FIRST HORIZON

Fourth Quarter 2022 Earnings

January 18, 2023

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. Forward-looking 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, 4Q22 capital ratios are estimates, and unless otherwise noted, references to loans reflect average balances and include leases.

4Q22 GAAP financial summary[1]

$s in millions except per share data	Reported					4Q22 Change vs.				Reported		2022 vs. 2021	
	4Q22	3Q22	2Q22	1Q22	4Q21	3Q22		4Q21		2022	2021		
						$/bps	%	$/bps	%			$/bps	%
Net interest income	$ 709	$ 662	$ 542	$ 479	$ 498	$ 47	7 %	$ 211	42 %	$ 2,392	$ 1,994	$398	20 %
Fee income	174	213	201	229	247	(39)	(18)%	(73)	(30)%	816	1,076	(260)	(24)%
Total revenue	882	875	743	707	745	7	1 %	137	18 %	3,208	3,070	138	4 %
Expense	503	468	489	493	528	35	7 %	(25)	(5)%	1,953	2,095	(142)	(7)%
Pre-provision net revenue (PPNR)	379	406	255	215	217	(27)	(7)%	162	75 %	1,254	975	279	29 %
Provision for credit losses	45	60	30	(40)	(65)	(15)	(25)%	110	NM	95	(310)	405	131 %
Pre-tax income	334	346	225	255	282	(12)	(3)%	52	18 %	1,159	1,285	(126)	(10)%
Income tax expense	64	78	48	57	53	(14)	(18)%	11	21 %	247	274	(27)	(10)%
Net income	270	268	177	198	229	2	1 %	41	18 %	912	1,010	(98)	(10)%
Non-controlling interest	4	3	3	3	3	1	33 %	1	33 %	12	11	1	9 %
Preferred dividends	8	8	8	8	8	—	— %	—	— %	32	37	(5)	(14)%
Net income available to common shareholders (NIAC)	$ 258	$ 257	$ 166	$ 187	$ 219	$ 1	— %	$ 39	18 %	868	962	(94)	(10)%
$s in billions													
Avg loans	$ 57.6	$ 56.5	$ 55.6	$ 54.1	$ 54.7	$ 1.0	2 %	$ 2.9	5 %	$ 56.0	$ 56.3	$(0.3)	(1)%
Period-end loans	$ 58.1	$ 57.4	$ 56.5	$ 55.0	$ 54.9	$ 0.7	1 %	$ 3.2	6 %	$ 58.1	$ 54.9	$3.2	6 %
Avg deposits	$ 64.9	$ 68.1	$ 71.9	$ 74.2	$ 74.6	$ (3.3)	(5)%	$ (9.7)	(13)%	$ 69.7	$ 73.1	$(3.4)	(5)%
Period-end deposits	$ 63.5	$ 66.0	$ 70.5	$ 74.1	$ 74.9	$ (2.5)	(4)%	$ (11.4)	(15)%	$ 63.5	$ 74.9	$(11.4)	(15)%
Key performance metrics													
Net interest margin (NIM)	3.89 %	3.49 %	2.74 %	2.37 %	2.42 %	40 bps		147 bps		3.10 %	2.48 %	62 bps	
Loan to deposit ratio (avg.)	88.7 %	83.0 %	77.3 %	72.9 %	73.3 %	574 bps		1,544 bps		80.2 %	77.0 %	324 bps	
ROCE	14.4 %	13.9 %	9.1 %	9.9 %	11.3 %	57 bps		316 bps		11.8 %	12.5 %	(72)bps	
ROTCE	19.1 %	18.2 %	12.1 %	13.0 %	14.7 %	91 bps		442 bps		15.6 %	16.5 %	(88)bps	
ROA	1.4 %	1.3 %	0.8 %	0.9 %	1.0 %	6 bps		33 bps		1.1 %	1.2 %	(7)bps	
Efficiency ratio	57.1 %	53.6 %	65.8 %	69.7 %	70.9 %	351 bps		(1,381)bps		60.9 %	68.3 %	(735)bps	
FTEs	7,477	7,569	7,627	7,900	7,863	(92)	(1)%	(386)	(5)%	7,642	8,067	(425)	(5)%
CET1 ratio	10.2 %	9.9 %	9.8 %	10.0 %	9.9 %	24 bps		25 bps		10.2 %	9.9 %	27 bps	
Effective tax rate	19.2 %	22.6 %	21.3 %	22.4 %	18.6 %	(339)bps		56 bps		21.3 %	21.4 %	(4)bps	
Per common share													
Diluted EPS	$ 0.45	$ 0.45	$ 0.29	$ 0.34	$ 0.40	$ —	— %	$ 0.05	13 %	$ 1.53	$ 1.74	$(0.21)	(12)%
Tangible book value per share	$ 10.23	$ 9.72	$ 10.18	$ 10.46	$ 11.00	$ 0.51	5 %	$ (0.77)	(7)%	$ 10.23	$ 11.00	$(0.77)	(7)%
Avg. diluted shares outstanding[2]	572	570	569	550	542	2	— %	30	6 %	566	551	15	3 %

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.[2]Fourth, third and second quarter 2022 includes 27.5 million shares related to the full impact of Series G convertible securities issued in connection with TD transaction; First quarter 2022 includes 9.8 million shares related to the one month average impact of these shares.

Table of contents

4Q22 key messages 5
4Q22 overview 6
4Q22 notable items 7
4Q22 adjusted financial highlights 8
FY22 adjusted financial highlights 9
NII and NIM 10
Adjusted fee income 11
Adjusted expense 12
Total loans 13
Total funding 14
Asset quality 15
Capital 16
Key takeaways 17
Appendix 18

Well positioned to benefit given outlook for rates[1]

Adjusted EPS $0.51	Adjusted ROTCE 21.7%	TBV $10.23
+8% Core Net Interest Income	**-4%** Adjusted Noninterest Income	**+5%** Adjusted PPNR
+3% Adjusted Expense	**~$94 million** IBKC Merger Annualized Revenue Synergies	**+1.8%** Asset Sensitive to +25 bp Shock Scenario
+4% C&I Loans ex. PPP & LMC	**+43 bps** Core Net Interest Margin	**+44 bps** Total Deposit Costs

Reflects 4Q22 vs. 3Q22 results. [1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.

