

BB&T CORP  
Form 10-Q  
April 24, 2017

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

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FORM 10-Q

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Quarterly Report Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934  
For the quarterly period ended: March 31, 2017  
Commission File Number: 1-10853

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BB&T CORPORATION  
(Exact name of registrant as specified in its charter)

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|                                                                                                     |            |
|-----------------------------------------------------------------------------------------------------|------------|
| North Carolina                                                                                      | 56-0939887 |
| (State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.) |            |
| 200 West Second Street                                                                              | 27101      |
| Winston-Salem, North Carolina                                                                       |            |
| (Address of principal executive offices) (Zip Code)                                                 |            |
| (336) 733-2000                                                                                      |            |
| (Registrant's telephone number, including area code)                                                |            |

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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 web site, 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, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

|                         |                                     |                   |                          |
|-------------------------|-------------------------------------|-------------------|--------------------------|
| Large accelerated filer | <input checked="" type="checkbox"/> | Accelerated filer | <input type="checkbox"/> |
|-------------------------|-------------------------------------|-------------------|--------------------------|

|                       |                          |                                               |                           |                          |
|-----------------------|--------------------------|-----------------------------------------------|---------------------------|--------------------------|
| Non-accelerated filer | <input type="checkbox"/> | (Do not check if a smaller reporting company) | Smaller reporting company | <input type="checkbox"/> |
|-----------------------|--------------------------|-----------------------------------------------|---------------------------|--------------------------|

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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

At March 31, 2017, 811,370,216 shares of the Registrant's common stock, \$5 par value, were outstanding.



BB&T CORPORATION  
FORM 10-Q  
March 31, 2017

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## Glossary of Defined Terms

The following terms may be used throughout this Report, including the consolidated financial statements and related notes.

| Term                 | Definition                                                                               |
|----------------------|------------------------------------------------------------------------------------------|
| 2015 Repurchase Plan | Plan for the repurchase of up to 50 million shares of BB&T's common stock                |
| ACL                  | Allowance for credit losses                                                              |
| Acquired from FDIC   | Assets of Colonial that were formerly covered under loss sharing agreements              |
| AFS                  | Available-for-sale                                                                       |
| Agency MBS           | Mortgage-backed securities issued by a U.S. government agency or GSE                     |
| ALLL                 | Allowance for loan and lease losses                                                      |
| American Coastal     | American Coastal Insurance Company                                                       |
| AOCI                 | Accumulated other comprehensive income (loss)                                            |
| Basel III            | Global regulatory standards on bank capital adequacy and liquidity published by the BCBS |
| BB&T                 | BB&T Corporation and subsidiaries                                                        |
| BCBS                 | Basel Committee on Banking Supervision                                                   |
| BHC                  | Bank holding company                                                                     |
| BHCA                 | Bank Holding Company Act of 1956, as amended                                             |
| Branch Bank          | Branch Banking and Trust Company                                                         |
| BU                   | Business Unit                                                                            |
| CCAR                 | Comprehensive Capital Analysis and Review                                                |
| CD                   | Certificate of deposit                                                                   |
| CDI                  | Core deposit intangible assets                                                           |
| CEO                  | Chief Executive Officer                                                                  |
| CET1                 | Common equity Tier 1                                                                     |
| CFPB                 | Consumer Financial Protection Bureau                                                     |
| CMO                  | Collateralized mortgage obligation                                                       |
| Colonial             | Collectively, certain assets and liabilities of Colonial Bank acquired by BB&T in 2009   |
| Company              | BB&T Corporation and subsidiaries (interchangeable with "BB&T" above)                    |
| CRA                  | Community Reinvestment Act of 1977                                                       |
| CRE                  | Commercial real estate                                                                   |
| CRMC                 | Credit Risk Management Committee                                                         |
| CROC                 | Compliance Risk Oversight Committee                                                      |
| DIF                  | Deposit Insurance Fund administered by the FDIC                                          |
| Dodd-Frank Act       | Dodd-Frank Wall Street Reform and Consumer Protection Act                                |
| EPS                  | Earnings per common share                                                                |
| EVE                  | Economic value of equity                                                                 |
| Exchange Act         | Securities Exchange Act of 1934, as amended                                              |
| FASB                 | Financial Accounting Standards Board                                                     |
| FATCA                | Foreign Account Tax Compliance Act                                                       |
| FDIC                 | Federal Deposit Insurance Corporation                                                    |
| FHA                  | Federal Housing Administration                                                           |
| FHC                  | Financial Holding Company                                                                |
| FHLB                 | Federal Home Loan Bank                                                                   |
| FHLMC                | Federal Home Loan Mortgage Corporation                                                   |
| FINRA                | Financial Industry Regulatory Authority                                                  |
| FNMA                 | Federal National Mortgage Association                                                    |
| FRB                  | Board of Governors of the Federal Reserve System                                         |
| FTP                  | Funds transfer pricing                                                                   |
| GAAP                 | Accounting principles generally accepted in the United States of America                 |

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|             |                                                                               |
|-------------|-------------------------------------------------------------------------------|
| GNMA        | Government National Mortgage Association                                      |
| Grandbridge | Grandbridge Real Estate Capital, LLC                                          |
| GSE         | U.S. government-sponsored enterprise                                          |
| HFI         | Held for investment                                                           |
| HMDA        | Home Mortgage Disclosure Act                                                  |
| HTM         | Held-to-maturity                                                              |
| HUD-OIG     | Office of Inspector General, U.S. Department of Housing and Urban Development |
| IDI         | Insured depository institution                                                |
| IPV         | Independent price verification                                                |

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| Term                  | Definition                                                                                                                                                       |
|-----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| IRC                   | Internal Revenue Code                                                                                                                                            |
| IRS                   | Internal Revenue Service                                                                                                                                         |
| ISDA                  | International Swaps and Derivatives Association, Inc.                                                                                                            |
| LCR                   | Liquidity Coverage Ratio                                                                                                                                         |
| LHFS                  | Loans held for sale                                                                                                                                              |
| LIBOR                 | London Interbank Offered Rate                                                                                                                                    |
| MBS                   | Mortgage-backed securities                                                                                                                                       |
| MRLCC                 | Market Risk, Liquidity and Capital Committee                                                                                                                     |
| MSR                   | Mortgage servicing right                                                                                                                                         |
| MSRB                  | Municipal Securities Rulemaking Board                                                                                                                            |
| National Penn         | National Penn Bancshares, Inc., acquired by BB&T effective April 1, 2016                                                                                         |
| NIM                   | Net interest margin, computed on a TE basis                                                                                                                      |
| NM                    | Not meaningful                                                                                                                                                   |
| NPA                   | Nonperforming asset                                                                                                                                              |
| NPL                   | Nonperforming loan                                                                                                                                               |
| NSFR                  | Net stable funding ratio                                                                                                                                         |
| NYSE                  | NYSE Euronext, Inc.                                                                                                                                              |
| OAS                   | Option adjusted spread                                                                                                                                           |
| OCI                   | Other comprehensive income (loss)                                                                                                                                |
| OREO                  | Other real estate owned                                                                                                                                          |
| ORMC                  | Operational Risk Management Committee                                                                                                                            |
| OTTI                  | Other-than-temporary impairment                                                                                                                                  |
| Parent Company        | BB&T Corporation, the parent company of Branch Bank and other subsidiaries                                                                                       |
| Patriot Act           | Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001                                        |
| PCI                   | Purchased credit impaired loans as well as assets of Colonial Bank acquired from the FDIC during 2009, which were formerly covered under loss sharing agreements |
| Re-REMICs             | Re-securitizations of Real Estate Mortgage Investment Conduits                                                                                                   |
| RMC                   | Risk Management Committee                                                                                                                                        |
| RMO                   | Risk Management Organization                                                                                                                                     |
| RSU                   | Restricted stock unit                                                                                                                                            |
| RUFC                  | Reserve for unfunded lending commitments                                                                                                                         |
| SBIC                  | Small Business Investment Company                                                                                                                                |
| SEC                   | Securities and Exchange Commission                                                                                                                               |
| Short-Term Borrowings | Federal funds purchased, securities sold under repurchase agreements and other short-term borrowed funds with original maturities of less than one year          |
| Simulation            | Interest sensitivity simulation analysis                                                                                                                         |
| Susquehanna           | Susquehanna Bancshares, Inc., acquired by BB&T effective August 1, 2015                                                                                          |
| Swett & Crawford      | CGSC North America Holdings Corporation, acquired by BB&T effective April 1, 2016                                                                                |
| TBA                   | To be announced                                                                                                                                                  |
| TDR                   | Troubled debt restructuring                                                                                                                                      |
| TE                    | Taxable-equivalent                                                                                                                                               |
| U.S.                  | United States of America                                                                                                                                         |
| U.S. Treasury         | United States Department of the Treasury                                                                                                                         |
| UPB                   | Unpaid principal balance                                                                                                                                         |
| VaR                   | Value-at-risk                                                                                                                                                    |
| VIE                   | Variable interest entity                                                                                                                                         |



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ITEM 1. FINANCIAL STATEMENTS  
BB&T CORPORATION AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS

## Unaudited

(Dollars in millions, except per share data, shares in thousands)

March 31, 2017 December 31, 2016

## Assets

|                                                                                                            |          |          |
|------------------------------------------------------------------------------------------------------------|----------|----------|
| Cash and due from banks                                                                                    | \$ 1,739 | \$ 1,897 |
| Interest-bearing deposits with banks                                                                       | 2,056    | 1,895    |
| Federal funds sold and other cash equivalents                                                              | 238      | 144      |
| Restricted cash                                                                                            | 447      | 488      |
| AFS securities at fair value                                                                               | 26,668   | 26,926   |
| HTM securities (fair value of \$18,075 and \$16,546 at March 31, 2017 and December 31, 2016, respectively) | 18,209   | 16,680   |
| LHFS at fair value                                                                                         | 1,291    | 1,716    |
| Loans and leases                                                                                           | 142,605  | 143,322  |
| ALLL                                                                                                       | (1,487)  | (1,489)  |
| Loans and leases, net of ALLL                                                                              | 141,118  | 141,833  |

## Premises and equipment

|                                 |            |            |
|---------------------------------|------------|------------|
| Goodwill                        | 2,104      | 2,107      |
| CDI and other intangible assets | 9,618      | 9,638      |
| MSRs at fair value              | 818        | 854        |
| Other assets                    | 1,088      | 1,052      |
| Total assets                    | 15,107     | 14,046     |
|                                 | \$ 220,501 | \$ 219,276 |

## Liabilities and Shareholders' Equity

## Deposits:

|                              |           |           |
|------------------------------|-----------|-----------|
| Noninterest-bearing deposits | \$ 53,262 | \$ 50,697 |
| Interest-bearing deposits    | 108,071   | 109,537   |
| Total deposits               | 161,333   | 160,234   |

## Short-term borrowings

|                                        |         |         |
|----------------------------------------|---------|---------|
| Long-term debt                         | 2,019   | 1,406   |
| Accounts payable and other liabilities | 21,635  | 21,965  |
| Total liabilities                      | 5,489   | 5,745   |
|                                        | 190,476 | 189,350 |

## Commitments and contingencies (Note 13)

## Shareholders' equity:

|                                                                        |            |            |
|------------------------------------------------------------------------|------------|------------|
| Preferred stock, \$5 par, liquidation preference of \$25,000 per share | 3,053      | 3,053      |
| Common stock, \$5 par                                                  | 4,057      | 4,047      |
| Additional paid-in capital                                             | 9,063      | 9,104      |
| Retained earnings                                                      | 14,933     | 14,809     |
| AOCI, net of deferred income taxes                                     | (1,125)    | (1,132)    |
| Noncontrolling interests                                               | 44         | 45         |
| Total shareholders' equity                                             | 30,025     | 29,926     |
| Total liabilities and shareholders' equity                             | \$ 220,501 | \$ 219,276 |
| Common shares outstanding                                              | 811,370    | 809,475    |

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|                              |           |           |
|------------------------------|-----------|-----------|
| Common shares authorized     | 2,000,000 | 2,000,000 |
| Preferred shares outstanding | 126       | 126       |
| Preferred shares authorized  | 5,000     | 5,000     |

The accompanying notes are an integral part of these consolidated financial statements.

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CONSOLIDATED STATEMENTS OF INCOME

| Unaudited                                                         | Three Months<br>Ended<br>March 31, |         |
|-------------------------------------------------------------------|------------------------------------|---------|
| (Dollars in millions, except per share data, shares in thousands) | 2017                               | 2016    |
| Interest Income                                                   |                                    |         |
| Interest and fees on loans and leases                             | \$1,501                            | \$1,442 |
| Interest and dividends on securities                              | 258                                | 255     |
| Interest on other earning assets                                  | 16                                 | 24      |
| Total interest income                                             | 1,775                              | 1,721   |
| Interest Expense                                                  |                                    |         |
| Interest on deposits                                              | 69                                 | 64      |
| Interest on short-term borrowings                                 | 2                                  | 2       |
| Interest on long-term debt                                        | 95                                 | 126     |
| Total interest expense                                            | 166                                | 192     |
| Net Interest Income                                               | 1,609                              | 1,529   |
| Provision for credit losses                                       | 148                                | 184     |
| Net Interest Income After Provision for Credit Losses             | 1,461                              | 1,345   |
| Noninterest Income                                                |                                    |         |
| Insurance income                                                  | 458                                | 419     |
| Service charges on deposits                                       | 168                                | 154     |
| Mortgage banking income                                           | 103                                | 91      |
| Investment banking and brokerage fees and commissions             | 91                                 | 97      |
| Trust and investment advisory revenues                            | 68                                 | 62      |
| Bankcard fees and merchant discounts                              | 59                                 | 56      |
| Checkcard fees                                                    | 51                                 | 45      |
| Operating lease income                                            | 36                                 | 34      |
| Income from bank-owned life insurance                             | 29                                 | 31      |
| FDIC loss share income, net                                       | —                                  | (60 )   |
| Other income                                                      | 108                                | 42      |
| Securities gains (losses), net                                    |                                    |         |
| Gross realized gains                                              | —                                  | 45      |
| Gross realized losses                                             | —                                  | —       |
| OTTI charges                                                      | —                                  | —       |
| Non-credit portion recognized in OCI                              | —                                  | —       |
| Total securities gains (losses), net                              | —                                  | 45      |
| Total noninterest income                                          | 1,171                              | 1,016   |
| Noninterest Expense                                               |                                    |         |
| Personnel expense                                                 | 1,011                              | 915     |
| Occupancy and equipment expense                                   | 193                                | 191     |
| Software expense                                                  | 58                                 | 51      |
| Outside IT services                                               | 49                                 | 41      |
| Amortization of intangibles                                       | 38                                 | 32      |
| Regulatory charges                                                | 39                                 | 30      |
| Professional services                                             | 22                                 | 22      |
| Loan-related expense                                              | 30                                 | 32      |
| Merger-related and restructuring charges, net                     | 36                                 | 23      |
| Loss (gain) on early extinguishment of debt                       | 392                                | (1 )    |

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|                                             |         |         |
|---------------------------------------------|---------|---------|
| Other expense                               | 234     | 209     |
| Total noninterest expense                   | 2,102   | 1,545   |
| Earnings                                    |         |         |
| Income before income taxes                  | 530     | 816     |
| Provision for income taxes                  | 104     | 246     |
| Net income                                  | 426     | 570     |
| Noncontrolling interests                    | 5       | 6       |
| Dividends on preferred stock                | 43      | 37      |
| Net income available to common shareholders | \$378   | \$527   |
| Basic EPS                                   | \$0.47  | \$0.67  |
| Diluted EPS                                 | \$0.46  | \$0.67  |
| Cash dividends declared per share           | \$0.30  | \$0.27  |
| Basic weighted average shares outstanding   | 809,903 | 781,193 |
| Diluted weighted average shares outstanding | 822,719 | 790,176 |

The accompanying notes are an integral part of these consolidated financial statements.

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## BB&amp;T CORPORATION AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| Unaudited                                                           | Three<br>Months<br>Ended<br>March 31, |        |
|---------------------------------------------------------------------|---------------------------------------|--------|
| (Dollars in millions)                                               | 2017                                  | 2016   |
| Net Income                                                          | \$426                                 | \$570  |
| OCI, net of tax:                                                    |                                       |        |
| Change in unrecognized net pension and postretirement costs         | 9                                     | 11     |
| Change in unrealized net gains (losses) on cash flow hedges         | (2 )                                  | (115 ) |
| Change in unrealized net gains (losses) on AFS securities           | (2 )                                  | 197    |
| Change in FDIC's share of unrealized gains/losses on AFS securities | —                                     | 15     |
| Other, net                                                          | 2                                     | 3      |
| Total OCI                                                           | 7                                     | 111    |
| Total comprehensive income                                          | \$433                                 | \$681  |
| Income Tax Effect of Items Included in OCI:                         |                                       |        |
| Change in unrecognized net pension and postretirement costs         | \$7                                   | \$7    |
| Change in unrealized net gains (losses) on cash flow hedges         | (1 )                                  | (68 )  |
| Change in unrealized net gains (losses) on AFS securities           | (1 )                                  | 118    |
| Change in FDIC's share of unrealized gains/losses on AFS securities | —                                     | 8      |
| Other, net                                                          | —                                     | —      |

The accompanying notes are an integral part of these consolidated financial statements.

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## BB&amp;T CORPORATION AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

| Unaudited<br>(Dollars in millions, shares in<br>thousands) | Shares of<br>Common<br>Stock | Preferred<br>Stock | Common<br>Stock | Additional<br>Paid-In<br>Capital | Retained<br>Earnings | AOCI      | Noncontrolling<br>Interests | Total<br>Shareholders'<br>Equity |
|------------------------------------------------------------|------------------------------|--------------------|-----------------|----------------------------------|----------------------|-----------|-----------------------------|----------------------------------|
| Balance, January 1, 2016                                   | 780,337                      | \$ 2,603           | \$ 3,902        | \$ 8,365                         | \$ 13,464            | \$(1,028) | \$ 34                       | \$ 27,340                        |
| Add (Deduct):                                              |                              |                    |                 |                                  |                      |           |                             |                                  |
| Net income                                                 | —                            | —                  | —               | —                                | 564                  | —         | 6                           | 570                              |
| Net change in AOCI                                         | —                            | —                  | —               | —                                | —                    | 111       | —                           | 111                              |
| Stock transactions:                                        |                              |                    |                 |                                  |                      |           |                             |                                  |
| Issued in connection with equity<br>awards, net            | 2,042                        | —                  | 10              | (28 )                            | —                    | —         | —                           | (18 )                            |
| Issued in connection with<br>preferred stock offerings     | —                            | 451                |                 |                                  |                      |           |                             | 451                              |
| Cash dividends declared on<br>common stock                 | —                            | —                  | —               | —                                | (211 )               | —         | —                           | (211 )                           |
| Cash dividends declared on<br>preferred stock              | —                            | —                  | —               | —                                | (37 )                | —         | —                           | (37 )                            |
| Equity-based compensation<br>expense                       | —                            | —                  | —               | 27                               | —                    | —         | —                           | 27                               |
| Other, net                                                 | —                            | —                  | —               | (4 )                             | 11                   | —         | (1 )                        | 6                                |
| Balance, March 31, 2016                                    | 782,379                      | \$ 3,054           | \$ 3,912        | \$ 8,360                         | \$ 13,791            | \$(917 )  | \$ 39                       | \$ 28,239                        |
| Balance, January 1, 2017                                   | 809,475                      | \$ 3,053           | \$ 4,047        | \$ 9,104                         | \$ 14,809            | \$(1,132) | \$ 45                       | \$ 29,926                        |
| Add (Deduct):                                              |                              |                    |                 |                                  |                      |           |                             |                                  |
| Net income                                                 | —                            | —                  | —               | —                                | 421                  | —         | 5                           | 426                              |
| Net change in AOCI                                         | —                            | —                  | —               | —                                | —                    | 7         | —                           | 7                                |
| Stock transactions:                                        |                              |                    |                 |                                  |                      |           |                             |                                  |
| Issued in connection with equity<br>awards, net            | 6,256                        | —                  | 32              | 54                               | —                    | —         | —                           | 86                               |
| Repurchase of common stock                                 | (4,361 )                     | —                  | (22 )           | (138 )                           | —                    | —         | —                           | (160 )                           |
| Cash dividends declared on<br>common stock                 | —                            | —                  | —               | —                                | (243 )               | —         | —                           | (243 )                           |
| Cash dividends declared on<br>preferred stock              | —                            | —                  | —               | —                                | (43 )                | —         | —                           | (43 )                            |
| Equity-based compensation<br>expense                       | —                            | —                  | —               | 30                               | —                    | —         | —                           | 30                               |
| Other, net                                                 | —                            | —                  | —               | 13                               | (11 )                | —         | (6 )                        | (4 )                             |
| Balance, March 31, 2017                                    | 811,370                      | \$ 3,053           | \$ 4,057        | \$ 9,063                         | \$ 14,933            | \$(1,125) | \$ 44                       | \$ 30,025                        |

The accompanying notes are an integral part of these consolidated financial statements.

Table of ContentsBB&T CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS

| Unaudited                                                                  | Three Months<br>Ended March 31, |          |
|----------------------------------------------------------------------------|---------------------------------|----------|
| (Dollars in millions)                                                      | 2017                            | 2016     |
| Cash Flows From Operating Activities:                                      |                                 |          |
| Net income                                                                 | \$426                           | \$570    |
| Adjustments to reconcile net income to net cash from operating activities: |                                 |          |
| Provision for credit losses                                                | 148                             | 184      |
| Depreciation                                                               | 99                              | 95       |
| Loss (gain) on early extinguishment of debt                                | 392                             | (1 )     |
| Amortization of intangibles                                                | 38                              | 32       |
| Equity-based compensation expense                                          | 30                              | 27       |
| (Gain) loss on securities, net                                             | —                               | (45 )    |
| Net change in operating assets and liabilities:                            |                                 |          |
| LHFS                                                                       | 499                             | (540 )   |
| Trading securities                                                         | (644 )                          | (307 )   |
| Other assets                                                               | (653 )                          | (481 )   |
| Accounts payable and other liabilities                                     | (233 )                          | 249      |
| Other, net                                                                 | 56                              | 87       |
| Net cash from operating activities                                         | 158                             | (130 )   |
| Cash Flows From Investing Activities:                                      |                                 |          |
| Proceeds from sales of AFS securities                                      | 107                             | 2,329    |
| Proceeds from maturities, calls and paydowns of AFS securities             | 1,355                           | 1,077    |
| Purchases of AFS securities                                                | (1,205 )                        | (4,812 ) |
| Proceeds from maturities, calls and paydowns of HTM securities             | 588                             | 1,063    |
| Purchases of HTM securities                                                | (2,126 )                        | (1,891 ) |
| Originations and purchases of loans and leases, net of principal collected | 333                             | 525      |
| Other, net                                                                 | 242                             | (72 )    |
| Net cash from investing activities                                         | (706 )                          | (1,781 ) |
| Cash Flows From Financing Activities:                                      |                                 |          |
| Net change in deposits                                                     | 1,104                           | 1,383    |
| Net change in short-term borrowings                                        | 613                             | 537      |
| Proceeds from issuance of long-term debt                                   | 3,947                           | —        |
| Repayment of long-term debt                                                | (4,645 )                        | (1,137 ) |
| Net cash from common stock transactions                                    | (74 )                           | (18 )    |
| Net proceeds from preferred stock issued                                   | —                               | 451      |
| Cash dividends paid on common stock                                        | (243 )                          | (211 )   |
| Cash dividends paid on preferred stock                                     | (43 )                           | (37 )    |
| Other, net                                                                 | (14 )                           | 10       |
| Net cash from financing activities                                         | 645                             | 978      |
| Net Change in Cash and Cash Equivalents                                    | 97                              | (933 )   |
| Cash and Cash Equivalents at Beginning of Period                           | 3,936                           | 3,711    |
| Cash and Cash Equivalents at End of Period                                 | \$4,033                         | \$2,778  |

## Supplemental Disclosure of Cash Flow Information:

Cash paid during the period for:

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|                                         |        |        |
|-----------------------------------------|--------|--------|
| Interest                                | \$ 151 | \$ 189 |
| Income taxes                            | 21     | 91     |
| Noncash investing activities:           |        |        |
| Transfers of loans to foreclosed assets | 138    | 125    |

The accompanying notes are an integral part of these consolidated financial statements.

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### NOTE 1. Basis of Presentation

See the Glossary of Defined Terms at the beginning of this Report for terms used throughout the consolidated financial statements and related notes of this Form 10-Q.

#### General

These consolidated financial statements and notes are presented in accordance with the instructions for Form 10-Q and, therefore, do not include all information and notes necessary for a complete presentation of financial position, results of operations and cash flow activity required in accordance with GAAP. In the opinion of management, all normal recurring adjustments necessary for a fair statement of the consolidated financial position and consolidated results of operations have been made. The year-end consolidated balance sheet data was derived from audited financial statements but does not include all disclosures required by GAAP. The information contained in the financial statements and notes included in the Annual Report on Form 10-K for the year ended December 31, 2016 should be referred to in connection with these unaudited interim consolidated financial statements.

#### Reclassifications

Certain amounts reported in prior periods' consolidated financial statements have been reclassified to conform to the current presentation. Such reclassifications had no effect on previously reported cash flows, shareholders' equity or net income.

#### Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change include the determination of the ACL, determination of fair value for financial instruments, valuation of goodwill, intangible assets and other purchase accounting related adjustments, benefit plan obligations and expenses, and tax assets, liabilities and expense.

#### Changes in Accounting Principles and Effects of New Accounting Pronouncements

Standards Adopted During Current Period - BB&T adopted the following guidance effective January 1, 2017, none of which were material to the consolidated financial statements:

Stock Compensation - eliminated the concept of additional paid-in capital pools for equity-based awards and requires that the related excess tax benefits and tax deficiencies be recognized in earnings and classified as an operating activity in the statement of cash flows. The excess tax benefit for equity-based awards that vested or were exercised during the three months ended March 31, 2017 was \$35 million. The guidance also allows entities to make a one-time policy election to account for forfeitures when they occur, which BB&T has elected to do. Additionally, to retain equity classification, the guidance permits tax withholding up to the maximum statutory tax rate instead of the minimum statutory tax rate. Cash paid in lieu of shares for tax withholding purposes is classified as a financing activity in the Statement of Cash Flows.

Investments - eliminated the requirement to retroactively adjust the financial statements when a change in ownership or influence causes an existing investment to qualify for the equity method of accounting. The guidance also requires the investor to add the cost of acquiring the additional interest in the investee to the current basis of the investor's

previously held interest and adopt the equity method of accounting as of the date the investment becomes qualified for equity method accounting.

