




**Mark A. Chancy**  
Chief Financial Officer

**Bank of America 35<sup>th</sup> Annual Investment Conference  
September 2005**

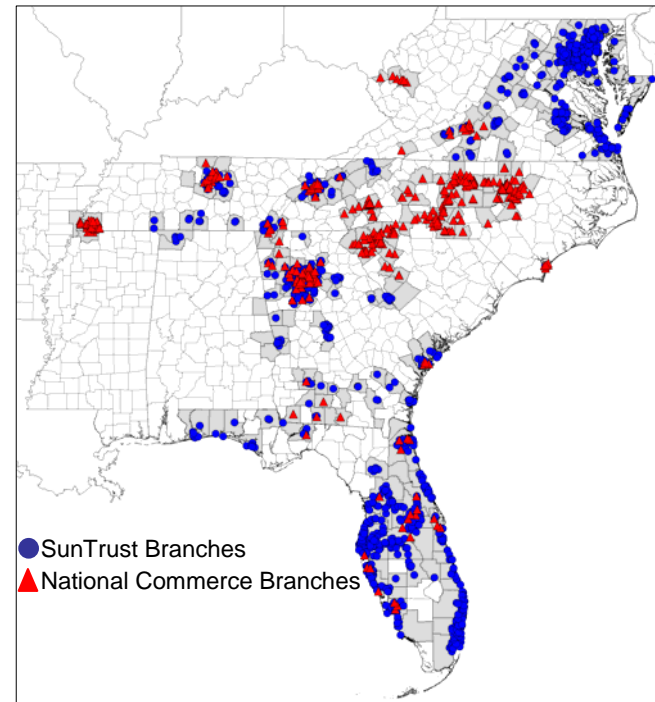
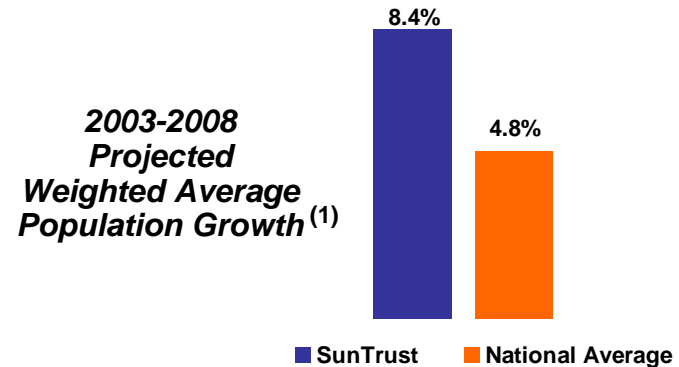


This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements about the benefits of the merger between SunTrust Banks, Inc. (“SunTrust”) and National Commerce Financial Corporation (“NCF”), including future financial and operating results, SunTrust’s plans, objectives, expectations and intentions and other statements that are not historical facts. Such statements are based upon the current beliefs and expectations of SunTrust’s management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the risk that the cost savings and any revenue synergies from the merger may not be fully realized or may take longer to realize than expected; disruption from the merger making it more difficult to maintain relationships with clients, employees or suppliers; increased competition and its effects on pricing, spending, third-party relationships and revenues; the risk of new and changing regulation in the U.S. and internationally. Additional factors that could cause SunTrust’s results to differ materially from those described in the forward-looking statements can be found SunTrust’s 2004 Annual Report on Form 10-K, and in the Quarterly Reports on Form 10-Q and 10-Q/A of SunTrust and NCF filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission’s internet site (<http://www.sec.gov>). The forward-looking statements in this presentation speak only as of the date of the filing, and SunTrust does not assume any obligation to update the forward-looking statements or to update the reasons why actual results could differ from those contained in the forward-looking statements.

This presentation includes some non-GAAP measures to describe SunTrust’s performance. The reconciliation of those measures to GAAP measures can be found in in the appendix of this presentation, as well as in SunTrust’s earnings press release, which can be found on SunTrust’s website in the news section of the investor relations pages.

# SunTrust Overview

- 7<sup>th</sup> largest commercial banking organization in the U.S. with \$169 billion in assets
- We believe the National Commerce transaction makes the “Best Footprint in Banking” even better
- Approximately 1,640 retail and specialized service branches and 2,760 ATMs



(1) Source: SNL Financial. Note: the data reflects the 25 U.S. banks and thrifts by assets as of December 31, 2004. Weighted average population growth is based on MSA deposits pro forma for pending and completed acquisitions.

# SunTrust Transformation

1998/99  2005

## Enhanced Franchise

- Extended footprint into key growth markets with Crestar merger
- Collapsed 28 bank charters
- Streamlined functional organization

## One Bank

- Focused on efficiency, ability to deliver common customer experience
- Implemented series of operational initiatives and common systems platform

## Take the Lead

- Introduced new geographic structure and operating model
- Aligned top talent to key leadership positions
- Intensified local market, client and sales focus

## Profit Acceleration

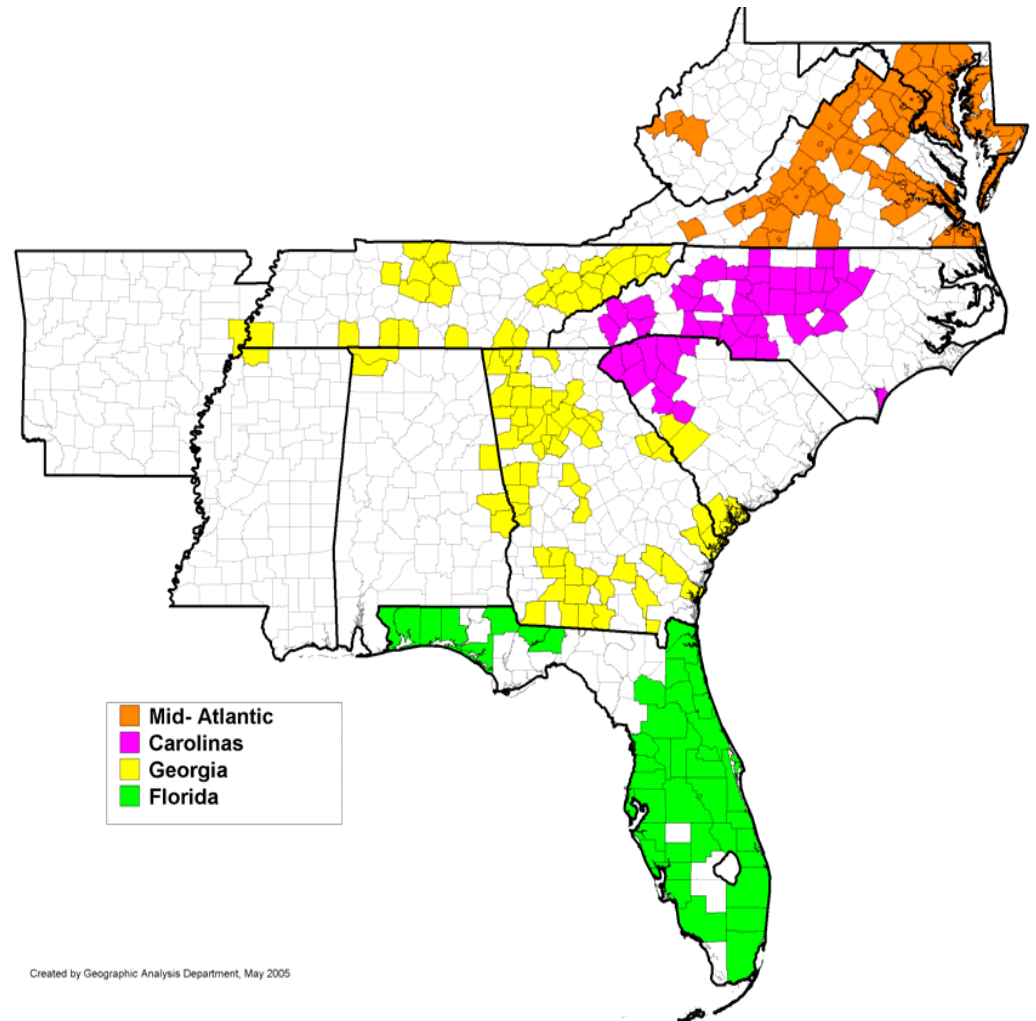
- Implemented new revenue initiatives in key businesses
- Created process efficiencies and consistency in key business lines

## Sales Culture Transformation

- Implemented sales strategy referred to as  $S^3 + E^2 =$  Selling, Serving, Sustaining client relationships through Excellence in Execution
- Placed highest priority on sales, cross LOB referrals & client retention
- Established high performance standards for LOBs and geographic units

# Operating Model Differentiation

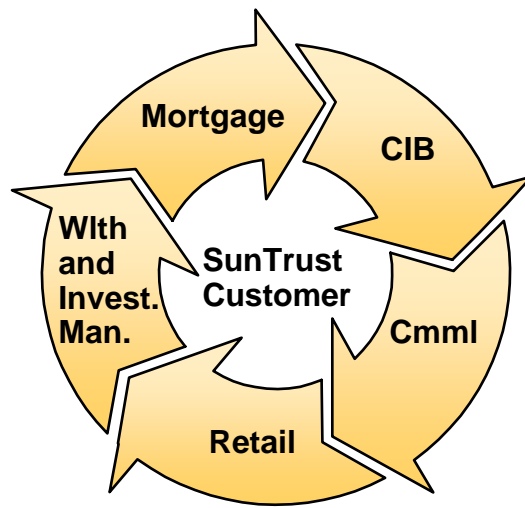
- LOBs design business and product strategies with direct feedback from the line
- Geographic partners are empowered to deliver services, products and pricing to local customers
- Our specialty businesses that are centrally managed effectively use this same geographic power in our footprint (i.e., mortgage)
- Focused on delivering the whole institution to customers on an integrated basis
- Key to SunTrust's on-going success



# 360° Relationship Focus

## Cross-LOB Referrals Driving Revenue Growth

June 2005 YTD



- **Retail** referred **\$1.6 billion** in closed Mortgages – up over 33%<sup>(1)</sup>
- **Retail** made **38,000** qualified referrals to Wealth and Investment Management<sup>(2)</sup>
- **Wealth and Investment Management** made 14,000 referrals to Retail <sup>(2)</sup>
- **Commercial** produced **\$1.5 million** in fees to Institutional Wealth and Investment Management - up 35%<sup>(1)</sup>
- **Commercial** generated **\$32 million** in Capital Markets fees – up 60%<sup>(1)</sup>
- **Over 34,000** total products sold by **Mortgage** – up 54%<sup>(1)</sup>

(1) STI legacy only vs June YTD last year.

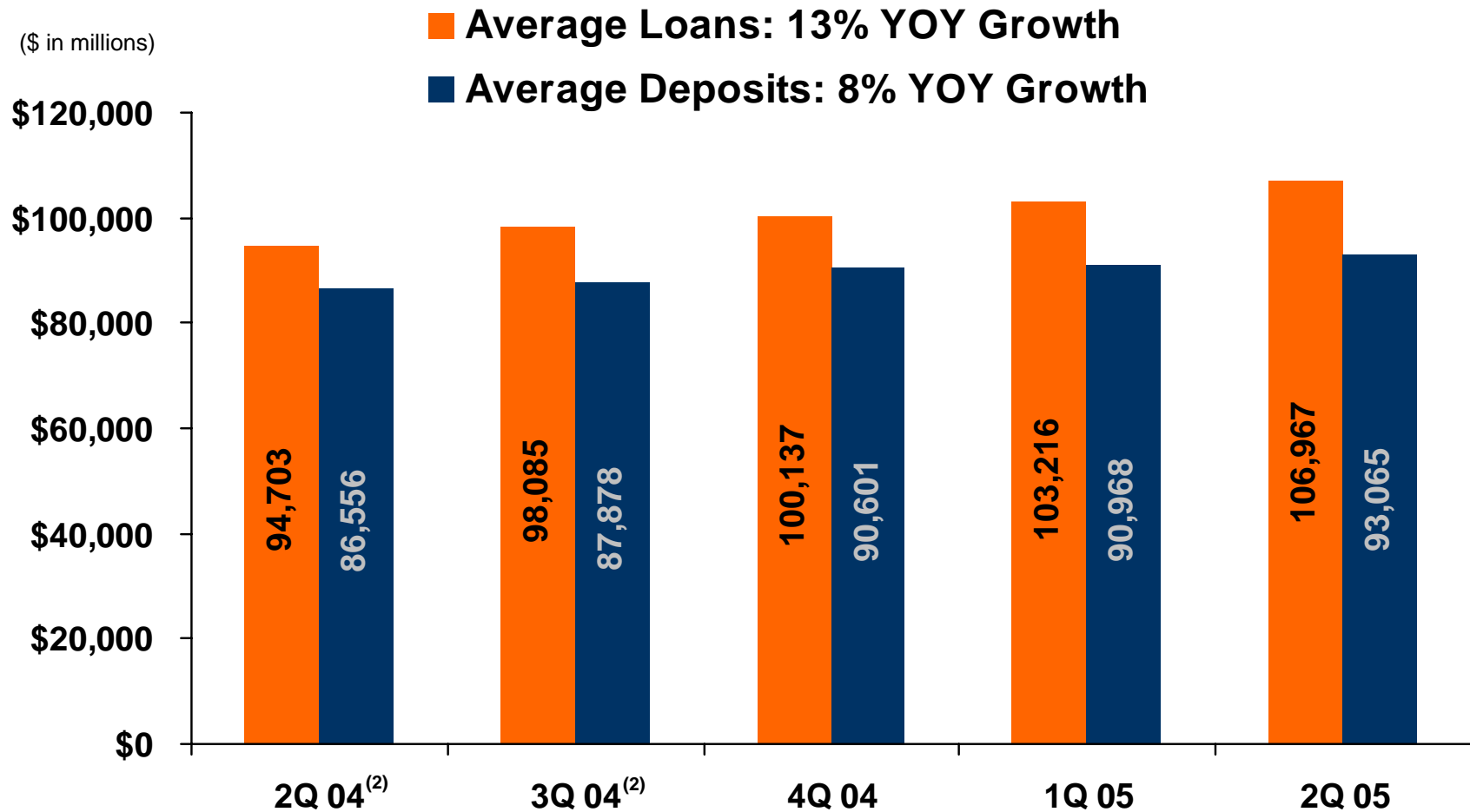
(2) Includes NCF.

