hedge.

(Dollars in millions)	Three Months Ended September 30, 2013		Nine Months Ended September 30, 2013	
	Amount of pre-tax gain recognized in OCI on Derivatives (Effective Portion)	Classification of gain/(loss) reclassified from AOCI into Income (Effective Portion)	Amount of pre-tax gain reclassified from AOCI into Income (Effective Portion)	Amount of pre-tax gain/(loss) reclassified from AOCI into Income (Effective Portion)
Derivatives in cash flow hedging relationships:				
Interest rate contracts hedging forecasted debt	\$—	Interest on long-term debt	\$—	(\$2 ) \$—
Interest rate contracts hedging floating rate loans <sup>1</sup>	60	Interest and fees on loans	80	17 246
Total	\$60		\$80	\$15 \$246

<sup>1</sup> During the three and nine months ended September 30, 2013, the Company also reclassified \$21 million and \$69 million, respectively, in pre-tax gains from AOCI into net interest income. These gains related to hedging relationships that have been previously terminated or de-designated and are reclassified into earnings in the same period in which the forecasted transaction occurs.

(Dollars in millions)	Three Months Ended September 30, 2013		Nine Months Ended September 30, 2013		
	Amount of gain on Derivatives recognized in Income	Amount of loss on related Hedged Items recognized in Income	Amount of loss recognized in Income on Hedges (Ineffective Portion)	Amount of gain on related Hedged Items recognized in Income	Amount of loss recognized in Income on Hedges (Ineffective Portion)
Derivatives in fair value hedging relationships:					
Interest rate contracts hedging fixed rate debt <sup>1</sup>	\$4	(\$6 )	(\$2 )	(\$19 )	\$18 (\$1 )

<sup>1</sup> Amounts are recognized in trading income in the Consolidated Statements of Income.

(Dollars in millions)	Classification of gain/(loss) recognized in Income on	Amount of gain/(loss) recognized in	Amount of gain/(loss) recognized in
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	Derivatives	Income on Derivatives for the Three Months Ended September 30, 2013	Income on Derivatives for the Nine Months Ended September 30, 2013
Derivatives not designated as hedging instruments:			
Interest rate contracts covering:			
Fixed rate debt	Trading income	(\$1 )	\$1
MSRs	Mortgage servicing related income	(18 )	(232 )
LHFS, IRLCs	Mortgage production related (loss)/income	(33 )	258
Trading activity	Trading income	20	46
Foreign exchange rate contracts covering:			
Commercial loans	Trading income	2	1
Trading activity	Trading income	(9 )	17
Credit contracts covering:			
Loans	Other income	(1 )	(3 )
Trading activity	Trading income	6	16
Equity contracts - trading activity	Trading income	1	(14 )
Other contracts:			
IRLCs	Mortgage production related (loss)/income	47	74
Total		\$14	\$164

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	Three Months Ended September 30, 2012			Nine Months Ended September 30, 2012		
	Amount of pre-tax gain/(loss) recognized in OCI on Derivatives (Effective Portion)	Classification of gain/(loss) reclassified from AOCI into Income (Effective Portion)	Amount of pre-tax gain/(loss) reclassified from AOCI into Income (Effective Portion)	Amount of pre-tax gain/(loss) recognized in OCI on Derivatives (Effective Portion)	Classification of gain/(loss) reclassified from AOCI into Income (Effective Portion)	Amount of pre-tax gain/(loss) reclassified from AOCI into Income (Effective Portion)
Derivatives in cash flow hedging relationships:						
Equity contracts hedging Securities AFS <sup>1</sup>	(\$10 )	Net securities gains	(\$365 )	(\$171 )		(\$365 )
Interest rate contracts hedging Floating rate loans <sup>2</sup>	80	Interest and fees on loans	84	247		250
Total	\$70		(\$281 )	\$76		(\$115 )

<sup>1</sup> During both the three and nine months ended September 30, 2012, the Company also recognized \$60 million of pre-tax gains directly into net securities gains related to mark-to-market changes of the Coke hedging contracts when the cash flow hedging relationship failed to qualify for hedge accounting.

<sup>2</sup> During the three and nine months ended September 30, 2012, the Company also reclassified \$34 million and \$140 million, respectively, in pre-tax gains from AOCI into net interest income. These gains related to hedging relationships that have been previously terminated or de-designated and are reclassified into earnings in the same period in which the forecasted transaction occurs.

(Dollars in millions)	Three Months Ended September 30, 2012			Nine Months Ended September 30, 2012		
	Amount of gain on Derivatives recognized in Income	Amount of loss on related Hedged Items recognized in Income	Amount of gain/(loss) recognized in Income on Hedges (Ineffective Portion)	Amount of gain on Derivatives recognized in Income	Amount of loss on related Hedged Items recognized in Income	Amount of gain/(loss) recognized in Income on Hedges (Ineffective Portion)
Derivatives in fair value hedging relationships <sup>1</sup> :						
Interest rate contracts hedging Fixed rate debt	\$3	(\$3 )	\$—	\$10	(\$10 )	\$—
Interest rate contracts hedging Securities AFS	—	—	—	1	(1 )	—
Total	\$3	(\$3 )	\$—	\$11	(\$11 )	\$—

<sup>1</sup> Amounts are recognized in trading income in the Consolidated Statements of Income.

(Dollars in millions)	Classification of gain/(loss) recognized in Income on Derivatives	Amount of gain/(loss) recognized in Income	Amount of gain/(loss) recognized in Income

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		on Derivatives for the Three Months Ended September 30, 2012	on Derivatives for the Nine Months Ended September 30, 2012
Derivatives not designated as hedging instruments:			
Interest rate contracts covering:			
Fixed rate debt	Trading income	(\$1 )	(\$2 )
MSRs	Mortgage servicing related income	101	297
LHFS, IRLCs, LHFI-FV	Mortgage production related (loss)/income	(153 )	(323 )
Trading activity	Trading income	17	71
Foreign exchange rate contracts covering:			
Commercial loans and foreign-denominated debt	Trading income	—	129
Trading activity	Trading income	(2 )	13
Credit contracts covering:			
Loans <sup>1</sup>	Other income	(3 )	(6 )
Trading activity	Trading income	6	18
Equity contracts - trading activity	Trading income	(3 )	10
Other contracts:			
IRLCs	Mortgage production related (loss)/income	332	774
Total		\$294	\$981

<sup>1</sup>For the six months ended June 30, 2012, losses of \$3 million were recorded in trading income.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Netting of Derivatives

The Company has various financial assets and financial liabilities that are subject to enforceable master netting agreements or similar agreements. The Company's securities borrowed or purchased under agreements to resell and securities sold under agreements to repurchase that are subject to enforceable master netting agreements or similar agreements are discussed in Note 2, "Federal Funds Sold and Securities Borrowed or Purchased Under Agreements to Resell." The Company enters into ISDA or other legally enforceable industry standard master netting arrangements with derivative counterparties. Under the terms of the master netting arrangements, all transactions between the Company and the counterparty constitute a single business relationship such that in the event of default, the nondefaulting party is entitled to set off claims and apply property held by that party in respect of any transaction against obligations owed. Any payments, deliveries, or other transfers may be applied against each other and netted. The table below shows total gross derivative assets and liabilities which are adjusted on an aggregate basis, where applicable to take into consideration the effects of legally enforceable master netting agreements, including any cash collateral received or paid, for the net reported amount in the Consolidated Balance Sheets. Also included in the table is financial instrument collateral related to legally enforceable master netting agreements that represents securities collateral received or pledged and customer cash collateral held at third-party custodians. These amounts are not offset on the Consolidated Balance Sheets but are shown as a reduction to total derivative assets and liabilities in the table to derive net derivative assets and liabilities. These amounts are limited to the derivative asset/liability balance, and accordingly, do not include excess collateral received/pledged.

The following tables present the Company's gross derivative financial assets and liabilities at September 30, 2013 and December 31, 2012, and the related impact of enforceable master netting arrangements, where applicable:

(Dollars in millions)	Gross Amount	Amount Offset	Net Amount Presented in Consolidated Balance Sheets	Held/Pledged Financial Instruments	Net Amount
September 30, 2013					
Derivative financial assets:					
Derivatives subject to master netting arrangement or similar arrangement	\$5,478	\$4,282	\$1,196	\$54	\$1,142
Derivatives not subject to master netting arrangement or similar arrangement	47	—	47	—	47
Exchange traded derivatives	705	419	286	—	286
Total derivative financial assets	\$6,230	\$4,701	\$1,529	<sup>1</sup> \$54	\$1,475
Derivative financial liabilities:					
Derivatives subject to master netting arrangement or similar arrangement	\$5,051	\$4,727	\$324	\$114	\$210
Derivatives not subject to master netting arrangement or similar arrangement	169	—	169	—	169
Exchange traded derivatives	421	419	2	2	—
Total derivative financial liabilities	\$5,641	\$5,146	\$495	<sup>2</sup> \$116	\$379
December 31, 2012					
Derivative financial assets:					
Derivatives subject to master netting arrangement or similar arrangement	\$8,041	\$6,273	\$1,768	\$94	\$1,674
Derivatives not subject to master netting arrangement or similar arrangement	132	—	132	—	132

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Exchange traded derivatives	483	300	183	—	183
Total derivative financial assets	\$8,656	\$6,573	\$2,083	<sup>1</sup> \$94	\$1,989
Derivative financial liabilities:					
Derivatives subject to master netting arrangement or similar arrangement	\$7,051	\$6,802	\$249	\$37	\$212
Derivatives not subject to master netting arrangement or similar arrangement	163	—	163	—	163
Exchange traded derivatives	300	300	—	—	—
Total derivative financial liabilities	\$7,514	\$7,102	\$412	<sup>2</sup> \$37	\$375

<sup>1</sup> At September 30, 2013, \$1.5 billion, net of \$517 million offsetting cash collateral, is recognized in trading assets and \$58 million, net of \$4 million offsetting cash collateral, is recognized in other assets within the Company's Consolidated Balance Sheets. At December 31, 2012, \$1.9 billion, net of \$730 million offsetting cash collateral, is recognized in trading assets and \$178 million is recognized in other assets within the Company's Consolidated Balance Sheets.

<sup>2</sup> At September 30, 2013, \$444 million, net of \$934 million offsetting cash collateral, is recognized in trading liabilities and \$49 million, net of \$32 million offsetting cash collateral, is recognized in other liabilities within the Company's Consolidated Balance Sheets. At December 31, 2012, \$397 million, net of \$1.3 billion offsetting cash collateral, is recognized in trading liabilities and \$15 million is recognized in other liabilities within the Company's Consolidated Balance Sheets.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Credit Derivatives

As part of its trading businesses, the Company enters into contracts that are, in form or substance, written guarantees: specifically, CDS, swap participations, and TRS. The Company accounts for these contracts as derivatives and, accordingly, recognizes these contracts at fair value, with changes in fair value recognized in trading income in the Consolidated Statements of Income.

The Company writes CDS, which are agreements under which the Company receives premium payments from its counterparty for protection against an event of default of a reference asset. In the event of default under the CDS, the Company would either net cash settle or make a cash payment to its counterparty and take delivery of the defaulted reference asset, from which the Company may recover all, a portion, or none of the credit loss, depending on the performance of the reference asset. Events of default, as defined in the CDS agreements, are generally triggered upon the failure to pay and similar events related to the issuer(s) of the reference asset. At September 30, 2013 and December 31, 2012, all written CDS contracts reference single name corporate credits or corporate credit indices. When the Company has written CDS, it has generally entered into offsetting CDS for the underlying reference asset, under which the Company paid a premium to its counterparty for protection against an event of default on the reference asset. The counterparties to these purchased CDS are generally of high creditworthiness and typically have ISDA master netting agreements in place that subject the CDS to master netting provisions, thereby, mitigating the risk of non-payment to the Company. As such, at September 30, 2013 the Company did not have any significant risk of making a non-recoverable payment on any written CDS. During 2013 and 2012, the only instances of default on written CDS were driven by credit indices with constituent credit default. In all cases where the Company made resulting cash payments to settle, the Company collected like amounts from the counterparties to the offsetting purchased CDS. At September 30, 2013 and December 31, 2012, the written CDS had remaining terms ranging from less than one year to two years. The maximum guarantees outstanding at September 30, 2013 and December 31, 2012, as measured by the gross notional amounts of written CDS, were \$52 million. At September 30, 2013 and December 31, 2012, the gross notional amounts of purchased CDS contracts, which represent benefits to, rather than obligations of, the Company, were \$52 million and \$175 million, respectively. The fair values of written CDS were \$2 million and \$1 million at September 30, 2013 and December 31, 2012, respectively, and the fair values of purchased CDS were less than \$1 million at September 30, 2013 and December 31, 2012.

The Company has also entered into TRS contracts on loans. The Company's TRS business consists of matched trades, such that when the Company pays depreciation on one TRS, it receives the same amount on the matched TRS. To mitigate its credit risk, the Company typically receives initial cash collateral from the counterparty upon entering into the TRS and is entitled to additional collateral if the fair value of the underlying reference assets deteriorates. At September 30, 2013 and December 31, 2012, there were \$1.8 billion and \$1.9 billion of outstanding and offsetting TRS notional balances, respectively. The fair values of the TRS derivative assets and liabilities at September 30, 2013, were \$36 million and \$32 million, respectively, and related collateral held at September 30, 2013, was \$289 million. The fair values of the TRS derivative assets and liabilities at December 31, 2012, were \$51 million and \$46 million, respectively, and related collateral held at December 31, 2012, was \$282 million.

The Company writes risk participations, which are credit derivatives, whereby the Company has guaranteed payment to a dealer counterparty in the event that the counterparty experiences a loss on a derivative, such as an interest rate swap, due to a failure to pay by the counterparty's customer (the "obligor") on that derivative. The Company monitors its payment risk on its risk participations by monitoring the creditworthiness of the obligors, which is based on the normal credit review process the Company would have performed had it entered into the derivatives directly with the obligors. The obligors are all corporations or partnerships. However, the Company continues to monitor the creditworthiness of its obligors and the likelihood of payment could change at any time due to unforeseen circumstances. To date, no material losses have been incurred related to the Company's written risk participations. At September 30, 2013, the remaining terms on these risk participations generally ranged from less than one year to thirteen years with a weighted average on the maximum estimated exposure of 7.1 years. The Company's maximum estimated exposure to written risk participations, as measured by projecting a maximum value of the guaranteed

derivative instruments based on interest rate curve simulations and assuming 100% default by all obligors on the maximum values, was approximately \$30 million and \$20 million at September 30, 2013 and December 31, 2012, respectively. The fair values of the written risk participations were less than \$1 million at September 30, 2013 and December 31, 2012. As part of its trading activities, the Company may enter into purchased risk participations to mitigate credit exposure to a derivative counterparty.

#### Cash Flow Hedges

The Company utilizes a comprehensive risk management strategy to monitor sensitivity of earnings to movements in interest rates. Specific types of funding and principal amounts hedged are determined based on prevailing market conditions and the shape of the yield curve. In conjunction with this strategy, the Company may employ various interest rate derivatives as risk management tools to hedge interest rate risk from recognized assets and liabilities or from forecasted transactions. The terms and notional amounts of derivatives are determined based on management's assessment of future interest rates, as well as other factors.

Interest rate swaps have been designated as hedging the exposure to the benchmark interest rate risk associated with floating rate loans. At September 30, 2013, the range of hedge maturities for hedges of floating rate loans was between one year and



## Notes to Consolidated Financial Statements (Unaudited), continued

five years, with the weighted average being 2.2 years. Ineffectiveness on these hedges was less than \$1 million during the three and nine months ended September 30, 2013 and 2012. At September 30, 2013, \$390 million of the deferred net gains on derivatives that are recognized in AOCI are expected to be reclassified to net interest income over the next twelve months in connection with the recognition of interest income on these hedged items. The amount to be reclassified into income includes both active and terminated or de-designated cash flow hedges. The Company may choose to terminate or de-designate a hedging relationship in this program due to a change in the risk management objective for that specific hedge item, which may arise in conjunction with an overall balance sheet management strategy.

The Company also designated interest rate swaps to hedge exposure to changes in probable interest payments attributable to changes in the benchmark interest rate associated with a forecasted issuance of fixed rate debt.

#### Fair Value Hedges

The Company enters into interest rate swap agreements as part of the Company's risk management objectives for hedging its exposure to changes in fair value due to changes in interest rates. These hedging arrangements convert Company-issued fixed rate long-term debt to floating rates. Consistent with this objective, the Company reflects the accrued contractual interest on the hedged item and the related swaps as part of current period interest. There were no components of derivative gains or losses excluded in the Company's assessment of hedge effectiveness related to the fair value hedges.

#### Economic Hedging and Trading Activities

In addition to designated hedging relationships, the Company also enters into derivatives as an end user as a risk management tool to economically hedge risks associated with certain non-derivative and derivative instruments, along with entering into derivatives in a trading capacity with its clients.

The primary risks that the Company economically hedges are interest rate risk, foreign exchange risk, and credit risk. Economic hedging objectives are accomplished by entering into offsetting derivatives either on an individual basis or collectively on a macro basis and generally accomplish the Company's goal of mitigating the targeted risk. To the extent that specific derivatives are associated with specific hedged items, the notional amounts, fair values, and gains/(losses) on the derivatives are illustrated in the tables in this footnote.

¶The Company utilizes interest rate derivatives to mitigate exposures from various instruments.

The Company is subject to interest rate risk on its fixed rate debt. As market interest rates move, the fair value of the Company's debt is affected. To protect against this risk on certain debt issuances that the Company has elected to carry at fair value, the Company has entered into pay variable-receive fixed interest rate swaps that decrease in value in a rising rate environment and increase in value in a declining rate environment.

