

STATEMENT OF FINANCIAL CONDITION AND  
SUPPLEMENTAL INFORMATION

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)  
Unaudited as of June 30, 2017

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Statement of Financial Condition

Unaudited as of June 30, 2017

**Contents**

Statement of Financial Condition .....	1
Statement of Changes in Shareholder's Equity .....	2
Notes to Statement of Financial Condition .....	3
Supplemental Information	
Schedule I: Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission .....	20
Schedule II: Computation of Determination of Reserve Requirements Under Rule 15c3-3 of the Securities and Exchange Commission.....	23

**SunTrust Robinson Humphrey, Inc.**  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

**Statement of Financial Condition**

Unaudited as of June 30, 2017  
(In Thousands, Except Share Amounts)

<b>Assets</b>	
Cash and cash equivalents	\$ 327
Securities segregated under Federal and other regulations	29,891
Deposits with clearing organizations	29,231
Receivables from brokers and dealers	214,559
Customer receivables	18,988
Securities purchased under agreements to resell	906,783
Securities borrowed	320,791
Securities owned:	
U.S. government and agency obligations	712,564
Corporate debt, other securities and derivatives	595,774
Commercial paper	235,036
State and municipal obligations	44,330
Total securities owned and derivatives (including encumbered securities of \$713,970)	1,587,704
Goodwill	131,440
Accrued interest and other income receivable	65,983
Net deferred tax assets	34,834
Furniture, equipment, and leasehold improvements, less accumulated depreciation and amortization of \$69,753	16,541
Net receivables for unsettled securities transactions	165,547
Other assets	3,793
Total assets	3,526,412
<b>Liabilities and shareholder's equity</b>	
<b>Liabilities</b>	
Securities sold under agreements to repurchase	1,270,480
Securities sold but not yet purchased	724,834
Lines of credit payable to related parties	145,017
Accrued interest payable and other liabilities	30,206
Accrued compensation and benefits	52,576
Income taxes payable to Parent	10,380
Payables to brokers and dealers	201,824
Customer payables	15,350
Due to related parties	1,298
Total liabilities	2,451,965
<b>Shareholder's equity</b>	
Common stock, \$1 par value; 100,000 shares authorized, issued, and outstanding	100
Additional paid-in capital	596,370
Retained earnings	477,977
Total shareholder's equity	1,074,447
Total liabilities and shareholder's equity	\$ 3,526,412

The accompanying notes are an integral part of this financial statement.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Statement of Changes in Shareholder's Equity

Unaudited as of June 30, 2017  
(In Thousands)

	<b>Common Stock</b>	<b>Additional Paid-In Capital</b>	<b>Retained Earnings</b>	<b>Total</b>
Balance, December 31, 2016	\$ 100	\$ 596,370	\$ 433,444	\$ 1,029,914
Net Income	-	-	44,533	44,533
Balance, June 30, 2017	\$ 100	\$ 596,370	\$ 477,977	\$ 1,074,447

*The accompanying notes are an integral part of this financial statement.*

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition

Unaudited as of June 30, 2017

**1. Organization and Nature of Business**

SunTrust Robinson Humphrey, Inc. (the Company) is a wholly owned subsidiary of SunTrust Banks, Inc. (the Parent). The Company's operations consist of buying and selling securities for its customers and its own account and certain underwriting and other brokerage activities. The corporate finance function arranges public and private debt and equity placement services and other products for its customers. In addition, the Company is an active underwriter of debt for municipalities and not-for-profit institutions. The Company is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA).

The Company self-clears fixed-income transactions. The Company introduces equity transactions on a fully disclosed basis through a third-party clearing broker.

**2. Summary of Significant Accounting Policies**

**Use of Estimates**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles (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. Actual results could vary from those estimates.

**Subsequent Events**

The Company evaluated subsequent events through the date its financial statements were issued. Based upon this evaluation, it was determined that no additional events or transactions occurred that require recognition or disclosure in these financial statements.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

**Cash and Cash Equivalents**

The Company has defined cash and cash equivalents as highly liquid investments with original maturities of less than 90 days that are not held for sale in the ordinary course of business. The carrying amounts of cash and cash equivalents approximate their fair values.

**Collateralized Securities Transactions**

Securities purchased under agreements to resell and securities sold under agreements to repurchase are carried at the contractual amounts at which the securities will be subsequently resold or repurchased. It is the Company's policy to take possession or control of securities purchased under agreements to resell at the time these agreements are entered into. The counterparties to these agreements typically are primary dealers of U.S. government securities and financial institutions. Collateral is valued daily, and additional collateral is obtained from or refunded to counterparties when appropriate.

Securities borrowed result from transactions with other broker-dealers or financial institutions and are recorded at the amount of cash collateral advanced. These amounts are included in securities borrowed in the statement of financial condition. Securities borrowed transactions require the Company to deposit cash with the lender. The Company monitors the fair value of securities borrowed on a daily basis, with additional collateral obtained or refunded as necessary.

Interest accrued on securities purchased under agreements to resell and securities borrowed transactions is included in accrued interest and other income receivable in the statement of financial condition. Interest accrued on securities sold under agreements to repurchase is included in accrued interest payable and other liabilities on the statement of financial condition. The carrying amount of collateralized securities transactions is deemed to be a reasonable estimate of their fair value.

