



Customer Focused,
Bonefish Driven

Proven | Focused | Better

David Popwell | President of Banking

Portions of this presentation use non-GAAP financial information. Each of those portions is so noted, and a reconciliation of that non-GAAP information to comparable GAAP information is provided in a footnote or in the appendix at the end of this presentation. Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results. This presentation also includes certain non-GAAP financial measures related to “tangible common equity”, “pre-provision net revenue”, “economic profit”, “RAROC” and certain financial measures excluding notable items, including merger-related charges. Notable items include certain revenue or expense items that may occur in a reporting period which management does not consider indicative of ongoing financial performance. Management believes it is useful for the investment community to consider financial metrics with and without notable items in order to enable a better understanding of company results, facilitate comparability of period-to-period financial results, and to evaluate and forecast those results. Although FHN has procedures in place to ensure that these measures are calculated using the appropriate GAAP or regulatory components, they have limitations as analytical tools and should not be considered in isolation, or as a substitute for analysis of results under GAAP. For more information on these calculations and to view the reconciliations to the most comparable GAAP measures, please refer to the appendix of this presentation.

This presentation contains forward-looking statements, which may include guidance, involving significant risks and uncertainties which will be identified by words such as “believe”, “expect”, “anticipate”, “intend”, “estimate”, “should”, “is likely”, “will”, “going forward” and other expressions that indicate future events and trends and may be followed by or reference cautionary statements. A number of factors could cause actual results to differ materially from those in the forward-looking statements. These factors are outlined in our recent earnings and other press releases and in more detail in the most current 10-Q and 10-K. FHN disclaims any obligation to update any such forward-looking statements or to publicly announce the result of any revisions to any of the forward-looking statements to reflect future events or developments.

