

Regions Financial Corporation and Subsidiaries
Financial Supplement
Fourth Quarter 2014

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Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Consolidated Balance Sheets (unaudited)

| (\$ amounts in millions) | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,601 | \$ | 1,770 | \$ | 2,094 | \$ | 2,072 | \$ | 1,661 |
| Interest-bearing deposits in other banks |  | 2,303 |  | 2,993 |  | 2,705 |  | 3,114 |  | 3,612 |
| Federal funds sold and securities purchased under agreements to resell |  | 100 |  | 20 |  | 20 |  | 10 |  | - |
| Trading account securities |  | 106 |  | 103 |  | 100 |  | 117 |  | 111 |
| Securities held to maturity |  | 2,175 |  | 2,222 |  | 2,275 |  | 2,317 |  | 2,353 |
| Securities available for sale |  | 22,580 |  | 22,379 |  | 21,963 |  | 21,615 |  | 21,485 |
| Loans held for sale |  | 541 |  | 504 |  | 514 |  | 395 |  | 1,055 |
| Loans, net of unearned income |  | 77,307 |  | 76,607 |  | 76,513 |  | 75,680 |  | 74,609 |
| Allowance for loan losses |  | $(1,103)$ |  | $(1,178)$ |  | $(1,229)$ |  | $(1,261)$ |  | $(1,341)$ |
| Net loans |  | 76,204 |  | 75,429 |  | 75,284 |  | 74,419 |  | 73,268 |
| Other interest-earning assets |  | 67 |  | 91 |  | 65 |  | 86 |  | 86 |
| Premises and equipment, net |  | 2,193 |  | 2,192 |  | 2,194 |  | 2,194 |  | 2,216 |
| Interest receivable |  | 310 |  | 310 |  | 308 |  | 316 |  | 313 |
| Goodwill |  | 4,816 |  | 4,816 |  | 4,816 |  | 4,816 |  | 4,816 |
| Residential mortgage servicing rights at fair value (MSRs) |  | 257 |  | 277 |  | 276 |  | 288 |  | 297 |
| Other identifiable intangible assets |  | 275 |  | 287 |  | 281 |  | 294 |  | 295 |
| Other assets |  | 6,151 |  | 5,833 |  | 5,824 |  | 5,880 |  | 5,828 |
| Total assets | \$ | 119,679 | \$ | 119,226 | \$ | 118,719 | \$ | 117,933 | \$ | 117,396 |
| Liabilities and stockholders' equity: |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing | \$ | 31,747 | \$ | 31,388 | \$ | 31,277 | \$ | 31,154 | \$ | 30,083 |
| Interest-bearing |  | 62,453 |  | 62,742 |  | 62,545 |  | 62,239 |  | 62,370 |
| Total deposits |  | 94,200 |  | 94,130 |  | 93,822 |  | 93,393 |  | 92,453 |
| Borrowed funds: |  |  |  |  |  |  |  |  |  |  |
| Short-term borrowings: |  |  |  |  |  |  |  |  |  |  |
| Federal funds purchased and securities sold under agreements to repurchase |  | 1,753 |  | 1,893 |  | 1,818 |  | 1,981 |  | 2,182 |
| Other short-term borrowings |  | 500 |  | - |  | - |  | - |  | - |
| Total short-term borrowings |  | 2,253 |  | 1,893 |  | 1,818 |  | 1,981 |  | 2,182 |
| Long-term borrowings |  | 3,462 |  | 3,813 |  | 3,824 |  | 4,226 |  | 4,830 |
| Total borrowed funds |  | 5,715 |  | 5,706 |  | 5,642 |  | 6,207 |  | 7,012 |
| Other liabilities |  | 2,775 |  | 2,230 |  | 2,226 |  | 2,201 |  | 2,163 |
| Total liabilities |  | 102,690 |  | 102,066 |  | 101,690 |  | 101,801 |  | 101,628 |
| Stockholders' equity: |  |  |  |  |  |  |  |  |  |  |
| Preferred stock, non-cumulative perpetual |  | 884 |  | 900 |  | 920 |  | 442 |  | 450 |
| Common stock |  | 14 |  | 14 |  | 14 |  | 14 |  | 14 |
| Additional paid-in capital |  | 18,767 |  | 19,069 |  | 19,121 |  | 19,179 |  | 19,216 |
| Retained earnings (deficit) |  | $(1,061)$ |  | $(1,272)$ |  | $(1,597)$ |  | $(1,897)$ |  | $(2,216)$ |
| Treasury stock, at cost |  | $(1,377)$ |  | $(1,377)$ |  | $(1,377)$ |  | $(1,377)$ |  | $(1,377)$ |
| Accumulated other comprehensive income (loss), net |  | (238) |  | (174) |  | (52) |  | (229) |  | (319) |
| Total stockholders' equity |  | 16,989 |  | 17,160 |  | 17,029 |  | 16,132 |  | 15,768 |
| Total liabilities and stockholders' equity | \$ | 119,679 | \$ | 119,226 | \$ | 118,719 | \$ | 117,933 | \$ | 117,396 |

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Consolidated Statements of Income (unaudited)

| (\$ amounts in millions, except per share data) | Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Interest income on: |  |  |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 736 | \$ | 736 | \$ | 737 | \$ | 732 | \$ | 758 |
| Securities-taxable |  | 151 |  | 154 |  | 156 |  | 154 |  | 151 |
| Loans held for sale |  | 5 |  | 5 |  | 4 |  | 8 |  | 6 |
| Trading account securities |  | 1 |  | - |  | - |  | 2 |  | 1 |
| Other interest-earning assets |  | 1 |  | 2 |  | 2 |  | 2 |  | 1 |
| Total interest income |  | 894 |  | 897 |  | 899 |  | 898 |  | 917 |
| Interest expense on: |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 27 |  | 26 |  | 25 |  | 27 |  | 29 |
| Short-term borrowings |  | 1 |  | - |  | 1 |  | - |  | - |
| Long-term borrowings |  | 46 |  | 50 |  | 51 |  | 55 |  | 56 |
| Total interest expense |  | 74 |  | 76 |  | 77 |  | 82 |  | 85 |
| Net interest income |  | 820 |  | 821 |  | 822 |  | 816 |  | 832 |
| Provision for loan losses |  | 8 |  | 24 |  | 35 |  | 2 |  | 79 |
| Net interest income after provision for loan losses |  | 812 |  | 797 |  | 787 |  | 814 |  | 753 |
| Non-interest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 167 |  | 181 |  | 174 |  | 173 |  | 185 |
| Card and ATM fees |  | 86 |  | 85 |  | 84 |  | 79 |  | 80 |
| Mortgage income |  | 27 |  | 39 |  | 43 |  | 40 |  | 43 |
| Securities gains, net |  | 12 |  | 7 |  | 6 |  | 2 |  | - |
| Other |  | 156 |  | 166 |  | 150 |  | 144 |  | 218 |
| Total non-interest income |  | 448 |  | 478 |  | 457 |  | 438 |  | 526 |
| Non-interest expense: |  |  |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 456 |  | 456 |  | 443 |  | 455 |  | 464 |
| Net occupancy expense |  | 93 |  | 92 |  | 90 |  | 93 |  | 91 |
| Furniture and equipment expense |  | 74 |  | 73 |  | 70 |  | 70 |  | 71 |
| Other |  | 346 |  | 205 |  | 217 |  | 199 |  | 320 |
| Total non-interest expense |  | 969 |  | 826 |  | 820 |  | 817 |  | 946 |
| Income from continuing operations before income taxes |  | 291 |  | 449 |  | 424 |  | 435 |  | 333 |
| Income tax expense |  | 77 |  | 127 |  | 125 |  | 128 |  | 92 |
| Income from continuing operations |  | 214 |  | 322 |  | 299 |  | 307 |  | 241 |
| Discontinued operations: |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from discontinued operations before income taxes |  | (5) |  | 5 |  | 2 |  | 19 |  | (25) |
| Income tax expense (benefit) |  | (2) |  | 2 |  | 1 |  | 7 |  | (11) |
| Income (loss) from discontinued operations, net of tax |  | (3) |  | 3 |  | 1 |  | 12 |  | (14) |
| Net income | \$ | 211 | \$ | 325 | \$ | 300 | \$ | 319 | \$ | 227 |
| Net income from continuing operations available to common shareholders | \$ | 198 | \$ | 302 | \$ | 291 | \$ | 299 | \$ | 233 |
| Net income available to common shareholders | \$ | 195 | \$ | 305 | \$ | 292 | \$ | 311 | \$ | 219 |
| Weighted-average shares outstanding-during quarter: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 1,365 |  | 1,378 |  | 1,378 |  | 1,378 |  | 1,378 |
| Diluted |  | 1,377 |  | 1,389 |  | 1,390 |  | 1,390 |  | 1,395 |
| Actual shares outstanding-end of quarter |  | 1,354 |  | 1,379 |  | 1,378 |  | 1,378 |  | 1,378 |
| Earnings per common share from continuing operations: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.14 | \$ | 0.22 | \$ | 0.21 | \$ | 0.22 | \$ | 0.17 |
| Diluted | \$ | 0.14 | \$ | 0.22 | \$ | 0.21 | \$ | 0.21 | \$ | 0.17 |
| Earnings per common share: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.14 | \$ | 0.22 | \$ | 0.21 | \$ | 0.23 | \$ | 0.16 |
| Diluted | \$ | 0.14 | \$ | 0.22 | \$ | 0.21 | \$ | 0.22 | \$ | 0.16 |
| Cash dividends declared per common share | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 0.03 | \$ | 0.03 |
| Taxable-equivalent net interest income from continuing operations | \$ | 837 | \$ | 837 | \$ | 837 | \$ | 831 | \$ | 846 |

