

COVID-19

A Summary of the Market Impact & Current Response

Your Truist Team



Senior Management

David Weaver
Head of Commercial Community Banking
 704.521.7304
 dhweaver@truist.com

Evelyn Lee
Regional President - Greater Washington
 202.879.6338
 evelyn.lee@suntrust.com

Greg Farno
Regional President - Maryland
 410.986.1673
 gregory.farno@suntrust.com

Dan O'Neill
Regional President - Virginia East
 804.782.5651
 dan.o'neill@suntrust.com

Mid-Atlantic Commercial Community Banking

Carl Bergeron
*Not-For-Profit Banking Lead
 Greater Washington Region*
 202.879.6005
 carl.bergeron@suntrust.com

Alex Bartlett
*NFP / Middle Market Banking Lead
 Maryland Region*
 410.230.1063
 abartlett@bbandt.com

Jeffrey Gay
*NFP / Middle Market Banking Lead
 Virginia East Region*
 804.782.7483
 jeff.gay@suntrust.com

Capital Markets Origination

Phillip Avant
Senior Vice President
 804.782.5366
 phillip.avant@suntrust.com

Josh Silverstone
Analyst
 404.813.6930
 joshua.silverstone@suntrust.com

Public Finance

Richard Harmon
Head of Public Finance
 614.358.4128
 rharmon@bbandtc.com

Jason Appelt
Managing Director
 412.209.4402
 jappelt@bbandtc.com

Greg McKenna
Managing Director
 412.209.4401
 gmckenna@bbandtc.com

Specialty Lending Products

TJ Hughes
Senior Vice President
 239.898.9472
 tj.hughes@suntrust.com

Collin Norris
First Vice President
 240.772.2042
 collin.norris@suntrust.com

Industry Consulting

John Lynch
NFP Education
 704.905.6965
 john.lynch@suntrust.com

Brad Hamilton
NFP Healthcare
 404.813.6944
 brad.hamilton@suntrust.com



Safe and Sound. You can bank on Truist.

As separate financial institutions, clients have trusted BB&T and SunTrust for years as two of the most stable banks in the nation stemming from more than just healthy capital levels and solid credit ratings - it's from serving our clients with honesty, transparency and integrity

PURPOSE-DRIVEN AND PREPARED

- Guided by our purpose to inspire and build better lives and communities
- Highly diversified with a full spectrum of client solutions and deep industry expertise
- Community bank-focused with local decision making
- National geographic presence
- Strong balance sheet with a solid capital position - above Federal Reserve and FDIC standards
- Highly liquid with top-tier credit ratings

TOGETHER AS TRUIST

- 6th** Largest U.S. commercial bank by assets & market value
- #2** Weighted average deposit rank in our top 20 MSAs
- 5th** Largest U.S. bank by loans
- 5th** Largest U.S. insurance broker

BB&T and SunTrust each performed strongly before and during the great recession, when some financial institutions struggled or failed.

DEBT RATINGS

Bank Name	Moody's	S&P	Fitch
U.S.Bancorp	A1	A+	AA-
JP Morgan Chase & Co.	A2	A-	AA-
Wells Fargo & Company	A2	A-	A+
Bank of America Corporation	A2	A-	A+
Truist Financial Corporation	A3	A-	A+
PNC Financial Services Group, Inc.	A3	A-	A+
M&T Bank Corporation	A3	A-	A
Fifth Third Bancorp	Baa1	BBB+	A
Keycorp	Baa1	BBB+	A-
Citizens Financial Group	NR	BBB+	BBB+
Regions Financial Corporation	Baa2	BBB+	BBB

DEPOSIT RATINGS

Bank Name	Moody's
JP Morgan Chase & Co.	Aa1
U.S. Bank N.A.	Aa1
Wells Fargo Bank N.A.	Aa1
Truist Bank	Aa2
Bank of America N.A.	Aa2
PNC Bank N.A.	Aa2
Fifth Third Bank N.A.	Aa3
Key Bank N.A.	Aa3
M&T Bank	Aa3
Citizens Bank	A1
Regions Bank	A2

