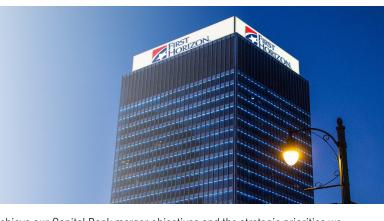


# **FOCUSED ON STRATEGIC PRIORITIES:**

- DOMINATE TENNESSEE
- PROFITABLY GROW KEY MARKETS AND SPECIALTY AREAS
- TRANSFORM THE CUSTOMER EXPERIENCE
- OPTIMIZE THE EXPENSE BASE



#### **BRYAN JORDAN**

**CHAIRMAN & CEO** FIRST HORIZON NATIONAL CORPORATION "Our results demonstrated our commitment to achieve our Capital Bank merger objectives and the strategic priorities we laid out during our Investor Day to transform First Horizon," said Bryan Jordan, First Horizon's chairman and CEO. "In the second quarter, we gained loan and deposit growth momentum within our key markets and specialty areas, exercised good expense discipline while reinvesting in the company, and continued to strengthen our balance sheet. As we head into the second half of the year, we remain optimistic about our bankers' ability to continue to deliver on our plan."















#### **FOUNDED IN** 1864

one of the **OLDEST** NATIONAL **BANK CHARTERS** 

in the U.S. **CELEBRATING** 155 YEARS in 2019



ASSETS1 FINANCIAL **CENTERS**<sup>1</sup> \$41<sub>B</sub> ~250



~5,300

## **DEPOSITS**<sup>1</sup> \$32<sub>B</sub>

### **RESPONSIBLE CORPORATE CITIZEN¹**

~\$4B committed to support low- to moderate income communities in eight Southeast states

+\$90<sub>M</sub> distributed by First Horizon Foundation since 1993 to nonprofits to support First Horizon's communities

> **23** HOPE Inside locations offer free financial education to communities across our footprint



### NAMED ONE **OF THE BEST EMPLOYERS BY**

**Forbes** AMERICAN BANKER. FORTUNE





# **KEY FINANCIAL HIGHLIGHTS 202019**

EPS	\$0.35
ADJUSTED EPS <sup>2</sup>	\$0.42
EFFICIENCY RATIO	<b>65.08</b> %
ADJUSTED EFFICIENCY RATIO <sup>2</sup>	<b>59.00</b> %
ROA	1.11%
ADJUSTED ROA <sup>2</sup>	1.32%
ROCE	9.79%
ADJUSTED ROCE <sup>2</sup>	11.78%
ROTCE <sup>2</sup>	<b>15.12</b> %
ADJUSTED ROTCE <sup>2</sup>	18.19%

# COMPELLING GEOGRAPHIC FOOTPRINT

IN ATTRACTIVE MARKETS WITH SPECIALTY AREAS PROVIDING FURTHER GROWTH OPPORTUNITIES



### STABLE ASSET QUALITY

with net charge off ratio (net charge offs/average loans) unchanged from 1Q19 at .07%

#### **STRONG BALANCE SHEET GROWTH**

in Regional Banking driven by loan and deposit growth in key markets and specialty areas

#### **EFFECTIVE CAPITAL DEPLOYMENT**

declared quarterly dividend of \$.14 in 2Q19; dividend payout of 41%

#### **IMPROVED NET INTEREST** MARGIN (NIM)

of 3.34% in 2Q19 compared to 3.31% in 1Q19

<sup>1</sup> As of and for the three months ended 6/30/19

<sup>&</sup>lt;sup>2</sup>These are non-GAAP numbers that are reconciled to reported GAAP numbers in the non-GAAP table on the next page.

#### **USE OF NON-GAAP MEASURES**

Several financial measures in this communication are non-GAAP, meaning they are not presented in accordance with generally accepted accounting principles (GAAP) in the U.S. The non-GAAP items presented in this communication are adjusted earnings per share ("EPS"), adjusted return on common equity ("ROCE"), return on tangible common equity ("ROTCE"), adjusted ROTCE, adjusted return on average assets ("ROA"), and adjusted efficiency ratio. These profitability measures are reported to First Horizon's management and directors through various internal reports. First Horizon's management believes these measures are relevant to understanding the financial results of First Horizon and its business segments. Non-GAAP measures are not formally defined by GAAP or codified in the federal banking regulations, and other entities may use calculation methods that differ from those used by First Horizon. First Horizon has reconciled each of these measures to a comparable GAAP measure below:

#### FHN NON-GAAP AND GAAP KEY METRICS

Quarterly, Unaudited (Dollars and shares in thousands, except per share data)