Derivatives and Hedging - clarified that an exercise contingency does not need to be evaluated to determine whether it relates to interest rates and credit risk in an embedded derivative analysis. An entity performing the assessment will be required to assess the embedded call or put options solely in accordance with the pre-existing decision sequence.

Business Combinations - provided clarification on the definition of a business and criteria to aid in the assessment of whether an integrated set of assets and activities constitutes a business.

Standards Not Yet Adopted - the adoption of the following guidance is not expected to be material to the consolidated financial statements unless otherwise specified:

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Statement of Cash Flows - requires restricted cash and restricted cash equivalents to be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. The adoption of this guidance will only affect the Consolidated Statements of Cash Flows. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years.

Statement of Cash Flows - clarifies the classification within the statement of cash flows for certain transactions, including debt extinguishment costs, zero-coupon debt, contingent consideration related to business combinations, insurance proceeds, equity method distributions and beneficial interests in securitizations. The guidance also clarifies that cash flows with aspects of multiple classes of cash flows or that cannot be separated by source or use should be classified based on the activity that is likely to be the predominant source or use of cash flows for the item. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years.

Liabilities - requires companies to recognize breakage on prepaid stored-value products in accordance with the recently issued guidance on Revenue from Contracts with Customers. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years.

Revenue from Contracts with Customers - requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. Because the guidance does not apply to revenue associated with financial instruments, including loans and securities, the new guidance is not expected to have a material impact on the components of the Consolidated Statement of Income most closely associated with financial instruments, including securities gains/losses and interest income. The Company is currently in the process of quantifying the potential impact of changes to the presentation and timing of certain items within noninterest income, and the related changes to disclosures that may be required. The Company has not identified material changes to noninterest income. The guidance is effective for interim and annual reporting periods beginning after December 15, 2017.

Financial Instruments - requires the majority of equity investments to be measured at fair value with changes in fair value recognized in net income, excluding equity investments that are consolidated or accounted for under the equity method of accounting. The new guidance allows equity investments without readily determinable fair values to be measured at cost minus impairment, with a qualitative assessment required to identify impairment. For financial instruments recorded at amortized cost, the new guidance requires public companies to use exit prices to measure the fair value for disclosure purposes, eliminates the disclosure requirements related to measurement assumptions and requires separate presentation of financial assets and liabilities based on form and measurement category. In addition, for liabilities measured at fair value under the fair value option, the changes in fair value due to changes in instrument-specific credit risk should be recognized in OCI. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years.

Leases - requires lessees to recognize assets and liabilities related to certain operating leases on the balance sheet. The new guidance also requires additional disclosures by lessees and contains targeted changes to accounting by lessors. Upon adoption, the Company expects assets and liabilities will likely be materially higher; however, the Company is still in the process of determining the magnitude of the increases and its impact on the Consolidated Financial Statements. This guidance is effective for fiscal years beginning after December 15, 2018 and interim periods within those fiscal years.

Credit Losses - replaces the incurred loss impairment methodology in current GAAP with an expected credit loss methodology and requires consideration of a broader range of information to determine credit loss estimates. Financial assets measured at amortized cost will be presented at the net amount expected to be collected by using an allowance for credit losses. Purchased credit deteriorated loans will receive an allowance account for expected credit losses at the acquisition date that represents a component of the purchase price allocation. For AFS debt securities where the fair

value is less than cost, any credit impairment will be recorded through an allowance for expected credit losses. Upon adoption, the Company expects that the ACL will likely be materially higher; however, the Company is still in the process of determining the magnitude of the increase and its impact on the Consolidated Financial Statements. This guidance is effective for fiscal years beginning after December 15, 2019 and interim periods within those fiscal years.

Intangibles—Goodwill and Other - simplifies the measurement of goodwill impairment. An entity will no longer perform a hypothetical purchase price allocation to measure goodwill impairment. Instead, impairment will be measured using the difference between the carrying amount and the fair value of the reporting unit. This guidance is effective for impairment tests in fiscal years beginning after December 15, 2019 and interim periods within those fiscal years.

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Premium Amortization on Purchased Callable Debt Securities - shortens the amortization period for the premium to the earliest call date. This guidance would not require an accounting change for securities purchased at a discount. This guidance is effective for fiscal years beginning after December 15, 2018 and interim periods within those fiscal years.

Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost - requires that the service cost component of net benefit costs of pension and postretirement benefit plans be reported in the same line item as other compensation costs in the Consolidated Statements of Income. The other components of net benefit cost will be required to be presented in a separate line item. The guidance also specifies that only the service cost component will be eligible for capitalization. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years.

## NOTE 2. Acquisitions and Divestitures

On April 1, 2016, BB&T acquired National Penn, resulting in the addition of \$10.1 billion in assets and \$6.6 billion of deposits. National Penn had 126 financial centers as of the acquisition date.

On April 1, 2016, BB&T purchased insurance broker Swett & Crawford from Cooper Gay Swett & Crawford for \$461 million in cash.

See the Annual Report on Form 10-K for the year ended December 31, 2016 for additional information related to these transactions.

## NOTE 3. Securities

| (Dollars in millions)             | March 31, 2017 |             |                   |            |
|-----------------------------------|----------------|-------------|-------------------|------------|
|                                   | Amortized Cost | Gross Gains | Unrealized Losses | Fair Value |
| AFS securities:                   |                |             |                   |            |
| U.S. Treasury                     | \$3,666        | \$ 4        | \$ 75             | \$3,595    |
| GSE                               | 189            | —           | 8                 | 181        |
| Agency MBS                        | 20,793         | 11          | 566               | 20,238     |
| States and political subdivisions | 1,990          | 53          | 43                | 2,000      |
| Non-agency MBS                    | 430            | 214         | —                 | 644        |
| Other                             | 10             | —           | —                 | 10         |
| Total AFS securities              | \$27,078       | \$ 282      | \$ 692            | \$26,668   |
| HTM securities:                   |                |             |                   |            |
| U.S. Treasury                     | \$1,098        | \$ 19       | \$ —              | \$1,117    |
| GSE                               | 2,197          | 15          | 25                | 2,187      |
| Agency MBS                        | 14,771         | 40          | 186               | 14,625     |
| States and political subdivisions | 95             | —           | —                 | 95         |
| Other                             | 48             | 3           | —                 | 51         |
| Total HTM securities              | \$18,209       | \$ 77       | \$ 211            | \$18,075   |

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| (Dollars in millions)             | December 31, 2016 |             |                   |            |
|-----------------------------------|-------------------|-------------|-------------------|------------|
|                                   | Amortized Cost    | Gross Gains | Unrealized Losses | Fair Value |
| AFS securities:                   |                   |             |                   |            |
| U.S. Treasury                     | \$2,669           | \$ 2        | \$ 84             | \$2,587    |
| GSE                               | 190               | —           | 10                | 180        |
| Agency MBS                        | 21,819            | 13          | 568               | 21,264     |
| States and political subdivisions | 2,198             | 56          | 49                | 2,205      |
| Non-agency MBS                    | 446               | 233         | —                 | 679        |
| Other                             | 11                | —           | —                 | 11         |
| Total AFS securities              | \$27,333          | \$ 304      | \$ 711            | \$26,926   |
| HTM securities:                   |                   |             |                   |            |
| U.S. Treasury                     | \$1,098           | \$ 20       | \$ —              | \$1,118    |
| GSE                               | 2,197             | 14          | 30                | 2,181      |
| Agency MBS                        | 13,225            | 40          | 180               | 13,085     |
| States and political subdivisions | 110               | —           | —                 | 110        |
| Other                             | 50                | 2           | —                 | 52         |
| Total HTM securities              | \$16,680          | \$ 76       | \$ 210            | \$16,546   |

Certain investments in marketable debt securities and MBS issued by FNMA and FHLMC exceeded 10% of shareholders' equity at March 31, 2017. The FNMA investments had total amortized cost and fair value of \$14.6 billion and \$14.2 billion, respectively. The FHLMC investments had total amortized cost and fair value of \$8.3 billion and \$8.1 billion, respectively.

The following table reflects changes in credit losses on securities with OTTI where a portion of the unrealized loss was recognized in OCI:

| (Dollars in millions)                                       | Three Months Ended March 31, |       |
|-------------------------------------------------------------|------------------------------|-------|
|                                                             | 2017                         | 2016  |
| Balance at beginning of period                              | \$21                         | \$42  |
| Credit losses on securities with previously recognized OTTI | —                            | —     |
| Reduction for securities sold/settled during the period     | (1 )                         | (23 ) |
| Credit recoveries through yield                             | —                            | (1 )  |
| Balance at end of period                                    | \$20                         | \$18  |

The amortized cost and estimated fair value of the securities portfolio by contractual maturity are shown in the following table. The expected life of MBS may differ from contractual maturities because borrowers have the right to prepay the underlying mortgage loans with or without prepayment penalties.

| (Dollars in millions)                  | March 31, 2017 |            |                |            |
|----------------------------------------|----------------|------------|----------------|------------|
|                                        | AFS            |            | HTM            |            |
|                                        | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Due in one year or less                | \$274          | \$273      | \$—            | \$—        |
| Due after one year through five years  | 1,935          | 1,943      | 1,740          | 1,762      |
| Due after five years through ten years | 2,605          | 2,526      | 1,625          | 1,612      |
| Due after ten years                    | 22,264         | 21,926     | 14,844         | 14,701     |

|                       |          |          |          |          |
|-----------------------|----------|----------|----------|----------|
| Total debt securities | \$27,078 | \$26,668 | \$18,209 | \$18,075 |
|-----------------------|----------|----------|----------|----------|

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The following tables present the fair values and gross unrealized losses of investments based on the length of time that individual securities have been in a continuous unrealized loss position:

| March 31, 2017                    |                     |                   |                   |                   |            |                   |
|-----------------------------------|---------------------|-------------------|-------------------|-------------------|------------|-------------------|
| (Dollars in millions)             | Less than 12 months |                   | 12 months or more |                   | Total      |                   |
|                                   | Fair Value          | Unrealized Losses | Fair Value        | Unrealized Losses | Fair Value | Unrealized Losses |
|                                   |                     |                   |                   |                   |            |                   |
| AFS securities:                   |                     |                   |                   |                   |            |                   |
| U.S. Treasury securities          | \$2,142             | \$ 75             | \$—               | \$ —              | \$2,142    | \$ 75             |
| GSE                               | 181                 | 8                 | —                 | —                 | 181        | 8                 |
| Agency MBS                        | 14,363              | 343               | 5,006             | 223               | 19,369     | 566               |
| States and political subdivisions | 187                 | 3                 | 380               | 40                | 567        | 43                |
| Total                             | \$16,873            | \$ 429            | \$5,386           | \$ 263            | \$22,259   | \$ 692            |

|                 |         |        |       |      |          |        |
|-----------------|---------|--------|-------|------|----------|--------|
| HTM securities: |         |        |       |      |          |        |
| GSE             | \$1,733 | \$ 25  | \$—   | \$ — | \$1,733  | \$ 25  |
| Agency MBS      | 8,042   | 184    | 285   | 2    | 8,327    | 186    |
| Total           | \$9,775 | \$ 209 | \$285 | \$ 2 | \$10,060 | \$ 211 |

| December 31, 2016                 |                     |                   |                   |                   |            |                   |
|-----------------------------------|---------------------|-------------------|-------------------|-------------------|------------|-------------------|
| (Dollars in millions)             | Less than 12 months |                   | 12 months or more |                   | Total      |                   |
|                                   | Fair Value          | Unrealized Losses | Fair Value        | Unrealized Losses | Fair Value | Unrealized Losses |
|                                   |                     |                   |                   |                   |            |                   |
| AFS securities:                   |                     |                   |                   |                   |            |                   |
| U.S. Treasury securities          | \$2,014             | \$ 84             | \$—               | \$ —              | \$2,014    | \$ 84             |
| GSE                               | 180                 | 10                | —                 | —                 | 180        | 10                |
| Agency MBS                        | 14,842              | 342               | 5,138             | 226               | 19,980     | 568               |
| States and political subdivisions | 365                 | 7                 | 314               | 42                | 679        | 49                |
| Total                             | \$17,401            | \$ 443            | \$5,452           | \$ 268            | \$22,853   | \$ 711            |

|                 |         |        |       |      |         |        |
|-----------------|---------|--------|-------|------|---------|--------|
| HTM securities: |         |        |       |      |         |        |
| GSE             | \$1,762 | \$ 30  | \$—   | \$ — | \$1,762 | \$ 30  |
| Agency MBS      | 7,717   | 178    | 305   | 2    | 8,022   | 180    |
| Total           | \$9,479 | \$ 208 | \$305 | \$ 2 | \$9,784 | \$ 210 |

The unrealized losses on GSE securities and Agency MBS were the result of increases in market interest rates compared to the date the securities were acquired rather than the credit quality of the issuers or underlying loans.

At March 31, 2017, the majority of the unrealized loss on states and political subdivisions securities was the result of fair value hedge basis adjustments that are a component of amortized cost. These securities in an unrealized loss position are evaluated for credit impairment through a qualitative analysis of issuer performance and the primary source of repayment. At March 31, 2017, none of these securities had credit impairment.

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## NOTE 4. Loans and ACL

During the first quarter of 2017, an other lending subsidiaries portfolio totaling \$244 million was acquired.

The following tables present loans and leases HFI by aging category:

| March 31, 2017                             |           |       |       |            |           |
|--------------------------------------------|-----------|-------|-------|------------|-----------|
| Accruing                                   |           |       |       |            |           |
| (Dollars in millions)                      | Current   | 90    |       |            | Total     |
|                                            |           | 30-89 | Days  | Nonaccrual |           |
|                                            |           | Days  | Or    |            |           |
|                                            |           | Past  | More  |            |           |
|                                            |           | Due   | Past  |            |           |
|                                            |           | Due   | Due   |            |           |
| Commercial:                                |           |       |       |            |           |
| Commercial and industrial                  | \$51,241  | \$22  | \$—   | \$ 344     | \$51,607  |
| CRE-income producing properties            | 14,727    | 11    | —     | 43         | 14,781    |
| CRE-construction and development           | 3,832     | 1     | —     | 17         | 3,850     |
| Dealer floor plan                          | 1,460     | —     | —     | 7          | 1,467     |
| Other lending subsidiaries                 | 7,767     | 15    | —     | 9          | 7,791     |
| Retail:                                    |           |       |       |            |           |
| Direct retail lending                      | 11,849    | 55    | 7     | 66         | 11,977    |
| Revolving credit                           | 2,544     | 20    | 10    | —          | 2,574     |
| Residential mortgage-nonguaranteed         | 28,222    | 272   | 64    | 167        | 28,725    |
| Residential mortgage-government guaranteed | 418       | 129   | 374   | 5          | 926       |
| Sales finance                              | 10,503    | 51    | 5     | 6          | 10,565    |
| Other lending subsidiaries                 | 7,223     | 200   | —     | 59         | 7,482     |
| PCI                                        | 749       | 29    | 82    | —          | 860       |
| Total                                      | \$140,535 | \$805 | \$542 | \$ 723     | \$142,605 |

|                                            |                   |       |      |            |          |
|--------------------------------------------|-------------------|-------|------|------------|----------|
|                                            | December 31, 2016 |       |      |            |          |
|                                            | Accruing          |       |      |            |          |
|                                            |                   | 90    |      |            |          |
|                                            |                   | 30-89 | Days |            |          |
| (Dollars in millions)                      | Current           | Days  | Or   | Nonaccrual | Total    |
|                                            |                   | Past  | More |            |          |
|                                            |                   | Due   | Past |            |          |
|                                            |                   |       | Due  |            |          |
| Commercial:                                |                   |       |      |            |          |
| Commercial and industrial                  | \$51,329          | \$27  | \$—  | \$ 363     | \$51,719 |
| CRE-income producing properties            | 14,492            | 6     | —    | 40         | 14,538   |
| CRE-construction and development           | 3,800             | 2     | —    | 17         | 3,819    |
| Dealer floor plan                          | 1,413             | —     | —    | —          | 1,413    |
| Other lending subsidiaries                 | 7,660             | 21    | —    | 10         | 7,691    |
| Retail:                                    |                   |       |      |            |          |
| Direct retail lending                      | 11,963            | 60    | 6    | 63         | 12,092   |
| Revolving credit                           | 2,620             | 23    | 12   | —          | 2,655    |
| Residential mortgage-nonguaranteed         | 28,378            | 393   | 79   | 172        | 29,022   |
| Residential mortgage-government guaranteed | 324               | 132   | 443  | —          | 899      |
| Sales finance                              | 11,179            | 76    | 6    | 6          | 11,267   |
| Other lending subsidiaries                 | 6,931             | 301   | —    | 65         | 7,297    |

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|       |           |         |        |        |           |
|-------|-----------|---------|--------|--------|-----------|
| PCI   | 784       | 36      | 90     | —      | 910       |
| Total | \$140,873 | \$1,077 | \$ 636 | \$ 736 | \$143,322 |

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The following tables present the carrying amount of loans by risk rating. PCI loans are excluded because their related ALLL is determined by loan pool performance:

| March 31, 2017           |                               |                                            |                                             |                         |                                  |
|--------------------------|-------------------------------|--------------------------------------------|---------------------------------------------|-------------------------|----------------------------------|
| (Dollars in millions)    | Commercial<br>&<br>Industrial | CRE -<br>Income<br>Producing<br>Properties | CRE -<br>Construction<br>and<br>Development | Dealer<br>Floor<br>Plan | Other<br>Lending<br>Subsidiaries |
| Commercial:              |                               |                                            |                                             |                         |                                  |
| Pass                     | \$49,696                      | \$ 14,279                                  | \$ 3,742                                    | \$1,458                 | \$ 7,692                         |
| Special mention          | 459                           | 134                                        | 49                                          | —                       | 50                               |
| Substandard - performing | 1,108                         | 325                                        | 42                                          | 2                       | 40                               |
| Nonperforming            | 344                           | 43                                         | 17                                          | 7                       | 9                                |
| Total                    | \$51,607                      | \$ 14,781                                  | \$ 3,850                                    | \$1,467                 | \$ 7,791                         |
|                          | Direct<br>Retail<br>Lending   | Revolving<br>Credit                        | Residential<br>Mortgage                     | Sales<br>Finance        | Other<br>Lending<br>Subsidiaries |
| Retail:                  |                               |                                            |                                             |                         |                                  |
| Performing               | \$11,911                      | \$ 2,574                                   | \$ 29,479                                   | \$10,559                | \$ 7,423                         |
| Nonperforming            | 66                            | —                                          | 172                                         | 6                       | 59                               |
| Total                    | \$11,977                      | \$ 2,574                                   | \$ 29,651                                   | \$10,565                | \$ 7,482                         |
| December 31, 2016        |                               |                                            |                                             |                         |                                  |
| (Dollars in millions)    | Commercial<br>&<br>Industrial | CRE -<br>Income<br>Producing<br>Properties | CRE -<br>Construction<br>and<br>Development | Dealer<br>Floor<br>Plan | Other<br>Lending<br>Subsidiaries |
| Commercial:              |                               |                                            |                                             |                         |                                  |
| Pass                     | \$49,921                      | \$ 14,061                                  | \$ 3,718                                    | \$1,404                 | \$ 7,604                         |
| Special mention          | 314                           | 124                                        | 38                                          | —                       | 33                               |
| Substandard-performing   | 1,121                         | 313                                        | 46                                          | 9                       | 44                               |
| Nonperforming            | 363                           | 40                                         | 17                                          | —                       | 10                               |
| Total                    | \$51,719                      | \$ 14,538                                  | \$ 3,819                                    | \$1,413                 | \$ 7,691                         |
|                          | Direct<br>Retail<br>Lending   | Revolving<br>Credit                        | Residential<br>Mortgage                     | Sales<br>Finance        | Other<br>Lending<br>Subsidiaries |
| Retail:                  |                               |                                            |                                             |                         |                                  |
| Performing               | \$12,029                      | \$ 2,655                                   | \$ 29,749                                   | \$11,261                | \$ 7,232                         |
| Nonperforming            | 63                            | —                                          | 172                                         | 6                       | 65                               |
| Total                    | \$12,092                      | \$ 2,655                                   | \$ 29,921                                   | \$11,267                | \$ 7,297                         |

The following tables present activity in the ACL for the periods presented:

| Three Months Ended March 31, 2017 |                      |             |            |                        |                   |  |
|-----------------------------------|----------------------|-------------|------------|------------------------|-------------------|--|
| (Dollars in millions)             | Beginning<br>Balance | Charge-Offs | Recoveries | Provision<br>(Benefit) | Ending<br>Balance |  |
| Commercial:                       |                      |             |            |                        |                   |  |
| Commercial and industrial         | \$500                | \$ (29 )    | \$ 6       | \$ 13                  | \$ 490            |  |
| CRE-income producing properties   | 117                  | (1 )        | 4          | (4 )                   | 116               |  |
| CRE-construction and development  | 25                   | —           | 2          | (5 )                   | 22                |  |
| Dealer floor plan                 | 11                   | —           | —          | —                      | 11                |  |
| Other lending subsidiaries        | 29                   | (5 )        | 1          | 11                     | 36                |  |

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Retail:

|                                            |         |         |   |       |        |          |
|--------------------------------------------|---------|---------|---|-------|--------|----------|
| Direct retail lending                      | 103     | (14     | ) | 6     | 7      | 102      |
| Revolving credit                           | 106     | (21     | ) | 5     | 13     | 103      |
| Residential mortgage-nonguaranteed         | 186     | (11     | ) | —     | 7      | 182      |
| Residential mortgage-government guaranteed | 41      | (1      | ) | —     | 1      | 41       |
| Sales finance                              | 38      | (9      | ) | 4     | 9      | 42       |
| Other lending subsidiaries                 | 289     | (98     | ) | 13    | 92     | 296      |
| PCI                                        | 44      | —       |   | —     | 2      | 46       |
| ALLL                                       | 1,489   | (189    | ) | 41    | 146    | 1,487    |
| RUFC                                       | 110     | —       |   | —     | 2      | 112      |
| ACL                                        | \$1,599 | \$ (189 | ) | \$ 41 | \$ 148 | \$ 1,599 |

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| (Dollars in millions)                      | Three Months Ended March 31, 2016 |             |            |                     |                |
|--------------------------------------------|-----------------------------------|-------------|------------|---------------------|----------------|
|                                            | Beginning Balance                 | Charge-Offs | Recoveries | Provision (Benefit) | Ending Balance |
| Commercial:                                |                                   |             |            |                     |                |
| Commercial and industrial                  | \$466                             | \$ (56 )    | \$ 12      | \$ 77               | \$ 499         |
| CRE-income producing properties            | 135                               | (2 )        | 3          | (11 )               | 125            |
| CRE-construction and development           | 37                                | —           | 1          | (6 )                | 32             |
| Dealer floor plan                          | 8                                 | —           | —          | 2                   | 10             |
| Other lending subsidiaries                 | 22                                | (8 )        | 2          | 10                  | 26             |
| Retail:                                    |                                   |             |            |                     |                |
| Direct retail lending                      | 105                               | (13 )       | 7          | 4                   | 103            |
| Revolving credit                           | 104                               | (19 )       | 5          | 10                  | 100            |
| Residential mortgage-nonguaranteed         | 194                               | (7 )        | 1          | 9                   | 197            |
| Residential mortgage-government guaranteed | 23                                | (1 )        | —          | 2                   | 24             |
| Sales finance                              | 40                                | (8 )        | 3          | 4                   | 39             |
| Other lending subsidiaries                 | 265                               | (84 )       | 10         | 79                  | 270            |
| PCI                                        | 61                                | —           | —          | 2                   | 63             |
| ALLL                                       | 1,460                             | (198 )      | 44         | 182                 | 1,488          |
| RUFC                                       | 90                                | —           | —          | 2                   | 92             |
| ACL                                        | \$1,550                           | \$ (198 )   | \$ 44      | \$ 184              | \$ 1,580       |

The following table provides a summary of loans that are collectively evaluated for impairment:

| (Dollars in millions)                      | March 31, 2017      |              | December 31, 2016   |              |
|--------------------------------------------|---------------------|--------------|---------------------|--------------|
|                                            | Recorded Investment | Related ALLL | Recorded Investment | Related ALLL |
| Commercial:                                |                     |              |                     |              |
| Commercial and industrial                  | \$51,168            | \$449        | \$51,253            | \$463        |
| CRE-income producing properties            | 14,698              | 111          | 14,455              | 112          |
| CRE-construction and development           | 3,819               | 20           | 3,787               | 21           |
| Dealer floor plan                          | 1,460               | 11           | 1,413               | 11           |
| Other lending subsidiaries                 | 7,780               | 35           | 7,678               | 28           |
| Retail:                                    |                     |              |                     |              |
| Direct retail lending                      | 11,897              | 93           | 12,011              | 93           |
| Revolving credit                           | 2,545               | 92           | 2,626               | 95           |
| Residential mortgage-nonguaranteed         | 28,152              | 132          | 28,488              | 136          |
| Residential mortgage-government guaranteed | 499                 | 8            | 466                 | 8            |
| Sales finance                              | 10,550              | 41           | 11,251              | 37           |
| Other lending subsidiaries                 | 7,236               | 254          | 7,057               | 249          |
| PCI                                        | 860                 | 46           | 910                 | 44           |
| Total                                      | \$140,664           | \$1,292      | \$141,395           | \$1,297      |