# 2005 YTD Sales Results <sup>(1)</sup>

		<u>% Increase</u>
<b>Retail</b>	New Personal Checking Sales	<b>13%</b>
	New Business Checking Sales	<b>60%</b>
	New Home Equity Sales	<b>26%</b>
	New Business Banking Loans Sales	<b>41%</b>
<b>Commercial</b>	Deposit Outstandings	<b>14%</b>
	Loan Outstandings	<b>10%</b>
<b>CIB</b>	Debt Capital Markets Revenue	<b>12%</b>
	CIB New Business Revenue	<b>12%</b>
<b>Wealth &amp; Investment Management</b>	Institutional New Trust Business	<b>34%</b>
	Deposit Outstandings	<b>24%</b>
	Loan Outstandings	<b>13%</b>
<b>Mortgage</b>	Purchase Mortgage Closings	<b>42%</b>
	# of Total Products Cross-Sold	<b>54%</b>
<b>SunTrust Call Center</b>	New Check Cards	<b>44%</b>
	New Deposit Accounts	<b>56%</b>

(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004 (checking sales include both STI and NCF).

# Loan and Deposit Growth (1)

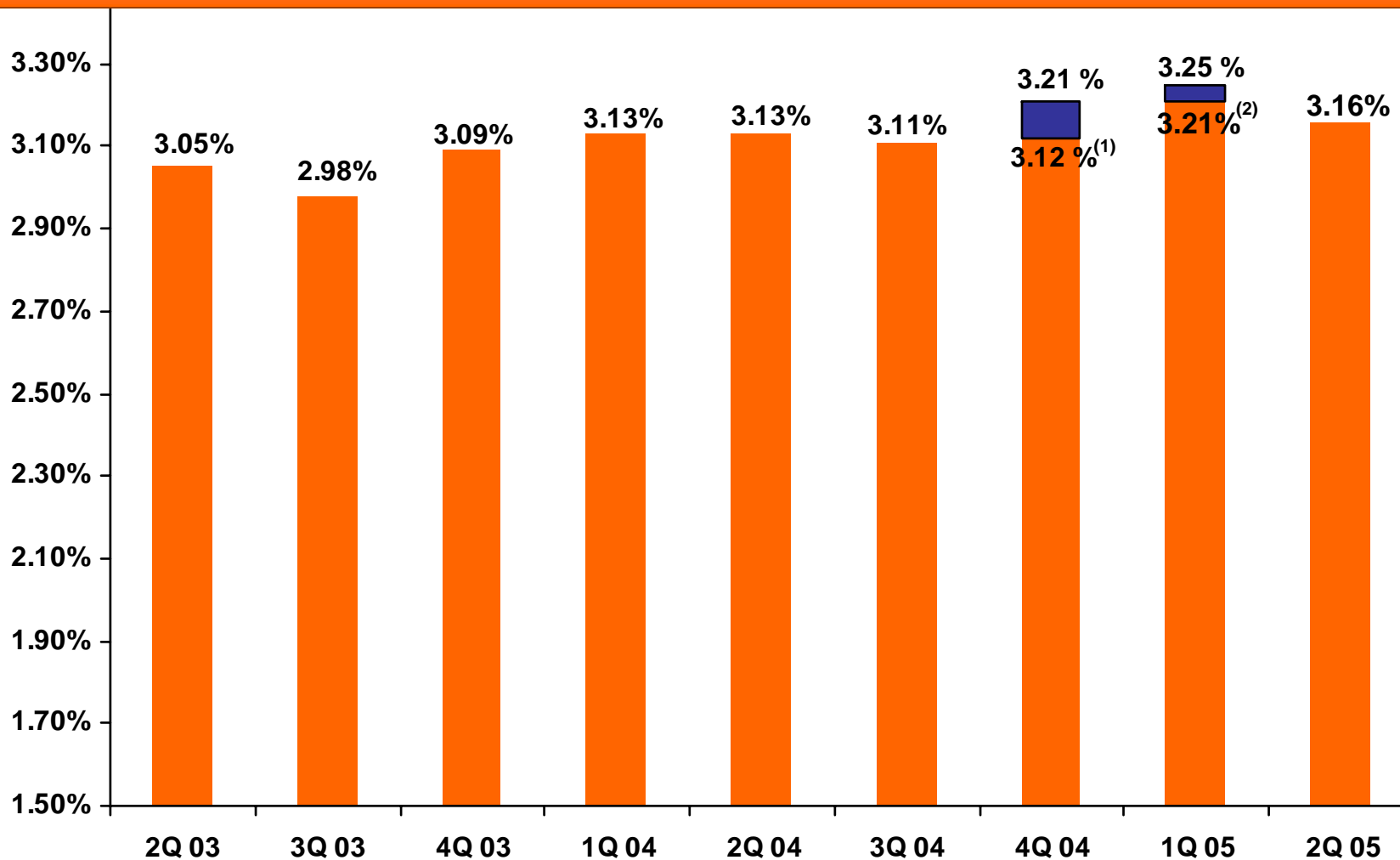


(1) Deposits = Consumer and Commercial Deposits.

(2) 2Q 04 and 3Q 04 are reported on an estimated historical combined basis.

# Net Interest Margin Trend

*Net interest margin has been relatively stable to improving over a two-year horizon*

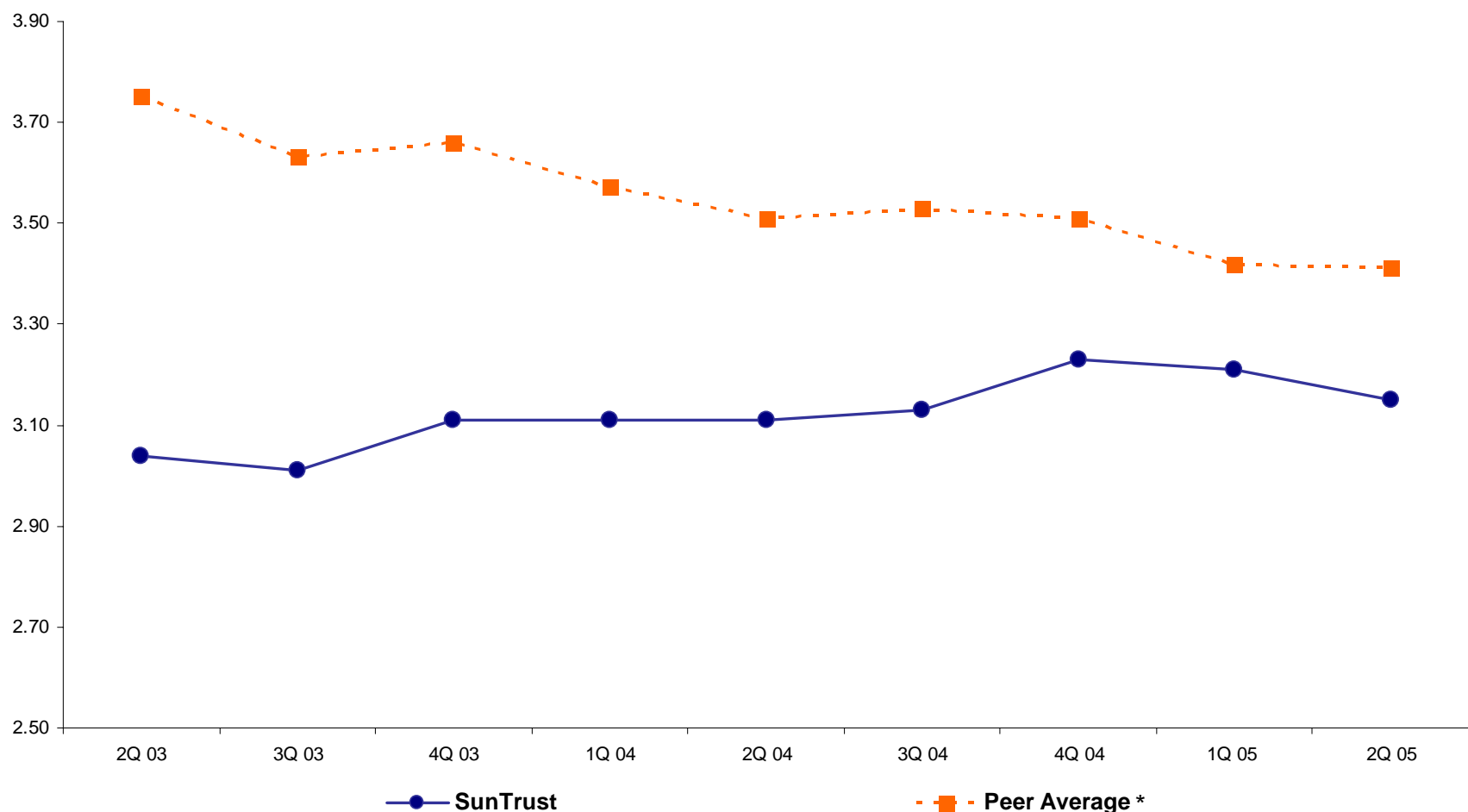


(1) NCF added 9 b.p., organic margin improved 1 b.p. from 3Q 04.

(2) Day count added 4 b.p., organic margin was flat from 4Q 04.

# Net Interest Margin Compared to Peers

*Stable to improving NIM over the two-year horizon has brought SunTrust closer to the peer group average*

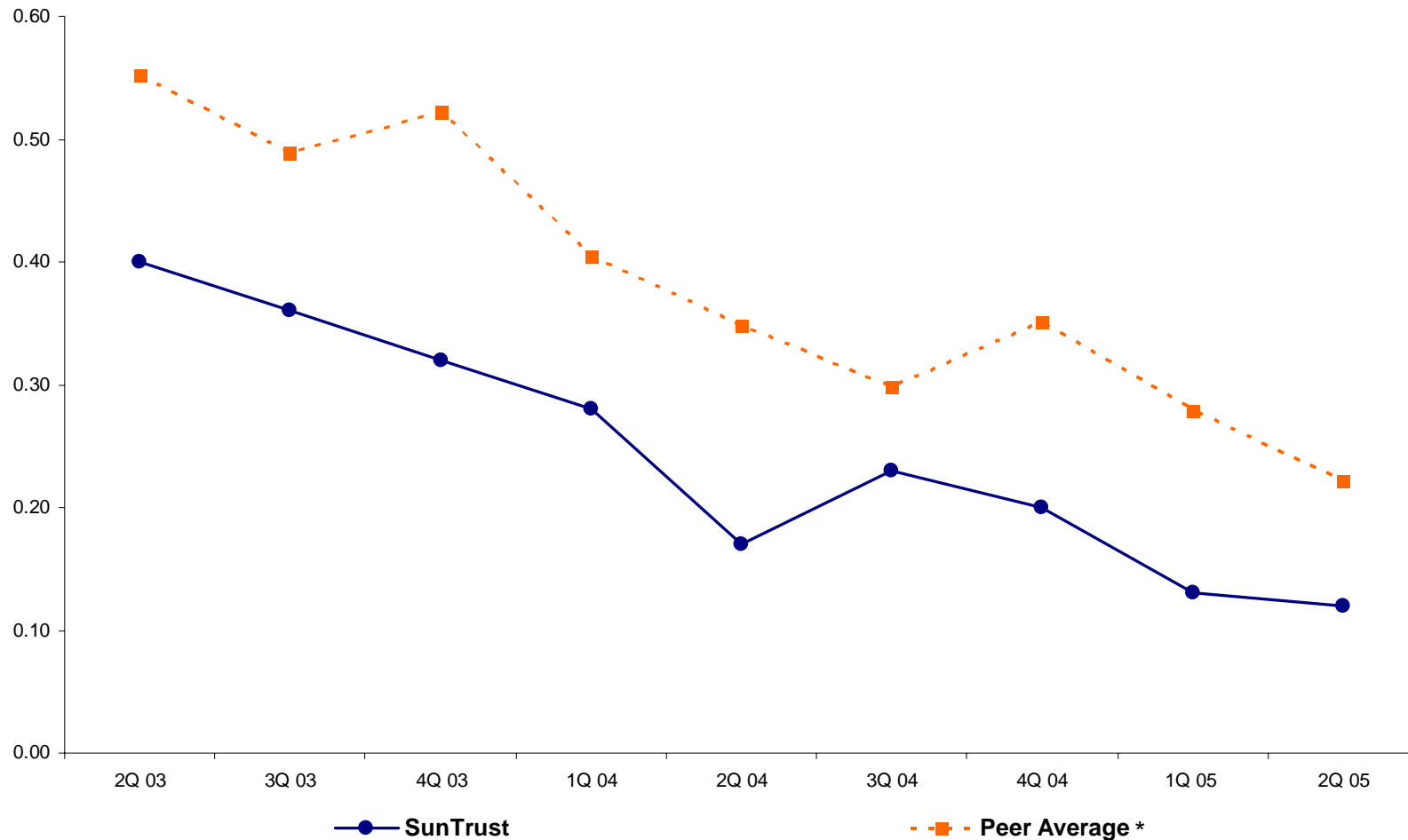


\* Peers include Amsouth, Bank of America, BB&T, Comerica, Fifth Third, First Horizon, Keycorp, M&T Bank, Mellon, National City, Northern Trust, PNC, Regions, US Bancorp, Wachovia and Wells Fargo. Numbers presented for peers are averages.