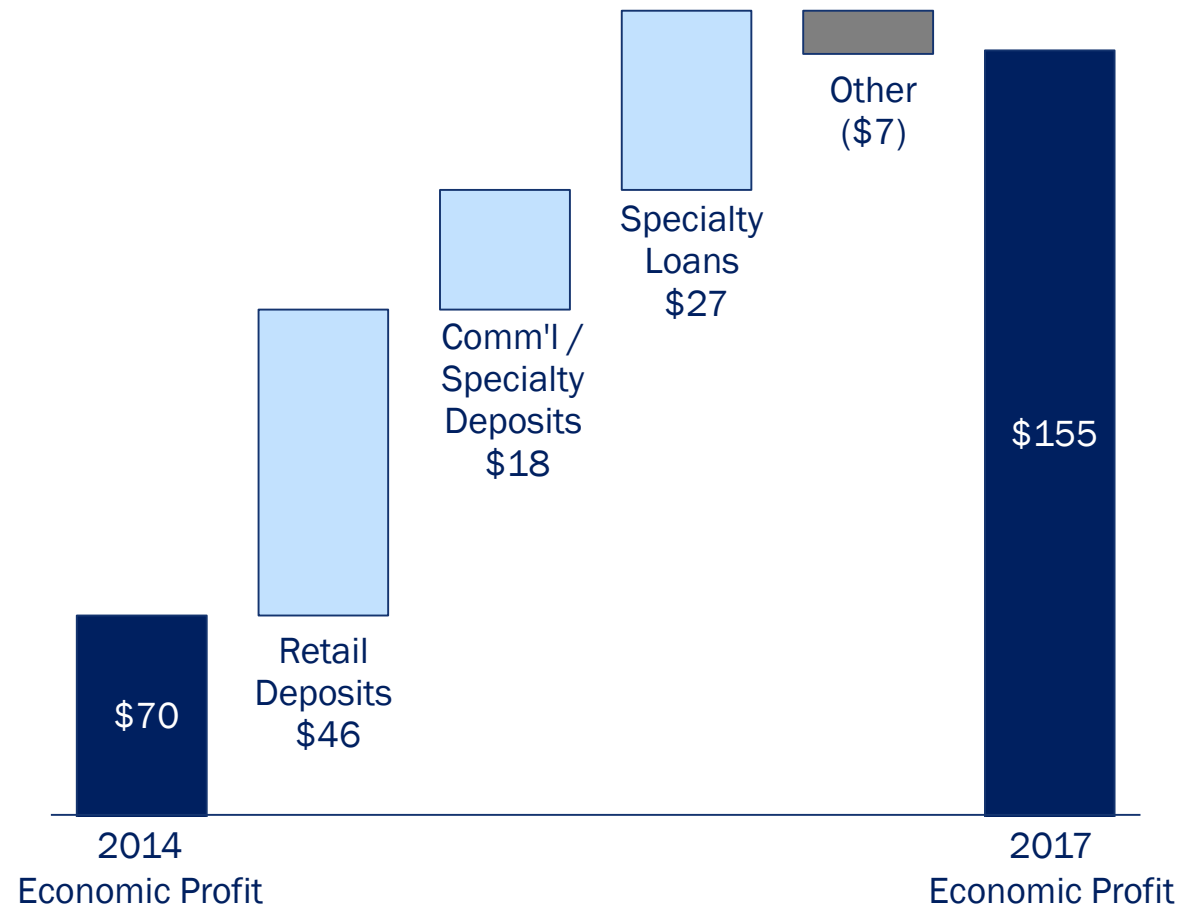


Our Business Model Is Proven, Focused, and Better

- ① We have a strong economic profit and risk focus
- ② We make decisions close to our customers
- ③ We have high return specialty banking areas
- ④ We have strong growth opportunities in new markets

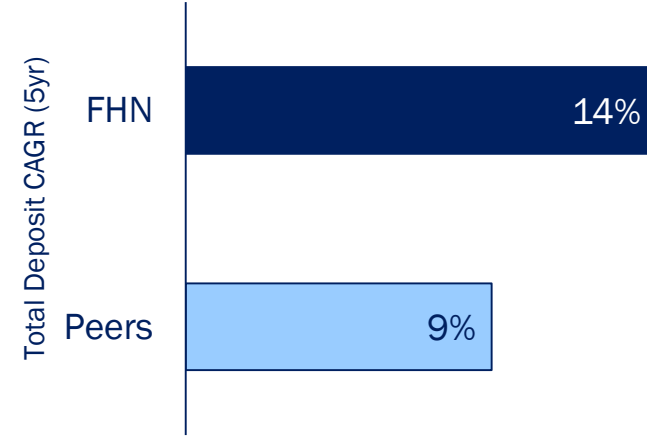
We doubled Regional Banking Economic Profit from 2014 to 2017