**Securities Owned, Derivatives and Securities Sold But Not Yet Purchased**

Securities transactions and related gains and losses are recorded on a trade date basis. Unless otherwise indicated, trading assets are priced by the trading desk and independently validated against pricing received from third party pricing sources. Equity securities owned are valued at the last reported price on the exchange that they trade. Securities not readily marketable are valued at their estimated fair value based on quoted bid prices or pricing models, as determined by management; except for short positions for which the last quoted ask price is used. Amounts receivable and payable for securities transactions that have not reached their contractual final settlement date are recorded net in net receivables for unsettled securities transactions on the statement of financial condition.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

**Deposits with Clearing Organizations**

Participants in clearing organizations are required to maintain a minimum cash deposit as part of their daily clearing fund requirement. The calculation of the amount required to be on deposit is based on the outstanding trades through the clearing organization.

**Furniture, Equipment, and Leasehold Improvements**

Furniture and equipment are recorded at historical cost. Depreciation is computed predominantly using the straight-line method over the estimated useful lives of the assets. Leasehold improvements are recorded at historical cost. Amortization is computed using the straight-line method over the lesser of the economic useful life of the improvement or the term of the lease. The Company reviews its long-lived assets, primarily leasehold improvements and equipment, for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. There were no such impairments for the six months ended June 30, 2017.

**Goodwill**

The Company reviews goodwill on an annual basis for impairment and as events occur or circumstances change that would more-likely-than-not reduce the fair value below its carrying amount. There were no such impairments for the six months ended June 30, 2017.

**Income Taxes**

The Company is included in the consolidated federal income tax return and various consolidated or combined state income tax returns filed by the Parent. In accordance with the Tax Allocation Agreement applicable to the Parent and each of its subsidiaries, the Company's income taxes are calculated as if the Company filed separate income tax returns with appropriate adjustments to properly reflect the impact of a consolidated filing. Payments to tax authorities are made by the Parent.

**Related Party Transactions**

The Company engages in various transactions with the Parent and its affiliates, which provide certain management services and staff support functions for all of its subsidiaries, and the Company pays a fee based on the corporate service agreement. The Company pays various negotiated referral fees to the Parent and affiliates for sales involving customers of such entities. In addition to paying for services and referral fees, the Company earns revenue from the Parent

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

and affiliates for providing certain corporate finance, underwriting, and trading services based on the terms within the revenue share agreement.

**3. Accounting Policies Recently Adopted and Pending Accounting Pronouncements**

In May 2014, the FASB issued ASU 2014-09, “Revenue from Contracts with Customers”, which was amended in December 2016 with ASU 2016-20, “Technical Corrections and Improvements to Topic 606, Revenue from Contracts with Customers.” These ASUs supersede the revenue recognition requirements in Topic 605, Revenue Recognition, and most industry-specific guidance throughout the Industry Topics of the Codification. The core principle of these ASUs are that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standards are effective for annual reporting periods beginning after December 15, 2017. The Company is continuing to evaluate the impact of the ASUs on the financial statements and related disclosures. The Company has conducted a comprehensive scoping exercise to determine the revenue streams that are in the scope of these updates. Preliminary results indicate that certain revenue streams are in the scope of this update. Ongoing analysis indicates that there will be changes in the presentation of revenue and expense related to underwriting activities, which will be shown gross pursuant to the new requirements. The quantitative impact of these changes is still being assessed. The Company plans to adopt the standards beginning January 1, 2018 and expects to use the modified retrospective method of adoption.

In February 2016, the FASB issued ASU 2016-02, “Leases.” This ASU creates ASC Topic 842, and supersedes Topic 840. The ASU requires lessees to recognize right-of-use assets and associated liabilities that arise from leases and associated liabilities that arise from leases, with the exception of short-term leases. The ASU does not make significant changes to lessor accounting; however, there were certain improvements made to align lessor accounting with the lessee accounting model and Topic 606, Revenue from Contracts with Customers. There are several new qualitative and quantitative disclosures required. Upon transition, lessees and lessors are required to recognize and measure leases at the beginning of the earliest period presented using a modified retrospective approach. The standard will become effective for annual periods beginning after December 15, 2018. The adoption of this ASU will result in an increase to the statement of financial condition for right-of-use assets and associated lease liabilities for operating leases in which the Company is the lessee. The Company is evaluating the significance and other effects of adoption on the financial statements and related disclosures; however the quantitative impact of this ASU cannot yet be reasonably estimated.



SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

**4. Securities Segregated Under Federal and Other Regulations**

At June 30, 2017, a U.S. Treasury security with a fair value of \$29.9 million has been segregated in a special reserve account for the exclusive benefit of customers of the Company under SEC Rule 15c3-3.

**5. Securities Purchased Under Agreements to Resell, Securities Borrowed, and Securities Sold Under Agreements to Repurchase**

Securities purchased under agreements to resell and securities sold under agreements to repurchase are collateralized primarily by U.S. government or agency securities. Securities borrowed are collateralized primarily by corporate securities. These securities purchased under agreements to resell, securities borrowed, and securities sold under agreements to repurchase are carried at the amounts at which the securities will be subsequently resold or repurchased. Securities borrowed are primarily used to cover firm short positions. Securities purchased under agreements to resell are used to cover firm short positions or are subsequently sold under agreements to repurchase to earn a spread. Securities sold under agreements to repurchase are primarily used to fund firm trading inventory. The Company takes possession of all securities purchased under agreements to resell and securities borrowed and performs appropriate margin evaluation on the acquisition date based on market volatility, as necessary. On the acquisition date of these securities, the Company and the related counterparty agree on the amount of collateral required to secure the principal amount loaned under these arrangements. The Company monitors collateral values daily and calls for additional collateral to be provided as warranted under the aforementioned agreement. The Company has policies and procedures to manage market risk associated with client trading and assumes a limited degree of market risk by managing the size and nature of its exposure. At June 30, 2017, the Company had accepted collateral with a fair value of \$1.2 billion that the Company is permitted to sell or repledge and had repledged \$279 million of that collateral. The Company has pledged \$703 million of certain securities owned to secure \$673 million of repurchase agreements as of June 30, 2017.