Source: SNL Financial

# NCOs/Average Loans Compared to Peers

*Net charge-offs continue to compare favorably vs. peer group average*



\* Peers include AmSouth, Bank of America, BB&T, Comerica, Fifth Third, First Horizon, Keycorp, M&T Bank, Mellon, National City, Northern Trust, PNC, Regions, US Bancorp, Wachovia and Wells Fargo. Numbers presented for peers are averages.

Source: SNL Financial

# Fee Income Growth

*Total noninterest income increased 17% on a sequential annualized basis despite weak broker /dealer revenue that mirrored market trends*

(\$ in millions)			Growth	Growth Rate	Sequential Annualized Growth Rate
	2Q 05	1Q 05			
<b>Trust and Investment Mgmt.</b>	\$167,503	\$164,515	\$2,988	1.8%	7.3%
<b>Broker/Dealer Revenue</b>	138,149	149,196	(11,047)	(7.4)%	(29.6)%
<b>Deposits and Other Fees</b>	357,545	343,634	13,911	4.0%	16.2%
<b>Other Noninterest Income</b>	107,739	82,254	25,485	31.0%	123.9%
<b>Noninterest Income<sup>(1)</sup></b>	<b>\$770,936</b>	<b>\$739,599</b>	<b>\$31,337</b>	<b>4.2%</b>	<b>16.9%</b>

(1) Noninterest Income excludes securities (losses)/gains and net gain on sale of RCM assets.

# Improvement in Operating Leverage

*Concerted effort to improve operating leverage is paying off*

## Sequential Annualized Growth Trends

	2Q 05	1Q 05	4Q 04 <sup>(1)</sup>
<b>Revenue Growth</b>	6%	5%	6%
<b>Core Revenue Growth<sup>(2)</sup></b>	10	(2)	7
<b>Expense Growth<sup>(3)</sup></b>	4	(4)	flat

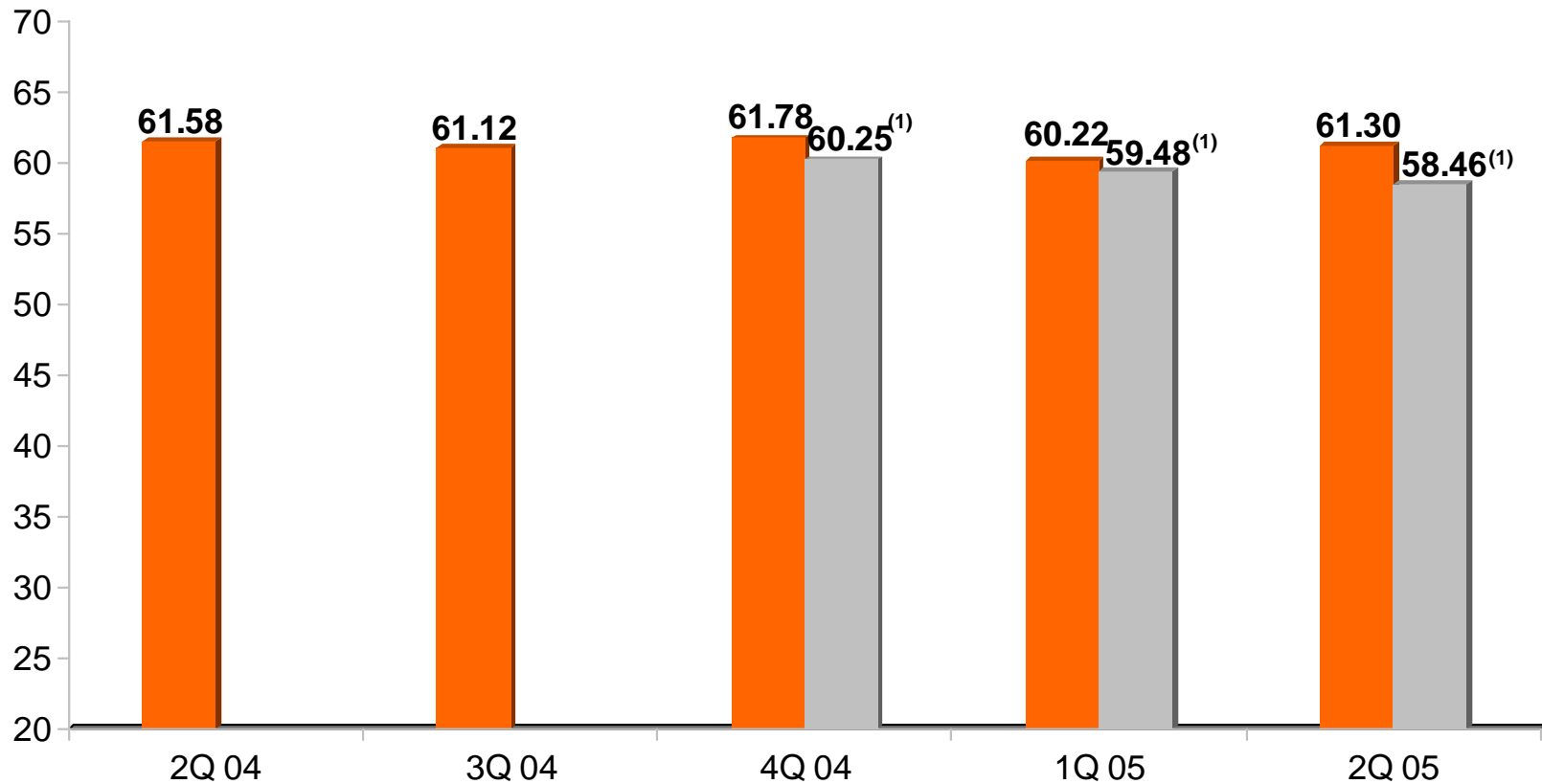
(1) Based on estimated historical combined numbers.

(2) SunTrust presents total revenue excluding realized securities gains/losses (and the net gain on sale of RCM assets for 1Q 05); the Company believes total revenue without securities gains/losses and without the net gain on sale of RCM assets is more indicative of the Company's performance because this isolates income that is primarily customer relationship and customer transaction driven.

(3) Expense growth excludes merger related expenses and amortization of intangibles.

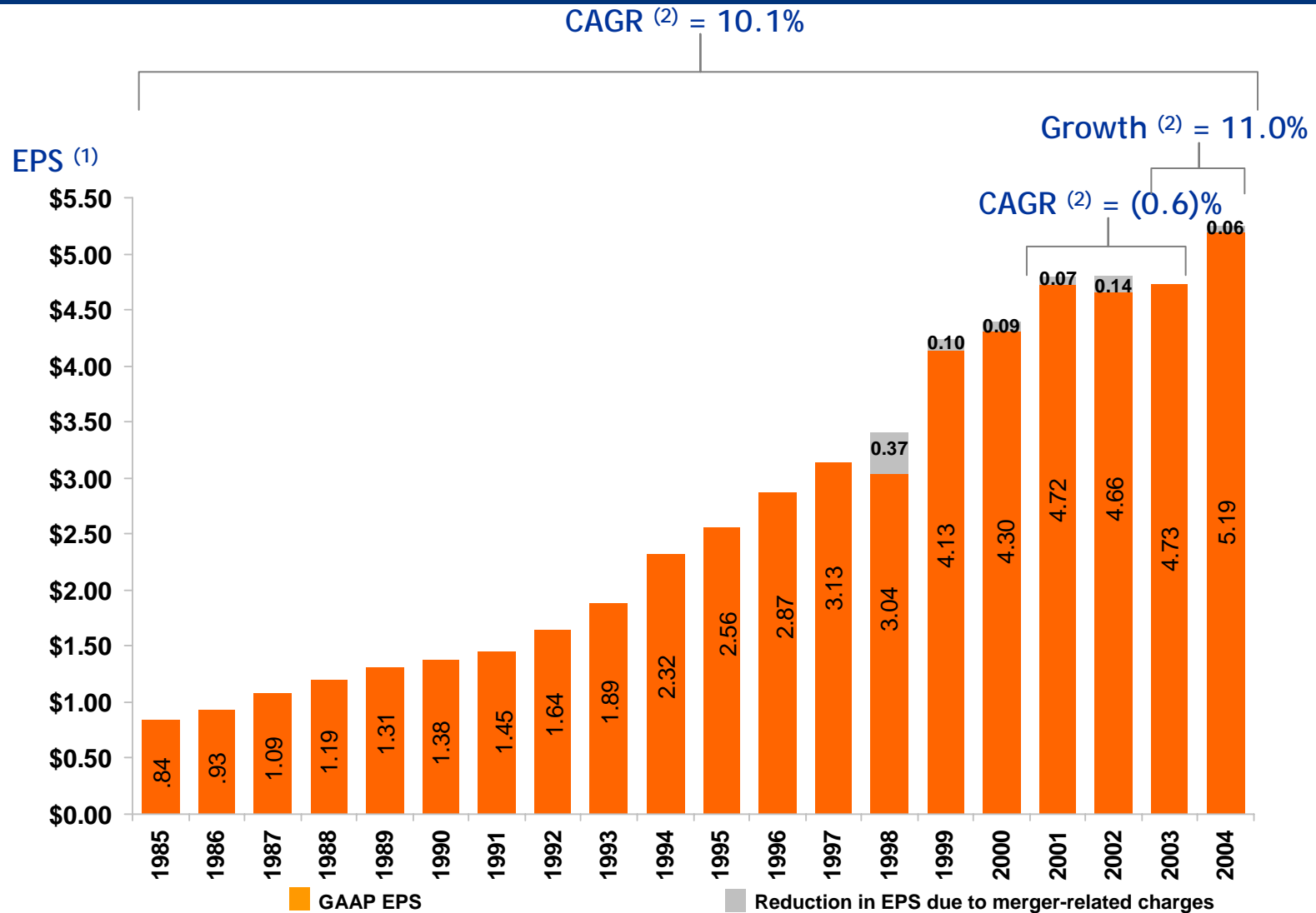
# Focus on Efficiency

*Positive operating leverage driving operating efficiency ratio improvement*



(1) Excluding merger related expenses (and the impact of net gain on sale of RCM assets for 1Q 05).

# EPS Growth Back on Track in 2004

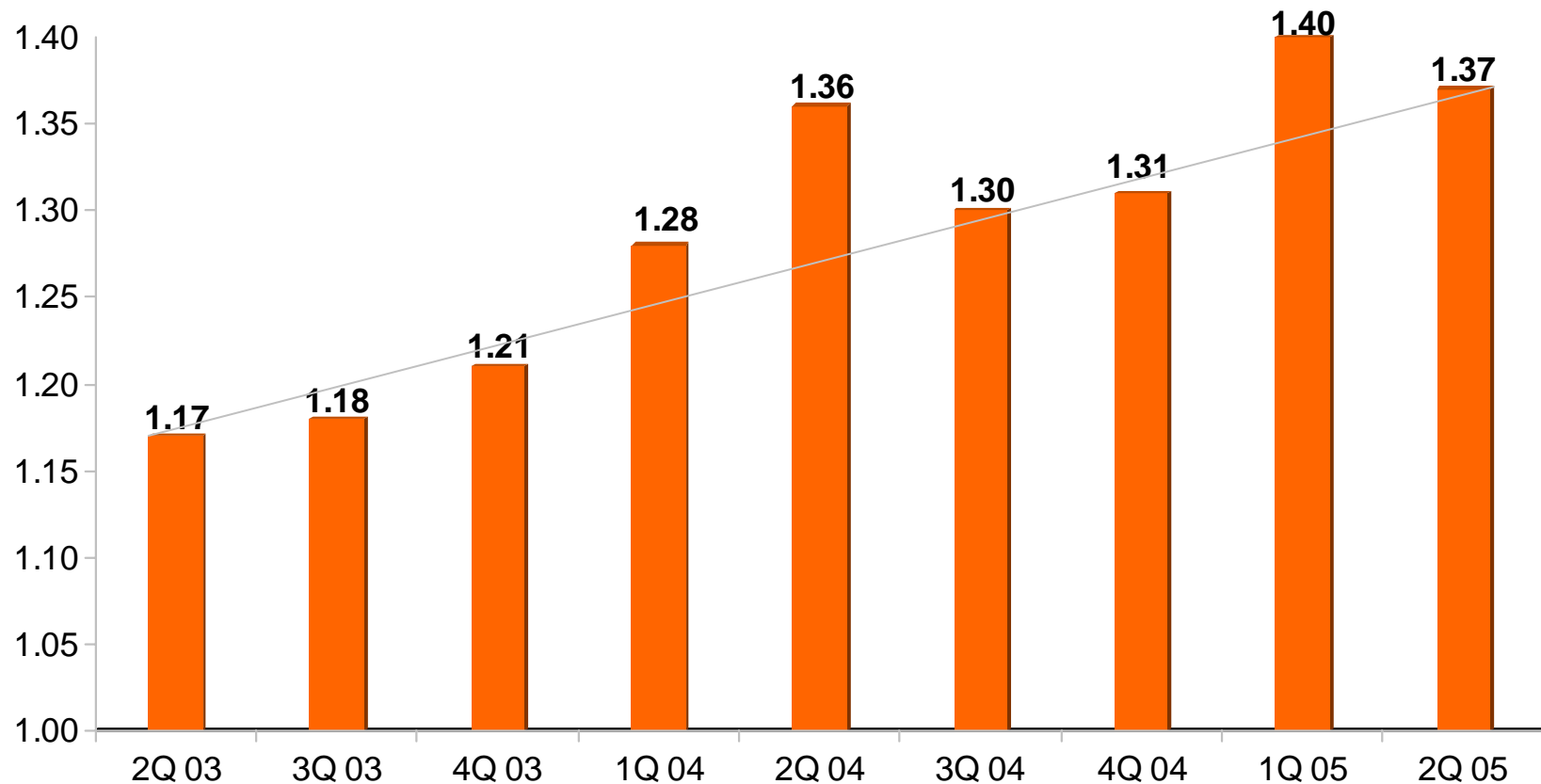


(1) EPS as originally reported and adjusted for stock splits. There are no adjustments for merger pooling.