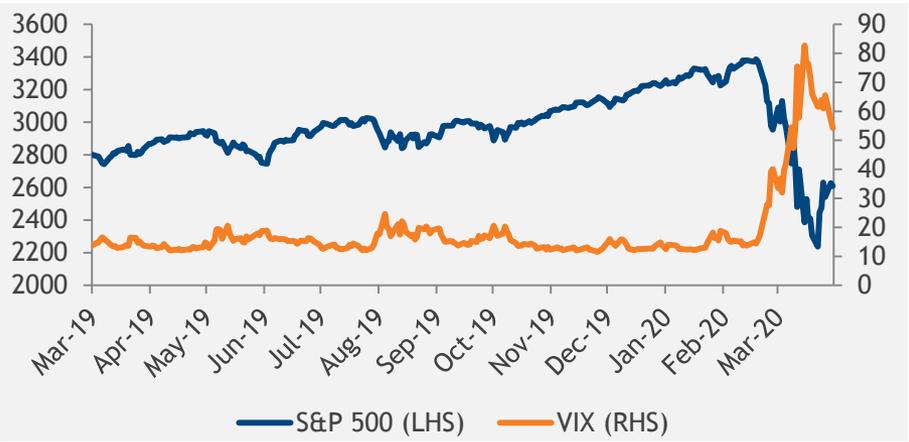
“Our purpose, mission and values is much more than just words - it's the starting point for every decision we make.”
 - Kelly S. King, chairman and chief executive officer



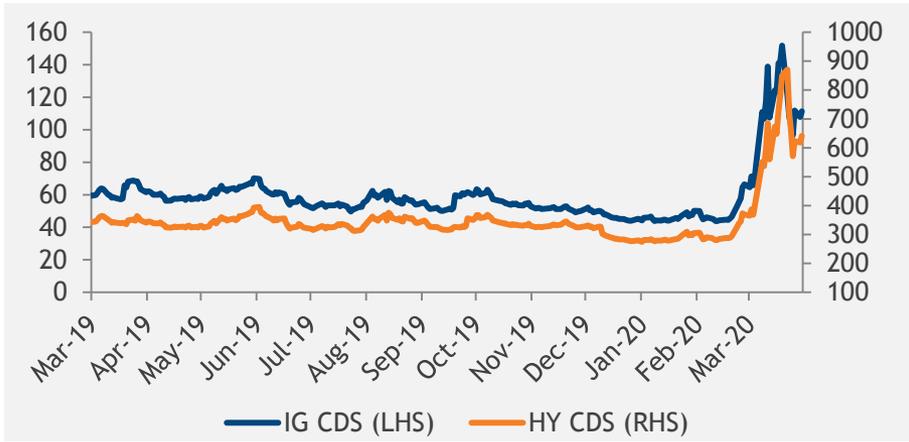
COVID-19 Spread Triggers Aggressive Selling of Risk Assets

In late February, COVID-19 began to spread globally at an increasing rate. By early March, daily cases identified in the US were increasing exponentially, triggering aggressive selling of publicly-traded risk assets such as equities, fixed income, and commodities. Compounding the issue for the energy sector, OPEC negotiations failed and the Saudis increased supply on the global market at suppressed prices

