

BB&T CORP  
Form 8-K  
February 07, 2002

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

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**Form 8-K  
Current Report**

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Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934

February 7, 2002

Date of Report (Date of earliest event reported)

**BB&T Corporation**

(Exact name of registrant as specified in its charter)

**Commission file number : 1-10853**

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North Carolina  
(State of incorporation)

56-0939887  
(I.R.S. Employer Identification No.)

200 West Second Street  
Winston-Salem, North Carolina  
(Address of principal executive offices)

27101  
(Zip Code)

**(336) 733-2000**

(Registrant's telephone number, including area code)

**This Form 8-K has 27 pages.**

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**ITEM 5. OTHER EVENTS**

The purpose of this Current Report on Form 8-K is to file presentation materials from BB&T's 2002 Investor Conference, held on February 7, 2002.

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**EXHIBIT INDEX**

# **Interest Rate Risk / Financial Management February 2002**

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## **Balance Sheet Management**

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## **Balance Sheet Management**

### **Average Balance Sheet Composition - Assets**

***(for period ending 12/31/01)***

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## **Investment Portfolio**

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## **Investment Portfolio**

**Portfolio Composition**  
***(as of 9/30/01)***

## **Investment Portfolio**

### **Portfolio Maturity Distribution** *(as of 9/30/01)*

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## **Investment Portfolio**

### **Portfolio Size / Maturity Comparison** *(as of 9/30/01)*

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## **Investment Portfolio**

**Yields (FTE)**  
*(3rd Quarter 2001)*

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**Deposits & Corporate Funding**

**Average Balance Sheet Composition - Liabilities**  
*(for period ending 12/31/01)*

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**Deposits & Corporate Funding**

**Mission**

**To ensure that core deposit growth is sufficient to support earning asset growth while optimizing interest costs and revenues generated from the deposit base.**

## **Deposits & Corporate Funding**

### **Deposit Market Share**

	<b><u>% of BB&amp;T's Deposits</u></b>	<b><u>Rank</u></b>
North Carolina (excludes home office deposits)	32%	2nd
Virginia	19%	4th
Georgia	12%	6th
South Carolina	10%	3rd
West Virginia	9%	1st
Kentucky	8%	3rd
Maryland	6%	8th
Tennessee	2%	11th
DC	1%	6th

## **Deposits & Corporate Funding**

### **Average Deposit Growth Analysis** *For the periods ended December 31, 2001 and 2000* *(\$ in Thousands)*

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## **Deposits & Corporate Funding**

### **Average Deposit Mix & Growth** *For Period Ending December 31, 2001*

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## **Deposits & Corporate Funding**

**Average Deposit Mix & Growth\***  
*Transaction, Savings and Money Market Accounts Only*  
*For Period Ending December 31, 2001*

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**Deposits & Corporate Funding**

**Deposit Cost\* Analysis on Interest Bearing**  
*Transaction, Savings & Money Market Accounts*  
*For Period Ending December 31, 2001*

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**Deposits & Corporate Funding**



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## **Deposits & Corporate Funding**

**Believing the transaction account to be the cornerstone of a client relationship, the priority in 2002 is to retain and grow client relationships by:**

- 1) Tracking retention at the region and branch level, with particular focus on new markets.**
- 2) Tracking deposit production at the officer level.**
- 3) Expanding the individual incentive program for relationship officers to include transaction accounts and core deposits.**
- 4) Utilizing 3 sales campaigns to increase deposit production.**
- 5) Enhancing the product line to include various flat fee/no fee transaction accounts in new markets.**
- 6) Grandfathering of existing client accounts for acquired institutions.**
- 7) Developing initiatives focused on deposit rich niche markets for the commercial and small business segments.**
- 8) Enhancing the use of market research to target sales efforts.**

# **Deposits & Corporate Funding**

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## **Interest Rate Risk Management**

### **Interest Rate Scenarios - Prime Rate Movements** *(as of 12/31/01)*

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## **Balance Sheet Management**

## **Interest Rate Risk Management**

### **Net Interest Margin** *(for quarter ended)*

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## **Interest Rate Risk Management**

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## **Capital Management**

**The policy of BB&T Corporation is to return 30-40% of its annual earnings to its shareholders in the form of cash dividends.**

**BB&T's 10-year compound annual dividend growth rate is 15.6% as compared to 2.6% for the S&P 500.**

**BB&T has increased its annual cash dividend for 30 consecutive years.**

**BB&T's policy is to maintain a leverage capital ratio of approximately 7-to-8%. 12/31/01 ratio is 7.2%.**

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## **Capital Management**

**Since the Merger-of-Equals, BB&T has repurchased 61.2 million shares of stock at a cost of \$1.82 billion.**

**The average price paid since the Merger-of-Equals is \$29.68 per share.**

**During 2001, BB&T repurchased 14.0 million shares at a cost of \$510.8 million. The average price paid during 2001 was \$36.47 per share.**

**Program's cumulative impact improved EPS by \$.17 during 2001 (\$2.40 vs. \$2.23).**

# **Investor Relations**

## **Agency Ratings**

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# **Investor Relations**

## **BB&T CORPORATION COMMON STOCK OWNERSHIP December 31, 2001**

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# **Investor Relations**

## Trading Volume - BB&T Common Stock

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### Investor Relations

#### Owners as Beneficiaries of Corporate Strategy

**BB&T's 10-year compound annual dividend growth rate is 15.6% as compared to 2.6% for S&P 500**

**Over the last 5 years, BB&T's total compound annual return to shareholders is 17.7% compared to 10.7% for the S&P 500 and 10.6% for the S&P major regional banks index**

**BB&T's 10-year total compound annual return to shareholders is 21.4% compared to 12.9% for the S&P 500**

Source: Bloomberg

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#### S I G N A T U R E

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

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BB&T CORPORATION  
(Registrant)

By: /S/ SHERRY A. KELLETT

Sherry A. Kellett  
Senior Executive Vice President and Controller  
(Principal Accounting Officer)

Date: February 7, 2002