4Q22 robust PPNR driven by strength in NII

Adjusted EPS of $0.51 and PPNR of $424 million[1]

Benefits of Diversified Model

- Adjusted revenue of $885 million increased $38 million, or 4%, QoQ as strength in NII was partially offset by lower noninterest income largely given macroeconomic impacts
  - NII up $46 million QoQ reflecting the benefit of higher rates and 2% loan growth
  - Core NII increased 8% and core NIM up 43 bps with C&I loan growth of 4% ex. PPP and LMC
  - Fee income down 4% as higher deferred compensation income and other noninterest income was more than offset by reductions in fixed income and mortgage banking
- Adjusted expense of $458 million up $14 million, or 3%, QoQ driven by higher deferred compensation and other noninterest expense partially offset by lower salaries and benefits
- PPNR of $424 million up $21 million, or 5%, QoQ
- Provision expense of $45 million reflects the impact of loan growth and revised macroeconomic outlook. 4Q22 provision includes reduction in losses expected from Hurricane Ian

IBKC Merger Update

- Achieved $200 million of targeted annualized net cost saves in 4Q22
- ~$94 million of identified annualized revenue synergies largely tied to commercial loans

Pending TD Transaction

- TD expects the deal to close in the first half of its 2023 fiscal year, subject to the receipt of required regulatory approvals and satisfaction of other closing conditions
- Continued progress on integration planning and Legal Day One readiness

Strong Credit Quality

- Credit remains strong with net charge-offs of 18 bps and NPLs of 54 bps
- ACL/NPL coverage of 2.44x; ACL/Loans ratio of 1.38% excluding LMC/PPP loans

Solid Returns

- Adjusted ROTCE of 21.7%
- TBVPS of $10.23 increased 5% driven by a $0.57 increase tied to adjusted NIAC net of change in intangibles and a $0.15 increase tied to MTM valuation adjustments on AFS securities and cash flow hedges

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.

4Q22 notable items[1]

GAAP results reduced by $34 million after-tax, or $0.06 per share, of notable items

($s in millions, except per share data)

Notable Items

4Q22 IBKC merger-related notable items		
Noninterest expense:		
Total noninterest expense		4
4Q22 Total IBKC net merger-related notable items	**$**	**(4)**
4Q22 TD transaction-related items		
Noninterest expense:		
Total noninterest expense		31
4Q22 Total TD transaction-related costs	$	(31)
4Q22 Other notable items		
Noninterest income:		
Other noninterest income		**1**
Noninterest expense:		
Other noninterest expense		**(10)**
4Q22 Total other notable items	**$**	**(9)**
4Q22 Total notable items		**(45)**
Tax impact of 4Q22 notable items		11
After-tax impact of 4Q22 notable items	**$**	**(34)**
EPS impact of 4Q22 notable items	**$**	**(0.06)**

IBKC Cumulative Net Pre-tax Integration Costs

Cost to Date			
4Q19 - 3Q22[2]	**Purchase Acct.**	**4Q22**	**Total**
$ 403	$ 100	$ 4	$ 508

Pre-tax Notable Items

- IBKC merger-related expense of $4 million
- TD transaction-related expense of $31 million
- Other notable items reflect $10 million tied to derivative valuation adjustments related to prior Visa Class-B share sales and a $1 million additional gain on the sale of the title services business

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.[2]Includes pre-closing expenses incurred by IBKC.

4Q22 adjusted financial highlights[1]

PPNR up 5% driven by strength in NII

$s in millions except per share data	4Q22	3Q22	4Q21	4Q22 Change vs. 3Q22 $/bps	4Q22 Change vs. 3Q22 %	4Q22 Change vs. 4Q21 $/bps	4Q22 Change vs. 4Q21 %
Net Interest Income (FTE)	$ 712	$ 666	$ 502	$ 46	7 %	$ 210	42 %
Fee income	173	181	246	(8)	(4)%	(73)	(30)%
Total revenue (FTE)	885	847	748	38	4 %	137	18 %
Expense	458	444	474	14	3 %	(16)	(3)%
Pre-provision net revenue	424	403	274	21	5 %	150	55 %
Provision for credit losses	45	60	(65)	(15)	(25)%	110	NM
Net charge-offs	26	12	1	14	113 %	25	NM
Reserve build/(release)	19	48	(66)	(29)	(60)%	85	129 %
Net income available to common	$ 293	$ 252	$ 260	$ 41	16 %	$ 33	13 %

Key performance metrics	4Q22	3Q22	4Q21	4Q22 Change vs. 3Q22 $/bps	4Q22 Change vs. 3Q22 %	4Q22 Change vs. 4Q21 $/bps	4Q22 Change vs. 4Q21 %
Fee income as a % of total revenue	19.5 %	21.4 %	33.0 %	(182)bps		(1,340)bps	
Efficiency ratio	51.7 %	52.4 %	63.3 %	(72)bps		(1,161)bps	
ROTCE	21.7 %	17.9 %	17.5 %	379 bps		417 bps	
Diluted EPS	$ 0.51	$ 0.44	$ 0.48	$0.07	16 %	$ 0.03	6 %
Diluted shares[2]	572	570	542	2	— %	30	6 %
TBV per share	$ 10.23	$ 9.72	$ 11.00	$0.51	5 %	$ (0.77)	(7)%
Effective tax rate	19.8 %	22.4 %	19.5 %	(262)bps		32 bps	

4Q22 vs. 3Q22 Highlights

- **Adjusted EPS** of $0.51 vs. $0.44
  - **Adjusted ROTCE** of 21.7% and TBV per share of $10.23
- **Total revenue** up $38 million, or 4%
- **NII** up $46 million, or 7%, given benefit of higher rates and 2% loan growth
  - **Core NII** up $53 million, or 8%
- **Adjusted fee income** down 4% as higher deferred compensation income and other noninterest income was more than offset by reductions in fixed income and mortgage banking
- **Adjusted expense** up $14 million, or 3%, driven by increases in deferred compensation, fraud losses, client rewards, derivative expense and other noninterest expense
- **Provision expense** of $45 million vs. $60 million in 3Q22 reflects the impact of loan growth and revised macroeconomic outlook

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted. [2]Fourth, third, and second quarter 2022 includes 27.5 million shares related to the full impact of Series G convertible securities issued in connection with TD transaction; First quarter 2022 includes 9.8 million shares related to the one month average impact of these shares.

FY22 adjusted financial highlights[1]

PPNR up 11% driven by strength in NII and expense discipline

$s in millions except per share data	FY22	FY21	FY22 Change vs. FY21 $/bps	FY22 Change vs. FY21 %
Net Interest Income (FTE)	$ 2,405	$ 2,006	$ 399	20 %
Fee income	765	1,099	(334)	(30)%
Total revenue (FTE)	3,170	3,105	65	2 %
Expense	1,795	1,883	(88)	(5)%
Pre-provision net revenue	1,362	1,222	140	11 %
Provision for credit losses	95	(310)	405	131 %
Net charge-offs	60	2	58	NM
Reserve build/(release)	35	(312)	347	(111)%
Net income available to common	$ 950	$ 1,140	$ (190)	(17)%
Key performance metrics				
Fee income as a % of total revenue	24.1 %	36.4 %	(1,224)bps	
Efficiency ratio	56.6 %	60.6 %	(400)bps	
ROTCE	17.0 %	19.3 %	(233)bps	
Diluted EPS	$ 1.68	$ 2.07	$ (0.39)	(19)%
Diluted shares[2]	566	551	15	3 %
TBV per share	$ 10.23	$ 11.00	$ (0.77)	(7)%
Effective tax rate	21.5 %	21.8 %	(2,180)bps	