The following is a summary of repurchase agreements and the fair market value of related collateral pledged as of June 30, 2017 (in thousands):

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

	Contract	Accrued Interest	Total Contract	Fair Market Value of Collateral	Average Rate
<b>Overnight maturities:</b>					
U.S. government and agency obligations	\$ 762,708	\$ 112	\$ 762,820	\$ 776,399	1.32%
Corporate debt and other securities	360,000	54	360,054	385,317	1.36%
<b>Term &lt; 15 days:</b>					
U.S. government and agency obligations	32,300	4	32,304	33,451	1.28%
<b>Term &gt; 15 days:</b>					
U.S. government and agency obligations	25,472	8	25,480	25,979	1.21%
Corporate debt and other securities	90,000	14	90,014	100,107	1.84%
	<u>\$ 1,270,480</u>	<u>\$ 192</u>	<u>\$ 1,270,672</u>	<u>\$ 1,321,253</u>	

Securities purchased under agreements to resell and securities sold under agreements to repurchase are governed by a master repurchase agreement. Under the terms of the master repurchase agreement, all transactions between the Company and the counterparty constitute a single business relationship such that in the event of default, the nondefaulting party is entitled to set off claims and apply property held by that party in respect of any transaction against obligations owed. Any payments, deliveries, or other transfers may be applied against each other and netted. These amounts are limited to the contract asset/liability balance, and accordingly, do not include excess collateral received/pledged. None of the Company's repurchase and reverse repurchase transactions met the right of setoff criteria at June 30, 2017.

The following table includes the amount of collateral pledged or received related to exposures subject to enforceable Master Repurchase Agreements as of June 30, 2017. While these agreements are typically over-collateralized, U.S. GAAP requires disclosure in this table to limit the amount of such collateral to the amount of the related recognized asset or liability for each counterparty.

<i>(In thousands)</i>	Gross Amount	Amount Offset	Net Amount Presented in the Statement of Financial Condition	Held/Pledged Financial Instruments	Net Amount
<b>Assets</b>					
Securities purchased under agreements to resell	\$ 906,783	\$ -	\$ 906,783	\$ 904,326	\$ 2,457
Securities borrowed	320,791	-	320,791	310,081	10,710
<b>Total Assets</b>	<u>\$ 1,227,574</u>	<u>\$ -</u>	<u>\$ 1,227,574</u>	<u>\$ 1,231,029</u>	<u>\$ 13,167</u>
<b>Liabilities</b>					
Securities sold under agreements to repurchase	\$ 1,270,480	\$ -	\$ 1,270,480	\$ 1,270,480	\$ -
<b>Total Liabilities</b>	<u>\$ 1,270,480</u>	<u>\$ -</u>	<u>\$ 1,270,480</u>	<u>\$ 1,270,480</u>	<u>\$ -</u>

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

**6. Fair Value of Financial Instruments**

The Company's recurring fair value measurements are based on a requirement to carry certain assets and liabilities at fair value. The carrying value of financial instruments presented on the statement of financial condition that are not measured at fair value approximates fair value. Assets and liabilities that are required to be measured at fair value on a recurring basis include securities owned and derivatives, securities segregated under Federal and other regulations, and securities sold but not yet purchased, and are classified as level 1, 2, or 3 within the fair value hierarchy as follows:

Level 1 – Assets or liabilities valued using unadjusted quoted prices in active markets for identical assets or liabilities that the Company can access at the measurement date, such as publicly-traded instruments or futures contracts.

Level 2 – Assets and liabilities valued based on observable market data for similar instruments.

Level 3 – Assets and liabilities for which significant valuation assumptions are not readily observable in the market. Instruments are valued based on the best available data, some of which is internally developed, and considers risk premiums that a market participant would require.

Depending on the nature of the asset or liability, the Company uses various valuation techniques and assumptions when estimating fair value. The assumptions used to estimate the value of an instrument have varying degrees of impact to the overall fair value of the asset or liability. This process involves gathering multiple sources of information, including broker quotes, values provided by pricing services, trading activity in other similar securities, market indices, and pricing matrices, along with employing various modeling techniques such as discounted cash flow analyses, in arriving at the best estimate of fair value. Any model used to produce material financial reporting information is required to have a satisfactory independent review performed on an annual basis, or more frequently, when significant modifications to the functionality of the model are made. This review is performed by an internal group that separately reports to the Corporate Risk Function of the Parent.

The Company has formal processes and controls in place to ensure the appropriateness of all fair value estimates. For fair values obtained from a third party, there is an internal independent price validation function within the Parent's Finance organization that provides oversight for fair value estimates. For level 2 instruments and certain level 3 instruments, the validation generally involves evaluating pricing received from two or more other third party pricing sources that are widely used by market participants. The Company reviews pricing validation information from both a qualitative and quantitative perspective and determines whether pricing differences

SunTrust Robinson Humphrey, Inc.  
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Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

exceed acceptable thresholds. If the pricing differences exceed acceptable thresholds, then the Company reviews differences in valuation approaches used at each pricing service, which may include contacting that pricing service to gain further information on the valuation of a particular security or class of securities, to determine the ultimate resolution of the pricing variance, which could include an adjustment to the price used for financial reporting purposes. The Company classifies instruments as level 2 in the fair value hierarchy when it is able to determine that external pricing sources are using similar instruments trading in the markets as the basis for estimating fair value. One way the Company determines this is by the number of pricing services that will provide a quote on the instrument along with the range of values provided by those pricing services. A wide range of quoted values may indicate that significant adjustments to the trades in the market are being made by the pricing services. The Company maintains a cross-functional approach when the fair value estimates for level 3 trading assets and liabilities are internally developed, since the selection of unobservable inputs is subjective. This cross-functional approach includes input on assumptions not only from the related line of business, but also from risk management and finance. A consensus of the estimate of the instrument's fair value is reached after evaluating all available information pertaining to fair value. Inputs, assumptions and overall conclusions on internally priced level 3 valuations are formally documented on a quarterly basis.

