



Contact: Thomas Crosson
(470) 218-9178

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SunTrust Commercial Real Estate Names Guilfu To Expand Pillar Institutional Client Business

ATLANTA – SunTrust Commercial Real Estate (CRE) today announced that Peter Guilfu is transferring from the CRE Institutional Private Capital team to CRE’s Pillar division, where he will serve as managing director of Institutional Real Estate and Manufactured Housing.

In this role, Guilfu will focus on leveraging Pillar’s agency lending platform to help deliver creative permanent agency finance solutions to CRE’s institutional clients. SunTrust acquired substantially all of the assets of Pillar last year, and the acquisition of the Agency multi-family lender strategically expanded the commercial real estate capabilities of the company. SunTrust is now one of a select group of independent Agency lenders that holds licenses with all three agencies: Fannie Mae, Freddie Mac and the Federal Housing Administration.

“Peter has more than 18 years of commercial real estate experience, and has worked with clients to help them achieve their financial goals through strategic insight and deep industry knowledge. It’s these traits and his ability to partner with both clients and experts from across the bank that we selected him for this position,” said Anand Gajjar, Permanent Finance Banking executive at SunTrust CRE.

Guilfu first joined SunTrust in April 2012. Previously, he was with the Commercial Real Estate group at GE Capital for more than 13 years, serving as an underwriter, asset manager and senior relationship manager. He earned a B.S. in Hospitality Management from Cornell University, as well as a M.S. in Finance and a M.B.A. from Boston College.

[About SunTrust Banks, Inc.](#)

SunTrust Banks, Inc. is a purpose-driven company dedicated to Lighting the Way to Financial Well-Being for the people, businesses, and communities it serves. Headquartered in Atlanta, SunTrust operates an extensive branch and ATM network throughout the high-growth Southeast and Mid-Atlantic states, along with 24-hour digital access. Certain business lines serve consumer, commercial, corporate, and institutional clients nationally. As of June 30, 2017, SunTrust had total assets of \$207 billion and total deposits of \$160 billion. The Company provides deposit, credit, trust, investment, mortgage, asset management, securities brokerage, and capital market services. Member FDIC. SunTrust leads onUp, a national movement inspiring Americans to build financial confidence. Join the movement at onUp.com.

About Pillar

As a division of SunTrust Bank, a subsidiary of SunTrust Banks, Inc. (NYSE: STI), Pillar Financial is part of the SunTrust Commercial Real Estate (CRE) line of business, which is part of SunTrust's Wholesale Banking Segment. Pillar is a direct lender for multifamily, manufactured housing and healthcare properties, serving clients across the U.S. in 13 major markets. The company's lending platform consists of Fannie Mae, Freddie Mac and HUD products. Pillar provides a full array of financing solutions, covering affordable and market rate multifamily housing, student and senior housing, manufactured home communities, as well as healthcare properties such as assisted living, memory care and skilled nursing facilities.

Through Cohen Financial, a national real estate capital services firm also a division of SunTrust Bank, Pillar provides access to capital markets debt placements and consulting services for financial institutions, commercial real estate developers and investors, as well as third-party rated, primary and special loan servicing, loan administration and advisory services. For more information, visit www.pillarfinance.com.

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