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The following tables set forth certain information regarding impaired loans, excluding PCI and LHFS, that were individually evaluated for impairment:

| (Dollars in millions)                      | As of / For The Three Months Ended<br>March 31, 2017 |          |                 |                                   |                                  |
|--------------------------------------------|------------------------------------------------------|----------|-----------------|-----------------------------------|----------------------------------|
|                                            | Recorded<br>Investment                               | UPB      | Related<br>ALLL | Average<br>Recorded<br>Investment | Interest<br>Income<br>Recognized |
| With no related ALLL recorded:             |                                                      |          |                 |                                   |                                  |
| Commercial:                                |                                                      |          |                 |                                   |                                  |
| Commercial and industrial                  | \$ 189                                               | \$ 213   | \$ —            | \$ 201                            | \$ —                             |
| CRE-income producing properties            | 28                                                   | 33       | —               | 28                                | —                                |
| CRE-construction and development           | 14                                                   | 15       | —               | 12                                | —                                |
| Dealer floor plan                          | 7                                                    | 7        | —               | 6                                 | —                                |
| Other lending subsidiaries                 | 4                                                    | 6        | —               | 4                                 | —                                |
| Retail:                                    |                                                      |          |                 |                                   |                                  |
| Direct retail lending                      | 13                                                   | 37       | —               | 13                                | —                                |
| Residential mortgage-nonguaranteed         | 104                                                  | 156      | —               | 102                               | 1                                |
| Residential mortgage-government guaranteed | 3                                                    | 4        | —               | 3                                 | —                                |
| Sales finance                              | 1                                                    | 2        | —               | 1                                 | —                                |
| Other lending subsidiaries                 | 4                                                    | 9        | —               | 4                                 | —                                |
| With an ALLL recorded:                     |                                                      |          |                 |                                   |                                  |
| Commercial:                                |                                                      |          |                 |                                   |                                  |
| Commercial and industrial                  | 250                                                  | 258      | 41              | 267                               | 1                                |
| CRE-income producing properties            | 55                                                   | 55       | 5               | 55                                | —                                |
| CRE-construction and development           | 17                                                   | 17       | 2               | 20                                | —                                |
| Dealer floor plan                          | —                                                    | —        | —               | —                                 | —                                |
| Other lending subsidiaries                 | 7                                                    | 8        | 1               | 7                                 | —                                |
| Retail:                                    |                                                      |          |                 |                                   |                                  |
| Direct retail lending                      | 67                                                   | 68       | 9               | 68                                | 1                                |
| Revolving credit                           | 29                                                   | 29       | 11              | 29                                | —                                |
| Residential mortgage-nonguaranteed         | 469                                                  | 477      | 50              | 457                               | 5                                |
| Residential mortgage-government guaranteed | 424                                                  | 424      | 33              | 423                               | 4                                |
| Sales finance                              | 14                                                   | 14       | 1               | 15                                | —                                |
| Other lending subsidiaries                 | 242                                                  | 243      | 42              | 239                               | 9                                |
| Total                                      | \$ 1,941                                             | \$ 2,075 | \$ 195          | \$ 1,954                          | \$ 21                            |

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| (Dollars in millions)                      | As of / For The Year Ended December 31, 2016 |         |                 |                                   |                                  |
|--------------------------------------------|----------------------------------------------|---------|-----------------|-----------------------------------|----------------------------------|
|                                            | Recorded<br>Investment                       | UPB     | Related<br>ALLL | Average<br>Recorded<br>Investment | Interest<br>Income<br>Recognized |
| With no related ALLL recorded:             |                                              |         |                 |                                   |                                  |
| Commercial:                                |                                              |         |                 |                                   |                                  |
| Commercial and industrial                  | \$ 201                                       | \$ 225  | \$ —            | \$ 217                            | \$ 1                             |
| CRE-income producing properties            | 25                                           | 27      | —               | 16                                | —                                |
| CRE-construction and development           | 10                                           | 11      | —               | 8                                 | —                                |
| Dealer floor plan                          | —                                            | —       | —               | —                                 | —                                |
| Other lending subsidiaries                 | 4                                            | 6       | —               | 6                                 | —                                |
| Retail:                                    |                                              |         |                 |                                   |                                  |
| Direct retail lending                      | 13                                           | 38      | —               | 12                                | 1                                |
| Residential mortgage-nonguaranteed         | 94                                           | 141     | —               | 97                                | 4                                |
| Residential mortgage-government guaranteed | 3                                            | 3       | —               | 3                                 | —                                |
| Sales finance                              | 1                                            | 2       | —               | 1                                 | —                                |
| Other lending subsidiaries                 | 4                                            | 9       | —               | 4                                 | —                                |
| With an ALLL recorded:                     |                                              |         |                 |                                   |                                  |
| Commercial:                                |                                              |         |                 |                                   |                                  |
| Commercial and industrial                  | 265                                          | 269     | 37              | 259                               | 5                                |
| CRE-income producing properties            | 58                                           | 61      | 5               | 68                                | 2                                |
| CRE-construction and development           | 22                                           | 22      | 4               | 22                                | 1                                |
| Dealer floor plan                          | —                                            | —       | —               | —                                 | —                                |
| Other lending subsidiaries                 | 9                                            | 9       | 1               | 5                                 | —                                |
| Retail:                                    |                                              |         |                 |                                   |                                  |
| Direct retail lending                      | 68                                           | 69      | 10              | 71                                | 4                                |
| Revolving credit                           | 29                                           | 29      | 11              | 31                                | 1                                |
| Residential mortgage-nonguaranteed         | 440                                          | 451     | 50              | 383                               | 16                               |
| Residential mortgage-government guaranteed | 430                                          | 431     | 33              | 360                               | 14                               |
| Sales finance                              | 15                                           | 15      | 1               | 16                                | 1                                |
| Other lending subsidiaries                 | 236                                          | 239     | 40              | 206                               | 32                               |
| Total                                      | \$1,927                                      | \$2,057 | \$ 192          | \$ 1,785                          | \$ 82                            |

Trial modifications are excluded from the following disclosures because the specific types and amounts of concessions offered to borrowers frequently change between the trial modification and the permanent modification. The following table presents a summary of TDRs, all of which are considered impaired:

| (Dollars in millions)                      | Mar 31, Dec 31, |       |
|--------------------------------------------|-----------------|-------|
|                                            | 2017            | 2016  |
| Performing TDRs:                           |                 |       |
| Commercial:                                |                 |       |
| Commercial and industrial                  | \$ 48           | \$ 55 |
| CRE-income producing properties            | 14              | 16    |
| CRE-construction and development           | 11              | 9     |
| Direct retail lending                      | 65              | 67    |
| Revolving credit                           | 29              | 29    |
| Residential mortgage-nonguaranteed         | 327             | 332   |
| Residential mortgage-government guaranteed | 412             | 420   |
| Sales finance                              | 15              | 16    |
| Other lending subsidiaries                 | 232             | 226   |

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|                                                       |          |          |
|-------------------------------------------------------|----------|----------|
| Total performing TDRs                                 | 1,153    | 1,170    |
| Nonperforming TDRs (also included in NPL disclosures) | 214      | 183      |
| Total TDRs                                            | \$ 1,367 | \$ 1,353 |
| ALLL attributable to TDRs                             | \$ 145   | \$ 146   |

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The following table summarizes the primary reason loan modifications were classified as TDRs and includes newly designated TDRs as well as modifications made to existing TDRs. Balances represent the recorded investment at the end of the quarter in which the modification was made. Rate modifications include TDRs made with below market interest rates that also include modifications of loan structures.

|                                            | Three Months Ended March 31, |       |           |                |                        |      |           |                |
|--------------------------------------------|------------------------------|-------|-----------|----------------|------------------------|------|-----------|----------------|
|                                            | 2017                         |       |           | 2016           |                        |      |           |                |
| (Dollars in millions)                      | Types of Modifications       | Rate  | Structure | Impact To ALLL | Types of Modifications | Rate | Structure | Impact To ALLL |
| Commercial:                                |                              |       |           |                |                        |      |           |                |
| Commercial and industrial                  | \$25                         | \$ 38 |           | \$ 1           | \$ 62                  | \$ 9 |           | \$ 1           |
| CRE-income producing properties            | 5                            | 1     |           | —              | 8                      | 7    |           | —              |
| CRE-construction and development           | 3                            | 3     |           | —              | 3                      | —    |           | —              |
| Retail:                                    |                              |       |           |                |                        |      |           |                |
| Direct retail lending                      | 4                            | 1     |           | —              | 4                      | 1    |           | —              |
| Revolving credit                           | 6                            | —     |           | 1              | 5                      | —    |           | 1              |
| Residential mortgage-nonguaranteed         | 47                           | 6     |           | 3              | 17                     | 8    |           | 1              |
| Residential mortgage-government guaranteed | 98                           | —     |           | 3              | 39                     | —    |           | 2              |
| Sales finance                              | —                            | 2     |           | —              | —                      | 2    |           | —              |
| Other lending subsidiaries                 | 41                           | —     |           | 4              | 32                     | —    |           | 5              |

Charge-offs and forgiveness of principal and interest for TDRs were immaterial for all periods presented.

The pre-default balance for modifications that had been classified as TDRs during the previous 12 months that experienced a payment default was \$28 million and \$17 million for the three months ended March 31, 2017 and 2016, respectively. Payment default is defined as movement of the TDR to nonaccrual status, foreclosure or charge-off, whichever occurs first.

Changes in the carrying value and accretable yield of PCI loans are presented in the following table:

|                                  | Three Months Ended March 31, 2017 |            |                |        | Year Ended December 31, 2016 |            |                |        |
|----------------------------------|-----------------------------------|------------|----------------|--------|------------------------------|------------|----------------|--------|
|                                  | Purchased Impaired                | Accretable | Carrying Value | Yield  | Purchased Impaired           | Accretable | Carrying Value | Yield  |
| (Dollars in millions)            |                                   |            |                |        |                              |            |                |        |
| Balance at beginning of period   | \$253                             | \$ 614     | \$ 155         | \$ 296 | \$189                        | \$ 700     | \$ 176         | \$ 422 |
| Additions                        | —                                 | —          | —              | —      | 36                           | 124        | —              | —      |
| Accretion                        | (26 )                             | 26         | (16 )          | 16     | (134 )                       | 134        | (73 )          | 73     |
| Payments received, net           | —                                 | (60 )      | —              | (32 )  | —                            | (344 )     | —              | (199 ) |
| Other, net                       | (24 )                             | —          | 8              | —      | 162                          | —          | 52             | —      |
| Balance at end of period         | \$203                             | \$ 580     | \$ 147         | \$ 280 | \$253                        | \$ 614     | \$ 155         | \$ 296 |
| Outstanding UPB at end of period |                                   | \$ 854     |                | \$ 397 |                              | \$ 910     |                | \$ 423 |

The following table presents additional information about BB&T's loans and leases:

| (Dollars in millions)                                                          | Mar 31, Dec 31, |        |
|--------------------------------------------------------------------------------|-----------------|--------|
|                                                                                | 2017            | 2016   |
| Unearned income, discounts and net deferred loan fees and costs, excluding PCI | \$ 332          | \$ 396 |
| Residential mortgage loans in process of foreclosure                           | 358             | 366    |



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## NOTE 5. Goodwill and Other Intangible Assets

The changes in the carrying amount of goodwill attributable to operating segments are reflected in the table below:

| (Dollars in millions)     | Community<br>Banking | Residential<br>Mortgage<br>Banking | Dealer<br>Financial<br>Services | Specialized<br>Lending | Insurance<br>Holdings | Financial<br>Services | Total   |
|---------------------------|----------------------|------------------------------------|---------------------------------|------------------------|-----------------------|-----------------------|---------|
| Goodwill, January 1, 2017 | \$ 7,032             | \$ 416                             | \$ 111                          | \$ 113                 | \$ 1,752              | \$ 214                | \$9,638 |
| Other adjustments         | (12 )                | (1 )                               | —                               | (2 )                   | (5 )                  | —                     | (20 )   |
| Goodwill, March 31, 2017  | \$ 7,020             | \$ 415                             | \$ 111                          | \$ 111                 | \$ 1,747              | \$ 214                | \$9,618 |

The other adjustments to goodwill were primarily the result of finalizing the purchase price allocation for National Penn and Swett & Crawford.

The following table presents information for identifiable intangible assets subject to amortization:

| (Dollars in millions)                              | March 31, 2017              |                             |                           | December 31, 2016           |                             |                           |
|----------------------------------------------------|-----------------------------|-----------------------------|---------------------------|-----------------------------|-----------------------------|---------------------------|
|                                                    | Gross<br>Carrying<br>Amount | Accumulated<br>Amortization | Net<br>Carrying<br>Amount | Gross<br>Carrying<br>Amount | Accumulated<br>Amortization | Net<br>Carrying<br>Amount |
| CDI                                                | \$970                       | \$ (728 )                   | \$ 242                    | \$970                       | \$ (710 )                   | \$ 260                    |
| Other, primarily customer relationship intangibles | 1,417                       | (841 )                      | 576                       | 1,415                       | (821 )                      | 594                       |
| Total                                              | \$2,387                     | \$ (1,569 )                 | \$ 818                    | \$2,385                     | \$ (1,531 )                 | \$ 854                    |

## NOTE 6. Loan Servicing

## Residential Mortgage Banking Activities

The following tables summarize residential mortgage banking activities:

| (Dollars in millions)                                                                                                   | Mar 31,<br>2017                                    | Dec 31,<br>2016 |
|-------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|-----------------|
| UPB of residential mortgage and home equity loan servicing portfolio                                                    | \$121,251                                          | \$121,639       |
| UPB of residential mortgage loans serviced for others (primarily agency conforming fixed rate)                          | 90,855                                             | 90,325          |
| Mortgage loans sold with recourse                                                                                       | 557                                                | 578             |
| Maximum recourse exposure from mortgage loans sold with recourse liability                                              | 277                                                | 282             |
| Indemnification, recourse and repurchase reserves                                                                       | 38                                                 | 40              |
|                                                                                                                         | As of / For The<br>Three Months<br>Ended March 31, |                 |
| (Dollars in millions)                                                                                                   | 2017                                               | 2016            |
| UPB of residential mortgage loans sold from LHFS                                                                        | \$3,579                                            | \$2,490         |
| Pre-tax gains recognized on mortgage loans sold and held for sale                                                       | 31                                                 | 24              |
| Servicing fees recognized from mortgage loans serviced for others                                                       | 68                                                 | 67              |
| Approximate weighted average servicing fee on the outstanding balance of residential mortgage loans serviced for others | 0.28 %                                             | 0.28 %          |
| Weighted average interest rate on mortgage loans serviced for others                                                    | 4.01                                               | 4.11            |
|                                                                                                                         | Three<br>Months<br>Ended<br>March 31,              |                 |
| (Dollars in millions)                                                                                                   | 2017                                               | 2016            |

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|                                                                                                                                          |         |        |
|------------------------------------------------------------------------------------------------------------------------------------------|---------|--------|
| Residential MSRs, carrying value, beginning of period                                                                                    | \$915   | \$880  |
| Additions                                                                                                                                | 38      | 22     |
| Change in fair value due to changes in valuation inputs or assumptions:                                                                  |         |        |
| Prepayment speeds                                                                                                                        | 17      | (136 ) |
| OAS                                                                                                                                      | —       | 9      |
| Servicing costs                                                                                                                          | 9       | —      |
| Realization of expected net servicing cash flows, passage of time and other                                                              | (33 )   | (32 )  |
| Residential MSRs, carrying value, end of period                                                                                          | \$946   | \$743  |
| Gains (losses) on derivative financial instruments used to mitigate the income statement effect of changes in residential MSR fair value | \$(20 ) | \$137  |

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The sensitivity of the fair value of the residential MSRs to changes in key assumptions is included in the accompanying table:

|                                            | March 31, 2017 |       |          | December 31, 2016 |       |          |
|--------------------------------------------|----------------|-------|----------|-------------------|-------|----------|
|                                            | Range          |       | Weighted | Range             |       | Weighted |
| (Dollars in millions)                      | Min            | Max   | Average  | Min               | Max   | Average  |
| Prepayment speed                           | 7.2%           | 8.0 % | 7.9 %    | 7.5%              | 8.4 % | 8.1 %    |
| Effect on fair value of a 10% increase     |                |       | \$ (27 ) |                   |       | \$ (28 ) |
| Effect on fair value of a 20% increase     |                |       | (53 )    |                   |       | (54 )    |
| OAS                                        | 9.7%           | 10.6% | 10.0 %   | 9.8%              | 10.2% | 10.0 %   |
| Effect on fair value of a 10% increase     |                |       | \$ (34 ) |                   |       | \$ (33 ) |
| Effect on fair value of a 20% increase     |                |       | (65 )    |                   |       | (64 )    |
| Composition of loans serviced for others:  |                |       |          |                   |       |          |
| Fixed-rate residential mortgage loans      |                |       | 99.1 %   |                   |       | 99.1 %   |
| Adjustable-rate residential mortgage loans |                |       | 0.9      |                   |       | 0.9      |
| Total                                      |                |       | 100.0 %  |                   |       | 100.0 %  |
| Weighted average life (in years)           |                |       | 7.2      |                   |       | 7.0      |

The sensitivity calculations above are hypothetical and should not be considered to be predictive of future performance. As indicated, changes in fair value based on adverse changes 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 the above table, the effect of an adverse variation in one assumption on the fair value of the MSRs is calculated without changing any other assumption; while in reality, changes in one factor may result in changes in another, which may magnify or counteract the effect of the change.

## Commercial Mortgage Banking Activities

The following table summarizes commercial mortgage banking activities for the periods presented:

| (Dollars in millions)                                                     | Mar 31, 2017 | Dec 31, 2016 |
|---------------------------------------------------------------------------|--------------|--------------|
| UPB of CRE mortgages serviced for others                                  | \$29,289     | \$29,333     |
| CRE mortgages serviced for others covered by recourse provisions          | 4,528        | 4,240        |
| Maximum recourse exposure from CRE mortgages sold with recourse liability | 1,296        | 1,272        |
| Recorded reserves related to recourse exposure                            | 7            | 7            |
| CRE mortgages originated during the year-to-date period                   | 1,597        | 7,145        |
| Commercial MSRs at fair value                                             | 142          | 137          |

## NOTE 7. Deposits

A summary of deposits is presented in the accompanying table:

| (Dollars in millions)        | Mar 31, 2017 | Dec 31, 2016 |
|------------------------------|--------------|--------------|
| Noninterest-bearing deposits | \$53,262     | \$50,697     |
| Interest checking            | 29,472       | 30,263       |
| Money market and savings     | 64,860       | 64,883       |
| Time deposits                | 13,739       | 14,391       |
| Total deposits               | \$161,333    | \$160,234    |

|                                     |         |         |
|-------------------------------------|---------|---------|
| Time deposits \$100,000 and greater | \$5,116 | \$5,394 |
| Time deposits \$250,000 and greater | 2,108   | 2,179   |

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## NOTE 8. Long-Term Debt

The following table reflects the carrying amounts at March 31, 2017 and December 31, 2016, and the related maturity dates, contractual rate and effective interest rates at March 31, 2017:

| (Dollars in millions)                                          | Maturity   | Stated Rate |        | Effective Rate | Mar 31, 2017 | Dec 31, 2016 |
|----------------------------------------------------------------|------------|-------------|--------|----------------|--------------|--------------|
|                                                                |            | Min         | Max    |                |              |              |
| BB&T Corporation                                               |            |             |        |                |              |              |
| Fixed rate senior notes                                        | 2017to2024 | 1.45 %      | 6.85 % | 2.50 %         | \$7,832      | \$7,600      |
| Floating rate senior notes                                     | 2018 2022  | 1.69        | 1.99   | 1.80           | 2,247        | 1,898        |
| Fixed rate subordinated notes                                  | 2017 2022  | 3.95        | 5.25   | 1.66           | 1,324        | 1,338        |
| Branch Bank                                                    |            |             |        |                |              |              |
| Fixed rate senior notes                                        | 2017 2022  | 1.35        | 2.85   | 2.20           | 5,585        | 4,209        |
| Floating rate senior notes                                     | 2019 2020  | 1.48        | 1.56   | 1.59           | 849          | 250          |
| Fixed rate subordinated notes                                  | 2025 2026  | 3.63        | 3.80   | 3.55           | 2,125        | 2,138        |
| Floating rate subordinated notes                               | 2017       | 1.35        | 1.35   | 1.36           | 262          | 262          |
| FHLB advances (7.0 years weighted average maturity at 3/31/17) | 2017 2034  | —           | 6.38   | 1.33           | 1,260        | 4,118        |
| Other long-term debt                                           |            |             |        |                | 151          | 152          |
| Total long-term debt                                           |            |             |        |                | \$21.635     | \$21.965     |

The effective rates above reflect the impact of fair value hedges and debt issuance costs. Subordinated notes with a remaining maturity of one year or greater qualify under the risk-based capital guidelines as Tier 2 supplementary capital, subject to certain limitations.

During the first quarter of 2017, BB&T terminated FHLB advances totaling \$2.9 billion of par value, which resulted in a pre-tax loss on early extinguishment of debt totaling \$392 million.

## NOTE 9. Shareholders' Equity

The activity relating to restricted shares/units during the period is presented in the following tables:

| (Shares in thousands)              | Restricted Shares/Units | Wtd. Avg. Grant Date Fair Value |
|------------------------------------|-------------------------|---------------------------------|
| Nonvested at January 1, 2017       | 13,516                  | \$29.39                         |
| Granted                            | 3,876                   | 42.90                           |
| Vested                             | (3,608)                 | ) 26.85                         |
| Forfeited                          | (121)                   | ) 32.58                         |
| Nonvested at March 31, 2017        | 13,663                  | 33.87                           |
| Expected to vest at March 31, 2017 | 12,663                  | 33.87                           |

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## NOTE 10. AOCI

| (Dollars in millions)                    | Three Months Ended March 31, 2017                          |                                                               |                                                          |               |           |
|------------------------------------------|------------------------------------------------------------|---------------------------------------------------------------|----------------------------------------------------------|---------------|-----------|
|                                          | Unrecognized<br>Net Pension<br>and Postretirement<br>Costs | Unrealized<br>Net Gains<br>(Losses) on Cash<br>Flow<br>Hedges | Unrealized<br>Net Gains<br>(Losses) on AFS<br>Securities | Other,<br>net | Total     |
| AOCI balance, January 1, 2017            | \$(764)                                                    | \$ (92 )                                                      | \$ (259 )                                                | \$(17)        | \$(1,132) |
| OCI before reclassifications, net of tax | (2 )                                                       | 3                                                             | (1 )                                                     | 1             | 1         |
| Amounts reclassified from AOCI:          |                                                            |                                                               |                                                          |               |           |
| Personnel expense                        | 17                                                         | —                                                             | —                                                        | —             | 17        |
| Interest income                          | —                                                          | —                                                             | (1 )                                                     | 1             | —         |
| Interest expense                         | —                                                          | (8 )                                                          | —                                                        | —             | (8 )      |
| Securities (gains) losses, net           | —                                                          | —                                                             | —                                                        | —             | —         |
| Total before income taxes                | 17                                                         | (8 )                                                          | (1 )                                                     | 1             | 9         |
| Less: Income taxes                       | 6                                                          | (3 )                                                          | —                                                        | —             | 3         |
| Net of income taxes                      | 11                                                         | (5 )                                                          | (1 )                                                     | 1             | 6         |
| Net change in AOCI                       | 9                                                          | (2 )                                                          | (2 )                                                     | 2             | 7         |
| AOCI balance, March 31, 2017             | \$(755)                                                    | \$ (94 )                                                      | \$ (261 )                                                | \$(15)        | \$(1,125) |

|                                          | Three Months Ended March 31, 2016                          |                                                               |                                                          |                                                                    |               |           |
|------------------------------------------|------------------------------------------------------------|---------------------------------------------------------------|----------------------------------------------------------|--------------------------------------------------------------------|---------------|-----------|
| (Dollars in millions)                    | Unrecognized<br>Net Pension<br>and Postretirement<br>Costs | Unrealized<br>Net Gains<br>(Losses) on Cash<br>Flow<br>Hedges | Unrealized<br>Net Gains<br>(Losses) on AFS<br>Securities | FDIC's<br>Share of<br>Unrealized<br>Losses on<br>AFS<br>Securities | Other,<br>net | Total     |
| AOCI balance, January 1, 2016            | \$(723)                                                    | \$ (83 )                                                      | \$ (34 )                                                 | \$ (169 )                                                          | \$(19)        | \$(1,028) |
| OCI before reclassifications, net of tax | —                                                          | (126 )                                                        | 242                                                      | 5                                                                  | 2             | 123       |
| Amounts reclassified from AOCI:          |                                                            |                                                               |                                                          |                                                                    |               |           |
| Personnel expense                        | 17                                                         | —                                                             | —                                                        | —                                                                  | —             | 17        |
| Interest income                          | —                                                          | —                                                             | (27 )                                                    | —                                                                  | 1             | (26 )     |
| Interest expense                         | —                                                          | 17                                                            | —                                                        | —                                                                  | —             | 17        |
| FDIC loss share income, net              | —                                                          | —                                                             | —                                                        | 16                                                                 | —             | 16        |
| Securities (gains) losses, net           | —                                                          | —                                                             | (45 )                                                    | —                                                                  | —             | (45 )     |
| Total before income taxes                | 17                                                         | 17                                                            | (72 )                                                    | 16                                                                 | 1             | (21 )     |
| Less: Income taxes                       | 6                                                          | 6                                                             | (27 )                                                    | 6                                                                  | —             | (9 )      |
| Net of income taxes                      | 11                                                         | 11                                                            | (45 )                                                    | 10                                                                 | 1             | (12 )     |
| Net change in AOCI                       | 11                                                         | (115 )                                                        | 197                                                      | 15                                                                 | 3             | 111       |
| AOCI balance, March 31, 2016             | \$(712)                                                    | \$ (198 )                                                     | \$ 163                                                   | \$ (154 )                                                          | \$(16)        | \$(917 )  |

## NOTE 11. Income Taxes

The effective tax rates for the three months ended March 31, 2017 and 2016 were 19.6% and 30.1%, respectively. The current quarter tax provision includes the excess tax benefits from equity-based compensation plans and the tax benefits associated with using the marginal income tax rate for the loss on the early extinguishment of debt.

## NOTE 12. Benefit Plans

|                                 | Three Months Ended |       |              |       |
|---------------------------------|--------------------|-------|--------------|-------|
|                                 | March 31,          |       | March 31,    |       |
|                                 | Qualified          |       | Nonqualified |       |
| (Dollars in millions)           | Plans              | Plans | Plans        | Plans |
|                                 | 2017               | 2016  | 2017         | 2016  |
| Service cost                    | \$49               | \$42  | \$ 3         | \$ 3  |
| Interest cost                   | 44                 | 40    | 5            | 5     |
| Estimated return on plan assets | (93 )              | (81 ) | —            | —     |
| Amortization and other          | 17                 | 17    | 3            | 3     |
| Net periodic benefit cost       | \$17               | \$18  | \$ 11        | \$ 11 |

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BB&T makes contributions to the qualified pension plans in amounts between the minimum required for funding and the maximum deductible for federal income tax purposes. Discretionary contributions totaling \$260 million were made during the three months ended March 31, 2017. There are no required contributions for the remainder of 2017, though BB&T may elect to make additional contributions.

## NOTE 13. Commitments and Contingencies

| (Dollars in millions)                                                            | Mar 31, Dec 31, |          |
|----------------------------------------------------------------------------------|-----------------|----------|
|                                                                                  | 2017            | 2016     |
| Letters of credit                                                                | \$ 2,788        | \$ 2,786 |
| Carrying amount of the liability for letters of credit                           | 25              | 27       |
| Investments in affordable housing and historic building rehabilitation projects: |                 |          |
| Carrying amount                                                                  | 1,953           | 1,719    |
| Amount of future funding commitments included in carrying amount                 | 963             | 738      |
| Lending exposure                                                                 | 562             | 495      |
| Tax credits subject to recapture                                                 | 407             | 413      |
| Private equity investments                                                       | 413             | 362      |
| Future funding commitments to private equity investments                         | 143             | 197      |

## Legal Proceedings

The nature of BB&T's business ordinarily results in a certain amount of claims, litigation, investigations and legal and administrative cases and proceedings, all of which are considered incidental to the normal conduct of business. BB&T believes it has meritorious defenses to the claims asserted against it in its currently outstanding legal proceedings and, with respect to such legal proceedings, intends to continue to defend itself vigorously, litigating or settling cases according to management's judgment as to what is in the best interests of BB&T and its shareholders.