The classification of an instrument as level 3 involves judgment and is based on a variety of subjective factors. These factors are used in assessing whether a market is inactive, resulting in the application of significant unobservable assumptions in the valuation of a financial instrument. A market is considered inactive if significant decreases in the volume and level of activity for the asset or liability have been observed. In determining whether a market is inactive, the Company evaluates such factors as the number of recent transactions in either the primary or secondary markets, whether price quotations are current, the nature of the market participants, the variability of price quotations, the significance of bid/ask spreads, declines in (or the absence of) new issuances, and the availability of public information. Inactive markets necessitate the use of additional judgment when valuing financial instruments, such as pricing matrices, cash flow modeling, and the selection of an appropriate discount rate. The assumptions used to estimate the value of an instrument where the market was inactive are based on the Company's assessment of the assumptions a market participant would use to value the instrument in an orderly transaction and includes consideration of illiquidity in the current market environment.

The following table presents securities segregated under Federal and other regulations, securities owned and derivatives, and securities sold but not yet purchased measured at fair value on a recurring basis:

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

<i>(In Thousands)</i>	Fair Value Measurement at June 30, 2017 Using				
	Quoted Prices in Active Markets for Identical Instruments (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Netting Adjustments <sup>1</sup>	Total Assets / Liabilities
<b>Securities segregated under Federal and other regulations:</b>					
U.S. government and agency obligations	\$ 29,891	\$ -	\$ -	\$ -	\$ 29,891
<b>Securities owned and derivatives:</b>					
U.S. government and agency obligations	\$ 17,325	\$ 695,239	\$ -	\$ -	\$ 712,564
State and municipal obligations	-	44,330	-	-	44,330
Corporate debt, derivatives and other securities	392	595,382	-	-	595,774
Commercial paper	-	235,036	-	-	235,036
Total securities owned and derivatives	<u>\$ 17,717</u>	<u>\$ 1,569,987</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,587,704</u>
<b>Securities sold but not yet purchased:</b>					
U.S. government and agency obligations	\$ 400,730	\$ -	\$ -	\$ -	\$ 400,730
Corporate debt and other securities	2,625	321,479	-	-	324,104
Total securities sold but not yet purchased	<u>\$ 403,355</u>	<u>\$ 321,479</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 724,834</u>

<sup>1</sup> Amounts represent offsetting cash collateral paid to the same derivative counterparties.

The following table presents a reconciliation of the beginning and ending balances of instruments measured at fair value on a recurring basis using significant unobservable inputs during the six months ended June 30, 2017:

<i>(In thousands)</i>	Fair Value Measurements Using Significant Unobservable Inputs			
	Beginning balance January 1, 2017	Included in earnings	Sales	Fair Value June 30 2017
Corporate and other debt securities	\$ -	\$ -	\$ -	\$ -

The Company's policy for recording transfers into and out of the fair value hierarchy levels are assumed to be at the end of the period in which the transfers occurred. For the six months ended June 30, 2017, there were no transfers between levels.

***U.S. government and agency obligations***

*U.S Treasury Securities and agency obligations*

The Company classifies U.S. Treasury securities as level 1. Securities issued by federal agencies consist of debt obligations issued directly by Fannie Mae, Freddie Mac, FHLB, and FFBCB in

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

addition to debt obligations collateralized by loans that are guaranteed by the Small Business Administration (SBA) and are, therefore, backed by the full faith and credit of the U.S. government. These debt obligations are classified as level 2 in the fair value hierarchy. For SBA instruments, the Company estimated fair value based on pricing from observable trading activity for similar securities or obtained fair values from a third party pricing service; accordingly, the Company has classified these instruments as level 2.

Securities issued by GSEs such as Fannie Mae and Freddie Mac are not explicitly guaranteed by the U.S. government; however, the GSEs carry an implied rating commensurate with that of U.S. government obligations and may be required to maintain such rating through its agency agreement. In certain instances, the U.S. Treasury owns the senior preferred stock of these enterprises and has made a commitment under that stock purchase agreement to provide these GSEs with funds to maintain a positive net worth.

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

*To-Be-Announced (TBA) Securities*

Securities transactions that are scheduled to settle beyond the normal settlement date are considered forward contracts and, therefore, are not reflected in securities owned and derivatives or securities sold but not yet purchased in the statement of financial condition. The Company enters into various off-balance sheet financial instruments of this nature involving agency mortgage-backed, to-be-announced (TBA) securities. These instruments are used to meet the needs of customers and manage market risks. The net unrealized gains and losses on these transactions are reflected in level 2 in securities owned and derivatives and securities sold but not yet purchased on the statement of financial position, and are subject to varying degrees of market and counterparty credit risk. The Company estimates fair value on these securities based on pricing from observable trading activity from similar securities or from a third party pricing service. At June 30, 2017, the Company had net TBA commitments to sell of \$197.6 million, resulting in net unrealized gains of \$682.2 thousand which are recorded in securities owned and derivatives on the statement of financial position.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

***State and municipal obligations***

The Company's investments in U.S. state and municipal obligations include obligations of county and municipal authorities and agency bonds, which are general obligations of the municipality or are supported by a specified revenue source and are predominantly highly rated. Holdings are geographically dispersed with no significant concentrations in any one state or municipality. The Company derives value for these obligations based on trading activity in secondary markets and new issue pricings in the primary market. These obligations are classified as level 2 in the fair value hierarchy.