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## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Consolidated Statements of Income (Continued) (unaudited)

| (\$ amounts in millions, except per share data) | Year Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Interest income on: |  |  |  |  |
| Loans, including fees | \$ | 2,941 | \$ | 3,005 |
| Securities-taxable |  | 615 |  | 603 |
| Loans held for sale |  | 22 |  | 29 |
| Trading account securities |  | 3 |  | 3 |
| Other interest-earning assets |  | 7 |  | 6 |
| Total interest income |  | 3,588 |  | 3,646 |
| Interest expense on: |  |  |  |  |
| Deposits |  | 105 |  | 135 |
| Short-term borrowings |  | 2 |  | 2 |
| Long-term borrowings |  | 202 |  | 247 |
| Total interest expense |  | 309 |  | 384 |
| Net interest income |  | 3,279 |  | 3,262 |
| Provision for loan losses |  | 69 |  | 138 |
| Net interest income after provision for loan losses |  | 3,210 |  | 3,124 |
| Non-interest income: |  |  |  |  |
| Service charges on deposit accounts |  | 695 |  | 734 |
| Card and ATM fees |  | 334 |  | 319 |
| Mortgage income |  | 149 |  | 236 |
| Securities gains, net |  | 27 |  | 26 |
| Other |  | 616 |  | 704 |
| Total non-interest income |  | 1,821 |  | 2,019 |
| Non-interest expense: |  |  |  |  |
| Salaries and employee benefits |  | 1,810 |  | 1,818 |
| Net occupancy expense |  | 368 |  | 365 |
| Furniture and equipment expense |  | 287 |  | 280 |
| Other |  | 967 |  | 1,093 |
| Total non-interest expense |  | 3,432 |  | 3,556 |
| Income from continuing operations before income taxes |  | 1,599 |  | 1,587 |
| Income tax expense |  | 457 |  | 452 |
| Income from continuing operations |  | 1,142 |  | 1,135 |
| Discontinued operations: |  |  |  |  |
| Income (loss) from discontinued operations before income taxes |  | 21 |  | (24) |
| Income tax expense (benefit) |  | 8 |  | (11) |
| Income (loss) from discontinued operations, net of tax |  | 13 |  | (13) |
| Net income | \$ | 1,155 | \$ | 1,122 |
| Net income from continuing operations available to common shareholders | \$ | 1,090 | \$ | 1,103 |
| Net income available to common shareholders | \$ | 1,103 | \$ | 1,090 |
| Weighted-average shares outstanding - during year: |  |  |  |  |
| Basic |  | 1,375 |  | 1,395 |
| Diluted |  | 1,387 |  | 1,410 |
| Actual shares outstanding-end of period |  | 1,354 |  | 1,378 |
| Earnings per common share from continuing operations: |  |  |  |  |
| Basic | \$ | 0.79 | \$ | 0.79 |
| Diluted | \$ | 0.79 | \$ | 0.78 |
| Earnings per common share: |  |  |  |  |
| Basic | \$ | 0.80 | \$ | 0.78 |
| Diluted | \$ | 0.80 | \$ | 0.77 |
| Cash dividends declared per common share | \$ | 0.18 | \$ | 0.10 |
| Taxable-equivalent net interest income from continuing operations | \$ | 3,342 | \$ | 3,316 |

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Selected Ratios and Other Information

|  | As of and for Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 | 9/30/2014 | 6/30/2014 | 3/31/2014 | 12/31/2013 |
| Return on average assets from continuing operations* | 0.66\% | 1.01\% | 0.99\% | 1.03\% | 0.79\% |
| Return on average tangible common stockholders' equity (non-GAAP)* ${ }^{(1)}$ | 6.78\% | 10.78\% | 10.68\% | 11.84\% | 8.58\% |
| Adjusted efficiency ratio from continuing operations (non-GAAP) ${ }^{(1)}$ | 67.5\% | 63.6\% | 64.2\% | 66.9\% | 66.3\% |
| Common book value per share | \$ 11.89 | \$ 11.79 | \$ 11.69 | \$ 11.38 | \$ 11.12 |
| Tangible common book value per share (non-GAAP) ${ }^{(1)}$ | \$ 8.26 | \$ 8.23 | \$ 8.12 | \$ 7.81 | \$ 7.54 |
| Tangible common stockholders' equity to tangible assets (non-GAAP) ${ }^{(1)}$ | 9.75\% | 9.92\% | 9.84\% | 9.53\% | 9.24\% |
| Tier 1 common equity risk-based ratio (non-GAAP) ${ }^{(1)(2)}$ | 11.6\% | 11.8\% | 11.6\% | 11.4\% | 11.2\% |
| Basel III common equity Tier 1 ratio (non-GAAP) ${ }^{(1)(2)}$ | 11.1\% | 11.2\% | 11.0\% | 10.8\% | 10.6\% |
| Tier 1 capital ratio ${ }^{(2)}$ | 12.5\% | 12.7\% | 12.5\% | 11.8\% | 11.7\% |
| Total risk-based capital ratio ${ }^{(2)}$ | 15.2\% | 15.5\% | 15.3\% | 14.9\% | 14.7\% |
| Leverage ratio ${ }^{(2)}$ | 10.9\% | 11.0\% | 10.8\% | 10.2\% | 10.0\% |
| Allowance for loan losses as a percentage of loans, net of unearned income | 1.43\% | 1.54\% | 1.61\% | 1.67\% | 1.80\% |
| Allowance for loan losses to non-performing loans, excluding loans held for sale | 1.33x | 1.41 x | 1.37 x | 1.18 x | 1.24 x |
| Net interest margin (FTE) from continuing operations* | 3.17\% | 3.18\% | 3.24\% | 3.26\% | 3.26\% |
| Loans, net of unearned income, to total deposits | 82.1\% | 81.4\% | 81.6\% | 81.0\% | 80.7\% |
| Net charge-offs as a percentage of average loans* | 0.42\% | 0.39\% | 0.35\% | 0.44\% | 1.46\% |
| Adjusted net charge-offs as a percentage of average loans (non-GAAP)* ${ }^{(1)}$ | 0.42\% | 0.39\% | 0.35\% | 0.44\% | 0.67\% |
| Non-accrual loans, excluding loans held for sale, as a percentage of loans | 1.07\% | 1.09\% | 1.17\% | 1.41\% | 1.45\% |
| Non-performing assets (excluding loans 90 days past due) as a percentage of loans, foreclosed properties and nonperforming loans held for sale | 1.28\% | 1.30\% | 1.37\% | 1.63\% | 1.74\% |
| Non-performing assets (including loans 90 days past due) as a percentage of loans, foreclosed properties and nonperforming loans held for sale | 1.57\% | 1.61\% | 1.69\% | 1.97\% | 2.08\% |
| Associate headcount ${ }^{(4)}$ | 23,723 | 23,599 | 23,416 | 23,687 | 24,255 |
| ATMs | 1,997 | 1,995 | 1,990 | 2,002 | 2,029 |
|  |  |  |  |  |  |
| Branch Statistics |  |  |  |  |  |
| Full service | 1,584 | 1,589 | 1,592 | 1,592 | 1,624 |
| Drive-thru/transaction service only | 82 | 82 | 81 | 81 | 81 |
| Total branch outlets | 1,666 | 1,671 | 1,673 | 1,673 | 1,705 |

