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” 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.
FHN: Strong, Diversified, and Differentiated

Key Highlights

- Market Cap: $4.4B
- Assets: $41B
- Deposits: $32B
- Financial Centers: 292
- Employees: 5,524

Full Service Banking
- Retail Banking
- Private Client-Wealth Advisory
- Commercial Banking
- Treasury Services

Specialty Businesses
- 8 Commercially oriented businesses with deep specialty expertise
- Fixed Income Sales and Trading

Regional and National Footprint

Key Highlight figures are reported figures as of 3.31.19.
Delivering on Key Strategic Priorities

Dominate Tennessee

- TN Deposit growth of 11% LQ annualized
- TN Loan growth of 4% LQ annualized

Profitably Grow Key Markets & Specialty Areas

- Deposits up 15% in Mid-Atlantic and South Florida LQ annualized
- Specialty lending growth of 14% LQ annualized

Optimize The Expense Base

- Targeting $50mm+ of savings to largely reinvest in technology and revenue production

Deploy Capital Effectively

- Tangible book value growth of 3% LQ
- Total payout ratio at 97%
  - Share buybacks of $52mm in 1Q19
  - Increased quarterly dividend from $0.12 to $0.14 per common share

All comparisons are 1Q19 vs 4Q18, unless otherwise noted. All Deposit and Loan growth metrics are calculated with period-end balances, unless otherwise noted. LQ – Linked Quarter.
1Q19 Highlights
Delivering on Key Strategic Priorities

**Loan Growth** ✓ Broad-based C&I Growth

**Deposit Growth** ✓ Strong deposit gathering in TN, Mid-Atlantic, & FL

**Positive Operating Leverage** ✓ Revenues up, good expense discipline

**Higher Fixed Income** ✓ Pre-Tax Income up $8mm LQ, with ADR up 48%

**Net Charge-Offs** ✓ 7 bps

**Capital Deployment** ✓ Total payout ratio at 97%

---

<table>
<thead>
<tr>
<th></th>
<th>1Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EPS</strong></td>
<td>$0.31 +3%</td>
</tr>
<tr>
<td>Adjusted EPS&lt;sup&gt;2&lt;/sup&gt;</td>
<td>$0.35 -</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$436mm +6%</td>
</tr>
<tr>
<td>Adjusted Revenue&lt;sup&gt;2&lt;/sup&gt;</td>
<td>$436mm +3%</td>
</tr>
<tr>
<td><strong>Net Income&lt;sup&gt;1&lt;/sup&gt;</strong></td>
<td>$99mm +3%</td>
</tr>
<tr>
<td>Adjusted Net Income&lt;sup&gt;1,2&lt;/sup&gt;</td>
<td>$113mm -</td>
</tr>
<tr>
<td><strong>ROTCE</strong></td>
<td>14.2% +37bps</td>
</tr>
<tr>
<td>Adjusted ROTCE&lt;sup&gt;2&lt;/sup&gt;</td>
<td>16.1% -5bps</td>
</tr>
<tr>
<td><strong>Avg. Total Loans</strong></td>
<td>$27.3B +1%</td>
</tr>
<tr>
<td><strong>Avg. Total Deposits</strong></td>
<td>$32.5B +2%</td>
</tr>
</tbody>
</table>

*LQ – Linked Quarter. All comparisons are 1Q19 vs 4Q18, unless otherwise noted. All Deposit and Loan growth metrics are calculated with period-end balances, unless otherwise noted. <sup>1</sup>Net Income is defined as Net Income Available to Common Shareholders (NIAC). <sup>2</sup>Adjusted Net Income (Adjusted NIAC), Adjusted EPS, ROTCE, and Adjusted ROTCE are Non-GAAP numbers that are reconciled in the appendix. Adjusted numbers exclude notable items as outlined in the appendix.*
Total Loan Growth

Improved Portfolio Mix with Strong C&I Growth

- Period-end loans up 7% LQ annualized
- Continued growth in Regional Banking offsets run-off in non-strategic portfolios
- Broad-based C&I growth across various industries
- CRE balances down, driven by ~$220mm of pay-offs due to strategic exits and borrower refinance
- Consumer portfolio decline primarily driven by ~$60mm in Non-Strategic run-off

Total Period-End Loan Growth

- +7% LQ Annualized
- $27.5B to $28.0B
  - $0.7B growth

Total Period-End Loan Trends LQ & YOY

- +9% YOY
- $27.3B to $28.0B
  - $0.7B growth

1Q18: $27.3B
- C&I: $6.4B
- CRE: $4.2B
- Consumer: $15.8B
- Other¹: $0.8B

4Q18: $27.5B
- C&I: $6.3B
- CRE: $4.0B
- Consumer: $16.5B
- Other¹: $0.7B

1Q19: $28.0B
- C&I: $6.2B
- CRE: $3.9B
- Consumer: $17.2B
- Other¹: $0.7B

LQ = Linked Quarter. YOY = Year over year. Numbers may not add to total due to rounding.
¹Other includes Other Consumer loans, Credit Card, and Permanent Mortgage loans.
Total Deposits

Broad-based Core Deposit Growth, Significant Reduction in Market-indexed Deposits

- Regional Banking growth of 14% LQ annualized with increases across key markets
- Market-indexed deposits declined $1B LQ
- Growth in new markets presents opportunity to increase customer deposits and reduce market-indexed funding

Period-end Deposits Reflect Positive Shift in Deposit Funding Mix

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Total Deposits</th>
<th>Broad-based Core Deposit Growth</th>
<th>Annualized % Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q18</td>
<td>$30.8B</td>
<td>$4.3B</td>
<td>-19% LQ</td>
</tr>
<tr>
<td>4Q18</td>
<td>$32.7B</td>
<td>$5.8B</td>
<td></td>
</tr>
<tr>
<td>1Q19</td>
<td>$32.5B</td>
<td>$12.7B</td>
<td></td>
</tr>
</tbody>
</table>

$1B in 100% beta market-indexed deposits at 2.52% replaced with lower beta new customer deposits at 1.91%

Strong PE LQ Deposit Growth in Key Markets

- **Tennessee**: +11% LQ Annualized
  - 4Q18: $16.2B
  - 1Q19: $16.7B

- **Mid-Atlantic**: +15% LQ Annualized
  - 4Q18: $4.2B
  - 1Q19: $4.3B

- **South FL**: +14% LQ Annualized
  - 4Q18: $1.9B
  - 1Q19: $2.0B

LQ – Linked Quarter. Numbers may not add to total due to rounding.
Optimizing The Expense Base