***Corporate debt and other securities***

Corporate debt securities are predominantly debt obligations of domestic corporations and are classified as level 2. The company utilizes an independent pricing service to obtain fair values for estimating the fair value of corporate debt securities. The Company's other securities include money market mutual funds for which pricing is readily available and are therefore classified as level 1.

***Commercial paper***

The Company trades commercial paper (CP) that is generally short-term in nature (less than 30 days) and highly rated. The Company estimates the fair value of the CP based on observable pricing from executed trades of similar instruments and it is, therefore, classified as level 2 in the fair value hierarchy.

***Derivatives***

The Company records all contracts that satisfy the definition of a derivative at fair value in the securities owned and derivatives or securities sold but not yet purchased in the accompanying statement of financial condition. Accounting for changes in the fair value of a derivative is dependent upon whether or not it has been designated in a formal, qualifying hedging relationship. None of the Company's derivatives have been designated in a formal, qualifying hedging relationship. The Company offsets all outstanding derivative transactions with a single counterparty as well as any cash collateral paid to and received from that counterparty for derivative contracts that are subject to the International Swaps and Derivatives Association or other legally enforceable netting arrangements and meet accounting guidance for offsetting treatment.

The Company is a party to derivative contracts in the normal course of business to meet the financing needs of customers and manage market risks. These instruments and commitments

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

involve, to varying degrees, elements of credit and market risk. Credit risk is the possibility that a loss may occur because a party to a transaction fails to perform according to the terms of the contract. Market risk is the possibility that a change in interest rates, the underlying assets, indices or a combination of these factors will cause an unfavorable change in the value of a financial instrument.

The Company controls the credit risk arising from these instruments and commitments through its credit approval process and through the use of risk control limits and monitoring procedures. It evaluates each counterparty's creditworthiness on a case-by-case basis. If collateral is deemed necessary to reduce credit risk, the amount and nature of the collateral obtained is based on management's credit evaluation of the other party. The market risk associated with trading securities, including derivatives, is managed by imposing limits as to the type, amounts, and degree of risk that traders may undertake. These limits are approved by senior management, and the risk positions of traders are reviewed on a daily basis to monitor compliance with the limits. The notional amounts of derivative financial instruments generally exceed the probable loss that could arise from counterparty default or market-related risks.

*Futures Contracts*

The Company's derivative instruments classified as level 1 represent exchange-traded futures contracts for which pricing is readily available. There were futures contracts outstanding of \$439.6 million notional, used to economically hedge agency mortgage-backed securities, resulting in an unrealized gain of \$145 thousand as of June 30, 2017, which is recorded in securities owned and derivatives in the statement of financial condition. Additionally, related to these transactions, securities collateral of \$1.0 million has been posted as of June 30, 2017 and is included in securities owned and derivatives in the statement of financial condition.



SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

**7. Premises and Equipment**

Premises and equipment consisted of the following (in thousands):

	<b>Useful Life</b>	<b>As of June 30, 2017</b>
Leasehold improvements	1-30 years	\$ 26,675
Furniture and equipment	1-20 years	58,755
Construction-in-process		864
		86,294
Less: Accumulated depreciation		(69,753)
Total premises and equipment		\$ 16,541

The Company leases certain office facilities and equipment under noncancelable leases that expire through 2025, some of which have stated rate increases. In addition, the Company has various obligations, mostly monthly commitments of less than one year, under other equipment leases. Minimum rental commitments on noncancelable leases for each of the following years ending June 30 are as follows (in thousands):

2018	\$ 7,932
2019	8,269
2020	8,384
2021	9,748
2022	9,918
Thereafter	8,197
Total minimum lease payments	\$ 52,448

**8. Securities Sold But Not Yet Purchased**

Sales of securities not yet purchased represent an obligation of the Company to deliver specified securities at a predetermined date and price. The Company will be obligated to acquire the required securities at prevailing market prices in the future to satisfy this obligation. Securities sold but not yet purchased consisted of the following at June 30, 2017 (in thousands):

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

U.S. government and agency obligations	\$ 400,730
Corporate debt and other securities	<u>324,104</u>
	<u>\$ 724,834</u>

### 9. Employee Benefits

The Company participates in the pension and other employee benefit plans of the Parent for the benefit of substantially all employees of the Company, which includes participation in the stock based awards of the Parent through the SunTrust Banks, Inc. 2009 Stock Plan (as amended and restated effective January 1, 2014), under which the Parent's Compensation Committee of the Board of Directors has the authority to grant stock options, restricted stock, and restricted stock units, of which some may have performance or other conditions, such as vesting tied to the Company's total shareholder return relative to a peer group, or vesting tied to the achievement of an absolute financial performance target. All incentive awards are subject to clawback provisions.

Shares of restricted stock may be granted to employees and directors. Generally, grants to employees either cliff vest after three years or vest pro-rata annually over three years. Restricted stock grants may be subject to one or more criteria, including employment, performance, or other conditions as established by the Parent's Compensation Committee at the time of grant. An employee or director has the right to vote the shares of restricted stock after grant unless, and until, they are forfeited. Compensation cost for restricted stock is equal to the fair value of the shares on the grant date of the award and is amortized to compensation expense over the vesting period. Dividends are paid on awarded but unvested restricted stock. The Parent allocates restricted stock expense to the Company.