[^0]Regions Financial Corporation and Subsidiaries

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## Consolidated Average Daily Balances and Yield/Rate Analysis from Continuing Operations

|  |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |

[^1]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Consolidated Average Daily Balances and Yield/Rate Analysis from Continuing Operations (Continued)

| (\$ amounts in millions; yields on taxable-equivalent basis) | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/2014 |  |  |  |  | 3/31/2014 |  |  |  |  | 12/31/2013 |  |  |  |  |
|  |  | Average Balance | Income/ Expense |  | Yield/ Rate | Average Balance |  | Income/ Expense |  | Yield/ Rate | Average Balance |  | Income/ Expense |  | Yield/ Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Federal funds sold and securities purchased under agreements to resell | \$ | 16 | \$ | - | 0.86\% | \$ | 9 | \$ | - | 0.86\% | \$ | - | \$ | - | -\% |
| Trading account securities |  | 115 |  | - | 0.76 |  | 111 |  | 2 | 6.31 |  | 110 |  | 1 | 3.86 |
| Securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 23,856 |  | 156 | 2.62 |  | 23,872 |  | 154 | 2.62 |  | 23,771 |  | 151 | 2.52 |
| Tax-exempt |  | 3 |  | - | - |  | 4 |  | - | - |  | 5 |  | - | - |
| Loans held for sale |  | 413 |  | 4 | 3.96 |  | 854 |  | 8 | 3.89 |  | 625 |  | 6 | 3.94 |
| Loans, net of unearned income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 31,058 |  | 284 | 3.68 |  | 29,993 |  | 278 | 3.75 |  | 29,950 |  | 287 | 3.81 |
| Commercial real estate mortgage-owner-occupied |  | 9,170 |  | 111 | 4.85 |  | 9,391 |  | 111 | 4.81 |  | 9,613 |  | 116 | 4.81 |
| Commercial real estate construction-owneroccupied |  | 357 |  | 4 | 4.09 |  | 341 |  | 3 | 4.00 |  | 302 |  | 3 | 3.86 |
| Commercial investor real estate mortgage |  | 5,296 |  | 42 | 3.20 |  | 5,287 |  | 45 | 3.42 |  | 5,405 |  | 47 | 3.46 |
| Commercial investor real estate construction |  | 1,822 |  | 15 | 3.18 |  | 1,524 |  | 12 | 3.28 |  | 1,426 |  | 13 | 3.44 |
| Residential first mortgage |  | 12,137 |  | 121 | 3.99 |  | 12,127 |  | 122 | 4.07 |  | 12,752 |  | 126 | 3.92 |
| Home equity |  | 11,106 |  | 100 | 3.62 |  | 11,216 |  | 101 | 3.64 |  | 11,311 |  | 102 | 3.59 |
| Indirect |  | 3,376 |  | 29 | 3.46 |  | 3,189 |  | 29 | 3.66 |  | 3,014 |  | 29 | 3.77 |
| Consumer credit card |  | 926 |  | 25 | 11.10 |  | 926 |  | 26 | 11.23 |  | 910 |  | 28 | 11.83 |
| Other consumer |  | 1,142 |  | 21 | 7.31 |  | 1,145 |  | 20 | 7.26 |  | 1,160 |  | 21 | 7.21 |
| Total loans, net of unearned income |  | 76,390 |  | 752 | 3.95 |  | 75,139 |  | 747 | 4.03 |  | 75,843 |  | 772 | 4.04 |
| Other interest-earning assets |  | 2,844 |  | 2 | 0.25 |  | 3,469 |  | 2 | 0.25 |  | 2,579 |  | 1 | 0.24 |
| Total interest-earning assets |  | 103,637 |  | 914 | 3.54 |  | 103,458 |  | 913 | 3.58 |  | 102,933 |  | 931 | 3.59 |
| Allowance for loan losses |  | $(1,246)$ |  |  |  |  | $(1,321)$ |  |  |  |  | $(1,512)$ |  |  |  |
| Cash and due from banks |  | 1,767 |  |  |  |  | 1,817 |  |  |  |  | 1,807 |  |  |  |
| Other non-earning assets |  | 13,838 |  |  |  |  | 13,874 |  |  |  |  | 13,735 |  |  |  |
|  | \$ | 117,996 |  |  |  | \$ | 117,828 |  |  |  | \$ | 116,963 |  |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings ${ }^{(1)}$ | \$ | 6,673 |  | 2 | 0.11 | \$ | 6,434 |  | 2 | 0.12 | \$ | 6,245 |  | 2 | 0.10 |
| Interest-bearing checking |  | 20,476 |  | 4 | 0.09 |  | 20,791 |  | 5 | 0.09 |  | 19,815 |  | 4 | 0.09 |
| Money market ${ }^{(1)}$ |  | 25,907 |  | 7 | 0.10 |  | 26,013 |  | 8 | 0.13 |  | 25,885 |  | 8 | 0.13 |
| Time deposits |  | 9,067 |  | 12 | 0.52 |  | 9,419 |  | 12 | 0.53 |  | 9,888 |  | 15 | 0.59 |
| Total interest-bearing deposits ${ }^{(2)}$ |  | 62,123 |  | 25 | 0.16 |  | 62,657 |  | 27 | 0.17 |  | 61,833 |  | 29 | 0.19 |
| Federal funds purchased and securities sold under agreements to repurchase |  | 2,017 |  | 1 | 0.09 |  | 2,097 |  | - | 0.08 |  | 2,021 |  | - | 0.07 |
| Other short-term borrowings |  | 54 |  | - | 0.23 |  | - |  | - | - |  | 159 |  | - | 0.20 |
| Long-term borrowings |  | 4,161 |  | 51 | 4.98 |  | 4,643 |  | 55 | 4.78 |  | 4,840 |  | 56 | 4.56 |
| Total interest-bearing liabilities |  | 68,355 |  | 77 | 0.45 |  | 69,397 |  | 82 | 0.48 |  | 68,853 |  | 85 | 0.49 |
| Non-interest-bearing deposits ${ }^{(2)}$ |  | 30,866 |  | - | - |  | 30,268 |  | - | - |  | 30,218 |  | - | - |
| Total funding sources |  | 99,221 |  | 77 | 0.31 |  | 99,665 |  | 82 | 0.33 |  | 99,071 |  | 85 | 0.34 |
| Net interest spread |  |  |  |  | 3.09 |  |  |  |  | 3.10 |  |  |  |  | 3.10 |
| Other liabilities |  | 2,107 |  |  |  |  | 2,162 |  |  |  |  | 2,386 |  |  |  |
| Stockholders' equity |  | 16,668 |  |  |  |  | 16,001 |  |  |  |  | 15,506 |  |  |  |
|  | \$ | 117,996 |  |  |  | \$ | 117,828 |  |  |  | \$ | 116,963 |  |  |  |
| Net interest income/margin FTE basis |  |  | \$ | 837 | 3.24\% |  |  | \$ | 831 | 3.26\% |  |  | \$ | 846 | 3.26\% |

