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WACHOVIA CORP/ NC

Form 425

July 23, 2001

Pursuant to Rule 425 under the Securities Act of 1933 and deemed filed pursuant to Rule 14a-6(b) under the Securities Exchange Act of 1934

Subject Company: Wachovia Corporation
Commission File No. 333-59616

Date: July 23, 2001

This filing contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, (i) statements about the benefits of the merger between First Union Corporation and Wachovia Corporation, including future financial and operating results, cost savings, enhanced revenues, and accretion to reported earnings that may be realized from the merger; (ii) statements with respect to First Union's and Wachovia's plans, objectives, expectations and intentions and other statements that are not historical facts; and (iii) other statements identified by words such as "believes", "expects", "anticipates", "estimates", "intends", "plans", "targets", "projects" and similar expressions. These statements are based upon the current beliefs and expectations of First Union's and Wachovia'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 materially from the anticipated results or other expectations expressed in the forward-looking statements: (1) the risk that the businesses of First Union and Wachovia will not be integrated successfully or such integration may be more difficult, time-consuming or costly than expected; (2) expected revenue synergies and cost savings from the merger may not be fully realized or realized within the expected time frame; (3) revenues following the merger may be lower than expected; (4) deposit attrition, operating costs, customer loss and business disruption following the merger, including, without limitation, difficulties in maintaining relationships with employees, may be greater than expected; (5) the ability to obtain governmental approvals of the merger on the proposed terms and schedule; (6) the failure of First Union's and Wachovia's stockholders to approve the merger; (7) competitive pressures among depository and other financial institutions may increase significantly and have an effect on pricing, spending, third-party relationships and revenues; (8) the strength of the United States economy in general and the strength of the local economies in which the combined company will conduct operations may be different than expected resulting in, among other things, a

deterioration in credit quality or a reduced demand for credit, including the resultant effect on the combined company's loan portfolio and allowance for loan losses; (9) changes in the U.S. and foreign legal and regulatory framework; and (10) adverse conditions in the stock market, the public debt market and other capital markets (including changes in interest rate conditions) and the impact of such conditions on the combined company's capital markets and asset management activities. Additional factors that could cause First Union's and Wachovia's results to differ materially from those described in the forward-looking statements can be found in First Union's and Wachovia's reports (such as Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q and Current

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Reports on Form 8-K) filed with the Securities and Exchange Commission and available at the SEC's Internet site (<http://www.sec.gov>). All subsequent written and oral forward-looking statements concerning the proposed transaction or other matters attributable to First Union or Wachovia or any person acting on their behalf are expressly qualified in their entirety by the cautionary statements above. First Union and Wachovia do not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statements are made.

The proposed transaction will be submitted to First Union's and Wachovia's stockholders for their consideration. Stockholders are urged to read the definitive joint proxy statement/prospectus regarding the proposed transaction and any other relevant documents filed with the SEC, as well as any amendments or supplements to those documents, because they contain (or will contain) important information. You will be able to obtain a free copy of the joint proxy statement/prospectus, as well as other filings containing information about First Union and Wachovia, at the SEC's Internet site (<http://www.sec.gov>). Copies of the joint proxy statement/prospectus and the SEC filings that have been or will be incorporated by reference in the joint proxy statement/prospectus can also be obtained, without charge, by directing a request to First Union, Investor Relations, One First Union Center, Charlotte, North Carolina 28288-0206 (704-374-6782), or to Wachovia, Investor Relations, 100 North Main Street, Winston-Salem, North Carolina 27150 (888-492-6397).

THE FOLLOWING ADVERTISEMENT BY FIRST UNION APPEARED IN CERTAIN REGIONAL AND NATIONAL PUBLICATIONS

[FIRST UNION LOGO APPEARS HERE]

An update on First Union customer service from CEO Ken Thompson.

[A PHOTOGRAPH OF KEN THOMPSON APPEARS HERE]

When I became chief executive of First Union, one of my priorities was to reinforce our commitment to superior service. This is in line with our core values, and it's also what you expect from a financial services leader.

In order to monitor our progress, we survey more than 60,000 First Union customers every quarter who visit our Financial Centers and carefully review their feedback. We ask questions about what is most important to them--from speed of service to personal attention. For the last nine consecutive quarters, First Union has shown significant improvement every quarter. This means we're accomplishing our goals and are well on our way to providing "best in class" service.

I want to thank everyone at First Union who has worked so hard to meet, and exceed, our customers' needs. As we plan for our merger with Wachovia, I'm confident we'll be able to maintain our absolute commitment to the highest standards of service. We know our customers--and Wachovia's customers--expect nothing less.

/s/ Ken Thompson

Ken Thompson
Chairman, President and CEO,
First Union Corporation

Our Goal: Best in Class Customer Service

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[BAR CHART APPEARS ON SIDE OF LETTER WITH THE FOLLOWING APPROXIMATE PLOT POINTS]

5.60	5.90	6.10	6.25	6.29
1stQ '99	3rdQ '99	1stQ '00	3rdQ '00	2ndQ '01

Scale is from 1-7 with 6.4 equaling the average scale of the highest-scoring banks in our peer group.

A summary of First Union customer satisfaction scores, based on research conducted quarterly by the Gallup(R) Organization of more than 60,000 First Union customers.

If you are a shareholder of Wachovia or First Union, we urge you to vote for the Wachovia/First Union merger by returning the white proxy card.

First Union and Wachovia
The Right Combination

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First Union had an outstanding second quarter with higher revenue, net income and earnings per share. Operating earnings of \$649 million exceeded consensus estimates. Our focus on service is a key reason we're doing so well.

I want to thank everyone at First Union who has worked so hard to meet, and exceed, our customers' needs. As we plan for our merger with Wachovia, I'm confident we'll be able to maintain our absolute commitment to the highest standards of service. We know our customers--and Wachovia's customers--expect nothing less.

/s/ Ken Thompson

Ken Thompson
Chairman, President and CEO,
First Union Corporation

Our Goal: Best in Class Customer Service

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