(2) CAGR and growth based on GAAP EPS excluding merger-related charges.

# Improving Operating EPS Trends (1)

*Strong operating trends translating into quarterly EPS growth despite fluctuating provision expense trends*



(1) Operating EPS excludes the after-tax impact of merger expenses. Reconciliation of reported EPS to operating EPS is contained in the appendix.

# NCF Merger on Track

- SunTrust announced the **National Commerce Financial** merger in May 2004, the transaction was completed on Oct. 1, 2004 - systems successfully converted and enhanced product capabilities in place
- **Cost saves are ahead of original estimate**; cost save estimate increased from \$76MM to \$90MM for 2005, **one-time merger expenses are on track** with original estimate of \$125MM
- **Key components of our sales organization are in place** – sales leadership model, weekly sales meetings, sales training, sales and referral goals, incentives and recognition
- **Loans and deposits in the Carolinas region have grown** at a rate commensurate with the overall average geographic growth rates for the Company this year
  - Number of **new deposit accounts opened** in the Carolinas region since March totaled over **52,000**
- Customer retention remains a **top priority**
  - **115,000 client calls** completed by relationship managers across the footprint
  - Reached **100% of key customers** – Retail, Wealth & Investment Management, Commercial and Treasury Management
- **Companywide retention metrics** are being tracked monthly
- Based on third party research, retention results to date indicate the Company is **exceeding prior average industry merger experience**

# SunTrust Today

- Our **foundation** is firmly **in place**:
  - Fully functioning operating model with clear allocation of responsibilities
  - Key components of sales organization in place: weekly sales meetings, sales and referral goals and linked incentives
- We have **clear strategy** and **focused initiatives** to drive performance:
  - Deliver “Big Bank” capabilities with local decision making and responsiveness
  - Focus on customer acquisition and retention
  - Drive cross-LOB referrals
- Key **initiatives** are generating **tangible results**
- **Capitalizing on opportunities** provided by the **National Commerce Financial** merger



# APPENDIX

# Average Loan Growth

*Driven by targeted sales initiatives*

(\$ in millions)

	2Q 2005 As Adjusted <sup>(1)</sup>	1Q 2005 As Adjusted <sup>(1)</sup>	Adjusted Growth	Adjusted Growth Rate	Adjusted Sequential Annualized Growth Rate
<b>Mortgages</b>	\$26,752.9	\$25,599.1	\$1,153.8	4.5%	18.0%
<b>RE Construction</b>	8,962.4	8,661.9	300.5	3.5%	13.9%
<b>RE Equity</b>	12,030.3	11,146.6	883.7	7.9%	31.7%
<b>RE Commercial</b>	13,042.3	12,923.1	119.2	0.9%	3.7%
<b>Commercial</b>	31,630.7	30,303.9	1,326.8	4.4%	17.5%
<b>Business Credit Card</b>	213.1	197.7	15.4	7.8%	31.2%
<b>Consumer - Direct</b>	4,937.0	4,853.8	83.2	1.7%	6.9%
<b>Consumer - Indirect</b>	9,058.5	9,192.0	(133.5)	(1.5)%	(5.8)%
<b>Nonaccrual</b>	339.5	337.7	1.8	0.5%	2.1%
<b>Total Loans</b>	\$106,966.7	\$103,215.8	\$3,750.9	3.6%	14.5%

(1) As a result of the NCF systems conversion on April 22, 2005, SunTrust presents consolidated average balances on an adjusted basis for both loans and deposits. The Company believes these adjusted measures provide a better comparison between reporting periods and are more indicative of true loan and deposit fluctuations. The adjustments represent reclassifications due to account mapping changes resulting from the systems conversion.

# Average Consumer and Commercial Deposit Growth

*Driven by targeted sales initiatives*

(\$ in millions)

	2Q 2005 As Adjusted <sup>(1)</sup>	1Q 2005 As Adjusted <sup>(1)</sup>	Adjusted Growth	Adjusted Growth Rate	Adjusted Sequential Annualized Growth Rate
<b>DDA</b>	\$24,324.7	\$23,784.5	\$540.2	2.3%	9.1%
<b>NOW</b>	17,515.0	17,461.0	54.0	0.3%	1.2%
<b>MMA</b>	25,678.3	25,607.6	70.7	0.3%	1.1%
<b>Savings</b>	6,246.6	6,624.1	(377.5)	(5.7)%	(22.8)%
<b>Consumer Time</b>	11,556.5	10,010.6	1,545.9	15.4%	61.8%
<b>Other Time</b>	7,743.4	7,480.0	263.4	3.5%	14.1%
<b>Total Consumer and Commercial Deposits</b>	\$93,064.5	\$90,967.8	\$2,096.7	2.3%	9.2%
<b>Total Low Cost Deposits <sup>(2)</sup></b>	\$48,086.3	\$47,869.6	\$216.7	0.5%	1.8%

(1) As a result of the NCF systems conversion on April 22, 2005, SunTrust presents consolidated average balances on an adjusted basis for both loans and deposits. The Company believes these adjusted measures provide a better comparison between reporting periods and are more indicative of true loan and deposit fluctuations. The adjustments represent reclassifications due to account mapping changes resulting from the systems conversion.

(2) Total of DDA, NOW, Savings.

# Strong Credit Quality

*Improving consumer and commercial credit quality trends have resulted in near historical low NCO and NPA levels*

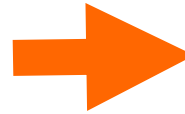
(\$ in thousands)	2Q 05	1Q 05	4Q 04	3Q 04	2Q 04
<b>Net Charge-offs</b>	\$35,384	\$36,834	\$53,893	\$51,043	\$37,556
<b>Net Charge-offs to Avg. Loans</b>	0.13%	0.14%	0.21%	0.24%	0.19%
<b>NPAs</b>	\$380,303	\$392,345	\$410,658	\$304,217	\$324,421
<b>NPAs to Loans/OREO/Other Repo</b>	0.35%	0.37%	0.40%	0.36%	0.39%
<b>Allowance for Loan Losses</b>	\$1,036,173	\$1,023,746	\$1,050,024	\$892,974	\$902,243
<b>Allowance to Non-Performing Loans</b>	296.7%	286.7%	281.3%	315.7%	299.7%
<b>Allowance to Charge-Offs (Years Coverage)</b>	7.3	6.9	4.9	4.4	6.0

# 2005 LOB Accomplishments

## Retail

### Key Initiatives

- **Streamline consumer products** and increase the focus on service quality at branch locations
- Launch products and initiatives to **enhance the business banking** client experience
- Build a **world class Home Equity Business** and invest in technology and process improvements
- Enhanced our referral & sales processes as well as advertising to **drive more sales opportunities through the call center**



### Results<sup>(1)</sup>

- New personal checking accounts up **13%**
- Successful CD campaign helped drive a **220%** increase in new CD/IRA accounts

- New business checking accounts up **60%**
- New business banking loan production up **41%**
- Outstanding business banking deposits up **14%** and loans up **8%**

- New Direct Equity production increased **26%**
- Improvements have increased speed **31%**

- New deposit account sales through the call center up **56%**
- Check card sales through the call center up **44%**

(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004. New accounts include both legacy SunTrust and NCF.

# 2005 LOB Accomplishments

## Commercial

### Key Initiatives

- **Adopted sales management process** and installed **new technology** to support the operating model



- Independent research results through 2004:
  - Hold a #1 or #2 ranking for lead relationships among companies with \$5MM - \$250MM in revenue in 80% of the Company's geographic markets
  - From 2000 to 2004 increased lead relationships by 60% in the middle market commercial segment

- **Sustain market share gains** through our strategy of relationship planning and use of strategic reviews for key client segments



- Deposits up **14%**
- Loans up **10%**
- Capital Markets fees up **60%**

- **Implement Treasury Management** product, sales and service **enhancements**



- Sales of new Treasury Management services is up 6%
- Accelerated speed new products are rolled out to market

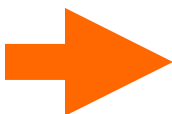
(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004.

# 2005 LOB Accomplishments

## Corporate and Investment Banking

### Key Initiatives

- **Drive the cross-sell** of Capital Markets products to the Commercial and Wealth & Investment Management LOBs
- **Invest in Debt Capital Markets product capabilities**, both new and existing
- **Focused initiative to enhance risk adjusted returns** of corporate clients
- Deliver '**best in class**' credit performance



### Results<sup>(1)</sup>

- Capital Markets Revenue cross-sold to the Commercial and Wealth & Investment Management LOB's = \$38MM, up \$14MM or **57%**

- Increased product specialists
- Debt Capital Markets Revenue = \$139MM, up \$22MM or **19%**

- Corporate Banking's twelve month trailing **RAROC has increased 3.4%**

- Net charge-offs (recoveries) = (\$0.7MM), \$9.9MM better than prior YTD
- Non-accrual loans = \$47.8MM, down \$32.3MM or 40%. Represents 0.3% of total loans
- Criticized loans = \$183.4MM, down \$284.9MM or 61%. Represents 1.2% of total loans

(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004.

# 2005 LOB Accomplishments

## *Wealth and Investment Management*

### *Key Initiatives*

- **Rolled out and implemented new client management operating model** in Private Wealth Management
- Continue to ensure our offerings of products and services exceeds those of our competitors
- Implemented initiatives which **increased penetration** into existing STI client base
- Integrated NCF and First Mercantile into business units, **expanding opportunities for cross selling**



### *Results<sup>(1)</sup>*

- Loans up **13%**
- Deposits up **24%**
- Institutional new trust business up **34%**
- Retail Investment referral \$ up **28%**
- Capital Markets referral \$ up **25%**

- Discretionary assets under management increased **10%** 6/30/05 over 6/30/04
- Insurance income up **11%**

- Personal Trust retention improved by **22%**

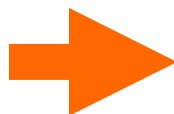
(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004.

# 2005 LOB Accomplishments

## Mortgage

### Key Initiatives

- **Grow Market Share**
- **Grow purchase originations** faster than peer average
- **Increased** the size of the mortgage **sales force**
- Opened 30 new offices to **expand national footprint** to 157 total Retail offices and 17 total Wholesale offices
- Strong **emphasis on Mortgage cross-sell** program
  - Focused on home equity, deposit, credit/debit card and other consumer products



### Results<sup>(1)</sup>

- Over \$31 billion in total applications, up **30%** over the same period in 2004
  - Over \$19 billion in purchase applications, up **42%**
- Nearly \$19 billion in total closings, up **22%**
  - Over \$11 billion in purchase closings, up **42%**

Total booked products up **54%** on a prospect base that increased 10%

(1) Includes only legacy SunTrust data for the first half of 2005 as compared to the first half of 2004.

# 2005 Line of Business Goals

- Aggressively **expand and retain** share of emerging wealth segments
- Integrate successful private banking units into private wealth management for a more **comprehensive approach**
- Integrate Alexander Key and SunTrust Securities into SunTrust Investment Services to **leverage broker platform** and **achieve efficiencies**

- Continue to **enhance capital markets sales** into Commercial and Wealth & Investment Management client base
- Invest in **developing new and existing Debt Capital Market product capabilities**



- Partner with Retail to **improve penetration**
- Continue to **strengthen product offerings and distribution capabilities**

- Leverage merger to **capture market share**
- Grow branch network, **emphasis on in-store opportunities**
- Improve **partnership** between business banking and other LOBs to ensure proper client segmentation, enhance service and improve retention

- Capitalize on opportunities in legacy NCF footprint to grow diversified commercial, auto dealer, middle market and institutional/government segments
- Make significant investments in Treasury Management products, sales and service to **capture emerging opportunities in the payments business**

# Long Term Growth Initiatives

<b>Business Line</b>	<b>Long Term Growth Rate Target</b>
<b>Retail</b>	<b>8 -10%</b>
<b>Commercial</b>	<b>8 -10%</b>
<b>Corporate and Investment Banking</b>	<b>9 -11%</b>
<b>Wealth &amp; Investment Management</b>	<b>12 -14%</b>
<b>Mortgage</b>	<b>8-10%</b>
<b>SunTrust</b>	<b>8 -10%</b>

# **RECONCILEMENT OF NON-GAAP MEASURES**

SunTrust Banks, Inc. and Subsidiaries  
RECONCILEMENT OF NON-GAAP MEASURES  
APPENDIX A TO THE PRESS RELEASE  
(Dollars in thousands)