The Company is exposed to risk on the returns of certain of its brokered deposits that are carried at fair value. To hedge against this risk, the Company has entered into interest rate derivatives that mirror the risk profile of the returns on these instruments.

The Company is exposed to interest rate risk associated with MSRs, which the Company hedges with a combination of mortgage and interest rate derivatives, including forward and option contracts, futures, and forward rate agreements.

The Company enters into mortgage and interest rate derivatives, including forward contracts, futures, and option contracts to mitigate interest rate risk associated with IRLCs and mortgage LHFS.

¶The Company is exposed to foreign exchange rate risk associated with certain commercial loans.

The Company enters into CDS to hedge credit risk associated with certain loans held within its Wholesale Banking segment. The Company accounts for these contracts as derivatives and, accordingly, recognizes these contracts at fair value, with changes in fair value recognized in other income in the Consolidated Statements of Income.

¶Trading activity, as illustrated in the tables within this footnote, primarily includes interest rate swaps, equity derivatives, CDS, futures, options, and foreign currency contracts. These derivatives are entered into in a dealer

capacity to facilitate client transactions or are utilized as a risk management tool by the Company as an end user in certain macro-hedging strategies. The macro-hedging strategies are focused on managing the Company's overall interest rate risk exposure that is not otherwise hedged by derivatives or in connection with specific hedges and, therefore, the Company does not specifically associate individual derivatives with specific assets or liabilities.

## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 12 – REINSURANCE ARRANGEMENTS AND GUARANTEES

## Reinsurance

The Company provides mortgage reinsurance on certain mortgage loans through contracts with several primary mortgage insurance companies. Under these contracts, the Company provides aggregate excess loss coverage in a mezzanine layer in exchange for a portion of the pool's mortgage insurance premium. At September 30, 2013 and December 31, 2012, approximately \$0.1 billion and \$5.2 billion, respectively, of mortgage loans were covered by such mortgage reinsurance contracts. No new mortgage loans have been reinsured since January 1, 2009 and the Company has entered into commutation agreements with various mortgage insurers to commute and terminate reinsurance agreements and trust agreements. The Company's maximum exposure to losses is limited by reinsurance contracts which define the loss amounts ceded to the Company as well as by establishing trust accounts for each contract. The trust accounts, which are comprised of funds contributed by the Company plus premiums earned under the reinsurance contracts, are maintained to fund claims made under the reinsurance contracts. If claims exceed funds held in the trust accounts, the Company does not intend to make additional contributions beyond future premiums earned under the existing contracts.

At September 30, 2013 and December 31, 2012, the total loss exposure ceded to the Company was approximately \$5 million and \$179 million, respectively. The maximum amount of loss exposure based on funds held in each separate trust account, including net premiums due to the trust accounts, was limited to \$4 million at September 30, 2013 and \$6 million at December 31, 2012. Of these amounts, \$1 million and \$3 million of losses have been reserved for at September 30, 2013 and December 31, 2012, respectively, reducing the Company's net remaining loss exposure to \$3 million at September 30, 2013 and December 31, 2012. The Company's evaluation of the required reserve amount includes an estimate of claims to be paid by the trust in relation to loans in default and an assessment of the sufficiency of future revenues, including premiums and investment income on funds held in the trusts, to cover future claims. Future reported losses may exceed \$3 million since future premium income will increase the amount of funds held in the trust; however, future cash losses, net of premium income, are not expected to exceed \$3 million. The amount of future premium income is limited to the population of loans currently outstanding since additional loans are not being added to the reinsurance contracts and future premium income could be further curtailed to the extent the Company agrees to relinquish control of other individual trusts to the mortgage insurance companies. Premium income, which totaled less than \$1 million and \$2 million for the three months ended September 30, 2013 and 2012, respectively, and \$1 million and \$10 million for the nine months ended September 30, 2013 and 2012, respectively, is reported as part of other noninterest income. The related provision for losses, which totaled less than \$1 million and \$2 million for the three months ended September 30, 2013 and 2012, respectively, and \$1 million and \$11 million for the nine months ended September 30, 2013 and 2012, respectively, is reported as part of other noninterest expense.

## Guarantees

The Company has undertaken certain guarantee obligations in the ordinary course of business. The issuance of a guarantee imposes an obligation for the Company to stand ready to perform and make future payments should certain triggering events occur. Payments may be in the form of cash, financial instruments, other assets, shares of stock, or provisions of the Company's services. The following discussion appends and updates certain guarantees disclosed in Note 17, "Reinsurance Arrangements and Guarantees," to the Consolidated Financial Statements in the Company's 2012 Annual Report on Form 10-K. The Company has also entered into certain contracts that are similar to guarantees, but that are accounted for as derivatives as discussed in Note 11, "Derivative Financial Instruments."

## Letters of Credit

Letters of credit are conditional commitments issued by the Company, generally to guarantee the performance of a client to a third party in borrowing arrangements, such as CP, bond financing, and similar transactions. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to clients and may be reduced by selling participations to third parties. The Company issues letters of credit that are classified as

financial standby, performance standby, or commercial letters of credit.

At September 30, 2013 and December 31, 2012, the maximum potential amount of the Company's obligation was \$3.5 billion and \$4.0 billion, respectively, for financial and performance standby letters of credit. The Company's outstanding letters of credit generally have a term of less than one year but may extend longer. If a letter of credit is drawn upon, the Company may seek recourse through the client's underlying obligation. If the client's line of credit is also in default, the Company may take possession of the collateral securing the line of credit, where applicable. The Company monitors its credit exposure under standby letters of credit in the same manner as it monitors other extensions of credit in accordance with its credit policies. Some standby letters of credit are designed to be drawn upon and others are drawn upon only under circumstances of dispute or default in the underlying transaction to which the Company is not a party. In all cases, the Company holds the right to reimbursement from the applicant and may or may not also hold collateral to secure that right. An internal assessment of the PD and loss severity in the event of default is performed consistent with the methodologies used for all commercial borrowers. The management of credit risk regarding letters of credit leverages the risk rating process to focus higher visibility on the

## Notes to Consolidated Financial Statements (Unaudited), continued

higher risk and/or higher dollar letters of credit. The associated reserve is a component of the unfunded commitments reserve recorded in other liabilities in the Consolidated Balance Sheets and included in the allowance for credit losses as disclosed in Note 5, "Allowance for Credit Losses." Additionally, unearned fees relating to letters of credit are recorded in other liabilities. The net carrying amount of unearned fees was immaterial at September 30, 2013 and December 31, 2012.

## Loan Sales

STM, a consolidated subsidiary of SunTrust, originates and purchases residential mortgage loans, a portion of which are sold to outside investors in the normal course of business, through a combination of whole loan sales to GSEs, Ginnie Mae, and non-agency investors. Prior to 2008, the Company also sold loans through a limited number of Company sponsored securitizations. When mortgage loans are sold, representations and warranties regarding certain attributes of the loans sold are made to these third party purchasers. Subsequent to the sale, if a material underwriting deficiency or documentation defect is discovered, STM may be obligated to repurchase the mortgage loan or to reimburse the investor for losses incurred (make whole requests) if such deficiency or defect cannot be cured by STM within the specified period following discovery. Defects in the securitization process or breaches of underwriting and servicing representations and warranties can result in loan repurchases, as well as adversely affect the valuation of MSR, servicing advances, or other mortgage loan-related exposures, such as OREO. These representations and warranties may extend through the life of the mortgage loan. STM's risk of loss under its representations and warranties is largely driven by borrower payment performance since investors will perform extensive reviews of delinquent loans as a means of mitigating losses.

Loan repurchase requests generally arise from loans sold during the period from January 1, 2005 to September 30, 2013, which totaled \$292.0 billion at the time of sale, consisting of \$227.7 billion and \$30.3 billion of agency and non-agency loans, respectively, as well as \$34.0 billion of loans sold to Ginnie Mae. The composition of the remaining outstanding balance by vintage and type of buyer at September 30, 2013, is shown in the following table:

Remaining Outstanding Balance by Year of Sale										
(Dollars in billions)	2005	2006	2007	2008	2009	2010	2011	2012	2013	Total
GSE <sup>1</sup>	\$2.1	\$2.3	\$4.5	\$4.0	\$11.5	\$7.7	\$8.5	\$18.0	\$18.4	\$77.0
Ginnie Mae <sup>1</sup>	0.4	0.3	0.3	1.3	3.3	2.6	2.1	4.0	3.1	17.4
Non-agency	3.3	4.9	3.2	—	—	—	—	—	—	11.4
Total	\$5.8	\$7.5	\$8.0	\$5.3	\$14.8	\$10.3	\$10.6	\$22.0	\$21.5	\$105.8

<sup>1</sup> Balances based on loans currently serviced by the Company and excludes loans serviced by others and certain loans in foreclosure.

Non-agency loan sales include whole loans and loans sold in private securitization transactions. While representations and warranties have been made related to these sales, they can differ in many cases from those made in connection with loans sold to the GSEs in that non-agency loans may not be required to meet the same underwriting standards and non-agency investors may be required to demonstrate that the alleged breach was material and caused the investors' loss. Loans sold to Ginnie Mae are insured by either the FHA or VA. As servicer, we may elect to repurchase delinquent loans in accordance with Ginnie Mae guidelines; however, the loans continue to be insured. We indemnify the FHA and VA for losses related to loans not originated in accordance with their guidelines. See Note 14, "Contingencies," for additional information on the HUD Investigation regarding origination practices for FHA loans. Although the timing and volume has varied, repurchase and make whole requests have increased over the past several years. Repurchase requests from GSEs, Ginnie Mae, and non-agency investors, for all vintages, were \$1.4 billion during the nine months ended September 30, 2013, and \$1.7 billion, \$1.7 billion, and \$1.1 billion during the years ended December 31, 2012, 2011, and 2010, respectively, and on a cumulative basis since 2005 totaled \$8.1 billion.

The majority of these requests are from GSEs, with a limited number of requests from non-agency investors. Repurchase requests from non-agency investors were \$17 million during the nine months ended September 30, 2013, and \$22 million, \$50 million, and \$55 million, during the years ended December 31, 2012, 2011, and 2010, respectively. Additionally, loans originated during 2006 - 2008 have consistently comprised the vast majority of total repurchase requests during the past three years.

The repurchase and make whole requests received have been primarily due to alleged material breaches of representations related to compliance with the applicable underwriting standards, including borrower misrepresentation and appraisal issues. STM performs a loan by loan review of all requests and contests demands to the extent they are not considered valid.

At September 30, 2013, the unpaid principal balance of loans related to unresolved requests previously received from investors was \$376 million, comprised of \$372 million from the GSEs and \$4 million from non-agency investors.

Comparable amounts at December 31, 2012, were \$655 million, comprised of \$639 million from the GSEs and \$16 million from non-agency investors.

## Notes to Consolidated Financial Statements (Unaudited), continued

A significant degree of judgment is used to estimate the mortgage repurchase liability as the estimation process is inherently uncertain and subject to imprecision. During the third quarter of 2012, the Company received incremental information from the GSEs that, coupled with the Company's experience related to full file requests and repurchase demands, enhanced the Company's ability to estimate inherent losses attributable to the remaining expected demands on currently delinquent loans sold to the GSEs prior to 2009. As a result, the Company substantially increased the reserve during the third quarter of 2012. During the third quarter of 2013, the Company reached an agreement with Freddie Mac and Fannie Mae under which Freddie Mac and Fannie Mae released the Company from certain existing and future repurchase obligations for loans funded by Freddie Mac between 2000 and 2008 and Fannie Mae between 2000 and 2012. While the majority of both repurchase settlements was covered by the Company's existing mortgage repurchase liability, the Company increased the reserve in the third quarter of 2013 by \$63 million as a result of these settlements, as the population of loans included under the agreements was broader, due to inclusion of future repurchase obligations, than the population of loans considered under the Company's existing reserve for incurred losses.

The Company believes its reserve appropriately estimates incurred losses based on its current analysis and assumptions, including the Freddie Mac and Fannie Mae settlement agreements. At September 30, 2013 and December 31, 2012, the Company's estimate of the liability for incurred losses related to all vintages of mortgage loans sold totaled \$281 million and \$632 million, respectively. The liability is recorded in other liabilities in the Consolidated Balance Sheets, and the related repurchase provision is recognized in mortgage production related (loss)/income in the Consolidated Statements of Income.

The following table summarizes the changes in the Company's reserve for mortgage loan repurchases:

	Three Months Ended September 30		Nine Months Ended September 30	
(Dollars in millions)	2013	2012	2013	2012
Balance at beginning of period	\$363	\$434	\$632	\$320
Repurchase provision	73	371	102	701
Charge-offs	(155)	(111)	(453)	(327)
Balance at end of period	\$281	\$694	\$281	\$694

During the nine months ended September 30, 2013 and 2012, the Company repurchased or otherwise settled mortgages with original loan balances of \$800 million and \$558 million, respectively, related to investor demands. At September 30, 2013, the carrying value of outstanding repurchased mortgage loans, net of any allowance for loan losses, was \$375 million, comprised of \$321 million LHFI and \$54 million LHFS, respectively, of which \$49 million LHFI and \$54 million LHFS, were nonperforming. At December 31, 2012, the carrying value of outstanding repurchased mortgage loans, net of any allowance for loan losses, was \$240 million, comprised of \$209 million LHFI and \$31 million LHFS, respectively, of which \$70 million LHFI and \$31 million LHFS, were nonperforming. The Company normally retains servicing rights when loans are transferred. As servicer, the Company makes representations and warranties that it will service the loans in accordance with investor servicing guidelines and standards which may include (i) collection and remittance of principal and interest, (ii) administration of escrow for taxes and insurance, (iii) advancing principal, interest, taxes, insurance, and collection expenses on delinquent accounts, (iv) loss mitigation strategies including loan modifications, and (v) foreclosures. The Company recognizes a liability for contingent losses when MSRs are sold, which totaled \$5 million and \$12 million at September 30, 2013 and December 31, 2012.

#### Contingent Consideration

The Company has contingent payment obligations related to certain business combination transactions. Payments are calculated using certain post-acquisition performance criteria. The potential obligation and amount recorded as a

liability representing the fair value of the contingent payments was \$26 million and \$30 million at September 30, 2013 and December 31, 2012, respectively. If required, these contingent payments will be payable within the next three years.

#### Visa

The Company issues credit and debit transactions through Visa and MasterCard International. The Company is a defendant, along with Visa and MasterCard International (the “Card Associations”), as well as several other banks, in one of several antitrust lawsuits challenging the practices of the Card Associations (the “Litigation”). The Company entered into judgment and loss sharing agreements with Visa and certain other banks in order to apportion financial responsibilities arising from any potential adverse judgment or negotiated settlements related to the Litigation. Additionally, in connection with Visa's restructuring in 2007, a provision of the original Visa By-Laws, Section 2.05j, was restated in Visa's certificate of incorporation.



## Notes to Consolidated Financial Statements (Unaudited), continued

Section 2.05j contains a general indemnification provision between a Visa member and Visa, and explicitly provides that after the closing of the restructuring, each member's indemnification obligation is limited to losses arising from its own conduct and the specifically defined Litigation.

Agreements associated with Visa's IPO have provisions that Visa will fund a litigation escrow account, established for the purpose of funding judgments in, or settlements of, the Litigation. Since inception of the escrow account, Visa has funded over \$8.5 billion into the escrow account, approximately \$4.1 billion of which has been paid out in Litigation settlements and another \$4.4 billion which was paid into a settlement fund during 2012. If the escrow account is insufficient to cover the Litigation losses, then Visa will issue additional Class A shares ("loss shares"). The proceeds from the sale of the loss shares would then be deposited in the escrow account. The issuance of the loss shares will cause a dilution of Visa's Class B shares as a result of an adjustment to lower the conversion factor of the Class B shares to Class A shares. Visa U.S.A.'s members are responsible for any portion of the settlement or loss on the Litigation after the escrow account is depleted and the value of the Class B shares is fully-diluted. In May 2009, the Company sold its 3.2 million Class B shares to the Visa Counterparty and entered into a derivative with the Visa Counterparty. The Company received \$112 million and recognized a gain of \$112 million in connection with these transactions. Under the derivative, the Visa Counterparty is compensated by the Company for any decline in the conversion factor as a result of the outcome of the Litigation. Conversely, the Company is compensated by the Visa Counterparty for any increase in the conversion factor. The amount of payments made or received under the derivative is a function of the 3.2 million shares sold to the Visa Counterparty, the change in conversion rate, and Visa's share price. The Visa Counterparty, as a result of its ownership of the Class B shares, is impacted by dilutive adjustments to the conversion factor of the Class B shares caused by the Litigation losses. The conversion factor at the inception of the derivative in May 2009 was 0.6296 and at September 30, 2013 the conversion factor was 0.4206 due to Visa's funding of the litigation escrow account since 2009. Decreases in the conversion factor triggered payments by the Company to the Visa Counterparty of \$0 and \$25 million for the nine months ended September 30, 2013 and 2012, respectively.

During 2012, the Card Associations and defendants signed a memorandum of understanding to enter into a settlement agreement to resolve the plaintiffs' claims in the Litigation. Visa's share of the claims represents approximately \$4.4 billion, which was paid from the escrow account into a settlement fund during 2012. During the second quarter of 2013, various members of the putative class elected to opt out of the settlement. This will result in a proportional decrease in the amount of the settlement. While the estimated fair value of the derivative liability was immaterial at September 30, 2013 and December 31, 2012, the ultimate impact to the Company could be significantly different if the settlement is not approved and/or based on the ultimate resolution with the plaintiffs that opted out of the settlement.