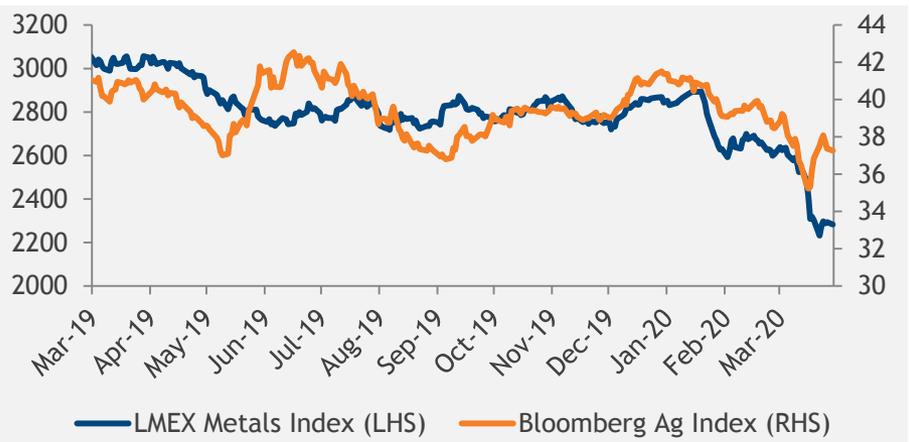
S&P 500 vs. VIX



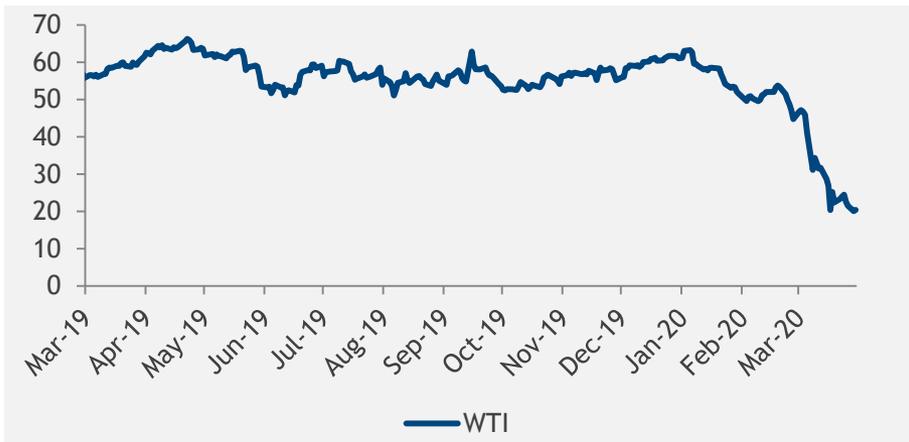
5Y Investment Grade CDS & High Yield CDS



Metals Index vs. Bloomberg Ag Index

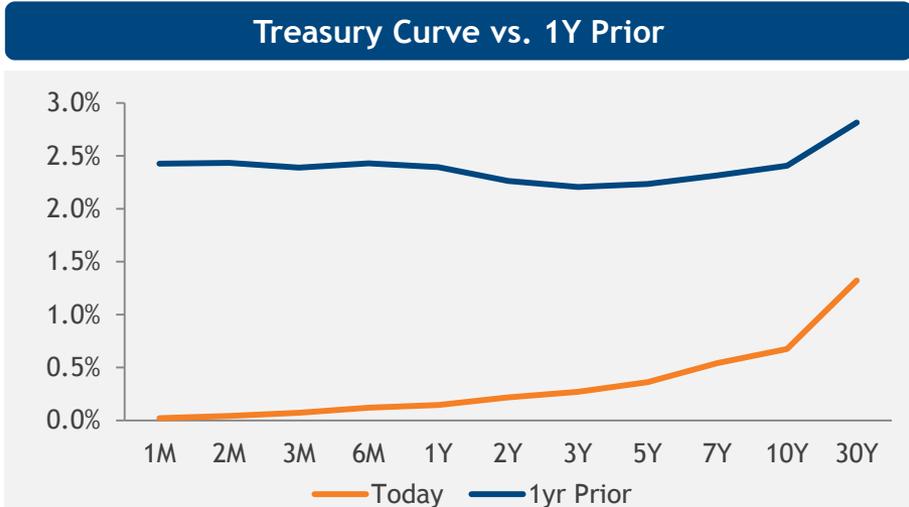
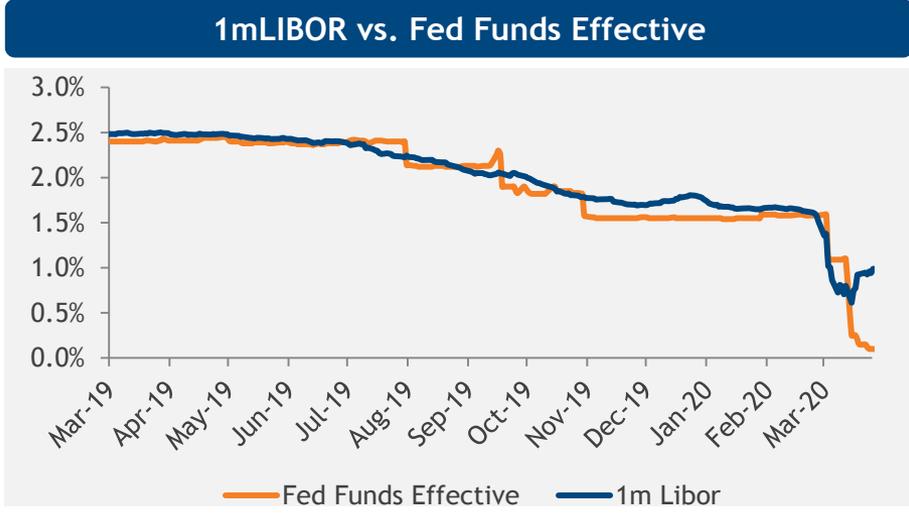
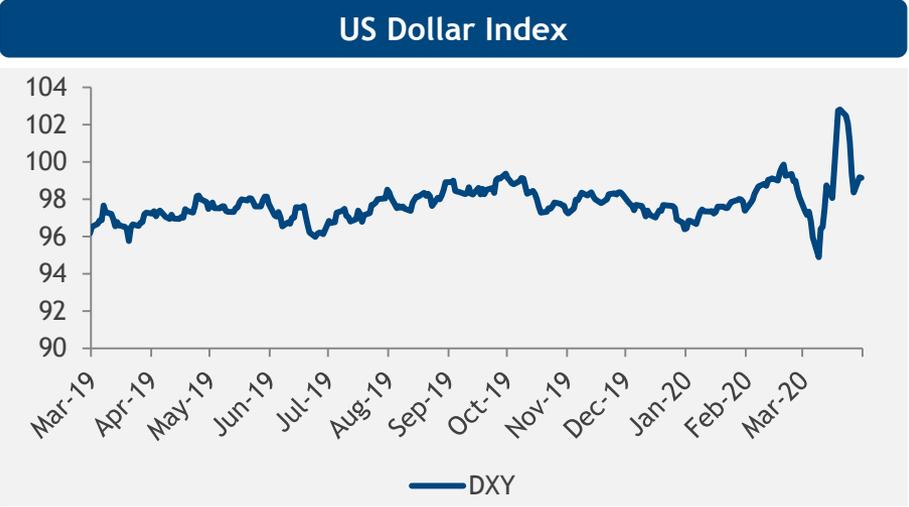