[^2]
## Financial Supplement to Fourth Quarter 2014 Earnings Release

Consolidated Average Daily Balances and Yield/Rate Analysis from Continuing Operations (Continued)

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

[^3]
## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Loans

|  | As of |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( 8 amounts in millions) | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | $\begin{gathered} \hline 12 / 31 / 2014 \\ \text { vs. } 9 / 30 / 2014 \end{gathered}$ |  |  | $\begin{gathered} \hline 12 / 31 / 2014 \\ \text { vs. } 12 / 31 / 2013 \end{gathered}$ |  |  |
| Commercial and industrial | \$ | 32,732 | \$ | 31,857 | \$ | 31,354 | \$ | 30,466 | \$ | 29,413 | \$ | 875 | 2.7 \% | \$ | 3,319 | 11.3 \% |
| Commercial real estate mortgage-owner-occupied |  | 8,263 |  | 8,666 |  | 9,024 |  | 9,257 |  | 9,495 |  | (403) | (4.7)\% |  | $(1,232)$ | (13.0)\% |
| Commercial real estate construction-owneroccupied |  | 407 |  | 350 |  | 366 |  | 375 |  | 310 |  | 57 | 16.3 \% |  | 97 | 31.3 \% |
| Total commercial |  | 41,402 |  | 40,873 |  | 40,744 |  | 40,098 |  | 39,218 |  | 529 | 1.3 \% |  | 2,184 | 5.6 \% |
| Commercial investor real estate mortgage |  | 4,680 |  | 4,940 |  | 5,193 |  | 5,338 |  | 5,318 |  | (260) | (5.3)\% |  | (638) | (12.0)\% |
| Commercial investor real estate construction |  | 2,133 |  | 1,878 |  | 1,780 |  | 1,654 |  | 1,432 |  | 255 | 13.6 \% |  | 701 | 49.0 \% |
| Total investor real estate |  | 6,813 |  | 6,818 |  | 6,973 |  | 6,992 |  | 6,750 |  | (5) | (0.1)\% |  | 63 | 0.9 \% |
| Residential first mortgage |  | 12,315 |  | 12,264 |  | 12,187 |  | 12,136 |  | 12,163 |  | 51 | 0.4 \% |  | 152 | 1.2 \% |
| Home equity-first lien |  | 6,195 |  | 6,114 |  | 6,068 |  | 6,008 |  | 5,998 |  | 81 | 1.3 \% |  | 197 | 3.3 \% |
| Home equity-second lien |  | 4,737 |  | 4,854 |  | 4,996 |  | 5,140 |  | 5,296 |  | (117) | (2.4)\% |  | (559) | (10.6)\% |
| Indirect |  | 3,642 |  | 3,543 |  | 3,422 |  | 3,253 |  | 3,075 |  | 99 | 2.8 \% |  | 567 | 18.4 \% |
| Consumer credit card |  | 1,009 |  | 964 |  | 945 |  | 917 |  | 948 |  | 45 | 4.7 \% |  | 61 | 6.4 \% |
| Other consumer |  | 1,194 |  | 1,177 |  | 1,178 |  | 1,136 |  | 1,161 |  | 17 | 1.4 \% |  | 33 | 2.8 \% |
| Total consumer |  | 29,092 |  | 28,916 |  | 28,796 |  | 28,590 |  | 28,641 |  | 176 | 0.6 \% |  | 451 | 1.6 \% |
| Total Loans | \$ | 77,307 | \$ | 76,607 | \$ | 76,513 | \$ | 75,680 | \$ | 74,609 | \$ | 700 | 0.9 \% | \$ | 2,698 | 3.6 \% |


| (\$ amounts in millions) | Average Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 |  | 3Q14 |  | 2Q14 |  | 1Q14 |  | 4Q13 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Commercial and industrial | \$ | 32,484 | \$ | 31,255 | \$ | 31,058 | \$ | 29,993 | \$ | 29,950 | \$ | 1,229 | 3.9 \% | \$ | 2,534 | 8.5 \% |
| Commercial real estate mortgage-owner-occupied |  | 8,466 |  | 8,886 |  | 9,170 |  | 9,391 |  | 9,613 |  | (420) | (4.7)\% |  | $(1,147)$ | (11.9)\% |
| Commercial real estate construction-owneroccupied |  | 367 |  | 351 |  | 357 |  | 341 |  | 302 |  | 16 | 4.6 \% |  | 65 | 21.5 \% |
| Total commercial |  | 41,317 |  | 40,492 |  | 40,585 |  | 39,725 |  | 39,865 |  | 825 | 2.0 \% |  | 1,452 | 3.6 \% |
| Commercial investor real estate mortgage |  | 4,837 |  | 5,071 |  | 5,296 |  | 5,287 |  | 5,405 |  | (234) | (4.6)\% |  | (568) | (10.5)\% |
| Commercial investor real estate construction |  | 2,032 |  | 1,876 |  | 1,822 |  | 1,524 |  | 1,426 |  | 156 | 8.3 \% |  | 606 | 42.5 \% |
| Total investor real estate |  | 6,869 |  | 6,947 |  | 7,118 |  | 6,811 |  | 6,831 |  | (78) | (1.1)\% |  | 38 | 0.6 \% |
| Residential first mortgage ${ }^{(1)}$ |  | 12,273 |  | 12,212 |  | 12,137 |  | 12,127 |  | 12,752 |  | 61 | 0.5 \% |  | (479) | (3.8)\% |
| Home equity-first lien |  | 6,161 |  | 6,096 |  | 6,052 |  | 6,014 |  | 5,963 |  | 65 | 1.1 \% |  | 198 | 3.3 \% |
| Home equity-second lien |  | 4,778 |  | 4,903 |  | 5,054 |  | 5,202 |  | 5,348 |  | (125) | (2.5)\% |  | (570) | (10.7)\% |
| Indirect |  | 3,627 |  | 3,504 |  | 3,376 |  | 3,189 |  | 3,014 |  | 123 | 3.5 \% |  | 613 | 20.3 \% |
| Consumer credit card |  | 975 |  | 952 |  | 926 |  | 926 |  | 910 |  | 23 | 2.4 \% |  | 65 | 7.1 \% |
| Other consumer |  | 1,182 |  | 1,173 |  | 1,142 |  | 1,145 |  | 1,160 |  | 9 | 0.8 \% |  | 22 | 1.9 \% |
| Total consumer |  | 28,996 |  | 28,840 |  | 28,687 |  | 28,603 |  | 29,147 |  | 156 | 0.5 \% |  | (151) | (0.5)\% |
| Total Loans | \$ | 77,182 | S | 76,279 | \$ | 76,390 | \$ | 75,139 | \$ | 75,843 | \$ | 903 | $1.2 \%$ | \$ | 1,339 | 1.8 \% |