#### Tax Credit Investments Sold

SunTrust Community Capital, a SunTrust subsidiary, previously obtained state and federal tax credits through the construction and development of affordable housing properties and continues to obtain state and federal tax credits through investments in affordable housing developments. SunTrust Community Capital or its subsidiaries are limited and/or general partners in various partnerships established for the properties. Some of the investments that generate state tax credits may be sold to outside investors. At September 30, 2013, SunTrust Community Capital has completed six sales containing guarantee provisions stating that SunTrust Community Capital will make payment to the outside investors if the tax credits become ineligible. SunTrust Community Capital also guarantees that the general partner under the transaction will perform on the delivery of the credits. The guarantees are expected to expire within a fifteen year period from inception. At September 30, 2013, the maximum potential amount that SunTrust Community Capital could be obligated to pay under these guarantees is \$37 million; however, SunTrust Community Capital can seek recourse against the general partner. Additionally, SunTrust Community Capital can seek reimbursement from cash flow and residual values of the underlying affordable housing properties provided that the properties retain value. At September 30, 2013 and December 31, 2012, \$1 million and \$3 million, respectively, was accrued, representing the

remainder of tax credits to be delivered, and were recorded in other liabilities in the Consolidated Balance Sheets.

Other

In the normal course of business, the Company enters into indemnification agreements and provides standard representations and warranties in connection with numerous transactions. These transactions include those arising from securitization activities, underwriting agreements, merger and acquisition agreements, swap clearing agreements, loan sales, contractual commitments, payment processing, sponsorship agreements, and various other business transactions or arrangements. The extent of the Company's obligations under these indemnification agreements depends upon the occurrence of future events; therefore, the Company's potential future liability under these arrangements is not determinable.

## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 13 - FAIR VALUE ELECTION AND MEASUREMENT

The Company carries certain assets and liabilities at fair value on a recurring basis and appropriately classifies them as level 1, 2, or 3 within the fair value hierarchy. The Company's recurring fair value measurements are based on a requirement to carry such assets and liabilities at fair value or the Company's election to carry certain financial assets and liabilities at fair value. Assets and liabilities that are required to be carried at fair value on a recurring basis include trading securities, securities AFS, and derivative financial instruments. Assets and liabilities that the Company has elected to carry at fair value on a recurring basis include certain LHFS and LHFI, MSRs, certain brokered time deposits, and certain issuances of fixed rate debt.

In certain circumstances, fair value enables a company to more accurately align its financial performance with the economic value of actively traded or hedged assets or liabilities. Fair value also enables a company to mitigate the non-economic earnings volatility caused from financial assets and liabilities being carried at different bases of accounting, as well as, to more accurately portray the active and dynamic management of a company's balance sheet. Depending on the nature of the asset or liability, the Company uses various valuation techniques and assumptions in estimating fair value. The assumptions used to estimate the value of an instrument have varying degrees of impact to the overall fair value of the asset or liability. This process involves the gathering of multiple sources of information, including broker quotes, values provided by pricing services, trading activity in other similar securities, market indices, pricing matrices along with employing various modeling techniques, such as discounted cash flow analyses, in arriving at the best estimate of fair value. Any model used to produce material financial reporting information is required to have a satisfactory independent review performed on an annual basis, or more frequently, when significant modifications to the functionality of the model are made. This review is performed by an internal group that separately reports to the Corporate Risk Function.

The Company has formal processes and controls in place to ensure the appropriateness of all fair value estimates. For fair values obtained from a third party or those that include certain trader estimates of fair value, there is an internal independent price validation function within the Finance organization that provides oversight for fair value estimates. For level 2 instruments and certain level 3 instruments, the validation generally involves evaluating pricing received from two or more other third party pricing sources that are widely used by market participants. The Company reviews pricing validation information from both a qualitative and quantitative perspective and determines whether pricing differences exceed acceptable thresholds. If the pricing differences exceed acceptable thresholds, then the Company reviews differences in valuation approaches used, which may include contacting a pricing service to gain further information on the valuation of a particular security or class of securities to determine the ultimate resolution of the pricing variance, which could include an adjustment to the price used for financial reporting purposes.

The Company classifies instruments as level 2 in the fair value hierarchy if it is able to determine that external pricing sources are using similar instruments trading in the markets as the basis for estimating fair value. One way the Company determines this is by the number of pricing services that will provide a quote on the instrument along with the range of values provided by those pricing services. A wide range of quoted values may indicate that significant adjustments to the trades in the market are being made by the pricing services. The Company maintains a cross-functional approach if the fair value estimates for level 3 securities AFS and trading assets and liabilities are internally developed, since the selection of unobservable inputs is subjective. This cross-functional approach includes input on assumptions not only from the related business unit, but also from risk management and finance. A consensus of the estimate of the instrument's fair value is reached after evaluating all available information pertaining to fair value. Inputs, assumptions, and overall conclusions on internally priced level 3 valuations are formally documented on a quarterly basis. As the balance of level 3 securities has declined, the need for this cross-functional approach is now limited primarily to the remaining ARS instruments that are valued internally.

The classification of an instrument as level 3 involves judgment and is based on a variety of subjective factors. These factors are used in the assessment of whether a market is inactive, resulting in the application of significant

unobservable assumptions in the valuation of a financial instrument. A market is considered inactive if significant decreases in the volume and level of activity for the asset or liability have been observed. In determining whether a market is inactive, the Company evaluates such factors as the number of recent transactions in either the primary or secondary markets, whether price quotations are current, the nature of the market participants, the variability of price quotations, the significance of bid/ask spreads, declines in (or the absence of) new issuances, and the availability of public information. Inactive markets necessitate the use of additional judgment in valuing financial instruments, such as pricing matrices, cash flow modeling, and the selection of an appropriate discount rate. The assumptions used to estimate the value of an instrument where the market was inactive are based on the Company's assessment of the assumptions a market participant would use to value the instrument in an orderly transaction and includes consideration of illiquidity in the current market environment.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Recurring Fair Value Measurements

The following tables present certain information regarding assets and liabilities measured at fair value on a recurring basis and the changes in fair value for those specific financial instruments in which fair value has been elected.

September 30, 2013

## Fair Value Measurements

(Dollars in millions)	Level 1	Level 2	Level 3	Netting Adjustments <sub>1</sub>	Assets/Liabilities at Fair Value
<b>Assets</b>					
<b>Trading assets:</b>					
U.S. Treasury securities	\$199	\$—	\$—	\$—	\$199
Federal agency securities	—	647	—	—	647
U.S. states and political subdivisions	—	52	—	—	52
MBS - agency	—	332	—	—	332
CDO/CLO securities	—	2	63	—	65
ABS	—	—	6	—	6
Corporate and other debt securities	—	601	—	—	601
CP	—	71	—	—	71
Equity securities	104	—	—	—	104
Derivative contracts <sup>2</sup>	705	5,404	—	(4,638)	1,471
Trading loans	—	2,183	—	—	2,183
Total trading assets	1,008	9,292	69	(4,638)	5,731
<b>Securities AFS:</b>					
U.S. Treasury securities	771	—	—	—	771
Federal agency securities	—	2,171	—	—	2,171
U.S. states and political subdivisions	—	211	34	—	245
MBS - agency	—	18,358	—	—	18,358
MBS - private	—	—	166	—	166
ABS	—	75	21	—	96
Corporate and other debt securities	—	38	5	—	43
Other equity securities <sup>3</sup>	107	—	669	—	776
Total securities AFS	878	20,853	895	—	22,626
<b>LHFS:</b>					
Residential loans	—	1,924	4	—	1,928
Corporate and other loans	—	312	—	—	312
Total LHFS	—	2,236	4	—	2,240
LHFI	—	—	316	—	316
MSRs	—	—	1,248	—	1,248
Other assets <sup>2,4</sup>	—	74	47	(63)	58
<b>Liabilities</b>					
<b>Trading liabilities:</b>					
U.S. Treasury securities	584	—	—	—	584
MBS - agency	—	1	—	—	1
Corporate and other debt securities	—	230	—	—	230
Equity securities	5	—	—	—	5
Derivative contracts <sup>2</sup>	421	5,054	—	(5,031)	444
Total trading liabilities	1,010	5,285	—	(5,031)	1,264

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Brokered time deposits	—	784	—	—	784
Long-term debt	—	1,593	—	—	1,593
Other liabilities <sup>2,4,5</sup>	—	164	28	(115)	77

<sup>1</sup> Amounts represent offsetting cash collateral received from and paid to the same derivative counterparties and the impact of netting derivative assets and derivative liabilities when a legally enforceable master netting agreement or similar agreement exists.

<sup>2</sup> See Note 11, "Derivative Financial Instruments," for further disaggregation of derivative assets and liabilities.

<sup>3</sup> Includes \$266 million of FHLB of Atlanta stock, \$402 million of Federal Reserve Bank stock, \$107 million in mutual fund investments, and \$1 million of other.

<sup>4</sup> These amounts include IRLCs and derivative financial instruments entered into by the Mortgage Banking segment to hedge its interest rate risk.

<sup>5</sup> These amounts include the derivative associated with the Company's sale of Visa shares during the year ended December 31, 2009, certain CDS, and contingent consideration obligations related to acquisitions.

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	December 31, 2012 Fair Value Measurements			Netting Adjustments <sup>1</sup>	Assets/Liabilities at Fair Value
	Level 1	Level 2	Level 3		
Assets					
Trading assets:					
U.S. Treasury securities	\$111	\$—	\$—	\$—	\$111
Federal agency securities	—	462	—	—	462
U.S. states and political subdivisions	—	34	—	—	34
MBS - agency	—	432	—	—	432
CDO/CLO securities	—	3	52	—	55
ABS	—	31	5	—	36
Corporate and other debt securities	—	566	1	—	567
CP	—	28	—	—	28
Equity securities	100	—	—	—	100
Derivative contracts <sup>2</sup>	483	7,885	—	(6,463)	) 1,905
Trading loans	—	2,319	—	—	2,319
Total trading assets	694	11,760	58	(6,463)	) 6,049
Securities AFS:					
U.S. Treasury securities	222	—	—	—	222
Federal agency securities	—	2,069	—	—	2,069
U.S. states and political subdivisions	—	274	46	—	320
MBS - agency	—	18,169	—	—	18,169
MBS - private	—	—	209	—	209
ABS	—	195	21	—	216
Corporate and other debt securities	—	41	5	—	46
Other equity securities <sup>3</sup>	69	—	633	—	702
Total securities AFS	291	20,748	914	—	21,953
LHFS:					
Residential loans	—	2,916	8	—	2,924
Corporate and other loans	—	319	—	—	319
Total LHFS	—	3,235	8	—	3,243
LHFI	—	—	379	—	379
MSRs	—	—	899	—	899
Other assets <sup>2,4</sup>	2	154	132	(110)	) 178
Liabilities					
Trading liabilities:					
U.S. Treasury securities	582	—	—	—	582
Corporate and other debt securities	—	173	—	—	173
Equity securities	9	—	—	—	9
Derivative contracts <sup>2</sup>	300	7,158	—	(7,061)	) 397
Total trading liabilities	891	7,331	—	(7,061)	) 1,161
Brokered time deposits	—	832	—	—	832

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Long-term debt	—	1,622	—	—	1,622
Other liabilities <sup>2,4,5</sup>	—	56	31	(41)	) 46

<sup>1</sup> Amounts represent offsetting cash collateral received from and paid to the same derivative counterparties and the impact of netting derivative assets and derivative liabilities when a legally enforceable master netting agreement or similar agreement exists.

<sup>2</sup> See Note 11, "Derivative Financial Instruments," for further disaggregation of derivative assets and liabilities.

<sup>3</sup> Includes \$229 million of FHLB of Atlanta stock, \$402 million of Federal Reserve Bank stock, \$69 million in mutual fund investments, and \$2 million of other.

<sup>4</sup> These amounts include IRLCs and derivative financial instruments entered into by the Mortgage Banking segment to hedge its interest rate risk.

<sup>5</sup> These amounts include the derivative associated with the Company's sale of Visa shares during the year ended December 31, 2009, certain CDS, and contingent consideration obligations related to acquisitions.



## Notes to Consolidated Financial Statements (Unaudited), continued

The following tables present the difference between the aggregate fair value and the unpaid principal balance of trading loans, LHFS, LHFI, brokered time deposits, and long-term debt instruments for which the FVO has been elected. For LHFS and LHFI for which the FVO has been elected, the tables also include the difference between aggregate fair value and the unpaid principal balance of loans that are 90 days or more past due, as well as loans in nonaccrual status.

(Dollars in millions)	Aggregate Fair Value at September 30, 2013	Aggregate Unpaid Principal Balance under FVO at September 30, 2013	Fair Value Over/(Under) Unpaid Principal
Assets:			
Trading loans	\$2,183	\$2,159	\$24
LHFS	2,229	2,183	46
Past due loans of 90 days or more	1	1	—
Nonaccrual loans	10	11	(1 )
LHFI	309	328	(19 )
Past due loans of 90 days or more	1	1	—
Nonaccrual loans	6	10	(4 )
Liabilities:			
Brokered time deposits	784	779	5
Long-term debt	1,593	1,460	133
(Dollars in millions)	Aggregate Fair Value at December 31, 2012	Aggregate Unpaid Principal Balance under FVO at December 31, 2012	Fair Value Over/(Under) Unpaid Principal
Assets:			
Trading loans	\$2,319	\$2,285	\$34
LHFS	3,237	3,109	128
Past due loans of 90 days or more	3	5	(2 )
Nonaccrual loans	3	12	(9 )
LHFI	360	371	(11 )
Past due loans of 90 days or more	1	3	(2 )
Nonaccrual loans	18	28	(10 )
Liabilities:			
Brokered time deposits	832	825	7
Long-term debt	1,622	1,462	160

Notes to Consolidated Financial Statements (Unaudited), continued

The following tables present the change in fair value during the three and nine months ended September 30, 2013 and 2012, of financial instruments for which the FVO has been elected, as well as MSRs. The tables do not reflect the change in fair value attributable to the related economic hedges the Company used to mitigate the market-related risks associated with the financial instruments. Generally, the changes in the fair value of economic hedges are also recognized in trading income, mortgage production related (loss)/income, or mortgage servicing related income, as appropriate, and are designed to partially offset the change in fair value of the financial instruments referenced in the tables below. The Company's economic hedging activities are deployed at both the instrument and portfolio level.

(Dollars in millions)	Fair Value Gain/(Loss) for the Three Months Ended September 30, 2013, for Items Measured at Fair Value Pursuant to Election of the FVO				Fair Value Gain/(Loss) for the Nine Months Ended September 30, 2013, for Items Measured at Fair Value Pursuant to Election of the FVO			
	Trading Income	Mortgage Production Related (Loss)/Income <sup>1</sup>	Mortgage Servicing Related Income	Total Changes in Fair Values Included in Current Period Earnings <sup>2</sup>	Trading Income	Mortgage Production Related (Loss)/Income <sup>1</sup>	Mortgage Servicing Related Income	Total Changes in Fair Values Included in Current Period Earnings <sup>2</sup>
<b>Assets:</b>								
Trading loans	\$3	\$—	\$—	\$3	\$8	\$—	\$—	\$8
LHFS	1	4	—	5	2	(103 )	—	(101 )
LHFI	—	5	—	5	—	(5 )	—	(5 )
MSRs	—	1	(56 )	(55 )	—	3	42	45
<b>Liabilities:</b>								
Brokered time deposits	2	—	—	2	6	—	—	6
Long-term debt	—	—	—	—	27	—	—	27

<sup>1</sup> Income related to LHFS does not include income from IRLCs. For the three and nine months ended September 30, 2013, income related to MSRs includes \$1 million and \$3 million, respectively, of MSRs recognized upon the sale of loans reported at LOCOM.

<sup>2</sup> Changes in fair value for the three and nine months ended September 30, 2013 exclude accrued interest for the periods then ended. Interest income or interest expense on trading loans, LHFS, LHFI, brokered time deposits, and long-term debt that have been elected to be carried at fair value are recognized in interest income or interest expense in the Consolidated Statements of Income.

	Fair Value Gain/(Loss) for the Three Months Ended September 30, 2012, for Items Measured at Fair Value Pursuant to Election of the FVO	Fair Value Gain/(Loss) for the Nine Months Ended September 30, 2012, for Items Measured at Fair Value Pursuant to Election of the FVO
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(Dollars in millions)	Trading Income	Mortgage Production Related (Loss)/ Income <sup>1</sup>	Mortgage Servicing Related Income	Total Changes in Fair Values Included in Current Period Earnings <sup>2</sup>	Trading Income	Mortgage Production Related (Loss)/ Income <sup>1</sup>	Mortgage Servicing Related Income	Total Changes in Fair Values Included in Current Period Earnings <sup>2</sup>
<b>Assets:</b>								
Trading loans	\$9	\$—	\$—	\$9	\$25	\$—	\$—	\$25
LHFS	5	67	—	72	10	80	—	90
LHFI	—	5	—	5	1	7	—	8
MSRs	—	1	(116 )	(115 )	—	31	(330 )	(299 )
<b>Liabilities:</b>								
Brokered time deposits (3 )	—	—	—	(3 )	4	—	—	4
Long-term debt (41 )	—	—	—	(41 )	(55 )	—	—	(55 )

<sup>1</sup> Income related to LHFS does not include income from IRLCs. For the three and nine months ended September 30, 2012, income related to MSRs includes \$1 million and \$31 million, respectively, of MSRs recognized upon the sale of loans reported at LOCOM.