Economic Profit = Net Income Less Cost of Capital

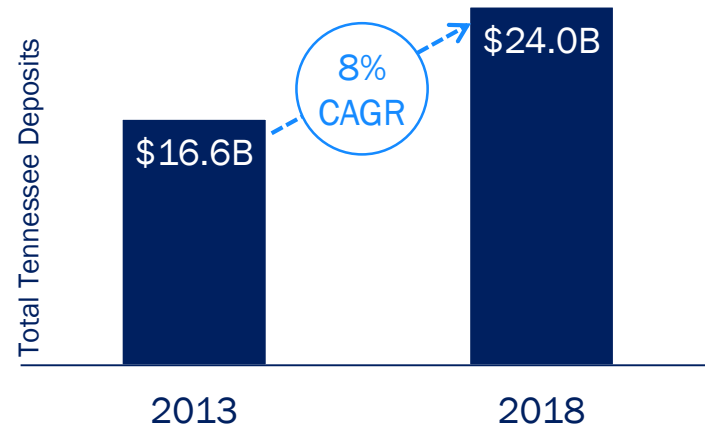


Deposits have meaningfully driven Economic Profit

67% Faster Deposit CAGR Since 3Q13 (Vs Peers)¹

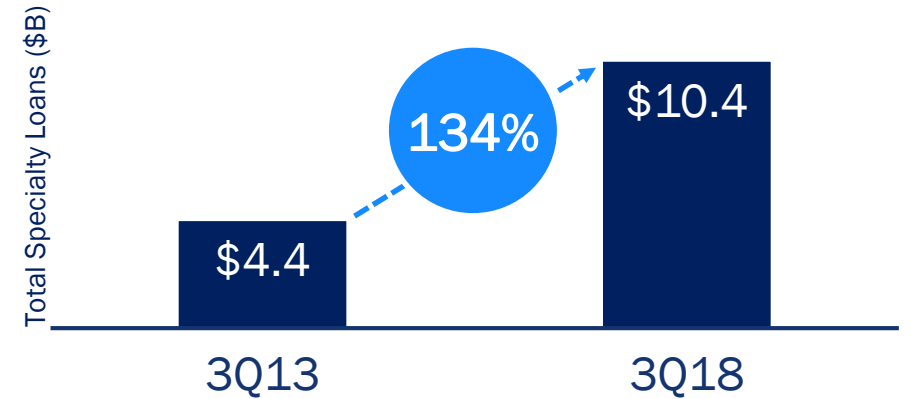


45% Faster Deposit Growth (Vs TN Market)²



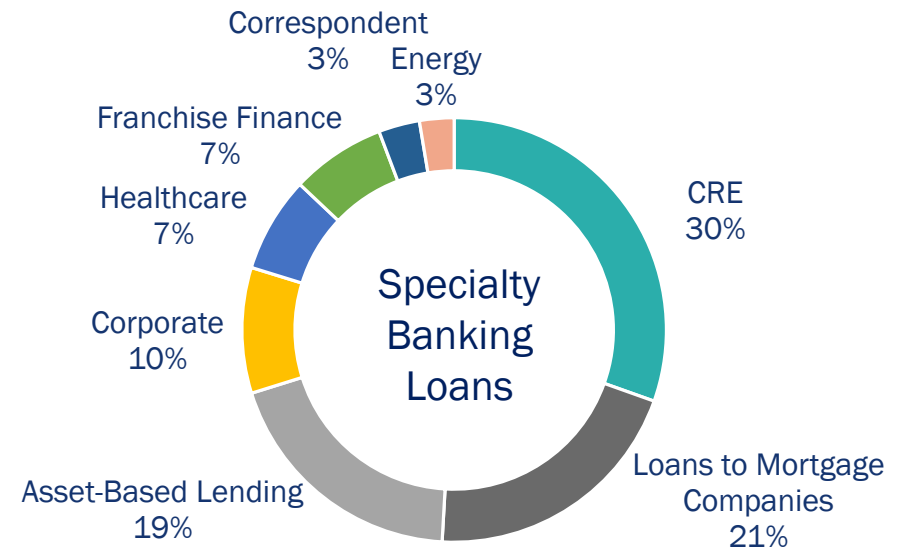
Diversified portfolio of high growth, high return Specialty Banking areas drive Economic Profit