|  | As of |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| End of Period Loan Portfolio Balances by Percentage | 12/31/2014 | 9/30/2014 | 6/30/2014 | 3/31/2014 | 12/31/2013 |
| Commercial and industrial | 42.4\% | 41.6\% | 41.0\% | 40.3\% | 39.4\% |
| Commercial real estate mortgage-owner-occupied | 10.7\% | 11.3\% | 11.8\% | 12.2\% | 12.8\% |
| Commercial real estate construction-owner-occupied | 0.5\% | 0.5\% | 0.5\% | 0.5\% | 0.4\% |
| Total commercial | 53.6\% | 53.4\% | 53.3\% | 53.0\% | 52.6\% |
| Commercial investor real estate mortgage | 6.0\% | 6.4\% | 6.8\% | 7.0\% | 7.1\% |
| Commercial investor real estate construction | 2.8\% | 2.5\% | 2.3\% | 2.2\% | 1.9\% |
| Total investor real estate | 8.8\% | 8.9\% | 9.1\% | 9.2\% | 9.0\% |
| Residential first mortgage | 15.9\% | 16.0\% | 15.9\% | 16.0\% | 16.3\% |
| Home equity-first lien | 8.0\% | 8.0\% | 7.9\% | 8.0\% | 8.0\% |
| Home equity-second lien | 6.1\% | 6.3\% | 6.6\% | 6.8\% | 7.1\% |
| Indirect | 4.7\% | 4.6\% | 4.5\% | 4.3\% | 4.1\% |
| Consumer credit card | 1.3\% | 1.3\% | 1.2\% | 1.2\% | 1.3\% |
| Other consumer | 1.6\% | 1.5\% | 1.5\% | 1.5\% | 1.6\% |
| Total consumer | 37.6\% | 37.7\% | 37.6\% | 37.8\% | 38.4\% |
| Total Loans | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

[^4]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Deposits



| (\$ amounts in millions) | Average Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 |  | 3Q14 |  | 2Q14 |  | 1Q14 |  | 4Q13 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Customer Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-free deposits | \$ | 31,951 | \$ | 31,184 | \$ | 30,866 | \$ | 30,268 | \$ | 30,218 | \$ | 767 | 2.5 \% | \$ | 1,733 | 5.7 \% |
| Interest-bearing checking |  | 21,003 |  | 20,944 |  | 20,476 |  | 20,791 |  | 19,815 |  | 59 | 0.3 \% |  | 1,188 | 6.0 \% |
| Savings ${ }^{(1)}$ |  | 6,635 |  | 6,639 |  | 6,673 |  | 6,434 |  | 6,245 |  | (4) | (0.1)\% |  | 390 | 6.2 \% |
| Money market-domestic ${ }^{(1)}$ |  | 25,506 |  | 26,095 |  | 25,684 |  | 25,788 |  | 25,638 |  | (589) | (2.3)\% |  | (132) | (0.5)\% |
| Money market-foreign |  | 246 |  | 253 |  | 223 |  | 225 |  | 247 |  | (7) | (2.8)\% |  | (1) | (0.4)\% |
| Low-cost deposits |  | 85,341 |  | 85,115 |  | 83,922 |  | 83,506 |  | 82,163 |  | 226 | 0.3 \% |  | 3,178 | 3.9 \% |
| Time deposits |  | 8,683 |  | 8,856 |  | 9,067 |  | 9,417 |  | 9,843 |  | (173) | (2.0)\% |  | $(1,160)$ | (11.8)\% |
| Total customer deposits |  | 94,024 |  | 93,971 |  | 92,989 |  | 92,923 |  | 92,006 |  | 53 | 0.1 \% |  | 2,018 | 2.2 \% |
| Corporate Treasury Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits |  | - |  | - |  | - |  | 2 |  | 45 |  | - | NM |  | (45) | (100.0)\% |
| Total Deposits | \$ | 94,024 | \$ | 93,971 | \$ | 92,989 | \$ | 92,925 | \$ | 92,051 | \$ | 53 | 0.1 \% | \$ | 1,973 | 2.1 \% |


| End of Period Deposits by Percentage | As of |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 | 9/30/2014 | 6/30/2014 | 3/31/2014 | 12/31/2013 |
| Customer Deposits |  |  |  |  |  |
| Interest-free deposits | 33.7\% | 33.3 \% | 33.3 \% | 33.4\% | 32.5 \% |
| Interest-bearing checking | 22.9\% | 22.5 \% | 22.6 \% | 22.1 \% | 22.5 \% |
| Savings ${ }^{(1)}$ | 7.0\% | 7.0\% | 7.1 \% | 7.1 \% | 6.8 \% |
| Money market-domestic ${ }^{(1)}$ | 27.0\% | 27.6\% | 27.3 \% | 27.3\% | 27.5 \% |
| Money market-foreign | 0.3\% | 0.3\% | 0.2 \% | 0.2\% | 0.2 \% |
| Low-cost deposits | 90.9\% | 90.7\% | 90.5 \% | 90.1\% | 89.5 \% |
| Time deposits | 9.1\% | 9.3\% | $9.5 \%$ | 9.9\% | 10.4 \% |
| Total customer deposits | 100.0\% | 100.0\% | 100.0 \% | 100.0\% | 99.9 \% |
| Corporate Treasury Deposits |  |  |  |  |  |
| Time deposits | -\% | -\% | - \% | -\% | 0.1 \% |
| Total Deposits | 100.0\% | 100.0\% | 100.0 \% | 100.0\% | 100.0 \% |

## NM - Not Meaningful

(1) In the fourth quarter of 2014, approximately $\$ 219$ million and $\$ 214$ million of period end and average IRA account balances, respectively, were reclassified from money market to savings. Prior period amounts have been revised to conform to the current period classification.

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Pre-Tax Pre-Provision Income ("PPI") and Adjusted PPI (non-GAAP)

The Pre-Tax Pre-Provision Income table below presents computations of pre-tax pre-provision income from continuing operations excluding certain adjustments (non-GAAP). Regions believes that the presentation of PPI and the exclusion of certain items to PPI provides a meaningful base for period-to-period comparisons, which management believes will assist investors in analyzing the operating results of the Company and predicting future performance. These non-GAAP financial measures are also used by management to assess the performance of Regions' business. It is possible that the activities related to the adjustments may recur; however, management does not consider the activities related to the adjustments to be indications of ongoing operations. Regions believes that presentation of these non-GAAP financial measures will permit investors to assess the performance of the Company on the same basis as that applied by management. Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied and are not audited. Although these non-GAAP financial measures are frequently used by stakeholders in the evaluation of a company, they have limitations as analytical tools, and should not be considered in isolation, or as a substitute for analyses of results as reported under GAAP. In particular, a measure of income that excludes certain adjustments does not represent the amount that effectively accrues directly to stockholders.