<sup>2</sup> Changes in fair value for the three and nine months ended September 30, 2012 exclude accrued interest for the periods then ended. Interest income or interest expense on trading loans, LHFS, LHFI, brokered time deposits, and long-term debt that have been elected to be carried at fair value are recognized in interest income or interest expense in the Consolidated Statements of Income.

## Notes to Consolidated Financial Statements (Unaudited), continued

The following is a discussion of the valuation techniques and inputs used in developing fair value measurements for assets and liabilities classified as level 2 or 3 that are measured at fair value on a recurring basis, based on the class of asset or liability as determined by the nature and risks of the instrument.

**Trading Assets and Securities Available for Sale**

Unless otherwise indicated, trading assets are priced by the trading desk and securities AFS are valued by an independent third party pricing service.

**Federal agency securities**

The Company includes in this classification securities issued by federal agencies and GSEs. Agency securities consist of debt obligations issued by HUD, FHLB, and other agencies or collateralized by loans that are guaranteed by the SBA and are, therefore, backed by the full faith and credit of the U.S. government. For SBA instruments, the Company estimated fair value based on pricing from observable trading activity for similar securities or obtained fair values from a third party pricing service; accordingly, the Company has classified these instruments as level 2.

**U.S. states and political subdivisions**

The Company's investments in U.S. states and political subdivisions (collectively "municipals") include obligations of county and municipal authorities and agency bonds, which are general obligations of the municipality or are supported by a specified revenue source. Holdings were geographically dispersed, with no significant concentrations in any one state or municipality. Additionally, all but an immaterial amount of AFS municipal obligations classified as level 2 are highly rated or are otherwise collateralized by securities backed by the full faith and credit of the federal government. Level 3 AFS municipal securities includes ARS purchased since the auction rate market began failing in February 2008 and have been considered level 3 securities due to the significant decrease in the volume and level of activity in these markets, which has necessitated the use of significant unobservable inputs into the Company's valuations. Municipal ARS are classified as securities AFS. These securities were valued based on comparisons to similar ARS for which auctions are currently successful and/or to longer term, non-ARS issued by similar municipalities. The Company also evaluated the relative strength of the municipality and made appropriate downward adjustments in price based on the credit rating of the municipality as well as the relative financial strength of the insurer on those bonds. Although auctions for several municipal ARS have been operating successfully, ARS owned by the Company at September 30, 2013, continued to be classified as level 3 as they are those ARS for which the auctions continued to fail; accordingly, due to the uncertainty around the success rates for auctions and the absence of any successful auctions for these identical securities, the Company continued to price the ARS below par.

Level 3 AFS municipal bond securities also include bonds that are only redeemable with the issuer at par and cannot be traded in the market. As such, no significant observable market data for these instruments is available. To estimate pricing on these securities, the Company utilized a third party municipal bond yield curve for the lowest investment grade bonds and priced each bond based on the yield associated with that maturity.

**MBS – agency**

MBS – agency includes pass-through securities and collateralized mortgage obligations issued by GSEs and U.S. government agencies, such as Fannie Mae, Freddie Mac, and Ginnie Mae. Each security contains a guarantee by the issuing GSE or agency. For agency MBS, the Company estimated fair value based on pricing from observable trading activity for similar securities or obtained fair values from a third party pricing service; accordingly, the Company has classified these instruments as level 2.

**MBS – private**

Private MBS includes purchased interests in third party securitizations, as well as retained interests in Company-sponsored securitizations of 2006 and 2007 vintage residential mortgages; including both prime jumbo fixed rate collateral and floating rate collateral. At the time of purchase or origination, these securities had high investment grade ratings, however, through the credit crisis, they have experienced a deterioration in credit quality leading to downgrades to non-investment grade levels. Generally, the Company obtains pricing for its securities from an independent pricing service. The Company evaluates third party pricing to determine the reasonableness of the

information relative to changes in market data, such as any recent trades, market information received from outside market participants and analysts, and/or changes in the underlying collateral performance. Even though third party pricing has been available, the Company continued to classify private MBS as level 3, as the Company believes that this third party pricing relies on significant unobservable assumptions, as evidenced by a persistently wide bid-ask price range and variability in pricing from the pricing services, particularly for the vintage and exposures held by the Company.

## Notes to Consolidated Financial Statements (Unaudited), continued

Securities that are classified as AFS and are in an unrealized loss position are included as part of the Company's quarterly OTTI evaluation process. See Note 3, "Securities Available for Sale," for details regarding assumptions used to assess impairment and impairment amounts recognized through earnings on private MBS.

**CDO/CLO securities**

The Company's investments in level 3 trading CDOs consisted of senior ARS interests in Company-sponsored securitizations of trust preferred collateral. The auctions related to these securities continue to fail and the Company continues to make significant adjustments to valuation assumptions based on information available from observable secondary market trading of similar term securities; therefore, the Company continues to classify these as level 3 investments. The Company values these interests utilizing a pricing matrix based on a range of overcollateralization levels that is periodically updated based on discussions with the dealer community along with limited trade data. Under this modified approach, at September 30, 2013 all CDO ARS were valued using a simplified discounted cash flow approach that prices the securities to their expected maturity. The primary inputs and assumptions considered by the Company in valuing these retained interests were overcollateralization levels (impacted by credit losses) and the discount margin over LIBOR. See the level 3 assumptions table in this note, as well as Note 7, "Certain Transfers of Financial Assets and Variable Interest Entities," for discussion of the sensitivity of these interests to changes in the assumptions.

**Asset-Backed Securities**

Level 2 ABS classified as securities AFS are primarily interests collateralized by third party securitizations of 2009 through 2011 vintage auto loans. These ABS are either publicly traded or are 144A privately placed bonds. The Company utilizes an independent pricing service to obtain fair values for publicly traded securities and similar securities for estimating the fair value of the privately placed bonds. No significant unobservable assumptions were used in pricing the auto loan ABS; therefore, the Company classified these bonds as level 2. Level 3 ABS classified as securities AFS are valued based on third party pricing with significant unobservable assumptions. Additionally, any trading ARS are classified as level 2 due to observable market trades and bids for similar senior securities. These ARS consisted of student loan ABS that were generally collateralized by FFELP student loans, the majority of which benefited from a maximum guarantee amount of 97%. During the first quarter of 2013, the Company sold the remaining senior student loan ARS. For valuations of subordinate securities in the same structure, the Company adjusts valuations on the senior securities based on the likelihood that the issuer will refinance in the near term, a security's level of subordination in the structure, and/or the perceived risk of the issuer as determined by credit ratings or total leverage of the trust. These adjustments may be significant; therefore, the subordinate student loan ARS held as trading assets continue to be classified as level 3.

**Corporate and other debt securities**

Corporate debt securities are predominantly comprised of senior and subordinate debt obligations of domestic corporations and are classified as level 2. Other debt securities in level 3 primarily include bonds that are redeemable with the issuer at par and cannot be traded in the market; as such, no significant observable market data for these instruments is available.

**Commercial Paper**

From time to time, the Company trades third party CP that is generally short-term in nature (less than 30 days) and highly rated. The Company estimates the fair value of this CP based on observable pricing from executed trades of similar instruments; thus, CP is classified as level 2.

**Equity securities**

Level 3 equity securities classified as securities AFS include FHLB stock and Federal Reserve Bank stock, which are redeemable with the issuer at cost and cannot be traded in the market. As such, no significant observable market data for these instruments is available. The Company accounts for the stock based on industry guidance that requires these investments be carried at cost and evaluated for impairment based on the ultimate recovery of cost.

Derivative contracts (trading assets or trading liabilities)

With the exception of certain instruments discussed under "other assets/liabilities, net" that qualify as derivative instruments, the Company's derivative instruments are level 1 or 2 instruments. Level 1 derivative contracts generally include exchange-traded futures or option contracts for which pricing is readily available.

The Company's level 2 instruments are predominantly standard OTC swaps, options, and forwards, with underlying market variables of interest rates, foreign exchange, equity, and credit. Because fair values for OTC contracts are not readily available, the Company estimates fair values using internal, but standard, valuation models that incorporate market-observable inputs. The valuation model is driven by the type of contract: for option-based products, the

## Notes to Consolidated Financial Statements (Unaudited), continued

Company uses an appropriate option pricing model, such as Black-Scholes; for forward-based products, the Company's valuation methodology is generally a discounted cash flow approach. The primary drivers of the fair values of derivative instruments are the underlying variables, such as interest rates, exchange rates, equity, or credit. As such, the Company uses market-based assumptions for all of its significant inputs, such as interest rate yield curves, quoted exchange rates and spot prices, market implied volatilities, and credit curves.

Derivative instruments are primarily transacted in the institutional dealer market and priced with observable market assumptions at a mid-market valuation point, with appropriate valuation adjustments for liquidity and credit risk. For purposes of valuation adjustments to its derivative positions, the Company has evaluated liquidity premiums that may be demanded by market participants, as well as the credit risk of its counterparties and its own credit. The Company has considered factors such as the likelihood of default by itself and its counterparties, its net exposures, and remaining maturities in determining the appropriate fair value adjustments to record. Generally, the expected loss of each counterparty is estimated using the Company's proprietary internal risk rating system. The risk rating system utilizes counterparty-specific probabilities of default and LGD estimates to derive the expected loss. For counterparties that are rated by national rating agencies, those ratings are also considered in estimating the credit risk. In addition, counterparty exposure is evaluated by netting positions that are subject to master netting arrangements, as well as considering the amount of marketable collateral securing the position. Specifically approved counterparties and exposure limits are defined. Creditworthiness of the approved counterparties is regularly reviewed and appropriate business action is taken to adjust the exposure to certain counterparties, as necessary. This approach used to estimate exposures to counterparties is also used by the Company to estimate its own credit risk on derivative liability positions. See Note 11, "Derivative Financial Instruments," for additional information on the Company's derivative contracts.

#### Trading loans

The Company engages in certain businesses whereby the election to carry loans at fair value for financial reporting aligns with the underlying business purpose. Specifically, the loans that are included within this classification are: (i) loans made or acquired in connection with the Company's TRS business (see Note 7, "Certain Transfers of Financial Assets and Variable Interest Entities," and Note 11, "Derivative Financial Instruments," for further discussion of this business), (ii) loans backed by the SBA, and (iii) the loan sales and trading business within the Company's Wholesale Banking segment. All of these loans are classified as level 2, due to the market data that the Company uses in the estimate of fair value.

The loans made in connection with the Company's TRS business are short-term, demand loans, whereby the repayment is senior in priority and whose value is collateralized. While these loans do not trade in the market, the Company believes that the par amount of the loans approximates fair value and no unobservable assumptions are made by the Company to arrive at this conclusion. At September 30, 2013 and December 31, 2012, the Company had outstanding \$1.8 billion and \$1.9 billion, respectively, of such short-term loans carried at fair value.

SBA loans are similar to SBA securities discussed herein under "Federal agency securities," except for their legal form. In both cases, the Company trades instruments that are fully guaranteed by the U.S. government as to contractual principal and interest and there is sufficient observable trading activity upon which to base the estimate of fair value. As these SBA loans are fully guaranteed, the changes in fair value are attributable to factors other than instrument-specific credit risk.

The loans from the Company's sales and trading business are commercial and corporate leveraged loans that are either traded in the market or for which similar loans trade. The Company elected to carry these loans at fair value since they are actively traded. For the three and nine months ended September 30, 2013, the Company recognized gains of \$2 million and \$4 million, respectively, in fair value attributable to instrument-specific credit risk in the Consolidated Statements of Income. For the three and nine months ended September 30, 2012, the Company recognized gains of \$1 million and \$3 million, respectively, in fair value attributable to instrument-specific credit risk in the Consolidated Statements of Income. The Company is able to obtain fair value estimates for substantially all of these loans through a



third party valuation service that is broadly used by market participants. While most of the loans are traded in the market, the Company does not believe that trading activity qualifies the loans as level 1 instruments, as the volume and level of trading activity is subject to variability and the loans are not exchange-traded, such that the Company believes that level 2 is a more appropriate presentation of the underlying market activity for the loans. At September 30, 2013 and December 31, 2012, \$297 million and \$357 million, respectively, of loans related to the Company's trading business were held in inventory.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Loans Held for Sale and Loans Held for Investment

## Residential LHFS

The Company values certain newly-originated mortgage LHFS predominantly at fair value based upon defined product criteria. The Company chooses to fair value these mortgage LHFS to eliminate the complexities and inherent difficulties of achieving hedge accounting and to better align reported results with the underlying economic changes in value of the loans and related hedge instruments. Origination fees and costs are recognized in earnings when earned or incurred. The servicing value is included in the fair value of the loan and initially recognized at the time the Company enters into IRLCs with borrowers. The Company uses derivatives to economically hedge changes in interest rates and servicing value in the fair value of the loan. The mark-to-market adjustments related to LHFS and the associated economic hedges are captured in mortgage production related (loss)/income.

Level 2 LHFS are primarily agency loans which trade in active secondary markets and are priced using current market pricing for similar securities adjusted for servicing, interest rate risk, and credit risk. Non-agency residential mortgages are also included in level 2 LHFS. As disclosed in the tabular level 3 rollforwards, transfers of certain mortgage LHFS into level 3 during the three and nine months ended September 30, 2013 and 2012 were not due to using alternative valuation approaches, but were largely due to borrower defaults or the identification of other loan defects impacting the marketability of the loans.

For residential loans that the Company has elected to carry at fair value, the Company considers the component of the fair value changes due to instrument-specific credit risk, which is intended to be an approximation of the fair value change attributable to changes in borrower-specific credit risk. For the three and nine months ended September 30, 2013, the Company recognized gains of \$1 million and losses of \$1 million, respectively, in fair value attributable to borrower-specific credit risk in the Consolidated Statements of Income. For the three and nine months ended September 30, 2012, the Company recognized gains in the Consolidated Statements of Income of \$5 million and \$7 million, respectively, due to changes in fair value attributable to borrower-specific credit risk. In addition to borrower-specific credit risk, there are other, more significant, variables that drive changes in the fair values of the loans, including interest rates and general conditions in the principal markets for the loans.

## Corporate and other LHFS

As discussed in Note 7, "Certain Transfers of Financial Assets and Variable Interest Entities," the Company has determined that it is the primary beneficiary of a CLO vehicle, which resulted in the Company consolidating the loans of that vehicle. Because the CLO trades its loans from time to time and to fairly present the economics of the CLO, the Company elected to carry the loans of the CLO at fair value. For the three and nine months ended September 30, 2013, the Company recognized gains of \$1 million and \$2 million, respectively, due to changes in fair value attributable to borrower-specific credit risk in the Consolidated Statements of Income, compared to gains of \$5 million and \$10 million for the same periods in 2012, respectively. The Company obtains fair value estimates for substantially all of these loans using a third party valuation service that is broadly used by market participants. While most of the loans are traded in the markets, the Company does not believe the loans qualify as level 1 instruments, as the volume and level of trading activity is subject to variability and the loans are not exchange-traded, such that the Company believes that level 2 is more representative of the general market activity for the loans.

## LHFI

Level 3 LHFI predominantly includes mortgage loans that are deemed not marketable, largely due to the identification of loan defects. The Company values these loans using a discounted cash flow approach based on assumptions that are generally not observable in the current markets, such as prepayment speeds, default rates, loss severity rates, and discount rates. These assumptions have an inverse relationship to the overall fair value. Level 3 LHFI also includes mortgage loans that are valued using collateral based pricing. Changes in the applicable housing price index since the time of the loan origination are considered and applied to the loan's collateral value. An additional discount representing the return that a buyer would require is also considered in the overall fair value.

## Other Intangible Assets

Other intangible assets that the Company records at fair value are the Company's MSR assets. The fair values of MSRs are determined by projecting cash flows, which are then discounted to estimate an expected fair value. The fair values of MSRs are impacted by a variety of factors, including prepayment assumptions, discount rates, delinquency rates, contractually specified servicing fees, servicing costs, and underlying portfolio characteristics. For additional information, see Note 6, "Goodwill and Other Intangible Assets." The underlying assumptions and estimated values are corroborated by values received from independent third parties based on their review of the servicing portfolio. Because these inputs are not transparent in market trades, MSRs are considered to be level 3 assets.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Other Assets/Liabilities, net

The Company's other assets/liabilities that are carried at fair value on a recurring basis include IRLCs that satisfy the criteria to be treated as derivative financial instruments, derivative financial instruments that are used by the Company to economically hedge certain loans and MSR, contingent consideration, and the derivative that the Company obtained as a result of its sale of Visa Class B shares.

The fair value of IRLCs on residential LHFS, while based on interest rates observable in the market, is highly dependent on the ultimate closing of the loans. These "pull-through" rates are based on the Company's historical data and reflect the Company's best estimate of the likelihood that a commitment will ultimately result in a closed loan. As pull-through rates increase, the fair value of IRLCs also increases. Servicing value is included in the fair value of IRLCs, and the fair value of servicing is determined by projecting cash flows which are then discounted to estimate an expected fair value. The fair value of servicing is impacted by a variety of factors, including prepayment assumptions, discount rates, delinquency rates, contractually specified servicing fees, servicing costs, and underlying portfolio characteristics. Because these inputs are not transparent in market trades, IRLCs are considered to be level 3 assets. During the three and nine months ended September 30, 2013, the Company transferred \$50 million and \$159 million of IRLCs out of level 3 as the associated loans were closed, compared to \$269 million and \$659 million during the same periods in 2012, respectively.