	Three Months Ended				Six Months Ended		
	June 30 2005	March 31 2005	December 31 2004	September 30 2004	June 30 2004	June 30 2005 2004	
<b>NON-GAAP MEASURES PRESENTED IN THE PRESS RELEASE</b>							
Net income	\$465,700	\$492,294	\$455,729	\$368,766	\$386,571	\$957,994	\$748,406
Securities losses/(gains), net of tax	17	3,509	12,595	11,825	5,881	3,525	2,679
Net income excluding securities gains and losses	465,717	495,803	468,324	380,591	392,452	961,519	751,085
The Coca-Cola Company dividend, net of tax	(12,027)	(12,028)	(10,739)	(10,740)	(10,739)	(24,056)	(21,478)
Net income excluding securities gains and losses and The Coca-Cola Company dividend	\$453,690	\$483,775	\$457,585	\$369,851	\$381,713	\$937,463	\$729,607
Total average assets	\$165,253,589	\$161,218,222	\$156,570,092	\$127,127,968	\$127,287,458	\$163,247,052	\$125,570,602
Average net unrealized securities gains	(1,791,566)	(2,032,787)	(2,056,737)	(2,054,978)	(2,803,917)	(1,911,510)	(2,692,110)
Average assets less net unrealized securities gains	\$163,462,023	\$159,185,435	\$154,513,355	\$125,072,990	\$124,483,541	\$161,335,542	\$122,878,492
Total average equity	\$16,275,567	\$16,119,430	\$15,818,968	\$9,992,905	\$10,194,201	\$16,197,929	\$10,017,242
Average accumulated other comprehensive income	(1,139,477)	(1,285,278)	(1,304,553)	(1,318,332)	(1,804,833)	(1,211,975)	(1,725,273)
Total average realized equity	\$15,136,090	\$14,834,152	\$14,514,415	\$8,674,573	\$8,389,368	\$14,985,954	\$8,291,969
Return on average total assets	1.13 %	1.24 %	1.16 %	1.15 %	1.22 %	1.18 %	1.20 %
Impact of excluding net realized and unrealized securities gains/losses and The Coca-Cola Company dividend	(0.02)	(0.01)	0.02	0.03	0.01	(0.01)	(0.01)
Return on average total assets less net unrealized securities gains <sup>1</sup>	1.11 %	1.23 %	1.18 %	1.18 %	1.23 %	1.17 %	1.19 %
Return on average total shareholders' equity	11.48 %	12.39 %	11.46 %	14.68 %	15.25 %	11.93 %	15.02 %
Impact of excluding net unrealized securities gains	0.54	0.84	1.08	2.28	3.05	0.68	2.67
Return on average realized shareholders' equity <sup>2</sup>	12.02 %	13.23 %	12.54 %	16.96 %	18.30 %	12.61 %	17.69 %
Noninterest income	\$770,909	\$753,814	\$759,003	\$627,692	\$622,665	\$1,524,723	\$1,217,751
Securities losses/(gains)	27	5,659	19,377	18,193	9,048	5,686	4,121
Gain on sale of RCM assets, net of related expenses	-	(19,874)	-	-	-	(19,874)	-
Total noninterest income excluding securities gains and losses and net gain on sale of RCM assets <sup>3</sup>	\$770,936	\$739,599	\$778,380	\$645,885	\$631,713	\$1,510,535	\$1,221,872
Net interest income	\$1,123,709	\$1,111,560	\$1,084,204	\$876,874	\$872,429	\$2,235,269	\$1,724,077
FTE adjustment	18,720	17,666	16,684	16,821	12,637	36,386	24,893
Net interest income - FTE	1,142,429	1,129,226	1,100,888	893,695	885,066	2,271,655	1,748,970
Noninterest income	770,909	753,814	759,003	627,692	622,665	1,524,723	1,217,751
Total revenue	1,913,338	1,883,040	1,859,891	1,521,387	1,507,731	3,796,378	2,966,721
Securities losses/(gains)	27	5,659	19,377	18,193	9,048	5,686	4,121
Gain on sale of RCM assets, net of related expenses	-	(19,874)	-	-	-	(19,874)	-
Total revenue excluding securities gains and losses and net gain on sale of RCM assets <sup>3</sup>	\$1,913,365	\$1,868,825	\$1,879,268	\$1,539,580	\$1,516,779	\$3,782,190	\$2,970,842

	Three Months Ended			June 30 2005	June 30 2004	%
	June 30 2005	March 31 2005	% <sup>4</sup> Change			

**AVERAGE LOW COST CONSUMER AND COMMERCIAL DEPOSIT RECONCILEMENT**

Noninterest bearing deposits	\$24,309,721	\$23,723,080	2.5%	\$24,309,721	\$20,591,615	18.1%
NOW accounts	17,519,608	17,479,848	0.2	17,519,608	12,811,554	36.7
Savings	6,462,425	7,506,923	(13.9)	6,462,425	6,990,929	(7.6)
Total average low cost consumer and commercial deposits	\$48,291,754	\$48,709,851	(0.9)	\$48,291,754	\$40,394,098	19.6

<sup>1</sup>SunTrust presents a return on average assets less net unrealized gains on securities. The foregoing numbers reflect primarily adjustments to remove the effects of the Company's securities portfolio which includes the ownership by the Company of 48.3 million shares of The Coca-Cola Company. The Company uses this information internally to gauge its actual performance in the industry. The Company believes that the return on average assets less the net unrealized securities gains is more indicative of the Company's return on assets because it more accurately reflects the return on the assets that are related to the Company's core businesses which are primarily customer relationship and customer transaction driven. The return on average assets less net unrealized gains on securities is computed by dividing annualized net income, excluding securities gains/losses and The Coca-Cola Company dividend, by average assets less net unrealized securities gains.

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

<sup>3</sup>SunTrust presents total noninterest income and total revenue excluding realized securities gains and losses and the net gain on the sale of RCM assets. The Company believes total noninterest income and total revenue without securities gains and losses is more indicative of the Company's performance because it isolates income that is primarily customer relationship and customer transaction driven. SunTrust further excludes the net gain on the sale of RCM assets because the Company believes the exclusion of the net gain is more indicative of normalized operations.

<sup>4</sup>Multiply by 4 to calculate sequential annualized growth or reductions discussed in the earnings call.

**SunTrust Banks, Inc. and Subsidiaries**  
**RECONCILEMENT OF NON-GAAP MEASURES**  
**APPENDIX A TO THE PRESS RELEASE, continued**  
(Dollars in thousands)

	Three Months Ended		Six Months Ended
	June 30	March 31	June 30
	2005	2005	2005

SELECTED NON-GAAP OPERATING MEASURES AND ADJUSTED  
OPERATING MEASURES PRESENTED IN THE PRESS RELEASE <sup>1</sup>

Net income	\$465,700	\$492,294	\$957,994
Merger expense, net of tax	33,642	15,958	49,600
Operating net income	499,342	508,252	1,007,594
Net gain on sale of RCM assets, net of tax	-	(12,322)	(12,322)
Adjusted operating net income	\$499,342	\$495,930	\$995,272
Diluted earnings per share	\$1.28	\$1.36	\$2.64
Impact of excluding merger expense	0.09	0.04	0.13
Operating diluted earnings per share	1.37	1.40	2.77
Impact of net gain on sale of RCM assets	-	(0.03)	(0.03)
Adjusted operating diluted earnings per share	\$1.37	\$1.37	\$2.74
Total revenue	\$1,913,338	\$1,883,040	\$3,796,378
Securities losses	27	5,659	5,686
Net gain on sale of RCM assets	-	(19,874)	(19,874)
Adjusted total revenue	\$1,913,365	\$1,868,825	\$3,782,190
Noninterest income	\$770,909	\$753,814	\$1,524,723
Net gain on sale of RCM assets	-	(19,874)	(19,874)
Noninterest income excluding net gain on sale of RCM assets	\$770,909	\$733,940	\$1,504,849
Noninterest expense	\$1,172,825	\$1,133,906	\$2,306,731
Merger expense	(54,262)	(25,738)	(80,000)
Noninterest expense excluding merger expense	\$1,118,563	\$1,108,168	\$2,226,731
Efficiency ratio	61.30 %	60.22 %	60.76 %
Impact of excluding merger expense	(2.84)	(1.37)	(2.11)
Operating efficiency ratio	58.46	58.85	58.65
Impact of net gain on sale of RCM assets	-	0.63	0.31
Adjusted operating efficiency ratio	58.46 %	59.48 %	58.96 %
Return on average total assets	1.13 %	1.24 %	1.18 %
Impact of excluding merger expense	0.08	0.04	0.06
Operating return on average total assets <sup>2</sup>	1.21 %	1.28 %	1.24 %
Return on average total shareholders' equity	11.48 %	12.39 %	11.93 %
Impact of excluding merger expense	0.83	0.40	0.61
Operating return on average total shareholders' equity <sup>3</sup>	12.31 %	12.79 %	12.54 %

<sup>1</sup> SunTrust presents selected financial data on an operating basis that excludes merger charges, which represent incremental costs to integrate NCF's operations. The Company also presents selected financial data on an adjusted operating basis, which further excludes the net gain related to the sale of RCM assets. The Company believes the exclusion of these two measures is more reflective of normalized operations.

<sup>2</sup> Computed by dividing annualized operating net income by average total assets.

<sup>3</sup> Computed by dividing annualized operating net income by average total shareholders' equity.

SunTrust Banks, Inc. and Subsidiaries  
 QUARTER-TO-QUARTER COMPARISON - ACTUAL  
 APPENDIX B TO THE PRESS RELEASE

	Three Months Ended				Sequential Annualized <sup>1</sup> %
	June 30 2005	March 31 2005	Increase/(Decrease) Amount	%	
<b>STATEMENTS OF INCOME (Dollars in thousands)</b>					
NET INTEREST INCOME	\$1,123,709	\$1,111,560	\$12,149	1.1 %	4.4 %
Provision for loan losses	47,811	10,556	37,255	352.9	NM
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	1,075,898	1,101,004	(25,106)	(2.3)	(9.1)
NONINTEREST INCOME					
Deposit and other fees <sup>2</sup>	357,545	343,634	13,911	4.0	16.2
Trust and investment management income	167,503	164,515	2,988	1.8	7.3
Broker / dealer revenue <sup>3</sup>	138,149	149,196	(11,047)	(7.4)	(29.6)
Other noninterest income	107,739	82,254	25,485	31.0	NM
Noninterest income before securities (losses)/gains and net gain on sale of RCM assets <sup>4</sup>	770,936	739,599	31,337	4.2	16.9
Gain on sale of RCM assets, net of related expenses	-	19,874	(19,874)	(100.0)	NM
Noninterest income before securities (losses)/gains	770,936	759,473	11,463	1.5	6.0
Securities (losses)/gains	(27)	(5,659)	5,632	(99.5)	NM
Total noninterest income	770,909	753,814	17,095	2.3	9.1
NONINTEREST EXPENSE					
Personnel expense	623,284	634,793	(11,509)	(1.8)	(7.3)
Net occupancy expense	73,483	75,851	(2,368)	(3.1)	(12.5)
Outside processing and software	89,282	82,848	6,434	7.8	31.1
Equipment expense	51,579	52,882	(1,303)	(2.5)	(9.9)
Marketing and customer development	36,298	31,629	4,669	14.8	59.0
Other noninterest expense	214,819	198,948	15,871	8.0	31.9
Noninterest expense before amortization of intangible assets and merger expense <sup>5</sup>	1,088,745	1,076,951	11,794	1.1	4.4
Amortization of intangible assets	29,818	31,217	(1,399)	(4.5)	(17.9)
Merger expense	54,262	25,738	28,524	110.8	NM
Total noninterest expense	1,172,825	1,133,906	38,919	3.4	13.7
INCOME BEFORE INCOME TAXES	673,982	720,912	(46,930)	(6.5)	(26.0)
Provision for income taxes	208,282	228,618	(20,336)	(8.9)	(35.6)
NET INCOME	465,700	492,294	(26,594)	(5.4)	(21.6)
Merger expense, net of tax	33,642	15,958	17,684	110.8	NM
OPERATING NET INCOME	499,342	508,252	(8,910)	(1.8)	(7.0)
Net gain on sale of RCM assets, net of tax	-	(12,322)	12,322	(100.0)	NM
ADJUSTED OPERATING NET INCOME	\$499,342	\$495,930	\$3,412	0.7	2.8
<b>REVENUE (Dollars in thousands)</b>					
Net interest income	\$1,123,709	\$1,111,560	\$12,149	1.1 %	4.4 %
FTE adjustment	18,720	17,666	1,054	6.0	23.9
Net interest income - FTE	1,142,429	1,129,226	13,203	1.2	4.7
Noninterest income	770,909	753,814	17,095	2.3	9.1
Total revenue	1,913,338	1,883,040	30,298	1.6	6.4
Securities losses/(gains)	27	5,659	(5,632)	(99.5)	NM
Net gain on sale of RCM assets	-	(19,874)	19,874	(100.0)	NM
Total revenue excluding securities gains and losses and net gain on sale of RCM assets	\$1,913,365	\$1,868,825	\$44,540	2.4	9.5
<b>SELECTED AVERAGE BALANCES (Dollars in millions)</b>					
<u>Average Loans<sup>6,8</sup></u>					
Commercial	\$32,508	\$33,518	(\$1,010)	(3.0) %	(12.1) %
Real estate 1-4 family	26,324	23,527	2,797	11.9	47.6
Real estate commercial and construction	21,496	19,224	2,272	11.8	47.3
Real estate equity	12,135	11,574	561	4.8	19.4
Consumer <sup>7</sup>	14,291	15,175	(884)	(5.8)	(23.3)
Credit cards	213	198	15	7.6	30.3
Total loans	\$106,967	\$103,216	\$3,751	3.6	14.5
<u>Average deposits<sup>8</sup></u>					
Noninterest bearing deposits	\$24,310	\$23,723	\$587	2.5 %	9.9 %
NOW accounts	17,520	17,480	40	0.2	0.9
Money Market accounts	25,473	24,767	706	2.9	11.4
Savings	6,462	7,507	(1,045)	(13.9)	(55.7)
Consumer and other time	19,300	17,491	1,809	10.3	41.4
Total consumer and commercial deposits	93,065	90,968	2,097	2.3	9.2
Brokered and foreign deposits	15,709	13,424	2,285	17.0	68.1
Total deposits	\$108,774	\$104,392	\$4,382	4.2	16.8
<b>SELECTED CREDIT DATA (Dollars in thousands)</b>					
Nonaccrual loans	\$328,018	\$337,057	(\$9,039)	(2.7) %	(10.7) %
Restructured loans	21,236	20,071	1,165	5.8	23.2
Total nonperforming loans	349,254	357,128	(7,874)	(2.2)	(8.8)
Other real estate owned (OREO)	25,263	27,555	(2,292)	(8.3)	(33.3)
Other repossessed assets	5,786	7,662	(1,876)	(24.5)	(97.9)
Total nonperforming assets	\$380,303	\$392,345	(\$12,042)	(3.1)	(12.3)
Allowance for loan and lease losses	\$1,036,173	\$1,023,746	\$12,427	1.2	4.9

<sup>1</sup>Multiply percentage change by 4 to calculate sequential annualized change. Any sequential annualized change over 100 percent is labeled as "NM."