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ amounts in millions) | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Net income from continuing operations available to common shareholders (GAAP) | \$ | 198 | \$ | 302 | \$ | 291 | \$ | 299 | \$ | 233 | \$ | (104) | (34.4)\% | \$ | (35) | (15.0)\% |
| Preferred dividends (GAAP) ${ }^{(1)}$ |  | 16 |  | 20 |  | 8 |  | 8 |  | 8 |  | (4) | (20.0)\% |  | 8 | 100.0 \% |
| Income tax expense (GAAP) |  | 77 |  | 127 |  | 125 |  | 128 |  | 92 |  | (50) | (39.4)\% |  | (15) | (16.3)\% |
| Income from continuing operations before income taxes (GAAP) |  | 291 |  | 449 |  | 424 |  | 435 |  | 333 |  | (158) | (35.2)\% |  | (42) | (12.6)\% |
| Provision for loan losses (GAAP) |  | 8 |  | 24 |  | 35 |  | 2 |  | 79 |  | (16) | (66.7)\% |  | (71) | (89.9)\% |
| Pre-tax pre-provision income from continuing operations (nonGAAP) |  | 299 |  | 473 |  | 459 |  | 437 |  | 412 |  | (174) | (36.8)\% |  | (113) | (27.4)\% |
| Other adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities gains, net |  | (12) |  | (7) |  | (6) |  | (2) |  | - |  | (5) | 71.4 \% |  | (12) | NM |
| Leveraged lease termination gains, net ${ }^{(2)}$ |  | - |  | (9) |  | - |  | (1) |  | (39) |  | 9 | (100.0)\% |  | 39 | (100.0)\% |
| Professional, legal and regulatory expenses ${ }^{(3)(4)}$ |  | 100 |  | - |  | (7) |  | - |  | 58 |  | 100 | NM |  | 42 | 72.4 \% |
| Branch consolidation and property and equipment charges |  | 10 |  | - |  | - |  | 6 |  | 5 |  | 10 | NM |  | 5 | 100.0 \% |
| Gain on sale of TDRs held for sale, net |  | - |  | - |  | - |  | (35) |  | - |  | - | NM |  | - | NM |
| Total other adjustments |  | 98 |  | (16) |  | (13) |  | (32) |  | 24 |  | 114 | NM |  | 74 | 308.3 \% |
| Adjusted pre-tax pre-provision income from continuing operations (non-GAAP) | \$ | 397 | \$ | 457 | \$ | 446 | \$ | 405 | \$ | 436 | \$ | (60) | (13.1)\% | \$ | (39) | (8.9)\% |

## NM - Not Meaningful

(1) Due to the timing of the second quarter 2014 preferred stock issuance, preferred dividends in the third quarter of 2014 reflect a longer coupon period. Total third quarter 2014 preferred dividends were approximately $\$ 4$ million higher than the amount expected for future quarterly coupon periods based on the current amount of preferred stock outstanding.
(2) The majority of net leveraged lease termination gains reported during each period are offset by related income taxes.
(3) Regions recorded $\$ 100$ million of contingent legal and regulatory accruals during the fourth quarter of 2014 related to previously disclosed matters.
(4) Regions recorded a non-tax deductible regulatory charge of $\$ 58$ million during the fourth quarter of 2013 related to previously disclosed inquiries from government authorities. These matters were settled in the second quarter of 2014 for $\$ 7$ million less than originally estimated.

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Non-Interest Income

| (\$ amounts in millions) | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 014 | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Service charges on deposit accounts | \$ | 167 | \$ | 181 | \$ | 174 | \$ | 173 | \$ | 185 | \$ | (14) | (7.7)\% | \$ | (18) | (9.7)\% |
| Card and ATM fees |  | 86 |  | 85 |  | 84 |  | 79 |  | 80 |  | 1 | 1.2 \% |  | 6 | 7.5 \% |
| Investment management and trust fee income |  | 50 |  | 47 |  | 47 |  | 49 |  | 48 |  | 3 | 6.4 \% |  | 2 | 4.2 \% |
| Insurance commissions and fees |  | 31 |  | 31 |  | 32 |  | 30 |  | 28 |  | - | NM |  | 3 | 10.7 \% |
| Mortgage income |  | 27 |  | 39 |  | 43 |  | 40 |  | 43 |  | (12) | (30.8)\% |  | (16) | (37.2)\% |
| Bank-owned life insurance |  | 23 |  | 20 |  | 23 |  | 19 |  | 20 |  | 3 | 15.0 \% |  | 3 | 15.0 \% |
| Capital markets fee income and other ${ }^{(1)}$ |  | 20 |  | 24 |  | 16 |  | 13 |  | 29 |  | (4) | (16.7)\% |  | (9) | (31.0)\% |
| Commercial credit fee income |  | 15 |  | 16 |  | 15 |  | 15 |  | 16 |  | (1) | (6.3)\% |  | (1) | (6.3)\% |
| Securities gains, net |  | 12 |  | 7 |  | 6 |  | 2 |  | - |  | 5 | 71.4 \% |  | 12 | NM |
| Investment services fee income |  | 10 |  | 12 |  | 11 |  | 10 |  | 8 |  | (2) | (16.7)\% |  | 2 | 25.0 \% |
| Leveraged lease termination gains, net |  | - |  | 9 |  | - |  | 1 |  | 39 |  | (9) | (100.0)\% |  | (39) | (100.0)\% |
| Net revenue (loss) from affordable housing |  | (12) |  | (19) |  | (17) |  | (18) |  | 1 |  | 7 | (36.8)\% |  | (13) | NM |
| Other |  | 19 |  | 26 |  | 23 |  | 25 |  | 29 |  | (7) | (26.9)\% |  | (10) | (34.5)\% |
| Total non-interest income from continuing operations | \$ | 448 | \$ | 478 | \$ | 457 | \$ | 438 | \$ | 526 | \$ | $\stackrel{(30)}{ }$ | $\stackrel{(6.3) \%}{ }$ | \$ | $\stackrel{(78)}{ }$ | $\stackrel{(14.8) \%}{ }$ |

## Mortgage Income

| ( 8 amounts in millions) | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Production and sales | \$ | 20 | \$ | 25 | \$ | 26 | \$ | 24 | \$ | 25 | \$ | (5) | (20.0)\% | \$ | (5) | (20.0)\% |
| Loan servicing |  | 21 |  | 21 |  | 22 |  | 21 |  | 22 |  | - | NM |  | (1) | (4.5)\% |
| MSR and related hedge impact: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MSRs fair value increase (decrease) including payment decay |  | (36) |  | (8) |  | (19) |  | (17) |  | 5 |  | (28) | 350.0 \% |  | (41) | NM |
| MSRs hedge gain (loss) |  | 22 |  | 1 |  | 14 |  | 12 |  | (9) |  | 21 | NM |  | 31 | (344.4)\% |
| MSR and related hedge impact |  | (14) |  | (7) |  | (5) |  | (5) |  | (4) |  | (7) | 100.0 \% |  | (10) | 250.0 \% |
| Total mortgage income | \$ | 27 | \$ | 39 | \$ | 43 | \$ | 40 | \$ | 43 | \$ | (12) | (30.8)\% | \$ | (16) | (37.2)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage production - purchased | \$ | 817 | \$ | 961 | \$ | 968 | \$ | 662 | \$ | 802 | \$ | (144) | (15.0)\% | \$ | 15 | 1.9 \% |
| Mortgage production - refinanced |  | 351 |  | 324 |  | 302 |  | 304 |  | 436 |  | 27 | 8.3 \% |  | (85) | (19.5)\% |
| Total mortgage production ${ }^{(2)}$ | \$ | 1,168 | \$ | 1,285 | \$ | 1,270 | \$ | 966 | \$ | 1,238 | \$ | (117) | (9.1)\% | \$ | (70) | (5.7)\% |