Strong Specialty Loan Growth Since 3Q13



27%
RAROC

29%
Efficiency Ratio



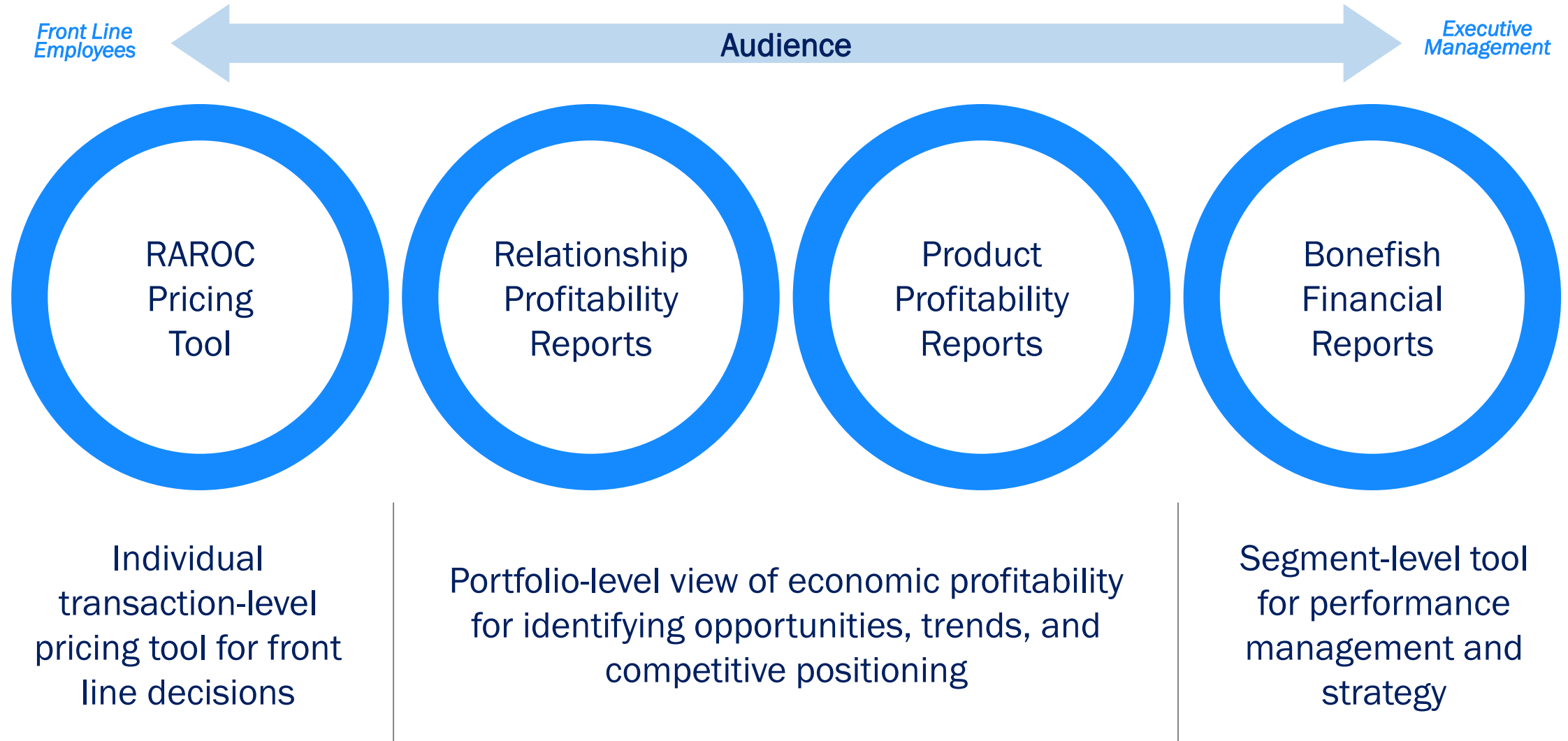
Data as of 3Q18. RAROC: Risk-adjusted return on capital.

