UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549

## FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934
April 19, 2022
Date of Report (date of earliest event reported)
PIIRSTHORIZON.
CORPORATION
(Exact name of registrant as specified in its charter)


Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below)
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
® Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Securities registered pursuant to Section 12(b) of the Act:

| Title of Each Class | Trading Symbol(s) | Name of Exchange on which Registered |
| :---: | :---: | :---: |
| \$0.625 Par Value Common Capital Stock | FHN | New York Stock Exchange LLC |
| Depositary Shares, each representing a $1 / 400$ th interest in a share of Non-Cumulative Perpetual Preferred Stock, Series B | FHN PR B | New York Stock Exchange LLC |
| Depositary Shares, each representing a 1/400th interest in a share of Non-Cumulative Perpetual Preferred Stock, Series C | FHN PR C | New York Stock Exchange LLC |
| Depositary Shares, each representing a $1 / 400$ th interest in a share of Non-Cumulative Perpetual Preferred Stock, Series D | FHN PR D | New York Stock Exchange LLC |
| Depositary Shares, each representing a $1 / 4,000$ th interest in a share of Non-Cumulative Perpetual Preferred Stock, Series E | FHN PRE | New York Stock Exchange LLC |
| Depositary Shares, each representing a $1 / 4,000$ th interest in a share of Non-Cumulative Perpetual Preferred Stock, Series F | FHN PR F | New York Stock Exchange LLC |



## TEM 2.02. Results of Operations and Financial Condition

ITEM 7.01. Regulation FD Disclosure.
Furnished as Exhibit 99.1 is a copy of the First Horizon Corporation ("FHN" or "First Horizon") First Quarter 2022 Earnings Release, released today.
Furnished as Exhibit 99.2 is a copy of the Investor Slide Presentation for the quarter ended March 31, 2022, released today
 xe information therein

## Use of Non-GAAP Measures and Regulatory Measures that are not GAAP in the Exhibits


 and its business segments. Non-GAAP measures are reported to FHN's management and Board of Directors through various internal reports.

 angible common equity ("TCE") to tangible assets ("TA"); tangible book value ("TBV") per common share; and various consolidated results and performance measures and ratios adjusted for notable items identified in the exhibits.



 used to determine regulatory capital ratios.

## Forward-Looking Statements



 indicate future events and trends identify forward-looking statements.




 on a timely basis or at all, or are obtained subject to conditions that are not anticipated; interloper





 public health authorities or governments, fiscal and monetary policy responses by governments and financial institutions, and disruptions to global supply chains; and other factors that may affect future results of First Horizon.


 or filing from time to time.

## mportant Other Information

 All preliminary materials are subject to completion.

Neither this report nor any exhibit constitutes an offer to sell or a solicitation of an offer to buy any securities or a solicitation of any vote or approval.
 STATEMENT, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT FIRST HORIZON AND THE PROPOSED TRANSACTION WITH TD.

 (901) 523-4444.

## Participants in the Solicitation



 related to the proposed transaction with TD and other relevant materials to be filed with the SEC. Free copies of these documents, when available, may be obtained as described in the preceding paragraph

## ITEM 9.01. Financial Statements and Exhibits.

(d) Exhibits
 previous or future filings under the Securities Act of 1933, as amended, or the Exchange Act.

Description
First Horizon Corporation First Quarter 2022 Earnings Release
First Horizon Corporation Investor Slide Presentation for the quarter ended March 31, 2022
Cover Page Interactive Data File, formatted in Inline XBRL

SIGNATURES
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.

| FIRST HORIZON CORPORATION |  |
| :--- | :--- |
| Date: |  |
| (Registrant) |  |$\quad$| By: |
| :--- |
|  |

$\qquad$

## - ${ }^{\wedge}$ FIRST HORIZON

## First Horizon Corporation Reports First Quarter 2022 Net Income Available to Common Shareholders of

$\$ 187$ Million, or EPS of $\mathbf{\$ 0 . 3 4 ;} \mathbf{\$ 2 1 1}$ Million, or $\mathbf{\$ 0 . 3 8}$, on an Adjusted basis*
ROTCE of $13.0 \%$ and Adjusted ROTCE of $14.7 \%$ with tangible book value per share of $\$ 10.46 *$
 compared with fourth quarter 2021 NIAC of $\$ 219$ million, or earnings per share of $\$ 0.40$.
 2022 NIAC of $\$ 211$ million, or $\$ 0.38$ per share, decreased from $\$ 260$ million, or $\$ 0.48$ per share in fourth quarter of 2021 . The decrease was led by a $\$ 0.04$ per share reduction tied to lower provision credit.


 that work behind us, we remain focused on driving value for our associates, clients, communities and shareholders as we look forward to completing the proposed transaction with TD Bank Group."

Jordan continued, "With the war in Ukraine, our hearts go out to the families, clients and associates directly impacted by this crisis and we hope that peace, safety and freedom can be quickly restored."
Notable Items

| Quarterly, Unaudited (\$s in millions, except per share data) | 1022 |  |  | 4 Q 21 |  | 1021 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Summary of Notable Items: |  |  |  |  |  |  |
| Merger/acquisition/transaction-related items: |  |  |  |  |  |  |
| IBKC: |  |  |  |  |  |  |
| Purchase accounting gain (other noninterest income)* | \$ | - | \$ | - | \$ | 1 |
| Branch sale gain (other noninterest income) |  | - |  | 4 |  | - |
| Merger/acquisition expense |  | (28) |  | (38) |  | (70) |
| Total IBKC merger/acquisition- related items |  | (28) |  | (35) |  | (69) |
| TD: |  |  |  |  |  |  |
| Transaction-related expense |  | (9) |  | - |  | - |
| Total TD transaction-related items |  | (9) |  | - |  | - |
| Total Net Merger/acquisition/transaction- related items: |  | (37) |  | (35) |  | (69) |
| Other notable items: |  |  |  |  |  |  |
| Gain/(loss) on TruPS redemption (other noninterest income) |  | - |  | (3) |  | - |
| Gain related to a fintech investment |  | 6 |  | - |  | - |
| Other notable expense (other noninterest expense) |  | - |  | (16) |  | (10) |
| Total net other notable items: |  | (6) |  | (19) |  | (10) |
| Total Notable items (pre-tax) | \$ | (32) | \$ | (54) | \$ | (79) |
| Total Notable items (after-tax) |  | (24) |  | (41) |  | (60) |
| EPS impact of notable items | \$ | (0.04) | \$ | (0.08) | \$ | (0.11) |
| Numbers may not foot due to rounding |  |  |  |  |  |  |

 notable items included IBKC merger-related expense of $\$ 28$ million; TD transaction-related costs of $\$ 9$ million and a $\$ 6$ million gain related to a fintech investment.

## First Quarter 2022 Highlights


 a $\$ 7$ million impact tied to day count.
 noninterest income, were partially offset by a $\$ 6$ million increase tied to notable items.
 2021 driven by lower other noninterest expense and outside services.
 inflationary pressures.
 held for sale driven by a $\$ 630$ million decrease in Paycheck Protection Program loans ("PPP").

- Average loans before the impact of PPP remained relatively stable largely as a $\$ 1.0$ billion decrease in loans to mortgage companies was more than offset by higher other commercial and industrial balances.

 quarter 2021.
- Allowance for credit losses ("ACL") to loans ratio of $1.25 \%$ decreased from $1.34 \%$ at December 31, 2021; the ACL to nonperforming loans ratio of $207 \%$ decreased from $267 \%$ at December 31,2021 .
 nonperforming loans ratio of $0.60 \%$ increased from $0.50 \%$ as of December 31, 2021.
- ROCE of 9.9\%; ROTCE of 13.0\%; Adjusted ROTCE of 14.7\%; CET 1 ratio of $10.0 \%$; and total capital ratio of $13.2 \%$.
 Strategic Update
- Successfully completed IBKC systems and signage conversion in February 2022.
- On track to deliver approximately $\$ 200$ million of targeted annualized net cost saves by $4 Q 22$.
- Achieved $\$ 116$ million of annualized net cost saves in 1 Q22.
- Announced proposed acquisition by TD at $\$ 25$ per common share all cash, or approximately $37 \%$ premium at announcement.

SUMMARY RESULTS
Quarterly, Unaudited

| ( $\$$ s in millions, except per share and balance sheet data) | 1 Q22 |  | 4 Q 21 |  | 1 Q21 |  | 1 Q22 Change vs. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4 Q 21 | 1021 |  |  |
|  |  |  |  |  |  |  |  |  | \$/bp |  | \% | \$/bp |  | \% |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income - taxable equivalent ${ }^{1}$ | \$ | 513 | \$ | 534 |  |  | \$ | 555 | \$ | (21) | (4)\% | \$ | (42) | (8)\% |
| Interest expense-taxable equivalent ${ }^{1}$ |  | 31 |  | 33 |  | 45 |  | (2) | (6) |  | (14) | (31) |
| Net interest income- taxable equivalent |  | 482 |  | 502 |  | 511 |  | (20) | (4) |  | (29) | (6) |
| Less: Taxable-equivalent adjustment |  | 3 |  | 3 |  | 3 |  | - | - |  | - | - |
| Net interest income |  | 479 |  | 498 |  | 508 |  | (19) | (4) |  | (29) | (6) |
| Noninterest income |  | 229 |  | 247 |  | 298 |  | (18) | (7) |  | (69) | (23) |
| Total revenue |  | 707 |  | 745 |  | 806 |  | (38) | (5) |  | (99) | (12) |
| Noninterest expense |  | 493 |  | 528 |  | 544 |  | (35) | (7) |  | (51) | (9) |
| Pre-provision net revenue ${ }^{3}$ |  | 215 |  | 217 |  | 262 |  | (2) | (1) |  | (47) | (18) |
| Provision for credit losses |  | (40) |  | (65) |  | (45) |  | 25 | 38 |  | 5 | 11 |
| Income before income taxes |  | 255 |  | 282 |  | 307 |  | (27) | (10) |  | (52) | (17) |
| Provision for income taxes |  | 57 |  | 53 |  | 71 |  | 4 | 8 |  | (14) | (20) |
| Net income |  | 198 |  | 229 |  | 235 |  | (31) | (14) |  | (37) | (16) |
| Net income attributable to noncontrolling interest |  | 3 |  | 3 |  | 3 |  | - | - |  | - | - |
| Net income attributable to controlling interest |  | 195 |  | 227 |  | 233 |  | (32) | (14) |  | (38) | (16) |
| Preferred stock dividends |  | 8 |  |  |  | 8 |  | - | - |  | - | - |
| Net income available to common shareholders | \$ | 187 | \$ | 219 | \$ | 225 | \$ | (32) | (15) | \$ | (38) | (17) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted net income ${ }^{4}$ | \$ | 222 | \$ | 271 | \$ | 295 | \$ | (49) | (18) | \$ | (73) | (25) |
| Adjusted net income available to common shareholders ${ }^{4}$ | \$ | 211 | \$ | 260 | \$ | 284 | \$ | (49) | (19)\% | \$ | (73) | (26)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| EPS | \$ | 0.34 | \$ | 0.40 | \$ | 0.40 | \$ | (0.06) | (16)\% | \$ | (0.06) | (15)\% |
| Adjusted EPS ${ }^{4}$ | \$ | 0.38 | \$ | 0.48 | \$ | 0.51 | \$ | (0.10) | (21)\% | \$ | (0.13) | (25)\% |
| Diluted shares ${ }^{8}$ |  | 550 |  | 542 |  | 557 |  | 8 | 1\% |  | (7) | (1)\% |
| Kev_performance metrics |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest margin |  | 2.37 \% |  | 2.42\% |  | 2.62\% |  | (5)bp |  |  | (25)bp |  |
| Efficiency ratio |  | 69.66 |  | 70.88 |  | 67.53 |  | (122) |  |  | 213 |  |
| Adjusted efficiency ratio ${ }^{4}$ |  | 64.64 |  | 63.31 |  | 57.49 |  | 133 |  |  | 715 |  |
| Effective income tax rate |  | 22.41 |  | 18.63 |  | 23.24 |  | 378 |  |  | (83) |  |
| Return on average assets |  | 0.90 |  | 1.02 |  | 1.12 |  | (12) |  |  | (22) |  |
| Adjusted return on average assets ${ }^{4}$ |  | 1.02 |  | 1.21 |  | 1.40 |  | (19) |  |  | (38) |  |
| Return on average common equity ("ROCE") |  | 9.9 |  | 11.3 |  | 12.0 |  | (134) |  |  | (209) |  |
| Return on average tangible common equity ("ROTCE") ${ }^{4}$ |  | 13.0 |  | 14.7 |  | 15.9 |  | (174) |  |  | (292) |  |
| Adjusted ROTCE ${ }^{4}$ |  | 14.7 |  | 17.5 |  | 20.2 |  | (283) |  |  | (547) |  |
| Noninterest income as a \% of total revenue |  | 32.31 |  | 33.10 |  | 37.00 |  | (79) |  |  | (469) |  |
| Adjusted noninterest income as a \% of total revenue ${ }^{4}$ |  | 31.63\% |  | 32.95 \% |  | 36.78\% |  | (132)bp |  |  | (515)bp |  |
| Balance Sheet (billions). |  |  |  |  |  |  |  |  |  |  |  |  |
| Average loans | \$ | 54.1 | \$ | 54.7 | \$ | 58.2 | \$ | (0.6) | (1)\% | \$ | (4.1) | (7)\% |
| Average deposits |  | 74.2 |  | 74.6 |  | 71.0 |  | (0.5) | (1) |  | 3.2 | 4 |
| Average assets |  | 88.6 |  | 89.0 |  | 85.4 |  | (0.4) | - |  | 3.2 | 4 |
| Average common equity | \$ | 7.6 | \$ | 7.7 | \$ | 7.6 | \$ | (0.1) | (1)\% | \$ | - | 1\% |
| Asset Quality Highlights |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses to loans and leases |  | 1.25 \% |  | 1.34\% |  | 1.70\% |  | (9) bp |  |  | (45) bp |  |
| Net charge-off ratio |  | 0.07 |  | 0.01 |  | 0.06 |  | 7 |  |  | 2 |  |
| Nonperforming loan and leases ratio |  | 0.60\% |  | 0.50\% |  | 0.67\% |  | 10 bp |  |  | (7) bp |  |
| Capital Ratio Highlights (current quarter is an estimate). |  |  |  |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 |  | 10.0\% |  | 9.9\% |  | 10.0\% |  | 5 bp |  |  | -bp |  |
| Tier 1 |  | 11.8 |  | 11.0 |  | 11.0 |  | 80 |  |  | 80 |  |
| Total Capital |  | 13.2 |  | 12.3 |  | 12.8 |  | 85 |  |  | 35 |  |
| Tier 1 leverage |  | 8.8\% |  | 8.1\% |  | 8.2\% |  | 73 bp |  |  | 61 bp |  |