WTI Crude Oil



Flight to Quality and Fed Action

As risk assets were sold, investors turned to cash in US Dollars and US Treasury securities. The Federal Reserve aggressively stepped in, taking the Federal Funds Target Rate to 0.00% to 0.25% and announcing a quantitative easing program to bolster liquidity and depress rates across the curve



The Fed Steps In and Announces Extraordinary Programs

Liquidity remained challenged, and the Fed removed the cap on the size of its QE program while utilizing the same tools it leaned on during the 2008/9 great recession

Fed Funds Rate

The FOMC cuts rates 150 bps to a target range of 0.00% to 0.25% in two separate emergency actions

Quantitative Easing

The FOMC will purchase Treasury and Agency MBS in amounts needed to support smooth market functioning and effective transmission of monetary policy to broader financial conditions and the economy

Short-Term Funding

The Fed is currently injecting liquidity of \$1TN into the repo markets on a daily basis

US Dollar Swap Lines

To support USD liquidity between certain sovereign Central Banks

In addition to supporting the Treasury, Agency MBS, and funding markets, the Fed took the extraordinary step of initiating / bolstering programs in support of the Investment Grade markets, which had been trading with poor liquidity. In anticipation of an SBA program in the fiscal stimulus bill, the Fed also announced the formation of its Main Street Lending Facility, supporting small and medium sized businesses. In addition, the Fed has lowered the reserve requirement for banks to zero while opening the discount window at aggressive rates and terms

Money Market Mutual Fund Liquidity Facility

In support of Money Market Mutual Funds collateralized by investment grade, short term securities, expanded to now include certain municipal securities, VRDNs, and bank CDs

Commercial Paper Funding Facility

In support of issuers of A1/P1 taxable and tax-exempt commercial paper

Primary & Secondary Market Corporate Credit Facilities

In support of credit to large, investment grade employers through new bond/loan issuance and liquidity for outstanding bonds