On at least a quarterly basis, liabilities and contingencies in connection with outstanding legal proceedings are assessed utilizing the latest information available. For those matters where it is probable that BB&T will incur a loss and the amount of the loss can be reasonably estimated, and is more than nominal, a liability is recorded in the consolidated financial statements. These legal reserves may be increased or decreased to reflect any relevant developments on at least a quarterly basis. For other matters, where a loss is not probable or the amount of the loss is not estimable, legal reserves are not accrued. While the outcome of legal proceedings is inherently uncertain, based on information currently available, advice of counsel and available insurance coverage, management believes that the established legal reserves are adequate and the liabilities arising from legal proceedings will not have a material adverse effect on the consolidated financial position, consolidated results of operations or consolidated cash flows. However, in the event of unexpected future developments, it is possible that the ultimate resolution of these matters, if unfavorable, may be material to the consolidated financial position, consolidated results of operations or consolidated cash flows of BB&T.

## Pledged Assets

Certain assets were pledged to secure municipal deposits, securities sold under agreements to repurchase, borrowings and borrowing capacity, subject to any applicable asset discount, at the FHLB and FRB as well as for other purposes as required or permitted by law. The following table provides the total carrying amount of pledged assets by asset type, of which the majority are pursuant to agreements that do not permit the other party to sell or repledge the collateral. Assets related to employee benefit plans have been excluded from the following table.

(Dollars in millions)

|                    | Mar 31,  | Dec 31,  |
|--------------------|----------|----------|
|                    | 2017     | 2016     |
| Pledged securities | \$17,355 | \$15,549 |
| Pledged loans      | 73,087   | 75,015   |

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## NOTE 14. Fair Value Disclosures

Accounting standards define fair value as the exchange price that would be received on the measurement date to sell an asset or the price paid to transfer a liability in the principal or most advantageous market available to the entity in an orderly transaction between market participants, with a three level valuation input hierarchy.

The following tables present fair value information for assets and liabilities measured at fair value on a recurring basis:

| (Dollars in millions)             | March 31, 2017 |         |          |         |
|-----------------------------------|----------------|---------|----------|---------|
|                                   | Total          | Level 1 | Level 2  | Level 3 |
| Assets:                           |                |         |          |         |
| Trading securities                | \$ 1,392       | \$ 332  | \$ 1,060 | \$ —    |
| AFS securities:                   |                |         |          |         |
| U.S. Treasury                     | 3,595          | —       | 3,595    | —       |
| GSE                               | 181            | —       | 181      | —       |
| Agency MBS                        | 20,238         | —       | 20,238   | —       |
| States and political subdivisions | 2,000          | —       | 2,000    | —       |
| Non-agency MBS                    | 644            | —       | 164      | 480     |
| Other                             | 10             | 7       | 3        | —       |
| LHFS                              | 1,291          | —       | 1,291    | —       |
| MSRs                              | 1,088          | —       | —        | 1,088   |
| Derivative assets:                |                |         |          |         |
| Interest rate contracts           | 621            | —       | 609      | 12      |
| Foreign exchange contracts        | 3              | —       | 3        | —       |
| Private equity investments        | 400            | —       | —        | 400     |
| Total assets                      | \$31,463       | \$339   | \$29,144 | \$1,980 |
| Liabilities:                      |                |         |          |         |
| Derivative liabilities:           |                |         |          |         |
| Interest rate contracts           | \$850          | \$—     | \$848    | \$2     |
| Foreign exchange contracts        | 4              | —       | 4        | —       |
| Securities sold short             | 244            | —       | 244      | —       |
| Total liabilities                 | \$1,098        | \$—     | \$1,096  | \$2     |

| (Dollars in millions)             | December 31, 2016 |         |         |         |
|-----------------------------------|-------------------|---------|---------|---------|
|                                   | Total             | Level 1 | Level 2 | Level 3 |
| Assets:                           |                   |         |         |         |
| Trading securities                | \$ 748            | \$ 324  | \$ 424  | \$ —    |
| AFS securities:                   |                   |         |         |         |
| U.S. Treasury                     | 2,587             | —       | 2,587   | —       |
| GSE                               | 180               | —       | 180     | —       |
| Agency MBS                        | 21,264            | —       | 21,264  | —       |
| States and political subdivisions | 2,205             | —       | 2,205   | —       |
| Non-agency MBS                    | 679               | —       | 172     | 507     |
| Other                             | 11                | 8       | 3       | —       |
| LHFS                              | 1,716             | —       | 1,716   | —       |
| MSRs                              | 1,052             | —       | —       | 1,052   |

Derivative assets:

|                            |          |       |          |         |
|----------------------------|----------|-------|----------|---------|
| Interest rate contracts    | 814      | —     | 807      | 7       |
| Foreign exchange contracts | 8        | —     | 8        | —       |
| Private equity investments | 362      | —     | —        | 362     |
| Total assets               | \$31,626 | \$332 | \$29,366 | \$1,928 |

Liabilities:

Derivative liabilities:

|                            |         |     |         |      |
|----------------------------|---------|-----|---------|------|
| Interest rate contracts    | \$998   | \$— | \$978   | \$20 |
| Foreign exchange contracts | 5       | —   | 5       | —    |
| Securities sold short      | 137     | —   | 137     | —    |
| Total liabilities          | \$1,140 | \$— | \$1,120 | \$20 |

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The following discussion focuses on the valuation techniques and significant inputs for Level 2 and Level 3 assets and liabilities.

A third-party pricing service is generally utilized in determining the fair value of the securities portfolio. Management independently evaluates the fair values provided by the pricing service through comparisons to other external pricing sources, review of additional information provided by the pricing service and other third party sources for selected securities and back-testing to compare the price realized on any security sales to the daily pricing information received from the pricing service. Fair value measurements are derived from market-based pricing matrices that were developed using observable inputs that include benchmark yields, benchmark securities, reported trades, offers, bids, issuer spreads and broker quotes. As described by security type below, additional inputs may be used, or some inputs may not be applicable. In the event that market observable data was not available, which would generally occur due to the lack of an active market for a given security, the valuation of the security would be subjective and may involve substantial judgment by management.

**Trading securities:** Trading securities include various types of debt and equity securities, primarily consisting of debt securities issued by the U.S. Treasury, GSEs, or states and political subdivisions. The valuation techniques used for these investments are more fully discussed below.

**U.S. Treasury securities:** Treasury securities are valued using quoted prices in active over-the-counter markets.

**GSE securities and agency MBS:** GSE pass-through securities are valued using market-based pricing matrices that reference observable inputs including benchmark TBA security pricing and yield curves that were estimated based on U.S. Treasury yields and certain floating rate indices. The pricing matrices for these securities may also give consideration to pool-specific data supplied directly by the GSE. GSE CMOs are valued using market-based pricing matrices that are based on observable inputs including offers, bids, reported trades, dealer quotes and market research reports, the characteristics of a specific tranche, market convention prepayment speeds and benchmark yield curves as described above.

**States and political subdivisions:** These securities are valued using market-based pricing matrices that reference observable inputs including MSRB reported trades, issuer spreads, material event notices and benchmark yield curves.

**Non-agency MBS:** Pricing matrices for these securities are based on observable inputs including offers, bids, reported trades, dealer quotes and market research reports, the characteristics of a specific tranche, market convention prepayment speeds and benchmark yield curves as described above. Non-agency MBS also include investments in Re-REMIC trusts that primarily hold non-agency MBS, which are valued based on broker pricing models that use baseline securities yields and tranche-level yield adjustments to discount cash flows modeled using market convention prepayment speed and default assumptions.

**Other securities:** These securities consist primarily of mutual funds and corporate bonds. These securities are valued based on a review of quoted market prices for assets as well as through the various other inputs discussed previously.

**LHFS:** Certain mortgage loans are originated to be sold to investors, which are carried at fair value. The fair value is primarily based on quoted market prices for securities backed by similar types of loans. The changes in fair value of these assets are largely driven by changes in interest rates subsequent to loan funding and changes in the fair value of servicing associated with the mortgage LHFS.

**MSRs:** Residential MSRs are valued using an OAS valuation model to project cash flows over multiple interest rate scenarios, which are discounted at risk-adjusted rates. The model considers portfolio characteristics, contractually

specified servicing fees, prepayment assumptions, delinquency rates, late charges, other ancillary revenue, costs to service and other economic factors. Fair value estimates and assumptions are compared to industry surveys, recent market activity, actual portfolio experience and, when available, other observable market data. Commercial MSRs are valued using a cash flow valuation model that calculates the present value of estimated future net servicing cash flows. BB&T considers actual and expected loan prepayment rates, discount rates, servicing costs and other economic factors that are determined based on current market conditions.

Derivative assets and liabilities: The fair values of derivatives are determined based on quoted market prices and internal pricing models that use market observable data. The fair values of interest rate lock commitments, which are related to mortgage loan commitments and are categorized as Level 3, are based on quoted market prices adjusted for commitments that are not expected to fund and include the value attributable to the net servicing fees.

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Private equity investments: In many cases there are no observable market values for these investments and therefore management must estimate the fair value based on a comparison of the operating performance of the company to multiples in the marketplace for similar entities. This analysis requires significant judgment, and actual values in a sale could differ materially from those estimated.

Securities sold short: Securities sold short represent debt securities sold short that are entered into as a hedging strategy for the purposes of supporting institutional and retail client trading activities.

The following tables summarize activity for Level 3 assets and liabilities:

| (Dollars in millions)                                                                                                                           | Three Months Ended March 31, 2017 |         |                    |                                  |
|-------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------|--------------------|----------------------------------|
|                                                                                                                                                 | Non-agency<br>MBS                 | MSRs    | Net<br>Derivatives | Private<br>Equity<br>Investments |
| Balance at January 1, 2017                                                                                                                      | \$507                             | \$1,052 | \$ (13 )           | \$ 362                           |
| Total realized and unrealized gains (losses):                                                                                                   |                                   |         |                    |                                  |
| Included in earnings:                                                                                                                           |                                   |         |                    |                                  |
| Interest income                                                                                                                                 | 9                                 | —       | —                  | —                                |
| Mortgage banking income                                                                                                                         | —                                 | 37      | (4 )               | —                                |
| Other noninterest income                                                                                                                        | —                                 | —       | —                  | 5                                |
| Included in unrealized net holding gains (losses) in OCI                                                                                        | (18 )                             | —       | —                  | —                                |
| Purchases                                                                                                                                       | —                                 | —       | —                  | 68                               |
| Issuances                                                                                                                                       | —                                 | 38      | 15                 | —                                |
| Sales                                                                                                                                           | —                                 | —       | —                  | (18 )                            |
| Settlements                                                                                                                                     | (18 )                             | (39 )   | 12                 | (4 )                             |
| Transfers out of Level 3                                                                                                                        | —                                 | —       | —                  | (13 )                            |
| Balance at March 31, 2017                                                                                                                       | \$480                             | \$1,088 | \$ 10              | \$ 400                           |
| Change in unrealized gains (losses) included in earnings for the period,<br>attributable to assets and liabilities still held at March 31, 2017 | \$8                               | \$37    | \$ 9               | \$ 2                             |
| (Dollars in millions)                                                                                                                           | Three Months Ended March 31, 2016 |         |                    |                                  |
|                                                                                                                                                 | Non-agency<br>MBS                 | MSRs    | Net<br>Derivatives | Private<br>Equity<br>Investments |
| Balance at January 1, 2016                                                                                                                      | \$626                             | \$880   | \$ 4               | \$ 289                           |
| Total realized and unrealized gains (losses):                                                                                                   |                                   |         |                    |                                  |
| Included in earnings:                                                                                                                           |                                   |         |                    |                                  |
| Interest income                                                                                                                                 | 15                                | —       | —                  | —                                |
| Mortgage banking income                                                                                                                         | —                                 | (127 )  | 32                 | —                                |
| Other noninterest income                                                                                                                        | —                                 | —       | —                  | 3                                |
| Included in unrealized net holding gains (losses) in OCI                                                                                        | (20 )                             | —       | —                  | —                                |
| Purchases                                                                                                                                       | —                                 | —       | —                  | 19                               |
| Issuances                                                                                                                                       | —                                 | 22      | 40                 | —                                |
| Sales                                                                                                                                           | —                                 | —       | —                  | (8 )                             |
| Settlements                                                                                                                                     | (21 )                             | (38 )   | (55 )              | (2 )                             |
| Adoption of fair value option for commercial MSRs                                                                                               | —                                 | 123     | —                  | —                                |
| Balance at March 31, 2016                                                                                                                       | \$600                             | \$860   | \$ 21              | \$ 301                           |
| Change in unrealized gains (losses) included in earnings for the period,<br>attributable to assets and liabilities still held at March 31, 2016 | \$15                              | \$(127) | \$ 21              | \$ 2                             |

BB&T's policy is to recognize transfers between levels as of the end of a reporting period. Transfers in and out of Level 3 are shown in the preceding tables. There were no transfers between Level 1 and Level 2 during the three months ended March 31, 2017 or 2016.

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The non-agency MBS categorized as Level 3 represent ownership interest in various tranches of Re-REMIC trusts. These securities are valued at a discount, which is unobservable in the market, to the fair value of the underlying securities owned by the trusts. The Re-REMIC tranches do not have an active market and therefore are categorized as Level 3. At March 31, 2017, the fair value of Re-REMIC non-agency MBS represented a discount of 16.4% to the fair value of the underlying securities owned by the Re-REMIC trusts.

The majority of private equity investments are in SBIC qualified funds, which primarily focus on equity and subordinated debt investments in privately-held middle market companies. The majority of these VIE investments are not redeemable and distributions are received as the underlying assets of the funds liquidate. The timing of distributions, which are expected to occur on various dates through 2026, is uncertain and dependent on various events such as recapitalizations, refinance transactions and ownership changes among others. Excluding the investment of future funds, BB&T estimates these investments have a weighted average remaining life of approximately 3 years; however, the timing and amount of distributions may vary significantly. As of March 31, 2017, restrictions on the ability to sell the investments include, but are not limited to, consent of a majority member or general partner approval for transfer of ownership. These investments are spread over numerous privately-held middle market companies, and thus the sensitivity to a change in fair value for any single investment is limited. The significant unobservable inputs for these investments are EBITDA multiples that ranged from 5x to 12x, with a weighted average of 8x, at March 31, 2017.

The following table details the fair value and UPB of LHFS that were elected to be carried at fair value:

| (Dollars in millions)       | March 31, 2017 |               |            | December 31, 2016 |               |            |
|-----------------------------|----------------|---------------|------------|-------------------|---------------|------------|
|                             | Fair Value     | Aggregate UPB | Difference | Fair Value        | Aggregate UPB | Difference |
| LHFS reported at fair value | \$1,291        | \$1,270       | \$ 21      | \$1,716           | \$1,736       | \$ (20 )   |

Excluding government guaranteed, LHFS that were in nonaccrual status or 90 days or more past due and still accruing interest were not material at March 31, 2017.

The following table provides information about certain assets measured at fair value on a nonrecurring basis, which are primarily collateral dependent and may be subject to liquidity adjustments. The carrying values represent end of period values, which approximate the fair value measurements that occurred on the various measurement dates throughout the period. The valuation adjustments represent the amounts recorded during the period regardless of whether the asset is still held at period end. These assets are considered to be Level 3 assets (excludes PCI).

| (Dollars in millions)  | As Of / For the Year-To-Date Period Ended |                       |                |                       |
|------------------------|-------------------------------------------|-----------------------|----------------|-----------------------|
|                        | March 31, 2017                            |                       | March 31, 2016 |                       |
|                        | Carrying Value                            | Valuation Adjustments | Carrying Value | Valuation Adjustments |
| Impaired loans         | \$255                                     | \$ (8 )               | \$329          | \$ (38 )              |
| Foreclosed real estate | 49                                        | (66 )                 | 66             | (54 )                 |

For financial instruments not recorded at fair value, estimates of fair value are based on relevant market data and information about the instrument. Values obtained relate to one trading unit without regard to any premium or discount that may result from concentrations of ownership, possible tax ramifications, estimated transaction costs that may result from bulk sales or the relationship between various instruments.

An active market does not exist for certain financial instruments. Fair value estimates for these instruments are based on current economic conditions, currency and interest rate risk characteristics, loss experience and other factors. Many of these estimates involve uncertainties and matters of significant judgment and cannot be determined with precision.

Therefore, the fair value estimates in many instances cannot be substantiated by comparison to independent markets and, in many cases, may not be realizable in a current sale of the instrument. In addition, changes in assumptions could significantly affect these fair value estimates. The following assumptions were used to estimate the fair value of these financial instruments.

Cash and cash equivalents and restricted cash: For these short-term instruments, the carrying amounts are a reasonable estimate of fair values.

HTM securities: The fair values of HTM securities are based on a market approach using observable inputs such as benchmark yields and securities, TBA prices, reported trades, issuer spreads, current bids and offers, monthly payment information and collateral performance.

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**Loans receivable:** The fair values for loans are estimated using discounted cash flow analyses, applying interest rates currently being offered for loans with similar terms and credit quality, which are deemed to be indicative of orderly transactions in the current market. For commercial loans and leases, discount rates may be adjusted to address additional credit risk on lower risk grade instruments. For residential mortgage and other consumer loans, internal prepayment risk models are used to adjust contractual cash flows. Loans are aggregated into pools of similar terms and credit quality and discounted using a LIBOR based rate. The carrying amounts of accrued interest approximate fair values.

**Deposit liabilities:** The fair values for demand deposits are equal to the amount payable on demand. Fair values for CDs are estimated using a discounted cash flow calculation that applies current interest rates to aggregate expected maturities. BB&T has developed long-term relationships with its deposit customers, commonly referred to as CDIs, that have not been considered in the determination of the deposit liabilities' fair value.

**Short-term borrowings:** The carrying amounts of short-term borrowings, excluding securities sold short, approximate their fair values.

**Long-term debt:** The fair values of long-term debt instruments are estimated based on quoted market prices for the instrument if available, or for similar instruments if not available, or by using discounted cash flow analyses, based on current incremental borrowing rates for similar types of instruments.

**Contractual commitments:** The fair values of commitments are estimated using the fees charged to enter into similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the counterparties. The fair values of guarantees and letters of credit are estimated based on the counterparties' creditworthiness and average default rates for loan products with similar risks. These respective fair value measurements are categorized within Level 3 of the fair value hierarchy. Retail lending commitments are assigned no fair value as BB&T typically has the ability to cancel such commitments by providing notice to the borrower.

Financial assets and liabilities not recorded at fair value are summarized below:

| March 31, 2017                    |                    |                        |          |         |
|-----------------------------------|--------------------|------------------------|----------|---------|
| (Dollars in millions)             | Carrying<br>Amount | Total<br>Fair<br>Value | Level 2  | Level 3 |
| Financial assets:                 |                    |                        |          |         |
| HTM securities                    | \$18,209           | \$18,075               | \$18,075 | \$ —    |
| Loans and leases HFI, net of ALLL | 141,118            | 141,013                | —        | 141,013 |
| Financial liabilities:            |                    |                        |          |         |
| Deposits                          | 161,333            | 161,446                | 161,446  | —       |
| Long-term debt                    | 21,635             | 21,815                 | 21,815   | —       |
| December 31, 2016                 |                    |                        |          |         |
| (Dollars in millions)             | Carrying<br>Amount | Total<br>Fair<br>Value | Level 2  | Level 3 |
| Financial assets:                 |                    |                        |          |         |
| HTM securities                    | \$16,680           | \$16,546               | \$16,546 | \$ —    |
| Loans and leases HFI, net of ALLL | 141,833            | 142,044                | —        | 142,044 |
| Financial liabilities:            |                    |                        |          |         |
| Deposits                          | 160,234            | 160,403                | 160,403  | —       |

Long-term debt 21,965 22,423 22,423 —

The following is a summary of selected information pertaining to off-balance sheet financial instruments:

| (Dollars in millions)                               | March 31, 2017              |        | December 31, 2016           |        |
|-----------------------------------------------------|-----------------------------|--------|-----------------------------|--------|
|                                                     | Notional/Contract<br>Amount | Value  | Notional/Contract<br>Amount | Value  |
| Commitments to extend, originate or purchase credit | \$ 65,134                   | \$ 265 | \$ 64,395                   | \$ 250 |
| Residential mortgage loans sold with recourse       | 557                         | 6      | 578                         | 7      |
| Other loans sold with recourse                      | 4,528                       | 7      | 4,240                       | 7      |
| Letters of credit                                   | 2,788                       | 25     | 2,786                       | 27     |

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## NOTE 15. Derivative Financial Instruments

The following table presents the notional amount and estimated fair value of derivative instruments:

| (Dollars in millions)                                                   | Hedged Item or Transaction | March 31, 2017      |      |         | December 31, 2016   |      |         |
|-------------------------------------------------------------------------|----------------------------|---------------------|------|---------|---------------------|------|---------|
|                                                                         |                            | Notional Fair Value |      |         | Notional Fair Value |      |         |
|                                                                         |                            | Amount              | Gain | Loss    | Amount              | Gain | Loss    |
| Cash flow hedges:                                                       |                            |                     |      |         |                     |      |         |
| Interest rate contracts:                                                |                            |                     |      |         |                     |      |         |
| Pay fixed swaps                                                         | 3 mo. LIBOR funding        | \$7,050             | \$—  | \$(178) | \$7,050             | \$—  | \$(187) |
| Fair value hedges:                                                      |                            |                     |      |         |                     |      |         |
| Interest rate contracts:                                                |                            |                     |      |         |                     |      |         |
| Receive fixed swaps                                                     | Long-term debt             | 14,307              | 174  | (120 )  | 12,099              | 202  | (100 )  |
| Options                                                                 | Long-term debt             | 4,770               | —    | (1 )    | 2,790               | —    | (1 )    |
| Pay fixed swaps                                                         | Commercial loans           | 359                 | 4    | (1 )    | 346                 | 4    | (2 )    |
| Pay fixed swaps                                                         | Municipal securities       | 231                 | —    | (80 )   | 231                 | —    | (83 )   |
| Total                                                                   |                            | 19,667              | 178  | (202 )  | 15,466              | 206  | (186 )  |
| Not designated as hedges:                                               |                            |                     |      |         |                     |      |         |
| Client-related and other risk management:                               |                            |                     |      |         |                     |      |         |
| Interest rate contracts:                                                |                            |                     |      |         |                     |      |         |
| Receive fixed swaps                                                     |                            | 10,162              | 201  | (52 )   | 9,989               | 235  | (44 )   |
| Pay fixed swaps                                                         |                            | 10,401              | 50   | (216 )  | 10,263              | 43   | (252 )  |
| Other swaps                                                             |                            | 1,083               | 2    | (3 )    | 1,086               | 2    | (5 )    |
| Other                                                                   |                            | 616                 | 2    | (2 )    | 709                 | 2    | (2 )    |
| Forward commitments                                                     |                            | 5,731               | 11   | (12 )   | 5,972               | 29   | (28 )   |
| Foreign exchange contracts                                              |                            | 602                 | 3    | (4 )    | 669                 | 8    | (5 )    |
| Total                                                                   |                            | 28,595              | 269  | (289 )  | 28,688              | 319  | (336 )  |
| Mortgage banking:                                                       |                            |                     |      |         |                     |      |         |
| Interest rate contracts:                                                |                            |                     |      |         |                     |      |         |
| Interest rate lock commitments                                          |                            | 1,695               | 12   | (2 )    | 2,219               | 7    | (20 )   |
| When issued securities, forward rate agreements and forward commitments |                            | 2,510               | 6    | (14 )   | 3,657               | 51   | (14 )   |
| Other                                                                   |                            | 564                 | 1    | (1 )    | 449                 | 2    | (1 )    |
| Total                                                                   |                            | 4,769               | 19   | (17 )   | 6,325               | 60   | (35 )   |
| MSRs:                                                                   |                            |                     |      |         |                     |      |         |
| Interest rate contracts:                                                |                            |                     |      |         |                     |      |         |
| Receive fixed swaps                                                     |                            | 4,209               | 12   | (156 )  | 5,034               | 18   | (236 )  |
| Pay fixed swaps                                                         |                            | 3,966               | 37   | (9 )    | 3,768               | 56   | (7 )    |
| Options                                                                 |                            | 5,450               | 103  | (3 )    | 5,710               | 160  | (8 )    |
| When issued securities, forward rate agreements and forward commitments |                            | 2,479               | 6    | —       | 3,210               | 3    | (8 )    |
| Other                                                                   |                            | 23                  | —    | —       | —                   | —    | —       |
| Total                                                                   |                            | 16,127              | 158  | (168 )  | 17,722              | 237  | (259 )  |
| Total derivatives not designated as hedges                              |                            | 49,491              | 446  | (474 )  | 52,735              | 616  | (630 )  |
| Total derivatives                                                       |                            | \$76,208            | 624  | (854 )  | \$75,251            | 822  | (1,003) |

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Gross amounts not offset in the Consolidated Balance Sheets:

|                                                                                  |               |               |
|----------------------------------------------------------------------------------|---------------|---------------|
| Amounts subject to master netting arrangements not offset due to policy election | (358 ) 358    | (443 ) 443    |
| Cash collateral (received) posted                                                | (83 ) 410     | (119 ) 450    |
| Net amount                                                                       | \$183 \$(86 ) | \$260 \$(110) |

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The fair values of derivatives in a gain or loss position are presented on a gross basis in other assets or other liabilities, respectively, in the Consolidated Balance Sheets. Cash collateral posted for derivatives in a loss position and accrued interest is reported as restricted cash. Derivatives with dealer counterparties at both the bank and the parent company are governed by the terms of ISDA Master netting agreements and Credit Support Annexes. The ISDA Master agreements allow counterparties to offset trades in a gain against trades in a loss to determine net exposure and allows for the right of setoff in the event of either a default or an additional termination event. Credit Support Annexes govern the terms of daily collateral posting practices. Collateral practices mitigate the potential loss impact to affected parties by requiring liquid collateral to be posted on a scheduled basis to secure the aggregate net unsecured exposure. In addition to collateral, the right of setoff allows counterparties to offset net derivative values with a defaulting party against certain other contractual receivables from or obligations due to the defaulting party in determining the net termination amount.