Certain previously reported amounts have been reclassified to agree with current presentation
ee footnote disclosures on page 2 .

## First Quarter 2022 versus Fourth Quarter 2021

## Net interest income



 and consumer loan balances and spreads.

## Noninterest incom


 million in fourth quarter 2021.

## Noninterest expense



 advertising and consulting costs. Results reflect $\$ 3$ million benefit tied to incremental merger cost savings.

## Loans and leases



 commercial real estate. Before the impact of PPP and LMC, period-end loans increased $\$ 1.2$ billion, or $10 \%$ annualized, reflecting a $\$ 1.1$ billion increase in all other commercial loans.

## Deposits

 offset by a $\$ 949$ million decrease in interest-bearing deposits. Interest-bearing deposit costs of 10 basis points remained remained relatively stable from fourth quarter 2021 levels.

## Asset quality

 pressures.

Net charge-offs of $\$ 10$ million, or 7 basis points in the first quarter, increased from unusually low fourth quarter 2021 levels reflecting continued relatively strong asset quality overall.

The ACL to loans ratio decreased to $1.25 \%$ from $1.34 \%$ in the fourth quarter 2021.

## Capital

 which added approximately 80 bps to Tier 1 and Total capital ratios.

Income taxes


## Forward-Looking Statements



 "is likely," "will," "going forward," and other expressions that indicate future events and trends.



 of FHN's Quarterly Report(s) on Form 10-Q filed this year.

FHN assumes no obligation to update or revise any forward-looking statements that are made in this document or in any other statement, release, report, or filing from time to time.

## Use of Non-GAAP Measures and Regulatory Measures that are not GAAP


 capital position, and financial results of FHN and its business segments. Non-GAAP measures are reported to FHN's management and Board of Directors through various internal reports.

 consolidated and segment results and performance measures and ratios adjusted for notable items.



 and risk-weighted assets, which is a measure of total on- and off-balance sheet assets adjusted for credit and market risk, used to determine regulatory capital ratios.

Refer to the tabular reconciliation of non-GAAP to GAAP measures and presentation of the most comparable GAAP items beginning on page 21.

## mportant Other Information

 statement on Schedule 14A. All preliminary materials are subject to completion.

Neither this report nor any exhibit constitutes an offer to sell or a solicitation of an offer to buy any securities or a solicitation of any vote or approval
 STATEMENT, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT FIRST HORIZON AND THE PROPOSED TRANSACTION WITH TD

 165 Madison, Memphis, TN 38103, telephone (901) 523-4444.

## Participants in the Solicitation



 statement and other relevant materials to be filed with the SEC. Free copies of these documents, when available, may be obtained as described in the preceding paragraph.


 Top 10 Most Reputable U.S. Bank. More information is available at www.FirstHorizon.com

Contact: Investor Relations, Ellen Taylor (901) 523-4450
Media Relations, Beth Ardoin, (337) 278-6868


[^0]| ADJUSTED ${ }^{5}$ FINANCIAL DATA - SEE NOTABLE ITEMS ON PAGE 9 Quarterly, Unaudited |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$s in millions, except per share data) | 1022 |  |  | 4 Q 21 |  | 3021 |  | 2 Q 21 |  | 1021 | 1022 Change vs. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 4 Q 21 |  |  | 1 Q 21 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | \$ |  | \% | \$ |  |  | \% |
| Net interest income (FTE) ${ }^{1}$ | \$ | 482 | \$ | 502 | \$ | 495 | \$ | 500 | \$ | 511 | \$ | (20) | (4)\% |  | \$ | (29) | ${ }^{(6) \%}$ |
| Adjusted noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income |  | 73 |  | 82 |  | 96 |  | 102 |  | 126 |  | (9) | (11) |  |  | (53) | (42) |
| Mortgage banking and title |  | 22 |  | 28 |  | 34 |  | 38 |  | 53 |  | (6) | (21) |  |  | (31) | (58) |
| Brokerage, trust, and insurance |  | 37 |  | 36 |  | 37 |  | 35 |  | 33 |  | 1 | 3 |  |  | 4 | 12 |
| Service charges and fees |  | 57 |  | 56 |  | 56 |  | 54 |  | 53 |  | 1 | 2 |  |  | 4 | 8 |
| Card and digital banking fees |  | 20 |  | 19 |  | 21 |  | 21 |  | 17 |  | 1 | 5 |  |  | 3 | 18 |
| Deferred compensation income |  | (4) |  | - |  | 3 |  | 7 |  | 3 |  | (4) | NM |  |  | (7) | NM |
| Adjusted other noninterest income |  | 18 |  | 25 |  | 21 |  | 29 |  | 14 |  | (7) | (28) |  |  | 4 | 29 |
| Adjusted total noninterest income | \$ | 223 | \$ | 246 | \$ | 268 | \$ | 287 | \$ | 297 | \$ | (23) | (9)\% |  | \$ | (74) | (25)\% |
| Total revenue (FTE) ${ }^{1}$ | \$ | 704 | \$ | 748 | \$ | 763 | \$ | 787 | \$ | 808 | \$ | (44) | (6)\% |  | \$ | (104) | (13)\% |
| Adjusted noninterest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted personnel expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted salaries and benefits | \$ | 188 | \$ | 189 | \$ | 191 | \$ | 191 | \$ | 195 | \$ | (1) | (1)\% |  | \$ | (7) | (4)\% |
| Adjusted Incentives and commissions |  | 92 |  | 84 |  | 92 |  | 93 |  | 99 |  | 8 | 10\% |  |  | (7) | (7) |
| Deferred compensation expense |  | (5) |  | 1 |  | 4 |  | 6 |  |  |  | (6) | NM |  |  | (8) | NM |
| Adjusted total personnel expense |  | 275 |  | 274 |  | 286 |  | 290 |  | 297 |  | 1 | -\% |  |  | (22) | (7) |
| Adjusted occupancy and equipment ${ }^{2}$ |  | 72 |  | 73 |  | 74 |  | 75 |  | 72 |  | (1) | (1)\% |  |  | - | - |
| Adjusted outside services |  | 59 |  | 66 |  | 65 |  | 56 |  | 54 |  | (7) | (11)\% |  |  | 5 | 9 |
| Adjusted amortization of intangible assets |  | 12 |  | 13 |  | 13 |  | 13 |  | 13 |  | (1) | (8)\% |  |  | (1) | (8) |
| Adjusted other noninterest expense |  | 37 |  | 46 |  | 42 |  | 31 |  | 28 |  | (9) | (20)\% |  |  | 9 | 32 |
| Adjusted total noninterest expense | \$ | 455 | \$ | 474 | \$ | 480 | \$ | 465 | \$ | 464 | \$ | (19) | (4)\% |  | \$ | (9) | (2)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted pre-provision net revenue ${ }^{3}$ | \$ | 249 | \$ | 274 | \$ | 284 | \$ | 321 | \$ | 343 | \$ | (25) | (9)\% |  | \$ | (94) | (27)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted provision for credit losses | \$ | (40) | \$ | (65) | \$ | (85) | \$ | (115) | \$ | (45) | \$ | 25 | 38\% |  | \$ | 5 | 11\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted net income available to common shareholders | \$ | 211 | \$ | 260 | \$ | 275 | \$ | 321 | \$ | 284 | \$ | (49) | (19)\% |  | \$ | (73) | (26)\% |
| Adjusted Common Share Data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted diluted EPS | \$ | 0.38 | \$ | 0.48 | \$ | 0.50 | \$ | 0.58 | \$ | 0.51 | \$ | (0.10) | (21)\% |  | \$ | (0.13) | (25)\% |
| Diluted shares ${ }^{8}$ |  | 550 |  | 542 |  | 550 |  | 556 |  | 557 |  |  | 1\% |  |  | (7) | (1)\% |
| Adjusted effective tax rate |  | 22.5 \% |  | 19.5 \% |  | 21.8\% |  | 22.2\% |  | 23.4\% |  |  |  |  |  |  |  |
| Adjusted ROTCE |  | 14.7\% |  | 17.5\% |  | 18.4 \% |  | 22.2\% |  | 20.2\% |  |  |  |  |  |  |  |
| Adjusted efficiency ratio |  | 64.6\% |  | 63.3\% |  | 62.9\% |  | 59.2\% |  | 57.5\% |  |  |  |  |  |  |  |
| Numbers may not foot due to rounding. See footnote disclosures on page 20. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

## notable items

Quarterly, Unaudited

| (In millions) | 1022 |  | 4Q21 |  | 3 Q 21 |  | 2021 |  | 1021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Summary of Notable Items: |  |  |  |  |  |  |  |  |  |  |
| IBKC Purchase accounting gain (other noninterest income)* | \$ | - | \$ | - | \$ | - | \$ | (2) | \$ | 1 |
| Gain/lloss) on TRUPS redemption (other noninterest income) |  | - |  | (3) |  | (23) |  | - |  | - |
| IBKC Branch sale gain (other noninterest income) |  | - |  | 4 |  | 2 |  | - |  | - |
| Gain related to a fintech investment |  | 6 |  | - |  | - |  | - |  | - |
| IBKC merger/acquisition expense |  | (28) |  | (38) |  | (46) |  | (32) |  | (70) |
| TD transaction-related expense |  | (9) |  | - |  | - |  | - |  | - |
| Other notable expenses** |  | - |  | (16) |  | - |  | - |  | (10) |
| Total notable items | \$ | (32) | \$ | (54) | \$ | (68) | \$ | (34) | \$ | (79) |
| EPS impact of notable items | \$ | (0.04) | \$ | (0.08) | \$ | (0.09) | \$ | (0.05) | \$ | (0.11) |


| (In millions) | 1022 |  |  | 4 Q 21 |  | 3 Q 21 |  | 2 Q 21 |  | Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Impacts of Notable Items: |  |  |  |  |  |  |  |  |  |  |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Other noninterest income | \$ | (6) | \$ | - | \$ | 22 | \$ | 2 | \$ | (1) |
| Total noninterest income | \$ | (6) | \$ | - | \$ | 22 | \$ | 2 | \$ | (1) |
| Noninterest expense: |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses: |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits | \$ | (2) | \$ | - | \$ | - | \$ | - | \$ | - |
| Incentives and commissions |  | (2) |  | (9) |  | (10) |  | (16) |  | (21) |
| Deferred compensation expense |  | - |  | (6) |  | - |  | - |  | - |
| Total personnel expenses |  | (4) |  | (16) |  | (10) |  | (16) |  | (21) |
| Occupancy and equipment ${ }^{3}$ |  | - |  | - |  | (1) |  | - |  | (4) |
| Outside services |  | (25) |  | (15) |  | (24) |  | (6) |  | (4) |
| Amortization of intangible assets |  | (1) |  | (1) |  | (1) |  | (1) |  | (1) |
| Other noninterest expense |  | (7) |  | (23) |  | (10) |  | (9) |  | (50) |
| Total noninterest expense | \$ | (37) | \$ | (54) | \$ | (46) | \$ | (32) | \$ | (80) |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
|  |  |  |  |  |  |  |  |  |  |  |
| Income before income taxes | \$ | 32 | \$ | 54 | \$ | 68 | \$ | 34 | \$ | 79 |
| Provision for income taxes |  | 7 |  | 13 |  | 17 |  | 8 |  | 19 |
| Net income/(loss) available to common shareholders | \$ | 24 | \$ | 41 | \$ | 51 | \$ | 26 | \$ | 60 |

Net income/(loss) available to com
financial ratios


[^1]
## ONSOLIDATED PERIOD-END BALANCE SHEET



Cut for due to rounding. See footnote disclosures 20


Numbers may not foot due to rounding. See footnote disclosures on page 20.