The Company is exposed to interest rate risk associated with MSR, IRLCs, residential LHFS, and residential LHF reported at fair value. The Company may hedge these exposures with a combination of derivatives, including MBS forward and option contracts, interest rate swap and swaption contracts, futures contracts, and eurodollar options. The Company estimates the fair values of such derivative instruments consistent with the methodologies discussed herein under "Derivative contracts" and accordingly these derivatives are considered to be level 2 instruments.

During the second quarter of 2009, in connection with its sale of Visa Class B shares, the Company entered into a derivative contract whereby the ultimate cash payments received or paid, if any, under the contract are based on the ultimate resolution of litigation involving Visa. The value of the derivative was estimated based on the Company's expectations regarding the ultimate resolution of that litigation, which involved a high degree of judgment and subjectivity. Accordingly, the value of the derivative liability is classified as a level 3 instrument. See Note 12, "Reinsurance Arrangements and Guarantees," for a discussion of the valuation assumptions.

Contingent consideration associated with acquisitions is adjusted to fair value until settled. As the assumptions used to measure fair value are based on internal metrics that are not market observable, the earn-out is considered a level 3 liability.

## Liabilities

## Trading liabilities

Trading liabilities are primarily comprised of derivative contracts, but also include various contracts involving U.S. Treasury securities, equity securities, and corporate and other debt securities that the Company uses in certain of its trading businesses. The Company employs the same valuation methodologies for these derivative contracts and securities as are discussed within the corresponding sections herein under "Trading Assets and Securities Available for Sale."

## Brokered time deposits

The Company has elected to measure certain CDs at fair value. These debt instruments include embedded derivatives that are generally based on underlying equity securities or equity indices, but may be based on other underlyings that may or may not be clearly and closely related to the host debt instrument. The Company elected to carry certain of these instruments at fair value to better align the economics of the CDs with the Company's risk management strategies. The Company evaluated, on an instrument by instrument basis, whether a new issuance would be carried at fair value.

The Company classified these CDs as level 2 instruments due to the Company's ability to reasonably measure all significant inputs based on observable market variables. The Company employs a discounted cash flow approach to the host debt component of the CD, based on observable market interest rates for the term of the CD and an estimate of the Bank's credit risk. For the embedded derivative features, the Company uses the same valuation methodologies as if the derivative were a standalone derivative, as discussed herein under "Derivative contracts."

For brokered time deposits carried at fair value, the Company estimated credit spreads above LIBOR, based on credit spreads from actual or estimated trading levels of the debt or other relevant market data. For the three and nine months ended September 30, 2013, the Company recognized \$1 million and \$2 million of losses due to changes in its own

Notes to Consolidated Financial Statements (Unaudited), continued

credit spread on its brokered time deposits carried at fair value, compared to losses of approximately \$5 million and \$11 million for the same periods in 2012, respectively.

Long-term debt

The Company has elected to carry at fair value certain fixed rate debt issuances of public debt which are valued by obtaining quotes from a third party pricing service and utilizing broker quotes to corroborate the reasonableness of those marks. Additionally, information from market data of recent observable trades and indications from buy side investors, if available, are taken into consideration as additional support for the value. Due to the availability of this information, the Company determined that the appropriate classification for the debt is level 2. The election to fair value the debt was made to align the accounting for the debt with the accounting for the derivatives without having to account for the debt under hedge accounting, thus avoiding the complex and time consuming fair value hedge accounting requirements.

The Company's public debt carried at fair value impacts earnings predominantly through changes in the Company's credit spreads as the Company has entered into derivative financial instruments that economically convert the interest rate on the debt from fixed to floating. The estimated earnings impact from changes in credit spreads above U.S. Treasury rates were losses of \$9 million and \$27 million for the three and nine months ended September 30, 2013, respectively, and losses of \$48 million and \$54 million for the three and nine months ended September 30, 2012, respectively.

The Company also carries approximately \$284 million of issued securities contained in a consolidated CLO at fair value to recognize the nonrecourse nature of these liabilities to the Company. Specifically, the holders of the liabilities are only paid interest and principal to the extent of the cash flows from the assets of the vehicle, and the Company has no current or future obligations to fund any of the CLO vehicle's liabilities. The Company classified these securities as level 2, as the primary driver of their fair values are the loans owned by the CLO, which the Company also elected to carry at fair value, as discussed herein under "Loans Held for Sale and Loans Held for Investment – Corporate and other LHFS."

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Notes to Consolidated Financial Statements (Unaudited), continued

The valuation technique and range, including weighted average, of the unobservable inputs associated with the Company's level 3 assets and liabilities are as follows:

(Dollars in millions)	Level 3 Significant Unobservable Input Assumptions			Range (weighted average)
	Fair value September 30, 2013	Valuation Technique	Unobservable Input <sup>1</sup>	
Trading assets:				
CDO/CLO securities	\$63	Matrix pricing/Discounted cash flow	Indicative pricing based on overcollateralization ratio Estimated collateral losses	\$42-\$54 (\$48) 32-38% (34%)
ABS Securities AFS:	6	Matrix pricing	Discount margin Indicative pricing	5-7% (6%) \$55 (\$55)
U.S. states and political subdivisions	34	Matrix pricing	Indicative pricing	\$80-\$108 (\$94)
MBS - private	166	Third party pricing	N/A	
ABS	21	Third party pricing	N/A	
Corporate and other debt securities	5	Cost	N/A	
Other equity securities	669	Cost	N/A	
Residential LHFS	4	Monte Carlo/Discounted cash flow	Option adjusted spread Conditional prepayment rate Conditional default rate	250-675 bps (360 bps) 2-11 CPR (6 CPR) 0-4 CDR (1 CDR)
LHFI	308	Monte Carlo/Discounted cash flow	Option adjusted spread Conditional prepayment rate Conditional default rate	0-675 bps (301 bps) 1-35 CPR (12 CPR) 0-8 CDR (3 CDR)
MSRs	8	Collateral based pricing	Appraised value	NM <sup>2</sup>
	1,248	Discounted cash flow	Conditional prepayment rate Discount rate Pull through rate	5-26 CPR (9 CPR) 8-28% (12%) 1-99% (73%)
Other assets/(liabilities), net <sup>3</sup>	46	Internal model	MSR value	11-233 bps (104 bps)
	(23 )	Internal model	Loan production volume	0-150% (92%)
	(3 )	Internal model	Revenue run rate	NM <sup>2</sup>

<sup>1</sup> For certain assets and liabilities that the Company utilizes third party pricing, the unobservable inputs and their ranges are not reasonably available to the Company, and therefore, have been noted as "N/A."

<sup>2</sup> Not meaningful.

<sup>3</sup> Input assumptions relate to the Company's IRLCs and the contingent consideration obligations related to acquisitions. Excludes \$1 million of Other Liabilities. See Note 12, "Reinsurance Arrangements and Guarantees," for

additional information.

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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	Level 3 Significant Unobservable Input Assumptions			
	Fair value December 31, 2012	Valuation Technique	Unobservable Input <sup>1</sup>	Range (weighted average)
Trading assets:				
CDO/CLO securities	\$52	Matrix pricing	Indicative pricing based on overcollateralization ratio	\$33-\$45 (\$40)
			Estimated collateral losses	34-45% (39%)
ABS	5	Matrix pricing	Indicative pricing	\$45 (\$45)
Corporate and other debt securities	1	Third party pricing	N/A	
Securities AFS:				
U.S. states and political subdivisions	46	Matrix pricing	Indicative pricing	\$72-\$115 (\$92)
MBS - private	209	Third party pricing	N/A	
ABS	21	Third party pricing	N/A	
Corporate and other debt securities	5	Cost	N/A	
Other equity securities	633	Cost	N/A	
Residential LHFS	8	Monte Carlo/Discounted cash flow	Option adjusted spread	0-622 bps (251 bps)
			Conditional prepayment rate	5-30 CPR (15 CPR)
			Conditional default rate	0-20 CDR (3.5 CDR)
LHFI	369	Monte Carlo/Discounted cash flow	Option adjusted spread	0-622 bps (251 bps)
			Conditional prepayment rate	5-30 CPR (15 CPR)
			Conditional default rate	0-20 CDR (3.5 CDR)
MSRs	10	Collateral based pricing	Appraised value	NM <sup>2</sup>
			Conditional prepayment rate	6-31 CPR (16 CPR)
			Discount rate	9-28% (11%)
Other assets/(liabilities), net <sup>3</sup>	132 (24 ) (7 )	Internal model	Pull through rate	9-98% (71%)
			MSR value	6-244 bps (104 bps)
			Loan production volume	0-150% (92%)
			Revenue run rate	NM <sup>2</sup>
			Internal model	

<sup>1</sup> For certain assets and liabilities that the Company utilizes third party pricing, the unobservable inputs and their ranges are not reasonably available to the Company, and therefore, have been noted as "N/A."

<sup>2</sup> Not meaningful.

<sup>3</sup> Input assumptions relate to the Company's IRLCs and the contingent consideration obligations related to acquisitions. See Note 12, "Reinsurance Arrangements and Guarantees," for additional information.



## Notes to Consolidated Financial Statements (Unaudited), continued

The following tables present a reconciliation of the beginning and ending balances for fair valued assets and liabilities measured on a recurring basis using significant unobservable inputs (other than MSR's which are disclosed in Note 6, "Goodwill and Other Intangible Assets"). Transfers into and out of the fair value hierarchy levels are assumed to be as of the end of the quarter in which the transfer occurred. None of the transfers into or out of level 3 have been the result of using alternative valuation approaches to estimate fair values. There were no transfers between level 1 and 2 during the three and nine months ended September 30, 2013 and 2012.

Fair Value Measurements  
Using Significant Unobservable Inputs

(Dollars in millions)	Beginning balance July 1, 2013	Included in earnings	OCI	Purchases	Sales	Settlements	Transfers to/from other balance sheet line items	Transfers into Level 3	Transfers out of Level 3	Fair value September 30, 2013	Included in earnings (held at September 30, 2013) <sup>1</sup>
Trading assets:											
CDO/CLO securities	\$63	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$63	\$—
ABS	6	—	—	—	—	—	—	—	—	6	—
Total trading assets	69	—	—	—	—	—	—	—	—	69	—
Securities AFS:											
U.S. states and political subdivisions	37	—	—	—	—	(3 )	—	—	—	34	—
MBS - private	181	—	(2 )	—	—	(13 )	—	—	—	166	—
ABS	22	—	—	—	—	(1 )	—	—	—	21	—
Corporate and other debt securities	2	—	—	4	—	(1 )	—	—	—	5	—
Other equity securities	737	—	—	—	—	(68 )	—	—	—	669	—
Total securities AFS	979	—	(2 ) <sup>6</sup>	4	—	(86 )	—	—	—	895	—
Residential LHFS	8	—	—	—	(4 )	—	(5 )	6	(1 )	4	—
LHFI	339	4	4	—	—	(15 )	(12 )	—	—	316	2 <sup>4</sup>
Other assets/(liabilities), net	(81 )	46 <sup>5</sup>	—	—	—	4	50	—	—	19	—

## Notes to Consolidated Financial Statements (Unaudited), continued

Fair Value Measurements  
Using Significant Unobservable Inputs

(Dollars in millions)	Beginning balance January 1, 2013	Included in earnings	OCI	Purchases	Sales	Settlements	Transfers to/from other balance sheet line items	Transfers into Level 3	Transfers out of Level 3	Fair value September 30, 2013	Included in earnings (held at September 30, 2013) <sup>1</sup>	
Trading assets:												
CDO/CLO securities	\$52	\$11	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$63	\$11	
ABS	5	1	—	—	—	—	—	—	—	6	1	
Corporate and other debt securities	1	—	—	—	—	(1 )	—	—	—	—	—	
Total trading assets	58	12	<sup>2</sup> —	—	—	(1 )	—	—	—	69	12	<sup>2</sup>
Securities AFS:												
U.S. states and political subdivisions												
MBS - private	209	—	(5 )	—	—	(38 )	—	—	—	166	—	
ABS	21	(1 )	<sup>3</sup> —	—	—	(2 )	—	—	—	21	(1 )	
Corporate and other debt securities	5	—	—	4	—	(4 )	—	—	—	5	—	
Other equity securities	633	—	—	110	—	(74 )	—	—	—	669	—	
Total securities AFS	914	(1 )	<sup>3</sup> —	114	(7 )	(125 )	—	—	—	895	(1 )	<sup>3</sup>
Residential LHFS												
LHFI	8	—	—	—	(20)	—	(8 )	28	(4 )	4	—	
Other assets/(liabilities), net	379	(2 )	<sup>4</sup> —	—	—	(47 )	(14 )	—	—	316	(8 )	<sup>4</sup>
	101	72	<sup>5</sup> —	—	—	5	(159 )	—	—	19	1	<sup>5</sup>

<sup>1</sup> Change in unrealized gains/(losses) included in earnings during the period related to financial assets still held at September 30, 2013.

<sup>2</sup> Amounts included in earnings are recognized in trading income.

<sup>3</sup> Amounts included in earnings are recognized in net securities gains.

<sup>4</sup> Amounts are generally included in mortgage production related (loss)/income; however, the mark on certain fair value loans is included in trading income.

<sup>5</sup> Amounts included in earnings are net of issuances, fair value changes, and expirations and are recognized in mortgage production related (loss)/income.

<sup>6</sup> Amount recognized in OCI is recognized in change in net unrealized gains on securities, net of tax.



## Notes to Consolidated Financial Statements (Unaudited), continued

Fair Value Measurements Using Significant Unobservable Inputs									
(Dollars in millions)	Beginning balance July 1, 2012	Included in earnings	OCI	Sales	Settlements	Transfers to/from other balance sheet line items	Transfers into Level 3	Fair value September 30, 2012	Included in earnings (held at September 30, 2012) <sup>1</sup>
Assets									
Trading assets:									
CDO/CLO securities	\$43	\$4	\$—	\$—	\$—	\$—	\$—	\$47	\$4
ABS	5	—	—	—	—	—	—	5	—
Corporate and other debt securities	1	—	—	—	—	—	—	1	—
Total trading assets	49	4	<sup>2</sup> —	—	—	—	—	53	4 <sup>2</sup>
Securities AFS:									
U.S. states and political subdivisions	55	—	1	—	(5 )	—	—	51	—
MBS - private	208	(3 )	21	—	(9 )	—	—	217	(3 )
ABS	17	—	1	—	—	—	—	18	—
Corporate and other debt securities	5	—	—	—	—	—	—	5	—
Other equity securities	857	—	—	—	(22 )	—	—	835	—
Total securities AFS	1,142	(3 ) <sup>3</sup>	23 <sup>6</sup>	—	(36 )	—	—	1,126	(3 ) <sup>3</sup>
Residential LHFS	2	—	—	(5 )	—	2	5	4	—
LHFI	406	3	<sup>4</sup> —	—	(14 )	(6 )	1	390	—
Other assets/(liabilities), net	101	331	<sup>5</sup> —	—	3	(269 )	—	166	—
Liabilities									
Derivative contracts	(349 )	(305 ) <sup>3</sup>	355 <sup>7</sup>	—	299	—	—	—	—

Notes to Consolidated Financial Statements (Unaudited), continued

Fair Value Measurements  
Using Significant Unobservable Inputs

(Dollars in millions)	Beginning balance January 1, 2012	Included in earnings	OCI	Purchases	Sales	Settlements	Transfers to/from other sheet line items	Transfers into Level 3	Transfers out of Level 3	Fair value September 30, 2012	Included in earnings (held at September 30, 2012) <sup>1</sup>
<b>Assets</b>											
<b>Trading assets:</b>											
CDO/CLO securities	\$43	\$4	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$47	\$4
ABS	5	—	—	—	—	—	—	—	—	5	—
Corporate and other debt securities	1	—	—	—	—	—	—	—	—	1	—
Total trading assets	49	4	<sup>2</sup> —	—	—	—	—	—	—	53	4
<b>Securities AFS:</b>											
<b>U.S. states and political subdivisions</b>											
MBS - private	221	(7 )	35	—	—	(32 )	—	—	—	217	(7 )
ABS	16	—	4	—	—	(2 )	—	—	—	18	—
Corporate and other debt securities	5	—	—	2	—	(2 )	—	—	—	5	—
Other equity securities	741	—	—	163	—	(69 )	—	—	—	835	—
Total securities AFS	1,041	(7 ) <sup>3</sup>	39 <sup>6</sup>	165	—	(112 )	—	—	—	1,126	(7 ) <sup>3</sup>
Residential LHFS	1	—	—	—	(6 )	—	4	10	(5 )	4	—
LHFI	433	4	<sup>4</sup> —	—	—	(40 )	(10 )	4	(1 )	390	1
Other assets/(liabilities), net	62	769 <sup>5</sup>	—	(31 )	—	25	(659 )	—	—	166	—
<b>Liabilities</b>											
Derivative contracts	(189 )	(304 ) <sup>3</sup>	194 <sup>7</sup>	—	—	299	—	—	—	—	—

<sup>1</sup> Change in unrealized gains/(losses) included in earnings for the period related to financial assets still held at September 30, 2012.

<sup>2</sup> Amounts included in earnings are recognized in trading income.

<sup>3</sup> Amounts included in earnings are generally recognized in net securities gains; however, any related hedge ineffectiveness is recognized in trading income.

<sup>4</sup> Amounts are generally included in mortgage production related (loss)/income; however, the mark on certain fair value loans is included in trading income.

<sup>5</sup> Amounts included in earnings are net of issuances, fair value changes, and expirations and are recognized in mortgage production related (loss)/income.

<sup>6</sup> Amounts recognized in OCI are recognized in change in net unrealized gains on securities, net of tax.