Broad-based Expense Declines, Taking Further Efficiency Actions to Enable Reinvestment

- Broad-based LQ decline across numerous categories
- Deferred compensation net pre-tax impact of $1mm LQ; expense increase of $13mm offset by fee income increase of $12mm
- Efficiency actions to position us for challenging rate environment, and capacity to reinvest savings into strategic hires and customer-facing technology to position for growth
  - Restructuring charges of $12mm enabled actions that are expected to reduce annual run rate by $30mm

<table>
<thead>
<tr>
<th>4Q18 Adjusted¹</th>
<th>4Q18 Reported</th>
<th>1Q19 Reported</th>
<th>1Q19 Adjusted¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>$282</td>
<td>($12)</td>
<td>$296</td>
<td>$278</td>
</tr>
<tr>
<td>Acquisition Expense</td>
<td>$270</td>
<td>+$13</td>
<td>Fixed Income Expense Increase</td>
</tr>
<tr>
<td>Def. Comp Expense Increase</td>
<td></td>
<td>Def. Comp Fee Income offset of $12mm</td>
<td></td>
</tr>
<tr>
<td>Fixed Income revenue up $14mm</td>
<td></td>
<td>+$4</td>
<td></td>
</tr>
<tr>
<td>Other Expense Reduction</td>
<td>($9)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1Q19 Acquisition Expense</td>
<td></td>
<td>+$6</td>
<td></td>
</tr>
<tr>
<td>1Q19 Restructuring Expense</td>
<td></td>
<td>+$12</td>
<td></td>
</tr>
</tbody>
</table>

LQ – Linked Quarter. Numbers may not add to total due to rounding.

¹Adjusted Expense are Non-GAAP numbers and are reconciled in the appendix. Adjusted numbers exclude notable items as outlined in the appendix.
## Capital Deployment

### Capital Deployment Alternatives

<table>
<thead>
<tr>
<th>Invest Internally</th>
<th>Repatriate to Shareholders</th>
<th>Invest Externally</th>
</tr>
</thead>
</table>
| **Strong organic loan growth since 2012** | **Cash dividends** Increased 5 times since 2013<sup>1</sup> | **Bank M&A**
| Established new specialty LOBs | **Share buybacks** 30mm shares since the beginning of 2013 at weighted average price of $13.15<sup>2</sup> | Mountain National Bank — 2013
| Franchise Finance – 2016 | | TrustAtlantic Financial — 2015
| Music – 2016 | | **Product/business enhancements**
| **Technology infrastructure** | **Return capital to shareholders while maintaining an adequate capital buffer in stress scenarios** | Franchise Finance loan portfolio — 2016
| Platform built for 2x scale | **IRR analysis, taking into account factors such as cost of capital, intrinsic value, P/TBV, and other deployment alternatives** | Coastal Securities — 2017
| **Criteria** | | PMC Inc — 2017
| Risk adjusted return on capital (RAROC) | | **Strategic fit**
| Economic profit opportunity | | Financially attractive
| Prioritization based on need to support core businesses | | Culturally aligned

### Disciplined capital planning process will remain dynamic and take into account both macroeconomic environment and capital deployment opportunities

---

<sup>1</sup>Quarterly common dividend of $0.05 per share in 1Q13. Quarterly common dividend of $0.14 per share in 1Q19.

<sup>2</sup>Share repurchases through 3.31.2019.
Net Interest Margin Outlook Changes Driven by Negative Shift in Macro Rate Environment

- Balance sheet trends remain strong with steady loan growth and deposit momentum in key markets
- Prior NIM/NII outlook impacted by meaningful changes in market rates and expectations
- Current expectation is NIM approximating current levels throughout 2019
  - Assumes no changes to FF rate in 2019, stabilization of 1M LIBOR at current levels, and steady declines in CBF related loan accretion

**Significant Changes in Yield and Forward Rate Curves Since Investor Day (Nov. ’18)**

<table>
<thead>
<tr>
<th>FF Rate Hike/Cut Probability</th>
<th>1M LIBOR Forward Rate Curves</th>
<th>UST Yield Curves</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nov. 18</strong></td>
<td><img src="image1" alt="1M LIBOR Forward Rate Curves" /></td>
<td><img src="image2" alt="UST Yield Curves" /></td>
</tr>
<tr>
<td>Hike Probability %</td>
<td>98%</td>
<td>0%</td>
</tr>
<tr>
<td>Cut Probability %</td>
<td>0%</td>
<td>53%</td>
</tr>
</tbody>
</table>

- Nov. 2018: FF Futures Curve implied 3 rate hikes in 2019
- March 2019: FF Futures Curve implies 1 rate cut in 2019

**Source:** Bloomberg.
### 2019 Outlook: Delivering on Strategic Priorities

<table>
<thead>
<tr>
<th></th>
<th>1Q19 Reported</th>
<th>Adjusted</th>
<th>2019 Outlook</th>
<th>Commentary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ROTCE(^1)</strong></td>
<td>14.2%</td>
<td>16.1%(^1)</td>
<td><strong>16% +/-</strong></td>
<td>Higher TCE due to higher investment securities valuations</td>
</tr>
<tr>
<td><strong>ROA</strong></td>
<td>1.03%</td>
<td>1.16%(^1)</td>
<td><strong>1.15% +/-</strong></td>
<td>Loan &amp; Deposit Growth at 3-6%</td>
</tr>
<tr>
<td><strong>NIM</strong></td>
<td>3.31%</td>
<td>3.31%</td>
<td><strong>3.30% +/-</strong></td>
<td>Assumes no changes to FF rate in 2019, stabilization of 1M LIBOR at current levels, and steady declines in loan accretion</td>
</tr>
<tr>
<td><strong>Efficiency Ratio</strong></td>
<td>68%</td>
<td>64%(^1)</td>
<td><strong>62% +/-</strong></td>
<td>Efficiency Ratio expected to benefit from 1Q19 restructuring actions and ongoing expense discipline</td>
</tr>
<tr>
<td><strong>NCOs</strong></td>
<td>7bps</td>
<td>7bps</td>
<td><strong>10bps +/-</strong></td>
<td>Credit outlook stable</td>
</tr>
<tr>
<td><strong>CET1</strong></td>
<td>9.6%</td>
<td>9.6%</td>
<td><strong>9.5 - 10%</strong></td>
<td>Capital levels expected to remain stable with payout ratio within 35-70% range</td>
</tr>
</tbody>
</table>