## CONSOLIDATED NET INTEREST income And AVERAGE BALANCE SHEET: YieldS AND RATES




[^2]CONSOLIDATED LOANS AND LEASES 90 DAYS OR MORE PAST DUE AND ACCRUING
Quarterly, Unaudite


[^3]
## CONSOLIDATED NET CHARGE-OFFS (RECOVERIES) <br> Quarterly, Unaudited

| (In millions, except ratio data) | As of |  |  |  |  |  |  |  |  |  | 1 Q22 change vs. |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1022 |  | 4 Q 21 |  | 3 Q21 |  | 2 Q 21 |  | 1 Q21 |  | 4021 |  |  | 1 Q21 |  |  |  |
| Charge-off, Recoveries and Related Ratios |  |  |  |  |  |  |  |  |  |  |  |  | \% |  |  |  | \% |
| Gross Charge-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&1) | \$ | 13 | \$ | 5 | \$ | 12 | \$ | 2 | \$ | 15 | \$ | 8 | NM |  | \$ | (2) | (16)\% |
| Commercial real estate |  | - |  | - |  | 2 |  | - |  | 3 |  | - | (100) |  |  | (3) | (100) |
| Consumer real estate |  | 1 |  | 2 |  | 1 |  | 1 |  | 1 |  | (1) | (60) |  |  | (1) | (43) |
| Credit card and other |  | 5 |  | 4 |  | 5 |  | 3 |  | 3 |  | 1 | 17 |  |  | 2 | 62 |
| Total gross charge-offs | \$ | 19 | \$ | 11 | \$ | 19 | \$ | 6 | \$ | 23 | \$ | 8 | 74\% |  | \$ | (4) | (19)\% |
| Gross Recoveries |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&1) | \$ | (3) | \$ | (3) | \$ | (7) | \$ | (5) | \$ | (6) | \$ | - | 10\% |  | \$ | 3 | 48\% |
| Commercial real estate |  | - |  | - |  | (2) |  | (1) |  | (2) |  | - | 48 |  |  | 1 | 87 |
| Consumer real estate |  | (5) |  | (5) |  | (7) |  | (8) |  | (6) |  | - | (1) |  |  | 2 | 24 |
| Credit card and other |  | (1) |  | (1) |  | - |  | (2) |  | (1) |  | - | 25 |  |  | - | 29 |
| Total gross recoveries | \$ | (9) | \$ | (10) | \$ | (16) | \$ | (16) | \$ | (15) | \$ | 1 | 8\% |  | \$ | 6 | 40\% |
| Net Charge-offs (Recoveries) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&I) | \$ | 10 | \$ | 1 | \$ | 5 | \$ | (3) | \$ | 10 | \$ | 9 | NM |  | \$ | - | 5\% |
| Commercial real estate |  | - |  | - |  | - |  | (1) |  | 2 |  | - | 46 |  |  | (2) | (112) |
| Consumer real estate |  | (4) |  | (3) |  | (7) |  | (8) |  | (5) |  | (1) | (45) |  |  | 1 | 19 |
| Credit card and other |  | 4 |  | 3 |  | 4 |  | 1 |  | 2 |  | 1 | 32 |  |  | 2 | 121 |
| Total net charge-offs | \$ | 10 | \$ | 1 | \$ | 3 | \$ | (10) | \$ | 8 | \$ | 9 | NM |  | \$ | 2 | 20\% |


| Commercial, financial, and industrial (C\&1) | 0.13 \% | 0.01 \% | 0.06\% | (0.04)\% | 0.12\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial real estate | (0.01) | (0.01) | 0.01 | (0.02) | 0.06 |
| Consumer real estate | (0.15) | (0.10) | (0.24) | (0.28) | (0.18) |
| Credit card and other | 1.85 | 1.26 | 1.86 | 0.51 | 0.65 |
| Total loans and leases | 0.07\% | 0.01\% | 0.02\% | (0.07)\% | 0.06 \% |

Numbers may not foot due to rounding.

CONSOLIDATED ALLOWANCE FOR LOAN AND LEASE LOSSES AND RESERVE FOR UNFUNDED COMMITMENTS
Quarterly, Unaudited

| (In millions) | As of |  |  |  |  |  |  |  |  |  | 1022 Change vs. |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q22 |  | 4 Q 21 |  | 3 Q 21 |  | 2 Q 21 |  | 1021 |  | 4 Q 21 |  |  | 1021 |  |  |  |
| Summary of Changes in the Components of the Allowance For Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  | \% |  |  |  | \% |
| Allowance for loan and lease losses - beginning | \$ | 670 | \$ | 734 | \$ | 815 | \$ | 914 | \$ | 963 | \$ | (64) | (9)\% |  | \$ | (293) | (30)\% |
| Charge-offs: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&I) |  | (13) |  | (5) |  | (12) |  | (2) |  | (15) |  | (8) | NM |  |  | 2 | 16 |
| Commercial real estate |  | - |  | - |  | (2) |  | - |  | (3) |  | - | 100 |  |  | 3 | 100 |
| Consumer real estate |  | (1) |  | (2) |  | (1) |  | (1) |  | (1) |  | 1 | 60 |  |  | 1 | 43 |
| Credit card and other |  | (5) |  | (4) |  | (5) |  | (3) |  | (3) |  | (1) | (17) |  |  | (2) | (62) |
| Total charge-offs |  | (19) |  | (11) |  | (19) |  | (6) |  | (23) |  | (8) | (74) |  |  | 4 | 19 |
| Recoveries: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&I) |  | 3 |  | 3 |  | 7 |  | 5 |  | 6 |  | - | (10) |  |  | (3) | (48) |
| Commercial real estate |  | - |  | - |  | 2 |  | 1 |  | 2 |  | - | (48) |  |  | (1) | (87) |
| Consumer real estate |  | 5 |  | 5 |  | 7 |  | 8 |  | 6 |  | - | 1 |  |  | (2) | (24) |
| Credit card and other |  | 1 |  | 1 |  | - |  | 2 |  | 1 |  | - | (25) |  |  | - | (29) |
| Total Recoveries |  | 9 |  | 10 |  | 16 |  | 16 |  | 15 |  | (1) | (8) |  |  | (6) | (40) |
| Provision for loan and lease losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial, financial, and industrial (C\&I) |  | (36) |  | (40) |  | (5) |  | (60) |  | (1) |  | 3 | 9 |  |  | (35) | NM |
| Commercial real estate |  | (3) |  | (9) |  | (48) |  | (22) |  | (8) |  | 6 | 68 |  |  | 5 | 66 |
| Consumer real estate |  | (3) |  | (18) |  | (31) |  | (26) |  | (26) |  | 15 | 82 |  |  | 22 | 87 |
| Credit card and other |  | 4 |  | 3 |  | 6 |  | - |  | (6) |  | 1 | 25 |  |  | 10 | NM |
| Total provision for loan and lease losses: |  | (38) |  | (63) |  | (78) |  | (109) |  | (41) |  | 25 | 40 |  |  | 3 | 7 |
| Allowance for loan and lease losses - ending | \$ | 622 | \$ | 670 | \$ | 734 | \$ | 815 | \$ | 914 | \$ | (48) | (7)\% |  | \$ | (292) | (32)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserve for unfunded commitments - beginning | \$ | 66 | \$ | 68 | \$ | 75 | \$ | 81 | \$ | 85 | \$ | (2) | (3)\% |  | \$ | (19) | (22)\% |
| Cumulative effect of change in accounting principle |  | - |  | - |  | - |  | - |  | - |  | - | NM |  |  | - | NM |
| Acquired reserve for unfunded commitments |  | - |  | - |  | - |  | - |  | - |  | - | NM |  |  | - | NM |
| Provision for unfunded commitments |  | (2) |  | (2) |  | (7) |  | (6) |  | (4) |  | - | - |  |  | 2 | 50 |
| Reserve for unfunded commitments - ending | \$ | 64 | \$ | 66 | \$ | 68 | \$ | 75 | \$ | 81 | \$ | (2) | (3) |  | \$ | (17) | (21) |
| Total allowance for credit losses- ending | S | 686 | \$ | 736 | \$ | 802 | \$ | 890 | \$ | 995 | \$ | (50) | (7)\% |  | \$ | (309) | (31)\% |

Numbers may not foot due to rounding.




## CORPORATE


ertain previously reported amounts have been reclassified to agree with current presentation.
See footnote disclosures on page 20 .



## OOTNOTES

Taxable equivalent interest income and interest expense are non-GAAP measures and reconcile to net interest income (GAAP) in the table.
2Occupancy and Equipment expense includes Computer Software Expense.
Pre-provision net revenue is a non-GAAP measure and is reconciled to income before income taxes (GAAP) in the table.
Represents a non-GAAP measure and is reconciled to the nearest GAAP measure in the non-GAAP to GAAP reconciliations beginning on page 21
Credit card and other includes an insignificant amount of commercial credit card balances.
${ }^{6}$ Net interest margin is computed using total NII adjusted for FTE assuming a statutory federal income tax rate of 21 percent, and, where applicable state taxes.
Segment equity is allocated based on an internal allocation methodology.
${ }^{8}$ First quarter 2022 includes 9.8 million shares related to the the one month average impact of Series $G$ convertible securities issued in connection with the TD transaction..

| (\$s in millions, except per share data) | 1 Q22 |  | 4 Q 21 |  | 3 Q21 |  | 2 Q 21 |  | 1 Q 21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Common Equity (Non-GAAP) |  |  |  |  |  |  |  |  |  |  |
| (A) Total equity (GAAP) | \$ | 8,696 | \$ | 8,494 | \$ | 8,533 | \$ | 8,566 | \$ | 8,307 |
| Less: Noncontrolling interest (a) |  | 295 |  | 295 |  | 295 |  | 295 |  | 295 |
| Less: Preferred stock (a) |  | 1,014 |  | 520 |  | 520 |  | 520 |  | 470 |
| (B) Total common equity | \$ | 7,387 | \$ | 7,679 | \$ | 7,717 | \$ | 7,750 | \$ | 7,541 |
| Less: Intangible assets (GAAP) (b) |  | 1,795 |  | 1,808 |  | 1,822 |  | 1,836 |  | 1,850 |
| (C) Tangible common equity (Non-GAAP) | \$ | 5,592 | \$ | 5,871 | \$ | 5,895 | \$ | 5,914 | \$ | 5,691 |
| Tangible Assets (Non-GAAP) |  |  |  |  |  |  |  |  |  |  |
| (D) Total assets (GAAP) | \$ | 88,660 | \$ | 89,092 | \$ | 88,537 | \$ | 87,908 | \$ | 87,513 |
| Less: Intangible assets (GAAP) (b) |  | 1,795 |  | 1,808 |  | 1,822 |  | 1,836 |  | 1,850 |
| (E) Tangible assets (Non-GAAP) | \$ | 86,865 | \$ | 87,284 | \$ | 86,715 | \$ | 86,072 | \$ | 85,663 |
| Period-end Shares Outstanding |  |  |  |  |  |  |  |  |  |  |
| (F) Period-end shares outstanding |  | 535 |  | 534 |  | 542 |  | 551 |  | 552 |
| Ratios |  |  |  |  |  |  |  |  |  |  |
| (A)/(D) Total equity to total assets (GAAP) |  | 9.81\% |  | 9.53\% |  | 9.64\% |  | 9.74\% |  | $9.49 \%$ |
| (C)/(E) Tangible common equity to tangible assets ("TCE/TA") (Non-GAAP) |  | 6.44\% |  | 6.73\% |  | 6.80\% |  | 6.87\% |  | 6.64\% |
| (B)/(F) Book value per common share (GAAP) | \$ | 13.82 | \$ | 14.39 | \$ | 14.24 | \$ | 14.07 | \$ | 13.65 |
| (C)/(F) Tangible book value per common share (Non-GAAP) | \$ | 10.46 | \$ | 11.00 | \$ | 10.88 | \$ | 10.74 | \$ | 10.30 |
| (a) Included in Total equity on the Consolidated Balance Sheet. <br> (b) Includes goodwill and other intangible assets, net of amortization. Numbers may not foot due to rounding. |  |  |  |  |  |  |  |  |  |  |