Our goal is to double economic profit
again in 5 years

We are building from
a position of strength

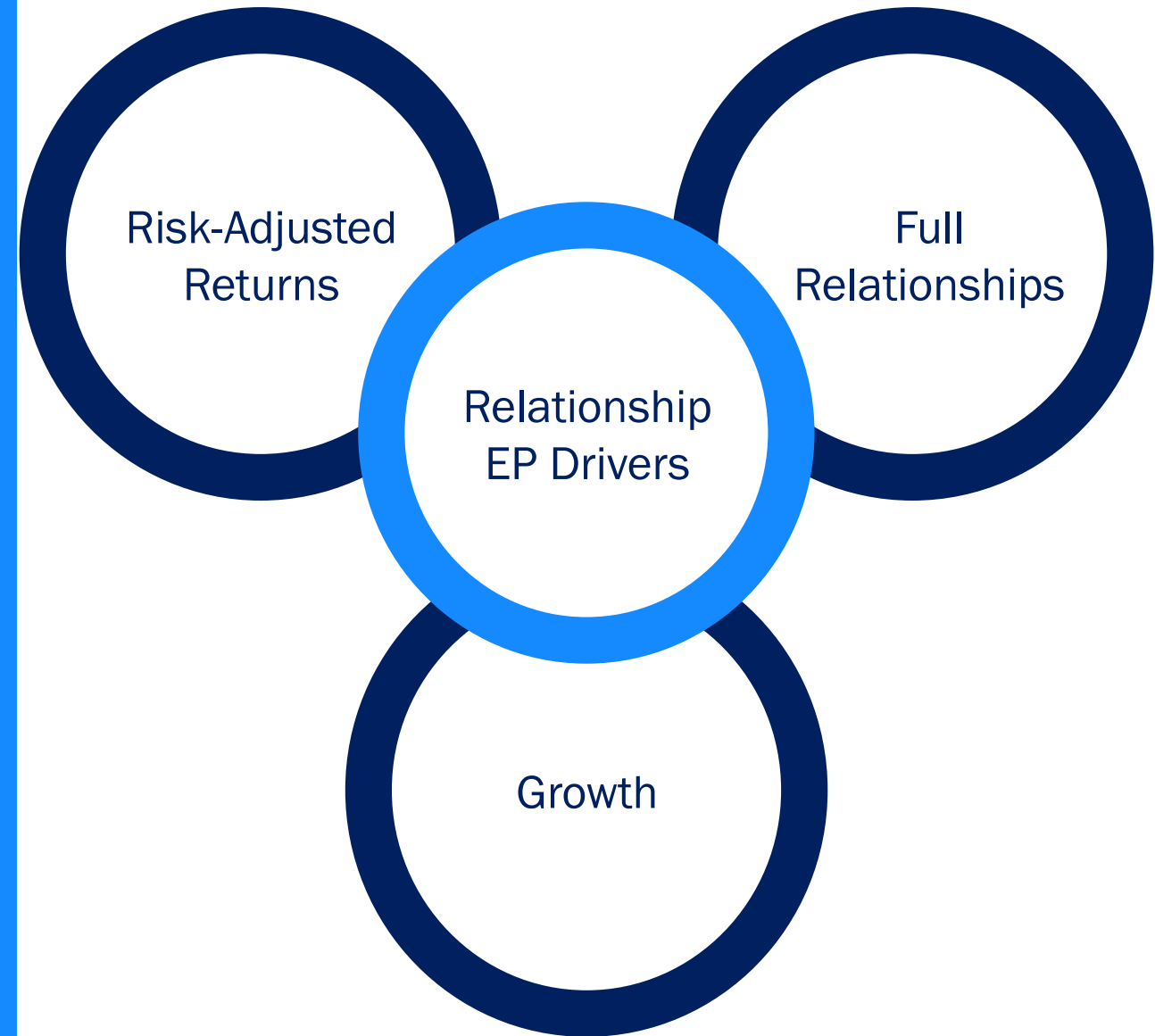
Bonefish is in our DNA

Economic Profit Permeates Our Whole Company



Economic Profit Drives Incentives

We incentivize based on the 3 main drivers of relationship economic profit growth