\(^1\) ROTCE, Adjusted ROTCE, Adjusted ROA, and Adjusted Efficiency Ratio are Non-GAAP numbers, which are reconciled in the Appendix.
Delivering on Strategic Priorities

- Dominate Tennessee
- Profitably Grow Key Markets & Specialty Areas
- Optimize The Expense Base
- Transform the Customer Experience
- Strong Risk Profile & Effective Capital Deployment
Key Takeaways
Delivering on Key Strategic Priorities & Controlling What We Can Control

Controlling What We Can Control

• Steady loan growth across markets and specialty areas
• Strong deposit growth with momentum in key markets
• Good expense discipline and taking additional efficiency actions to reinvest into company
• Continued prudent underwriting
• Effective capital deployment with share buybacks and dividend increase

Uncontrollable Market Factors

• Interest Rate Environment - Negative shift in Fed Funds, 1M LIBOR, UST Curves
Regional Banking

Loans by LOB
- Consumer: 35%
- Commercial (Specialty): 27%
- Commercial: 38%

Loans by Type
- Commercial C&I: 54%
- Other: 22%
- Loans to Mortgage Companies: 8%
- CRE - Income Producing: 2%
- Consumer Real Estate: 14%

Loans by Geography
- TN: 26%
- NC: 37%
- FL: 9%
- TX: 15%
- SC: 16%
- GA: 5%
- Rest of US: 4%

Deposits by LOB
- Consumer: 65%
- Commercial (Specialty): 14%
- Commercial: 11%

Deposits by Type
- Noninterest-bearing Demand: 26%
- Savings: 32%
- Time Deposits: 14%
- Commercial Interest Checking: 15%
- Consumer Interest Checking: 13%

Deposits by Geography
- TN: 74%
- NC: 16%
- FL: 6%
- TX: 2%
- SC: 2%
- GA: 2%
- Rest of US: 2%

Average 1Q19 balances unless otherwise noted.
1As of 6.30.18 FDIC data.
Regional Banking Driving Profitable Loan Growth

Broad-based Loan Growth Particularly in Key Markets and Specialty Lending

- Regional Banking loan growth of 8% LQ annualized
- Key markets grew 16% LQ annualized with increases in South Florida, Middle TN, Houston
- Specialty areas grew 14% LQ annualized
  - LQ growth in loans to mortgage companies, healthcare, corporate
  - Specialty areas comprise 40% of the Regional Banking loan portfolio

Regional Banking Period-end Loan Growth

<table>
<thead>
<tr>
<th></th>
<th>1Q18</th>
<th>4Q18</th>
<th>1Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Specialty</td>
<td>$9.9B</td>
<td>$10.3B</td>
<td>$10.7B</td>
</tr>
<tr>
<td>Total</td>
<td>$25.8B</td>
<td>$26.4B</td>
<td>$26.9B</td>
</tr>
</tbody>
</table>

Focus On Strategic Priorities Leads to LQ Loan Growth

- Specialty 14% (Annualized)
- Key Markets¹ 8% (Annualized)
- Tennessee 4% (Annualized)

¹Key Markets includes Mid-Atlantic, Middle Tennessee, South Florida, and Texas.
FTN Financial: Clear and Consistent for 90+ Years

FTN Financial Value Proposition

We cultivate enduring relationships with our customers by providing a compelling combination of fixed income products and services to support their investment needs and overall balance sheet management activities.

Extensive Distribution Platform

- Allows FTN to provide issuers and investors liquidity and on market execution
- ~200 Sales Reps and 50 Traders
- ~4,400 Customers in 43 Countries
- Deep penetration of depository sector, built over decades
- Difficult to replicate organically
- Largely unrivaled

Services & Support

- Provides customers with valuable tools, information & analysis
  - Interest Rate Commentary & Analysis
  - Economic Commentary & Analysis
  - Product Strategies & Analysis
  - Investment Portfolio Strategies
  - Portfolio Performance Analysis
  - Credit Strategy, Analysis & Support

Complementary Other Products

- Suite of services to assist with our customers’ balance sheet management activities
  - Asset/Liability Management Services
  - Loan Portfolio Consulting, Analysis & Trading
  - Investment Advisory Services
  - Investment Portfolio Accounting & Reporting
  - Derivative Products
FTN Financial: Diversified Fixed Income Platform

- Unique, low-risk fixed income business model focused on sales and distribution
- Delivers strong risk-adjusted returns through the cycle and provides counter-cyclicality to Regional Banking segment
- Ancillary businesses provide additional sources of revenues and complement fixed income business
- Business model adaptable to shifting market conditions due to highly variable expense structure

Diversified Revenue Sources

- Dealer: 3%
- Insurance: 4%
- Public Funds: 7%
- Other: 9%
- Money Manager: 22%
- Depository: 55%

Diversified Product Mix

- Industry Leader
  - #4 issuer of SBA 7(a) Pools
  - Top 10 underwriter of Agency Securities
  - #2 underwriter of Callable Agencies
  - Top 10 underwriter of Bank Qualified Municipals
  - Top 15 underwriter of Competitive Municipals

1As of 12.31.18 for Agency and Municipal rankings. Source: Bloomberg. Year to date as of 12.31.18 for SBA Pool rankings. Source: Colson Services Corp.
2TTM as of 12.31.18.
Fixed Income Provides Counter-Cyclicality

- Federal Reserve commentary and outlook for rates favorably impacted 1Q19 activity
- ADR of $729k up 48% LQ as all trading desks showed LQ growth
- Pre-tax income increased from higher ADR in addition to the benefit of lower fixed expenses
Our Complementary Business Model Works in Various Economic Environments

Why is FTN Counter-Cyclical in a Stressed Economy?