| CONSOLIDATED NON-GAAP TO GAAP RECONCILATION Quarterly, Unaudited |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$s in millions, except per share data) | 1 Q22 |  |  | 4 Q 21 |  | 3 Q 21 |  | 2 Q 21 |  | 1 Q 21 |  |
| Adjusted Diluted EPS |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders ("NIAC") (GAAP) | a | \$ | 187 | \$ | 219 | \$ | 224 | \$ | 295 | \$ | 225 |
| Plus Tax effected notable items (Non-GAAP) (a) |  |  | 24 |  | 41 |  | 51 |  | 26 |  | 60 |
| Adjusted net income available to common shareholders (Non-GAAP) | b | \$ | 211 | \$ | 260 | \$ | 275 | \$ | 321 | \$ | 284 |
| Diluted Shares (GAAP) ${ }^{8}$ | c |  | 550 |  | 542 |  | 550 |  | 556 |  | 557 |
| Diluted EPS (GAAP) | a/c | \$ | 0.34 | \$ | 0.40 | \$ | 0.41 | \$ | 0.53 | \$ | 0.40 |
| Adjusted diluted EPS (Non-GAAP) | b/c | \$ | 0.38 | \$ | 0.48 | \$ | 0.50 | \$ | 0.58 | \$ | 0.51 |
| Adjusted Net Income ("NI") and Adjusted Return on Assets ("ROA"). |  |  |  |  |  |  |  |  |  |  |  |
| Net Income ("NI") (GAAP) |  | \$ | 198 | \$ | 229 | \$ | 235 | \$ | 311 | \$ | 235 |
| Plus Tax effected notable items (Non-GAAP) (a) |  |  | 24 |  | 41 |  | 51 |  | 26 |  | 60 |
| Adjusted NI (Non-GAAP) |  | \$ | 222 | \$ | 271 | \$ | 286 | \$ | 337 | \$ | 295 |
| NI (annualized) (GAAP) | d | \$ | 801 | \$ | 910 | \$ | 931 | \$ | 1,247 | \$ | 955 |
| Adjusted NI (annualized) (Non-GAAP) | e | \$ | 900 | \$ | 1,074 | \$ | 1,133 | \$ | 1,353 | \$ | 1,198 |
| Average assets (GAAP) | f | \$ | 88,587 | \$ | 89,025 | \$ | 88,401 | \$ | 87,559 | \$ | 85,401 |
| ROA (GAAP) | d/f |  | 0.90\% |  | 1.02 \% |  | $1.05 \%$ |  | $1.42 \%$ |  | 1.12\% |
| Adjusted ROA (Non-GAAP) | e/f |  | 1.02\% |  | 1.21\% |  | 1.28\% |  | 1.54\% |  | 1.40\% |
| Return on Average Common Equity("ROCE")/ Return on Average Tangible Common Equity("ROTCE")/ Adjusted ROTCE |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders ("NIAC") (GAAP) | g | \$ | 756 | \$ | 868 | \$ | 887 | \$ | 1,182 | \$ | 911 |
| Adjusted Net income available to common shareholders (annualized) (Non-GAAP) | h | \$ | 855 | \$ | 1,032 | \$ | 1,089 | \$ | 1,288 | \$ | 1,154 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Average Common Equity (GAAP) | i | \$ | 7,628 | \$ | 7,710 | \$ | 7,761 | \$ | 7,651 | \$ | 7,583 |
| Intangible Assets (GAAP) (b) |  |  | 1,802 |  | 1,815 |  | 1,829 |  | 1,843 |  | 1,857 |
| Average Tangible Common Equity (Non-GAAP) | j | \$ | 5,826 | \$ | 5,895 | \$ | 5,932 | \$ | 5,808 | \$ | 5,726 |
| ROCE (GAAP) | g/i |  | 9.92\% |  | 11.26\% |  | 11.43 \% |  | 15.45 \% |  | 12.01\% |
| ROTCE (Non-GAAP) | g/j |  | 12.98\% |  | 14.72\% |  | 14.95\% |  | 20.36\% |  | 15.90\% |
| Adjusted ROTCE (Non-GAAP) | h/j |  | 14.68\% |  | 17.51\% |  | 18.36\% |  | 22.18\% |  | 20.15\% |

a) Amounts adjusted for notable items as detailed on page 9 .
umbers may not foot due to rounding.

(a) Amounts adjusted for notable items as detailed on page 9.
(b) Includes goodwill and other intangible assets, net of amortization.

Numbers may not foot due to rounding.



# A FIRST HORIZON <br> First Quarter 2022 Earnings 

April 19, 2022

## Disclaimers

## Non-GAAP Information

Certain measures included in this document are "non-GAAP," meaning they are not presented in accordance with generally accepted accounting principles in the U.S. and also are not codified in U.S. banking regulations currently applicable to FHN. FHN's management believes such measures, even though not always comparable to non-GAAP measures used by other financial institutions, are relevant to understanding the financial condition, capital position, and financial results of FHN and its business segments. The non-GAAP measures presented in this document are listed, and are reconciled to the most comparable GAAP presentation, in the non-GAAP reconciliation table(s) appearing in the Appendix. In addition, presentation of regulatory measures, even those which are not GAAP, provide a meaningful base for comparability to other financial institutions subject to the same regulations as FHN. Although not GAAP terms, these regulatory measures are not considered "non-GAAP" under U.S. financial reporting rules as long as their presentation conforms to regulatory standards. Regulatory measures used in this document include: common equity tier 1 capital, generally defined as common equity less goodwill, other intangibles, and certain other required regulatory deductions; tier 1 capital, generally defined as the sum of core capital (including common equity and instruments that cannot be redeemed at the option of the holder) adjusted for certain items under risk based capital regulations; and risk-weighted assets, which is a measure of total on- and off-balance sheet assets adjusted for credit and market risk, used to determine regulatory capital ratios.

## Forward-Looking Statements

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Forward-looking statements pertain to FHN's beliefs, plans, goals, expectations, and estimates. Forward-looking statements are not a representation of historical information, but instead pertain to future operations, strategies, financial results, or other developments. Forwardlooking statements can be identified by the words "believe," "expect," "anticipate," "intend," "estimate," "should," "is likely," "will," "going forward," and other expressions that indicate future events and trends. Forward-looking statements are necessarily based upon estimates and assumptions that are inherently subject to significant business, operational, economic, and competitive uncertainties and contingencies, many of which are beyond FHN's control, and many of which, with respect to future business decisions and actions (including acquisitions and divestitures), are subject to change and could cause FHN's actual future results and outcomes to differ materially from those contemplated or implied by forward-looking statements or historical performance. Examples of uncertainties and contingencies include those mentioned: in this document; in Items 2.02 and 7.01 of FHN's Current Report on Form 8-K to which this document has been filed as an exhibit; in the forepart, and in Items 1, 1A, and 7, of FHN's most recent Annual Report on Form 10-K, as amended; and in the forepart, and in Item 1A of Part II, of FHN's Quarterly Report(s) on Form 10-Q filed this year. FHN assumes no obligation to update or revise any forward-looking statements that are made in this document or in any other statement, release, report, or filing from time to time.

Throughout this presentation, numbers may not foot due to rounding, references to EPS are fully diluted, 1Q22 capital ratios are estimates, and unless otherwise noted, references to loans reflect average balances and include leases.

## Disclaimers (cont'd)

## Important Other Information

In connection with the proposed transaction with TD, First Horizon has filed a preliminary proxy statement and other materials with the SEC, and intends to file additional relevant materials with the SEC, including a definitive proxy statement on Schedule 14A. All preliminary materials are subject to completion.

This communication does not constitute an offer to sell or a solicitation of an offer to buy any securities or a solicitation of any vote or approval.
SHAREHOLDERS OF FIRST HORIZON ARE URGED TO READ, WHEN AVAILABLE, ALL RELEVANT DOCUMENTS (INCLUDING ANY AMENDMENTS OR SUPPLEMENTS THERETO) FILED WITH THE SEC, INCLUDING FIRST HORIZON'S PROXY STATEMENT, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT FIRST HORIZON AND THE PROPOSED TRANSACTION WITH TD.

Investors and shareholders of First Horizon will be able to obtain a free copy of the definitive proxy statement as well as other relevant documents filed with the SEC without charge at the SEC's website (http://www.sec.gov). Copies of the definitive proxy statement and the filings with the SEC that will be incorporated by reference in that proxy statement can also be obtained, without charge, by directing a request to Clyde A. Billings Jr., First Horizon Corporation, 165 Madison, Memphis, TN 38103, telephone (901) 523-4444.

## Participants in the Solicitation

First Horizon and certain of its directors, executive officers and employees may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction with TD under the rules of the SEC. Information regarding First Horizon's directors and executive officers is available in the proxy statement for its 2022 annual meeting of shareholders, which was filed with the SEC on March 14, 2022, and its annual report on Form 10-K for the year 2021 filed on March 1, 2022, as amended on March 4, 2022. Other information regarding the participants in the solicitation of proxies in respect of the proposed transaction and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the definitive proxy statement related to the proposed transaction with TD and other relevant materials to be filed with the SEC. Free copies of these documents, when available, may be obtained as described in the preceding paragraph.

## 1Q22 GAAP financial summary ${ }^{1}$

| Ss in millions except per shore data | Reported |  |  |  |  |  |  |  |  |  | 1 Q22 Change vs. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q 22 |  | 4Q21 |  | $3 Q 21$ |  | 2 Q 21 |  | 1 Q 21 |  | 4 Q 21 |  |  | 1 Q 21 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | \$/bps | \% |  | \$/bps | \% |
| Net interest income | \$ | 479 | \$ | 498 | \$ | 492 | \$ | 497 | \$ | 508 | \$ | (19) | (4)\% | \$ | (29) | ${ }^{(6) \%}$ |
| Fee income |  | 229 |  | 247 |  | 247 |  | 285 |  | 298 |  | (18) | (7)\% |  | (69) | (23)\% |
| Total revenue |  | 707 |  | 745 |  | 738 |  | 781 |  | 806 |  | (38) | (5)\% |  | (99) | (12)\% |
| Expense |  | 493 |  | 528 |  | 526 |  | 497 |  | 544 |  | (35) | (7)\% |  | (51) | (9)\% |
| Pre-provision net revenue (PPNR) |  | 215 |  | 217 |  | 213 |  | 284 |  | 262 |  | (2) | (1)\% |  | (47) | (18)\% |
| Provision for credit losses |  | (40) |  | (65) |  | (85) |  | (115) |  | (45) |  | 25 | $38 \%$ |  |  | 11\% |
| Pre-tax income |  | 255 |  | 282 |  | 298 |  | 399 |  | 307 |  | (27) | (10)\% |  | (52) | (17)\% |
| Income tax expense |  | 57 |  | 53 |  | 63 |  | 88 |  | 71 |  | 4 | 8\% |  | (14) | (20)\% |
| Net income |  | 198 |  | 229 |  | 235 |  | 311 |  | 235 |  | (31) | (14)\% |  | (37) | (16)\% |
| Non-controlling interest |  | 3 |  | 3 |  | 3 |  | 3 |  | 3 |  | - | -\% |  | - | -\% |
| Preferred dividends |  | 8 |  | 8 |  | 8 |  | 13 |  | 8 |  | - | -\% |  | - | -\% |
| Net income available to common shareholders (NIAC) | \$ | 187 | \$ | 219 | \$ | 224 | \$ | 295 | \$ | 225 | \$ | (32) | (15)\% | \$ | (38) | (17)\% |
| Ssinbilions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Avg loans | \$ | 54.1 | \$ | 54.7 | \$ | 55.5 | \$ | 56.8 | \$ | 58.2 | \$ | (0.6) | (1)\% | \$ | (4.1) | (7)\% |
| Period-end loans | \$ | 55.0 | \$ | 54.9 | \$ | 55.4 | \$ | 56.7 | \$ | 58.6 | \$ | 0.2 | -\% | \$ | (3.6) | (6)\% |
| Avg deposits | \$ | 74.2 | \$ | 74.6 | \$ | 73.7 | \$ | 73.2 | \$ | 71.0 | \$ | (0.5) | (1)\% | \$ | 3.2 | 4\% |
| Period-end deposits | \$ | 74.1 | \$ | 74.9 | \$ | 74.3 | \$ | 73.3 | \$ | 73.2 | \$ | (0.8) | (1)\% | \$ | 0.9 | 1\% |
| Key performance metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest margin (NIM) |  | 2.37 \% |  | 2.42 \% |  | 2.41\% |  | 2.47 \% |  | 2.62\% |  | (5)bps |  |  | (25)bps |  |
| Loan to deposit ratio (avg.) |  | 72.9 \% |  | 73.3 \% |  | 75.3 \% |  | 77.7\% |  | 82.0\% |  | (36) bps |  |  | (909) bps |  |
| ROCE |  | 9.9\% |  | 11.3 \% |  | 11.4\% |  | 15.5 \% |  | 12.0\% |  | (134) bps |  |  | (209) bps |  |
| ROTCE |  | 13.0\% |  | 14.7 \% |  | 15.0\% |  | 20.4 \% |  | 15.9 \% |  | (174)bps |  |  | (292) bps |  |
| ROA |  | 0.9\% |  | $1.0 \%$ |  | 1.1 \% |  | 1.4 \% |  | 1.1\% |  | (12)bps |  |  | (22)bps |  |
| Efficiency ratio |  | 69.7 \% |  | 70.9 \% |  | 71.2 \% |  | 63.7\% |  | 67.5\% |  | (122)bps |  |  | 213 bps |  |
| FTES |  | 7,900 |  | 7,863 |  | 7,982 |  | 8,145 |  | 8,284 |  | 37 | -\% |  | (384) | (5)\% |
| CET1 ratio |  | 10.0\% |  | 9.9 \% |  | 10.1\% |  | 10.3 \% |  | 10.0 \% |  | 5 bps |  |  | - bps |  |
| Effective tax rate |  | 22.4 \% |  | 18.6 \% |  | 21.1\% |  | $22.0 \%$ |  | 23.2 \% |  | 378 bps |  |  | (83)bps |  |
| Percommon share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS | \$ | 0.34 | \$ | 0.40 | \$ | 0.41 | \$ | 0.53 | \$ | 0.40 | \$ | (0.06) | (16)\% | s | (0.06) | (15)\% |
| Tangible book value per share | \$ | 10.46 | \$ | 11.00 | \$ | 10.88 | \$ | 10.74 | \$ | 10.30 | \$ | (0.54) | (5)\% | \$ | 0.16 | $2 \%$ |
| Avg. diluted shares outstanding ${ }^{2}$ |  | 550 |  | 542 |  | 550 |  | 556 |  | 557 |  | 8 | 1\% |  | (7) | (1)\% |