No portion of the change in fair value of derivatives designated as hedges has been excluded from effectiveness testing. The ineffective portion was immaterial for all periods presented. The following table presents the effect of hedging derivative instruments on the consolidated statements of income:

|                         |  | Three Months Ended March 31, |                                                        |                        |
|-------------------------|--|------------------------------|--------------------------------------------------------|------------------------|
|                         |  | Effective Portion            |                                                        |                        |
|                         |  | Pre-tax                      |                                                        |                        |
|                         |  | Gain                         |                                                        |                        |
|                         |  | (Loss)                       |                                                        |                        |
|                         |  | Recognized                   | Location of Amounts Reclassified from AOCI into Income |                        |
|                         |  | in OCI                       |                                                        |                        |
| (Dollars in millions)   |  | 2017                         | 2016                                                   |                        |
| Cash flow hedges:       |  |                              |                                                        |                        |
| Interest rate contracts |  | \$4                          | \$(200)                                                | Total interest expense |
|                         |  |                              |                                                        |                        |
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The following table provides a summary of derivative strategies and the related accounting treatment:

|                                                                    | Cash Flow Hedges                                                                                                                                                                            | Fair Value Hedges                                                                                                                                                                                                                                                                 | Derivatives Not Designated as Hedges                                                                                                                                                                                                                                       |
|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Risk exposure                                                      | Variability in cash flows of interest payments on floating rate business loans, overnight funding and various LIBOR funding instruments.                                                    | Changes in value on fixed rate long-term debt, CDs, FHLB advances, loans and state and political subdivision securities due to changes in interest rates.                                                                                                                         | Risk associated with an asset or liability, including mortgage banking operations and MSRs, or for client needs. Includes exposure to changes in market rates and conditions subsequent to the interest rate lock and funding date for mortgage loans originated for sale. |
| Risk management objective                                          | Hedge the variability in the interest payments and receipts on future cash flows for forecasted transactions related to the first unhedged payments and receipts of variable interest.      | Convert the fixed rate paid or received to a floating rate, primarily through the use of swaps.                                                                                                                                                                                   | For interest rate lock commitment derivatives and LHFS, use mortgage-based derivatives such as forward commitments and options to mitigate market risk. For MSRs, mitigate the income statement effect of changes in the fair value of the MSRs.                           |
| Treatment for portion that is highly effective                     | Recognized in AOCI until the related cash flows from the hedged item are recognized in earnings.                                                                                            | Recognized in current period income along with the corresponding changes in the fair value of the designated hedged item attributable to the risk being hedged.                                                                                                                   | Entire change in fair value recognized in current period income.                                                                                                                                                                                                           |
| Treatment for portion that is ineffective                          | Recognized in current period income.                                                                                                                                                        | Recognized in current period income.                                                                                                                                                                                                                                              | Not applicable                                                                                                                                                                                                                                                             |
| Treatment if hedge ceases to be highly effective or is terminated  | Hedge is dedesignated. Effective changes in value that are recorded in AOCI before dedesignation are amortized to yield over the period the forecasted hedged transactions impact earnings. | If hedged item remains outstanding, termination proceeds are included in cash flows from financing activities and effective changes in value are reflected as part of the carrying value of the financial instrument and amortized to earnings over its estimated remaining life. | Not applicable                                                                                                                                                                                                                                                             |
| Treatment if transaction is no longer probable of occurring during | Hedge accounting is ceased and any gain or loss in AOCI is reported in earnings immediately.                                                                                                | Not applicable                                                                                                                                                                                                                                                                    | Not applicable                                                                                                                                                                                                                                                             |

forecast period or  
within a short period  
thereafter

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The following table presents information about BB&T's cash flow and fair value hedges:

| (Dollars in millions)                                                                                                                                                                                                          | Mar 31,<br>2017 | Dec 31,<br>2016 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------------|
| Cash flow hedges:                                                                                                                                                                                                              |                 |                 |
| Net unrecognized after-tax loss on active hedges recorded in AOCI                                                                                                                                                              | \$(112)         | \$(118)         |
| Net unrecognized after-tax gain on terminated hedges recorded in AOCI (to be recognized in earnings through 2022)                                                                                                              | 18              | 26              |
| Estimated portion of net after-tax gain (loss) on active and terminated hedges to be reclassified from AOCI into earnings during the next 12 months                                                                            | (21 )           | (4 )            |
| Maximum time period over which BB&T has hedged a portion of the variability in future cash flows for forecasted transactions excluding those transactions relating to the payment of variable interest on existing instruments | 5 yrs           | 6 yrs           |
| Fair value hedges:                                                                                                                                                                                                             |                 |                 |
| Unrecognized pre-tax net gain on terminated hedges (to be recognized as interest primarily through 2019)                                                                                                                       | \$ 150          | \$ 169          |
| Portion of pre-tax net gain on terminated hedges to be recognized as a change in interest during the next 12 months                                                                                                            | 52              | 56              |

#### Derivatives Credit Risk – Dealer Counterparties

Credit risk related to derivatives arises when amounts receivable from a counterparty exceed those payable to the same counterparty. The risk of loss is addressed by subjecting dealer counterparties to credit reviews and approvals similar to those used in making loans or other extensions of credit and by requiring collateral. Dealer counterparties operate under agreements to provide cash and/or liquid collateral when unsecured loss positions exceed minimal limits.

Derivative contracts with dealer counterparties settle on a monthly, quarterly or semiannual basis, with daily movement of collateral between counterparties required within established netting agreements. BB&T only transacts with dealer counterparties with strong credit standings.

#### Derivatives Credit Risk – Central Clearing Parties

Certain derivatives are cleared through central clearing parties that require initial margin collateral, as well as collateral for trades in a net loss position. Initial margin collateral requirements are established by central clearing parties on varying bases, with such amounts generally designed to offset the risk of non-payment. Initial margin is generally calculated by applying the maximum loss experienced in value over a specified time horizon to the portfolio of existing trades. The central clearing party used for TBA transactions does not post variation margin to the bank.

| (Dollars in millions)                                                                                      | Mar 31,<br>2017 | Dec 31,<br>2016 |
|------------------------------------------------------------------------------------------------------------|-----------------|-----------------|
| Dealer Counterparties:                                                                                     |                 |                 |
| Cash collateral received from dealer counterparties                                                        | \$ 85           | \$ 123          |
| Derivatives in a net gain position secured by that collateral                                              | 87              | 123             |
| Unsecured positions in a net gain with dealer counterparties after collateral postings                     | 3               | 4               |
| Cash collateral posted to dealer counterparties                                                            | 151             | 138             |
| Derivatives in a net loss position secured by that collateral                                              | 153             | 144             |
| Additional collateral that would have been posted had BB&T's credit ratings dropped below investment grade | 2               | 8               |

Central Clearing Parties:

|                                                                               |     |     |
|-------------------------------------------------------------------------------|-----|-----|
| Cash collateral, including initial margin, posted to central clearing parties | 261 | 313 |
| Derivatives in a net loss position secured by that collateral                 | 274 | 318 |
| Securities pledged to central clearing parties                                | 119 | 119 |

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## NOTE 16. Computation of EPS

Basic and diluted EPS calculations are presented in the following table:

|                                                                   | Three Months<br>Ended<br>March 31, |         |
|-------------------------------------------------------------------|------------------------------------|---------|
| (Dollars in millions, except per share data, shares in thousands) | 2017                               | 2016    |
| Net income available to common shareholders                       | \$378                              | \$ 527  |
| Weighted average number of common shares                          | 809,903                            | 81,193  |
| Effect of dilutive outstanding equity-based awards                | 12,816                             | 8,983   |
| Weighted average number of diluted common shares                  | 822,719                            | 90,176  |
| Basic EPS                                                         | \$0.47                             | \$ 0.67 |
| Diluted EPS                                                       | \$0.46                             | \$ 0.67 |
| Anti-dilutive awards                                              | 295                                | 10,711  |

## NOTE 17. Operating Segments

The financial information related to National Penn's operations was included in the Other, Treasury & Corporate segment from the date of acquisition until the systems conversion, which occurred during July 2016. The financial information for this acquisition is included in the respective segments after the conversions.

## Segment Realignment

Effective January 2017, several business activities were realigned within the segments. First, certain client relationships with \$218 million of loans and \$2.0 billion of deposits were no longer included in Financial Services and are only reported in Community Banking as the result of client re-segmentation. Second, the Mortgage Warehouse Lending and Domestic Factoring businesses within Specialized Lending were moved to Residential Mortgage Banking and Other, Treasury and Corporate, respectively, to align with changes in the internal management structure. Third, the International division was restructured with components integrated into Community Banking and Financial Services from Other, Treasury and Corporate also to align with changes in the internal management structure. The segment information presented herein reflects the impact of the realignment.

## Community Banking

Community Banking serves individual and business clients by offering a variety of loan and deposit products and other financial services. Community Banking is primarily responsible for serving client relationships and, therefore, is credited with certain revenue from the Residential Mortgage Banking, Financial Services, Insurance Holdings, Specialized Lending, and other segments, which is reflected in net referral fees.

## Residential Mortgage Banking

Residential Mortgage Banking retains and services mortgage loans originated by BB&T as well as those purchased from various correspondent originators. Mortgage loan products include fixed and adjustable rate government and conventional loans for the purpose of constructing, purchasing or refinancing residential properties. Substantially all of the properties are owner occupied. BB&T generally retains the servicing rights to loans sold. Residential Mortgage

Banking earns interest on loans held in the warehouse and portfolio, earns fee income from the origination and servicing of mortgage loans and recognizes gains or losses from the sale of mortgage loans. Residential Mortgage Banking also includes Mortgage Warehouse Lending which provides short-term lending solutions to finance first-lien residential mortgage LHFS by independent mortgage companies.

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### Dealer Financial Services

Dealer Financial Services originates loans to consumers on a prime and nonprime basis for the purchase of automobiles. Such loans are originated on an indirect basis through approved franchised and independent automobile dealers throughout the BB&T market area and nationally through Regional Acceptance Corporation. This segment also originates loans for the purchase of boats and recreational vehicles originated through dealers in BB&T's market area. In addition, financing and servicing to dealers for their inventories is provided through a joint relationship between Dealer Financial Services and Community Banking.

### Specialized Lending

Specialized Lending consists of BUs and subsidiaries that provide specialty finance products to consumers and businesses. The BUs include Sheffield Financial and Governmental Finance. Sheffield Financial is a dealer-based financier of small ticket equipment for both businesses and consumers. Governmental Finance provides tax-exempt financing to meet the capital project needs of local governments. Operating subsidiaries include BB&T Equipment Finance and BB&T Commercial Equipment Capital, which provide equipment leasing for large and small-to-middle market clients primarily within BB&T's banking footprint; Prime Rate Premium Finance Corporation, which includes AFCO and CAFO, insurance premium finance BUs that provide funding to businesses in the United States and Canada and to consumers in certain markets within BB&T's banking footprint; and Grandbridge, a full-service commercial mortgage banking lender providing loans on a national basis. Branch Bank clients as well as nonbank clients within and outside BB&T's primary geographic market area are served by these BUs. The Community Banking and Financial Services segments receive credit for referrals to these BUs with the corresponding charge retained as part of Other, Treasury and Corporate in the accompanying tables.

### Insurance Holdings

BB&T's insurance agency / brokerage network is the sixth largest in the world. Insurance Holdings provides property and casualty, employee benefits and life insurance to businesses and individuals. It also provides small business and corporate services, such as workers compensation and professional liability, as well as surety coverage and title insurance. Community Banking and Financial Services receive credit for insurance commissions on referred accounts, with the corresponding charge retained as part of Other, Treasury and Corporate in the accompanying tables.

### Financial Services

Financial Services provides personal trust administration, estate planning, investment counseling, wealth management, asset management, corporate retirement services, corporate banking and corporate trust services. Financial Services also offers clients investment alternatives, including discount brokerage services, equities, fixed-rate and variable-rate annuities, mutual funds and governmental and municipal bonds through BB&T Investment Services, Inc.

Financial Services includes BB&T Securities, a full-service brokerage and investment banking firm that provides services in retail brokerage, equity and debt underwriting and investment advice and facilitates the origination, trading and distribution of fixed-income securities and equity products in both the public and private capital markets. BB&T Securities also has a public finance department that provides investment banking services, financial advisory services and municipal bond financing to a variety of regional taxable and tax-exempt issuers.

Financial Services includes a group of consolidated SBIC private equity and mezzanine investment funds that invest in privately owned middle-market operating companies to facilitate growth or ownership transition. Financial Services also includes the Corporate Banking Division that originates and services large corporate relationships, syndicated lending relationships and client derivatives. Community Banking receives an interoffice credit for referral fees, with

the corresponding charge retained as part of Other, Treasury and Corporate in the accompanying tables. Also captured within the net intersegment interest income for Financial Services is the NIM for the loans and deposits associated with client relationships assigned to the Wealth Division that are housed in the Community Bank.

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## Other, Treasury and Corporate

Other, Treasury and Corporate is the combination of the Other segment that represents operating entities that do not meet the quantitative or qualitative thresholds for disclosure; BB&T's Treasury function, which is responsible for the management of the securities portfolios, overall balance sheet funding and liquidity, and overall management of interest rate risk; the corporate support functions that have not been allocated to the business segments; certain merger-related charges or credits that are incurred as part of the acquisition and conversion of acquired entities; certain charges that are considered to be unusual in nature and not reflective of the normal operations of the segments; and intercompany eliminations including intersegment net referral fees and net intersegment interest income (expense).

The investment balances and results related to affordable housing investments are included in the Other, Treasury and Corporate segment. PCI loans from the Colonial acquisition and related net interest income are also included in this segment. Performance results of bank acquisitions prior to system conversion are typically reported in this segment and on a post-conversion date are reported in the Community Banking segment and other segments as applicable.

|                                            | Three Months Ended March 31, |          |                              |          |                                 |          |                        |          |
|--------------------------------------------|------------------------------|----------|------------------------------|----------|---------------------------------|----------|------------------------|----------|
|                                            | Community Banking            |          | Residential Mortgage Banking |          | Dealer Financial Services       |          | Specialized Lending    |          |
| (Dollars in millions)                      | 2017                         | 2016     | 2017                         | 2016     | 2017                            | 2016     | 2017                   | 2016     |
| Net interest income (expense)              | \$587                        | \$529    | \$333                        | \$341    | \$241                           | \$229    | \$175                  | \$168    |
| Net intersegment interest income (expense) | 404                          | 389      | (222 )                       | (227 )   | (45 )                           | (40 )    | (74 )                  | (68 )    |
| Segment net interest income                | 991                          | 918      | 111                          | 114      | 196                             | 189      | 101                    | 100      |
| Allocated provision for credit losses      | 25                           | (10 )    | 5                            | 10       | 95                              | 76       | 16                     | 19       |
| Noninterest income                         | 313                          | 288      | 76                           | 71       | —                               | 1        | 70                     | 62       |
| Intersegment net referral fees (expense)   | 38                           | 32       | —                            | —        | —                               | —        | —                      | —        |
| Noninterest expense                        | 435                          | 422      | 74                           | 78       | 41                              | 35       | 69                     | 62       |
| Amortization of intangibles                | 18                           | 19       | —                            | —        | —                               | —        | 3                      | 1        |
| Allocated corporate expenses               | 344                          | 332      | 31                           | 26       | 14                              | 11       | 20                     | 17       |
| Income (loss) before income taxes          | 520                          | 475      | 77                           | 71       | 46                              | 68       | 63                     | 63       |
| Provision (benefit) for income taxes       | 186                          | 173      | 29                           | 27       | 17                              | 26       | 13                     | 13       |
| Segment net income (loss)                  | \$334                        | \$302    | \$48                         | \$44     | \$29                            | \$42     | \$50                   | \$50     |
| Identifiable assets (period end)           | \$73,563                     | \$67,715 | \$34,092                     | \$34,758 | \$16,191                        | \$14,692 | \$17,770               | \$16,351 |
|                                            | Insurance Holdings           |          | Financial Services           |          | Other, Treasury & Corporate (1) |          | Total BB&T Corporation |          |
|                                            | 2017                         | 2016     | 2017                         | 2016     | 2017                            | 2016     | 2017                   | 2016     |
| Net interest income (expense)              | \$—                          | \$—      | \$65                         | \$63     | \$208                           | \$199    | \$1,609                | \$1,529  |
| Net intersegment interest income (expense) | 2                            | 1        | 89                           | 79       | (154 )                          | (134 )   | —                      | —        |
| Segment net interest income                | 2                            | 1        | 154                          | 142      | 54                              | 65       | 1,609                  | 1,529    |
| Allocated provision for credit losses      | —                            | —        | 1                            | 90       | 6                               | (1 )     | 148                    | 184      |

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|                                          |      |      |      |      |        |        |         |       |
|------------------------------------------|------|------|------|------|--------|--------|---------|-------|
| Noninterest income                       | 462  | 421  | 216  | 199  | 34     | (26    | ) 1,171 | 1,016 |
| Intersegment net referral fees (expense) | —    | —    | 5    | 3    | (43    | ) (35  | ) —     | —     |
| Noninterest expense                      | 342  | 299  | 183  | 182  | 920    | 435    | 2,064   | 1,513 |
| Amortization of intangibles              | 16   | 11   | 2    | 1    | (1     | ) —    | 38      | 32    |
| Allocated corporate expenses             | 31   | 28   | 45   | 37   | (485   | ) (451 | ) —     | —     |
| Income (loss) before income taxes        | 75   | 84   | 144  | 34   | (395   | ) 21   | 530     | 816   |
| Provision (benefit) for income taxes     | 28   | 31   | 53   | 13   | (222   | ) (37  | ) 104   | 246   |
| Segment net income (loss)                | \$47 | \$53 | \$91 | \$21 | \$(173 | ) \$58 | \$426   | \$570 |

Identifiable assets (period end) \$3,377 \$2,800 \$18,337 \$17,763 \$57,171 \$58,326 \$220,501 \$212,405

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

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### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

BB&T is a financial holding company organized under the laws of North Carolina. BB&T conducts operations through its principal bank subsidiary, Branch Bank, and its nonbank subsidiaries.

#### Forward-Looking Statements

This Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, regarding the financial condition, results of operations, business plans and the future performance of BB&T that are based on the beliefs and assumptions of the management of BB&T and the information available to management at the time that these disclosures were prepared. Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "projects," "may," "will," "should," "could," and other similar expressions are intended to identify these forward-looking statements. Such statements are subject to factors that could cause actual results to differ materially from anticipated results. Such factors include, but are not limited to, the following:

- general economic or business conditions, either nationally or regionally, may be less favorable than expected, resulting in, among other things, a deterioration in credit quality and/or a reduced demand for credit, insurance or other services;
- disruptions to the national or global financial markets, including the impact of a downgrade of U.S. government obligations by one of the credit ratings agencies, the economic instability and recessionary conditions in Europe, the potential exit of the United Kingdom from the European Union and the economic slowdown in China;
- changes in the interest rate environment, including interest rate changes made by the FRB, as well as cash flow reassessments may reduce NIM and/or the volumes and values of loans made or held as well as the value of other financial assets held;
- competitive pressures among depository and other financial institutions may increase significantly;
- legislative, regulatory or accounting changes, including changes resulting from the adoption and implementation of the Dodd-Frank Act may adversely affect the businesses in which BB&T is engaged;
- local, state or federal taxing authorities may take tax positions that are adverse to BB&T;
- a reduction may occur in BB&T's credit ratings;
- adverse changes may occur in the securities markets;
- competitors of BB&T may have greater financial resources or develop products that enable them to compete more successfully than BB&T and may be subject to different regulatory standards than BB&T;
- cybersecurity risks, including "denial of service," "hacking" and "identity theft," could adversely affect BB&T's business and financial performance or reputation, and BB&T could be liable for financial losses incurred by third parties due to breaches of data shared between financial institutions;
- natural or other disasters, including acts of terrorism, could have an adverse effect on BB&T in that such events could materially disrupt BB&T's operations or the ability or willingness of customers to access the services BB&T offers;
- costs related to the integration of the businesses of BB&T and its merger partners may be greater than expected;
- failure to execute on strategic or operational plans, including the ability to successfully complete and/or integrate mergers and acquisitions or fully achieve expected cost savings or revenue growth associated with mergers and acquisitions within the expected time frames could adversely impact financial condition and results of operations;
- significant litigation and regulatory proceedings could have a material adverse effect on BB&T;
- unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries could result in negative publicity, protests, fines, penalties, restrictions on BB&T's operations or ability to expand its business and other negative consequences, all of which could cause reputational damage and adversely impact BB&T's financial conditions and results of operations;
- risks resulting from the extensive use of models;

- risk management measures may not be fully effective;
- deposit attrition, customer loss and/or revenue loss following completed mergers/acquisitions may exceed expectations;
- higher than expected costs related to information technology infrastructure or a failure to successfully implement future system enhancements could adversely impact BB&T's financial condition and results of operations and could result in significant additional costs to BB&T; and
- widespread system outages, caused by the failure of critical internal systems or critical services provided by third parties, could adversely impact BB&T's financial condition and results of operations.

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These and other risk factors are more fully described in this report and in BB&T's Annual Report on Form 10-K for the year ended December 31, 2016 under the sections entitled "Item 1A. Risk Factors" and from time to time, in other filings with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this report. Actual results may differ materially from those expressed in or implied by any forward-looking statements. Except to the extent required by applicable law or regulation, BB&T undertakes no obligation to revise or update publicly any forward-looking statements for any reason. Readers should, however, consult any further disclosures of a forward-looking nature BB&T may make in any subsequent Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q or Current Reports on Form 8-K.

## Regulatory Considerations

The extensive regulatory framework applicable to financial institutions is intended primarily for the protection of depositors, the DIF and the stability of the financial system, rather than for the protection of shareholders and creditors. In addition to banking laws, regulations and regulatory agencies, BB&T is subject to various other laws, regulations, supervision and examination by other regulatory agencies, all of which directly or indirectly affect the operations and management of BB&T and its ability to make distributions to shareholders. Refer to BB&T's Annual Report on Form 10-K for the year ended December 31, 2016 for additional disclosures with respect to laws and regulations affecting BB&T.

Following the November 2016 election, the new administration and members of Congress have publicly disclosed proposals to change certain laws and regulations (e.g., pay ratio disclosure and the DOL fiduciary rule). Proposals to change the laws and regulations are frequently introduced at both the federal and state levels. The likelihood and timing of any such changes and the impact such changes may have on BB&T is impossible to determine with any certainty. The following summarizes changes to proposed or final rules that were published since the filing of BB&T's Annual Report on Form 10-K for the year ended December 31, 2016.

### DOL Fiduciary Rule

During April 2016, the DOL issued a final rule related to fiduciary standards in regards to the investing of clients' retirement assets. The final rule expands the definition of a fiduciary under the Employee Retirement Income Security Act of 1974. Those who provide investment advice to plans, plan sponsors, fiduciaries, plan participants, beneficiaries and IRAs and IRA owners must either avoid payments that create conflicts of interest or comply with the protective terms of an exemption issued by the DOL. Under new exemptions adopted with the rule, financial institutions will be obligated to acknowledge their status and the status of their individual advisers as "fiduciaries." Firms and advisers will be required to make prudent investment recommendations without regard to their own interests, or the interests of those other than the customer; charge only reasonable compensation; and make no misrepresentations to their customers regarding recommended investments. Additionally, the new rule requires certain disclosures to be made to the investor, and ongoing compliance must be monitored and documented.

In early April 2017, the DOL issued a 60 day extension on implementation of certain aspects of the final rule to allow additional time to evaluate the impacts of the rule in accordance with an executive order issued by the President of the United States. Thus, the requirements under the rule will be phased in from June 9, 2017 to January 1, 2018. The estimated impact for 2017 is immaterial.

## Executive Summary

Consolidated net income available to common shareholders for the first quarter of 2017 was \$378 million, a decrease of \$149 million compared to the same quarter of 2016. On a diluted per common share basis, earnings for the first quarter of 2017 were \$0.46, a decrease of \$0.21 compared to the first quarter of 2016. Earnings for the current quarter include a loss on the early extinguishment of higher-cost FHLB advances of \$392 million (\$246 million after tax),

pre-tax merger-related and restructuring charges of \$36 million (\$22 million after tax) and \$35 million for excess tax benefits from equity-based compensation plans.

BB&T's results of operations for the first quarter of 2017 produced an annualized return on average assets of 0.79%, an annualized return on average risk-weighted assets of 0.98% and an annualized return on average common shareholders' equity of 5.72%, compared to ratios for the same quarter of the prior year of 1.09%, 1.37% and 8.45%, respectively.

Total revenues on a TE basis were \$2.8 billion for the first quarter of 2017, an increase of \$236 million compared to the same period in 2016. Both net interest income and noninterest income increased, largely the result of acquisition activity. Net interest margin was 3.46%, compared to 3.43% for the first quarter of 2016.

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Excluding PCI loans, the provision for credit losses was \$146 million, compared to \$182 million in the first quarter of 2016. Net charge-offs for the first quarter of 2017, excluding PCI loans, totaled \$148 million, compared to \$154 million in the earlier quarter. The provision for credit losses on PCI loans was \$2 million, flat compared to the earlier quarter.

Noninterest income was up \$155 million compared to the first quarter of 2016. This increase was driven by higher insurance income, FDIC loss share income and other income. These increases were partially offset by a decline in securities gains compared to the earlier quarter.

Noninterest expense was \$2.1 billion for the first quarter of 2017, up \$557 million compared to the earlier quarter. This increase was driven by the previously mentioned loss on debt extinguishment, higher personnel expense, and smaller increases in other categories of expense due to the acquisitions of National Penn and Swett & Crawford.

The provision for income taxes was \$104 million for the first quarter of 2017, compared to \$246 million for the earlier quarter. This produced an effective tax rate for the first quarter of 2017 of 19.6%, compared to 30.1% for the first quarter of 2016. The current quarter tax provision includes \$35 million of excess tax benefits from equity-based compensation plans.

Refer to the Annual Report on Form 10-K for the year ended December 31, 2016 for additional information with respect to recent accomplishments and significant challenges.

## Analysis of Results of Operations

### Net Interest Income and NIM

#### First Quarter 2017 compared to First Quarter 2016

Net interest income on a TE basis was \$1.6 billion for the first quarter of 2017, an increase of \$81 million compared to the same period in 2016. Interest income increased \$55 million, which primarily reflects acquisition activity. Interest expense was down \$26 million, which reflects improved funding costs for long-term debt partially offset by acquisition activity.