- Declining rates & steeper yield curve drive increased investment portfolio activity
- Increased market volatility creates incentive to trade
- Lower loan volumes lead to growth in investment securities portfolios

All dollars in millions.
FUNDING & CAPITAL
Deposit Composition Reflects Stable Funding Mix

- Total avg. deposits represent 90% of total funding
- Stable and cost effective funding mix in Regional Banking with 53% DDA and interest checking deposits
- Other wholesale funding sources support asset-oriented businesses such as specialty lending areas, FTN inventory and Non-Strategic loans
- FHN maintains a contingency funding plan that may be executed should unexpected difficulties arise

**Average Deposits by Product**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Total Deposits</th>
<th>Non-interest</th>
<th>Consumer Interest</th>
<th>Commercial Interest</th>
<th>Market-indexed</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q18</td>
<td>$30B</td>
<td>14%</td>
<td>18%</td>
<td>42%</td>
<td>26%</td>
</tr>
<tr>
<td>2Q18</td>
<td>$31B</td>
<td>15%</td>
<td>18%</td>
<td>41%</td>
<td>26%</td>
</tr>
<tr>
<td>3Q18</td>
<td>$31B</td>
<td>15%</td>
<td>18%</td>
<td>41%</td>
<td>26%</td>
</tr>
<tr>
<td>4Q18</td>
<td>$32B</td>
<td>16%</td>
<td>19%</td>
<td>41%</td>
<td>25%</td>
</tr>
<tr>
<td>1Q19</td>
<td>$32B</td>
<td>15%</td>
<td>20%</td>
<td>41%</td>
<td>24%</td>
</tr>
</tbody>
</table>

**Non-Maturity Interest-Bearing Deposits**

- Avg. Balance
- Weighted Avg. Rate Paid
- Avg. Fed Funds

**Core Funded with Relationship Deposits**

- Relationship Deposits
- Market-Indexed Deposits
- Other Short-term Borrowings
- Term Borrowings
- Other

**Total Deposits 90%**

1Q19 Funding Mix

- Relationship Deposits: 77%
- Market-Indexed Deposits: 13%
- Other Short-term Borrowings: 10%
- Term Borrowings: 3%
- Other: 0%

1Includes all deposits except Market Indexed.
2Primarily composed of trading liabilities and short term borrowings related to the Fixed Income segment.
Stability in Deposit Mix Trends

### 1Q19 Total Deposit Beta

- **SNV**: 65%
- **VLY**: 60%
- **TCBI**: Peer Median = 52%
- **BKU**: Peer Median = 40%
- **IBKC**: Peer Median = 30%
- **ASB**: Peer Median = 29%
- **SNV**: Peer Median = 24%
- **FHN**: Peer Median = 52%
- **PNFP**: Peer Median = 40%
- **BOKF**: Peer Median = 30%
- **HNC**: Peer Median = 29%
- **TCF**: Peer Median = 20%
- **UMPO**: Peer Median = 10%
- **FNB**: Peer Median = 10%
- **ZION**: Peer Median = 10%
- **WFTC**: Peer Median = 10%
- **CBSH**: Peer Median = 10%
- **FCNC**: Peer Median = 10%
- **CFR**: Peer Median = 10%

### 1Q19 Interest Bearing Deposit Beta

- **SNV**: 77%
- **VLY**: 67%
- **TCBI**: Peer Median = 71%
- **BKU**: Peer Median = 52%
- **IBKC**: Peer Median = 40%
- **ASB**: Peer Median = 40%
- **SNV**: Peer Median = 36%
- **FHN**: Peer Median = 36%
- **PNFP**: Peer Median = 36%
- **BOKF**: Peer Median = 36%
- **HNC**: Peer Median = 36%
- **TCF**: Peer Median = 36%
- **UMPO**: Peer Median = 36%
- **FNB**: Peer Median = 36%
- **ZION**: Peer Median = 36%
- **WFTC**: Peer Median = 36%
- **CBSH**: Peer Median = 36%
- **FCNC**: Peer Median = 36%


¹FHN’s beta excluding market-indexed deposits.
Asset Sensitivity Overview

Benefiting From Sustained Loan Growth and Higher Short-Term Rates

- Floating rate assets re-price at 100% beta. Loan portfolio comprised of 66% floating adjustable rate loans
  - ~84% are tied to LIBOR
  - ~15% are tied to Prime
  - ~1% are tied to US Treasuries
- Securities portfolio comprises 11% of total assets with an estimated effective duration of 3.5 years
- Liabilities re-price at a slower pace; strong DDA mix with emphasis on core deposit gathering

1Q19 Loan Composition: Fixed vs Floating

Floating Composition

- LIBOR 84%
- Prime 15%
- UST 1%

Fixed 66%

Floating vs. Fixed

Net Interest Income Sensitivity Impact

1 Includes $250mm of 3 month LIBOR loans and $650mm of 1 month LIBOR loans swapped to fixed for varying maturities. 2 NII sensitivity analysis uses FHN’s balance sheet as of 3.31.19. Bps impact assumes increase (decrease) in Fed Funds rate. During the past few years, the movement of short-term interest rates higher after a prolonged period of very low interest rates has had an overall positive effect on FHN’s NII and NIM. Recently however, competitive pressures have caused FHN’s deposit costs to rise faster than the long-term “through the cycle” assumptions made in its simulation model.
• Commercial loan portfolio shifting to higher quality, with 41% of commercial loans qualifying as investment grade equivalent
• High quality consumer portfolio with no subprime and minimal exposure to high risk consumer lending; FICO scores strong at 752
• Stronger capital resiliency in severely adverse DFAST scenario vs peers¹
  ○ FHN CET1 decline 90bps vs 440bps for peers
  ○ Significantly lower stressed loss rates, severely adverse NCO’s less than half of DFAST peers

Positive Commercial Credit Grade Migration
($ are Total Ending Balance)

CRE to Total Capital: FHN vs Peers²

Total Average Loans

1Q09
Since 1Q09, exited national 1st & 2nd Lien originations, One Time Close and significantly reduced exposure to Res-CRE and Land

1Q19

¹Results represent DFA Severely Adverse scenario. All references to peer stress testing data indicates aggregate HolCo level 2018 supervisory Dodd-Frank Act Stress Testing (“DFAST”) results of 35 participating firms. Source: Federal Reserve. ²CRE is comprised of Non-owner-occupied Nonfarm/Nonresidential property loans, Multifamily loans, Construction & Land Development loans, and Unsecured CRE loans. Data as of 4Q18. Source: S&P Global Market Intelligence. ³Other Consumer includes Other Consumer loans, Credit Card, One-time Close, and Permanent Mortgage loans.
FHNC 9 quarter cumulative losses of $755mm, excess capital to cover additional 9 quarters of losses