## Wealth Management Income

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ amounts in millions) | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Investment management and trust fee income | \$ | 50 | \$ | 47 | \$ | 47 | \$ | 49 | \$ | 48 | \$ | 3 | 6.4 \% | \$ | 2 | 4.2\% |
| Insurance commissions and fees |  | 31 |  | 31 |  | 32 |  | 30 |  | 28 |  | - | NM |  | 3 | 10.7\% |
| Investment services fee income |  | 10 |  | 12 |  | 11 |  | 10 |  | 8 |  | (2) | (16.7)\% |  | 2 | 25.0\% |
| Total wealth management income ${ }^{(3)}$ | \$ | 91 | \$ | 90 | \$ | 90 | \$ | 89 | \$ | 84 | \$ | 1 | 1.1 \% | \$ | 7 | 8.3\% |

## NM - Not Meaningful

(1) Capital markets fee income and other primarily relates to securities underwriting and placement, loan syndications, foreign exchange and customer derivatives.
(2) Represents total mortgage production during the period, including amounts sold into the secondary market as well as amounts retained in Regions' residential first mortgage loan portfolio.
(3) Total Wealth Management income presented above does not include the portion of service charges on deposit accounts and similar smaller dollar amounts that are also attributable to the Wealth Management segment.

## Selected Non-Interest Income Variance Analysis

- Service charges declined $\$ 14$ million dollars in the fourth quarter of 2014 primarily driven by an $\$ 8$ million reserve for customer reimbursements, as well as a $\$ 4$ million reduction of fees resulting from a product discontinuation during the quarter.


## Non-Interest Expense

| (\$ amounts in millions) | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Salaries and employee benefits | \$ | 456 | \$ | 456 | \$ | 443 | \$ | 455 | \$ | 464 | \$ | - | NM | \$ | (8) | (1.7)\% |
| Professional, legal and regulatory expenses ${ }^{(1)(2)}$ |  | 134 |  | 36 |  | 30 |  | 35 |  | 104 |  | 98 | 272.2 \% |  | 30 | 28.8 \% |
| Net occupancy expense |  | 93 |  | 92 |  | 90 |  | 93 |  | 91 |  | 1 | 1.1 \% |  | 2 | 2.2 \% |
| Furniture and equipment expense |  | 74 |  | 73 |  | 70 |  | 70 |  | 71 |  | 1 | 1.4 \% |  | 3 | 4.2 \% |
| Outside services |  | 37 |  | 32 |  | 35 |  | 27 |  | 31 |  | 5 | 15.6 \% |  | 6 | 19.4 \% |
| Marketing |  | 24 |  | 23 |  | 24 |  | 24 |  | 25 |  | 1 | 4.3 \% |  | (1) | (4.0)\% |
| Deposit administrative fee |  | 20 |  | 20 |  | 13 |  | 22 |  | 20 |  | - | NM |  | - | NM |
| Branch consolidation and property and equipment charges |  | 10 |  | - |  | - |  | 6 |  | 5 |  | 10 | NM |  | 5 | 100.0 \% |
| Provision (credit) for unfunded credit losses |  | - |  | (24) |  | 11 |  | - |  | 4 |  | 24 | (100.0)\% |  | (4) | (100.0)\% |
| Gain on sale of TDRs held for sale, net |  | - |  | - |  | - |  | (35) |  | - |  | - | NM |  | - | NM |
| Other |  | 121 |  | 118 |  | 104 |  | 120 |  | 131 |  | 3 | 2.5 \% |  | (10) | (7.6)\% |
| Total non-interest expense from continuing operations | \$ | 969 | \$ | 826 | \$ | 820 | \$ | 817 | \$ | 946 | \$ | 143 | 17.3 \% | \$ | 23 | 2.4 \% |

NM - Not Meaningful
(1) The fourth quarter of 2014 includes $\$ 100$ million of accruals for contingent legal and regulatory items related to previously disclosed matters.
(2) The fourth quarter of 2013 includes a non-tax deductible regulatory charge of $\$ 58$ million related to previously disclosed inquiries from government authorities. The matter was settled in the second quarter of 2014 for $\$ 7$ million less than originally estimated.

## Selected Non-Interest Expense Variance Analysis

- As previously announced, the Company intends to consolidate approximately 50 branches during 2015 and incurred $\$ 10$ million of related expenses during the fourth quarter of 2014.