Net interest margin was 3.46%, compared to 3.43% for the first quarter of 2016. Average earning assets increased \$9.0 billion, or 4.9% from the first quarter of 2016 to the first quarter of 2017, while average interest-bearing liabilities increased \$3.8 billion, or 2.9%, both of which were primarily driven by acquisitions. Noninterest-bearing deposits increased \$4.9 billion due to organic growth and acquisitions. The annualized TE yield on the total loan portfolio for the first quarter was 4.30%, down five basis points compared to the earlier quarter. The annualized TE yield on the average securities portfolio for the first quarter was 2.42%, up two basis points compared to the earlier quarter.

The average annualized cost of interest-bearing deposits was 0.26%, up one basis point compared to the first quarter of 2016. The average annualized rate paid on long-term debt was 1.83%, down 36 basis points, primarily due to benefits from the extinguishment of FHLB advances.

The following table sets forth the major components of net interest income and the related annualized yields and rates as well as the variances between the periods caused by changes in interest rates versus changes in volumes. Changes attributable to the mix of assets and liabilities have been allocated proportionally between the changes due to rate and the changes due to volume.



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Table 1

TE Net Interest Income and Rate / Volume Analysis (1)  
 Three Months Ended March 31, 2017 and 2016

|                                                                | Average Balances<br>(6) |           | Annualized<br>Yield/Rate |        | Income/Expense |       | Increase   | Change due<br>to |        |
|----------------------------------------------------------------|-------------------------|-----------|--------------------------|--------|----------------|-------|------------|------------------|--------|
| (Dollars in millions)                                          | 2017                    | 2016      | 2017                     | 2016   | 2017           | 2016  | (Decrease) | Rate             | Volume |
| <b>Assets</b>                                                  |                         |           |                          |        |                |       |            |                  |        |
| Total securities, at<br>amortized cost (2)                     |                         |           |                          |        |                |       |            |                  |        |
| U.S. Treasury                                                  | \$4,730                 | \$2,777   | 1.72 %                   | 1.70 % | \$ 20          | \$ 12 | \$ 8       | \$—              | \$ 8   |
| GSE                                                            | 2,386                   | 5,065     | 2.22                     | 2.11   | 13             | 27    | (14)       | 1                | (15)   |
| Agency MBS                                                     | 34,909                  | 33,774    | 2.16                     | 1.98   | 189            | 167   | 22         | 16               | 6      |
| States and political<br>subdivisions                           | 2,091                   | 2,266     | 5.13                     | 5.37   | 27             | 30    | (3)        | (1)              | (2)    |
| Non-agency MBS                                                 | 432                     | 636       | 18.85                    | 19.81  | 20             | 31    | (11)       | (1)              | (10)   |
| Other                                                          | 59                      | 62        | 1.89                     | 1.57   | —              | —     | —          | —                | —      |
| Total securities                                               | 44,607                  | 44,580    | 2.42                     | 2.40   | 269            | 267   | 2          | 15               | (13)   |
| Other earning assets<br>(3)                                    | 4,259                   | 3,404     | 1.49                     | 2.87   | 16             | 25    | (9)        | (14)             | 5      |
| <b>Loans and leases, net<br/>of unearned income<br/>(4)(5)</b> |                         |           |                          |        |                |       |            |                  |        |
| <b>Commercial:</b>                                             |                         |           |                          |        |                |       |            |                  |        |
| Commercial and<br>industrial                                   | 51,119                  | 48,013    | 3.43                     | 3.29   | 433            | 392   | 41         | 16               | 25     |
| CRE-income<br>producing properties                             | 14,602                  | 13,490    | 3.71                     | 3.77   | 133            | 127   | 6          | (2)              | 8      |
| CRE-construction<br>and development                            | 3,844                   | 3,619     | 3.69                     | 3.75   | 35             | 34    | 1          | (1)              | 2      |
| Dealer floor plan                                              | 1,427                   | 1,239     | 2.32                     | 2.02   | 8              | 6     | 2          | 1                | 1      |
| Direct retail lending                                          | 12,014                  | 11,107    | 4.33                     | 4.23   | 129            | 118   | 11         | 3                | 8      |
| Sales finance                                                  | 10,896                  | 10,049    | 3.19                     | 3.01   | 86             | 75    | 11         | 5                | 6      |
| Revolving credit                                               | 2,607                   | 2,463     | 8.79                     | 8.82   | 57             | 54    | 3          | —                | 3      |
| Residential mortgage                                           | 29,701                  | 29,864    | 4.01                     | 4.10   | 297            | 305   | (8)        | (6)              | (2)    |
| Other lending<br>subsidiaries                                  | 14,919                  | 13,439    | 7.99                     | 8.56   | 294            | 286   | 8          | (21)             | 29     |
| PCI                                                            | 883                     | 1,098     | 19.72                    | 21.69  | 43             | 59    | (16)       | (5)              | (11)   |
| Total loans and<br>leases HFI                                  | 142,012                 | 134,381   | 4.31                     | 4.35   | 1,515          | 1,456 | 59         | (10)             | 69     |
| LHFS                                                           | 1,686                   | 1,247     | 3.49                     | 3.77   | 15             | 12    | 3          | (1)              | 4      |
| Total loans and<br>leases                                      | 143,698                 | 135,628   | 4.30                     | 4.35   | 1,530          | 1,468 | 62         | (11)             | 73     |
| Total earning assets                                           | 192,564                 | 183,612   | 3.80                     | 3.85   | 1,815          | 1,760 | 55         | (10)             | 65     |
| Nonearning assets                                              | 27,397                  | 26,490    |                          |        |                |       |            |                  |        |
| Total assets                                                   | \$219,961               | \$210,102 |                          |        |                |       |            |                  |        |

Liabilities and  
 Shareholders' Equity

|                                            |           |           |      |        |           |         |       |        |       |
|--------------------------------------------|-----------|-----------|------|--------|-----------|---------|-------|--------|-------|
| Interest-bearing deposits:                 |           |           |      |        |           |         |       |        |       |
| Interest-checking                          | \$29,578  | \$25,604  | 0.18 | 0.13   | 13        | 8       | 5     | 4      | 1     |
| Money market and savings                   | 64,857    | 60,424    | 0.23 | 0.21   | 37        | 32      | 5     | 3      | 2     |
| Time deposits                              | 14,924    | 16,884    | 0.48 | 0.55   | 17        | 23      | (6    | ) (4   | ) (2  |
| Foreign deposits - interest-bearing        | 929       | 752       | 0.67 | 0.36   | 2         | 1       | 1     | 1      | —     |
| Total interest-bearing deposits            | 110,288   | 103,664   | 0.26 | 0.25   | 69        | 64      | 5     | 4      | 1     |
| Short-term borrowings                      | 2,105     | 2,771     | 0.43 | 0.36   | 2         | 2       | —     | —      | —     |
| Long-term debt                             | 20,757    | 22,907    | 1.83 | 2.19   | 95        | 126     | (31   | ) (20) | (11   |
| Total interest-bearing liabilities         | 133,150   | 129,342   | 0.50 | 0.60   | 166       | 192     | (26   | ) (16) | (10   |
| Noninterest-bearing deposits               | 51,095    | 46,203    |      |        |           |         |       |        |       |
| Other liabilities                          | 5,813     | 6,731     |      |        |           |         |       |        |       |
| Shareholders' equity                       | 29,903    | 27,826    |      |        |           |         |       |        |       |
| Total liabilities and shareholders' equity | \$219,961 | \$210,102 |      |        |           |         |       |        |       |
| Average interest-rate spread               |           |           | 3.30 | % 3.25 | %         |         |       |        |       |
| NIM/net interest income                    |           |           | 3.46 | % 3.43 | % \$1,649 | \$1,568 | \$ 81 | \$6    | \$ 75 |
| Taxable-equivalent adjustment              |           |           |      |        | \$40      | \$39    |       |        |       |

Yields are stated on a TE basis utilizing the marginal income tax rates for the periods presented. The change in (1) interest not solely due to changes in yield/rate or volume has been allocated on a pro-rata basis based on the absolute dollar amount of each.

(2) Total securities include AFS and HTM securities.

(3) Includes Federal funds sold, securities purchased under resale agreements or similar arrangements, interest-bearing deposits with banks, trading securities, FHLB stock and other earning assets.

(4) Loan fees, which are not material for any of the periods shown, are included for rate calculation purposes.

(5) NPLs are included in the average balances.

(6) Excludes basis adjustments for fair value hedges.

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### Provision for Credit Losses

#### First Quarter 2017 compared to First Quarter 2016

The provision for credit losses totaled \$148 million for the first quarter of 2017, compared to \$184 million for the same period of the prior year.

Net charge-offs were \$148 million for the first quarter of 2017 and \$154 million for the first quarter of 2016. The earlier quarter included \$30 million of charge-offs related to a review of shared national credits in the energy lending portfolio. Net charge-offs were 0.42% of average loans and leases on an annualized basis for the first quarter of 2017, compared to 0.46% of average loans and leases for the same period in 2016.

### Noninterest Income

#### First Quarter 2017 compared to First Quarter 2016

Noninterest income for the first quarter of 2017 increased \$155 million compared to the earlier quarter. This increase was driven by higher insurance income, FDIC loss share income and other income. These increases were partially offset by a decline in securities gains compared to the earlier quarter.

Insurance income increased \$39 million, primarily the result of the Swett & Crawford acquisition.

FDIC loss share income improved \$60 million due to the termination of the loss sharing agreements during the third quarter of 2016.

Other income increased \$66 million, which includes an increase of \$49 million in income related to assets for certain post-employment benefits, which is primarily offset in personnel expense.

Service charges on deposits increased \$14 million due to higher volumes as a result of both organic growth and acquisitions.

Mortgage banking income increased \$12 million primarily resulting from gains on sales of both commercial and residential mortgages and higher margins on interest rate locks.

### Noninterest Expense

#### First Quarter 2017 compared to First Quarter 2016

Noninterest expense for the first quarter of 2017 was \$2.1 billion, an increase of \$557 million compared to the earlier quarter. This increase was driven by the previously mentioned loss on debt extinguishment, higher personnel expense, and smaller increases in other categories of expense due to the acquisitions of National Penn and Swett & Crawford.

Personnel expense increased \$96 million, driven by a \$50 million increase in salaries and incentives, which reflects a 1,635 increase in full-time equivalent employees primarily resulting from acquisitions. Additionally, other personnel expenses were higher \$46 million, which includes an increase of \$38 million for certain post-employment benefits, which is largely offset in other income.

Merger-related and restructuring charges increased \$13 million, primarily the result of the write-off of certain capitalized costs on software never placed in service and the writedown of real estate in connection with restructuring

activities, partially offset by lower merger-related expenses.

Other expense increased \$25 million primarily due to higher operating charge-offs, taxes and licenses, advertising and sundry other expenses partially due to the National Penn acquisition.

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## Provision for Income Taxes

## First Quarter 2017 compared to First Quarter 2016

The provision for income taxes was \$104 million for the first quarter of 2017, compared to \$246 million for the earlier quarter. This produced an effective tax rate for the first quarter of 2017 of 19.6%, compared to 30.1% for the earlier quarter. The current quarter tax provision includes the excess tax benefits from equity-based compensation plans and the tax benefits associated with using the marginal income tax rate for the loss on the early extinguishment of debt.

## Segment Results

See the "Operating Segments" Note in the "Notes to Consolidated Financial Statements" contained herein and BB&T's Annual Report on Form 10-K for the year ended December 31, 2016, for additional disclosures related to BB&T's reportable business segments. Fluctuations in noninterest income and noninterest expense incurred directly by the segments are more fully discussed in the "Noninterest Income" and "Noninterest Expense" sections above.

The financial information related to National Penn's operations was included in the Other, Treasury & Corporate segment from the date of acquisition until the systems conversion, which occurred during July 2016.

Table 2

## Net Income by Reportable Segment

|                               | Three<br>Months<br>Ended<br>March 31, |       |
|-------------------------------|---------------------------------------|-------|
| (Dollars in millions)         | 2017                                  | 2016  |
| Community Banking             | \$334                                 | \$302 |
| Residential Mortgage Banking  | 48                                    | 44    |
| Dealer Financial Services     | 29                                    | 42    |
| Specialized Lending           | 50                                    | 50    |
| Insurance Holdings            | 47                                    | 53    |
| Financial Services            | 91                                    | 21    |
| Other, Treasury and Corporate | (173 )                                | 58    |
| BB&T Corporation              | \$426                                 | \$570 |

## First Quarter 2017 compared to First Quarter 2016

## Community Banking

Community Banking net income was \$334 million for the first quarter of 2017, an increase of \$32 million compared to the earlier quarter. Segment net interest income increased \$73 million driven by loan and deposit growth from the acquisition of National Penn and higher funding spreads on deposits. Noninterest income increased \$25 million due to higher service charges on deposits and checkcard fees, which were partially driven by the National Penn acquisition.

The allocated provision for credit losses increased \$35 million primarily due to normalization of credit trends and loan growth. Noninterest expense increased \$13 million, driven by higher occupancy and equipment expense, personnel expense and operating charge-offs which were primarily attributable to the National Penn acquisition. Allocated corporate expense increased \$12 million compared to the earlier quarter largely due to the National Penn acquisition.

## Residential Mortgage Banking

Residential Mortgage Banking net income was \$48 million for the first quarter of 2017, an increase of \$4 million compared to the earlier quarter. Noninterest income increased slightly due to higher gains on sale of loans, which was partially offset by a decline in segment net interest income due to lower credit spreads on loans.

The allocated provision for credit losses decreased slightly due to a decline in loss estimates, partially offset by an increase in net charge-offs. Noninterest expense decreased slightly due to declines in loan processing expense, professional services and foreclosed property expense, partially offset by an increase in personnel expense. Allocated corporate expenses rose slightly due to increased investments in business initiatives and additional support area costs.

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### Dealer Financial Services

Dealer Financial Services net income was \$29 million for the first quarter of 2017, a decrease of \$13 million compared to the earlier quarter. Segment net interest income increased slightly due to higher average loan balances, partially offset by a decline in credit spreads on loans. The allocated provision for credit losses increased \$19 million primarily due to higher net charge-offs in the Regional Acceptance loan portfolio, driven by increases in loss severity. Noninterest expense increased slightly due to higher loan processing and servicing expense and personnel expense.

### Specialized Lending

Specialized Lending net income was \$50 million for the first quarter of 2017, flat compared to the earlier quarter. Noninterest income increased due to higher commercial mortgage banking income and operating lease income. Noninterest expense increased due to higher personnel expense and increased depreciation on property held under operating leases.

### Insurance Holdings

Insurance Holdings net income was \$47 million for the first quarter of 2017, a decrease of \$6 million compared to the earlier quarter. Noninterest income increased \$41 million, which primarily reflects the addition of Swett & Crawford, in addition to increased employee benefit and life insurance commissions, partially offset by lower performance-based commissions on the commercial property and casualty business. Noninterest expense increased \$43 million, primarily due to the Swett & Crawford acquisition, which led to higher personnel expense. Also, amortization of intangibles increased due to the acquisition of Swett & Crawford.

### Financial Services

Financial Services net income was \$91 million for the first quarter of 2017, an increase of \$70 million compared to the earlier quarter. Noninterest income increased \$17 million, primarily due to an improved credit valuation adjustment on client derivatives and increased trust and investment advisory fees, partially offset by a decline in investment banking income. Segment net interest income increased \$12 million, primarily driven by deposit growth and higher funding spreads on deposits for BB&T Wealth and loan growth for Corporate Banking. The allocated provision for credit losses decreased \$89 million. This change was driven by higher net charge-offs and increased reserves in the earlier quarter primarily related to energy lending exposures within the Corporate Banking loan portfolio.

### Other, Treasury & Corporate

Other, Treasury & Corporate generated a net loss of \$173 million in the first quarter of 2017, compared to net income of \$58 million in the earlier quarter. Noninterest income increased \$60 million, driven by a \$60 million improvement in FDIC loss share income as a result of terminating the loss share agreements in the third quarter of 2016. Also, income related to assets for certain post-employment benefits increased and the gain on sale of securities declined \$45 million due to gains recognized in the earlier quarter. Segment net interest income decreased \$11 million, primarily due to a decline in the net charge for funds and lower balances of purchased credit-impaired loans, partially offset by a decrease in long-term debt balances.

Noninterest expense increased \$485 million due to the previously mentioned loss on the early extinguishment of higher-cost FHLB advances and increased expense related to assets for certain post-employment benefits, merger related and restructuring charges, regulatory charges, information technology professional services and other expenses. Also, the segment allocated \$34 million of additional corporate expenses to other operating segments compared to the earlier quarter. The benefit for income taxes increased \$185 million due to a decline in pre-tax

income and \$35 million of excess tax benefits from equity-based compensation plans in the first quarter of 2017.

#### Analysis of Financial Condition

##### Investment Activities

The total securities portfolio was \$44.9 billion at March 31, 2017, compared to \$43.6 billion at December 31, 2016. As of March 31, 2017, the securities portfolio included \$26.7 billion of AFS securities (at fair value) and \$18.2 billion of HTM securities (at amortized cost).

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The effective duration of the securities portfolio was 4.8 years at March 31, 2017 and December 31, 2016. The duration of the securities portfolio excludes certain non-agency residential MBS that were acquired in the Colonial acquisition and other securities without a stated maturity with an outstanding balance that was immaterial at March 31, 2017.

See the "Securities" Note in the "Notes to Consolidated Financial Statements" herein for additional disclosures related to BB&T's evaluation of securities for OTTI.

## Lending Activities

Loans HFI totaled \$142.6 billion at March 31, 2017, compared to \$143.3 billion at December 31, 2016. Management continuously evaluates the composition of the loan portfolio taking into consideration the current and expected market conditions, interest rate environment and risk profiles to optimize profitability. Based upon this evaluation, management may decide to focus efforts on growing or decreasing exposures in certain portfolios through both organic changes and portfolio acquisitions or sales.

Sales finance loans were down \$702 million due to the continued effects of dealer pricing structure changes; this also reflects the continued runoff of the auto lease portfolio obtained in connection with the Susquehanna acquisition. Residential mortgage loans were down \$270 million due to continued targeted run-off of the portfolio. Other lending subsidiaries loans were up \$285 million primarily due to a portfolio purchase of near prime automobile loans executed late in the first quarter of 2017.

The following table presents the composition of average loans and leases:

Table 3

## Composition of Average Loans and Leases

| (Dollars in millions)              | For the Three Months Ended |            |            |            |            |
|------------------------------------|----------------------------|------------|------------|------------|------------|
|                                    | 3/31/2017                  | 12/31/2016 | 9/30/2016  | 6/30/2016  | 3/31/2016  |
| Commercial and industrial          | \$51,119                   | \$ 51,306  | \$ 51,508  | \$ 51,646  | \$48,013   |
| CRE-income producing properties    | 14,602                     | 14,566     | 14,667     | 14,786     | 13,490     |
| CRE-construction and development   | 3,844                      | 3,874      | 3,802      | 3,669      | 3,619      |
| Dealer floor plan                  | 1,427                      | 1,367      | 1,268      | 1,305      | 1,239      |
| Direct retail lending              | 12,014                     | 12,046     | 11,994     | 12,031     | 11,107     |
| Sales finance                      | 10,896                     | 10,599     | 9,339      | 9,670      | 10,049     |
| Revolving credit                   | 2,607                      | 2,608      | 2,537      | 2,477      | 2,463      |
| Residential mortgage               | 29,701                     | 30,044     | 30,357     | 30,471     | 29,864     |
| Other lending subsidiaries         | 14,919                     | 14,955     | 14,742     | 13,961     | 13,439     |
| PCI                                | 883                        | 974        | 1,052      | 1,130      | 1,098      |
| Total average loans and leases HFI | \$ 142,012                 | \$ 142,339 | \$ 141,266 | \$ 141,146 | \$ 134,381 |

Average loans held for investment for the first quarter of 2017 were \$142.0 billion, down \$327 million compared to the fourth quarter of 2016.

Excluding continued runoff of residential mortgage and PCI loans, average loans held for investment were up \$107 million compared to the prior quarter.

Average sales finance loans increased \$297 million, primarily due to a \$1.9 billion portfolio acquisition in the fourth quarter. This increase was partially offset by the continued effects of dealer pricing structure changes; this also reflects the continued runoff of the auto lease portfolio obtained in connection with the Susquehanna acquisition.

#### Asset Quality

NPAs totaled \$801 million at March 31, 2017, compared to \$813 million at December 31, 2016. The decrease was driven by a \$19 million decline in nonperforming commercial and industrial loans. NPLs represented 0.51% of loans and leases held for investment, flat compared to December 31, 2016.

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The following table presents activity related to NPAs. Foreclosed real estate acquired from the FDIC is excluded for periods prior to the loss share termination:

Table 4

## Rollforward of NPAs

|                                                                        | Three<br>Months<br>Ended<br>March 31, |        |
|------------------------------------------------------------------------|---------------------------------------|--------|
| (Dollars in millions)                                                  | 2017                                  | 2016   |
| Beginning balance                                                      | \$813                                 | \$686  |
| New NPAs                                                               | 387                                   | 595    |
| Advances and principal increases                                       | 65                                    | 28     |
| Disposals of foreclosed assets (1)                                     | (128 )                                | (131 ) |
| Disposals of NPLs (2)                                                  | (74 )                                 | (45 )  |
| Charge-offs and losses                                                 | (71 )                                 | (105 ) |
| Payments                                                               | (147 )                                | (113 ) |
| Transfers to performing status                                         | (43 )                                 | (35 )  |
| Foreclosed real estate, included as a result of loss share termination | —                                     | —      |
| Other, net                                                             | (1 )                                  | —      |
| Ending balance                                                         | \$801                                 | \$880  |

(1) Includes charge-offs and losses recorded upon sale of \$61 million and \$50 million for the three months ended March 31, 2017 and 2016, respectively.

(2) Includes charge-offs and losses recorded upon sale of \$11 million and \$3 million for the three months ended March 31, 2017 and 2016, respectively.

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The following tables summarize asset quality information for the past five quarters:

Table 5

## Asset Quality

| (Dollars in millions)                                       | Three Months Ended |            |           |           |           |
|-------------------------------------------------------------|--------------------|------------|-----------|-----------|-----------|
|                                                             | 3/31/2017          | 12/31/2016 | 9/30/2016 | 6/30/2016 | 3/31/2016 |
| NPAs (1)                                                    |                    |            |           |           |           |
| NPLs:                                                       |                    |            |           |           |           |
| Commercial and industrial                                   | \$344              | \$ 363     | \$ 413    | \$ 452    | \$ 442    |
| CRE-income producing properties                             | 43                 | 40         | 38        | 36        | 48        |
| CRE-construction and development                            | 17                 | 17         | 12        | 14        | 11        |
| Dealer floor plan                                           | 7                  | —          | —         | —         | —         |
| Direct retail lending                                       | 66                 | 63         | 55        | 52        | 51        |
| Sales finance                                               | 6                  | 6          | 6         | 5         | 7         |
| Residential mortgage-nonguaranteed                          | 167                | 172        | 167       | 171       | 163       |
| Residential mortgage-government guaranteed                  | 5                  | —          | —         | 1         | —         |
| Other lending subsidiaries                                  | 68                 | 75         | 66        | 62        | 64        |
| Total nonaccrual loans and leases HFI (1)(2)                | 723                | 736        | 757       | 793       | 786       |
| Foreclosed real estate                                      | 49                 | 50         | 58        | 70        | 89        |
| Other foreclosed property                                   | 29                 | 27         | 28        | 23        | 28        |
| Total nonperforming assets (1)(2)                           | \$801              | \$ 813     | \$ 843    | \$ 886    | \$ 903    |
| Performing TDRs (3)                                         |                    |            |           |           |           |
| Commercial and industrial                                   | \$48               | \$ 55      | \$ 46     | \$ 39     | \$ 52     |
| CRE-income producing properties                             | 14                 | 16         | 14        | 16        | 18        |
| CRE-construction and development                            | 11                 | 9          | 8         | 10        | 13        |
| Direct retail lending                                       | 65                 | 67         | 69        | 69        | 70        |
| Sales finance                                               | 15                 | 16         | 16        | 16        | 17        |
| Revolving credit                                            | 29                 | 29         | 30        | 31        | 32        |
| Residential mortgage-nonguaranteed                          | 327                | 332        | 287       | 276       | 281       |
| Residential mortgage-government guaranteed (4)              | 412                | 420        | 393       | 348       | 317       |
| Other lending subsidiaries                                  | 232                | 226        | 209       | 198       | 181       |
| Total performing TDRs (3)(4)                                | \$1,153            | \$ 1,170   | \$ 1,072  | \$ 1,003  | \$ 981    |
| Loans 90 days or more past due and still accruing           |                    |            |           |           |           |
| Direct retail lending                                       | \$7                | \$ 6       | \$ 7      | \$ 5      | \$ 6      |
| Sales finance                                               | 5                  | 6          | 4         | 4         | 4         |
| Revolving credit                                            | 10                 | 12         | 9         | 8         | 10        |
| Residential mortgage-nonguaranteed                          | 64                 | 79         | 66        | 56        | 55        |
| Residential mortgage-government guaranteed (5)              | 374                | 443        | 414       | 415       | 434       |
| PCI                                                         | 82                 | 90         | 92        | 122       | 100       |
| Total loans 90 days or more past due and still accruing (5) | \$542              | \$ 636     | \$ 592    | \$ 610    | \$ 609    |
| Loans 30-89 days past due                                   |                    |            |           |           |           |
| Commercial and industrial                                   | \$22               | \$ 27      | \$ 34     | \$ 20     | \$ 27     |
| CRE-income producing properties                             | 11                 | 6          | 3         | 8         | 7         |
| CRE-construction and development                            | 1                  | 2          | 2         | 2         | 6         |
| Direct retail lending                                       | 55                 | 60         | 62        | 53        | 48        |
| Sales finance                                               | 51                 | 76         | 60        | 61        | 53        |

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|                                                |       |          |        |        |        |
|------------------------------------------------|-------|----------|--------|--------|--------|
| Revolving credit                               | 20    | 23       | 20     | 19     | 18     |
| Residential mortgage-nonguaranteed             | 272   | 393      | 354    | 361    | 350    |
| Residential mortgage-government guaranteed (6) | 129   | 132      | 112    | 81     | 66     |
| Other lending subsidiaries                     | 215   | 322      | 288    | 261    | 207    |
| PCI                                            | 29    | 36       | 45     | 48     | 43     |
| Total loans 30-89 days past due (6)            | \$805 | \$ 1,077 | \$ 980 | \$ 914 | \$ 825 |

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Excludes loans held for sale.

(1) PCI loans are accounted for using the accretion method.

Sales of nonperforming loans totaled approximately \$74 million, \$130 million, \$63 million, \$64 million and \$45

(2) million for the quarter ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

Excludes TDRs that are nonperforming totaling \$214 million, \$183 million, \$134 million, \$146 million and \$172

(3) million at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively. These amounts are included in total NPAs.