From 4Q07 to 4Q09 FHNC’s loss rate was 6.5%

Significant changes since 2009:
  ○ Balance sheet mix shift, including exit of national mortgage lending business
  ○ Revised underwriting standards
  ○ Enhanced loss mitigation strategies

Holding Company Capital Results

<table>
<thead>
<tr>
<th></th>
<th>9 Quarter Cumulative</th>
<th>% Average Assets 4Q17 - 1Q20</th>
<th>Peer² DFAST Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-provision net revenue</td>
<td>$1,225</td>
<td>3.1%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Provision for loan and lease losses</td>
<td>(1,410)</td>
<td>(3.6%)</td>
<td></td>
</tr>
<tr>
<td>Realized gains/(losses) on securities</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>All other gains/(losses)¹</td>
<td>(26)</td>
<td>(0.1%)</td>
<td></td>
</tr>
<tr>
<td>Net income before tax</td>
<td>(210)</td>
<td>(0.5%)</td>
<td></td>
</tr>
<tr>
<td>Taxes</td>
<td>57</td>
<td>0.1%</td>
<td></td>
</tr>
<tr>
<td>Net income to controlling interest</td>
<td>($153)</td>
<td>(0.4%)</td>
<td>(0.8%)</td>
</tr>
</tbody>
</table>

FHNC Stressed Loan Loss Rates Less than Peers for Most Portfolios and in Aggregate

FHNC’s stressed loan loss rate less than half peer rate

**FTN’s fixed income trading business benefits from surge in market volatility**

1Payment of dividends on FTBNA preferred and REIT preferred stock.

²Results represent DFA Severely Adverse scenario. All references to peer stress testing data indicates aggregate HoldCo level. 2018 supervisory Dodd-Frank Act Stress Testing ("DFAST") results of 35 participating firms. Source: Federal Reserve
2018 Stress Testing Results Confirm Capital Strength

- On May 24, 2018 the Economic Growth, Regulatory Relief, and Consumer Protection Act was signed into law and eliminated Dodd-Frank Act (“DFA”) stress testing requirements for FHN. Stress test was conducted using DFA scenarios and requirements previously in effect.
- Ability to manage capital at FHNC & FTBNA through severely adverse conditions, maintain min 8.0% CET1
- Binding constraint was $803mm FTBNA excess Total Cap
- Assumed maintenance of $0.12/share common dividend to FHNC shareholders
- Business model resulted in minimal trading losses and no counterparty losses vs. peers at 23% of PPNR

Holding Company Capital Results

Bank Level Capital Results

Drivers of Stressed Change: FTBNA Total Capital

1First Horizon will continue performing an annual enterprise wide stress test as part of its capital and risk management process. Results of this test will be presented to executive management and the board. Assumes flat share count and maintenance of dividend payments on preferred stock. Includes regulatory disallowances and taxes. Results represent DFA Severely Adverse scenario. All references to peer stress testing data indicates aggregate HoldCo level 2018 supervisory Dodd Frank Act Stress Testing (“DFAST”) results of 35 participating firms. Source: Federal Reserve.
Outstanding Long-Term Debt and Preferred Stock

<table>
<thead>
<tr>
<th></th>
<th>Issuance</th>
<th>Coupon Rate</th>
<th>Callable Date</th>
<th>Maturity</th>
<th>Principal Outstanding</th>
<th>Credit Ratings</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FTBNA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Debt(^2)</td>
<td>11/21/14</td>
<td>2.95%</td>
<td>11/1/19</td>
<td>12/1/19</td>
<td>$400mm</td>
<td>Baa3 BBB</td>
</tr>
<tr>
<td>Preferred Stock</td>
<td>3/23/05</td>
<td>3 Month LIBOR + 85bps(^3)</td>
<td>4/10/10</td>
<td>Perpetual</td>
<td>$300mm</td>
<td>Ba2 B+</td>
</tr>
<tr>
<td>REIT Preferred</td>
<td>10/11/00</td>
<td>9.50%</td>
<td>NA</td>
<td>3/31/31</td>
<td>$47mm</td>
<td>Ba1 NA</td>
</tr>
<tr>
<td><strong>Total FTBNA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$747mm</td>
<td></td>
</tr>
<tr>
<td><strong>FHNC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Debt(^2)</td>
<td>10/30/15</td>
<td>3.50%</td>
<td>11/15/20</td>
<td>12/15/20</td>
<td>$500mm</td>
<td>Baa3 BBB</td>
</tr>
<tr>
<td>Preferred Stock</td>
<td>1/31/13</td>
<td>6.20%</td>
<td>4/10/18</td>
<td>Perpetual</td>
<td>$100mm</td>
<td>Ba2 B+</td>
</tr>
<tr>
<td>Trust Preferreds(^4)</td>
<td>2005-2007</td>
<td>3 Month LIBOR + 150bps</td>
<td>2010-2012</td>
<td>2035-2037</td>
<td>$162mm</td>
<td>NA NA</td>
</tr>
<tr>
<td><strong>Total FHNC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$762mm</td>
<td></td>
</tr>
</tbody>
</table>

- In 2018 FHN redeemed $44mm of higher coupon Trust Preferreds at par
- The weighted average coupon of the Trust Preferreds called in 2018 was 3ML+311bps

---

\(^1\)A rating is not a recommendation to buy, sell, or hold securities and is subject to revision or withdrawal at anytime and should be evaluated independently of any other rating. Moody's ratings affirmed 2.7.19. Fitch ratings upgraded 1.23.19.\(^2\)Principal Outstanding may not align with book value due to effects of hedging interest rate risk.\(^3\)Floor of 3.75%.\(^4\)Includes 8 trust preferred securities acquired from Capital Bank. Coupon is a weighted average. The principal outstanding represents the Junior Subordinated Debt less FHN's investment in the trusts.
ASSET QUALITY
Asset Quality

- Solid asset quality demonstrated by historically low annualized net charge-offs
- Decreasing loan to deposit ratio driven by strong deposit growth outpacing solid loan growth
  - Average deposit CAGR: 14% since 1Q14
  - Average loans CAGR: 13% since 1Q14
- Reduced lower-quality Non-Strategic Assets by 68%
- Non-Strategic average loans decreased 6% LQ