FY22 vs. FY21 Highlights

- **Adjusted EPS** of $1.68 vs. $2.07
  - **Adjusted ROTCE** of 17.0% and TBV per share of $10.23
- **Total revenue** up $65 million, or 2%
- **NII** up $399 million, or 20%, given benefit of higher rates
- **Adjusted fee income** down $334 million, or 30% reflecting the impact of increasing interest rates, macroeconomic uncertainty and volatility
- **Adjusted expense** down $88 million, or 5%, driven by decreases in salaries and employee benefits, incentives and commissions, and deferred compensation partially offset by an increase in other noninterest expense
- **Provision expense** of $95 million vs. $310 million credit in FY21 reflects the impact of revised macroeconomic outlook and loan growth ex. PPP and LMC

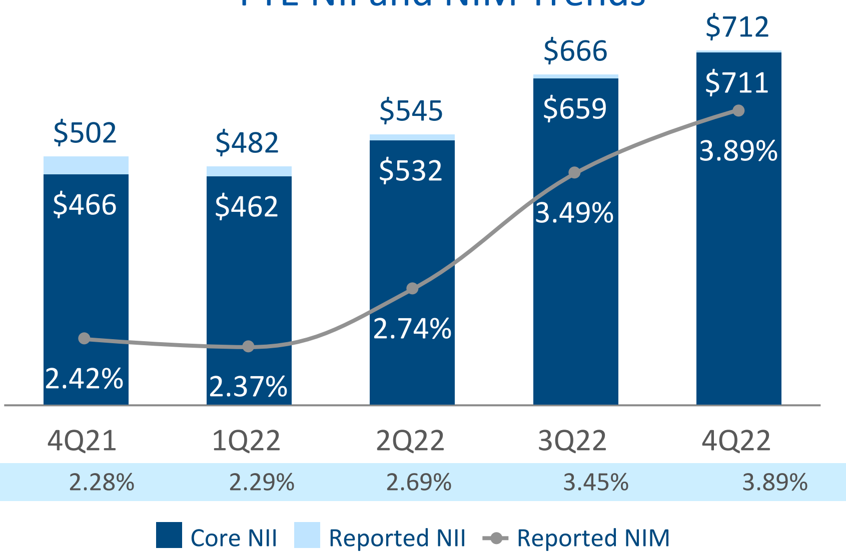
[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted. [2]Fourth, third, and second quarter 2022 includes 27.5 million shares related to the full impact of Series G convertible securities issued in connection with TD transaction; First quarter 2022 includes 9.8 million shares related to the one month average impact of these shares.

NII trends reflect the benefit of rising rates and loan growth [1]

Results reflect 2% loan growth and 4% C&I loan growth ex. PPP and LMC

FTE NII and NIM Trends

($s in millions)



4Q22 vs. 3Q22			
$s in millions		NII	NIM
3Q22 Reported	$	666	3.49 %
PPP coupon income and fees		2	— %
Net merger-related impacts		5	0.03 %
3Q22 Core	$	659	3.45 %
Rates/Spreads		130	0.69 %
All Other Loan Balances		21	0.03 %
LMC Balances		(9)	(0.02)%
Funding Costs		(77)	(0.42)%
Lower Cash/Other		(12)	0.15 %
4Q22 Core	$	711	3.89 %
PPP coupon income and fees		—	— %
Net merger-related impacts		—	— %
4Q22 Reported	$	712	3.89 %

4Q22 vs. 3Q22 Highlights

- **FTE NII** up $46 million, or 7%, and NIM up 41 bps despite a $6 million, or 3 bp, reduction in net merger-related and PPP benefits
- **Core NII** of $711 million up $53 million, or 8%
  - Benefit of higher rates and loan balances partially offset by higher funding costs
- **Core NIM** increased 43 bps to 3.89%
  - Benefit of higher rates, lower cash, and loan growth partially offset by the impact of higher funding costs
  - Period-end cash at the Fed declined from $3.0 billion to $1.2 billion

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.

Adjusted fee income trends impacted by higher rates[1]

Results driven by declines in fixed income & mortgage banking

$s in millions	4Q22	3Q22	2Q22	1Q22	4Q21	4Q22 Change vs. 3Q22 $/bps	4Q22 Change vs. 3Q22 %	4Q22 Change vs. 4Q21 $/bps	4Q22 Change vs. 4Q21 %
Fixed income	$ 35	$ 46	$ 51	$ 73	$ 82	$(11)	(24)%	$(47)	(57)%
Service charges and fees	56	56	57	57	56	—	— %	—	— %
Mortgage banking & title	4	9	22	22	28	(5)	(56)%	(24)	(86)%
Brokerage, trust, and insurance	33	34	36	37	36	(1)	(3)%	(3)	(8)%
Card and digital banking fees	20	21	23	20	19	(1)	(5)%	1	5 %
Deferred compensation income	7	(3)	(17)	(4)	—	10	NM	7	NM
Other noninterest income	20	18	15	18	25	2	11 %	(5)	(20)%
Total fee income	$ 173	$ 181	$ 188	$ 223	$ 246	$(8)	(4)%	$(73)	(30)%
Key Metrics									
Fixed Income									
Average Daily Revenue (ADR)	$ 0.4	$ 0.5	$ 0.6	$ 1.0	$ 1.1	$(0.1)	(23)%	$(0.7)	(64)%
Mortgage banking									
Originations									
Secondary	$ 145	$ 302	$ 467	$ 533	$ 706	$(157)	(52)%	$(561)	(79)%
Portfolio	$ 575	$ 716	$1,120	$ 801	$ 874	$(141)	(20)%	$(299)	(34)%
Total	$ 720	$1,018	$1,587	$1,334	$1,580	$(298)	(29)%	$(860)	(54)%
Gain on sale spread	2.04 %	2.03 %	2.41 %	2.65 %	2.98 %	1 bps		(94)bps	
Mix									
Purchase	89 %	89 %	80 %	61 %	51 %				
Refinance	11 %	11 %	20 %	39 %	49 %				

4Q22 vs. 3Q22 Highlights

- **Adjusted fee income** down $8 million, or 4%, driven by a reduction in fixed income and mortgage banking partially offset by an increase in deferred compensation
- **Fixed income** decreased $11 million reflecting the impact of increasing interest rates, macroeconomic uncertainty and volatility;
  - ADR of $403 thousand; full year of $632 thousand
- **Mortgage banking** fees decreased $5 million largely driven by declines in mortgage sales volume
- **Deferred compensation** up $10 million largely offset in noninterest expense
- **Card and digital banking fees** decreased $1 million largely driven by declines in bank card income
- **Other noninterest income** up $2 million driven by Bank Owned Life Insurance

[1]*Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.*

Adjusted expense up 3% driven by increases in other noninterest expense[1]

Results largely reflect lower salaries and revenue-based incentives and commissions

