



## **SunTrust Announces John Lynch as Head of Education Industry Specialty Practice**

ATLANTA – SunTrust Banks, Inc. (NYSE: STI) welcomes John Lynch as head of the Education Industry Specialty Practice within its growing Commercial & Business Banking division. In this role, Lynch will deliver commercial and capital markets banking solutions to public and private higher education sectors and the K-12 independent school sector, continuing the tailored solutions that help these clients achieve their business objectives.

“For years, SunTrust has had a significant presence serving this dynamic industry, helping schools develop long-term plans for continued growth,” said Allison Dukes, Commercial & Business Banking executive at SunTrust. “Increasingly, the education industry is faced with rising student expectations and higher operating costs. John understands these unique challenges, and he is focused on helping institutions identify new revenue streams and leverage existing assets to finance facility and curriculum upgrades to remain competitive. His expertise will complement our existing team, and we’re excited to have him on board.”

The Education Industry Specialty Practice, part of SunTrust’s Commercial & Business Banking division, helps schools identify operational efficiencies and raise capital. Through campus planning, strategic endowment and investment guidance, and managing stakeholder payments and cash flows, Lynch will partner with SunTrust’s local relationship managers to offer tools and strategies to help schools meet their current goals and position them for future growth.

Prior to joining SunTrust, Lynch held a variety of positions with increasing responsibility and leadership, including roles in equipment finance, specialized industries and business banking. In these roles, he focused on pricing, structuring, debt originations, debt syndications, equipment finance and relationship management. Before his banking career, Lynch spent six years in public accounting.

“I’m thrilled to support SunTrust’s Education Industry Specialty Practice and look forward to working with the local relationship managers to help clients meet the evolving needs and demands of 21<sup>st</sup> century education,” said Lynch. “From higher education to K-12 independent schools, my team and I will work closely to help each organization achieve their business objectives.”

SunTrust Commercial & Business Banking serves all industries, while also offering additional focused expertise in Aging Services, Healthcare, Not-for-Profit & Government, Education, Restaurants/Retail, Food Products/Agribusiness, and Ports & Logistics.