Asset Quality Highlights

<table>
<thead>
<tr>
<th></th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charge-offs ($ in millions)</td>
<td>($8)</td>
<td>($10)</td>
<td>($9)</td>
<td>($18)</td>
<td>($11)</td>
</tr>
<tr>
<td>Recoveries</td>
<td>$7</td>
<td>$8</td>
<td>$8</td>
<td>$6</td>
<td>$6</td>
</tr>
<tr>
<td>Net Charge-offs</td>
<td>$1</td>
<td>$2</td>
<td>$2</td>
<td>$12</td>
<td>$5</td>
</tr>
<tr>
<td>Provision/(Credit)</td>
<td>($1)</td>
<td>$0</td>
<td>$2</td>
<td>$6</td>
<td>$9</td>
</tr>
</tbody>
</table>

Prudent Balance Sheet Management

- Loans to Deposits: 91% (CAGR 14%)
- Avg. Loans: $32B
- Avg. Deposits: $27B (CAGR 13%)

Non-Strategic Asset Run-Off

- Non-Strategic Loans: $3.4B to $1.1B (68% Decline)
## 1Q19 Credit Quality Summary by Portfolio

### Regional Banking

<table>
<thead>
<tr>
<th>($ in millions)</th>
<th>Commercial (C&amp;I &amp; Other)</th>
<th>CRE</th>
<th>HE &amp; HELOC</th>
<th>Other¹</th>
<th>Subtotal</th>
<th>Corporate³</th>
<th>Commercial (C&amp;I &amp; Other)</th>
<th>HE &amp; HELOC</th>
<th>Permanent Mortgage</th>
<th>Other²</th>
<th>FHNC Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Period End Loans</strong></td>
<td>$16,814</td>
<td>$3,947</td>
<td>$5,780</td>
<td>$439</td>
<td>$26,980</td>
<td>$38</td>
<td>$362</td>
<td>$372</td>
<td>$168</td>
<td>$70</td>
<td>$27,990</td>
</tr>
<tr>
<td><strong>30+ Delinquency %</strong></td>
<td>0.06%</td>
<td>0.04%</td>
<td>0.52%</td>
<td>0.74%</td>
<td>0.17%</td>
<td>4.54%</td>
<td>0.46%</td>
<td>2.77%</td>
<td>1.14%</td>
<td>4.61%</td>
<td>0.23%</td>
</tr>
<tr>
<td><strong>Dollars</strong></td>
<td>$10</td>
<td>$1</td>
<td>$30</td>
<td>$3</td>
<td>$45</td>
<td>$2</td>
<td>$2</td>
<td>$10</td>
<td>$2</td>
<td>$3</td>
<td>$64</td>
</tr>
<tr>
<td><strong>NPL³ %</strong></td>
<td>0.43%</td>
<td>0.07%</td>
<td>0.71%</td>
<td>0.08%</td>
<td>0.43%</td>
<td>4.49%</td>
<td>0.78%</td>
<td>11.25%</td>
<td>11.29%</td>
<td>0.56%</td>
<td>0.65%</td>
</tr>
<tr>
<td><strong>Dollars</strong></td>
<td>$72</td>
<td>$3</td>
<td>$41</td>
<td>$0</td>
<td>$116</td>
<td>$2</td>
<td>$3</td>
<td>$42</td>
<td>$19</td>
<td>$0</td>
<td>$182</td>
</tr>
<tr>
<td><strong>Net Charge-offs⁴ %</strong></td>
<td>0.06%</td>
<td>0.04%</td>
<td>0.04%</td>
<td>2.08%</td>
<td>0.09%</td>
<td>NM</td>
<td>NM</td>
<td>NM</td>
<td>NM</td>
<td>4.35%</td>
<td>0.07%</td>
</tr>
<tr>
<td><strong>Dollars</strong></td>
<td>$2</td>
<td>$0</td>
<td>$1</td>
<td>$2</td>
<td>$6</td>
<td>0</td>
<td>($0)</td>
<td>($1)</td>
<td>($1)</td>
<td>$1</td>
<td>$5</td>
</tr>
<tr>
<td><strong>Allowance</strong></td>
<td>$102</td>
<td>$34</td>
<td>$15</td>
<td>$13</td>
<td>$164</td>
<td>0</td>
<td>$1</td>
<td>$9</td>
<td>$10</td>
<td>$0</td>
<td>$185</td>
</tr>
<tr>
<td><strong>Allowance / Loans %</strong></td>
<td>0.61%</td>
<td>0.87%</td>
<td>0.26%</td>
<td>2.87%</td>
<td>0.61%</td>
<td>NM</td>
<td>0.36%</td>
<td>2.41%</td>
<td>5.96%</td>
<td>0.20%</td>
<td>0.66%</td>
</tr>
<tr>
<td><strong>Allowance / Net Charge-offs</strong></td>
<td>10.98x</td>
<td>22.50x</td>
<td>6.17x</td>
<td>1.38x</td>
<td>7.32x</td>
<td>NM</td>
<td>NM</td>
<td>NM</td>
<td>NM</td>
<td>0.04x</td>
<td>10.10x</td>
</tr>
</tbody>
</table>

Numbers may not add to total due to rounding. Data as of 1Q19. NM - Not meaningful. *Includes Credit card, Permanent Mortgage, and Other. **Includes Credit card, OTC, and Other Consumer. *Non-performing loan excludes held-for-sale loans. Net charge-offs are annualized. *Exercised clean-up calls on jumbo securitizations in 1Q13, 3Q12, 2Q11, and 4Q10, which are now on the balance sheet in the Corporate segment.
Select C&I and CRE Portfolio Metrics

**Regional Banking Average Commercial Loans**
- Multi-Family: 18%
- Retail: 9%
- Office: 11%
- Industrial: 16%
- Other: 5%
- Hospitality: 9%
- Land: 4%
- Energy: 2%
- Correspondent: 2%
- Franchise Finance: 5%
- Healthcare: 24%
- Loans to Mortgage Co.: 4%
- Asset-Based Lending: 4%
- Commercial Real Estate: 5%
- Business Banking: 11%
- Commercial: 43%

**CRE: Collateral Type**
- Multi-Family
- Retail
- Office
- Industrial
- Other
- Hospitality
- Land

**CRE: Geographic Distribution**
- NC
- TN
- FL
- SC
- GA
- TX
- Other

**C&I: Loans to Mortgage Companies**
- Period-end Balance ($B)
- Average Balance ($B)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>1Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.8</td>
<td>$1.5</td>
<td>$1.9</td>
<td>$2.1</td>
<td>$2.0</td>
<td>$2.3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Numbers may not add to total due to rounding.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Consumer Portfolio & Non-Strategic Overview