<sup>7</sup> Amounts recognized in OCI are recognized in change in net unrealized gains on derivatives, net of tax, and are the effective portions of the cash flow hedges related to the Company's probable forecasted sale of its shares of Coke common stock as discussed in Note 16, "Derivative Financial Instruments," to the Consolidated Financial Statements in the 2012 Annual Report on Form 10-K.



## Notes to Consolidated Financial Statements (Unaudited), continued

## Non-recurring Fair Value Measurements

The following tables present those assets measured at fair value on a non-recurring basis at September 30, 2013 and December 31, 2012, respectively. The changes in fair value when comparing balances at September 30, 2013 to those at December 31, 2012, generally result from the application of LOCOM or through write-downs of individual assets. The table does not reflect the change in fair value attributable to any related economic hedges the Company may have used to mitigate the interest rate risk associated with LHFS and MSRs.

(Dollars in millions)	September 30, 2013	Quoted Prices in Active Markets for Identical Assets/Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Gains/(Losses) for the Three Months Ended September 30, 2013	Gains/(Losses) for the Nine Months Ended September 30, 2013
LHFS	\$33	\$—	\$33	\$—	(\$3 )	(\$10 )
LHFI	71	—	—	71	—	—
OREO	56	—	3	53	(9 )	(16 )
Affordable Housing	69	—	—	69	9	9
Other Assets	224	—	224	—	(38 )	(39 )

(Dollars in millions)	December 31, 2012	Quoted Prices in Active Markets for Identical Assets/Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Losses for the Year Ended December 31, 2012
LHFS	\$65	\$—	\$65	\$—	\$—
LHFI	308	—	—	308	(79 )
OREO	264	—	205	59	(48 )
Affordable Housing	82	—	—	82	(96 )
Other Assets	65	—	42	23	(13 )

The following is a discussion of the valuation techniques and inputs used in developing fair value measurements for assets classified as level 2 or 3 that are measured at fair value on a non-recurring basis, as determined by the nature and risks of the instrument.

## Loans Held for Sale

At September 30, 2013 and December 31, 2012, level 2 LHFS consisted primarily of agency and non-agency residential mortgages, which were measured using observable collateral valuations, and corporate loans that are accounted for at LOCOM. These loans were valued consistent with the methodology discussed in the Recurring Fair Value Measurement section of this footnote.

During the nine months ended September 30, 2013, the Company transferred \$22 million of residential mortgage NPLs to LHFS, as the Company elected to actively market these loans for sale. These loans were predominantly reported at amortized cost prior to transferring to LHFS; however, a portion of the NPLs was carried at fair value. As a result of transferring the loans to LHFS, the Company recognized a \$3 million charge-off to reflect the loans' estimated market value. These transferred NPL loans were sold at approximately their carrying value during the nine months ended September 30, 2013. In conjunction with the sale of these residential mortgage NPLs, the Company also sold an additional \$39 million of residential mortgage NPLs which had either been transferred to LHFS in a prior period or repurchased into LHFS directly. These additional loans were sold at a gain of approximately \$5 million.

During the nine months ended September 30, 2012, the Company transferred \$563 million of residential mortgage NPLs to LHFS, as the Company elected to actively market these loans for sale. These loans were predominantly reported at amortized cost prior to transferring to LHFS; however, a portion of the NPLs was carried at fair value. As a result of transferring the loans to LHFS, the Company recognized a \$171 million charge-off to reflect the loans' estimated market value. Of these transferred loans, \$366 million were sold at a gain of \$4 million during the nine months ended September 30, 2012, \$16 million remained in LHFS, \$7 million were returned to LHFI as they were no longer deemed marketable for sale, and the remainder were removed as a result of various loss events.

#### Loans Held for Investment

At September 30, 2013, LHFI consisted primarily of consumer and residential real estate loans discharged in Chapter 7 bankruptcy that had not been reaffirmed by the borrower, as well as nonperforming CRE loans for which specific reserves

## Notes to Consolidated Financial Statements (Unaudited), continued

have been recognized. As these loans have been classified as nonperforming, cash proceeds from the sale of the underlying collateral is the expected source of repayment for a majority of these loans. Accordingly, the fair value of these loans is derived from the estimated fair value of the underlying collateral, incorporating market data if available. At December 31, 2012, LHFI also consisted primarily of residential real estate loans discharged in Chapter 7 bankruptcy that had not been reaffirmed by the borrower and nonperforming CRE loans for which specific reserves have been recognized. A majority of these Chapter 7 bankruptcy loans were returned to accruing status during the nine months ended September 30, 2013 as a result of exhibiting at least six months of payment performance following discharge by the bankruptcy court. There were no gains or losses for the three and nine months ended September 30, 2013 and 2012 as the charge-offs related to these loans are a component of the ALLL. Due to the lack of market data for similar assets, all of these loans are considered level 3.

**OREO**

OREO is measured at the lower of cost or its fair value less costs to sell. Level 2 OREO consists primarily of residential homes, commercial properties, and vacant lots and land for which binding purchase agreements exist. Level 3 OREO consists primarily of residential homes, commercial properties, and vacant lots and land for which initial valuations are based on property-specific appraisals, broker pricing opinions, or other available market information. Due to the lower dollar value per property and geographic dispersion of the portfolio, certain vacant lots and land properties, approximately 10% of level 3 OREO at September 30, 2013, are re-evaluated using a pooled approach, which applies geographic factors to adjust carrying values for estimated further declines in value. Land and lots have proven to be the most challenging asset class to accurately value due in part to the low balance per property composition of the asset class. The pooled discount methodology provides a means to reserve for losses across a broad band of assets rather than rely on potentially unreliable asset-specific valuations. The pooled discount methodology is applied to land and lot assets that have valuations older than six months. The Company's independent internal valuation group determines the discounts to be applied and the discount percentages are segregated by state and by asset class (residential or commercial). The range of discount percentages applied to residential properties was 35% to 55% with a weighted average of 45%. The range of discount percentages applied to commercial properties was 15% to 40% with a weighted average of 23%. The discount percentages reflect the general market decline/increase in a particular state for a particular asset class and are determined by examining various valuation sources, including but not limited to, recent appraisals or sales prices of similar assets within each state.

**Affordable Housing**

The Company evaluates its consolidated affordable housing properties for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment is recognized if the carrying amount of the property exceeds its fair value. Fair value measurements for affordable housing properties are derived from internal analyses using market assumptions if available. Significant assumptions utilized in these analyses include cash flows, market capitalization rates, and tax credit market pricing. Due to the lack of comparable sales in the marketplace, these valuations are considered level 3. During 2012, the Company decided to dispose of certain consolidated affordable housing properties, and accordingly, recorded an impairment charge to adjust the carrying values of these properties to their estimated net realizable values obtained from a third party broker opinion. During the three and nine months ended September 30, 2012, the Company recognized impairment charges of \$96 million on affordable housing properties as a result of the Company's decision to actively market certain consolidated affordable housing properties for sale. During the three and nine months ended September 30, 2013, the Company recognized gains of \$9 million on these for sale affordable housing properties as a result of increased estimated net realizable values.

**Other Assets**

Other assets consist of private equity investments, other repossessed assets, assets under operating leases where the Company is the lessor, and land held for sale.

Investments in private equity partnerships are valued based on the estimated expected remaining cash flows to be received from these assets discounted at a market rate that is commensurate with their risk profile. Based on the

valuation methodology and the lack of observable inputs, these investments are considered level 3. During the first quarter of 2013, the Company sold its remaining investments in private equity partnerships at prices approximating their carrying value. No impairment charges were recognized on private equity partnership investments during the three and nine months ended September 30, 2013 and 2012.

Other repossessed assets consist of repossessed personal property that is measured at fair value less cost to sell. These assets are considered level 2 as their fair value is determined based on market comparables and broker opinions. During the three and nine months ended September 30, 2013, the Company recognized impairment charges of \$11 million on other repossessed assets. Impairment charges of \$1 million and \$2 million were recognized on other repossessed assets during the three and nine months ended September 30, 2012, respectively.

## Notes to Consolidated Financial Statements (Unaudited), continued

The Company monitors the fair value of assets under operating leases where the Company is the lessor and recognizes impairment to the extent the carrying value is not recoverable and the fair value is less than its carrying value. Fair value is determined using collateral specific pricing digests, external appraisals, broker opinions, and recent sales data from industry equipment dealers as well as the discounted cash flows derived from the underlying lease agreement. As market data for similar assets and lease arrangements is available and used in the valuation, these assets are considered level 2. During the three and nine months ended September 30, 2013, the Company recognized impairment charges of \$27 million and \$28 million, respectively, attributable to the fair value of various personal property under operating leases. No impairment charges were recognized during the three months ended September 30, 2012, while an immaterial amount of impairment charges were recognized attributable to the fair value of various personal property under operating leases during the nine months ended September 30, 2012.

Land held for sale is measured at the lesser of carrying value or fair value less cost to sell. The fair value of the land is determined using broker opinions, and based on the lack of observable inputs, the land is considered level 3. No impairment charges were recognized on the land during the three and nine months ended September 30, 2013. During the three and nine months ended September 30, 2012, the Company recognized a \$7 million impairment charge on the land.

## Fair Value of Financial Instruments

The carrying amounts and fair values of the Company's financial instruments are as follows:

(Dollars in millions)	September 30, 2013		Fair Value Measurement Using			
	Carrying Amount	Fair Value	Quoted Prices in Active Markets for Identical Assets/Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Financial assets:						
Cash and cash equivalents	\$4,286	\$4,286	\$4,286	\$—	\$—	(a)
Trading assets	5,731	5,731	1,008	4,654	69	(b)
Securities AFS	22,626	22,626	878	20,853	895	(b)
LHFS	2,462	2,462	—	2,458	4	(c)
LHFI, net	122,269	118,165	—	3,046	115,119	(d)
Financial liabilities:						
Consumer and commercial deposits	126,861	126,930	—	126,930	—	(e)
Brokered time deposits	2,022	2,022	—	2,022	—	(f)
Short-term borrowings	6,987	6,987	—	6,987	—	(f)
Long-term debt	9,985	9,970	—	9,415	555	(f)
Trading liabilities	1,264	1,264	1,010	254	—	(b)
	December 31, 2012		Fair Value Measurement Using			
			Quoted Prices in Active Markets for Identical Assets/Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
(Dollars in millions)	Carrying Amount	Fair Value				

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Financial assets:						
Cash and cash equivalents	\$8,257	\$8,257	\$8,257	\$—	\$—	(a)
Trading assets	6,049	6,049	394	5,597	58	(b)
Securities AFS	21,953	21,953	291	20,748	914	(b)
LHFS	3,399	3,399	—	3,375	24	(c)
LHFI, net	119,296	115,690	—	4,041	111,649	(d)
Financial liabilities:						
Consumer and commercial deposits	130,180	130,449	—	130,449	—	(e)
Brokered time deposits	2,136	2,164	—	2,164	—	(f)
Short-term borrowings	5,494	5,494	—	5,494	—	(f)
Long-term debt	9,357	9,413	—	8,829	584	(f)
Trading liabilities	1,161	1,161	591	570	—	(b)

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## Notes to Consolidated Financial Statements (Unaudited), continued

The following methods and assumptions were used by the Company in estimating the fair value of financial instruments:

- (a) Cash and cash equivalents are valued at their carrying amounts reported in the balance sheet, which are reasonable estimates of fair value due to the relatively short period to maturity of the instruments. Securities AFS, trading assets, and trading liabilities that are classified as level 1 are valued based on quoted market prices. For those instruments classified as level 2 or 3, refer to the respective valuation discussions within this footnote.
- LHFS are generally valued based on observable current market prices or, if quoted market prices are not available, on quoted market prices of similar instruments. Refer to the LHFS section within this footnote for further discussion of the LHFS carried at fair value. In instances for which significant valuation assumptions are not readily observable in the market, instruments are valued based on the best available data to approximate fair value. This data may be internally-developed and considers risk premiums that a market participant would require under then-current market conditions.
- (c) LHFI fair values are based on a hypothetical exit price, which does not represent the estimated intrinsic value of the loan if held for investment. The assumptions used are expected to approximate those that a market participant purchasing the loans would use to value the loans, including a market risk premium and liquidity discount. Estimating the fair value of the loan portfolio when loan sales and trading markets are illiquid, or for certain loan types, nonexistent, requires significant judgment. Therefore, the estimated fair value can vary significantly depending on a market participant's ultimate considerations and assumptions. The final value yields a market participant's expected return on investment that is indicative of the current market conditions, but it does not take into consideration the Company's estimated value from continuing to hold these loans or its lack of willingness to transact at these estimated values.
- The Company generally estimated fair value for LHFI based on estimated future cash flows discounted, initially, at current origination rates for loans with similar terms and credit quality, which derived an estimated value of 100% and 101% on the loan portfolio's net carrying value at September 30, 2013 and December 31, 2012, respectively. The value derived from origination rates likely does not represent an exit price; therefore, an incremental market risk and liquidity discount was subtracted from the initial value at September 30, 2013 and December 31, 2012, respectively. The discounted value is a function of a market participant's required yield in the current environment and is not a reflection of the expected cumulative losses on the loans. Loan prepayments are used to adjust future cash flows based on historical experience and prepayment model forecasts. The value of related accrued interest on loans approximates fair value; however, it is not included in the carrying amount or fair value of loans. The value of long-term customer relationships is not permitted under current U.S. GAAP to be included in the estimated fair value.
- (e) Deposit liabilities with no defined maturity such as DDAs, NOW/money market accounts, and savings accounts have a fair value equal to the amount payable on demand at the reporting date (i.e., their carrying amounts). Fair values for CDs are estimated using a discounted cash flow measurement that applies current interest rates to a schedule of aggregated expected maturities. The assumptions used in the discounted cash flow analysis are expected to approximate those that market participants would use in valuing deposits. The value of long-term relationships with depositors is not taken into account in estimating fair values.
- Fair values for foreign deposits, certain brokered time deposits, short-term borrowings, and certain long-term debt are based on quoted market prices for similar instruments or estimated using discounted cash flow analysis and the Company's current incremental borrowing rates for similar types of instruments. For brokered time deposits and long-term debt that the Company carries at fair value, refer to the respective valuation sections within this footnote.
- (f) For level 3 debt, the terms are unique in nature or there are otherwise no similar instruments than can be used to value the instrument without using significant unobservable assumptions. In this situation, we look at current borrowing rates along with the collateral levels that secure the debt in determining an appropriate fair value adjustment.

Unfunded loan commitments and letters of credit are not included in the table above. At September 30, 2013 and December 31, 2012, the Company had \$46.2 billion and \$42.7 billion, respectively, of unfunded commercial loan commitments and letters of credit. A reasonable estimate of the fair value of these instruments is the carrying value of deferred fees plus the related unfunded commitments reserve, which was a combined \$53 million and \$49 million at September 30, 2013 and December 31, 2012, respectively. No active trading market exists for these instruments, and the estimated fair value does not include any value associated with the borrower relationship. The Company does not estimate the fair values of consumer unfunded lending commitments which can generally be canceled by providing notice to the borrower.



## Notes to Consolidated Financial Statements (Unaudited), continued

## NOTE 14 – CONTINGENCIES

## Litigation and Regulatory Matters

In the ordinary course of business, the Company and its subsidiaries are parties to numerous civil claims and lawsuits and subject to regulatory examinations, investigations, and requests for information. Some of these matters involve claims for substantial amounts. The Company's experience has shown that the damages alleged by plaintiffs or claimants are often overstated, based on novel or unsubstantiated legal theories, unsupported by facts, and/or bear no relation to the ultimate award that a court might grant. Additionally, the outcome of litigation and regulatory matters and the timing of ultimate resolution are inherently difficult to predict. Because of these factors, the Company typically cannot provide a meaningful estimate of the range of reasonably possible outcomes of claims in the aggregate or by individual claim. However, on a case-by-case basis, reserves are established for those legal claims in which it is probable that a loss will be incurred and the amount of such loss can be reasonably estimated. The actual costs of resolving these claims may be substantially higher or lower than the amounts reserved.

For a limited number of legal matters in which the Company is involved, the Company is able to estimate a range of reasonably possible losses. For other matters for which a loss is probable or reasonably possible, such an estimate is not possible. For those matters where a loss is both estimable and reasonably possible, management currently estimates the aggregate range of reasonably possible losses as \$0 to approximately \$250 million in excess of the reserves, if any, related to those matters. This estimated range of reasonably possible losses represents the estimated possible losses over the life of such legal matters, which may span a currently indeterminable number of years, and is based on information currently available at September 30, 2013. The matters underlying the estimated range will change from time to time, and actual results may vary significantly from this estimate. Those matters for which an estimate is not possible are not included within this estimated range; therefore, this estimated range does not represent the Company's maximum loss exposure. Based on current knowledge, it is the opinion of management that liabilities arising from legal claims in excess of the amounts currently reserved, if any, will not have a material impact to the Company's financial condition, results of operations, or cash flows. However, in light of the significant uncertainties involved in these matters and the large or indeterminate damages sought in some of these matters, an adverse outcome in one or more of these matters could be material to the Company's results or cash flows for any given reporting period.

The following is a description of certain litigation and regulatory matters:

## Interchange and Related Litigation

## Card Association Antitrust Litigation

The Company is a defendant, along with Visa U.S.A. and MasterCard International, as well as several other banks, in several antitrust lawsuits challenging their practices. For a discussion regarding the Company's involvement in this litigation matter, see Note 12, "Reinsurance Arrangements and Guarantees."