Term Asset-Backed Securities Loan Facility

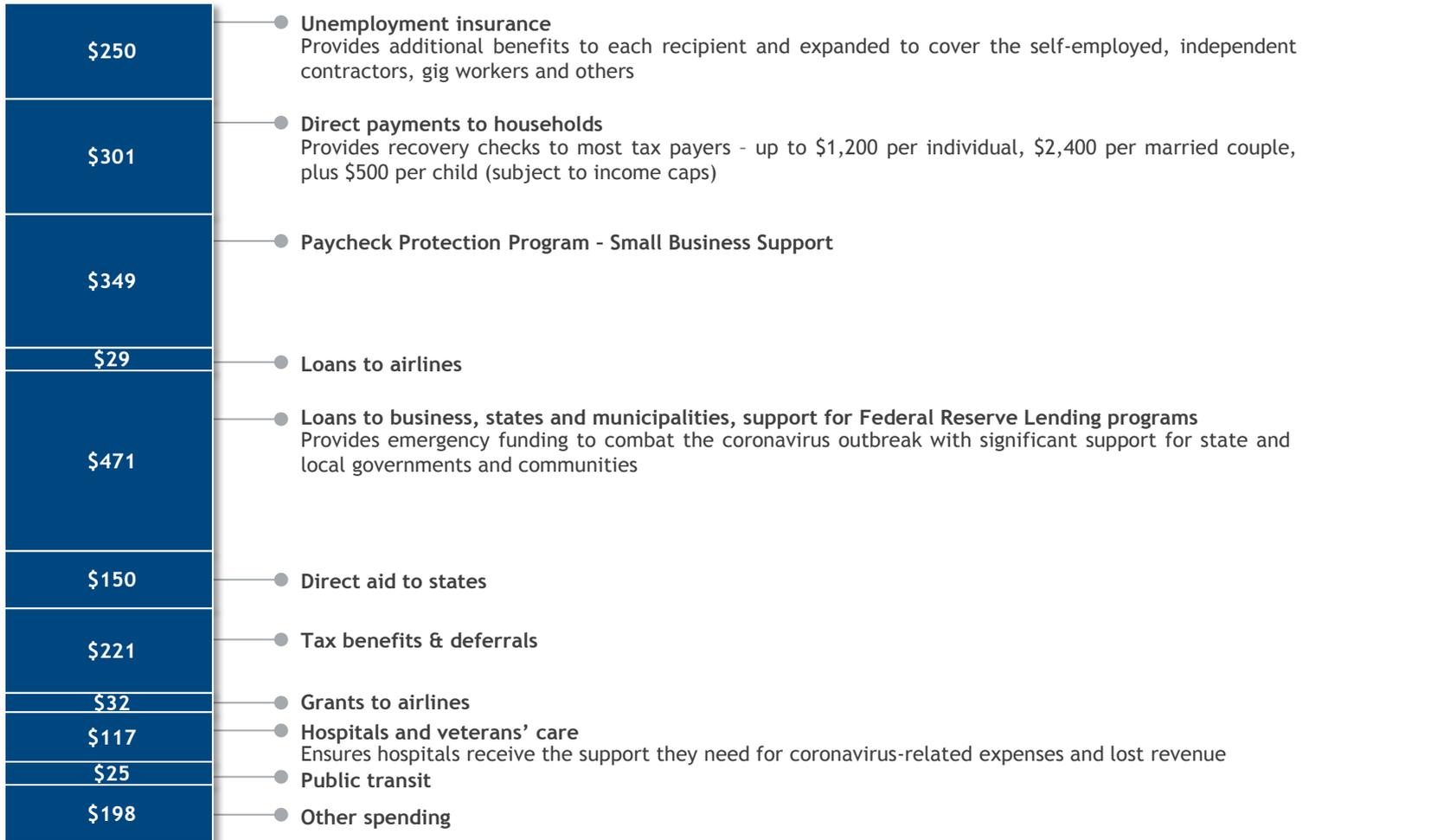
In support of the flow of credit to consumers and businesses through the issuance of securities backed by student loans, auto loans, credit card loans, SBA-guaranteed loans, and other certain assets

Main Street Lending Facility

In support of lending to eligible small-and-medium sized businesses, complimenting efforts by the SBA

The CARES Act stimulus plan focuses on relief for individuals and Main Street with the goal to keep workers paid, provide enhancements to the healthcare system, and stabilize businesses

2020
Coronavirus Aid, Relief, and Economic Security Act (CARES Act)
 Signed by President Trump on 3.27.2020



Total of \$2.14TN
Reflects ~10% of U.S. GDP

Source: WSJ "Spend Generously, Take Care of Workers: Coronavirus Stimulus Takes Lessons From TARP" 3/26/2020, Mitch McConnell Press Release 3/26/2020

This document has been prepared by Truist and its legal counsel and is intended to serve as only a high-level summary of specific provisions of the CARES Act. This summary does not constitute advice and does not cover all aspects of the law, including provisions that may be relevant to, or apply differently to, your business, your employees and/or your shareholders. For any specific questions about the CARES Act and how it may impact your business, we strongly encourage that you contact your legal counsel and your business contacts at Truist.