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

<sup>2</sup>Includes service charges on deposits, card and other charges and fees.

<sup>3</sup>Includes retail investment services, investment banking income and trading account profits and commissions.

<sup>4</sup>SunTrust presents noninterest income before securities (losses)/gains and the net gain on the sale of RCM assets.

The Company believes noninterest income before securities gains and losses is more indicative of the Company's performance because it isolates income that is primarily customer relationship and customer transaction driven. SunTrust further excludes the net gain on the sale of RCM assets because the Company believes the exclusion of the net gain provides better comparability and is more indicative of normalized operations.

<sup>5</sup>The Company presents noninterest expense before amortization of intangible assets and merger expense. The Company believes the exclusion of these measures provides better comparability and is more reflective of normalized operations.

<sup>6</sup>SunTrust's average nonaccrual and restructured loans are included in the respective categories to conform to the NCF presentation.

<sup>7</sup>Includes consumer direct and consumer indirect loans.

<sup>8</sup>See Appendix C for the impact of the estimated reclassification adjustments resulting from the April 22, 2005 NCF systems conversion.

**SunTrust Banks, Inc. and Subsidiaries**  
**QUARTER-TO-QUARTER COMPARISON - HISTORICAL COMBINED GROWTH**  
**APPENDIX B TO THE PRESS RELEASE, continued**

The 2nd quarter and year-to-date 2004 figures represent SunTrust and NCF on a historical combined basis. See following page for a reconciliation of these historical combined amounts.

	HISTORICAL COMBINED				HISTORICAL COMBINED			
	Three Months Ended		Increase/(Decrease)		Six Months Ended		Increase/(Decrease)	
	June 30	2004	Amount	%	June 30	2004	Amount	%
	2005				2005			
<b>STATEMENTS OF INCOME (Dollars in thousands)</b>								
NET INTEREST INCOME	\$1,123,709	\$1,066,415	\$57,294	5.4 %	\$2,235,269	\$2,109,134	\$126,135	6.0 %
Provision for loan losses	47,811	15,672	32,139	205.1	58,367	81,597	(23,230)	(28.5)
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	1,075,898	1,050,743	25,155	2.4	2,176,902	2,027,537	149,365	7.4
NONINTEREST INCOME								
Deposit and other fees <sup>1</sup>	357,545	355,631	1,914	0.5	701,179	692,753	8,426	1.2
Trust and investment management income	167,503	156,352	11,151	7.1	332,018	309,068	22,950	7.4
Broker / dealer revenue <sup>2</sup>	138,149	161,914	(23,765)	(14.7)	287,345	307,617	(20,272)	(6.6)
Other noninterest income	107,739	81,998	25,741	31.4	189,993	145,636	44,357	30.5
Noninterest income before securities (losses)/gains and net gain on sale of RCM assets <sup>3</sup>	770,936	755,895	15,041	2.0	1,510,535	1,455,074	55,461	3.8
Gain on sale of RCM assets, net of related expenses	-	-	-	-	19,874	-	19,874	100.0
Noninterest income before securities (losses)/gains	770,936	755,895	15,041	2.0	1,530,409	1,455,074	75,335	5.2
Securities (losses)/gains	(27)	(8,982)	8,955	(99.7)	(5,686)	6,863	(12,549)	(182.9)
Total noninterest income	770,909	746,913	23,996	3.2	1,524,723	1,461,937	62,786	4.3
NONINTEREST EXPENSE								
Personnel expense	623,284	598,729	24,555	4.1	1,258,077	1,184,646	73,431	6.2
Net occupancy expense	73,483	75,042	(1,559)	(2.1)	149,334	150,308	(974)	(0.6)
Outside processing and software	89,282	77,680	11,602	14.9	172,130	149,895	22,235	14.8
Equipment expense	51,579	52,934	(1,355)	(2.6)	104,461	105,252	(791)	(0.8)
Marketing and customer development	36,298	35,788	510	1.4	67,927	69,036	(1,109)	(1.6)
Other noninterest expense	214,819	235,442	(20,623)	(8.8)	413,767	440,673	(26,906)	(6.1)
Noninterest expense before amortization of intangible assets and merger expense <sup>4</sup>	1,088,745	1,075,615	13,130	1.2	2,165,696	2,099,810	65,886	3.1
Amortization of intangible assets	29,818	27,491	2,327	8.5	61,035	56,770	4,265	7.5
Merger expense	54,262	-	54,262	100.0	80,000	-	80,000	100.0
Total noninterest expense	1,172,825	1,103,106	69,719	6.3	2,306,731	2,156,580	150,151	7.0
INCOME BEFORE INCOME TAXES	673,982	694,550	(20,568)	(3.0)	1,394,894	1,332,894	62,000	4.7
Provision for income taxes	208,282	222,888	(14,606)	(6.6)	436,900	409,153	27,747	6.8
NET INCOME	465,700	471,662	(5,962)	(1.3)	957,994	923,741	34,253	3.7
Merger expense, net of tax	33,642	-	33,642	100.0	49,600	-	49,600	100.0
OPERATING NET INCOME	499,342	471,662	27,680	5.9	1,007,594	923,741	83,853	9.1
Net gain on sale of RCM assets, net of tax	-	-	-	-	(12,322)	-	(12,322)	(100.0)
ADJUSTED OPERATING NET INCOME	\$499,342	\$471,662	\$27,680	5.9	\$995,272	\$923,741	\$71,531	7.7
<b>REVENUE (Dollars in thousands)</b>								
Net interest income	\$1,123,709	\$1,066,415	\$57,294	5.4 %	\$2,235,269	\$2,109,134	\$126,135	6.0 %
FTE adjustment <sup>5</sup>	18,720	15,017	3,703	24.7	36,386	29,378	7,008	23.9
Net interest income - FTE	1,142,429	1,081,432	60,997	5.6	2,271,655	2,138,512	133,143	6.2
Noninterest income	770,909	746,913	23,996	3.2	1,524,723	1,461,937	62,786	4.3
Total revenue	1,913,338	1,828,345	84,993	4.6	3,796,378	3,600,449	195,929	5.4
Securities losses/(gains)	27	8,982	(8,955)	(99.7)	5,686	(6,863)	12,549	182.9
Net gain on sale of RCM assets	-	-	-	-	(19,874)	-	(19,874)	(100.0)
Total revenue excluding securities gains and losses and net gain on sale of RCM assets	\$1,913,365	\$1,837,327	\$76,038	4.1	\$3,782,190	\$3,593,586	\$188,604	5.2
<b>SELECTED AVERAGE BALANCES (Dollars in millions)</b>								
<u>Average Loans<sup>6</sup></u>								
Commercial	\$32,508	\$31,775	\$733	2.3 %	\$33,011	\$32,202	\$809	2.5 %
Real estate 1-4 family	26,324	20,018	6,306	31.5	24,931	19,402	5,529	28.5
Real estate commercial and construction	21,496	17,864	3,632	20.3	20,370	17,767	2,603	14.7
Real estate equity	12,135	9,497	2,638	27.8	11,856	9,170	2,686	29.3
Consumer <sup>7</sup>	14,291	15,382	(1,091)	(7.1)	14,729	15,222	(493)	(3.2)
Credit cards	213	167	46	27.5	205	161	44	27.3
Total loans	\$106,967	\$94,703	\$12,264	12.9	\$105,102	\$93,924	\$11,178	11.9
<u>Average deposits</u>								
Noninterest bearing deposits	\$24,310	\$23,292	\$1,018	4.4 %	\$24,018	\$22,352	\$1,666	7.5 %
NOW accounts	17,520	15,090	2,430	16.1	17,500	14,792	2,708	18.3
Money Market accounts	25,473	24,207	1,266	5.2	25,122	24,139	983	4.1
Savings	6,462	8,697	(2,235)	(25.7)	6,982	8,376	(1,394)	(16.6)
Consumer and other time	19,300	15,270	4,030	26.4	18,400	15,422	2,978	19.3
Total consumer and commercial deposits	93,065	86,556	6,509	7.5	92,022	85,081	6,941	8.2
Brokered and foreign deposits	15,709	12,677	3,032	23.9	14,573	12,484	2,089	16.7
Total deposits	\$108,774	\$99,233	\$9,541	9.6	\$106,595	\$97,565	\$9,030	9.3
<b>SELECTED CREDIT DATA (Dollars in thousands)</b>								
Nonaccrual loans	\$328,018	\$320,548	\$7,470	2.3 %				
Restructured loans	21,236	18,189	3,047	16.8				
Total nonperforming loans	349,254	338,737	10,517	3.1				
Other real estate owned (OREO)	25,263	36,865	(11,602)	(31.5)				
Other repossessed assets	5,786	14,201	(8,415)	(59.3)				
Total nonperforming assets	\$380,303	\$389,803	(\$9,500)	(2.4)				
Allowance for loan and lease losses	\$1,036,173	\$1,080,681	(\$44,508)	(4.1)				

<sup>1</sup> Includes service charges on deposits, card and other charges and fees.

<sup>2</sup> Includes retail investment services, investment banking income and trading account profits and commissions.

<sup>3</sup> SunTrust presents noninterest income before securities (losses)/gains and the net gain on the sale of RCM assets.

The Company believes noninterest income before securities gains and losses is more indicative of the Company's performance because it isolates income that is primarily customer relationship and customer transaction driven. SunTrust further excludes the net gain on the sale of RCM assets because the Company believes the exclusion of the net gain provides better comparability and is more indicative of normalized operations.

<sup>4</sup> The Company presents noninterest expense before amortization of intangible assets and merger expense. The Company believes the exclusion of these measures provides better comparability and is more reflective of normalized operations.

<sup>5</sup> NCF's FTE adjustments were reduced \$4.4 million and \$9.1 million from the second quarter and first six months of 2004, respectively, to conform to SunTrust's methodology.

<sup>6</sup> SunTrust's average nonaccrual and restructured loans are included in the respective categories to conform to the NCF presentation.

<sup>7</sup> Includes consumer direct and consumer indirect loans.

**SunTrust Banks, Inc. and Subsidiaries**  
**SUNTRUST / NCF - SELECTED HISTORICAL FINANCIAL DATA**  
**APPENDIX B TO THE PRESS RELEASE, continued**

	Three Months Ended			Six Months Ended		
	June 30, 2004			June 30, 2004		
	SunTrust	NCF	Historical Combined	SunTrust	NCF	Historical Combined
<b>STATEMENTS OF INCOME (Dollars in thousands)</b>						
NET INTEREST INCOME	\$872,429	\$193,986	\$1,066,415	\$1,724,077	\$385,057	\$2,109,134
Provision for loan losses	2,827	12,845	15,672	56,664	24,933	81,597
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	869,602	181,141	1,050,743	1,667,413	360,124	2,027,537
NONINTEREST INCOME						
Deposit and other fees <sup>1</sup>	301,191	54,440	355,631	588,850	103,903	692,753
Trust and investment management income	140,366	15,986	156,352	276,584	32,484	309,068
Broker / dealer revenue <sup>2</sup>	135,203	26,711	161,914	255,144	52,473	307,617
Other noninterest income	54,953	27,045	81,998	101,294	44,342	145,636
Noninterest income before securities (losses)/gains	631,713	124,182	755,895	1,221,872	233,202	1,455,074
Securities (losses)/gains	(9,048)	66	(8,982)	(4,121)	10,984	6,863
Total noninterest income	622,665	124,248	746,913	1,217,751	244,186	1,461,937
NONINTEREST EXPENSE						
Personnel expense	520,922	77,807	598,729	1,027,718	156,928	1,184,646
Net occupancy expense	61,629	13,413	75,042	123,488	26,820	150,308
Outside processing and software	70,619	7,061	77,680	136,245	13,650	149,895
Equipment expense	45,740	7,194	52,934	90,825	14,427	105,252
Marketing and customer development	31,655	4,133	35,788	61,874	7,162	69,036
Other noninterest expense	183,294	52,148	235,442	347,817	92,856	440,673
Noninterest expense before amortization of intangible assets	913,859	161,756	1,075,615	1,787,967	311,843	2,099,810
Amortization of intangible assets	14,590	12,901	27,491	30,230	26,540	56,770
Total noninterest expense	928,449	174,657	1,103,106	1,818,197	338,383	2,156,580
INCOME BEFORE INCOME TAXES	563,818	130,732	694,550	1,066,967	265,927	1,332,894
Provision for income taxes	177,247	45,641	222,888	318,561	90,592	409,153
NET INCOME	\$386,571	\$85,091	\$471,662	\$748,406	\$175,335	\$923,741
<b>REVENUE (Dollars in thousands)</b>						
Net interest income	\$872,429	\$193,986	\$1,066,415	\$1,724,077	\$385,057	\$2,109,134
FTE adjustment <sup>3</sup>	12,637	2,380	15,017	24,893	4,485	29,378
Net interest income - FTE	885,066	196,366	1,081,432	1,748,970	389,542	2,138,512
Noninterest income	622,665	124,248	746,913	1,217,751	244,186	1,461,937
Total revenue	1,507,731	320,614	1,828,345	2,966,721	633,728	3,600,449
Securities losses/(gains)	9,048	(66)	8,982	4,121	(10,984)	(6,863)
Total revenue excluding securities gains and losses	\$1,516,779	\$320,548	\$1,837,327	\$2,970,842	\$622,744	\$3,593,586
<b>SELECTED AVERAGE BALANCES (Dollars in millions)</b>						
<u>Average Loans</u> <sup>4</sup>						
Commercial	\$27,654	\$4,121	\$31,775	\$28,143	\$4,059	\$32,202
Real estate 1-4 family	18,934	1,084	20,018	18,383	1,019	19,402
Real estate commercial and construction	14,043	3,821	17,864	13,976	3,791	17,767
Real estate equity	7,619	1,878	9,497	7,365	1,805	9,170
Consumer <sup>5</sup>	12,535	2,847	15,382	12,409	2,813	15,222
Credit cards	151	16	167	145	16	161
Total loans	\$80,936	\$13,767	\$94,703	\$80,421	\$13,503	\$93,924
<u>Average deposits</u>						
Noninterest bearing deposits	\$20,591	\$2,701	\$23,292	\$19,744	\$2,608	\$22,352
NOW accounts	12,812	2,278	15,090	12,572	2,220	14,792
Money Market accounts	22,367	1,840	24,207	22,252	1,887	24,139
Savings	6,991	1,706	8,697	6,663	1,713	8,376
Consumer and other time	10,405	4,865	15,270	10,533	4,889	15,422
Total consumer and commercial deposits	73,166	13,390	86,556	71,764	13,317	85,081
Brokered and foreign deposits	10,154	2,523	12,677	10,077	2,407	12,484
Total deposits	\$83,320	\$15,913	\$99,233	\$81,841	\$15,724	\$97,565
<b>SELECTED CREDIT DATA (Dollars in thousands)</b>						
Nonaccrual loans	\$282,910	\$37,638	\$320,548			
Restructured loans	18,189	-	18,189			
Total nonperforming loans	301,099	37,638	338,737			
Other real estate owned (OREO)	14,246	22,619	36,865			
Other repossessed assets	9,076	5,125	14,201			
Total nonperforming assets	\$324,421	\$65,382	\$389,803			
Allowance for loan and lease losses	\$902,243	\$178,438	\$1,080,681			

<sup>1</sup> Includes service charges on deposits, card and other charges and fees.