4Q22 vs. 3Q22 Highlights

$s in millions	4Q22	3Q22	2Q22	1Q22	4Q21	4Q22 Change vs. 3Q22 $/bps	4Q22 Change vs. 3Q22 %	4Q22 Change vs. 4Q21 $/bps	4Q22 Change vs. 4Q21 %
Salaries and benefits	$ 178	$ 185	$ 190	$ 188	$ 189	$ (7)	(4)%	$ (11)	(6)%
Incentives and commissions	70	68	71	92	84	2	3 %	(14)	(17)%
Deferred compensation expense	7	(2)	(18)	(5)	1	9	NM	6	NM
Total personnel	254	251	244	275	274	3	1 %	(20)	(7)%
Occupancy and equipment[2]	71	70	72	72	73	1	1 %	(2)	(3)%
Outside services	64	64	61	59	66	—	— %	(2)	(3)%
Amortization of intangible assets	12	12	12	12	13	—	— %	(1)	(8)%
Other noninterest expense	58	48	50	37	46	10	21 %	12	26 %
Total noninterest expense	$ 458	$ 444	$ 438	$ 455	$ 474	$ 14	3 %	$ (16)	(3)%
Full-time equivalent associates	7,477	7,569	7,627	7,900	7,863	(92)	(1)%	(386)	(5)%

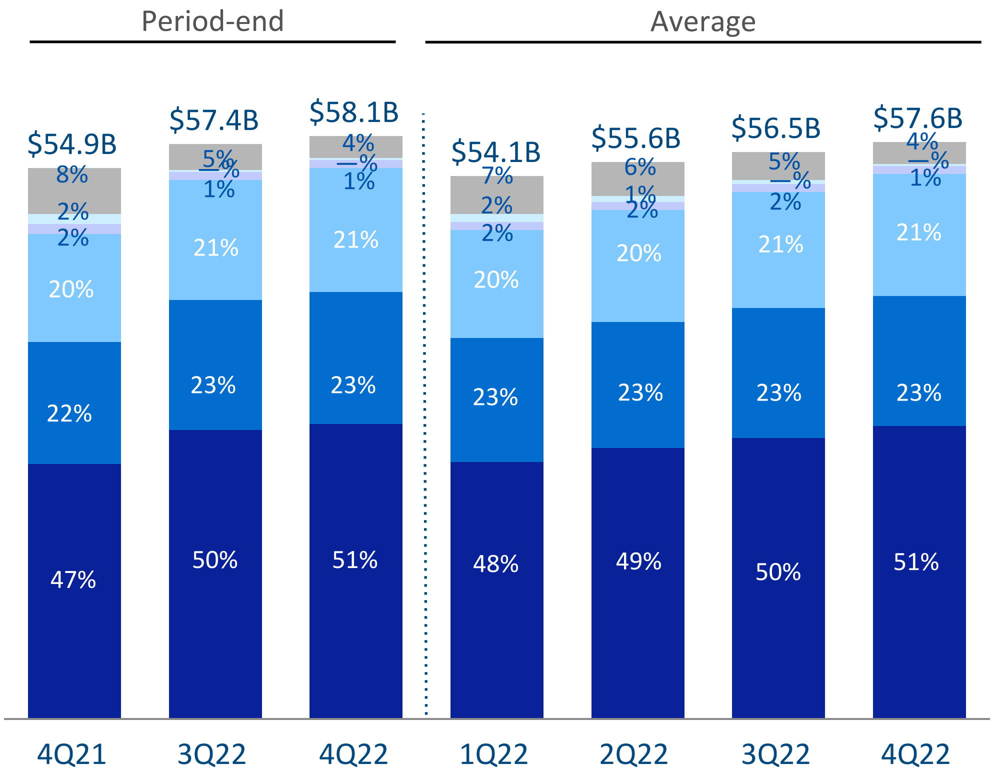
- **Adjusted expense** of $458 million increased $14 million, or 3%, as higher deferred compensation expense and other noninterest expense was partially offset by a reduction in salaries and employee benefits
  - $4 million benefit tied to incremental merger cost saves
- **Personnel expense** up $3 million
  - **Salaries and benefits** decreased $7 million reflecting sale of title business, seasonality and reductions in average headcount
  - **Incentives and commissions** up $2 million
  - **Deferred compensation** expense up $9 million largely offset in noninterest income
- **Outside services** remained relatively stable
- **Other noninterest expense** up $10 million largely tied to customer derivative expense and elevated fraud losses

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted. [2]Occupancy and Equipment expense includes Computer Software Expense.

Total loan growth of 3% ex PPP & LMC[1]

C&I ex PPP & LMC up 4% QoQ

Loan trends



	1Q22	2Q22	3Q22	4Q22
Yields	3.34%	3.57%	4.35%	5.12%
Core yields	3.16%	3.43%	4.26%	5.07%
Avg 1M LIBOR	0.22%	0.99%	2.47%	3.91%

- Commercial and Industrial (C&I) excl. LMC & PPP
- Commercial real estate (CRE)
- Consumer real estate
- Credit card and other
- Payroll Protection Program (PPP)
- Loans to mortgage companies (LMC)

4Q22 vs. 3Q22 Highlights

- Loans of $57.6 billion up $1.0 billion driven by a 1% increase in commercial and a 3% in consumer
  - $1.7 billion, or 3%, increase in loans before the impact of PPP and LMC
  - C&I loan growth ex. PPP & LMC up 4% driven by Asset Based Lending, Florida, Tennessee, and Corporate Banking
  - Total core loan yields expanded 81 bps
- Period-end loans of $58.1 billion up $748 million, or 1%, driven by a $382 million, or 3%, increase in consumer and a $367 million, or 1%, increase in commercial
  - $1.3 billion, or 2%, increase in loans before the impact of PPP and LMC
  - C&I loan growth ex. PPP & LMC up 2% driven by Asset Based Lending, Florida, and Tennessee
  - Unfunded commitments decreased 3% driven primarily by reductions in LMC

Period-end commercial line utilization[2]