HELOC Draw vs Repayment Balances

In Draw

$1.1B

In Repayment

$0.4B

1Q19

Home Equity Portfolio

$1.1B

65%

Non-Strategic Consumer Real Estate

0-12 13-24 25-36 37-48 49-60 >60

Months Left in Draw Period

6% 6% 7% 8% 8% 65%

HELOC Draw vs Repayment Balances

Period-end Balance

Constant Pre-Payment Rate

Home Equity Portfolio

Data as of 1Q19 unless noted otherwise. Numbers may not add to total due to rounding.
APPENDIX
Franchise Well-Positioned in Attractive Markets

82% of Deposits Are in Markets Where We Have Top 5 Share

**Tennessee**
- Total Deposits: $24.0B
- Major MSA Rankings:
  - Memphis MSA Rank: 1st
  - Chattanooga MSA Rank: 1st
  - Knoxville MSA Rank: 1st
  - Nashville MSA Rank: 5th

**South Carolina**
- Total Deposits: $4.9B
- Combined Market Share Rank: 11th

**Florida**
- Branches mainly in the Florida Keys, Miami, Naples, and Ft. Myers/Cape Coral
- Total Deposits: $1.7B
- Market Share Rank: 36th

**Strong platform for deposit growth in the Carolinas**

North Carolina (NC) and South Carolina (SC) populations are expected to have future growth at 5.2% and 5.9%, respectively, vs. 3.6% nationally.

Future household income growth is forecasted at 10.2% for NC and 11.3% for SC vs. 8.8% nationally.

**South Florida deposit base provides meaningful funding opportunities**

Florida is the #1 economy in the Southeast; #4 in the U.S.

South Florida has maintained steady population growth that is projected to continue.

Strong deposit growth across South Florida MSAs.

# Capital Bank Acquisition & Restructuring Expenses

## Capital Bank Merger and Integration Expenses

<table>
<thead>
<tr>
<th></th>
<th>1Q19</th>
<th>4Q18</th>
<th>1Q18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee comp., incentives and benefits (a)</td>
<td>$0.5</td>
<td>$1.2</td>
<td>$3.9</td>
</tr>
<tr>
<td>Occupancy (b)</td>
<td>$0.1</td>
<td>$2.9</td>
<td>$-</td>
</tr>
<tr>
<td>Miscellaneous expense (c)</td>
<td>$1.1</td>
<td>$1.1</td>
<td>$2.0</td>
</tr>
<tr>
<td>Professional fees (d)</td>
<td>$1.9</td>
<td>$3.1</td>
<td>$5.6</td>
</tr>
<tr>
<td>Contract employment and outsourcing (e)</td>
<td>$-</td>
<td>$-</td>
<td>$1.4</td>
</tr>
<tr>
<td>All other expense (f)</td>
<td>$1.1</td>
<td>$2.0</td>
<td>$17.0</td>
</tr>
</tbody>
</table>

**Total Capital Bank Merger and Integration Expense** $4.7 $10.3 $30.1

(a) Primarily comprised of fees for severance and retention.

(b) Primarily relates to fees associated with lease exit accruals.

(c) Consists of fees for operations services, communications and courier, equipment rentals, depreciation, and maintenance, supplies, travel and entertainment, computer software, and advertising and public relations.

(d) Primarily comprised of fees for legal, accounting, and merger consultants

(e) Primarily relates to fees for temporary assistance for merger and integration activities.

(f) Primarily relates to contract termination charges, costs of shareholder matters and asset impairments related to the integration, as well as other miscellaneous expenses.

## Restructuring Expenses

<table>
<thead>
<tr>
<th></th>
<th>1Q19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee comp., incentives and benefits</td>
<td>$6.5</td>
</tr>
<tr>
<td>Legal &amp; Professional fees</td>
<td>$4.3</td>
</tr>
<tr>
<td>Occupancy</td>
<td>$0.8</td>
</tr>
<tr>
<td>Miscellaneous expense</td>
<td>$0.5</td>
</tr>
</tbody>
</table>

**Total Restructuring Expense** $12.2

*Integration activities were substantially completed in second quarter 2018. This table shows acquisition expense related to the CBF transaction only and does not include expense from other acquisitions.*
## Notable Items – 2018 & 2019

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2018 Pre-Tax Amount</th>
<th>2019 Pre-Tax Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Acquisition Expense ($31.4mm)</td>
<td>Restructuring ($12.2mm)</td>
</tr>
<tr>
<td></td>
<td>Gain on property sale $3.3mm</td>
<td>Acquisition Expense ($5.7mm)</td>
</tr>
<tr>
<td>2Q</td>
<td></td>
<td>Acquisition Expense ($43.2mm)</td>
</tr>
<tr>
<td></td>
<td>Other Expense (Visa Shares) ($4.1mm)</td>
<td></td>
</tr>
<tr>
<td>3Q</td>
<td></td>
<td>Acquisition Expense ($11.4mm)</td>
</tr>
<tr>
<td></td>
<td>Visa B Share Monetization $212.9mm</td>
<td></td>
</tr>
<tr>
<td>4Q</td>
<td></td>
<td>Acquisition Expense ($11.6mm)</td>
</tr>
<tr>
<td></td>
<td>Acquisition: Fee-income Adjustment ($1.8mm)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Return of excess fees from Capital Bank Debit Cards ($8.7mm)</td>
<td></td>
</tr>
</tbody>
</table>
Slides in this presentation use non-GAAP information of adjusted fee income, adjusted revenue, adjusted noninterest expense, adjusted net income available to common, and adjusted earnings per share. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