## In re ATM Fee Antitrust Litigation

The Company was a defendant in a number of antitrust actions that were consolidated in federal court in San Francisco, California under the name In re ATM Fee Antitrust Litigation, Master File No. C04-2676 CR13. In these actions, Plaintiffs, on behalf of a class, asserted that Concord EFS and a number of financial institutions unlawfully fixed the interchange fee for participants in the Star ATM Network. Plaintiffs claimed that Defendants' conduct was illegal under Section 1 of the Sherman Act. Plaintiffs initially asserted the Defendants' conduct was illegal per se. In August 2007, Concord and the bank defendants filed motions for summary judgment on Plaintiffs' per se claim and, in March 2008, the Court granted the motions on the ground that Defendants' conduct in setting an interchange fee must be analyzed under the rule of reason. The Court certified this question for interlocutory appeal, and the Court of Appeals for the Ninth Circuit rejected Plaintiffs' petition for permission to appeal on August 13, 2008. Plaintiffs subsequently filed a Second Amended Complaint in which they asserted a rule of reason claim. This complaint was dismissed by the Court as well, but Plaintiffs were given leave to file another amended complaint. Plaintiffs filed yet

another complaint and Defendants moved to dismiss the same. The Court granted this motion in part by dismissing one of the Plaintiffs' two claims but denied the motion as to one claim. On September 16, 2010, the Court granted the Defendants' motion for summary judgment as to the remaining claim on the grounds that Plaintiffs lack standing to assert that claim. Plaintiffs filed an appeal of this decision with the Ninth Circuit Court of Appeals and the Ninth Circuit affirmed the District Court's decision. Plaintiffs filed a motion for rehearing en banc; however, this motion was denied. Plaintiffs filed a petition for a writ of certiorari with the United States Supreme Court in July 2013 and this petition was denied in October 2013.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Overdraft Fee Cases

The Company has been named as a defendant in three putative class actions relating to the imposition of overdraft fees on customer accounts.

The first such case, *Buffington et al. v. SunTrust Banks, Inc. et al.* was filed in Fulton County Superior Court on May 6, 2009. This action was removed to the U.S. District Court for the Northern District of Georgia, Atlanta Division on June 10, 2009, and was transferred to the U.S. District Court for the Southern District of Florida for inclusion in Multi-District Litigation Case No. 2036 on December 1, 2009. Plaintiffs asserted claims for breach of contract, conversion, unconscionability, and unjust enrichment for alleged injuries they suffered as a result of the method of posting order used by the Company, which allegedly resulted in overdraft fees being assessed to their joint checking account, and purport to bring their action on behalf of a putative class of “all SunTrust Bank account holders who incurred an overdraft charge despite their account having a sufficient balance of actual funds to cover all debits that have been submitted to the bank for payment,” as well as “all SunTrust account holders who incurred one or more overdraft charges based on SunTrust Bank's reordering of charges.” Plaintiffs sought restitution, damages, expenses of litigation, attorneys' fees, and other relief deemed equitable by the Court. The Company filed a Motion to Dismiss and Motion to Compel Arbitration and both motions were denied. The denial of the motion to compel arbitration was appealed to the Eleventh Circuit Court of Appeals. The Eleventh Circuit remanded this matter back to the District Court with instructions to the District Court to review its prior ruling in light of the Supreme Court's decision in *AT&T Mobility LLC v. Concepcion*. The District Court then denied SunTrust's motion to compel arbitration for different reasons. SunTrust appealed this decision to the Eleventh Circuit and, on March 1, 2012, the Eleventh Circuit reversed the District Court's decision and ordered that SunTrust's Motion to Compel Arbitration be granted. Plaintiffs filed a petition for rehearing or rehearing en banc, which was denied. Plaintiffs filed a petition for a writ of certiorari to the U.S. Supreme Court, which also was denied. This matter is now closed.

The second of these cases, *Bickerstaff v. SunTrust Bank*, was filed in the Fulton County State Court on July 12, 2010, and an amended complaint was filed on August 9, 2010. Plaintiff asserts that all overdraft fees charged to his account which related to debit card and ATM transactions are actually interest charges and therefore subject to the usury laws of Georgia. Plaintiff has brought claims for violations of civil and criminal usury laws, conversion, and money had and received, and purports to bring the action on behalf of all Georgia citizens who have incurred such overdraft fees within the last four years where the overdraft fee resulted in an interest rate being charged in excess of the usury rate. SunTrust filed a motion to compel arbitration and on March 16, 2012, the Court entered an order holding that SunTrust's arbitration provision is enforceable but that the named plaintiff in the case had opted out of that provision pursuant to its terms. The Court explicitly stated that it was not ruling at that time on the question of whether the named plaintiff could have opted out for the putative class members. SunTrust filed an appeal of this decision, but this appeal was dismissed based on a finding that the appeal was prematurely granted. On April 8, 2013, the plaintiff filed a motion for class certification and that motion is pending.

The third of these cases, *Byrd v. SunTrust Bank*, was filed on April 23, 2012, in the United States District Court for the Western District of Tennessee. Plaintiff asserted claims for breach of contract, conversion, unconscionability, and unjust enrichment for alleged injuries suffered as a result of the method of posting order used by SunTrust, which allegedly resulted in overdraft fees being assessed to his checking account, and purported to bring this action on behalf of a putative class of “all SunTrust Bank account holders who incurred an overdraft charge despite their account having a sufficient balance of actual funds to cover all debits that have been submitted to the bank for payment,” as well as “all SunTrust account holders who incurred one or more overdraft charges based on SunTrust Bank's reordering of charges.” Plaintiff seeks restitution, damages, expenses of litigation, attorneys' fees, and other relief deemed equitable by the Court. The District Court granted SunTrust's motion to compel arbitration in July 2013 and the case subsequently settled.

SunTrust Mortgage, Inc. v. United Guaranty Residential Insurance Company of North Carolina  
STM filed suit in the Eastern District of Virginia in July 2009 against United Guaranty Residential Insurance Company of North Carolina (“UGRIC”) seeking payment of denied mortgage insurance claims on second lien mortgages. STM's claims were in two counts. Count One involved a common reason for denial of claims by UGRIC for a group of loans. Count Two involved a group of loans with individualized reasons for the claim denials asserted by UGRIC. UGRIC counterclaimed for declaratory relief involving interpretation of the insurance policy involving certain caps on the amount of claims covered and whether STM was obligated to continue to pay premiums after any caps were met. The Court granted STM's motion for summary judgment as to liability on Count One and, after a trial on damages, awarded STM \$34 million along with \$6 million in prejudgment interest on August 19, 2011. The Court stayed Count Two pending final resolution of Count One. On September 13, 2011, the Court awarded an additional \$5 million to the Count One judgment for fees on certain issues. On UGRIC's counterclaim, the Court agreed that UGRIC's interpretation was correct regarding STM's continued obligations to pay premiums in the future after coverage caps are met. However, on August 19, 2011, the Court found for STM on its affirmative defense that UGRIC can no longer enforce the contract due to its prior breaches and, consequently, denied UGRIC's request for a declaration that it was entitled to continue to collect premiums after caps are met.

Notes to Consolidated Financial Statements (Unaudited), continued

On February 1, 2013, the Fourth Circuit Court of Appeals (i) upheld the judgment to STM of \$45 million (\$34 million in claims, \$6 million in interest, and \$5 million in additional fees); and (ii) vacated the ruling in STM's favor regarding the defense STM asserted to UGRIC's claim that STM owes continued premium after the caps are reached. On February 15, 2013, UGRIC filed a motion asking the Fourth Circuit Court of Appeals to re-hear its appeal. This request was denied on March 4, 2013. The case has returned to the District Court for further proceedings regarding STM's defense to UGRIC's claims for additional premiums.

**Lehman Brothers Holdings, Inc. Litigation**

Beginning in October 2008, STRH, along with other underwriters and individuals, were named as defendants in several individual and putative class action complaints filed in the U.S. District Court for the Southern District of New York and state and federal courts in Arkansas, California, Texas, and Washington. Plaintiffs alleged violations of Sections 11 and 12 of the Securities Act of 1933 and/or state law for allegedly false and misleading disclosures in connection with various debt and preferred stock offerings of Lehman Brothers Holdings, Inc. ("Lehman Brothers") and sought unspecified damages. All cases were transferred for coordination to the multi-district litigation captioned *In re Lehman Brothers Equity/Debt Securities Litigation* pending in the U.S. District Court for the Southern District of New York. Defendants filed a motion to dismiss all claims asserted in the class action. On July 27, 2011, the District Court granted in part and denied in part the motion to dismiss the claims against STRH and the other underwriter defendants in the class action. A settlement with the class plaintiffs was approved by the Court and the class settlement approval process was completed. A number of individual lawsuits and smaller putative class actions remained following the class settlement. STRH has settled two such individual actions. The other individual lawsuits have been dismissed, subject to an appeal in one case and an expected appeal in another.

**SunTrust Shareholder Derivative Litigation**

On September 9, 2011, the Company and several current and former executives and members of the Board were named in a shareholder derivative action filed in the Superior Court of Fulton County, Georgia, *Sharon Benfield v. James M. Wells, III, et al.*, and on December 19, 2011, the Company and several current and former executives and members of the Board were named as defendants in a separate shareholder derivative action filed in the U.S. District Court for the Northern District of Georgia, *Edward Mannato v. James M. Wells, III, et al.* The plaintiffs in both of these lawsuits purport to bring their claims on behalf of and for the benefit of the Company. Generally, these lawsuits are substantially overlapping and make very broad allegations of mismanagement of, and misrepresentations about, the Company's exposure to loan losses and the residential real estate market leading up to and during the recent real estate and credit market crises. In both cases, the plaintiffs assert causes of action for breach of fiduciary duty, waste of corporate assets, and unjust enrichment. The Mannato lawsuit arises out of a shareholder demand made of SunTrust in March 2008 that was the subject of an investigation conducted at the direction of a committee of independent members of the Company's Board. This committee concluded that no wrongdoing had occurred and that the interests of the Company's shareholders would not be served by pursuing the claims alleged in the plaintiff's demand. A new committee conducted a new investigation of the allegations raised in the lawsuit and concluded that no wrongdoing had occurred and that the interests of the Company's shareholders would not be served by pursuing the claims alleged in the plaintiff's demand. The Benfield lawsuit arises out of a shareholder demand made of SunTrust in February 2011 that was the subject of an investigation conducted at the direction of the same Board committee, which concluded that these allegations had no merit. On October 29, 2012, the Court dismissed all claims in the Benfield case. Plaintiffs appealed this decision and this appeal was denied on October 2, 2013. The Court stayed the Mannato case, initially pending the outcome of a similar case and then upon the death of the plaintiff. Mannato subsequently was dismissed due to the lack of a substitute plaintiff.

**Colonial BancGroup Securities Litigation**

Beginning in July 2009, STRH, certain other underwriters, the Colonial BancGroup, Inc. (“Colonial BancGroup”) and certain officers and directors of Colonial BancGroup were named as defendants in a putative class action filed in the U.S. District Court for the Middle District of Alabama entitled *In re Colonial BancGroup, Inc. Securities Litigation*. The complaint was brought by purchasers of certain debt and equity securities of Colonial BancGroup and seeks unspecified damages. Plaintiffs allege violations of Sections 11 and 12 of the Securities Act of 1933 due to allegedly false and misleading disclosures in the relevant registration statement and prospectus relating to Colonial BancGroup’s goodwill impairment, mortgage underwriting standards, and credit quality. On August 28, 2009, the Colonial BancGroup filed for bankruptcy. The defendants’ motion to dismiss was denied in May 2010, but the Court subsequently ordered Plaintiffs to file an amended complaint. This amended complaint was filed and the defendants filed a motion to dismiss. In October 2013, the Court granted in part and denied in part this motion.

## Notes to Consolidated Financial Statements (Unaudited), continued

## Putative ERISA Class Actions

## Company Stock Class Action

Beginning in July 2008, the Company and certain officers, directors, and employees of the Company were named in a putative class action alleging that they breached their fiduciary duties under ERISA by offering the Company's common stock as an investment option in the SunTrust Banks, Inc. 401(k) Plan (the "Plan"). The plaintiffs purport to represent all current and former Plan participants who held the Company stock in their Plan accounts from May 2007 to the present and seek to recover alleged losses these participants supposedly incurred as a result of their investment in Company stock.

The Company Stock Class Action was originally filed in the U.S. District Court for the Southern District of Florida but was transferred to the U.S. District Court for the Northern District of Georgia, Atlanta Division, (the "District Court") in November 2008.

On October 26, 2009, an amended complaint was filed. On December 9, 2009, defendants filed a motion to dismiss the amended complaint. On October 25, 2010, the District Court granted in part and denied in part defendants' motion to dismiss the amended complaint. Defendants and plaintiffs filed separate motions for the District Court to certify its October 25, 2010 order for immediate interlocutory appeal. On January 3, 2011, the District Court granted both motions.

On January 13, 2011, defendants and plaintiffs filed separate petitions seeking permission to pursue interlocutory appeals with the U.S. Court of Appeals for the Eleventh Circuit ("the Circuit Court"). On April 14, 2011, the Circuit Court granted defendants and plaintiffs permission to pursue interlocutory review in separate appeals. The Circuit Court subsequently stayed these appeals pending decision of a separate appeal involving The Home Depot in which substantially similar issues are presented. On May 8, 2012, the Circuit Court decided this appeal in favor of The Home Depot. On March 5, 2013, the Circuit Court issued an order remanding the case to the District Court for further proceedings in light of its decision in The Home Depot case. On September 26, 2013, the District Court granted the defendants' motion to dismiss plaintiffs' claims.

## Mutual Funds Class Action

On March 11, 2011, the Company and certain officers, directors, and employees of the Company were named in a putative class action alleging that they breached their fiduciary duties under ERISA by offering certain STI Classic Mutual Funds as investment options in the Plan. The plaintiff purports to represent all current and former Plan participants who held the STI Classic Mutual Funds in their Plan accounts from April 2002 through December 2010 and seeks to recover alleged losses these Plan participants supposedly incurred as a result of their investment in the STI Classic Mutual Funds. This action was pending in the U.S. District Court for the Northern District of Georgia, Atlanta Division (the "District Court"). On June 6, 2011, plaintiff filed an amended complaint, and, on June 20, 2011, defendants filed a motion to dismiss the amended complaint. On March 12, 2012, the Court granted in part and denied in part the motion to dismiss. The Company filed a subsequent motion to dismiss the remainder of the case on the ground that the Court lacked subject matter jurisdiction over the remaining claims. On October 30, 2012, the Court dismissed all claims in this action. Immediately thereafter, plaintiffs' counsel initiated a substantially similar lawsuit against the Company substituting two new plaintiffs and also filed an appeal of the dismissal with the U.S. Court of Appeals for the Eleventh Circuit. SunTrust filed a motion to dismiss in the new action and this motion was granted. This decision also is now on appeal to the Eleventh Circuit.

## SunTrust Mortgage Reinsurance Class Actions

STM and Twin Rivers Insurance Company ("Twin Rivers") have been named as defendants in two putative class actions alleging that the companies entered into illegal "captive reinsurance" arrangements with private mortgage insurers. More specifically, plaintiffs allege that SunTrust's selection of private mortgage insurers who agree to reinsure loans referred to them by SunTrust with Twin Rivers results in illegal "kickbacks" in the form of the insurance premiums paid to Twin Rivers. Plaintiffs contend that this arrangement violates the Real Estate Settlement Procedures Act ("RESPA") and results in unjust enrichment to the detriment of borrowers. The first of these cases, Thurmond,

Christopher, et al. v. SunTrust Banks, Inc. et al., was filed in February 2011 in the U.S. District Court for the Eastern District of Pennsylvania. This case was stayed by the Court pending the outcome of Edwards v. First American Financial Corporation, a captive reinsurance case that was pending before the U.S. Supreme Court at the time. The second of these cases, Acosta, Lemuel & Maria Ventrella et al. v. SunTrust Bank, SunTrust Mortgage, Inc., et al., was filed in the U.S. District Court for the Central District of California in December 2011. This case was stayed pending a decision in the Edwards case also. In June 2012, the U.S. Supreme Court withdrew its grant of certiorari in Edwards and, as a result, the stays in these cases were lifted. The plaintiffs in Acosta voluntarily dismissed this case. A motion to dismiss is pending in the Thurmond case.

#### False Claim Act Litigation

SunTrust Mortgage was a defendant in a qui tam lawsuit brought in the U.S. District Court for the Northern District of Georgia under the federal False Claims Act, United States ex rel. Bibby & Donnelly v. Wells Fargo, et al. This lawsuit originally was filed under seal, but the second amended complaint was unsealed by the District Court in October 2011. The plaintiffs, who



## Notes to Consolidated Financial Statements (Unaudited), continued

alleged that they are officers of a mortgage broker, alleged that numerous mortgage originators, including SunTrust Mortgage, made false statements to the U.S. Department of Veterans Affairs to obtain loan guarantees by the VA under its Interest Rate Reduction Refinancing Loans ("IRRRL") program. Plaintiffs alleged that the mortgage originators charged fees in connection with these loans that were not permitted under the IRRRL program and made false statements to the VA to the effect that the loans complied with all applicable regulations or program requirements. According to Plaintiffs, by doing so, the originators caused the VA to pay, among other costs, amounts to honor the loan guarantees to which they were not entitled. Plaintiffs sued on their own behalf and on behalf of the U.S., and sought, among other things, unspecified damages equal to the loss that SunTrust Mortgage allegedly caused the U.S. (trebled under the False Claims Act), statutory civil penalties of between \$5,500 and \$11,000 per violation, injunctive relief, and attorneys' fees. The U.S. did not join in the prosecution of this action and SunTrust Mortgage and the relators have settled this dispute.