<sup>2</sup> Includes retail investment services, investment banking income and trading account profits and commissions.

<sup>3</sup> NCF's FTE adjustments were reduced \$4.4 million and \$9.1 million from the second quarter and first six months of 2004, respectively, to conform to SunTrust methodology.

<sup>4</sup> SunTrust's average nonaccrual and restructured loans are included in the respective categories to conform to the NCF presentation.

<sup>5</sup> Includes consumer direct and consumer indirect loans.

SunTrust Banks, Inc. and Subsidiaries  
**CONSOLIDATED DAILY AVERAGE BALANCES - ADJUSTED**<sup>1</sup>  
**APPENDIX C TO THE PRESS RELEASE**  
(Dollars in millions)

	Three Months Ended						Adjusted Growth	Adjusted Growth Rate	Adjusted Sequential Annualized Growth Rate <sup>2</sup>
	June 30 2005			March 31 2005					
	Average Balances - Reported	Estimated Reclassification	As Adjusted	Average Balances - Reported	Estimated Reclassification	As Adjusted			
<b>Loans</b>									
Real estate 1-4 family	\$26,224.1	\$528.8	\$26,752.9	\$23,435.7	\$2,163.4	\$25,599.1	\$1,153.8	4.5 %	18.0 %
Real estate construction	9,196.9	(234.5)	8,962.4	9,621.2	(959.3)	8,661.9	300.5	3.5	13.9
Real estate equity	12,134.7	(104.4)	12,030.3	11,573.7	(427.1)	11,146.6	883.7	7.9	31.7
Real estate commercial	12,214.5	827.8	13,042.3	9,537.0	3,386.1	12,923.1	119.2	0.9	3.7
Commercial	32,393.4	(762.7)	31,630.7	33,423.9	(3,120.0)	30,303.9	1,326.8	4.4	17.5
Business credit card	213.1	-	213.1	197.7	-	197.7	15.4	7.8	31.2
Consumer - direct	5,404.7	(467.7)	4,937.0	6,767.2	(1,913.4)	4,853.8	83.2	1.7	6.9
Consumer - indirect	8,861.1	197.4	9,058.5	8,384.4	807.6	9,192.0	(133.5)	(1.5)	(5.8)
Nonaccrual and restructured	324.2	15.3	339.5	275.0	62.7	337.7	1.8	0.5	2.1
Total loans	<u>\$106,966.7</u>	<u>\$-</u>	<u>\$106,966.7</u>	<u>\$103,215.8</u>	<u>\$-</u>	<u>\$103,215.8</u>	<u>\$3,750.9</u>	3.6	14.5
<b>Deposits</b>									
Noninterest-bearing deposits	\$24,309.7	\$15.0	\$24,324.7	\$23,723.1	\$61.4	\$23,784.5	\$540.2	2.3 %	9.1 %
NOW accounts	17,519.6	(4.6)	17,515.0	17,479.8	(18.8)	17,461.0	54.0	0.3	1.2
Money Market accounts	25,472.9	205.4	25,678.3	24,767.4	840.2	25,607.6	70.7	0.3	1.1
Savings	6,462.4	(215.8)	6,246.6	7,506.9	(882.8)	6,624.1	(377.5)	(5.7)	(22.8)
Consumer time	12,122.0	(565.5)	11,556.5	12,324.0	(2,313.4)	10,010.6	1,545.9	15.4	61.8
Other time	7,177.9	565.5	7,743.4	5,166.6	2,313.4	7,480.0	263.4	3.5	14.1
Total consumer and commercial deposits	93,064.5	-	93,064.5	90,967.8	-	90,967.8	2,096.7	2.3	9.2
Brokered deposits	9,580.3	-	9,580.3	6,462.1	-	6,462.1	3,118.2	48.3	NM
Foreign deposits	6,128.9	-	6,128.9	6,962.3	-	6,962.3	(833.4)	(12.0)	(47.9)
Total deposits	<u>\$108,773.7</u>	<u>\$-</u>	<u>\$108,773.7</u>	<u>\$104,392.2</u>	<u>\$-</u>	<u>\$104,392.2</u>	<u>\$4,381.5</u>	4.2	16.8

<sup>1</sup>As a result of the NCF systems conversion on April 22, 2005, SunTrust presents consolidated average balances on an adjusted basis for both loans and deposits. The Company believes these adjusted measures provide a better comparison between reporting periods and are more indicative of true loan and deposit fluctuations. The adjustments represent reclassifications due to account mapping changes resulting from the systems conversion.

<sup>2</sup>Multiply percentage change by 4 to calculate sequential annualized change. Any sequential annualized change over 100 percent is labeled as "NM." Those changes over 100 percent were not considered to be meaningful.

**SunTrust Banks, Inc. and Subsidiaries**  
**ESTIMATES OF HISTORICAL COMBINED GROWTH**  
**APPENDIX B TO THE PRESS RELEASE**

The 3rd Quarter 2004 and 4th Quarter 2003 figures represent SunTrust and NCF on a historical combined basis. See following page for a reconciliation of these historical combined amounts.

	Quarter - to - Quarter Comparison				Quarter - to - Quarter Comparison			
	4th Quarter 2004	3rd Quarter 2004	Increase/(Decrease) Amount	%	4th Quarter 2004	4th Quarter 2003	Increase/(Decrease) Amount	%
<b>STATEMENTS OF INCOME (Dollars in thousands)</b>								
NET INTEREST INCOME	\$ 1,084,204	\$ 1,071,689	\$ 12,515	1.2 %	\$ 1,084,204	\$ 1,060,948	\$ 23,256	2.2 %
Provision for loan losses	37,099	60,818	(23,719)	(39.0)	37,099	82,668	(45,569)	(55.1)
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	1,047,105	1,010,871	36,234	3.6	1,047,105	978,280	68,825	7.0
<b>NONINTEREST INCOME</b>								
Deposit and other fees <sup>1</sup>	356,777	353,573	3,204	0.9	356,777	323,081	33,696	10.4
Trust and investment management income	160,526	165,603	(5,077)	(3.1)	160,526	145,856	14,670	10.1
Broker / dealer revenue <sup>2</sup>	158,888	132,650	26,238	19.8	158,888	141,677	17,211	12.1
Other noninterest income	102,189	106,550	(4,361)	(4.1)	102,189	62,324	39,865	64.0
Noninterest income before securities (losses)/gains	778,380	758,376	20,004	2.6	778,380	672,938	105,442	15.7
Securities (losses)/gains	(19,377)	(16,565)	(2,812)	(17.0)	(19,377)	22,839	(42,216)	(184.8)
Total noninterest income	759,003	741,811	17,192	2.3	759,003	695,777	63,226	9.1
<b>NONINTEREST EXPENSE</b>								
Personnel expense	612,861	605,325	7,536	1.2	612,861	591,575	21,286	3.6
Net occupancy expense	78,218	79,875	(1,657)	(2.1)	78,218	73,766	4,452	6.0
Outside processing and software	81,368	75,449	5,919	7.8	81,368	69,871	11,497	16.5
Equipment expense	50,765	50,904	(139)	(0.3)	50,765	52,926	(2,161)	(4.1)
Marketing and customer development	34,389	34,975	(586)	(1.7)	34,389	27,574	6,815	24.7
Other noninterest expense	231,231	242,693	(11,462)	(4.7)	231,231	200,602	30,629	15.3
Noninterest expense before amortization of intangible assets and merger expense	1,088,832	1,089,221	(389)	(0.0)	1,088,832	1,016,314	72,518	7.1
Amortization of intangible assets	31,759	28,132	3,627	12.9	31,759	30,716	1,043	3.4
Merger expense	28,401	-	28,401	100.0	28,401	-	28,401	100.0
Total noninterest expense	1,148,992	1,117,353	31,639	2.8	1,148,992	1,047,030	101,962	9.7
<b>INCOME BEFORE INCOME TAXES</b>								
	657,116	635,329	21,787	3.4	657,116	627,027	30,089	4.8
Provision for income taxes	201,387	198,926	2,461	1.2	201,387	195,019	6,368	3.3
NET INCOME FROM CONTINUING OPERATIONS	455,729	436,403	19,326	4.4	455,729	432,008	23,721	5.5
Income from discontinued operations, net of tax	-	-	-	-	-	767	(767)	(100.0)
NET INCOME	455,729	436,403	19,326	4.4	455,729	432,775	22,954	5.3
Merger expense, net of tax	18,461	-	18,461	100.0	18,461	-	18,461	100.0
OPERATING NET INCOME	\$ 474,190	\$ 436,403	\$ 37,787	8.7 %	\$ 474,190	\$ 432,775	\$ 41,415	9.6 %

**REVENUE (Dollars in thousands)**

Net interest income	\$ 1,084,204	\$ 1,071,689	\$ 12,515	1.2 %	\$ 1,084,204	\$ 1,060,948	\$ 23,256	2.2 %
FTE adjustment <sup>3</sup>	16,684	19,063	(2,379)	(12.5)	16,684	14,027	2,657	18.9
Net interest income - FTE	1,100,888	1,090,752	10,136	0.9	1,100,888	1,074,975	25,913	2.4
Noninterest income	759,003	741,811	17,192	2.3	759,003	695,777	63,226	9.1
Total revenue	1,859,891	1,832,563	27,328	1.5	1,859,891	1,770,752	89,139	5.0
Securities losses/(gains)	19,377	16,565	2,812	17.0	19,377	(22,839)	42,216	184.8
Total revenue excluding securities gains and losses	\$ 1,879,268	\$ 1,849,128	\$ 30,140	1.6 %	\$ 1,879,268	\$ 1,747,913	\$ 131,355	7.5 %

**SELECTED AVERAGE BALANCES (Dollars in millions)**

Average Loans <sup>4</sup>

Commercial <sup>5</sup>	\$ 32,343	\$ 31,977	\$ 366	1.1 %	\$ 32,343	\$ 33,344	\$ (1,001)	(3.0) %
Real estate 1-4 family	22,535	21,963	572	2.6	22,535	18,213	4,322	23.7
Real estate commercial and construction	18,660	18,155	505	2.8	18,660	17,489	1,171	6.7
Real estate equity	11,016	10,295	721	7.0	11,016	8,350	2,666	31.9
Consumer <sup>6</sup>	15,390	15,520	(130)	(0.8)	15,390	14,812	578	3.9
Credit cards	193	175	18	10.3	193	155	38	24.5
Total loans	\$ 100,137	\$ 98,085	\$ 2,052	2.1 %	\$ 100,137	\$ 92,363	\$ 7,774	8.4 %

Average deposits

Noninterest bearing deposits	\$ 24,182	\$ 23,239	\$ 943	4.1 %	\$ 24,182	\$ 21,141	\$ 3,041	14.4 %
NOW accounts	16,941	15,335	1,606	10.5	16,941	14,139	2,802	19.8
Money market accounts	24,507	24,211	296	1.2	24,507	24,304	203	0.8
Savings	8,139	9,099	(960)	(10.6)	8,139	7,982	157	2.0
Consumer time	12,084	11,882	202	1.7	12,084	12,390	(306)	(2.5)
Other time	4,748	4,112	636	15.5	4,748	3,833	915	23.9
Total consumer and commercial deposits	90,601	87,878	2,723	3.1	90,601	83,789	6,812	8.1
Brokered and foreign deposits	10,671	11,496	(825)	(7.2)	10,671	12,645	(1,974)	(15.6)
Total deposits	\$ 101,272	\$ 99,374	\$ 1,898	1.9 %	\$ 101,272	\$ 96,434	\$ 4,838	5.0 %

**SELECTED CREDIT DATA (Dollars in thousands)**

Nonaccrual loans	\$ 354,241	\$ 329,340	\$ 24,901	7.6 %	\$ 354,241	\$ 367,276	\$ (13,035)	(3.5) %
Restructured loans	19,049	19,724	(675)	(3.4)	19,049	14,782	4,267	28.9
Total nonperforming loans	373,290	349,064	24,226	6.9	373,290	382,058	(8,768)	(2.3)
Other real estate owned (OREO)	28,619	27,126	1,493	5.5	28,619	44,654	(16,035)	(35.9)
Other repossessed assets	8,749	15,082	(6,333)	(42.0)	8,749	14,908	(6,159)	(41.3)
Total nonperforming assets	\$ 410,658	\$ 391,272	\$ 19,386	5.0 %	\$ 410,658	\$ 441,620	\$ (30,962)	(7.0) %

<sup>1</sup> Includes service charges on deposits, card and other charges and fees.