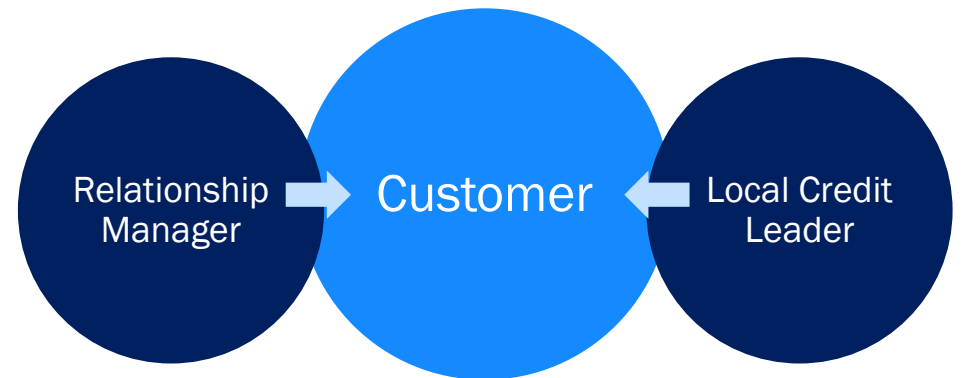
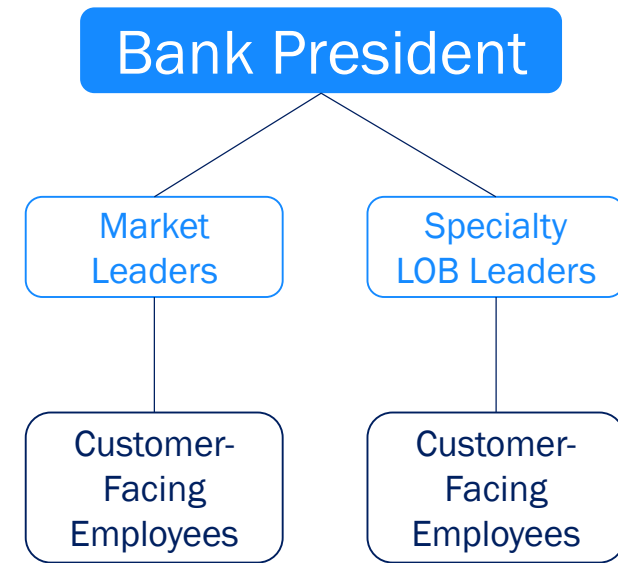