[^4] average impact of 9.8 million of Series $G$ convertible securities issued in connection with the TD transaction.

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## Well positioned to benefit given economic recovery and outlook for rates



## 1Q22 underlying momentum muted by countercyclical impacts \& seasonality

Adjusted EPS of $\$ 0.38$ and PPNR of $\$ 249$ million $^{1}$


## IBKC Merger Update

TD Transaction

Strong
Credit Quality

## Solid

Returns

- Adjusted revenue of $\$ 704$ million decreased $6 \%$ QoQ largely reflecting the impact of higher long-term rates on fixed income and mortgage as well as seasonality
- NII down $\$ 20$ million QoQ driven by a $\$ 23$ million reduction tied to net merger-related and PPP benefits and day count
- Core NII up 1\% before the impact of day count with C\&I loan growth of 4\% ex. PPP and LMC
- Fee income down 9\% largely reflecting the impact of higher long-term rates and global uncertainty on fixed income and mortgage banking
- Adjusted expense of $\$ 455$ million decreased $\$ 19$ million QoQ
- Provision credit of $\$ 40$ million largely reflecting decreased COVID-19 impacts partially offset by a slower growth economic forecast and inflationary pressures
- Successfully completed final IBKC systems and signage conversion
- Expect to deliver ~\$200 million of targeted annualized net cost saves by 4Q22
- Achieved \$116 million of annualized net cost saves through 1Q22
- Announced TD transaction at $\$ 25$ per common share all cash, or $\sim 37 \%$ premium at announcement
- Issued $\$ 494$ million convertible preferred in connection with the deal - 1Q22 EPS results include 9.8 million diluted common share related impact; expect 2 Q 22 full quarter impact of of 27.5 million
- Credit remains strong with net charge-offs of 7 bps and NPLs of 60 bps
- ACL/NPL coverage of $2.07 x$; ACL/Loans ratio of $1.35 \%$ excluding LMC/PPP loans
- Adjusted ROTCE of $14.7 \%$; Adjusted ROTCE of $12.6 \%$ before the impact of provision credit
- TBVPS of $\$ 10.46$ decreased $\$ 0.54$ driven by a $\$ 0.76$ reduction tied to MTM losses on the securities portfolio recorded in OCI

[^5]
## 1Q22 notable items ${ }^{1}$

GAAP results reduced by $\$ 24$ million after-tax, or $\$ 0.04$ per share, of notable items
(\$s in millions, except per share dota)

| Notable Items |  |  |
| :--- | ---: | ---: |
| 1Q22 IBKC merger-related notable items |  |  |
| Noninterest expense: | 28 |  |
| Total noninterest expense | $(28)$ |  |
| 1Q22 Total IBKC net merger-related notable items |  |  |
| 1Q22 TD transaction-related costs |  |  |
| Noninterest expense: | $\$$ | 9 |
| Total noninterest expense |  | $(9)$ |
| 1Q22 Total TD transaction-related costs |  |  |
| 1Q22 Other notable items | $\$$ | $(6)$ |
| Noninterest income: | $\$$ | 6 |
| Total other noninterest income |  | $(32)$ |
| 1Q22 Total other notable items |  | 7 |
| 1Q22 Total notable items | $\$$ | $(24)$ |
| Tax impact of 1Q22 notable items | (0.04) |  |
| After-tax impact of 1Q22 notable items |  |  |
| EPS impact of 1Q22 notable items |  |  |

Pre-tax Notable Items

- IBKC merger-related expense of \$28 million
- TD transaction-related expense of $\$ 9$ million
- Other notable items reflect $\$ 6$ million gain related to a fintech investment

| Cost to Date |  |  |  | Targeted |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { 4Q19- } \\ & \text { 4Q21 } \end{aligned}$ | Purchase Acct. | 1Q22 | Total | $\begin{gathered} 2 \mathrm{Q} 22- \\ 4 \mathrm{Q} 22 \end{gathered}$ | Total |
| \$ 360 | \$ 100 | \$ 28 | \$ 488 | \$30-\$40 | \$520-\$530 |

## 1Q22 adjusted financial highlights ${ }^{1}$

PPNR results largely reflect impact of higher long-term rates and seasonality
1Q22 vs. 4Q21 Highlights

| \$s in millions except per share data |  |  |  |  |  |  | 1Q22 Change vs. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q22 |  | 4Q21 |  | 1Q21 |  | 4Q21 |  | 1Q21 |  |
|  |  |  |  |  |  |  | \$/bps | \% | \$/bps | \% |
| Net Interest Income (FTE) | \$ | 482 | \$ | 502 | \$ | 511 | \$ (20) | (4)\% | \$ (29) | (6)\% |
| Fee income |  | 223 |  | 246 |  | 297 | (23) | (9)\% | (74) | (25)\% |
| Total revenue (FTE) |  | 704 |  | 748 |  | 808 | (44) | (6)\% | (104) | (13)\% |
| Expense |  | 455 |  | 474 |  | 464 | (19) | (4)\% | (9) | (2)\% |
| Pre-provision net revenue |  | 249 |  | 274 |  | 343 | (25) | (9)\% | (94) | (27)\% |
| Provision for credit losses |  | (40) |  | (65) |  | (45) | 25 | 38 \% | 5 | 11 \% |
| Net charge-offs |  | 10 |  | 1 |  | 8 | 9 | NM | 2 | 20 \% |
| Reserve build/(release) |  | (50) |  | (66) |  | (53) | 16 | 25 \% | 3 | 6 \% |
| Net income available to common | \$ | 211 | \$ | 260 | \$ | 284 | \$ (49) | (19)\% | \$ (73) | (26)\% |

Key performance metrics

| Fee income as a \% of total revenue |  | 31.6 \% |  | 33.0 \% |  | 36.8 \% | (132)bps |  | (515)bps |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Efficiency ratio |  | 64.6 \% |  | 63.3 \% |  | 57.5 \% | 133 bps |  | 715 bps |  |
| ROTCE |  | 14.7 \% |  | 17.5 \% |  | 20.2 \% | (283)bps |  | (547)bps |  |
| Diluted EPS | \$ | 0.38 | \$ | 0.48 |  | 0.51 | \$(0.10) | (21)\% | \$(0.13) | (25)\% |
| Diluted shares ${ }^{2}$ |  | 550 |  | 542 |  | 557 | 8 | 1 \% | (7) | (1)\% |
| TBV per share |  | 10.46 |  | 11.00 |  | 0.30 | \$(0.54) | (5)\% | \$0.16 | 2 \% |
| Effective tax rate |  | 22.5 \% |  | 19.5 \% |  | 23.4 \% | 304 bps |  | (86) bps |  |

- Adjusted EPS of $\$ 0.38$ vs. $\$ 0.48$; includes a $\$ 0.03$ per share reduction tied to lower provision credit
- Adjusted ROTCE of $14.7 \%$ and TBV per share of $\$ 10.46$
- NII down $\$ 20$ million driven by $\$ 18$ million decrease tied to PPP portfolio
- Core NII down $\$ 3$ million given $\$ 7$ million reduction tied to day count
- Benefit of higher investment portfolio income, commercial loan balances and funding costs
- Adjusted fee income down 9\% largely reflecting declines in fixed income and mortgage banking given the impact of higher long-term rates and macroeconomic volatility
- Adjusted expense of $\$ 455$ million down \$19 million driven by lower other noninterest expense and outside services
- Provision credit of $\$ 40$ million vs. $\$ 65$ million in 4Q21 largely reflects decreased COVID-19 impacts, partially offset by a slower growth economic forecast and inflationary pressures

[^6]
## NII trends reflect $\$ 7$ million impact tied to day count ${ }^{1}$

Results reflect continued securities portfolio investments and 4\% C\&I loan growth ex. PPP and LMC


## Adjusted fee income reflects impact of higher long-term rates and seasonality ${ }^{1}$

## Results largely reflect declines in fixed income, mortgage and NSF fees

1Q22 vs. 4Q21 Highlights

| \$s in millions |  |  |  |  |  | 1Q22 Change vs. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q22 | 4Q21 | 3Q21 | 2Q21 | 1Q21 | 4Q21 |  | 1Q21 |  |
|  |  |  |  |  |  | \$/bps | \% | \$/bps | \% |
| Fixed income | \$ 73 | \$ 82 | \$ 96 | \$102 | \$126 | \$(9) | (11)\% | \$(53) | (42)\% |
| Service charges and fees | 57 | 56 | 56 | 54 | 53 | 1 | 2 \% | 4 | 8 \% |
| Mortgage banking \& title | 22 | 28 | 34 | 38 | 53 | (6) | (21)\% | (31) | (58)\% |
| Brokerage, trust, and insurance | 37 | 36 | 37 | 35 | 33 | 1 | 3 \% | 4 | 12 \% |
| Card and digital banking fees | 20 | 19 | 21 | 21 | 17 | 1 | 5 \% | 3 | 18 \% |
| Deferred compensation income | (4) | - | 3 | 7 | 3 | (4) | NM | (7) | NM |
| Other noninterest income | 18 | 25 | 21 | 29 | 14 | (7) | (28)\% | 4 | 29 \% |
| Total fee income | \$223 | \$246 | \$268 | \$287 | \$297 | \$(23) | (9)\% | \$(74) | (25)\% |
| Key Metrics |  |  |  |  |  |  |  |  |  |
| Fixed Income |  |  |  |  |  |  |  |  |  |
| Average Daily Revenue (ADR) | \$ 1.0 | \$ 1.1 | \$ 1.3 | \$ 1.4 | \$ 1.9 | \$(0.1) | (12)\% | \$(0.9) | (48)\% |
| Mortgage banking |  |  |  |  |  |  |  |  |  |
| Originations |  |  |  |  |  |  |  |  |  |
| Secondary | \$533 | \$706 | \$772 | \$998 | \$1,144 | \$(173) | (25)\% | \$(611) | (53)\% |
| Portfolio | \$801 | \$874 | \$829 | \$791 | \$338 | \$(73) | (8)\% | \$463 | 137 \% |
| Total | \$1,334 | \$1,580 | \$1,601 | \$1,789 | \$1,482 | \$(246) | (16)\% | \$(148) | (10)\% |
| Gain on sale spread | 2.65 \% | 2.98 \% | 2.91 \% | 3.19 \% | 3.72 \% | (33) bps |  | (107)bps |  |
| Mix |  |  |  |  |  |  |  |  |  |
| Purchase | 61 \% | 51 \% | 56 \% | 65 \% | 50 \% |  |  |  |  |
| Refinance | 39 \% | 49 \% | 44 \% | $35 \%$ | $50 \%$ |  |  |  |  |

- Adjusted fee income decreased \$23 million, or $9 \%$, driven by a reduction in fixed income, other income and mortgage banking
- Fixed income decreased $\$ 9$ million largely reflecting the impact of higher long-term rates and global economic uncertainty; ADR of \$1.0 million
- Service charges and fees remained relatively stable as the impact of an increase in treasury management fees following the systems conversion and higher transaction volume more than offset the impact of seasonality
- Mortgage banking and title decreased \$6 million driven by lower origination volume given the impact of higher long-term rates, seasonality and continued mix shift toward portfolio loans
- Card and digital banking fees remained relatively stable despite the impact of seasonality
- Other noninterest income decreased \$7 million from higher 4Q21 levels that included higher SBA servicing income