### 10. Transactions with Related Parties

During the six months ended June 30, 2017, the Company engaged in various transactions with the Parent and its affiliates, which provide certain management services and staff support functions for all of its subsidiaries. The total costs for these services are allocated among the Parent's subsidiaries in accordance with our expense sharing agreement. In addition, the Company pays various negotiated referral fees to the Parent and affiliates for sales involving customers of such entities.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

Balances with respect to related parties at June 30, 2017, are (in thousands):

Cash and cash equivalents	\$	327
Securities owned		32,557
Due to related parties		1,298
Lines of credit payable to related parties		145,017
Income tax payable to Parent		10,380

As of June 30, 2017 the Company had a \$300 million unsecured demand revolving line of credit with the Parent. The line of credit has a stated interest rate at the Parent's monthly average cost of funds, which was 1.28% at June 30, 2017, with interest due monthly. At June 30, 2017, the outstanding balance on this unsecured line of credit was \$125 million and is included in lines of credit payable to related parties in the statement of financial condition.

The Company also has a \$400 million committed unsecured line of credit with SunTrust Bank (STB). The line of credit has a stated interest rate equal to one month LIBOR plus 1.75% per annum. The interest rate at June 30, 2017 was 2.97%. Any advances and accrued interest are due the following business day. At June 30, 2017, the outstanding balance was \$20.0 million and is included in lines of credit payable to related parties in the statement of financial condition.

The Company also has a \$5 million overdraft facility note with STB. The overdraft facility has a stated interest rate equal to STB's overnight cost of funds at the date of advance plus ten basis points. Advances and accrued interest under the facility are due the following business day. At June 30, 2017, there were no outstanding borrowings under the facility.

## **11. Commitments and Contingencies**

### *Litigation and Regulatory Matters*

In the ordinary course of business, the Company is party to numerous civil claims and lawsuits and subject to regulatory examinations, investigations, and requests for information. Some of these matters involve claims for substantial amounts. The Company's experience has shown that the damages alleged by plaintiffs or claimants are often overstated, based on unsubstantiated legal theories, unsupported by facts, and/or bear no relation to the ultimate award that a court might grant. Additionally, the outcome of litigation and regulatory matters and the timing of ultimate resolution are inherently difficult to predict. These factors make it difficult for the Company to provide a meaningful estimate of the range of reasonably possible outcomes of claims in the aggregate or by individual claim. However, on a case-by-case basis, reserves are established for those legal claims in which it is probable that a loss will be incurred and the

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

amount of such loss can be reasonably estimated. The actual costs of resolving these claims may be substantially higher or lower than the amounts reserved.

For a limited number of legal matters in which the Company is involved, the Company is able to estimate a range of reasonably possible losses in excess of related reserves, if any. There are currently no legal matters for which the estimate of reasonably possible losses exceeds related reserves, if any. This does not represent the Company's maximum loss exposure. Based on current knowledge, it is the opinion of management that liabilities arising from legal claims in excess of the amounts currently reserved, if any, will not have a material impact to the Company's financial condition, comprehensive income, or cash flows. However, in light of the significant uncertainties involved in these matters and the large or indeterminate damages sought in some of these matters, an adverse outcome in one or more of these matters could be material to the Company's financial condition, comprehensive income, or cash flows for any given reporting period.

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

**Lehman Brothers Holdings, Inc. Litigation**

Beginning in October 2008, the Company, along with other underwriters and individuals, were named as defendants in several individual and putative class action complaints filed in the U.S. District Court for the Southern District of New York and state and federal courts in Arkansas, California, Texas, and Washington. Plaintiffs alleged violations of Sections 11 and 12 of the Securities Act of 1933 and/or state law for allegedly false and misleading disclosures in connection with various debt and preferred stock offerings of Lehman Brothers Holdings, Inc. ("Lehman Brothers") and sought unspecified damages. All cases were transferred for coordination to the multi-district litigation captioned *In re Lehman Brothers Equity/Debt Securities Litigation* pending in the U.S. District Court for the Southern District of New York. Defendants filed a motion to dismiss all claims asserted in the class action. On July 27, 2011, the District Court granted in part and denied in part the motion to dismiss the claims against the Company and the other underwriter defendants in the class action. A settlement with the class plaintiffs was approved by the Court and the class settlement approval process was completed. A number of individual lawsuits and smaller putative class actions remained following the class settlement. The Company settled two such individual actions. The other individual lawsuits were dismissed. In two of such dismissed individual actions, the plaintiffs were unable to appeal the dismissals of their claims until their claims against a third party were resolved. In one of these individual actions, the plaintiffs have filed a notice of appeal to the Second Circuit Court of Appeals, but that appeal was denied on July 8, 2016. The plaintiff filed a petition to appeal the decision to the U.S. Supreme Court, and on January 13, 2017, the U.S. Supreme Court agreed to hear the appeal. On June 26, 2017, the U.S. Supreme Court upheld the decision of the Second

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Notes to Statement of Financial Condition (continued)

Unaudited as of June 30, 2017

Circuit Court of Appeals. The appeals period has expired in the other individual action. As such, these matters are now fully resolved.

**12. Guarantees to Third Parties**

The Company uses a third-party clearing broker to clear and execute customers' equity securities transactions and to hold customer accounts. Under the agreement, the Company will indemnify the broker for amounts paid to purchase the security. The maximum potential liability could be equal to the aggregate trading volume of the customers' transactions during the settlement period; however, this amount cannot be estimated due to the volatility in daily trading volumes. The liability is minimized by the fact that, in the event of nonperformance by the customer, the underlying security would be transferred to the Company who would, in turn, immediately liquidate the position, limiting the loss exposure to the market fluctuation in the underlying price of the security. Additionally, the Company may seek recourse from the customer by reimbursing itself from any cash or securities in the defaulting customers' account. The Company believes that it is unlikely it will have to make material payments under this arrangement and has not recorded any contingent liability in the financial statements for this indemnification. For the six months ended June 30, 2017, the Company experienced *de minimis* net losses as a result of the indemnity. The clearing agreement expires May 2020.