What to Watch in the Weeks to Come

1. The fiscal health of end consumers and businesses remains of paramount importance as we attempt to contain Covid-19
2. Testing and medical supplies availability continues to improve, though healthcare capacity is strained in highly impacted areas
3. Vaccine trials continue, though unlikely to provide any near-term support; treatment studies are yielding some hope
4. Social distancing measures may become more severe in highly impacted areas despite talk of loosened recommendations

Depth of Recessionary Environment

Coronavirus-induced volatility has left the economy in a state of deteriorated confidence, which has resulted in lower investment & consumer spending, weaker earnings expectations, and rising unemployment, suggesting a deep recessionary environment may be imminent

- Jobless claims were 3.28 million (5x the previous record high), studies suggest the U.S. could see a net loss of 17mm jobs
- Economic surveys are giving early indications of steep declines in business activity in the U.S. and Europe and large drops in business & consumer confidence globally
- China has noted product demand is down significantly as works return to factories
- IMF Managing Director warned we may have already entered a recession that will be worse than 2009
- Will economic indicators show a deeper erosion than expected as data becomes available in the coming weeks?

Will Stimulus Package Be Enough?

Unlike past recessionary environments, the Coronavirus pandemic has delivered an extremely large and rapid consumption shock to the economy, which will grow exponentially the longer the containment efforts drag-out

- CARES Act should offset initial earnings impacts, but may be of limited benefit if the pandemic continues to interrupt economic activity
- The Fed's "Blank check" approach to facilitate credit availability is important for economic growth but is unlikely to encourage more spending until consumer and business confidence returns
- If consumer and business defaults grow, and further layoffs and bankruptcies ensue, could the economic crisis transition into a longer-term financial crisis?
- If unemployment numbers are worse than expected, will government support be enough to boost consumption and drive growth?

Rating Agency Action

Given the scrutiny received during the Great Recession, Moody's and S&P have quickly moved to downgrade businesses in industries perceived as disproportionately affected by the Coronavirus, often proactively making negative assessments based on assumptions drawn from limited data

- Moody's has revised its 2020 default forecast to 6.8% with a pessimistic case of 16.1%; S&P has revised its 2020 default forecast to 10.0% with a pessimistic case of 13.0%
- Companies without strong liquidity positions, with tight covenant headroom, or upcoming maturities are being more scrutinized
- Credits on negative watch are often being downgraded without deep credit analysis
- Continued downgrades will create headwinds for loan markets as CLOs, which hold 71% of loans, are capped at 7.5% exposure to CCC-rated credits
- "Fallen angel" credits could ultimately test capacity of High Yield investors if too many Investment Grade issuers are downgraded

Important Disclosures

This presentation is for informational purposes only and is being furnished on a confidential basis. By accepting this information, the recipient agrees that it will use the information only to evaluate its potential interest in the strategies described herein and for no other purpose and will not divulge any such information to any other party.

This presentation does not constitute a commitment to lend money, underwrite any proposed transaction, purchase securities or other assets, provide financing, arrange financing, or provide any other services. SunTrust Robinson Humphrey, Inc. and its representatives and affiliates make no representation and have given you no advice concerning the appropriate regulatory treatment, accounting treatment, or possible tax consequences of the proposed transactions described herein. Prior to entering into any proposed transaction, you should determine, without reliance upon SunTrust Robinson Humphrey, Inc. or its representatives or affiliates, the economic risks and merits, as well as the legal, tax and accounting characteristics and consequences, of the transaction and that you are able to assume these risks. These materials should not be relied upon for the maintenance of your books and records or for any tax, accounting, legal or other purposes.

All materials, including proposed terms and conditions, are indicative and for discussion purposes only. Finalized terms and conditions are subject to further discussion and negotiation and will be evidenced by a formal written agreement. Except as required by applicable law, we make no representation or warranty, express or implied, to you or to any person as to the content of the information contained herein. Opinions expressed herein are current opinions only as of the date indicated. Any historical price(s) or value(s) are also only as of the date indicated. We are under no obligation to update opinions or other information.

In connection with Treasury Regulation Section 1.6011-4, it is our mutual intent that the tax structure and tax treatment of the transactions contemplated by this presentation are not confidential and that notwithstanding anything herein to the contrary that each of us (and our employees, representatives and agents) may disclose to any and all persons, without limitation of any kind, the tax structure and tax treatment of the transactions contemplated herein.

© 2020 SunTrust Robinson Humphrey® is a federally registered service mark of Truist Financial Corporation. SunTrust Robinson Humphrey is a trade name for certain corporate and investment banking services of Truist Financial Corporation and its subsidiaries. Securities underwriting and M&A advisory services are provided by SunTrust Robinson Humphrey, Inc., member FINRA and SIPC. | Lending, financial risk management, and treasury and payment solutions are offered by Truist Bank. | Deposit products are offered by Truist Bank, Member FDIC. © Truist Financial Corporation. All rights reserved.