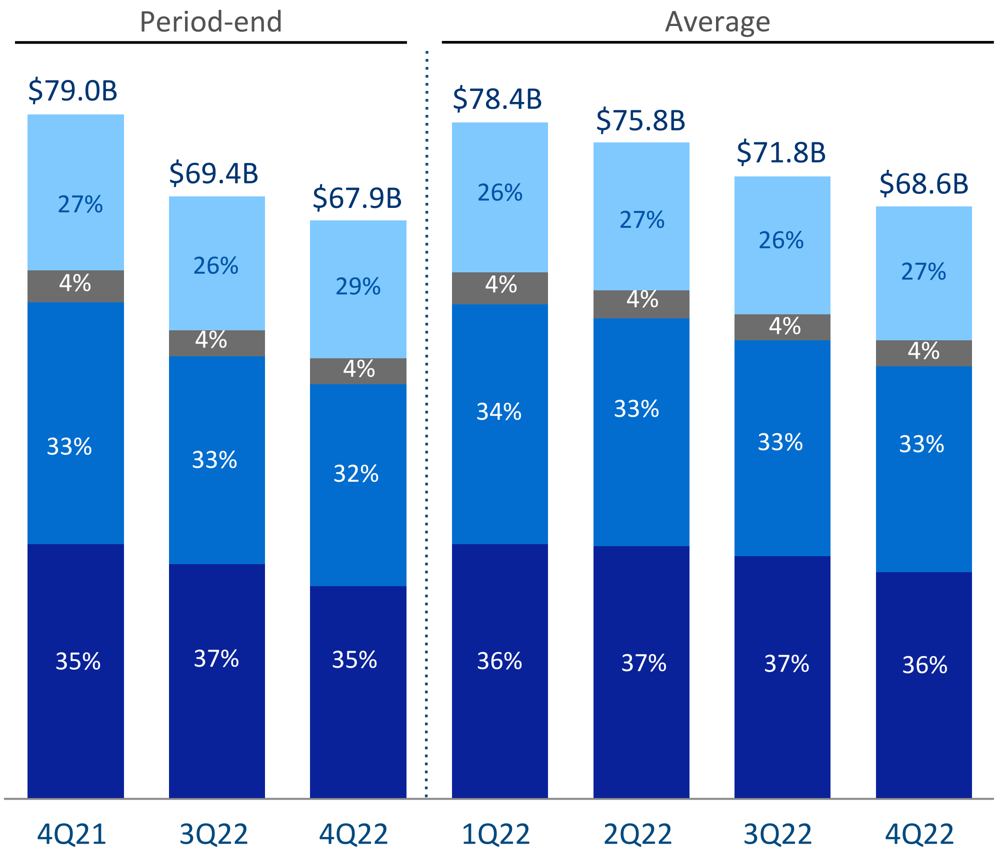
	1Q22	2Q22	3Q22	4Q22
Utilization %	41%	41%	41%	42%

[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted. [2]Utilization rates exclude Loans to Mortgage Companies.

Deposit costs reflect impact of rising rates and increased competition[1]

Interest-bearing deposit betas of 48% in the quarter

Interest-bearing liabilities & DDA trends



	1Q22	2Q22	3Q22	4Q22
Deposit cost of funds	6 bps	10 bps	25 bps	69 bps
Total cost of funds	16 bps	22 bps	39 bps	85 bps
Avg Fed Funds	0.12%	0.77%	2.18%	3.65%

Demand Deposit Accounts (DDA) Savings
Time deposits Other interest-bearing deposits

4Q22 vs. 3Q22 Highlights

- Average deposits of $64.9 billion decreased $3.3 billion, or 5%, driven by a $1.7 billion decrease in DDA and a $1.6 billion decrease in interest-bearing deposits
  - Period-end deposits of $63.5 billion decreased $2.5 billion with a $2.3 billion decrease in DDA and a $0.2 billion decrease in interest-bearing
- Deposit costs of 69 bps increased 44 bps
  - Interest-bearing deposit costs of 112 bps increased 70 bps
- Total funding costs of 85 bps increased 46 bps given higher rates

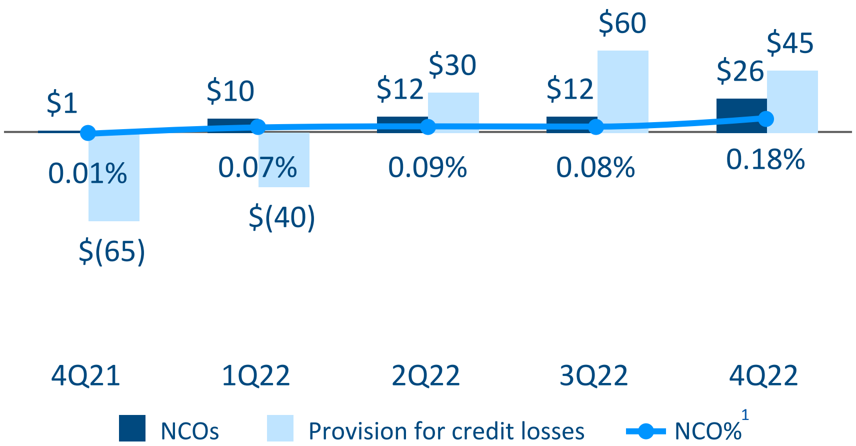
[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.

Continued strong credit quality

Reserve build reflects the impact of loan growth and revised macroeconomic outlook

($s in millions)

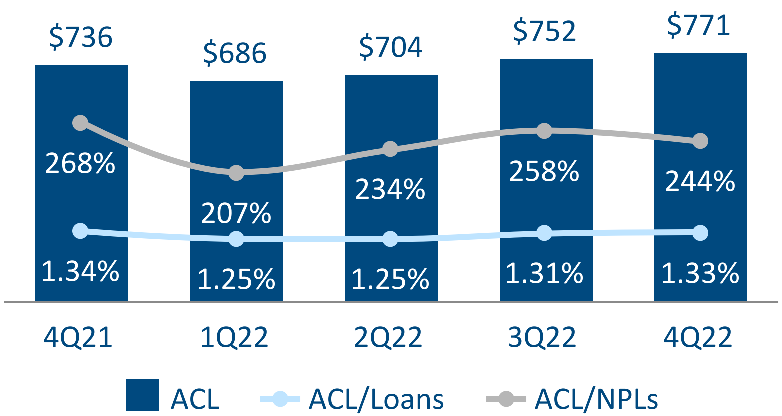
Provision, credit losses, and net charge-offs



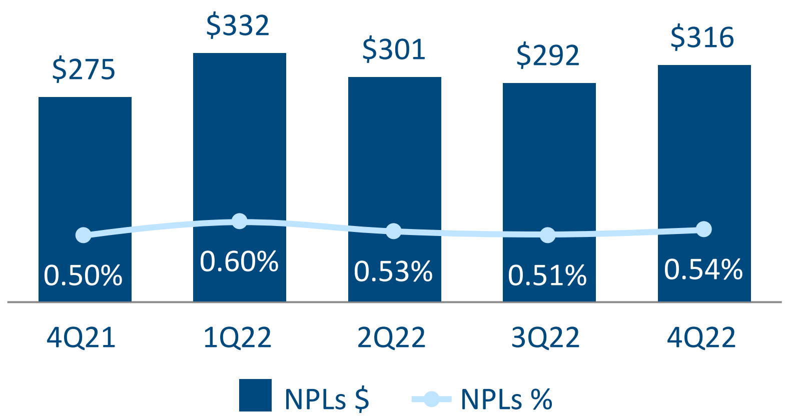
4Q22 vs. 3Q22 Highlights

- Net charge-offs of $26 million increased $14 million
- NPL ratio of 54 bps increased 4 bps
- ACL coverage ratio of 1.33% vs. 1.31%; ACL coverage ex. LMC and PPP of 1.38%
- 244% ACL coverage of NPLs
- Provision expense of $45 million compared with a $60 million in 3Q22
  - ~$19 million reserve build reflects the impact of loan growth and revised macroeconomic outlook
  - 4Q22 provision includes reduction in losses expected from Hurricane Ian