**13. Net Capital Requirements**

The Company is subject to SEC Rule 15c3-1, which requires the maintenance of minimum net capital. The Company has elected to use the alternative method, permitted by SEC Rule 15c3-1, which requires that the Company maintain minimum net capital, as defined, equal to the greater of the minimum dollar net capital requirement or 2% of aggregate debit balances arising from customer transactions, as defined. At June 30, 2017, the Company had net capital, as defined, of \$624.8 million, which was \$623.7 million in excess of the required net capital.

## Supplemental Information

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

Schedule I  
Computation of Net Capital Under Rule 15c3-1  
of the Securities and Exchange Commission

Unaudited as of June 30, 2017

FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT  
PART II

BROKER OR DEALER

SUNTRUST ROBINSON HUMPHREY, INC.

as of 06/30/17

COMPUTATION OF NET CAPITAL

1. Total ownership equity (from Statement of Financial Condition - Item 1800) .....	\$	1,074,447,354	3480
2. Deduct: Ownership equity not allowable for Net Capital .....		( 0 )	3490
3. Total ownership equity qualified for Net Capital .....		1,074,447,354	3500
4. Add:			
A. Liabilities subordinated to claims of general creditors allowable in computation of net capital .....		0	3520
B. Other (deductions) or allowable credits (List) .....		0	3525
5. Total capital and allowable subordinated liabilities .....	\$	1,074,447,354	3530
6. Deductions and/or charges:			
A. Total non-allowable assets from			
Statement of Financial Condition (Notes B and C) .....	\$	245,954,070	3540
1. Additional charges for customers' and non-customers' security accounts .....		481,317	3550
2. Additional charges for customers' and non-customers' commodity accounts .....		0	3560
B. Aged fail-to-deliver: .....		232,363	3570
1. number of items .....	6	3450	
C. Aged short security differences-less reserve of .....	\$	0	3580
number of items .....	0	3470	
D. Secured demand note deficiency .....		0	3590
E. Commodity futures contracts and spot commodities - proprietary capital charges .....		1,188,200	3600
F. Other deductions and/or charges .....		23,495,182	3610
G. Deductions for accounts carried under Rule 15c3-1(a)(6), (a)(7) and (c)(2)(x) .....		0	3615
H. Total deductions and/or charges .....		( 271,351,132 )	3620
7. Other additions and/or allowable credits (List) .....		0	3630
8. Net Capital before haircuts on securities positions .....	\$	803,096,222	3640
9. Haircuts on securities: (computed, where applicable, pursuant to 15c3-1(f)):			
A. Contractual securities commitments .....	\$	0	3660
B. Subordinated securities borrowings .....		0	3670
C. Trading and investment securities:			
1. Bankers' acceptances, certificates of deposit and commercial paper .....		6,650,550	3680
2. U.S. and Canadian government obligations .....		15,820,549	3690
3. State and municipal government obligations .....		2,094,139	3700
4. Corporate obligations .....		153,375,622	3710
5. Stocks and warrants .....		393,741	3720
6. Options .....		0	3730
7. Arbitrage .....		0	3732
8. Other securities .....		0	3734
D. Undue concentration .....		0	3650
E. Other (List) .....		0	3736
( 178,334,601 )			3740
10. Net Capital .....	\$	624,761,621	3750

There are no material differences between this computation and the Company's unaudited Form X-17 A-5 as of June 30, 2017.



FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT  
PART II

BROKER OR DEALER

SUNTRUST ROBINSON HUMPHREY, INC.

as of 06/30/17

COMPUTATION OF BASIC NET CAPITAL REQUIREMENT

Part A

11. Minimal net capital required (6-2/3% of line 19)	\$	3756
12. Minimum dollar net capital requirement of reporting broker or dealer and minimum net capital requirement of subsidiaries computed in accordance with Note (A)	\$	3758
13. Net capital requirement (greater of line 11 or 12)	\$	3760
14. Excess net capital (line 10 less 13)	\$	3770
15. Net capital less greater of 10% of line 19 or 120% of line 12	\$	3780

COMPUTATION OF AGGREGATE INDEBTEDNESS

16. Total A.I. liabilities from Statement of Financial Condition	\$	3790
17. Add:		
A. Drafts for immediate credit	\$	3800
B. Market value of securities borrowed for which no equivalent value is paid or credited	\$	3810
C. Other unrecorded amounts (List)	\$	3820
18. Deduct: Adjustment based on deposits in Special Reserve Bank Accounts(15c3-1(c)(1)(vii))	\$	3838
19. Total aggregate indebtedness	\$	3840
20. Percentage of aggregate indebtedness to net capital (line 19 divided by line 10)	%	3850
21. Percentage of aggregate indebtedness to net capital after anticipated capital withdrawals (line 19 divided by line 10 less item 4880 page 12)	%	3853

COMPUTATION OF ALTERNATE NET CAPITAL REQUIREMENT

Part B

22. 2% of combined aggregate debit items as shown in Formula for Reserve Requirements pursuant to Rule 15c3-3 prepared as of the date of net capital computation including both brokers or dealers and consolidated subsidiaries' debits	\$	350,432	3870
23. Minimum dollar net capital requirement of reporting broker or dealer and minimum net capital requirement of subsidiaries computed in accordance with Note(A)	\$	1,064,691	3880
24. Net capital requirement (greater of line 22 or 23)	\$	1,064,691	3760
25. Excess net capital (line 10 less 24)	\$	623,696,930	3910
26. Percentage of Net Capital to Aggregate Debits (line 10 divided by line 18 page 8)	%	3565.67	3851
27. Percentage of Net Capital, after anticipated capital withdrawals, to Aggregate Debits item 10 less Item 4880 page 12 divided by line 17 page 8)	%	3565.67	3854
28. Net capital in excess of the greater of: 5% of combined aggregate debit items or 120% of minimum net capital requirement	\$	623,483,992	3920