Quarterly, Unaudited (Dollars and shares in thousands, except per share dat	a)		
Adjusted Diluted EPS		<u>2Q19</u>	<u>1Q19</u>
Net income available to common ("NIAC") (GAAP)	а	\$109,340	\$99,035
Plus Tax effected notable items (Non-GAAP) (a)		22,814	13,660
Adjusted NIAC (Non-GAAP)	b	\$131,524	\$112,695
Diluted Shares	С	315,786	319,581
Diluted EPS	a/c	\$0.35	\$0.31
Adjusted diluted EPS (Non-GAAP)	b/c	\$0.42	\$0.35
Adjusted Return on Average Assets ("ROA")		2Q19	1Q19
Net income ("NI) (GAAP)		\$113,742	\$103,405
Plus Tax effected notable items (Non-GAAP) (a)		22,814	13,660
Adjusted NI (Non-GAAP)		\$135,926	\$117,065
NI (annualized) (GAAP)	d	\$456,218	\$419,365
Adjusted NI (annualized) (Non-GAAP)	е	\$545,198	\$474,764
Average Assets (GAAP)	f	\$41,243,007	\$40,883,192
ROA (GAAP)	d/f	1.11%	1.03%
Adjusted ROA (Non-GAAP)	e/f	1.32%	1.16%
Adjusted Return on Average Common Equity ("ROCE")			
Return on Average Tangible Common Equity ("ROTCE")		2Q19	1Q19
NIAC (GAAP)		\$109,340	\$99,035
Plus Tax effected notable items (Non-GAAP) (a)		\$22,814	\$13,660
Adjusted NIAC (Non-GAAP)		\$131,524	\$112,695
NIAC (annualized) (GAAP)	g	\$438,562	\$401,642
Adjusted NIAC (annualized) (Non-GAAP)	h	\$527,541	\$457,041
Average Common Equity (GAAP)	i	\$4,478,106	\$4,418,180
Intangible Assets (b)		\$1,578,505	\$1,584,694
Average Tangible Common Equity (Non-GAAP)	j	\$2,899,601	\$2,833,486
ROCE (GAAP)	g/i	9.79%	9.09%
Adjusted ROCE (Non-GAAP)	h/i	11.78%	10.34%
ROTCE (Non-GAAP)	g/j	15.12%	14.17%
Adjusted ROTCE (Non-GAAP)	h/j	18.19%	16.13%
Adjusted Efficiency Ratio		2Q19	<u>1Q19</u>
Noninterest expense (GAAP)	k	\$300,394	\$296,090
Plus notable items (GAAP) (a)		\$(28,059)	\$(17,812)
Adjusted noninterest expense (Non-GAAP)	ı	\$272,335	\$278,278
Revenue excluding securities gains/losses (GAAP)	m	\$461,554	\$435,522
Plus notable items (GAAP)		_	_
Adjusted revenue excluding securities gains/losses (Non-GAAP)	n	\$461,554	\$435,522
Efficiency ratio (GAAP)	k/m	65.08%	67.99%
Adjusted efficiency ratio (Non-GAAP)	I/n	59.00%	63.90%

a) 2Q19 includes \$18.7 million of pre-tax restructuring-related expenses associated with efficiency initiatives, \$9.1 million of pre-tax rebranding expenses, \$8.6 million of pre-tax acquisition-related expenses primarily associated with the Capital Bank Financial Corp. ("CBF") acquisition, and an \$8.3 million pre-tax expense reversal related to the settlement of litigation matters; 1Q19 includes \$12.2 million of pre-tax restructuring-related expenses and \$5.7 million of pre-tax acquisition-related expenses, all of which impact certain performance measures, and have been adjusted using an incremental tax rate of approximately 21 percent in 2Q19 and 23 percent in 1Q19. (b) Includes goodwill and other intangible assets, net of amortization.

#### **DISCLAIMERS AND OTHER INFORMATION**

This communication contains forward-looking statements, including guidance, involving significant risks and uncertainties. Forward-looking statements are 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 important factors could cause actual results to differ materially from those in the forward-looking statements. Those factors include general economic and financial market conditions, including expectations of and actual timing and amount of interest rate movements including the slope of the yield curve, competition, ability to execute business plans, geopolitical developments, recent and future legislative and regulatory developments, inflation or deflation, market (particularly real estate market) and monetary fluctuations, natural disasters, customer, investor and regulatory responses to these conditions and items already mentioned in this communication, as well as critical accounting estimates and other factors described in First Horizon's annual report on Form 10-K and other recent filings with the SEC. First Horizon disclaims any obligation to update any such factors or to publicly announce the result of any revisions to any of the forward-looking statements included herein or therein to reflect future events or developments or changes in expectations.