[^7]
## Adjusted expense down 4\% with lower other noninterest expense/outside services

## Results reflect impact tied to change in timing of long-term and stock compensation costs

1Q22 vs. 4Q21 Highlights

| \$s in millions |  |  |  |  |  |  |  |  |  |  | 1Q22 Change vs. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 Q22 |  | Q21 |  | 3 Q21 |  | 2 Q 21 |  | 1Q21 | 4Q21 |  |  | 1Q21 |  |  |
|  |  |  |  |  |  |  |  |  |  |  | \$/bps |  | \% | \$/bps |  | \% |
| Salaries and benefits | \$ | 188 | \$ | 189 | \$ | 191 | \$ | 191 | \$ |  | \$ | (1) | (1)\% | \$ |  | (4)\% |
| Incentives and commissions |  | 92 |  | 84 |  | 92 |  | 93 |  | 99 |  | 8 | 10 \% |  | (7) | (7)\% |
| Deferred compensation expense |  | (5) |  | 1 |  | 4 |  | 6 |  | 3 |  | (6) | NM |  | (8) | NM |
| Total personnel |  | 275 |  | 274 |  | 286 |  | 290 |  | 297 |  | 1 | -\% |  | (22) | (7)\% |
| Occupancy and equipment ${ }^{2}$ |  | 72 |  | 73 |  | 74 |  | 75 |  | 72 |  | (1) | (1)\% |  | - | - \% |
| Outside services |  | 59 |  | 66 |  | 65 |  | 56 |  | 54 |  | (7) | (11)\% |  | 5 | 9 \% |
| Amortization of intangible assets |  | 12 |  | 13 |  | 13 |  | 13 |  | 13 |  | (1) | (8)\% |  | (1) | (8)\% |
| Other noninterest expense |  | 37 |  | 46 |  | 42 |  | 31 |  | 28 |  | (9) | (20)\% |  | 9 | 32 \% |
| Total noninterest expense | \$ | 455 | \$ | 474 | \$ | 480 | \$ | 465 | \$ | 464 | \$ | (19) | (4)\% | \$ | (9) | (2)\% |
| Full-time equivalen associates |  | 7,900 |  | 7,863 |  | 7,982 |  | 8,145 |  | 8,284 |  | 37 | - \% |  | 384) | (5)\% |

- Adjusted expense of $\$ 455$ million decreased \$19 million driven by lower other noninterest expense and outside services
- \$3 million benefit tied to incremental merger cost saves
- Personnel expense remained relatively stable
- Salaries and benefits relatively stable as the benefit of day count and merger saves was partially offset by an increase in FICA taxes
- Incentives and commissions up \$8 million
- Lower revenue-based incentives and frontline associate bonuses more than offset by an increase tied to loan origination deferral costs and a change in timing of long-term incentive and stock-based compensation costs
- Outside services decreased $\$ 7$ million driven by lower contractor costs, advertising and consulting costs
- Other noninterest expense decreased $\$ 9$ million largely as a decrease in DDA product accruals, fraud losses, travel and entertainment, pension expense and contributions was partially offset by an increase in franchise taxes

[^8]
## Loans relatively stable before the impact of PPP runoff ${ }^{1}$

C\&I ex PPP \& LMC up 4\% QoQ
Loan trends


- Loans of $\$ 54.1$ billion down $\$ 599$ million driven by a $\$ 630$ million decrease in PPP loans
- Loans before the impact of PPP relatively stable
- C\&l loan growth ex. PPP \& LMC up 4\% driven by Mid-Atlantic, South FL, equipment finance, Middle TN, franchise finance and GA
- Period-end loans of $\$ 55.0$ billion up $\$ 153$ million driven by C\&I and CRE offset by a $\$ 622$ million decrease in LMC and a $\$ 397$ million decrease in PPP
- $\$ 1.2$ billion, or $2 \%$, increase in loans before the impact of PPP and LMC
- C\&l loan growth ex. PPP \& LMC up 3\% driven by asset-based lending, equipment finance, commercial real estate and South FL, GA, and Mid-Atlantic
- Unfunded commitments increased 5\%

| Period-end commercial line utilization ${ }^{2}$ |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
| Utilization $\%$ | $45 \%$ | $44 \%$ | $42 \%$ | $41 \%$ |

## Relatively stable deposit and funding costs ${ }^{1}$

Interest-bearing deposit costs relatively stable with improved period-end deposit mix Interest-bearing liabilities \& DDA trends


1Q22 vs. 4Q21 Highlights

- Average deposits of $\$ 74.2$ billion decreased $\$ 452$ million, or $1 \%$, driven by a $\$ 356$ million decrease in DDA
- Period-end deposits of $\$ 74.1$ billion decreased $\$ 780$ million as a $\$ 949$ million decrease in interest-bearing was partially offset by an increase in DDA
- Deposit costs of 6 bps remained relatively stable
- Interest-bearing deposit costs of 10 bps improved from 11 bps
- Total funding costs of 16 bps remained stable

[^9]inder the federai PPP are Non-GAAP and orereconciled to $A$ AP meosures in the oppendix. Throughout this presentation, references to $E P S$ are fully diluted, 1022 copital ratios are estimates, ond uniess otherwise noted, references to loans reflect averoge

## Strong credit quality performance

Results reflect decreased COVID-19 concerns and impact of slower growth economic forecast \& inflationary pressures

Provision, credit losses, and net charge-offs


Allowance for credit losses (ACL)


- Net charge-offs increased to 7 bps from unusually low levels in the prior quarters
- NPL ratio of 60 bps increased modestly from unusually low 4Q21 levels
- ACL coverage ratio of $1.25 \%$ vs. $1.34 \%$; ACL coverage ex. LMC and PPP of $1.35 \%$
- 207\% ACL coverage of NPLs
- Provision credit of $\$ 40$ million compared with \$65 million in 4Q21 largely reflects decreased COVID-19 impacts, partially offset by a slower growth economic forecast and inflationary pressures

Non-performing loans (NPLs)


NPLs \$ NPLs \%

## Strong capital position ${ }^{1}$

Capital levels


1 Q 22 vs. 4Q21 CET1 ratio

1Q22 vs. 4Q21 Highlights

- TBVPS of $\$ 10.46$ decreased $5 \%$ QoQ driven by a $\$ 0.76$ reduction tied to a MTM valuation adjustment on the securities portfolio
- CET1 ratio remained strong at $10.0 \%$
- Largely as the benefit of NIAC was partially offset by a reduction tied to common dividends and growth in loans and unfunded commitments
- Total capital of $13.2 \%$ vs. $12.3 \%$ in 4Q21
- Issued $\$ 494$ million convertible preferred in connection with the TD transaction which added $\sim 80$ bps to Tier 1 and Total capital ratios

Tangible book value per share


Intangibles

IBKC merger integration and TD acquisition update


- Successfully completed systems and signage conversion
- Bank servicing channels opened to customers ahead of schedule on conversion weekend
- No significant increase in call center wait times or complaint volumes
- Strong consumer and commercial digital banking channel engagement with over 75\% of clients logging in
- $\sim 90 \%$ retention of identified critical talent/leadership since announcement of MOE
- Announced $\$ 25$ per common share all cash deal, or $\sim 37 \%$ premium at announcement
- Current focus on associate communication and retention
- Hosted informative town hall sessions in major FHN markets
- Launched company-wide retention program
- TD is committed to retaining First Horizon client-facing bankers
- Application for regulatory approvals in process and merger proxy filed
- Integration planning underway with expected 2Q22 launch of the integration office

IBKC Merger Highlights


## Focused on driving enhanced value

- Focused on driving enhanced value for our associates, clients, communities and shareholders as we plan to join forces with TD
- Deliver further benefits of diversified business model through revenue synergies and loan growth
- Leverage benefits of MOE integrated systems and product set to serve clients
- Drive continuous improvement in productivity and efficiency beyond the integration
- Actively manage balance sheet and maintain excellent credit quality
- Continue to improve overall balance sheet asset and funding mix
- Maintain strong risk management practices
- APPENDIX


## NII accretion schedule \& NII/NIM reconciliation to GAAP financials

| Estimated IBKC Securities Premium Amortization ${ }^{1}$ |  |  |
| :--- | :---: | ---: |
| Ssin milions |  |  |
| 2 Q22 | $\$$ | $(9)$ |
| 3Q22-4Q22 | $\$$ | $(16)$ |
| 2023 and beyond | $\$$ | $(68)$ |


| Estimated IBKC Loan Accretion |  |  |
| :--- | :---: | :---: |
| Ss in millions |  |  |
| 2 Q22 | $\$$ | 12 |
| 3 Q22-4Q22 | $\$$ | 21 |
| 2023 and beyond | $\$$ | 64 |


| Estimated Loan Accretion - Other Acquisitions |  |  |
| :--- | :---: | :---: |
| Ssin millions |  |  |
| 2 Q22 | $\$$ | 4 |
| $3 Q 22-4 Q 22$ | $\$$ | 6 |
| 2023 and beyond | $\$$ | 8 |


| \$s in millions | NII |  | NIM |
| :---: | :---: | :---: | :---: |
| 1Q22 Reported (FTE) | \$ | 482 | 2.37 \% |
| Less: non-core items |  |  |  |
| PPP coupon income and fees |  | 12 | 0.04 |
| Loan Accretion |  | 17 | 0.09 |
| IBKC Premium Amortization |  | (10) | (0.05) |
| 1Q22 Core (FTE) | \$ | 462 | 2.29 \% |
| Less: day count impact | \$ | (7) | - \% |
| 1Q22 Core (FTE) ex. day count | \$ | 469 | 2.29 \% |


| 3Q21 Reported to Core Reconciliation |  |  |  |
| :--- | ---: | :--- | :--- |
| Ss in millions |  | NII |  |
| 3Q21 Reported (FTE) |  | NIM |  |
| Less: non-core items | 495 |  | $2.41 \%$ |
| PPP coupon income and fees | 32 | 0.07 |  |
| Loan Accretion | 20 | 0.10 |  |
| IBKC Premium Amortization |  | $(12)$ | $\frac{10.06)}{}$ |
| 3Q21 Core (FTE) | $\$ 454$ |  | $\mathbf{2 . 2 8} \%$ |


| Ss in millions |  | NII | NIM |
| :---: | :---: | :---: | :---: |
| 1Q21 Reported (FTE) | \$ | 511 | 2.62 \% |
| Less: non-core items |  |  |  |
| PPP coupon income and fees |  | 24 | (0.01) |
| Time Deposit Amortization |  | 4 | 0.02 |
| Loan Accretion |  | 32 | 0.17 |
| IBKC Premium Amortization |  | (14) | (0.07) |
| 1Q21 Core (FTE) | \$ | 464 | 2.52 \% |


| Ssin millions | NII |  | NIM |
| :---: | :---: | :---: | :---: |
| 4Q21 Reported (FTE) | \$ | 502 | 2.42 \% |
| Less: non-core items |  |  |  |
| PPP coupon income and fees |  | 30 | 0.10 |
| Loan Accretion |  | 15 | 0.08 |
| IBKC Premium Amortization |  | (10) | (0.05) |
| 4Q21 Core (FTE) | \$ | 466 | 2.28 \% |


| Ss in millions | NII |  | NIM |
| :---: | :---: | :---: | :---: |
| 2Q21 Reported (FTE) | \$ | 500 | 2.47 \% |
| Less: non-core items |  |  |  |
| PPP coupon income and fees |  | 35 | 0.03 |
| Time Deposit Amortization |  | 1 | - |
| Loan Accretion |  | 25 | 0.14 |
| IBKC Premium Amortization |  | (12) | (0.06) |
| 2Q21 Core (FTE) | \$ | 450 | 2.36 \% |