OTHER RATIOS

Part C

29. Percentage of debt to debt-equity total computed in accordance with Rule 15c3-1 (d)	%	0.00	3860
30. Options deductions/Net Capital ratio (1000% test) total deductions exclusive of liquidating equity under Rule 15c3-1(a)(6), (a)(7) and (c)(2)(x) divided by Net Capital	%		3852

NOTES:

- (A) The minimum net capital requirement should be computed by adding the minimum dollar net capital requirement of the reporting broker dealer and, for each subsidiary to be consolidated, the greater of:
1. Minimum dollar net capital requirement, or
  2. 6-2/3% of aggregate indebtedness or 2% of aggregate debits if alternate method is used.
- (B) Do not deduct the value of securities borrowed under subordination agreements or secured demand notes covered by subordination agreements not in satisfactory form and the market values of memberships in exchanges contributed for use of company (contra to item 1740) and partners' securities which were included in non-allowable assets.
- (C) For reports filed pursuant to paragraph (d) of Rule 17a-5, respondent should provide a list of material non-allowable assets.

There are no material differences between this computation and the Company's unaudited Form X-17A-5 as of June 30, 2017.

SunTrust Robinson Humphrey, Inc.  
(A Wholly Owned Subsidiary of SunTrust Banks, Inc.)

**Schedule II**  
Computation of Determination of Reserve Requirements  
Under Rule 15c3-3 of the Securities and Exchange Commission

Unaudited as of June 30, 2017

FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT  
PART II

BROKER OR DEALER

SUNTRUST ROBINSON HUMPHREY, INC.

as of 06/30/17

FORMULA FOR DETERMINATION OF CUSTOMER ACCOUNT RESERVE REQUIREMENTS  
OF BROKERS AND DEALERS UNDER RULE 15c3-3  
(See Rule 15c3-3, Exhibit A and Related Notes)

**CREDIT BALANCES**

1. Free credit balances and other credit balances in customers' security accounts (See Note A)	\$	0	4340
2. Monies borrowed collateralized by securities carried for the accounts of customers (See Note B)		0	4350
3. Monies payable against customers' securities loaned (See Note C)		0	4360
4. Customers' securities failed to receive (See Note D)		15,349,635	4370
5. Credit balances in firm accounts which are attributable to principal sales to customers		0	4380
6. Market value of stock dividends, stock splits and similar distributions receivable outstanding over 30 calendar days		0	4390
7. ** Market value of short security count differences over 30 calendar days old		0	4400
8. ** Market value of short securities and credits (not to be offset by longs or by debits) in all suspense accounts over 30 calendar days		6,438,395	4410
9. Market value of securities which are in transfer in excess of 40 calendar days and have not been confirmed to be in transfer by the transfer agent or the issuer during the 40 days		0	4420
10. Other (List)		0	4425
11. TOTAL CREDITS	\$		21,788,030 <span style="border: 1px solid black; padding: 2px;">4430</span>

**DEBIT BALANCES**

12. ** Debit balances in customers' cash and margin accounts excluding unsecured accounts and accounts doubtful of collection (See Note E)	\$	0	4440
13. Securities borrowed to effectuate short sales by customers and securities borrowed to make delivery on customers' securities failed to deliver		0	4450
14. Failed to deliver of customers' securities not older than 30 calendar days		17,521,600	4460
15. Margin required and on deposit with the Options Clearing Corporation for all option contracts written or purchased in customer accounts (See Note F)		0	4465
16. Margin required and on deposit with a clearing agency registered with the Commission under section 17A of the Act (15 U.S.C. 78q-1) or a derivatives clearing organization registered with the Commodity Futures Trading Commission under section 5b of the Commodity Exchange Act (7 U.S.C. 7a-1) related to the following types of positions written, purchased or sold in customer accounts: (1) security futures products and (2) futures contracts (and options thereon) carried in a securities account pursuant to an SRO portfolio margining rule (See Note G)			4467
17. Other (List)		0	4469
18. ** Aggregate debit items	\$	17,521,600	4470
19. ** Less 3% (for alternative method only, - see Rule 15c3-1(a)(1)(ii))		( 525,648)	4471
20. ** TOTAL 15c3-3 DEBITS		16,995,952	4472

**RESERVE COMPUTATION**

21. Excess of total debits over total credits (line 20 less line 11)	\$	0	4480
22. Excess of total credits over total debits (line 11 less line 20)		4,792,078	4490
23. If computation is made monthly as permitted, enter 105% of excess of total credits over total debits			4500
24. Amount held on deposit in "Reserve Bank Account(s)", including \$ 29,891,100 <span style="border: 1px solid black; padding: 2px;">4505</span> value of qualified securities, at end of reporting period		29,891,100	4510
25. Amount of deposit (or withdrawal) including \$ 0 <span style="border: 1px solid black; padding: 2px;">4515</span> value of qualified securities		0	4520
26. New amount in Reserve Bank Account(s) after adding deposit or subtracting withdrawal including \$ 29,891,100 <span style="border: 1px solid black; padding: 2px;">4525</span> value of qualified securities	\$	29,891,100	4530
27. Date of deposit (MMDDYY)		06/26/17	4540

**FREQUENCY OF COMPUTATION**

28. Daily 4332 Weekly  4333 Monthly 4334

\*\* In the event the Net Capital Requirement is computed under the alternative method, this "Reserve Formula" shall be prepared in accordance with the requirements of paragraph (a)(1)(ii) of Rule 15c3-1.

There are no material differences between this computation and the Company's unaudited Form X-17A-5 as of June 30, 2017.