<table>
<thead>
<tr>
<th>($ in millions)</th>
<th>1Q19</th>
<th>4Q18</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Adjusted Fee Income &amp; Revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue (GAAP)</td>
<td>$436</td>
<td>$413</td>
<td>6%</td>
</tr>
<tr>
<td>Fee Income (GAAP)</td>
<td>$141</td>
<td>$110</td>
<td>28%</td>
</tr>
<tr>
<td>Plus: Notable Items (GAAP)</td>
<td>$0</td>
<td>$10</td>
<td>NM</td>
</tr>
<tr>
<td>Adjusted Fee Income (Non-GAAP)</td>
<td>$141</td>
<td>$121</td>
<td>17%</td>
</tr>
<tr>
<td>Plus: Net Interest Income (GAAP)</td>
<td>$295</td>
<td>$303</td>
<td>-3%</td>
</tr>
<tr>
<td>Adjusted Revenue (Non-GAAP)</td>
<td>$436</td>
<td>$423</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Adjusted Noninterest Expense</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Noninterest Expense (GAAP)</td>
<td>$296</td>
<td>$282</td>
<td>5%</td>
</tr>
<tr>
<td>Plus: Notable Items (GAAP)</td>
<td>-$18</td>
<td>-$12</td>
<td>54%</td>
</tr>
<tr>
<td>Adjusted Noninterest Expense (Non-GAAP)</td>
<td>$278</td>
<td>$270</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Adjusted Net Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income (GAAP)</td>
<td>$103</td>
<td>$101</td>
<td>3%</td>
</tr>
<tr>
<td>Plus: Tax-affected Notable Items (GAAP)(^1)</td>
<td>$14</td>
<td>$17</td>
<td>-18%</td>
</tr>
<tr>
<td>Adjusted Net Income (Non-GAAP)</td>
<td>$117</td>
<td>$118</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Adjusted Net Income Available to Common (NIAC) &amp; Earnings Per Share (EPS)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income Available to Common (GAAP)</td>
<td>$99</td>
<td>$96</td>
<td>3%</td>
</tr>
<tr>
<td>Plus: Tax-affected Notable Items (GAAP)(^1)</td>
<td>$14</td>
<td>$17</td>
<td>-18%</td>
</tr>
<tr>
<td>Adjusted Net Income Available to Common (Non-GAAP) (a)</td>
<td>$113</td>
<td>$113</td>
<td>0%</td>
</tr>
<tr>
<td>Average Common Diluted Shares (GAAP) (b)</td>
<td>320</td>
<td>324</td>
<td>-1%</td>
</tr>
<tr>
<td>Adjusted Average Common Diluted Shares (Non-GAAP) (b)</td>
<td>320</td>
<td>324</td>
<td>-1%</td>
</tr>
<tr>
<td>Earnings Per Share (GAAP)</td>
<td>$0.31</td>
<td>$0.30</td>
<td>3%</td>
</tr>
<tr>
<td>Adjusted Earnings Per Share (Non-GAAP) (a/b)</td>
<td>$0.35</td>
<td>$0.35</td>
<td>0%</td>
</tr>
</tbody>
</table>

Numbers may not add to total due to rounding. NM – Not Meaningful. N/A – Not Applicable.

\(^1\)Tax-affected notable items assume an effective tax rate of ~23% in 1Q19 and ~24% in 4Q18.
## Reconciliation to GAAP Financials

Slides in this presentation use non-GAAP information of adjusted efficiency ratio, return on tangible common equity, adjusted return on tangible common equity, and adjusted return on average assets. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

<table>
<thead>
<tr>
<th>($ in millions)</th>
<th>1Q19</th>
<th>4Q18</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Adjusted Efficiency Ratio</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Noninterest Expense (GAAP) (a)</td>
<td>$296</td>
<td>$282</td>
<td></td>
</tr>
<tr>
<td>Revenue Excluding Securities Gains (GAAP) (b)</td>
<td>$436</td>
<td>$413</td>
<td></td>
</tr>
<tr>
<td>Efficiency Ratio (GAAP) (a/b)</td>
<td>68.0%</td>
<td>68.3%</td>
<td>N/A</td>
</tr>
<tr>
<td>Adjusted Noninterest Expense(^1) (Non-GAAP) (c)</td>
<td>$278</td>
<td>$270</td>
<td></td>
</tr>
<tr>
<td>Adjusted Revenue(^1) Excluding Securities Gains (Non-GAAP) (d)</td>
<td>$436</td>
<td>$423</td>
<td></td>
</tr>
<tr>
<td>Adjusted Efficiency Ratio (Non-GAAP) (c/d)</td>
<td>63.9%</td>
<td>63.9%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

| **Return on Tangible Common Equity (ROTCE)** | | | |
| Average Total Equity (GAAP) | $4,809 | $4,731 | | |
| Less: Average Noncontrolling Interest (GAAP) | -$295 | -$295 | | |
| Less: Average Preferred Stock (GAAP) | -$96 | -$96 | | |
| Average Common Equity (GAAP) (e) | $4,418 | $4,340 | | |
| Less: Average Intangible Assets (GAAP) | -$1,585 | -$1,570 | | |
| Average Tangible Common Equity (Non-GAAP) (f) | $2,833 | $2,770 | | |
| Annualized Net Income Available to Common (GAAP) (g) | $402 | $382 | | |
| Return on Average Common Equity (ROCE) (GAAP) (g/e) | 9.1% | 8.8% | 28bps |
| Return on Average Tangible Common Equity (ROTCE) (Non-GAAP) (g/f) | 14.2% | 13.8% | 37bps |

| **Adjusted Return on Tangible Common Equity (ROTCE)** | | | |
| Annualized Adjusted Net Income Available to Common\(^1\) (Non-GAAP) (h) | $457 | $448 | | |
| Average Tangible Common Equity (Non-GAAP) (f) | $2,833 | $2,770 | | |
| Adjusted Return on Average Tangible Common Equity (ROTCE) (Non-GAAP) (h/f) | 16.1% | 16.2% | -5bps |

| **Adjusted Return on Average Assets (ROA)** | | | |
| Annualized Net Income (GAAP) (i) | $419 | $400 | | |
| Average Total Assets (GAAP) (j) | $40,883 | $40,303 | | |
| Return on Average Assets (GAAP) (i/j) | 1.03% | 0.99% | N/A |
| Annualized Adjusted Net Income\(^1\) (Non-GAAP) (k) | $475 | $466 | | |
| Average Total Assets (GAAP) (j) | $40,883 | $40,303 | | |
| Adjusted Return on Average Assets (Non-GAAP) (k/j) | 1.16% | 1.16% | N/A |

\(^1\)Adjusted Noninterest Expense, Adjusted Revenue, Adjusted Net Income Available to Common, and Adjusted Net Income are Non-GAAP numbers that are reconciled on the previous slide.