Allowance for credit losses (ACL)



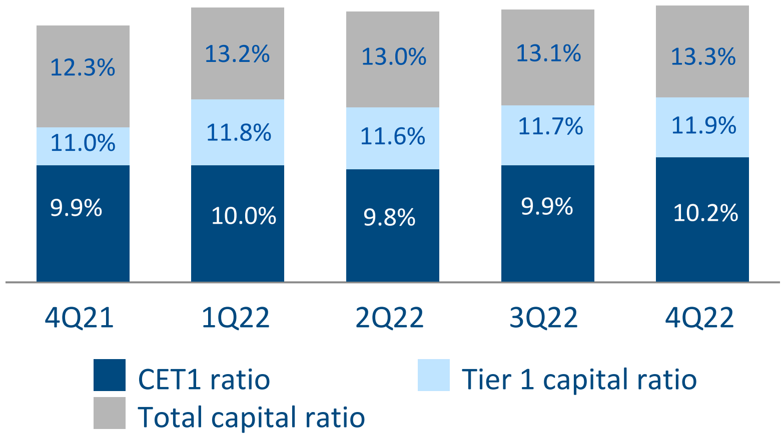
Non-performing loans (NPLs)



[1] *Net charge-off % is annualized and as % of average loans.*

Strong capital position[1]

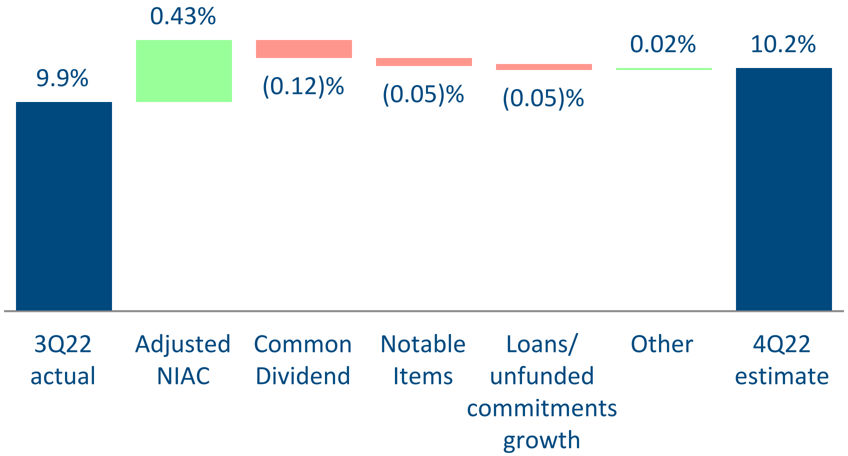
Capital levels



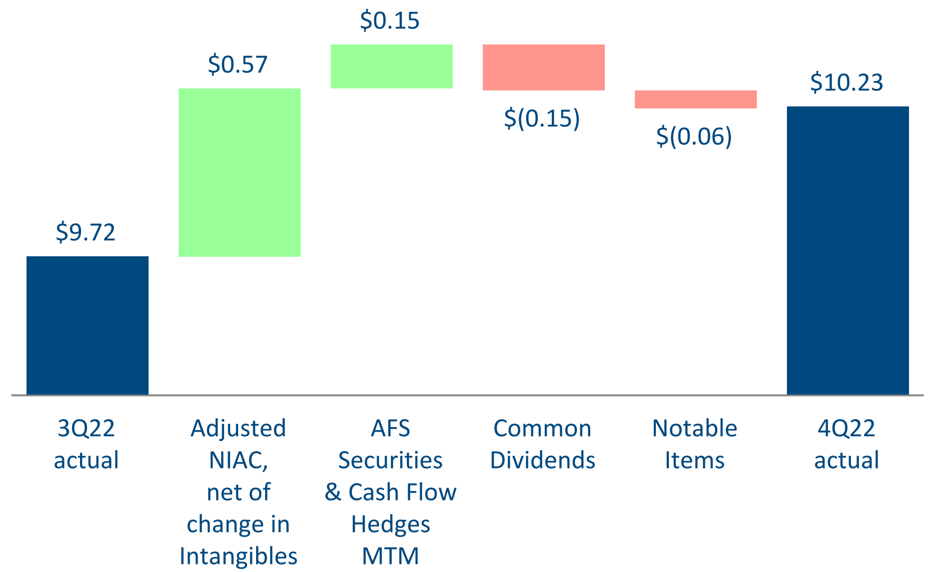
4Q22 vs. 3Q22 Highlights

- TBVPS of $10.23 increased 5% driven by a $0.57 increase tied to adjusted NIAC and a $0.15 increase tied to MTM valuation adjustments on AFS securities and cash flow hedges
- CET1 ratio remained strong at 10.2%
  - The benefit of adjusted NIAC partially offset by a reduction tied to growth in loans and unfunded commitments, and common dividends
- Total capital of 13.3% vs. 13.1% in 3Q22

4Q22 vs. 3Q22 CET1 ratio



Tangible book value per share



[1]Adjusted financial measures, core NII, core NII ex. day count, core NIM, TBV per share, ROTCE, fully taxable equivalent measures, PPNR, and loans and leases, ACL and ratios excluding Loans to Mortgage Companies and/or loans under the federal PPP are Non-GAAP and are reconciled to GAAP measures in the appendix. Throughout this presentation, references to EPS are fully diluted, 4Q22 capital 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 taxable equivalent basis unless otherwise noted.

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/NIM reconciliation to GAAP financials

4Q22 Reported to Core Reconciliation

$s in millions	NII	NIM
4Q22 Reported (FTE)	$ 712	3.89 %
Less: non-core items		
PPP coupon income and fees	—	—
Loan Accretion	7	0.04
IBKC Premium Amortization	(6)	(0.03)
4Q22 Core (FTE)	**$ 711**	**3.89 %**

2Q22 Reported to Core Reconciliation

$s in millions	NII	NIM
2Q22 Reported (FTE)	$ 545	2.74 %
Less: non-core items		
PPP coupon income and fees	7	0.02
Loan Accretion	15	0.08
IBKC Premium Amortization	(8)	(0.04)
2Q22 Core (FTE)	**$ 532**	**2.69 %**

4Q21 Reported to Core Reconciliation

$s in 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 %**

3Q22 Reported to Core Reconciliation

$s in millions	NII	NIM
3Q22 Reported (FTE)	$ 666	3.49 %
Less: non-core items		
PPP coupon income and fees	2	—
Loan Accretion	12	0.07
IBKC Premium Amortization	(7)	(0.04)
3Q22 Core (FTE)	**$ 659**	**3.45 %**