We have a differentiated market approach

Decisions Made Closest to the Customer

Market and LOB leaders report directly to Bank President

Credit leaders located in market, facilitating nimble decision making



Our success in Nashville
is our blueprint for growth

Invest in
Talent

Elevate the
Brand

Targeted
Industry
Focus



We have better growth
opportunities ahead

Profitably growing
in key markets
and businesses

Specialty
Businesses

Key
Markets

Small
Business &
Affluent

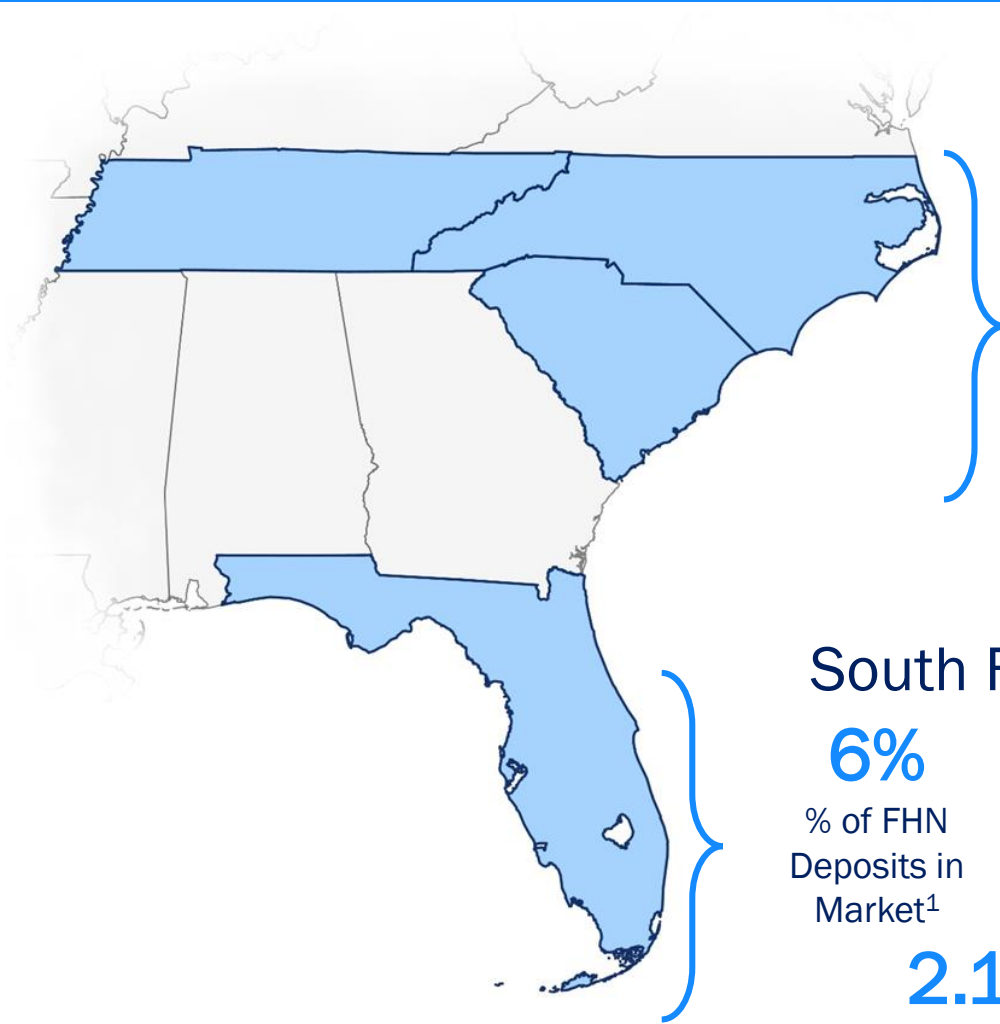
Capital Bank Enhances Growth Opportunities