#### SunTrust Mortgage Lender Placed Insurance Class Actions

STM has been named in three putative class actions similar to those that other financial institutions are facing which allege that the Company acted improperly in connection with the practice of force placing homeowners' insurance in certain instances. Generally, the plaintiffs in these actions allege that STM has violated various duties by failing to properly negotiate pricing for force placed insurance and by receiving kickbacks or other improper benefits from the providers of such insurance. The first case, Timothy Smith v. SunTrust Mortgage, Inc. et al., is pending in the United States District Court for the Central District of California. STM filed a motion to dismiss this case and this motion was granted in part and denied in part. The second case, Carina Hamilton v. SunTrust Mortgage, Inc. et al., is pending in the U.S. District Court for the Southern District of Florida. STM filed a motion to dismiss in this case that remains pending. The third case, Yaghoub Mahdavi et al. v. SunTrust Mortgage, Inc. et al., is pending in the U.S. District Court for the Northern District of Georgia. STM has filed a motion to dismiss and a motion to transfer in this case that remains pending.

#### Consent Order with the Federal Reserve

On April 13, 2011, SunTrust Banks, Inc., SunTrust Bank, and STM entered into a Consent Order with the Federal Reserve in which SunTrust Banks, Inc., SunTrust Bank, and STM agreed to strengthen oversight of and improve risk management, internal audit, and compliance programs concerning, the residential mortgage loan servicing, loss mitigation, and foreclosure activities of STM. Under the terms of the Consent Order, SunTrust Bank and STM agreed, among other things, to: (a) strengthen the coordination of communications between borrowers and STM concerning ongoing loss mitigation and foreclosure activities; (b) submit a plan to enhance processes for oversight and management of third party vendors used in connection with residential mortgage servicing, loss mitigation and foreclosure activities; (c) enhance and strengthen the enterprise-wide compliance program with respect to oversight of residential mortgage loan servicing, loss mitigation and foreclosure activities; (d) ensure appropriate oversight of STM's activities with respect to Mortgage Electronic Registration System; (e) review and remediate, if necessary, STM's management information systems for its residential mortgage loan servicing, loss mitigation, and foreclosure activities; (f) improve the training of STM officers and staff concerning applicable law, supervisory guidance and internal procedures concerning residential mortgage loan servicing, loss mitigation and foreclosure activities, including the single point of contact for foreclosure and loss mitigation; (g) retain an independent consultant to conduct a comprehensive assessment of STM's risks, including, but not limited to, operational, compliance, transaction, legal, and reputational risks particularly in the areas of residential mortgage loan servicing, loss mitigation and foreclosure; (h) enhance and strengthen the enterprise-wide risk management program with respect to oversight of residential mortgage loan servicing, loss mitigation and foreclosure activities; and (i) enhance and strengthen the internal audit program with respect to residential loan servicing, loss mitigation and foreclosure activities. The comprehensive third party risk assessment was completed in August 2011, and the Company continues implementation of recommended enhancements. All of the action plans designed to complete the above enhancements

were accepted by the Federal Reserve and are currently in implementation. During the fourth quarter of 2012, the Company engaged an independent third party consultant approved by the Federal Reserve to prepare a validation report with respect to compliance with the aspects of the Consent Order referenced above. The independent third party consultant completed its review and submitted its report to the Federal Reserve during the second quarter of 2013. The Company continues its implementation of the recommendations noted in this report.

Under the terms of the Consent Order, SunTrust Bank and STM also retained an independent foreclosure consultant approved by the Federal Reserve to conduct a review of residential foreclosure actions pending at any time during the period from January 1, 2009 through December 31, 2010, for loans serviced by STM, to identify any errors, misrepresentations, or deficiencies, determine whether any instances so identified resulted in financial injury, and prepare a written report detailing the findings. On January 7, 2013, the Company, as well as nine other mortgage servicers, entered into an agreement with the OCC and the Federal Reserve to end the independent foreclosure review process and accelerate remediation of loans included in the review. Consistent with this agreement, an Amendment to the Consent Order was entered on February 28, 2013. Pursuant to the Amendment, the Company made a cash payment of \$63 million to fund lump-sum payments to borrowers who faced a foreclosure action on their primary residence between January 1, 2009 and December 31, 2010, and committed \$100 million

## Notes to Consolidated Financial Statements (Unaudited), continued

to effect loss mitigation or other foreclosure prevention actions. Lump-sum payments to borrowers are being administered by an independent agent approved by the Federal Reserve. The amount of lump-sum payment to a borrower was determined pursuant to a Financial Remediation Framework jointly established by the OCC and the Federal Reserve based on circumstances surrounding the foreclosure activity. The OCC and the Federal Reserve released Independent Foreclosure Review Payment Agreement Details on April 9, 2013 providing that lump-sum payments can range from \$300 to \$125,000. The Company continues to provide loss mitigation and foreclosure prevention relief to borrowers pursuant to its commitments. As a result of the agreement, the Company is no longer incurring the consulting and legal costs of the independent third parties providing file review, borrower outreach, and legal services associated with the Consent Order foreclosure file review. Redacted versions of the action plans and the Company's engagement letter with the independent foreclosure consultant are available on the Federal Reserve's website. The full text of the Consent Order is available on the Federal Reserve's website and was filed as Exhibit 10.25 to the Company's 2011 Annual Report on Form 10-K. The February 28, 2013 Amendment to the Consent Order also is available on the Federal Reserve's website and was filed as Exhibit 10.1 to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2013. As a result of the Federal Reserve's review of the Company's residential mortgage loan servicing and foreclosure processing practices that preceded the Consent Order, the Federal Reserve announced that it would impose a civil money penalty. On October 10, 2013, the Federal Reserve further announced that the penalty amount will be \$160 million. The Company expects to satisfy this obligation by providing consumer relief and certain cash payments as contemplated by the settlement with the U.S. and the States Attorneys' General regarding certain mortgage servicing claims, which is discussed below at "United States and States Attorneys' General Mortgage Servicing Claims."

#### United States Mortgage Servicing Settlement and HUD Investigation of Origination Practices (FHA)

In January 2012, the Company commenced discussions related to a mortgage servicing settlement with the U.S., through the Department of Justice ("DOJ"), and Attorneys General for several states regarding various potential claims primarily relating to the Company's mortgage servicing activities. Since that time, the parties continued discussions regarding potential resolution. The Company has reached agreements in principle with the HUD and the DOJ to settle these claims as part of the National Mortgage Servicing Settlement.

Separately, on April 25, 2012, the Company was informed of the commencement of an investigation by the HUD OIG relating to STM's origination practices for FHA loans. Since that time, STM has provided documents as part of the investigation. During the first quarter of 2013, the HUD OIG, together with the U.S. Department of Justice (collectively, the "Government"), advised STM of their preliminary investigation findings, including alleged violations of the False Claims Act. Throughout 2013, the Government and the Company engaged in discussions that accelerated in the third quarter and resulted in agreements in principle to resolve certain civil and administrative claims arising from FHA-insured mortgage loans originated by STM from January 1, 2006 through March 31, 2012.

Pursuant to these combined agreements, the Company will commit to provide \$500 million of consumer relief, a \$468 million cash payment, and the implementation of certain mortgage servicing standards. Satisfaction of the \$500 million consumer relief obligation is contingent upon successful implementation of consumer relief actions between July 1, 2013 and a set period of time subsequent to the definitive agreement date. The Company's September 30, 2013 financial statements reflect the estimated financial obligation associated with these agreements in principle.

However, the Company faces several risks from these settlements. If it is unable to meet its consumer relief commitments, then its costs to resolve these matters will likely increase. Additionally, while it does not expect the consumer relief efforts or implementation of certain servicing standards associated with the agreements to have a material impact on its future financial results, this expectation is based on anticipated requirements of the definitive agreements which the parties have not finalized, the complete terms of which are not possible to predict. The Company's statements regarding the expected financial impact of these matters further depend, among other things, upon the agreement of other necessary parties, the ultimate resolution of certain legal matters which are not yet complete, and management's assumptions about the extent to which such amounts may be deducted for tax purposes.

#### Mortgage Modification Investigation

STM has been cooperating with the United States Attorneys' Office for the Western District of Virginia and the Office of the Special Inspector General for the Troubled Asset Relief Program (collectively, the "Western District") in their investigation of STM's administration of HAMP. More specifically, the Western District investigation focuses on whether, during 2009 and 2010, STM harmed borrowers and violated civil or criminal laws by failing to properly process applications for modifications of certain mortgages owned by the GSEs by devoting insufficient resources to its loss mitigation function and making misrepresentations to borrowers about timelines and other features associated with the HAMP modification process. The Western District continues to advise STM that it has made no determinations about how it will proceed in this matter. STM continues to cooperate with the investigation and believes that it has substantial defenses to the asserted allegations.

Notes to Consolidated Financial Statements (Unaudited), continued

NOTE 15 - BUSINESS SEGMENT REPORTING

The Company has three segments used to measure business activity: Consumer Banking and Private Wealth Management, Wholesale Banking, and Mortgage Banking, with the remainder in Corporate Other. The business segments are determined based on the products and services provided or the type of customer served, and they reflect the manner in which financial information is evaluated by management. During the second quarter of 2013, branch-managed business banking clients were transferred from Wholesale Banking to Consumer Banking and Private Wealth Management, and all periods presented reflect this transfer. The following is a description of the segments and their composition, which reflects the transfer of branch-managed business banking clients.

The Consumer Banking and Private Wealth Management segment is made up of two primary businesses: Consumer Banking and Private Wealth Management.

Consumer Banking provides services to consumers and branch-managed small business clients through an extensive network of traditional and in-store branches, ATMs, the internet ([www.suntrust.com](http://www.suntrust.com)), mobile banking, and telephone (1-800-SUNTRUST). Financial products and services offered to consumers and small business clients include deposits, home equity lines and loans, credit lines, indirect auto, student lending, bank card, other lending products, and various fee-based services. Consumer Banking also serves as an entry point for clients and provides services for other lines of business.

Private Wealth Management provides a full array of wealth management products and professional services to both individual and institutional clients including loans, deposits, brokerage, professional investment management, and trust services to clients seeking active management of their financial resources. Institutional clients are served by the IIS business. Discount/online and full service brokerage products are offered to individual clients through STIS. Private Wealth Management also includes GenSpring, which provides family office solutions to ultra high net worth individuals and their families. Utilizing teams of multi-disciplinary specialists with expertise in investments, tax, accounting, estate planning, and other wealth management disciplines, GenSpring helps families manage and sustain wealth across multiple generations.

The Wholesale Banking segment includes the following five businesses:

CIB delivers comprehensive capital markets, corporate and investment banking solutions, including advisory, capital raising, and financial risk management, to clients in the Wholesale Banking and Private Wealth Management segment. Investment Banking and Corporate Banking teams within CIB serve clients across the nation, offering a full suite of traditional banking and investment banking products and services to companies with annual revenues typically greater than \$100 million. Investment Banking serves select industry segments including consumer and retail, energy, financial services, healthcare, industrials, media and communications, real estate, and technology. Corporate Banking serves clients across diversified industry sectors based on size, complexity, and frequency of capital markets issuance. Formerly managed within Commercial Real Estate, the Equipment Finance Group provides lease financing solutions (through SunTrust Equipment Finance & Leasing) and corporate insurance premium financing (through Premium Assignment Corporation).

Commercial & Business Banking offers an array of traditional banking products and investment banking services as needed by clients in the commercial, dealer services (financing dealer floor plan inventories), not-for-profit and government, and small business sectors.

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Commercial Real Estate provides financial solutions for commercial real estate developers and investors, including construction, mini-perm, and permanent real estate financing, as well as tailored financing and equity investment solutions for community development and affordable housing projects delivered through SunTrust Community Capital.

RidgeWorth, an SEC registered investment advisor, serves as investment manager for the RidgeWorth Funds as well as individual clients. RidgeWorth is also a holding company with ownership in other institutional asset management boutiques offering a wide array of equity and fixed income capabilities. These boutiques include Ceredex Value Advisors, Certium Asset Management, Seix Investment Advisors, Silvant Capital Management, StableRiver Capital Management, and Zevenbergen Capital Investments.

## Notes to Consolidated Financial Statements (Unaudited), continued

Treasury & Payment Solutions provides all of SunTrust business clients with services required to manage their payments and receipts combined with the ability to manage and optimize their deposits across all aspects of their business. Treasury & Payment Solutions operates all electronic and paper payment types, including card, wire transfer, ACH, check, and cash, plus provides clients the means to manage their accounts electronically online both domestically and internationally.

Mortgage Banking offers residential mortgage products nationally through its retail, broker, and correspondent channels, as well as via the internet ([www.suntrust.com](http://www.suntrust.com)) and by telephone (1-800-SUNTRUST). These products are either sold in the secondary market, primarily with servicing rights retained, or held in the Company's loan portfolio. Mortgage Banking services loans for itself and for other investors and includes ValuTree Real Estate Services, LLC, a tax service subsidiary.

Corporate Other includes management of the Company's investment securities portfolio, long-term debt, end user derivative instruments, short-term liquidity and funding activities, balance sheet risk management, and most real estate assets. Additionally, it includes Enterprise Information Services, which is the primary information technology and operations group, Corporate Real Estate, Marketing, SunTrust Online, Human Resources, Finance, Corporate Risk Management, Legal and Compliance, Branch Operations, Communications, Procurement, and Executive Management.

Because the business segment results are presented based on management accounting practices, the transition to the consolidated results, which are prepared under U.S. GAAP, creates certain differences which are reflected in Reconciling Items.

For business segment reporting purposes, the basis of presentation in the accompanying discussion includes the following:

- Net interest income – Net interest income is presented on a FTE basis to make tax-exempt assets comparable to other taxable products. The segments have also been matched maturity funds transfer priced, generating credits or charges based on the economic value or cost created by the assets and liabilities of each segment. The mismatch between funds credits and funds charges at the segment level resides in Reconciling Items. The change in the matched maturity funds mismatch is generally attributable to corporate balance sheet management strategies.

- Provision for credit losses – Represents net charge-offs by segment. The difference between the segment net charge-offs and the consolidated provision for credit losses is reported in Reconciling Items.

- Provision/(benefit) for income taxes – Calculated using a nominal income tax rate for each segment. This calculation includes the impact of various income adjustments, such as the reversal of the FTE gross up on tax-exempt assets, tax adjustments, and credits that are unique to each segment. The difference between the calculated provision/(benefit) for income taxes at the segment level and the consolidated provision/(benefit) for income taxes is reported in Reconciling Items.

The segment's financial performance is comprised of direct financial results, as well as various allocations that for internal management reporting purposes provide an enhanced view of analyzing the segment's financial performance. The internal allocations include the following:

- Operational Costs – Expenses are charged to the segments based on various statistical volumes multiplied by activity based cost rates. As a result of the activity based costing process, planned residual expenses are also allocated to the segments. The recoveries for the majority of these costs are in Corporate Other.

- Support and Overhead Costs – Expenses not directly attributable to a specific segment are allocated based on various drivers (e.g., number of full-time equivalent employees and volume of loans and deposits). The recoveries for these allocations are in Corporate Other.

- Sales and Referral Credits – Segments may compensate another segment for referring or selling certain products. The majority of the revenue resides in the segment where the product is ultimately managed.

The application and development of management reporting methodologies is a dynamic process and is subject to periodic enhancements. The implementation of these enhancements to the internal management reporting methodology may materially affect the results disclosed for each segment with no impact on consolidated results. Whenever significant changes to management reporting methodologies take place, the impact of these changes is quantified and prior period information is reclassified wherever practicable. Prior year results have been restated to reflect the transfer of branch-managed business banking clients from Wholesale Banking to Consumer Banking and Private Wealth Management.



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Notes to Consolidated Financial Statements (Unaudited), continued

(Dollars in millions)	Three Months Ended September 30, 2013					
	Consumer Banking and Private Wealth Management	Wholesale Banking	Mortgage Banking	Corporate Other	Reconciling Items	Consolidated
<b>Balance Sheets:</b>						
Average total assets	\$45,532	\$66,552	\$33,025	\$25,646	\$1,083	\$171,838
Average total liabilities	84,744	46,977	3,740	15,362	(12)	150,811
Average total equity	—	—	—	—	21,027	21,027
<b>Statements of Income/(loss):</b>						
Net interest income	\$653	\$401	\$140	\$74	(\$60)	\$1,208
FTE adjustment	—	31	—	1	—	32
Net interest income - FTE <sup>1</sup>	653	432	140	75	(60)	1,240
Provision for credit losses <sup>2</sup>	79	21	45	—	(50)	95
Net interest income after provision for credit losses	574	411	95	75	(10)	1,145
Total noninterest income	379	294	(1)	11	(3)	680
Total noninterest expense	689	428	638	(9)	(3)	1,743
Income/(loss) before provision/(benefit) for income taxes	264	277	(544)	95	(10)	82
Provision/(benefit) for income taxes <sup>3</sup>	97	81	(139)	(166)	13	(114)
Net income/(loss) including income attributable to noncontrolling interest	167	196	(405)	261	(23)	196
Net income attributable to noncontrolling interest	—	2	—	5	—	7
Net income/(loss)	\$167	\$194	(\$405)	\$256	(\$23)	\$189
<b>Three Months Ended September 30, 2012</b>						
(Dollars in millions)	Three Months Ended September 30, 2012					
	Consumer Banking and Private Wealth Management	Wholesale Banking	Mortgage Banking	Corporate Other	Reconciling Items	Consolidated
<b>Balance Sheets:</b>						
Average total assets	\$47,053	\$64,605	\$35,372	\$26,667	\$1,585	