1Q22 Reported to Core Reconciliation

$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 %**

Notable Items

($s in millions except per share data)

(In millions)	**4Q22**	3Q22	2Q22	1Q22	4Q21	**2022**	2021
Summary of Notable Items:							
Purchase accounting gain*	**$ —**	$ —	$ —	$ —	$ —	**$ —**	$ (1)
Gain/(loss) on TRUPS redemption (other noninterest income)	**—**	—	—	—	(3)	**—**	(26)
IBKC Branch sale gain (other noninterest income)	**—**	—	—	—	4	**1**	5
Gain on sale of title services business	**1**	21	—	—	—	**22**	—
Gain related to equity securities investments	**—**	10	—	6	—	**16**	—
Gain on sale of mortgage servicing rights	**—**	—	12	—	—	**12**	—
IBKC merger/acquisition expense	**(4)**	(3)	(13)	(28)	(38)	**(49)**	(187)
TD transaction-related expense	**(31)**	(21)	(25)	(9)	—	**(87)**	—
Other notable expenses**	**(10)**	—	(12)	—	(16)	**(22)**	(26)
Total notable items	**(45)**	7	(38)	(32)	(54)	**(107)**	235
EPS impact of notable items	**$ (0.06)**	$ 0.01	$ (0.05)	$ (0.04)	$ (0.08)	**$ (0.15)**	$ (0.32)

*Purchase accounting gain is nontaxable income.** 4Q22 and 2Q22 includes $10 million and $12 million, respectively of Visa derivative valuation expense; 4Q21 includes $10 million of Visa derivative valuation expense and $6 million of deferred compensation expense.

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.

CONSOLIDATED NON-GAAP TO GAAP RECONCILIATION

Quarterly, Unaudited

($s in millions, except per share data)	**4Q22**	3Q22	2Q22	1Q22	4Q21	**2022**	2021
Tangible Common Equity (Non-GAAP)							
(A) Total equity (GAAP)	**$ 8,547**	$ 8,283	$ 8,551	$ 8,696	$ 8,494	**$ 8,547**	$ 8,494
Less: Noncontrolling interest (a)	**295**	295	295	295	295	**295**	295
Less: Preferred stock (a)	**1,014**	1,014	1,014	1,014	520	**1,014**	520
(B) Total common equity	**$ 7,238**	$ 6,974	$ 7,242	$ 7,387	$ 7,679	**$ 7,238**	$ 7,679
Less: Intangible assets (GAAP) (b)	**1,744**	1,757	1,782	1,795	1,808	**1,744**	1,808
(C) Tangible common equity (Non-GAAP)	**$ 5,494**	$ 5,217	$ 5,459	$ 5,592	$ 5,871	**$ 5,494**	$ 5,871
Tangible Assets (Non-GAAP)							
(D) Total assets (GAAP)	**$ 78,953**	$ 80,299	$ 85,132	$ 88,660	$ 89,092	**$ 78,953**	$ 89,092
Less: Intangible assets (GAAP) (b)	**1,744**	1,757	1,782	1,795	1,808	**1,744**	1,808
(E) Tangible assets (Non-GAAP)	**$ 77,209**	$ 78,542	$ 83,350	$ 86,865	$ 87,284	**$ 77,209**	$ 87,284
Period-end Shares Outstanding							
(F) Period-end shares outstanding	**537**	537	536	535	534	**537**	534
Ratios							
(A)/(D) Total equity to total assets (GAAP)	**10.83 %**	10.32 %	10.04 %	9.81 %	9.53 %	**10.83 %**	9.53 %
(C)/(E) Tangible common equity to tangible assets ("TCE/TA") (Non-GAAP)	**7.12 %**	6.64 %	6.55 %	6.44 %	6.73 %	**7.12 %**	6.73 %
(B)/(F) Book value per common share (GAAP)	**$ 13.48**	$ 12.99	$ 13.50	$ 13.82	$ 14.39	**$ 13.48**	$ 14.39
(C)/(F) Tangible book value per common share (Non-GAAP)	**$ 10.23**	$ 9.72	$ 10.18	$ 10.46	$ 11.00	**$ 10.23**	$ 11.00

(a) Included in Total equity on the Consolidated Balance Sheet. (b) Includes goodwill and other intangible assets, net of amortization. Numbers may not foot due to rounding.

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.

CONSOLIDATED NON-GAAP TO GAAP RECONCILIATION

Quarterly, Unaudited

($s in millions, except per share data)		**4Q22**	3Q22	2Q22	1Q22	4Q21	**2022**	2021
Adjusted Diluted EPS								
Net income available to common shareholders ("NIAC") (GAAP)	a	**$ 258**	$ 257	$ 166	$ 187	$ 219	**$ 868**	$ 962
Plus Tax effected notable items (Non-GAAP) (a)		**34**	(5)	29	24	41	**82**	179
Adjusted net income available to common shareholders (Non-GAAP)	b	**$ 293**	$ 252	$ 195	$ 211	$ 260	**$ 950**	$ 1,140
Diluted Shares (GAAP)[8]	c	**572**	570	569	550	542	**566**	551
Diluted EPS (GAAP)	a/c	**$ 0.45**	$ 0.45	$ 0.29	$ 0.34	$ 0.40	**$ 1.53**	$ 1.74
Adjusted diluted EPS (Non-GAAP)	b/c	**$ 0.51**	$ 0.44	$ 0.34	$ 0.38	$ 0.48	**$ 1.68**	$ 2.07
Adjusted Net Income ("NI") and Adjusted Return on Assets ("ROA")								
Net Income ("NI") (GAAP)		**$ 270**	$ 268	$ 177	$ 198	$ 229	**$ 912**	$ 1,010
Plus Tax effected notable items (Non-GAAP) (a)		**34**	(5)	29	24	41	**82**	179
Adjusted NI (Non-GAAP)		**$ 304**	$ 263	$ 206	$ 223	$ 270	**$ 994**	$ 1,189
NI (annualized) (GAAP)	d	**$ 1,070**	$ 1,063	$ 709	$ 801	$ 910	**$ 912**	$ 1,010
Adjusted NI (annualized) (Non-GAAP)	e	**$ 1,206**	$ 1,045	$ 823	$ 900	$ 1,074	**$ 994**	$ 1,189
Average assets (GAAP)	f	**$ 79,521**	$ 82,551	$ 86,326	$ 88,587	$ 89,025	**$ 84,217**	$ 87,609
ROA (GAAP)	d/f	**1.35 %**	1.29 %	0.82 %	0.90 %	1.02 %	**1.08 %**	1.15 %
Adjusted ROA (Non-GAAP)	e/f	**1.52 %**	1.27 %	0.95 %	1.02 %	1.21 %	**1.18 %**	1.36 %
Return on Average Common Equity ("ROCE")/ Return on Average Tangible Common Equity ("ROTCE")/ Adjusted ROTCE								
Net income available to common shareholders ("NIAC") (GAAP)	g	**$ 1,025**	$ 1,020	$ 666	$ 756	$ 868	**$ 868**	$ 962
Adjusted Net income available to common shareholders (annualized) (Non-GAAP)	h	**$ 1,161**	$ 1,001	$ 781	$ 855	$ 1,032	**$ 950**	$ 1,140
Average Common Equity (GAAP)	i	**$ 7,106**	$ 7,360	$ 7,305	$ 7,628	$ 7,710	**$ 7,348**	$ 7,677
Intangible Assets (GAAP) (b)		**1,750**	1,767	1,789	1,802	1,815	**1,777**	1,836
Average Tangible Common Equity (Non-GAAP)	j	**$ 5,356**	$ 5,593	$ 5,516	$ 5,826	$ 5,895	**$ 5,571**	$ 5,841
Equity Adjustment (Non-GAAP)		**—**	—	—	—	—	**32**	71
Adjusted Average Tangible Common Equity (Non-GAAP)	k	**$ 5,356**	$ 5,593	$ 5,516	$ 5,826	$ 5,895	**$ 5,603**	$ 5,912
ROCE (GAAP)	g/i	**14.42 %**	13.85 %	9.12 %	9.92 %	11.26 %	**11.81 %**	12.53 %
ROTCE (Non-GAAP)	g/j	**19.14 %**	18.23 %	12.07 %	12.98 %	14.72 %	**15.58 %**	16.46 %
Adjusted ROTCE (Non-GAAP)	h/k	**21.68 %**	17.89 %	14.15 %	14.68 %	17.51 %	**16.96 %**	19.29 %