Tennessee

77%
% of FHN
Deposits in
Market¹

1.1x
5yr HH Income
Growth vs Nat'l Avg²

1.3x
5yr Population
Growth vs Nat'l Avg²



North and South Carolina

16%
% of FHN
Deposits in
Market¹

1.3x
5yr HH Income
Growth vs Nat'l Avg²

1.9x
5yr Population
Growth vs Nat'l Avg²

South Florida

6%
% of FHN
Deposits in
Market¹

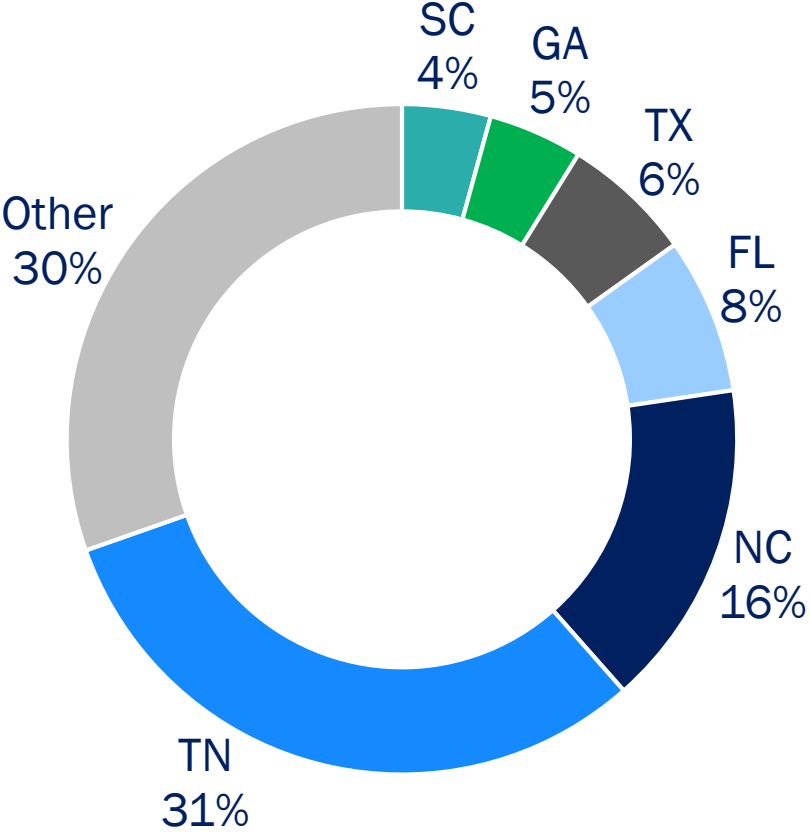
1.2x
5yr HH Income
Growth vs Nat'l Avg²

2.1x
5yr Population
Growth vs Nat'l Avg²

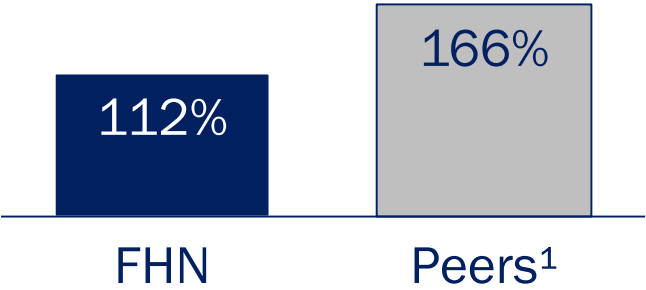
Our credit culture enables
soundness, profitability, and growth

Our Loan Portfolio Provides Strong, Sustainable Returns

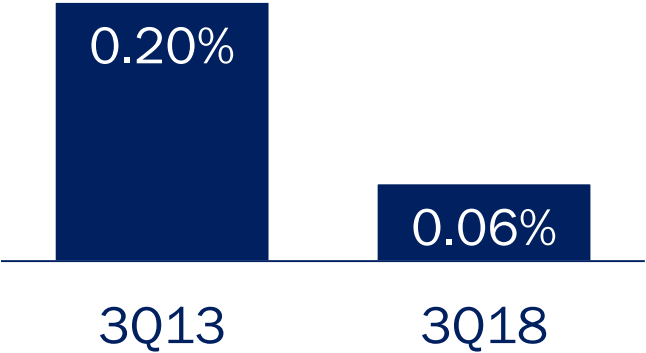
Commercial Loans by Geography



CRE to Total Capital



Regional Banking NCO%



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Notes

<u>Slide</u>	<u>Note</u>	<u>Comment</u>
4	(1)	CAGRs calculated on average deposit balances from 3Q13 to 3Q18. Peers include BKU, BOKF, BXS, CBSH, CFR, FCNC.A, HWC, IBKC, PB, PNFP, SNV, TCBI, UMBF.
4	(2)	Deposit data as of 6.30.13 and 6.30.18, respectively. Source: FDIC.
16	(1)	Percentages of FHN deposits in key MSAs as of 6.30.18. Source: FDIC.
16	(2)	Key MSAs include Memphis, TN; Nashville, TN; Knoxville, TN; Chattanooga, TN; Johnson City, TN; Raleigh, NC; Charlotte, NC; Greensboro, NC; Winston-Salem, NC; Charleston, SC; Miami, FL; Key West, FL; Naples, FL; Cape Coral, FL; and Sarasota, FL. All comparisons are of expected demographic changes within the MSAs for these respective markets from 2019 to 2024. The expected growth in national average household income is 8.8%. The expected growth in national population is 3.6%. Demographic Data Source: S&P Global Market Intelligence
18	(1)	Peers include BKU, BOKF, BXS, CBSH, CFR, FCNC.A, HWC, IBKC, PB, PNFP, SNV, TCBI, UMBF.