## Notable Items

( $\$ 5$ in millions except per share dato)

| (In millions, except per share dato) | Favorable / (Unfavorable) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q22 |  | 4 Q 21 |  | 3 Q 21 |  | 2 Q 21 |  | 1 Q21 |  |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Purchase accounting gain (other noninterest income) ${ }^{1}$ | \$ | - | \$ | - | \$ | - | \$ | 2 | \$ | (1) |
| Retirement of legacy IBKC TruPS (other noninterest income) |  | - |  | 3 |  | 23 |  | - |  | - |
| Branch sale gain (other noninterest income) |  | - |  | (4) |  | (2) |  | - |  | - |
| Gain on fintech investment (other noninterest income) |  | (6) |  | - |  | - |  | - |  | - |
| Total noninterest income |  | (6) |  | - |  | 22 |  | 2 |  | (1) |
| Noninterest expense: |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits |  | (2) |  | - |  | - |  | - |  | - |
| Incentives and commissions |  | (2) |  | (9) |  | (10) |  | (16) |  | (21) |
| Deferred compensation expense |  | - |  | (6) |  | - |  | - |  | - |
| Total personnel expenses |  | (4) |  | (16) |  | (10) |  | (16) |  | (21) |
| Occupancy and equipment |  | - |  | - |  | (1) |  | - |  | (4) |
| Outside services |  | (25) |  | (15) |  | (24) |  | (6) |  | (4) |
| Amortization of intangible assets |  | (1) |  | (1) |  | (1) |  | (1) |  | (1) |
| Other noninterest expense |  | (7) |  | (23) |  | (10) |  | (9) |  | (50) |
| Total noninterest expense |  | (37) |  | (54) |  | (46) |  | (32) |  | (80) |
| Total net notable items (pre-tax) |  | 32 |  | 54 |  | 68 |  | 34 |  | 79 |
| Provision for credit losses |  | - |  | - |  | - |  | - |  | - |
| Income before income taxes |  | 32 |  | 54 |  | 68 |  | 34 |  | 79 |
| Tax impact of notable items |  | 7 |  | 13 |  | 17 |  | 8 |  | 19 |
| After-tax impact of notable items | \$ | 24 | \$ | 41 | \$ | 51 | \$ | 26 | \$ | 60 |
| EPS impact of notable items | \$ | (0.04) | \$ | (0.08) | \$ | (0.09) | \$ | (0.05) | \$ | (0.11) |
| Diluted shares |  | 550 |  | 542 |  | 550 |  | 556 |  | 557 |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

|  | 1 Q 22 |  |  |  |  |  | 4 Q 21 |  |  |  |  |  | 3 Q 21 |  |  |  |  |  | 2Q21 |  |  |  |  |  | 1Q21 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$s in millions, except per share data) | GAAP |  | Notable Items |  | $\begin{aligned} & \text { Non- } \\ & \text { GAAP } \end{aligned}$ |  | GAAP |  | Notable Items |  | NonGAAP |  | GAAP |  | Notable Items |  | Non-GAAP |  | GAAP |  | Notable Items |  | NonGAAP |  | GAAP |  | Notable Items |  | NonGAAP |  |
| Interest income - FTE | \$ | 510 | \$ | 3 | \$ | 513 | \$ | 531 | \$ | 3 | \$ | 534 | \$ | 533 | \$ | 3 | \$ | 536 | \$ | 542 | \$ | 3 | \$ | 545 | \$ | 552 | \$ | 3 | \$ | 555 |
| Interest expense- FTE |  | 31 |  | - |  | 31 |  | 33 |  | - |  | 33 |  | 41 |  | - |  | 41 |  | 45 |  | - |  | 45 |  | 45 |  | - |  | 45 |
| Net interest income- FTE |  | 479 |  | 3 |  | 482 |  | 498 |  | 3 |  | 502 |  | 492 |  | 3 |  | 495 |  | 497 |  | 3 |  | 500 |  | 508 |  | 3 |  | 511 |
| Less: Taxable-equivalent adjustment |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |
| Net interest income |  | 479 |  | - |  | 479 |  | 498 |  | - |  | 498 |  | 492 |  | - |  | 492 |  | 497 |  | - |  | 497 |  | 508 |  | - |  | 508 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income |  | 73 |  | - |  | 73 |  | 82 |  | - |  | 82 |  | 96 |  | - |  | 96 |  | 102 |  | - |  | 102 |  | 126 |  | - |  | 126 |
| Mortgage banking and title |  | 22 |  | - |  | 22 |  | 28 |  | - |  | 28 |  | 34 |  | - |  | 34 |  | 38 |  | - |  | 38 |  | 53 |  | - |  | 53 |
| Brokerage, trust, and insurance |  | 37 |  | - |  | 37 |  | 36 |  | - |  | 36 |  | 37 |  | - |  | 37 |  | 35 |  | - |  | 35 |  | 33 |  | - |  | 33 |
| Service charges and fees |  | 57 |  | - |  | 57 |  | 56 |  | - |  | 56 |  | 56 |  | - |  | 56 |  | 54 |  | - |  | 54 |  | 53 |  | - |  | 53 |
| Card and digital banking fees |  | 20 |  | - |  | 20 |  | 19 |  | - |  | 19 |  | 21 |  | - |  | 21 |  | 21 |  | - |  | 21 |  | 17 |  | - |  | 17 |
| Deferred compensation income |  | (4) |  | - |  | (4) |  | - |  | - |  | - |  | 3 |  | - |  | 3 |  | 7 |  | - |  | 7 |  | 3 |  | - |  | 3 |
| Other noninterest income |  | 24 |  | (6) |  | 18 |  | 25 |  | - |  | 25 |  | (1) |  | 22 |  | 21 |  | 27 |  | 2 |  | 29 |  | 15 |  | (1) |  | 14 |
| Total noninterest income |  | 229 |  | (6) |  | 223 |  | 247 |  | - |  | 246 |  | 247 |  | 22 |  | 268 |  | 285 |  | 2 |  | 287 |  | 298 |  | (1) |  | 297 |
| Total revenue |  | 707 |  | (6) |  | 702 |  | 745 |  | - |  | 745 |  | 738 |  | 22 |  | 760 |  | 781 |  | 2 |  | 784 |  | 806 |  | (1) |  | 805 |
| Noninterest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits |  | 190 |  | (2) |  | 188 |  | 190 |  | - |  | 189 |  | 191 |  | - |  | 191 |  | 191 |  | - |  | 191 |  | 196 |  | - |  | 195 |
| Incentives and commissions |  | 94 |  | (2) |  | 92 |  | 93 |  | (9) |  | 84 |  | 101 |  | (10) |  | 92 |  | 109 |  | (16) |  | 93 |  | 120 |  | (21) |  | 99 |
| Deferred compensation expense |  | (5) |  | - |  | (5) |  | 7 |  | (6) |  | 1 |  | 4 |  | - |  | 4 |  | 6 |  | - |  | 6 |  | 3 |  | - |  | 3 |
| Total personnel expense |  | 280 |  | (4) |  | 275 |  | 290 |  | (16) |  | 274 |  | 296 |  | (10) |  | 286 |  | 306 |  | (16) |  | 290 |  | 318 |  | (21) |  | 297 |
| Occupancy and equipment |  | 72 |  | - |  | 72 |  | 74 |  | - |  | 73 |  | 75 |  | (1) |  | 74 |  | 75 |  | - |  | 75 |  | 76 |  | (4) |  | 72 |
| Outside services |  | 84 |  | (25) |  | 59 |  | 81 |  | (15) |  | 66 |  | 89 |  | (24) |  | 65 |  | 63 |  | (6) |  | 56 |  | 58 |  | (4) |  | 54 |
| Amortization of intangible assets |  | 13 |  | (1) |  | 12 |  | 14 |  | (1) |  | 13 |  | 14 |  | (1) |  | 13 |  | 14 |  | (1) |  | 13 |  | 14 |  | (1) |  | 13 |
| Other noninterest expense |  | 44 |  | (7) |  | 37 |  | 70 |  | (23) |  | 46 |  | 52 |  | (10) |  | 42 |  | 40 |  | (9) |  | 31 |  | 78 |  | (50) |  | 28 |
| Total noninterest expense |  | 493 |  | (37) |  | 455 |  | 528 |  | (54) |  | 474 |  | 526 |  | (46) |  | 480 |  | 497 |  | (32) |  | 465 |  | 544 |  | (80) |  | 464 |
| Pre-provision net revenue |  | 215 |  | 32 |  | 246 |  | 217 |  | 54 |  | 271 |  | 213 |  | 68 |  | 281 |  | 284 |  | 34 |  | 318 |  | 262 |  | 79 |  | 340 |
| Provision for credit losses |  | (40) |  | - |  | (40) |  | (65) |  | - |  | (65) |  | (85) |  | - |  | (85) |  | (115) |  | - |  | (115) |  | (45) |  | - |  | (45) |
| Income before income taxes |  | 255 |  | 32 |  | 286 |  | 282 |  | 54 |  | 336 |  | 298 |  | 68 |  | 365 |  | 399 |  | 34 |  | 433 |  | 307 |  | 79 |  | 386 |
| Provision for income taxes |  | 57 |  | 7 |  | 64 |  | 53 |  | 13 |  | 65 |  | 63 |  | 17 |  | 80 |  | 88 |  | 8 |  | 96 |  | 71 |  | 19 |  | 90 |
| Net income |  | 198 |  | 24 |  | 222 |  | 229 |  | 41 |  | 271 |  | 235 |  | 51 |  | 286 |  | 311 |  | 26 |  | 337 |  | 235 |  | 60 |  | 295 |
| Net income attributable to noncontrolling interest |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |  | 3 |  | - |  | 3 |
| Net income attributable to controlling interest |  | 195 |  | 24 |  | 219 |  | 227 |  | 41 |  | 268 |  | 232 |  | 51 |  | 283 |  | 308 |  | 26 |  | 334 |  | 233 |  | 60 |  | 292 |
| Preferred stock dividends |  | 8 |  | - |  | 8 |  | 8 |  | - |  | 8 |  | 8 |  | - |  | 8 |  | 13 |  | - |  | 13 |  | 8 |  | - |  | 8 |
| Net income available to common shareholders | \$ | 187 | \$ | 24 | \$ | 211 | \$ | 219 | \$ | 41 | \$ | 260 | \$ | 224 | \$ | 51 | \$ | 275 | \$ | 295 | \$ | 26 | \$ | 321 | \$ | 225 | \$ | 60 | \$ | 284 |
| Common Stock Data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EPS | \$ | 0.35 | \$ | (0.05) | \$ | 0.40 | \$ | 0.41 | \$ | (0.08) | \$ | 0.48 | \$ | 0.41 | \$ | (0.09) | \$ | 0.50 | \$ | 0.54 | \$ | (0.05) | \$ | 0.58 | \$ | 0.41 | \$ | (0.11) | \$ | 0.51 |
| Basic shares |  | 533 |  |  |  | 533 |  | 537 |  |  |  | 537 |  | 546 |  |  |  | 546 |  | 550 |  |  |  | 550 |  | 552 |  |  |  | 552 |
| Diluted EPS | \$ | 0.34 | \$ | (0.04) | S | 0.38 | \$ | 0.40 | \$ | (0.08) | s | 0.48 | \$ | 0.41 | \$ | (0.09) | \$ | 0.50 | \$ | 0.53 | \$ | (0.05) | \$ | 0.58 | \$ | 0.40 | \$ | (0.11) | \$ | 0.51 |
| Diluted shares |  | 550 |  |  |  | 550 |  | 542 |  |  |  | 542 |  | 550 |  |  |  | 550 |  | 556 |  |  |  | 556 |  | 557 |  |  |  | 557 |
| Memo: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue-FTE (Non-GAAP) | \$ | 707 | \$ | 3 | \$ | 704 | \$ | 745 | \$ | 3 | \$ | 748 | \$ | 738 | \$ | 24 | \$ | 763 | \$ | 781 | \$ | 5 | \$ | 787 | \$ | 806 | \$ | 2 | \$ | 808 |
| PPNR-FTE (Non-GAAP) |  | 215 |  | 34 |  | 249 |  | 217 |  | 58 |  | 274 |  | 213 |  | 71 |  | 283 |  | 284 |  | 37 |  | 321 |  | 262 |  | 82 |  | 343 |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

| (Ss in millions, except per share doto) |  | 1022 |  | 4Q21 |  | 3 Q 21 |  | 2 Q 21 |  | 1021 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Common Equity (Non-GAAP) |  |  |  |  |  |  |  |  |  |  |
| (A) Total equity (GAAP) | \$ | 8,696 | \$ | 8,494 | \$ | 8,533 | \$ | 8,566 | \$ | 8,307 |
| Less: Noncontrolling interest |  | 295 |  | 295 |  | 295 |  | 295 |  | 295 |
| Less: Preferred stock |  | 1,014 |  | 520 |  | 520 |  | 520 |  | 470 |
| (B) Total common equity | \$ | 7,387 | \$ | 7,679 | \$ | 7,717 | \$ | 7,750 | \$ | 7,541 |
| Less: Intangible assets (GAAP) |  | 1,795 |  | 1,808 |  | 1,822 |  | 1,836 |  | 1,850 |
| (C) Tangible common equity (Non-GAAP) | \$ | 5,592 | \$ | 5,871 | \$ | 5,895 | \$ | 5,914 | \$ | 5,691 |
|  |  |  |  |  |  |  |  |  |  |  |
| Tangible Assets (Non-GAAP) |  |  |  |  |  |  |  |  |  |  |
| (D) Total assets (GAAP) |  | 88,660 |  | 89,092 |  | 88,537 |  | 87,908 |  | 87,513 |
| Less: Intangible assets (GAAP) |  | 1,795 |  | 1,808 |  | 1,822 |  | 1,836 |  | 1,850 |
| (E) Tangible assets (Non-GAAP) |  | 86,865 |  | 87,284 |  | 86,715 |  | 86,072 |  | 85,663 |
|  |  |  |  |  |  |  |  |  |  |  |
| Period-end Shares Outstanding |  |  |  |  |  |  |  |  |  |  |
| (F) Period-end shares outstanding |  | 535 |  | 534 |  | 542 |  | 551 |  | 552 |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratios |  |  |  |  |  |  |  |  |  |  |
| (A)/(D) Total equity to total assets (GAAP) |  | 9.81\% |  | 9.53\% |  | 9.64\% |  | 9.74\% |  | 9.49\% |
| (C)/(E) Tangible common equity to tangible assets ("TCE/TA") (Non-GAAP) |  | 6.44\% |  | $6.73 \%$ |  | $6.80 \%$ |  | 6.87 \% |  | 6.64 \% |
| (B)/(F) Book value per common share (GAAP) | \$ | 13.82 | \$ | 14.39 | \$ | 14.24 | \$ | 14.07 | \$ | 13.65 |
| (C)/(F) Tangible book value per common share (Non-GAAP) | \$ | 10.46 |  | 11.00 | \$ | 10.88 | \$ | 10.74 | \$ | 10.30 |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