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.

CONSOLIDATED NON-GAAP TO GAAP RECONCILIATION

Quarterly, Unaudited

(In millions)		**4Q22**	3Q22	2Q22	1Q22	4Q21	**2022**	2021
Adjusted Noninterest Income as a % of Total Revenue								
Noninterest income (GAAP)	k	**$ 174**	$ 213	$ 201	$ 229	$ 247	**$ 816**	$ 1,076
Plus notable items (GAAP) (a)		**(1)**	(32)	(13)	(6)	—	**(51)**	23
Adjusted noninterest income (Non-GAAP)	l	**$ 173**	$ 181	$ 188	$ 222	$ 246	**$ 765**	$ 1,099
Revenue (GAAP)	m	**$ 882**	$ 875	$ 743	$ 707	$ 745	**$ 3,208**	$ 3,070
Taxable-equivalent adjustment		**4**	4	3	3	3	**13**	12
Revenue- Taxable-equivalent (Non-GAAP)		**886**	878	746	710	748	**3,221**	3,082
Plus notable items (GAAP) (a)		**(1)**	(32)	(13)	(6)	—	**(51)**	23
Adjusted revenue (Non-GAAP)	n	**$ 885**	$ 847	$ 733	$ 704	$ 748	**$ 3,170**	$ 3,105
Noninterest income as a % of total revenue (GAAP)	k/m	**19.68 %**	24.30 %	27.06 %	32.31 %	33.10 %	**25.44 %**	35.04 %
Adjusted noninterest income as a % of total revenue (Non-GAAP)	l/n	**19.55 %**	21.37 %	25.68 %	31.63 %	32.95 %	**24.14 %**	36.38 %
Adjusted Efficiency Ratio								
Noninterest expense (GAAP)	o	**$ 503**	$ 468	$ 489	$ 493	$ 528	**$ 1,953**	$ 2,095
Plus notable items (GAAP) (a)		**(46)**	(25)	(50)	(37)	(54)	**(158)**	(212)
Adjusted noninterest expense (Non-GAAP)	p	**$ 458**	$ 444	$ 438	$ 455	$ 474	**$ 1,795**	$ 1,883
Revenue (GAAP)	q	**$ 882**	$ 875	$ 743	$ 707	$ 745	**$ 3,208**	$ 3,070
Taxable-equivalent adjustment		**4**	4	3	3	3	**13**	12
Revenue- Taxable-equivalent (Non-GAAP)		**886**	878	746	710	748	**3,221**	3,082
Plus notable items (GAAP) (a)		**(1)**	(32)	(13)	(6)	—	**(51)**	23
Adjusted revenue (Non-GAAP)	r	**$ 885**	$ 847	$ 733	$ 704	$ 748	**$ 3,170**	$ 3,105
Efficiency ratio (GAAP)	o/q	**57.07 %**	53.56 %	65.76 %	69.66 %	70.88 %	**60.90 %**	68.25 %
Adjusted efficiency ratio (Non-GAAP)	p/r	**51.70 %**	52.42 %	59.79 %	64.64 %	63.31 %	**56.64 %**	60.64 %

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.

	Period-end				Average			
($s in millions)	4Q22	3Q22	4Q22 vs. 3Q22		4Q22	3Q22	4Q22 vs. 3Q22	
Loans excluding LMC & PPP			$	%			$	%
Total Loans (GAAP)	$ 58,101	$ 57,354	$ 747	1 %	$ 57,564	$ 56,543	$ 1,021	2 %
PPP (GAAP)	76	129	(53)	(41)%	121	204	(83)	(41)%
LMC (GAAP)	2,258	2,710	(452)	(17)%	2,299	2,917	(617)	(21)%
Total Loans excl. LMC & PPP (Non-GAAP)	55,767	54,514	1,253	2 %	55,144	53,422	1,722	3 %
Total Consumer (GAAP)	13,093	12,712	381	3 %	12,907	12,496	411	3 %
Total Commercial excl. LMC & PPP (Non-GAAP)	42,674	41,802	872	2 %	42,237	40,926	1,311	3 %
Total CRE (GAAP)	13,228	13,021	207	2 %	13,095	12,926	169	1 %
Total C&I excl. LMC & PPP (Non-GAAP)	$ 29,446	$ 28,781	$ 665	2 %	$ 29,142	$ 28,000	$ 1,142	4 %
Loans excluding PPP								
Total Loans (GAAP)	$ 58,101	$ 57,354	$ 747	1 %	$ 57,564	$ 56,543	$ 1,021	2 %
PPP (GAAP)	76	129	(53)	(41)%	121	204	(83)	(41)%
Total Loans excl. PPP (Non-GAAP)	58,025	57,224	801	1 %	57,443	56,339	1,104	2 %
Total Consumer (GAAP)	13,093	12,712	381	3 %	12,907	12,496	411	3 %
Total Commercial excl. PPP (Non-GAAP)	$ 44,932	$ 44,512	$ 419	1 %	$ 44,536	$ 43,843	$ 693	2 %

Allowance for Credit Losses (ACL) to Loans Ratio

$s in millions	Loan Balance	ACL Balance	ACL/Loans
Total Loans	$ 58,101	**$ 771**	**1.3 %**
Loans to Mortgage Companies (LMC)	2,258	2	0.1
PPP	76		—
Total excl. LMC & PPP	**$ 55,767**	**$ 770**	**1.4 %**