(4) During the second quarter of 2016, BBT began repurchasing government guaranteed GNMA mortgage loans, including certain loans that were considered TDRs.

Includes government guaranteed GNMA mortgage loans that BB&T has the right but not the obligation to

(5) repurchase that are 90 days or more past due totaling \$29 million, \$48 million, \$46 million, \$49 million and \$323 million at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

Includes government guaranteed GNMA mortgage loans that BB&T has the right but not the obligation to

(6) repurchase that are past due 30-89 days totaling \$2 million, \$3 million, \$2 million, \$2 million and \$2 million at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

Table 6

## Asset Quality Ratios

As of / For the Three Months Ended  
3/31/2017 12/31/2016 9/30/2016 6/30/2016 3/31/2016

## Asset Quality Ratios:

|                                                                                           |       |   |       |   |       |   |       |   |       |   |
|-------------------------------------------------------------------------------------------|-------|---|-------|---|-------|---|-------|---|-------|---|
| Loans 30-89 days past due and still accruing as a percentage of loans and leases HFI      | 0.56  | % | 0.75  | % | 0.69  | % | 0.64  | % | 0.61  | % |
| Loans 90 days or more past due and still accruing as a percentage of loans and leases HFI | 0.38  |   | 0.44  |   | 0.42  |   | 0.43  |   | 0.45  |   |
| NPLs as a percentage of loans and leases HFI                                              | 0.51  |   | 0.51  |   | 0.53  |   | 0.56  |   | 0.58  |   |
| NPAs as a percentage of:                                                                  |       |   |       |   |       |   |       |   |       |   |
| Total assets                                                                              | 0.36  |   | 0.37  |   | 0.38  |   | 0.40  |   | 0.42  |   |
| Loans and leases HFI plus foreclosed property                                             | 0.56  |   | 0.57  |   | 0.59  |   | 0.62  |   | 0.67  |   |
| Net charge-offs as a percentage of average loans and leases HFI                           | 0.42  |   | 0.42  |   | 0.37  |   | 0.28  |   | 0.46  |   |
| ALLL as a percentage of loans and leases HFI                                              | 1.04  |   | 1.04  |   | 1.06  |   | 1.06  |   | 1.10  |   |
| Ratio of ALLL to:                                                                         |       |   |       |   |       |   |       |   |       |   |
| Net charge-offs                                                                           | 2.49x |   | 2.47x |   | 2.91x |   | 3.88x |   | 2.40x |   |
| NPLs                                                                                      | 2.05x |   | 2.03x |   | 2.00x |   | 1.90x |   | 1.89x |   |

## Asset Quality Ratios (Excluding Government Guaranteed and PCI): (1)

|                                                                                           |      |   |      |   |      |   |      |   |      |   |
|-------------------------------------------------------------------------------------------|------|---|------|---|------|---|------|---|------|---|
| Loans 90 days or more past due and still accruing as a percentage of loans and leases HFI | 0.06 | % | 0.07 | % | 0.06 | % | 0.05 | % | 0.06 | % |
|-------------------------------------------------------------------------------------------|------|---|------|---|------|---|------|---|------|---|

Applicable ratios are annualized.

These asset quality ratios have been adjusted to remove the impact of government guaranteed mortgage loans and PCI. Appropriate adjustments to the numerator and denominator have been reflected in the calculation of these

(1) ratios. Management believes the inclusion of such assets in these asset quality ratios results in distortion of these ratios such that they might not be reflective of asset collectibility or might not be comparable to other periods presented or to other portfolios that were not impacted by purchase accounting.

Loans 30-89 days past due and still accruing totaled \$805 million at March 31, 2017, down \$272 million compared to the prior quarter. This decrease was primarily driven by seasonality in retail portfolios.

Loans 90 days or more past due and still accruing totaled \$542 million at March 31, 2017, down \$94 million compared to the prior quarter, primarily due to a decrease in residential mortgage loans. The ratio of loans 90 days or more past due and still accruing as a percentage of loans and leases was 0.38% at March 31, 2017, compared to 0.44% for the prior quarter. Excluding government guaranteed and PCI loans, the ratio of loans 90 days or more past due and still accruing as a percentage of loans and leases was 0.06% at March 31, 2017, a decrease of one basis point compared to the prior quarter.

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Problem loans include loans on nonaccrual status or loans that are 90 days or more past due and still accruing as disclosed in Table 5. In addition, for the commercial portfolio segment, loans that are rated special mention or substandard performing are closely monitored by management as potential problem loans. Refer to the "Loans and ACL" Note in the "Notes to Consolidated Financial Statements" herein for additional disclosures related to these potential problem loans.

Certain residential mortgage loans have an initial period where the borrower is only required to pay the periodic interest. After the interest-only period, the loan will require the payment of both interest and principal over the remaining term. At March 31, 2017, approximately 2.4% of the outstanding balances of residential mortgage loans were in the interest-only phase, compared to 2.6% at December 31, 2016. Approximately 95.6% of the interest-only balances will begin amortizing within the next three years. Approximately 1.4% of interest-only loans are 30 days or more past due and still accruing and 0.8% are on nonaccrual status.

Home equity lines, which are a component of the direct retail portfolio, generally require interest-only payments during the first 15 years after origination. After this initial period, the outstanding balance begins amortizing and requires the payment of both interest and principal. At March 31, 2017, the direct retail lending portfolio includes \$8.6 billion of variable rate home equity lines and \$952 million of variable rate other lines of credit. Approximately \$6.4 billion of the variable rate home equity lines is currently in the interest-only phase and approximately 7.7% of these balances will begin amortizing within the next three years. Approximately \$804 million of the outstanding balance of variable rate other lines of credit is in the interest-only phase and 21.7% of these balances will begin amortizing within the next three years. Variable rate home equity lines and other lines of credit typically reset on a monthly basis.

TDRs occur when a borrower is experiencing, or is expected to experience, financial difficulties in the near-term and a concession has been granted to the borrower. As a result, BB&T will work with the borrower to prevent further difficulties and ultimately improve the likelihood of recovery on the loan. To facilitate this process, a concessionary modification that would not otherwise be considered may be granted, resulting in classification of the loan as a TDR. Refer to the "Summary of Significant Accounting Policies" Note in the "Notes to Consolidated Financial Statements" in the Annual Report on Form 10-K for the year ended December 31, 2016 for additional policy information regarding TDRs.

Performing TDRs totaled \$1.2 billion at March 31, 2017, a decrease of \$17 million compared to December 31, 2016. This decrease was primarily due to a \$13 million decrease in residential mortgage loan TDRs.

The following table provides a summary of HFI performing TDR activity:

Table 7

## Rollforward of Performing TDRs

|                                      | Three Months<br>Ended<br>March 31, |       |
|--------------------------------------|------------------------------------|-------|
| (Dollars in millions)                | 2017                               | 2016  |
| Beginning balance                    | \$1,170                            | \$982 |
| Inflows                              | 163                                | 103   |
| Payments and payoffs                 | (60)                               | (32)  |
| Charge-offs                          | (15)                               | (10)  |
| Transfers to nonperforming TDRs, net | (24)                               | (20)  |
| Removal due to the passage of time   | (33)                               | (17)  |
| Non-concessionary re-modifications   | —                                  | —     |
| Sold and transferred to LHFS         | (48)                               | (25)  |

|                |         |       |
|----------------|---------|-------|
| Ending balance | \$1,153 | \$981 |
|----------------|---------|-------|

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The following table provides further details regarding the payment status of TDRs outstanding at March 31, 2017:

Table 8

## Payment Status of TDRs

| (Dollars in millions)                      | March 31, 2017 |        | Past Due       |            |   | Past Due        |      | Total   |
|--------------------------------------------|----------------|--------|----------------|------------|---|-----------------|------|---------|
|                                            |                |        | Current Status | 30-89 Days |   | 90 Days Or More |      |         |
| Performing TDRs (1):                       |                |        |                |            |   |                 |      |         |
| Commercial and industrial                  | \$48           | 100.0% | \$—            | —          | % | \$—             | —    | % \$48  |
| CRE—income producing properties            | 14             | 100.0  | —              | —          |   | —               | —    | 14      |
| CRE—construction and development           | 11             | 100.0  | —              | —          |   | —               | —    | 11      |
| Direct retail lending                      | 63             | 96.9   | 2              | 3.1        |   | —               | —    | 65      |
| Sales finance                              | 14             | 93.3   | 1              | 6.7        |   | —               | —    | 15      |
| Revolving credit                           | 25             | 86.2   | 3              | 10.3       |   | 1               | 3.5  | 29      |
| Residential mortgage—nonguaranteed         | 270            | 82.5   | 44             | 13.5       |   | 13              | 4.0  | 327     |
| Residential mortgage—government guaranteed | 82             | 44.2   | 67             | 16.3       |   | 163             | 39.5 | 412     |
| Other lending subsidiaries                 | 202            | 87.1   | 30             | 12.9       |   | —               | —    | 232     |
| Total performing TDRs                      | 829            | 71.9   | 147            | 12.7       |   | 177             | 15.4 | 1,153   |
| Nonperforming TDRs (2)                     | 124            | 57.9   | 23             | 10.8       |   | 67              | 31.3 | 214     |
| Total TDRs                                 | \$953          | 69.7   | \$170          | 12.4       |   | \$244           | 17.9 | \$1,367 |

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

(2) Nonperforming TDRs are included in NPL disclosures.

## Allowance for Credit Losses

The ACL, which consists of the ALLL and the RUFC, totaled \$1.6 billion at March 31, 2017, flat compared to December 31, 2016.

The ALLL, excluding PCI, was \$1.4 billion, down \$4 million compared to December 31, 2016. The allowance for PCI loans was \$46 million, up \$2 million compared to December 31, 2016. As of March 31, 2017, the total allowance for loan and lease losses was 1.04% of loans and leases held for investment, compared to 1.04% at December 31, 2016. These amounts include acquired loans, which did not receive an ALLL at the acquisition date.

The ALLL was 2.05 times NPLs held for investment, compared to 2.03 times at December 31, 2016. At March 31, 2017, the ALLL was 2.49 times annualized quarterly net charge-offs, compared to 2.47 times at December 31, 2016.

Net charge-offs during the first quarter of 2017 totaled \$148 million, or 0.42% of average loans and leases, compared to \$154 million, or 0.46% of average loans and leases for the first quarter of 2016. The earlier quarter included \$30 million of charge-offs related to the energy lending portfolio.

Charge-offs related to PCI loans represent realized losses in certain acquired loan pools that exceed the amounts originally estimated at the acquisition date. This impairment was provided for in prior quarters and therefore the charge-offs have no impact on the Consolidated Statements of Income.

Refer to the "Loans and ACL" Note in the "Notes to Consolidated Financial Statements" for additional disclosures.



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The following table presents an allocation of the ALLL at March 31, 2017 and December 31, 2016. This allocation of the ALLL is calculated on an approximate basis and is not necessarily indicative of future losses or allocations. The entire amount of the allowance is available to absorb losses occurring in any category of loans and leases.

Table 9  
Allocation of ALLL by Category

| (Dollars in millions)                      | March 31, 2017 |                  | December 31, 2016 |                  |
|--------------------------------------------|----------------|------------------|-------------------|------------------|
|                                            | % Loans        |                  | % Loans           |                  |
|                                            | Amount         | in each category | Amount            | in each category |
| Commercial and industrial                  | \$490          | 36.2 %           | \$ 500            | 36.1 %           |
| CRE-income producing properties            | 116            | 10.4             | 117               | 10.1             |
| CRE-construction and development           | 22             | 2.7              | 25                | 2.7              |
| Dealer floor plan                          | 11             | 1.0              | 11                | 1.0              |
| Direct retail lending                      | 102            | 8.4              | 103               | 8.4              |
| Sales finance                              | 42             | 7.4              | 38                | 7.9              |
| Revolving credit                           | 103            | 1.8              | 106               | 1.9              |
| Residential mortgage-nonguaranteed         | 182            | 20.1             | 186               | 20.2             |
| Residential mortgage-government guaranteed | 41             | 0.7              | 41                | 0.6              |
| Other lending subsidiaries                 | 332            | 10.7             | 318               | 10.5             |
| PCI                                        | 46             | 0.6              | 44                | 0.6              |
| Total ALLL                                 | 1,487          | 100.0 %          | 1,489             | 100.0 %          |
| RUFC                                       | 112            |                  | 110               |                  |
| Total ACL                                  | \$1,599        |                  | \$ 1,599          |                  |

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Activity related to the ACL is presented in the following table:

Table 10

## Analysis of ACL

|                                             | Three Months Ended |            |           |           |           |
|---------------------------------------------|--------------------|------------|-----------|-----------|-----------|
| (Dollars in millions)                       | 3/31/2017          | 12/31/2016 | 9/30/2016 | 6/30/2016 | 3/31/2016 |
| Beginning balance                           | \$ 1,599           | \$ 1,621   | \$ 1,603  | \$ 1,580  | \$ 1,550  |
| Provision for credit losses (excluding PCI) | 146                | 133        | 150       | 109       | 182       |
| Provision (benefit) for PCI loans           | 2                  | (4         | ) (2      | ) 2       | 2         |
| Charge-offs:                                |                    |            |           |           |           |
| Commercial and industrial                   | (29                | ) (23      | ) (23     | ) (26     | ) (56     |
| CRE-income producing properties             | (1                 | ) (1       | ) (5      | ) —       | (2        |
| CRE-construction and development            | —                  | —          | (1        | ) —       | —         |
| Direct retail lending                       | (14                | ) (16      | ) (12     | ) (12     | ) (13     |
| Sales finance                               | (9                 | ) (8       | ) (7      | ) (6      | ) (8      |
| Revolving credit                            | (21                | ) (16      | ) (18     | ) (16     | ) (19     |
| Residential mortgage-nonguaranteed          | (11                | ) (9       | ) (11     | ) (8      | ) (7      |
| Residential mortgage-government guaranteed  | (1                 | ) (1       | ) (2      | ) (1      | ) (1      |
| Other lending subsidiaries                  | (103               | ) (102     | ) (91     | ) (73     | ) (92     |
| PCI                                         | —                  | (15        | ) —       | —         | —         |
| Total charge-offs                           | (189               | ) (191     | ) (170    | ) (142    | ) (198    |
| Recoveries:                                 |                    |            |           |           |           |
| Commercial and industrial                   | 6                  | 10         | 6         | 12        | 12        |
| CRE-income producing properties             | 4                  | 1          | 3         | 1         | 3         |
| CRE-construction and development            | 2                  | 2          | 3         | 5         | 1         |
| Direct retail lending                       | 6                  | 6          | 7         | 6         | 7         |
| Sales finance                               | 4                  | 3          | 3         | 3         | 3         |
| Revolving credit                            | 5                  | 5          | 5         | 5         | 5         |
| Residential mortgage-nonguaranteed          | —                  | —          | 1         | 1         | 1         |
| Other lending subsidiaries                  | 14                 | 13         | 12        | 12        | 12        |
| Total recoveries                            | 41                 | 40         | 40        | 45        | 44        |
| Net charge-offs                             | (148               | ) (151     | ) (130    | ) (97     | ) (154    |
| Other                                       | —                  | —          | —         | 9         | —         |
| Ending balance                              | \$ 1,599           | \$ 1,599   | \$ 1,621  | \$ 1,603  | \$ 1,580  |
| ALLL (excluding PCI)                        | \$ 1,441           | \$ 1,445   | \$ 1,448  | \$ 1,442  | \$ 1,425  |
| ALLL for PCI loans                          | 46                 | 44         | 63        | 65        | 63        |
| RUFC                                        | 112                | 110        | 110       | 96        | 92        |
| Total ACL                                   | \$ 1,599           | \$ 1,599   | \$ 1,621  | \$ 1,603  | \$ 1,580  |

## Deposits

Deposits totaled \$161.3 billion at March 31, 2017, an increase of \$1.1 billion from December 31, 2016.

Noninterest-bearing deposits increased \$2.6 billion, partially offset by interest checking and time deposits, which decreased \$791 million and \$652 million, respectively.



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The following table presents the composition of average deposits for the last five quarters:

Table 11

## Composition of Average Deposits

| (Dollars in millions)                      | For the Three Months Ended |            |            |            |            |
|--------------------------------------------|----------------------------|------------|------------|------------|------------|
|                                            | 3/31/2017                  | 12/31/2016 | 9/30/2016  | 6/30/2016  | 3/31/2016  |
| Noninterest-bearing deposits               | \$51,095                   | \$ 51,421  | \$ 50,559  | \$48,801   | \$46,203   |
| Interest checking                          | 29,578                     | 28,634     | 27,754     | 28,376     | 25,604     |
| Money market and savings                   | 64,857                     | 63,884     | 64,335     | 63,195     | 60,424     |
| Time deposits                              | 14,924                     | 15,693     | 15,818     | 18,101     | 16,884     |
| Foreign office deposits - interest-bearing | 929                        | 486        | 1,037      | 1,865      | 752        |
| Total average deposits                     | \$161,383                  | \$ 160,118 | \$ 159,503 | \$ 160,338 | \$ 149,867 |

Average deposits for the first quarter were \$161.4 billion, an increase of \$1.3 billion compared to the prior quarter.

Average noninterest-bearing deposits decreased \$326 million, primarily due to seasonal decreases in commercial balances partially offset by increases in personal balances and public funds.

Interest checking increased \$944 million, primarily due to increases in personal balances and public funds.

Money market and savings increased \$973 million primarily due to commercial balances.

Average time deposits decreased \$769 million due to decreases in personal balances, IRAs and commercial balances.

Average foreign office deposits increased \$443 million due to higher overall funding needs.

Noninterest-bearing deposits represented 31.7 percent of total average deposits for the first quarter, compared to 32.1 percent for the prior quarter and 30.8 percent a year ago. The cost of interest-bearing deposits was 0.26 percent for the first quarter, up four basis points compared to the prior quarter.

**Borrowings**

At March 31, 2017, short-term borrowings totaled \$2.0 billion, an increase of \$613 million compared to December 31, 2016. Short-term borrowings fluctuate based on the Company's funding needs. Long-term debt totaled \$21.6 billion at March 31, 2017, a decrease of \$330 million compared to December 31, 2016. The decrease reflects the early extinguishment of \$2.9 billion of FHLB advances and other repayments totaling \$1.4 billion. During the first quarter, BB&T issued \$1.3 billion of senior medium term notes and Branch Bank issued \$2.6 billion of senior bank notes.

**Shareholders' Equity**

Total shareholders' equity at March 31, 2017 was \$30.0 billion, compared to \$29.9 billion at December 31, 2016. Significant increases include net income of \$426 million and \$86 million pursuant to activity in equity-based compensation plans, partially offset by \$160 million of share repurchases and common and preferred dividends totaling \$286 million. BB&T's book value per common share at March 31, 2017 was \$33.19, compared to \$33.14 at December 31, 2016.

**Merger-Related and Restructuring Activities**

In conjunction with the consummation of an acquisition and completion of other requirements, BB&T typically accrues certain merger-related and restructuring expenses, which may include estimated severance and other personnel-related costs, costs to terminate lease contracts, costs related to the disposal of duplicate facilities and equipment, costs to terminate data processing contracts and other costs associated with the acquisition or restructuring activity. Merger-related and restructuring accruals are re-evaluated periodically and adjusted as necessary. The remaining accruals at March 31, 2017 are expected to be utilized within one year, unless they relate to specific contracts that expire later. The following table presents a summary of BB&T's merger and restructuring accrual activity:

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Table 12

## Merger-Related and Restructuring Accrual Rollforward

| (Dollars in millions)                | Three Months Ended<br>March 31, 2017 |                     |          |                   |
|--------------------------------------|--------------------------------------|---------------------|----------|-------------------|
|                                      | Beginning<br>Balance                 | Expense<br>Utilized |          | Ending<br>Balance |
| Severance and personnel-related      | \$25                                 | \$ 4                | \$ (9 )  | \$ 20             |
| Occupancy and equipment              | 21                                   | 9                   | (13 )    | 17                |
| Professional services                | 1                                    | 1                   | (2 )     | —                 |
| Systems conversion and related costs | 1                                    | 20                  | (20 )    | 1                 |
| Other adjustments                    | 1                                    | 2                   | (2 )     | 1                 |
| Total                                | \$49                                 | \$ 36               | \$ (46 ) | \$ 39             |

## Critical Accounting Policies

The accounting and reporting policies of BB&T are in accordance with GAAP and conform to the accounting and reporting guidelines prescribed by bank regulatory authorities. BB&T's financial position and results of operations are affected by management's application of accounting policies, including estimates, assumptions and judgments made to arrive at the carrying value of assets and liabilities and amounts reported for revenues and expenses. Different assumptions in the application of these policies could result in material changes in the consolidated financial position and/or consolidated results of operations and related disclosures. The more critical accounting and reporting policies include accounting for the ACL, determining fair value of financial instruments, intangible assets, costs and benefit obligations associated with pension and postretirement benefit plans, and income taxes. Understanding BB&T's accounting policies is fundamental to understanding the consolidated financial position and consolidated results of operations. Accordingly, the critical accounting policies are discussed in detail in "Management's Discussion and Analysis of Financial Condition and Results of Operations" in BB&T's Annual Report on Form 10-K for the year ended December 31, 2016. Significant accounting policies and changes in accounting principles and effects of new accounting pronouncements are discussed in detail in the "Basis of Presentation" Note in the "Notes to Consolidated Financial Statements" in BB&T's Annual Report on Form 10-K for the year ended December 31, 2016. Additional disclosures regarding the effects of new accounting pronouncements are included in the "Basis of Presentation" Note included herein. There have been no other changes to the significant accounting policies during 2017.

## Risk Management

BB&T has a strong and consistent risk culture, based on established risk values, which promotes predictable and consistent performance within an environment of open communication and effective challenge. The strong culture influences all associates in the organization daily and helps them evaluate whether risks are acceptable or unacceptable while making decisions that balance quality, profitability and growth appropriately. BB&T's effective risk management framework establishes an environment which enables it to achieve superior performance relative to peers, ensures that BB&T is viewed among the safest of banks and assures the operational freedom to act on opportunities.

BB&T ensures that there is an appropriate return for the amount of risk taken, and that the expected return is in line with its strategic objectives and business plan. Risk-taking activities are evaluated and prioritized to identify those that present attractive risk-adjusted returns while preserving asset value. BB&T only undertakes risks that are understood and can be managed effectively. By managing risk well, BB&T ensures sufficient capital is available to maintain and grow core business operations in a safe and sound manner.

Regardless of financial gain or loss to the Company, associates are held accountable if they do not follow the established risk management policies and procedures. Compensation decisions take into account an associate's adherence to, and successful implementation of, BB&T's risk values. The compensation structure supports the Company's core values and sound risk management practices in an effort to promote judicious risk-taking behavior.

BB&T's risk culture encourages transparency and open dialogue between all levels in the performance of organizational functions, such as the development, marketing and implementation of a product or service.

The principal types of inherent risk include compliance, credit, liquidity, market, operational, reputation and strategic risks. Refer to BB&T's Annual Report on Form 10-K for the year ended December 31, 2016 for disclosures related to each of these risks under the section titled "Risk Management."

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### Market Risk Management

The effective management of market risk is essential to achieving BB&T's strategic financial objectives. As a financial institution, BB&T's most significant market risk exposure is interest rate risk in its balance sheet; however, market risk also includes product liquidity risk, price risk and volatility risk in BB&T's BUs. The primary objectives of market risk management are to minimize any adverse effect that changes in market risk factors may have on net interest income, net income and capital and to offset the risk of price changes for certain assets recorded at fair value. At BB&T, market risk management also includes the enterprise-wide IPV function.

### Interest Rate Market Risk (Other than Trading)

BB&T actively manages market risk associated with asset and liability portfolios with a focus on the strategic pricing of asset and liability accounts and management of appropriate maturity mixes of assets and liabilities. The goal of these activities is the development of appropriate maturity and repricing opportunities in BB&T's portfolios of assets and liabilities that will produce reasonably consistent net interest income during periods of changing interest rates. These portfolios are analyzed for proper fixed-rate and variable-rate mixes under various interest rate scenarios.

The asset/liability management process is designed to achieve relatively stable NIM and assure liquidity by coordinating the volumes, maturities or repricing opportunities of earning assets, deposits and borrowed funds. Among other things, this process gives consideration to prepayment trends related to securities, loans and leases and certain deposits that have no stated maturity. Prepayment assumptions are developed using a combination of market data and internal historical prepayment experience for residential mortgage-related loans and securities, and internal historical prepayment experience for client deposits with no stated maturity and loans that are not residential mortgage related. These assumptions are subject to monthly review and adjustment, and are modified as deemed necessary to reflect changes in interest rates relative to the reference rate of the underlying assets or liabilities. On a monthly basis, BB&T evaluates the accuracy of its Simulation model, which includes an evaluation of its prepayment assumptions, to ensure that all significant assumptions inherent in the model appropriately reflect changes in the interest rate environment and related trends in prepayment activity. It is the responsibility of the MRLCC to determine and achieve the most appropriate volume and mix of earning assets and interest-bearing liabilities, as well as to ensure an adequate level of liquidity and capital, within the context of corporate performance goals. The MRLCC also sets policy guidelines and establishes long-term strategies with respect to interest rate risk exposure and liquidity. The MRLCC meets regularly to review BB&T's interest rate risk and liquidity positions in relation to present and prospective market and business conditions, and adopts funding and balance sheet management strategies that are intended to ensure that the potential impacts on earnings and liquidity as a result of fluctuations in interest rates are within acceptable tolerance guidelines.

BB&T uses derivatives primarily to manage economic risk related to securities, commercial loans, MSRs and mortgage banking operations, long-term debt and other funding sources. BB&T also uses derivatives to facilitate transactions on behalf of its clients. As of March 31, 2017, BB&T had derivative financial instruments outstanding with notional amounts totaling \$76.2 billion, with a net fair value loss of \$230 million. See the "Derivative Financial Instruments" Note in the "Notes to Consolidated Financial Statements" herein for additional disclosures.

The majority of BB&T's assets and liabilities are monetary in nature and, therefore, differ greatly from most commercial and industrial companies that have significant investments in fixed assets or inventories. Fluctuations in interest rates and actions of the FRB to regulate the availability and cost of credit have a greater effect on a financial institution's profitability than do the effects of higher costs for goods and services. Through its balance sheet management function, which is monitored by the MRLCC, management believes that BB&T is positioned to respond to changing needs for liquidity, changes in interest rates and inflationary trends.