<sup>2</sup> Includes retail investment services, investment banking income and trading account profits and commissions.

<sup>3</sup> NCF's FTE adjustments were reduced \$4,001 from the third quarter 2004 and \$4,917 from the fourth quarter of 2003 to conform to SunTrust's methodology.

<sup>4</sup> SunTrust's average nonaccrual and restructured loans are included in the respective categories to conform to the NCF presentation.

<sup>5</sup> The historical combined 4th quarter 2003 includes \$2,243 related to the consolidation of SunTrust's commercial paper conduit, Three Pillars.

<sup>6</sup> Includes consumer direct and consumer indirect loans.

SunTrust Banks, Inc. and Subsidiaries  
SUNTRUST / NCF - SELECTED HISTORICAL FINANCIAL DATA  
APPENDIX B TO THE PRESS RELEASE, continued

	3rd Quarter 2004			4th Quarter 2003		
	SunTrust	NCF	Historical Combined	SunTrust	NCF	Historical Combined
<b>STATEMENTS OF INCOME (Dollars in thousands)</b>						
NET INTEREST INCOME	\$ 876,874	\$ 194,815	\$ 1,071,685	\$ 865,520	\$ 195,428	\$ 1,060,948
Provision for loan losses	41,774	19,044	60,818	70,286	12,382	82,668
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	835,100	175,771	1,010,871	795,234	183,046	978,280
<b>NONINTEREST INCOME</b>						
Deposit and other fees <sup>1</sup>	298,328	55,245	353,573	273,567	49,514	323,081
Trust and investment management income	149,673	15,930	165,603	129,622	16,234	145,856
Broker / dealer revenue <sup>2</sup>	113,308	19,342	132,650	120,117	21,560	141,677
Other noninterest income	84,576	21,974	106,550	41,265	21,059	62,324
Noninterest income before securities (losses)/gains	645,885	112,491	758,376	564,571	108,367	672,938
Securities (losses)/gains	(18,193)	1,628	(16,565)	19,501	3,338	22,839
Total noninterest income	627,692	114,119	741,811	584,072	111,705	695,777
<b>NONINTEREST EXPENSE</b>						
Personnel expense	527,734	77,591	605,325	516,171	75,404	591,575
Net occupancy expense	66,542	13,333	79,875	60,522	13,244	73,766
Outside processing and software	68,657	6,792	75,449	63,176	6,695	69,871
Equipment expense	43,275	7,629	50,904	45,527	7,399	52,926
Marketing and customer development	32,028	2,947	34,975	24,830	2,744	27,574
Other noninterest expense	176,020	66,673	242,693	158,189	42,413	200,602
Noninterest expense before amortization of intangible assets	914,256	174,965	1,089,221	868,415	147,899	1,016,314
Amortization of intangible assets	15,593	12,539	28,132	16,379	14,337	30,716
Total noninterest expense	929,849	187,504	1,117,353	884,794	162,236	1,047,030
INCOME BEFORE INCOME TAXES	532,943	102,386	635,329	494,512	132,515	627,027
Provision for income taxes	164,177	34,749	198,926	152,005	43,014	195,019
NET INCOME FROM CONTINUING OPERATIONS	368,766	67,637	436,403	342,507	89,501	432,008
Income from discontinued operations, net of tax	-	-	-	-	767	767
NET INCOME	\$ 368,766	\$ 67,637	\$ 436,403	\$ 342,507	\$ 90,268	\$ 432,775

**REVENUE (Dollars in thousands)**

Net interest income	\$ 876,874	\$ 194,815	\$ 1,071,685	\$ 865,520	\$ 195,428	\$ 1,060,948
FTE adjustment <sup>3</sup>	16,821	2,242	19,063	11,981	2,046	14,027
Net interest income - FTE	893,695	197,057	1,090,752	877,501	197,474	1,074,975
Noninterest income	627,692	114,119	741,811	584,072	111,705	695,777
Total revenue	1,521,387	311,176	1,832,563	1,461,573	309,179	1,770,752
Securities losses/(gains)	18,193	(1,628)	16,565	(19,501)	(3,338)	(22,839)
Total revenue excluding securities gains and losses	\$ 1,539,580	\$ 309,548	\$ 1,849,128	\$ 1,442,072	\$ 305,841	\$ 1,747,913

**SELECTED AVERAGE BALANCES (Dollars in millions)**

<u>Average Loans</u> <sup>4</sup>						
Commercial <sup>5</sup>	\$ 27,753	\$ 4,224	\$ 31,977	\$ 29,484	\$ 3,860	\$ 33,344
Real estate 1-4 family	20,798	1,165	21,963	17,218	995	18,213
Real estate commercial and construction	14,231	3,924	18,155	13,713	3,776	17,489
Real estate equity	8,239	2,056	10,295	6,741	1,609	8,350
Consumer <sup>6</sup>	12,574	2,946	15,520	12,074	2,738	14,812
Credit cards	158	17	175	140	15	155
Total loans	\$ 83,753	\$ 14,332	\$ 98,085	\$ 79,370	\$ 12,993	\$ 92,363
<u>Average deposits</u>						
Noninterest bearing deposits	\$ 20,490	\$ 2,749	\$ 23,239	\$ 18,586	\$ 2,555	\$ 21,141
NOW accounts	13,000	2,335	15,335	12,102	2,037	14,139
Money market accounts	22,434	1,777	24,211	22,274	2,030	24,304
Savings	7,425	1,674	9,099	6,249	1,733	7,982
Consumer time	6,967	4,915	11,882	7,601	4,789	12,390
Other time	3,806	306	4,112	3,501	332	3,833
Total consumer and commercial deposits	74,122	13,756	87,878	70,313	13,476	83,789
Brokered and foreign deposits	9,341	2,155	11,496	10,769	1,876	12,645
Total deposits	\$ 83,463	\$ 15,911	\$ 99,374	\$ 81,082	\$ 15,352	\$ 96,434

**SELECTED CREDIT DATA (Dollars in thousands)**

Nonaccrual loans	\$ 263,127	\$ 66,213	\$ 329,340	\$ 336,587	\$ 30,689	\$ 367,276
Restructured loans	19,724	-	19,724	14,782	-	14,782
Total nonperforming loans	282,851	66,213	349,064	351,369	30,689	382,058
Other real estate owned (OREO)	10,934	16,192	27,126	16,458	28,196	44,654
Other repossessed assets	10,431	4,651	15,082	10,270	4,638	14,908
Total nonperforming assets	\$ 304,216	\$ 87,056	\$ 391,272	\$ 378,097	\$ 63,523	\$ 441,620

<sup>1</sup> Includes service charges on deposits, card and other charges and fees.

<sup>2</sup> Includes retail investment services, investment banking income and trading account profits and commissions.

<sup>3</sup> NCF's FTE adjustments were reduced \$4,001 from the third quarter 2004 and \$4,917 from the fourth quarter of 2003 to conform to SunTrust's methodology.

<sup>4</sup> SunTrust's average nonaccrual and restructured loans are included in the respective categories to conform to the NCF presentation.

<sup>5</sup> SunTrust's 4th quarter 2003 includes \$2,243 related to the consolidation of its commercial paper conduit, Three Pillars.

<sup>6</sup> Includes consumer direct and consumer indirect loans.

SunTrust Banks, Inc. and Subsidiaries  
RECONCILEMENT OF NON-GAAP MEASURES  
APPENDIX A TO THE PRESS RELEASE

	Quarter - to - Quarter Comparison					YTD Comparison	
	4th Quarter 2004	3rd Quarter 2004	2nd Quarter 2004	1st Quarter 2004	4th Quarter 2003	December 31	
						2004	2003
<b>NON-GAAP MEASURES PRESENTED IN THE PRESS RELEASE</b>							
(Dollars in thousands)							
Net income	\$ 455,729	\$ 368,766	\$ 386,571	\$ 361,835	\$ 342,507	\$ 1,572,901	\$ 1,332,297
Securities losses/(gains), net of tax	12,595	11,825	5,881	(3,203)	(12,676)	27,099	(80,519)
Net income excluding securities gains and losses	468,324	380,591	392,452	358,632	329,831	1,600,000	1,251,778
The Coca-Cola Company dividend, net of tax	(10,739)	(10,740)	(10,739)	(10,740)	(9,451)	(42,957)	(37,803)
Net income excluding securities gains and losses and The Coca-Cola Company dividend	\$ 457,585	\$ 369,851	\$ 381,713	\$ 347,892	\$ 320,380	\$ 1,557,043	\$ 1,213,975
Total average assets	\$ 156,570,092	\$ 127,127,968	\$ 127,287,458	\$ 123,853,747	\$ 124,756,099	\$ 133,754,293	\$ 122,325,361
Average net unrealized securities gains	(2,056,737)	(2,054,978)	(2,803,917)	(2,580,304)	(2,363,948)	(2,372,246)	(2,343,015)
Average assets less net unrealized securities gain	\$ 154,513,355	\$ 125,072,990	\$ 124,483,541	\$ 121,273,443	\$ 122,392,151	\$ 131,382,047	\$ 119,982,346
Total average equity	\$ 15,818,968	\$ 9,992,905	\$ 10,194,201	\$ 9,840,282	\$ 9,435,794	\$ 11,469,482	\$ 9,083,026
Average other comprehensive income	(1,304,553)	(1,318,332)	(1,804,833)	(1,645,712)	(1,503,355)	(1,517,227)	(1,486,125)
Total average realized equity	\$ 14,514,415	\$ 8,674,573	\$ 8,389,368	\$ 8,194,570	\$ 7,932,439	\$ 9,952,255	\$ 7,596,901
Return on average total assets	1.16 %	1.15 %	1.22 %	1.18 %	1.09 %	1.18 %	1.09 %
Impact of excluding net realized and unrealized securities gains/losses and The Coca-Cola Company dividend	0.02	0.03	0.01	(0.03)	(0.05)	0.01	(0.08)
Return on average total assets less net realized and unrealized securities gains/losses and The Coca-Cola Company dividend	1.18 %	1.18 %	1.23 %	1.15 %	1.04 %	1.19 %	1.01 %
Return on average total shareholders' equity	11.46 %	14.68 %	15.25 %	14.79 %	14.40 %	13.71 %	14.67 %
Impact of excluding net unrealized securities gains	1.08	2.28	3.05	2.28	1.62	1.94	1.31
Return on average realized shareholders' equity <sup>2</sup>	12.54 %	16.96 %	18.30 %	17.07 %	16.02 %	15.65 %	15.98 %
Net interest income	\$ 1,084,204	\$ 876,874	\$ 872,429	\$ 851,648	\$ 865,520	\$ 3,685,155	\$ 3,320,303
FTE adjustment	16,684	16,821	12,637	12,256	11,981	58,398	45,014
Net interest income - FTE	1,100,888	893,695	885,066	863,904	877,501	3,743,553	3,365,317
Noninterest income	759,003	627,692	622,665	595,086	584,072	2,604,446	2,303,001
Total revenue	1,859,891	1,521,387	1,507,731	1,458,990	1,461,573	6,347,999	5,668,318
Securities losses/(gains)	19,377	18,193	9,048	(4,927)	(19,501)	41,691	(123,876)
Total revenue excluding securities gains and losses	\$ 1,879,268	\$ 1,539,580	\$ 1,516,779	\$ 1,454,063	\$ 1,442,072	\$ 6,389,690	\$ 5,544,442

	4th Quarter	YTD
	2004	December 31 2004

**SELECTED NON-GAAP OPERATING MEASURES PRESENTED IN THE PRESS RELEASE <sup>3</sup>**

(Dollars in thousands)

Net income	\$ 455,729	\$ 1,572,901
Merger expense, net of tax	18,461	18,461
Operating net income	474,190	1,591,362
Securities losses/(gains), net of tax	12,595	27,099
The Coca-Cola Company dividend, net of tax	(10,739)	(42,957)
Operating net income excluding securities gains/ losses and The Coca-Cola Company dividend	\$ 476,046	\$ 1,575,504
Noninterest expense	\$ 1,148,992	\$ 3,897,038
Merger expense	(28,401)	(28,401)
Noninterest expense excluding merger expense	\$ 1,120,591	\$ 3,868,637
Return on average total assets	1.16 %	1.18 %
Impact of excluding merger expense	0.04	0.01
Operating return on average total assets <sup>4</sup>	1.20 %	1.19 %
Return on average total shareholders' equity	11.46 %	13.71 %
Impact of excluding merger expense	0.47	0.16
Operating return on average total shareholders' equity <sup>5</sup>	11.93 %	13.87 %
Efficiency ratio	61.78 %	61.39 %
Impact of excluding merger expense	(1.53)	(0.45)
Operating efficiency ratio	60.25 %	60.94 %
Diluted earnings per share	\$ 1.26	\$ 5.19
Impact of excluding merger expense	0.05	0.06
Operating diluted earnings per share	\$ 1.31	\$ 5.25

<sup>1</sup> Computed by dividing annualized net income, excluding securities gains/losses and The Coca-Cola Company dividend, by average assets less net unrealized securities gains.

<sup>2</sup> Computed by dividing annualized net income, excluding securities gains/losses and The Coca-Cola Company dividend, by average realized shareholders' equity.

<sup>3</sup> SunTrust presents selected financial data on an operating basis that excludes merger charges. The Company believes the exclusion of the merger charges, which represent incremental costs to integrate NCF's operations, is more reflective of normalized operations.

<sup>4</sup> Computed by dividing annualized operating net income by average total assets.

<sup>5</sup> Computed by dividing annualized operating net income by average total shareholders' equity.