| (Ss in millions, except per share data) | 1Q22 |  |  | 4Q21 |  | 3Q21 |  | 2 Q 21 |  | 1Q21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted Diluted EPS |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders ("NIAC") (GAAP) | a | \$ | 187 | \$ | 219 | \$ | 224 | \$ | 295 | \$ | 225 |
| Plus Tax effected notable items (Non-GAAP) |  |  | 24 |  | 41 |  | 51 |  | 26 |  | 60 |
| Adjusted Net income available to common shareholders (Non-GAAP) | b | \$ | 211 | \$ | 260 | \$ | 275 | \$ | 321 | \$ | 284 |
| Diluted Shares (GAAP) | c |  | 550 |  | 542 |  | 550 |  | 556 |  | 557 |
| Diluted EPS (GAAP) | a/c | \$ | 0.34 | \$ | 0.40 | \$ | 0.41 | \$ | 0.53 | \$ | 0.40 |
| Adjusted diluted EPS (Non-GAAP) | b/c | \$ | 0.38 | \$ | 0.48 | \$ | 0.50 | \$ | 0.58 | \$ | 0.51 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted Net Income ("NI") and Adjusted Return on Assets ("ROA") |  |  |  |  |  |  |  |  |  |  |  |
| Net Income ("NI") (GAAP) |  | \$ | 198 | \$ | 229 | \$ | 235 | \$ | 311 | \$ | 235 |
| Plus Tax effected notable items (Non-GAAP) |  |  | 24 |  | 41 |  | 51 |  | 26 |  | 60 |
| Adjusted NI (Non-GAAP) |  | \$ | 222 | \$ | 271 | \$ | 286 | \$ | 337 | \$ | 295 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| NI (annualized) (GAAP) | d | \$ | 801 | \$ | 910 | \$ | 931 | \$ | 1,247 | \$ | 955 |
| Adjusted NI (annualized) (Non-GAAP) | e | \$ | 900 | \$ | 1,074 | \$ | 1,133 | \$ | 1,353 | \$ | 1,198 |
| Average assets (GAAP) | $f$ |  | 8,587 |  | 89,025 |  | 88,401 |  | 87,559 |  | 55,401 |
| ROA (GAAP) | d/f |  | 0.90 \% |  | 1.02\% |  | $1.05 \%$ |  | 1.42 \% |  | 1.12 \% |
| Adjusted ROA (Non-GAAP) | e/f |  | 1.02 \% |  | 1.21 \% |  | 1.28 \% |  | 1.54 \% |  | 1.40 \% |


|  | g | \$ | 756 | \$ | 868 | \$ | 887 | \$ | 1,182 | \$ | 911 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted Net income available to common shareholders (annualized) (NonGAAP) | h | \$ | 855 | \$ | 1,032 | \$ | 1,089 | \$ | 1,288 | \$ | 1,154 |
| Average Common Equity (GAAP) | i | \$ | 7,628 | \$ | 7,710 | \$ | 7,761 | \$ | 7,651 | \$ | 7,583 |
| Intangible Assets (GAAP) |  |  | 1,802 |  | 1,815 |  | 1,829 |  | 1,843 |  | 1,857 |
| Average Tangible Common Equity (Non-GAAP) | j | \$ | 5,826 | \$ | 5,895 | \$ | 5,932 | \$ | 5,808 | \$ | 5,726 |
| ROCE (GAAP) | $\mathrm{g} / \mathrm{i}$ |  | 9.9\% |  | 11.3 \% |  | 11.4 \% |  | 15.5 \% |  | 12.0 \% |
| ROTCE (Non-GAAP) | $\mathrm{g} / \mathrm{j}$ |  | 13.0 \% |  | 14.7 \% |  | 15.0 \% |  | 20.4 \% |  | 15.9 \% |
| Adjusted ROTCE (Non-GAAP) | h/j |  | 14.7 \% |  | 17.5 \% |  | 18.4 \% |  | 22.2\% |  | 20.2 \% |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

| S in millions except per shore data) |  |  | 1Q22 |  | 4Q21 |  | 3Q21 |  | 2Q21 |  | 1Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted Noninterest Income as a \% of Total Revenue |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest income (GAAP) | a | \$ | 229 | \$ | 247 | \$ | 247 | \$ | 285 | \$ | 298 |
| Plus notable items (GAAP) |  |  | (6) |  | - |  | 22 |  | 2 |  | (1) |
| Adjusted noninterest income (Non-GAAP) | b |  | 223 |  | 246 |  | 268 |  | 287 |  | 297 |
| Revenue (GAAP) | c |  | 707 |  | 745 |  | 738 |  | 781 |  | 806 |
| Taxable-equivalent adjustment |  |  | 3 |  | 3 |  | 3 |  | 3 |  | 3 |
| Revenue- Taxable-equivalent (Non-GAAP) |  | \$ | 710 | \$ | 748 | \$ | 741 | \$ | 784 | \$ | 809 |
| Plus notable items (GAAP) (a) |  |  | (6) |  | - |  | 22 |  | 2 |  | (1) |
| Adjusted revenue (Non-GAAP) | d |  | 704 |  | 748 |  | 763 |  | 787 |  | 808 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest income as a \% of total revenue (GAAP) | a/c |  | 32.31 \% |  | 33.10 \% |  | 33.39 \% |  | 36.43 \% |  | $37.00 \%$ |
| Adjusted noninterest income as a \% of total revenue (Non-GAAP) | b/d |  | 31.63 \% |  | 32.95 \% |  | 35.14 \% |  | 36.49 \% |  | 36.78 \% |


| Adjusted Efficiency Ratio |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest expense (GAAP) | e | \$ | 493 | \$ | 528 | \$ | 526 | \$ | 497 | \$ | 544 |
| Plus notable items (GAAP) | (37) |  |  |  | (54) |  | (46) |  | (32) |  | (80) |
| Adjusted noninterest expense (Non-GAAP) | f |  | 455 |  | 474 |  | 480 |  | 465 |  | 464 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue (GAAP) | g |  | 707 |  | 745 |  | 738 |  | 781 |  | 806 |
| Taxable-equivalent adjustment |  |  | 3 |  | 3 |  | 3 |  | 3 |  | 3 |
| Revenue- Taxable-equivalent (Non-GAAP) |  | \$ | 710 | \$ | 748 | \$ | 741 | \$ | 784 | \$ | 809 |
| Plus notable items (GAAP) (a) |  |  | (6) |  | - |  | 22 |  | 2 |  | (1) |
| Adjusted revenue (Non-GAAP) | h |  | 704 |  | 748 |  | 763 |  | 787 |  | 808 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio (GAAP) | e/g |  | 69.66 \% |  | 70.88 \% |  | 71.21 \% |  | 63.67 \% |  | 67.53 \% |
| Adjusted efficiency ratio (Non-GAAP) | $\mathrm{f} / \mathrm{h}$ |  | 64.64 \% |  | 63.31 \% |  | 62.87 \% |  | 59.17 \% |  | 57.49 \% |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.

| S in millions except per shore data) |  | 1Q22 |  |
| :---: | :---: | :---: | :---: |
| Net income available to common shareholders (GAAP) |  | \$ | 187 |
| Tax effected Notable Items |  | \$ | 24 |
| Adjusted Net income available to common shareholders (Non-GAAP) |  | \$ | 211 |
| Tax effected provision credit |  | \$ | (31) |
| Adjusted Net income available to common shareholders before provision credit (Non-GAAP) |  | \$ | 180 |
| Net income available to common shareholders (annualized) (GAAP) | a | \$ | 756 |
| Adjusted Net income available to common shareholders (annualized) NonGAAP) | b | \$ | 855 |
| Adjusted Net income available to common shareholders before provision credit (annualized) (Non-GAAP) | c |  | 731 |
| Average Common Equity (GAAP) | d | \$ | 7,628 |
| Intangible Assets (GAAP) |  | \$ | 1,802 |
| Average Tangible Common Equity (Non-GAAP) | e | \$ | 5,826 |
| Equity Adjustment for provision credit (Non-GAAP) |  | \$ | 11 |
| Adjusted Average Tangible Common Equity (Non-GAAP) | f | \$ | 5,815 |
| ROCE (GAAP) | a/d |  | 9.9 \% |
| ROTCE (Non-GAAP) | a/e |  | 13.0 \% |
| Adjusted ROTCE (Non-GAAP) | b/e |  | 14.7 \% |
| Adjusted ROTCE before provision credit (Non-GAAP) | c/f |  | 12.6 \% |

## Reconciliation to GAAP financials

Slides in this presentation use Non-GAAP information. That information is not presented according to generally accepted accounting principles (GAAP) and is reconciled to GAAP information below.



[^0]:    Numbers may not foot due to rounding. See footnote disclosures on page 20.

[^1]:    ertain previously reported amounts have been reclassified to agree with current presentation
    Current quarter is an estimate.
    Current quarter is an estimate.

[^2]:    mbers may not foot due to rounding.

[^3]:    Numbers may not foot due to rounding.

[^4]:     under the federal PPP are Non-GAAP and ore reconciled to GAAP meosures in the oppendix. Throughout this presentation, references to EPS are fully diluted, 1022 copital ratios are estimates, and unless otherwise noted, references to loans reflect average
    balances and include leases. Throughout this presentation references to NII, Total Revenue, Net interest Margin and PPNR are presented on a fully toxable equivalent basis unless otherwise noted. Fully diluted shore count in first quarter 2022 includes one month

[^5]:    Adjusted financiol measures, core NII, core NII ex, day count, core NIM, TBV per share, ROTCE, ROTCE before provision credit fully taxable equivolent measures, pPNR, and loans and leases, ACL and ratios excluding Loons to Mortgage Companies and/or loans under the Jederai

[^6]:    ${ }^{2}$ Adjusted financial measures, core NII, core NII ex, day count, core NIM, TBV per share, ROTCE, ROTCE before provision credit, fully taxable equivolent measures, PPNR, and loans and leases, ACL and rotios excluding Loons to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and ore reconciled to GAAP measures in the oppendix. Throughout this presentation, references to EPS are fully diluted, $1 Q 22$ copitia/ ratios are estimates, ond unless otherwise noted, references to loans reflect average overage impact of 9.8 million of Series $G$ convertible securities issued in connection with the TD transaction.

[^7]:    Adjusted finoncial measures, core NII, core NII ex, day count, core NIM, TBV per share, ROTCE, ROTCE before provision credit, fully taxoble equivolent measures, ppNR, and loans ond leases, ACL and ratios excluding Loons to Mortgage Companies and/or loans
    Under the federal PPP are Non-GAAP and ore reconciled to GAAP measures in the oppendix. Throughout this presentation, references to EPS are fully diluted, 1022 copital ratios are estimates, and unless otherwise noted, references to loans reflect overoge
    under the federal PPP are Non-GAAP and ore reconciled to GAAP measures in the oppendix. Throughout this presentation, references to EPS are fully diluted, 1 Qi22 copital ratios are estimates, ond unless otherwise noted, references to loans reflect averoge

[^8]:    'Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per shore, ROTCE, ROTCE before provision credit, fully taxable equivalent measures, PPNR, and loons and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loons under the federail PPP ore Non-GAAP and ore reconclied to GAAP measures in the appendix. Throughourt his presentration, references to EPS are fully diluted, 1022 capitol rotios ore estimotes, and unless otherwise noted, references to loans refilict averoge Software Expense.

[^9]:    ${ }^{2}$ Adjusted finonciol measures, core NII, core NII ex, day count, core NIM, TBV per share, ROTCE, ROTCE before provision credit fully taxable equivolent measures, pPNR, and loans and leases, ACL and ratios excluding Loons to Mortgage Companies and/or loans