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Management uses the Simulation to measure the sensitivity of projected earnings to changes in interest rates. The Simulation projects net interest income and interest rate risk for a rolling two-year period of time. The Simulation takes into account the current contractual agreements that BB&T has made with its customers on deposits, borrowings, loans, investments and commitments to enter into those transactions. Furthermore, the Simulation considers the impact of expected customer behavior. Management monitors BB&T's interest sensitivity by means of a model that incorporates the current volumes, average rates earned and paid, and scheduled maturities and payments of asset and liability portfolios, together with multiple scenarios that include projected prepayments, repricing opportunities and anticipated volume growth. Using this information, the model projects earnings based on projected portfolio balances under multiple interest rate scenarios. This level of detail is needed to simulate the effect that changes in interest rates and portfolio balances may have on the earnings of BB&T. This method is subject to the accuracy of the assumptions that underlie the process, but management believes that it provides a better illustration of the sensitivity of earnings to changes in interest rates than other analyses such as static or dynamic gap. In addition to the Simulation, BB&T uses EVE analysis to focus on projected changes in assets and liabilities given potential changes in interest rates. This measure also allows BB&T to analyze interest rate risk that falls outside the analysis window contained in the Simulation. The EVE model is a discounted cash flow of the portfolio of assets, liabilities, and derivative instruments. The difference in the present value of assets minus the present value of liabilities is defined as the economic value of equity.

The asset/liability management process requires a number of key assumptions. Management determines the most likely outlook for the economy and interest rates by analyzing external factors, including published economic projections and data, the effects of likely monetary and fiscal policies, as well as any enacted or prospective regulatory changes. BB&T's current and prospective liquidity position, current balance sheet volumes and projected growth, accessibility of funds for short-term needs and capital maintenance are also considered. This data is combined with various interest rate scenarios to provide management with the information necessary to analyze interest sensitivity and to aid in the development of strategies to reach performance goals.

The following table shows the effect that the indicated changes in interest rates would have on net interest income as projected for the next twelve months assuming a gradual change in interest rates as described below. Key assumptions in the preparation of the table include prepayment speeds of mortgage-related and other assets, cash flows and maturities of derivative financial instruments, loan volumes and pricing, deposit sensitivity, customer preferences and capital plans. The resulting change in net interest income reflects the level of interest rate sensitivity that income has in relation to the investment, loan and deposit portfolios.

Table 13

## Interest Sensitivity Simulation Analysis

| Interest Rate Scenario      | Prime Rate |        | Annualized Hypothetical Percentage Change in Net Interest Income |        |   |   |
|-----------------------------|------------|--------|------------------------------------------------------------------|--------|---|---|
|                             | March 31,  |        | March 31,                                                        |        |   |   |
| Linear Change in Prime Rate | 2017       | 2016   | 2017                                                             | 2016   |   |   |
| Up 200 bps                  | 6.00 %     | 5.50 % | 3.85                                                             | 2.09   | % | % |
| Up 100                      | 5.00       | 4.50   | 2.61                                                             | 1.64   |   |   |
| No Change                   | 4.00       | 3.50   | —                                                                | —      |   |   |
| Down 25                     | 3.75       | 3.25   | (1.26)                                                           | (0.85) |   |   |
| Down 50                     | 3.50       | N/A    | (3.10)                                                           | N/A    |   |   |

The MRLCC has established parameters related to interest sensitivity that prescribe a maximum negative impact on net interest income under different interest rate scenarios. In the event the results of the Simulation model fall outside the established parameters, management will make recommendations to the MRLCC on the most appropriate response given the current economic forecast. The following parameters and interest rate scenarios are considered BB&T's primary measures of interest rate risk:

Maximum negative impact on net interest income of 2% for the next 12 months assuming a 25 basis point change in interest rates each month for four months followed by a flat interest rate scenario for the remaining eight month period.

Maximum negative impact on net interest income of 4% for the next 12 months assuming a 25 basis point change in interest rates each month for eight months followed by a flat interest rate scenario for the remaining four month period.

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If a parallel rate change of 200 basis points cannot be modeled due to a low level of rates, a proportional limit applies, and the maximum negative impact on net interest income is adjusted on a proportional basis. Regardless of the proportional limit, the negative risk exposure limit will be the greater of the 4% or the proportional limit.

Management has also established a maximum negative impact on net interest income of 4% for an immediate 100 basis points parallel change in rates and 8% for an immediate 200 basis points parallel change in rates. Management currently only models up to a negative 50 basis point decline, and the maximum negative impact on net interest income is adjusted on a proportional basis. Regardless of the proportional limit, the negative risk exposure limit will be the greater of 4% or the proportional limit. These "interest rate shock" limits are designed to create an outer band of acceptable risk based upon a significant and immediate change in rates.

Management also considers potential negative interest rate scenarios, which implies that a depositor would pay a premium for a financial institution to hold funds on deposit. In such a scenario, some depositors may choose to withdraw their deposits in lieu of paying an interest rate to BB&T to hold such deposits. As a result, management considers potential pricing and structure changes, such as the movement to a primarily fee-based deposit system. Negative rates would also diminish the spreads on loans and securities. As a result, management considers interest rate floors or rate index floors in loans to mitigate this risk. BB&T purchases both fixed and variable rate securities. The fixed rate securities would be beneficial in a negative interest rate environment.

Management must also consider how the balance sheet and interest rate risk position could be impacted by changes in balance sheet mix. Liquidity in the banking industry has been very strong during the current economic cycle. Much of this liquidity increase has been due to a significant increase in noninterest-bearing demand deposits. Consistent with the industry, Branch Bank has seen a significant increase in this funding source. The behavior of these deposits is one of the most important assumptions used in determining the interest rate risk position of BB&T. A loss of these deposits in the future would reduce the asset sensitivity of BB&T's balance sheet as the Company increases interest-bearing funds to offset the loss of this advantageous funding source.

Beta represents the correlation between overall market interest rates and the rates paid by BB&T on interest-bearing deposits. BB&T applies an average beta of approximately 50% to its non-maturity interest bearing deposit accounts for determining its interest rate sensitivity. Non-maturity interest bearing deposit accounts include interest checking accounts, savings accounts, and money market accounts that do not have a contractual maturity. Due to current market conditions the actual deposit beta on non-maturity interest bearing deposits has been less than 15%; however, BB&T expects the beta to increase as rates continue to rise. BB&T regularly conducts sensitivity on other key variables to determine the impact they could have on the interest rate risk position. This allows BB&T to evaluate the likely impact on its balance sheet management strategies due to a more extreme variation in a key assumption than expected.

The following table shows the effect that the loss of demand deposits and an associated increase in managed rate deposits would have on BB&T's interest-rate sensitivity position. For purposes of this analysis, BB&T modeled the incremental beta for the replacement of the lost demand deposits at 100%.

Table 14  
Deposit Mix Sensitivity Analysis

| Linear Change in Rates | Base Scenario at<br>March 31, 2017<br>(1) | Results<br>Assuming a<br>Decrease in<br>Noninterest<br>Bearing<br>Demand |
|------------------------|-------------------------------------------|--------------------------------------------------------------------------|
|------------------------|-------------------------------------------|--------------------------------------------------------------------------|

|            |      |   | Deposits |         |
|------------|------|---|----------|---------|
|            |      |   | \$1      | \$5     |
|            |      |   | Billion  | Billion |
| Up 200 bps | 3.85 | % | 3.64 %   | 2.78 %  |
| Up 100     | 2.61 |   | 2.48     | 1.94    |

(1) The base scenario is equal to the annualized hypothetical percentage change in net interest income at March 31, 2017 as presented in the preceding table.

If rates increased 200 basis points, BB&T could absorb the loss of \$18.0 billion, or 33.7%, of noninterest bearing deposits and replace them with managed rate deposits with a beta of 100% before becoming neutral to interest rate changes.

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The following table shows the effect that the indicated changes in interest rates would have on EVE. Key assumptions in the preparation of the table include prepayment speeds of mortgage-related and other assets, cash flows and maturities of derivative financial instruments, loan volumes and pricing and deposit sensitivity.

Table 15  
EVE Simulation Analysis

| Change in Interest Rates | EVE/Assets |       | Hypothetical Percentage Change in EVE |       |   |   |
|--------------------------|------------|-------|---------------------------------------|-------|---|---|
|                          | March 31,  |       | March 31,                             |       |   |   |
|                          | 2017       | 2016  | 2017                                  | 2016  |   |   |
| Up 200 bps               | 12.2%      | 10.5% | 1.3                                   | 2.8   | % | % |
| Up 100                   | 12.3       | 10.6  | 1.8                                   | 3.3   |   |   |
| No Change                | 12.1       | 10.3  | —                                     | —     |   |   |
| Down 25                  | 11.9       | 10.0  | (1.1)                                 | (2.0) |   |   |
| Down 50                  | 11.8       | N/A   | (2.4)                                 | N/A   |   |   |

#### Market Risk from Trading Activities

BB&T also manages market risk from trading activities which consists of acting as a financial intermediary to provide its customers access to derivatives, foreign exchange and securities markets. Trading market risk is managed through the use of statistical and non-statistical risk measures and limits. BB&T utilizes a historical VaR methodology to measure and aggregate risks across its covered trading BUs. This methodology uses two years of historical data to estimate economic outcomes for a one-day time horizon at a 99% confidence level. The average 99% one-day VaR and the maximum daily VaR for the three months ended March 31, 2017 and 2016, respectively, were each less than \$1 million. Market risk disclosures under Basel II.5 are available in the Additional Disclosures section of the Investor Relations site on BBT.com.

#### Contractual Obligations, Commitments, Contingent Liabilities, Off-Balance Sheet Arrangements and Related Party Transactions

Refer to BB&T's Annual Report on Form 10-K for the year ended December 31, 2016 for discussion with respect to BB&T's quantitative and qualitative disclosures about its fixed and determinable contractual obligations. Additional disclosures about BB&T's contractual obligations, commitments and derivative financial instruments are included in the "Commitments and Contingencies" Note, "Fair Value Disclosures" Note and "Derivative Financial Instruments" Note in the "Notes to Consolidated Financial Statements."

The following table presents activity in residential mortgage indemnification, recourse and repurchase reserves:

Table 16  
Mortgage Indemnification, Recourse and Repurchase Reserves Activity

Three  
Months  
Ended  
March 31,

|                                 |      |      |
|---------------------------------|------|------|
| (Dollars in millions)           | 2017 | 2016 |
| Balance, at beginning of period | \$40 | \$79 |
| Payments                        | —    | (1 ) |
| Expense (benefit)               | (2 ) | 5    |
| Balance, at end of period       | \$38 | \$83 |

### Liquidity

Liquidity represents the continuing ability to meet funding needs, including deposit withdrawals, timely repayment of borrowings and other liabilities, and funding of loan commitments. In addition to the level of liquid assets, such as cash, cash equivalents and AFS securities, many other factors affect the ability to meet liquidity needs, including access to a variety of funding sources, maintaining borrowing capacity in national money markets, growing core deposits, the repayment of loans and the ability to securitize or package loans for sale.

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BB&T monitors the ability to meet customer demand for funds under both normal and stressed market conditions. In considering its liquidity position, management evaluates BB&T's funding mix based on client core funding, client rate-sensitive funding and national markets funding. In addition, management also evaluates exposure to rate-sensitive funding sources that mature in one year or less. Management also measures liquidity needs against 30 days of stressed cash outflows for Branch Bank and BB&T. To ensure a strong liquidity position, management maintains a liquid asset buffer of cash on hand and highly liquid unpledged securities. BB&T follows the FRB's enhanced prudential standards for purposes of determining the liquid asset buffer. BB&T's policy is to use the greater of either 5% of total assets or a range of projected net cash outflows over a 30 day period. As of March 31, 2017 and December 31, 2016, BB&T's liquid asset buffer was 12.7% and 12.6%, respectively, of total assets.

BB&T is considered to be a "modified LCR" holding company. BB&T would be subject to full LCR requirements if its assets were to increase above \$250 billion or if it were to be considered internationally active. BB&T produces LCR calculations to effectively manage the position of High-Quality Liquid Assets and the balance sheet deposit mix to optimize BB&T's liquidity position. BB&T's LCR was approximately 124% at March 31, 2017, compared to the regulatory minimum for such entities of 100%, which puts BB&T in full compliance with the rule. The LCR can experience volatility due to issues like maturing debt rolling into the 30 day measurement period, or client inflows and outflows. The daily change in BB&T's LCR averaged less than 2% during 2017 with a maximum change of approximately 11%.

On April 27, 2016, the OCC, the FRB and the FDIC released a notice of proposed rulemaking for the US version of the net stable funding ratio. Under the proposal, BB&T will be a "modified NSFR" holding company. BB&T would be subject to full NSFR requirements if it has \$250 billion or more in assets or \$10 billion or more in total on-balance sheet foreign exposure. BB&T is evaluating the information in the release but does not currently expect a material impact on its results of operations or financial condition. The proposed rule would become effective January 1, 2018.

## Parent Company

The purpose of the Parent Company is to serve as the primary source of capital for the operating subsidiaries, with assets primarily consisting of cash on deposit with Branch Bank, equity investments in subsidiaries, advances to subsidiaries, accounts receivable from subsidiaries, and other miscellaneous assets. The principal obligations of the Parent Company are payments on long-term debt. The main sources of funds for the Parent Company are dividends and management fees from subsidiaries, repayments of advances to subsidiaries, and proceeds from the issuance of equity and long-term debt. The primary uses of funds by the Parent Company are for investments in subsidiaries, advances to subsidiaries, dividend payments to common and preferred shareholders, retirement of common stock and payments on long-term debt.

Liquidity at the Parent Company is more susceptible to market disruptions. BB&T prudently manages cash levels at the Parent Company to cover a minimum of one year of projected contractual cash outflows which includes unfunded external commitments, debt service, preferred dividends and scheduled debt maturities without the benefit of any new cash infusions. Generally, BB&T maintains a significant buffer above the projected one year of contractual cash outflows. In determining the buffer, BB&T considers cash requirements for common and preferred dividends, unfunded commitments to affiliates, being a source of strength to its banking subsidiary and being able to withstand sustained market disruptions that could limit access to the capital markets. At March 31, 2017 and December 31, 2016, the Parent Company had 31 months and 25 months, respectively, of cash on hand to satisfy projected contractual cash outflows, and 22 months and 19 months, respectively, taking into account common stock dividends.

## Branch Bank

BB&T carefully manages liquidity risk at Branch Bank. Branch Bank's primary source of funding is customer deposits. Continued access to customer deposits is highly dependent on the confidence the public has in the stability of the bank and its ability to return funds to the client when requested. BB&T maintains a strong focus on its reputation in the market to ensure continued access to client deposits. BB&T integrates its risk appetite into its overall risk management framework to ensure the bank does not exceed its risk tolerance through its lending and other risk taking functions and thus risk becoming undercapitalized. BB&T believes that sufficient capital is paramount to maintaining the confidence of its depositors and other funds providers. BB&T has extensive capital management processes in place to ensure it maintains sufficient capital to absorb losses and maintain a highly capitalized position that will instill confidence in the bank and allow continued access to deposits and other funding sources. Branch Bank monitors many liquidity metrics including funding concentrations, diversification, maturity distribution, contingent funding needs and ability to meet liquidity requirements under times of stress.

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Branch Bank has several major sources of funding to meet its liquidity requirements, including access to capital markets through issuance of senior or subordinated bank notes and institutional CDs, access to the FHLB system, dealer repurchase agreements and repurchase agreements with commercial clients, access to the overnight and term Federal funds markets, use of a Cayman branch facility, access to retail brokered CDs and a borrower in custody program with the FRB for the discount window. At March 31, 2017, Branch Bank has approximately \$80.1 billion of secured borrowing capacity, which represents approximately 15.1 times the amount of one year wholesale funding maturities.

## Capital

The maintenance of appropriate levels of capital is a management priority and is monitored on a regular basis. BB&T's principal goals related to the maintenance of capital are to provide adequate capital to support BB&T's risk profile consistent with the Board-approved risk appetite, provide financial flexibility to support future growth and client needs, comply with relevant laws, regulations, and supervisory guidance, achieve optimal credit ratings for BB&T and its subsidiaries and provide a competitive return to shareholders. Risk-based capital ratios, which include Tier 1 Capital, Total Capital and Tier 1 Common Equity, are calculated based on regulatory guidance related to the measurement of capital and risk-weighted assets.

Management regularly monitors the capital position of BB&T on both a consolidated and bank level basis. In this regard, management's overriding policy is to maintain capital at levels that are in excess of the capital targets, which are above the regulatory "well capitalized" levels. Management has implemented stressed capital ratio minimum targets to evaluate whether capital ratios calculated with planned capital actions are likely to remain above minimums specified by the FRB for the annual CCAR. Breaches of stressed minimum targets prompt a review of the planned capital actions included in BB&T's capital plan.

Table 17

## BB&amp;T's Capital Targets

|                                        | Operating |   | Stressed |   |
|----------------------------------------|-----------|---|----------|---|
|                                        |           | % |          | % |
| CET1 to risk-weighted assets           | 8.5       |   | 6.0      |   |
| Tier 1 capital to risk-weighted assets | 10.0      |   | 7.5      |   |
| Total capital to risk-weighted assets  | 12.0      |   | 9.5      |   |
| Leverage ratio                         | 8.0       |   | 5.5      |   |
| Tangible common equity ratio           | 6.0       |   | 4.0      |   |

Table 18

## Capital Requirements Under Basel III

| Minimum Capital              | Well-Capitalized | Minimum Capital Plus<br>Capital Conservation<br>Buffer |         |          | BB&T<br>Target |
|------------------------------|------------------|--------------------------------------------------------|---------|----------|----------------|
|                              |                  | 2017                                                   | 2018    | 2019 (1) |                |
| CET1 to risk-weighted assets | 4.5 %            | 5.750 %                                                | 6.375 % | 7.000 %  | 8.5 %          |
| Tier 1 capital to            | 6.5 %            | 7.250                                                  | 7.875   | 8.500    | 10.0           |

|                         |     |      |       |       |        |
|-------------------------|-----|------|-------|-------|--------|
| risk-weighted<br>assets |     |      |       |       |        |
| Total<br>capital        |     |      |       |       |        |
| to                      | 8.0 | 10.0 | 9.250 | 9.875 | 10.500 |
| risk-weighted<br>assets |     |      |       |       | 12.0   |
| Leverage                |     |      |       |       |        |
| ratio                   | 4.0 | 5.0  | N/A   | N/A   | N/A    |
|                         |     |      |       |       | 8.0    |

(1) BB&T's goal is to maintain capital levels above the 2019 requirements.

While nonrecurring events or management decisions may result in the Company temporarily falling below its operating minimum guidelines for one or more of these ratios, it is management's intent through capital planning to return to these targeted operating minimums within a reasonable period of time. Such temporary decreases below the operating minimums shown above are not considered an infringement of BB&T's overall capital policy, provided a return above the minimums is forecast to occur within a reasonable time period.

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Capital Ratios

| (Dollars in millions, except per share data, shares in thousands) | Mar 31,<br>2017 | Dec 31,<br>2016 |
|-------------------------------------------------------------------|-----------------|-----------------|
| Risk-based:                                                       |                 |                 |
| CET1                                                              | 10.3            | % 10.2 %        |
| Tier 1                                                            | 12.0            | 12.0            |
| Total                                                             | 14.1            | 14.1            |
| Leverage capital                                                  | 10.0            | 10.0            |
| Non-GAAP capital measure (1):                                     |                 |                 |
| Tangible common equity per common share                           | \$20.33         | \$20.18         |
| Calculation of tangible common equity (1):                        |                 |                 |
| Total shareholders' equity                                        | \$30,025        | \$29,926        |
| Less:                                                             |                 |                 |
| Preferred stock                                                   | 3,053           | 3,053           |
| Noncontrolling interests                                          | 44              | 45              |
| Intangible assets                                                 | 10,436          | 10,492          |
| Tangible common equity                                            | \$16,492        | \$16,336        |
| Risk-weighted assets                                              | \$175,849       | \$176,138       |
| Common shares outstanding at end of period                        | 811,370         | 809,475         |

(1) Tangible common equity and related ratios are non-GAAP measures. Management uses these measures to assess the quality of capital and believes that investors may find them useful in their analysis of the Company. These capital measures are not necessarily comparable to similar capital measures that may be presented by other companies.

The Company's estimated CET1 ratio using the Basel III standardized approach on a fully phased-in basis was 10.1% at March 31, 2017 and 10.0% at December 31, 2016. Capital levels remained strong at March 31, 2017.

BB&T declared total common dividends of \$0.30 per share during the first quarter of 2017, which resulted in a dividend payout ratio of 64.0%. The Company also completed \$160 million of share repurchases during the first quarter of 2017, which resulted in a total payout ratio of 106.3%.

## Share Repurchase Activity

The 2015 Repurchase Plan, announced on June 25, 2015, allows for the repurchase of up to 50 million shares of the Company's common stock. Repurchases under the 2015 Repurchase Plan may be effected through open market purchases or privately negotiated transactions. The timing and exact amount of repurchases will be consistent with the Company's capital plan and subject to various factors, including the Company's capital position, liquidity, financial performance, alternative uses of capital, stock trading price and general market conditions, and may be suspended at any time. The 2015 Repurchase Plan does not have an expiration date. Shares that are repurchased pursuant to the 2015 Repurchase Plan constitute authorized but unissued shares of the Company and are therefore available for future issuances. On July 26, 2016, the Company announced that the Board of Directors authorized up to \$640 million of share repurchases over a one-year period beginning with the third quarter of 2016. BB&T repurchased approximately 3.5 million shares for \$160 million on the open market during the first quarter of 2017.

On December 20, 2016, the Company announced that the Board of Directors also authorized an additional \$200 million of share repurchases through an accelerated share repurchase program, which resulted in the retirement of 3.4 million shares during the fourth quarter of 2016 and concluded in January 2017 with approximately 910,000 additional shares being retired. The conclusion of the accelerated share repurchase program did not impact shareholders' equity as the full cost was recognized in the fourth quarter of 2016.

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## Share Repurchase Activity

| (Shares in thousands) | Total Shares Repurchased<br>(1) | Average Price Paid Per Share<br>(2) | Total Shares Purchased Pursuant to Publicly-Announced Plan | Maximum Remaining Number of Shares Available for Repurchase Pursuant to Publicly-Announced Plan |
|-----------------------|---------------------------------|-------------------------------------|------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| January 2017          | 3,861                           | \$ 46.46                            | 3,844                                                      | 34,387                                                                                          |
| February 2017         | 1,616                           | 47.46                               | 517                                                        | 33,870                                                                                          |
| March 2017            | 205                             | 47.54                               | —                                                          | 33,870                                                                                          |
| Total                 | 5,682                           | 46.78                               | 4,361                                                      |                                                                                                 |

(1) Includes shares exchanged or surrendered in connection with the exercise of equity-based awards under BB&T's equity-based compensation plans.

(2) Excludes commissions. For the January 2017 period, the average price paid per share includes the final average price of \$46.68 per share used to determine the total shares repurchased under the accelerated share repurchase program upon its conclusion in January 2017.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Refer to "Market Risk Management" in the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section herein.

## ITEM 4. CONTROLS AND PROCEDURES

## Evaluation of Disclosure Controls and Procedures

As of the end of the period covered by this report, the management of the Company, under the supervision and with the participation of the Company's Chief Executive Officer and Chief Financial Officer, carried out an evaluation of the effectiveness of the Company's disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) of the Exchange Act. Based on that evaluation, the Chief Executive Officer and the Chief Financial Officer concluded that the Company's disclosure controls and procedures are effective.

## Changes in Internal Control over Financial Reporting

There were no changes in the Company's internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) of the Exchange Act) that occurred during the quarter ended March 31, 2017 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

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PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

Refer to the "Commitments and Contingencies" note in the "Notes to Consolidated Financial Statements."

ITEM 1A. RISK FACTORS

There have been no material changes to the risk factors disclosed in BB&T's Annual Report on Form 10-K for the year ended December 31, 2016. Additional risks and uncertainties not currently known to BB&T or that management has deemed to be immaterial also may materially adversely affect BB&T's business, financial condition, and/or operating results.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

(c) Refer to "Share Repurchase Activity" in the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section herein.

ITEM 6. EXHIBITS

- 10.1 Form of LTIP Award Agreement for the BB&T Corporation 2012 Incentive Plan.
- 10.2 Form of Performance Unit Award Agreement for the BB&T Corporation 2012 Incentive Plan.
- 12 Statement re: Computation of Ratios.
- 31.1 Certification of Chief Executive Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2 Certification of Chief Financial Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32 Certification of Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS XBRL Instance Document.
- 101.SCH XBRL Taxonomy Extension Schema.
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase.
- 101.LAB XBRL Taxonomy Extension Label Linkbase.
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase.
- 101.DEF XBRL Taxonomy Definition Linkbase.

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

BB&T CORPORATION  
(Registrant)

Date: April 24, 2017 By: /s/ Daryl N. Bible  
Daryl N. Bible  
Senior Executive Vice President and Chief Financial Officer  
(Principal Financial Officer)

Date: April 24, 2017 By: /s/ Cynthia B. Powell  
Cynthia B. Powell  
Executive Vice President and Corporate Controller  
(Principal Accounting Officer)

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## EXHIBIT INDEX

| Exhibit No. | Description                                                                                                                                                                    | Location            |
|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|
| 10.1*       | Form of LTIP Award Agreement for the BB&T Corporation 2012 Incentive Plan.                                                                                                     | Filed herewith.     |
| 10.2*       | Form of Performance Unit Award Agreement for the BB&T Corporation 2012 Incentive Plan.                                                                                         | Filed herewith.     |
| 12†         | Statement re: Computation of Ratios.                                                                                                                                           | Filed herewith.     |
| 31.1        | Certification of Chief Executive Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.    | Filed herewith.     |
| 31.2        | Certification of Chief Financial Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Exchange Act, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.    | Filed herewith.     |
| 32          | Certification of Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. | Furnished herewith. |
| 101.INS     | XBRL Instance Document.                                                                                                                                                        | Filed herewith.     |
| 101.SCH     | XBRL Taxonomy Extension Schema.                                                                                                                                                | Filed herewith.     |
| 101.CAL     | XBRL Taxonomy Extension Calculation Linkbase.                                                                                                                                  | Filed herewith.     |
| 101.LAB     | XBRL Taxonomy Extension Label Linkbase.                                                                                                                                        | Filed herewith.     |
| 101.PRE     | XBRL Taxonomy Extension Presentation Linkbase.                                                                                                                                 | Filed herewith.     |
| 101.DEF     | XBRL Taxonomy Definition Linkbase.                                                                                                                                             | Filed herewith.     |

\* Management compensatory plan or arrangement.

† Exhibit filed with the Securities and Exchange Commission and available upon request.