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Credit Quality

| (\$ amounts in millions) | As of and for Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Components: |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses (ALL) | \$ | 1,103 | \$ | 1,178 | \$ | 1,229 | \$ | 1,261 | \$ | 1,341 |
| Reserve for unfunded credit commitments |  | 65 |  | 65 |  | 89 |  | 78 |  | 78 |
| Allowance for credit losses (ACL) | \$ | 1,168 | \$ | 1,243 | \$ | 1,318 | \$ | 1,339 | \$ | 1,419 |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for loan losses | \$ | 8 | \$ | 24 | \$ | 35 | \$ | 2 | \$ | 79 |
| Provision (credit) for unfunded credit losses |  | - |  | (24) |  | 11 |  | - |  | 4 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net loans charged-off: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 23 |  | 15 |  | 15 |  | 10 |  | 36 |
| Commercial real estate mortgage-owner-occupied |  | 11 |  | 12 |  | 11 |  | 13 |  | 27 |
| Commercial real estate construction-owner-occupied |  | - |  | 1 |  | - |  | 1 |  | (1) |
| Total commercial |  | 34 |  | 28 |  | 26 |  | 24 |  | 62 |
| Commercial investor real estate mortgage |  | (2) |  | - |  | 2 |  | 1 |  | (2) |
| Commercial investor real estate construction |  | (1) |  | (1) |  | (2) |  | - |  | (1) |
| Total investor real estate |  | (3) |  | (1) |  | - |  | 1 |  | (3) |
| Residential first mortgage ${ }^{(3)}$ |  | 6 |  | 6 |  | 7 |  | 9 |  | 164 |
| Home equity-first lien |  | 5 |  | 4 |  | 3 |  | 7 |  | 8 |
| Home equity-second lien |  | 11 |  | 9 |  | 8 |  | 14 |  | 18 |
| Indirect |  | 7 |  | 6 |  | 4 |  | 7 |  | 6 |
| Consumer credit card |  | 8 |  | 8 |  | 8 |  | 8 |  | 8 |
| Other consumer |  | 15 |  | 15 |  | 11 |  | 12 |  | 15 |
| Total consumer ${ }^{(3)}$ |  | 52 |  | 48 |  | 41 |  | 57 |  | 219 |
| Total ${ }^{(3)}$ | \$ | 83 | \$ | 75 | \$ | 67 | \$ | 82 | \$ | 278 |
| Net loan charge-offs as a \% of average loans, annualized: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 0.28 \% |  | 0.19 \% |  | 0.20 \% |  | 0.14 \% |  | 0.48 \% |
| Commercial real estate mortgage-owner-occupied |  | 0.54 \% |  | 0.52 \% |  | 0.46 \% |  | 0.58 \% |  | 1.13 \% |
| Commercial real estate construction-owner-occupied |  | (0.02)\% |  | 1.65 \% |  | 0.05 \% |  | 0.47 \% |  | (0.10)\% |
| Total commercial |  | 0.33 \% |  | 0.27 \% |  | 0.25 \% |  | 0.25 \% |  | 0.63 \% |
| Commercial investor real estate mortgage |  | (0.11)\% |  | (0.03)\% |  | 0.12 \% |  | 0.10 \% |  | (0.13)\% |
| Commercial investor real estate construction |  | (0.32)\% |  | (0.16)\% |  | (0.36)\% |  | (0.13)\% |  | (0.44)\% |
| Total investor real estate |  | (0.17)\% |  | (0.07)\% |  | -\% |  | 0.05 \% |  | (0.20)\% |
| Residential first mortgage ${ }^{(3)}$ |  | 0.18 \% |  | 0.22 \% |  | 0.20 \% |  | 0.32 \% |  | 5.10 \% |
| Home equity-first lien |  | 0.29 \% |  | 0.25 \% |  | 0.24 \% |  | 0.44 \% |  | 0.51 \% |
| Home equity - second lien |  | 0.93 \% |  | 0.73 \% |  | 0.62 \% |  | 1.13 \% |  | 1.35 \% |
| Indirect |  | 0.77 \% |  | 0.70 \% |  | 0.53 \% |  | 0.85 \% |  | 0.78 \% |
| Consumer credit card |  | 3.29 \% |  | 3.30 \% |  | 3.53 \% |  | 3.63 \% |  | 3.65 \% |
| Other consumer |  | 4.90 \% |  | 4.99 \% |  | 3.84 \% |  | 4.14 \% |  | 5.04 \% |
| Total consumer ${ }^{(3)}$ |  | 0.70 \% |  | 0.67 \% |  | 0.57 \% |  | 0.81 \% |  | 2.98 \% |
| Total ${ }^{(3)}$ |  | 0.42 \% |  | 0.39 \% |  | 0.35 \% |  | 0.44 \% |  | 1.46 \% |
| Non-accrual loans, excluding loans held for sale | \$ | 829 | \$ | 837 | \$ | 899 | \$ | 1,070 | \$ | 1,082 |
| Non-performing loans held for sale |  | 38 |  | 38 |  | 20 |  | 40 |  | 82 |
| Non-accrual loans, including loans held for sale |  | 867 |  | 875 |  | 919 |  | 1,110 |  | 1,164 |
| Foreclosed properties |  | 124 |  | 125 |  | 128 |  | 129 |  | 136 |
| Non-performing assets (NPAs) | \$ | 991 | \$ | 1,000 | \$ | 1,047 | \$ | 1,239 | \$ | 1,300 |
| Loans past due $>90$ days ${ }^{(1)}$ | \$ | 222 | \$ | 233 | \$ | 251 | \$ | 257 | \$ | 256 |
| Accruing restructured loans not included in categories above ${ }^{(2)}$ | \$ | 1,260 | \$ | 1,319 | \$ | 1,412 | \$ | 1,578 | \$ | 1,676 |
| Accruing restructured loans held for sale not included in categories above ${ }^{(2)}$ | \$ | 1 | \$ | 1 | \$ | 7 | \$ | 11 | \$ | 545 |
| Credit Ratios: |  |  |  |  |  |  |  |  |  |  |
| ACL/Loans, net |  | 1.51 \% |  | 1.62 \% |  | 1.72 \% |  | 1.77 \% |  | 1.90 \% |
| ALL/Loans, net |  | 1.43 \% |  | 1.54 \% |  | 1.61 \% |  | 1.67 \% |  | 1.80 \% |
| Allowance for loan losses to non-performing loans, excluding loans held for sale |  | 1.33x |  | 1.41 x |  | 1.37 x |  | 1.18x |  | 1.24 x |
| Non-accrual loans, excluding loans held for sale/Loans, net |  | 1.07 \% |  | 1.09 \% |  | 1.17 \% |  | 1.41 \% |  | 1.45 \% |
| NPAs (ex. $90+$ past due)/Loans, foreclosed properties and non-performing loans held for sale |  | 1.28 \% |  | 1.30 \% |  | 1.37 \% |  | 1.63 \% |  | 1.74 \% |
| NPAs (inc. 90+ past due)/Loans, foreclosed properties and non-performing loans held for sale ${ }^{(1)}$ |  | 1.57 \% |  | 1.61 \% |  | 1.69 \% |  | 1.97 \% |  | 2.08 \% |

[^5]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Credit Quality (Continued)

## Allowance for Credit Losses

| (\$ amounts in millions) | Year Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |
| Balance at beginning of year | \$ | 1,419 | \$ | 2,002 |
| Net loans charged off |  | (307) |  | (716) |
| Provision for loan losses |  | 69 |  | 138 |
| Provision (credit) for unfunded credit losses |  | (13) |  | (5) |
| Balance at end of year | \$ | 1,168 | \$ | 1,419 |

## Adjusted Net Charge-Offs and Ratios (non-GAAP)

Select calculations for annualized net charge-offs as a percentage of average loans (GAAP) are presented in the table below. During the fourth quarter of 2013, Regions made the strategic decision to transfer certain primarily accruing restructured residential first mortgage loans to loans held for sale. These loans were marked down to fair value through net charge-offs upon transfer to held for sale. Management believes that excluding the incremental increase to net charge-offs from the affected net charge-off ratios to arrive at an adjusted net charge-off ratio (non-GAAP) will assist investors in analyzing the Company's credit quality performance as well as provide a better basis from which to predict future performance. Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied and are not audited. Although these non-GAAP financial measures are frequently used by stakeholders in the evaluation of a company, they have limitations as analytical tools, and should not be considered in isolation, or as a substitute for analyses of results as reported under GAAP.

| (\$ amounts in millions) | As of and for Quarter Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | $\underline{12 / 31 / 2013}$ |  |
| Residential first mortgage net charge-offs (GAAP) | A | \$ | 6 | \$ | 6 | \$ | 7 | \$ | 9 | \$ | 164 |
| Less: Net charge-offs associated with transfer to loans held for sale |  |  | - |  | - |  | - |  | - |  | 151 |
| Adjusted residential first mortgage net charge-offs (non-GAAP) | B | \$ | 6 | \$ | 6 | \$ | 7 | \$ | 9 | \$ | 13 |
| Total consumer net charge-offs (GAAP) | C | \$ | 52 | \$ | 48 | \$ | 41 | \$ | 57 | \$ | 219 |
| Less: Net charge-offs associated with transfer to loans held for sale |  |  | - |  | - |  | - |  | - |  | 151 |
| Adjusted total consumer net charge-offs (non-GAAP) | D | \$ | 52 | \$ | 48 | \$ | 41 | \$ | 57 | \$ | 68 |
| Total net charge-offs (GAAP) | E | \$ | 83 | \$ | 75 | \$ | 67 | \$ | 82 | \$ | 278 |
| Less: Net charge-offs associated with transfer to loans held for sale |  |  | - |  | - |  | - |  | - |  | 151 |
| Adjusted net charge-offs (non-GAAP) | F | \$ | 83 | \$ | 75 | \$ | 67 | \$ | 82 | \$ | 127 |
| Average residential first mortgage loans (GAAP) | G | \$ | 12,273 |  | ,212 | \$ | 12,137 | \$ | 12,127 | \$ | 12,752 |
| Add: Average balances of residential first mortgage loans transferred to loans held for sale |  |  | - |  | - |  | - |  | - |  | 74 |
| Adjusted average residential first mortgage loans (non-GAAP) | H | \$ | 12,273 |  | 2,212 | \$ | 12,137 | \$ | 12,127 | \$ | 12,826 |
| Average total consumer loans (GAAP) | I | \$ | 28,996 |  | ,840 | \$ | 28,687 | \$ | 28,603 | \$ | 29,147 |
| Add: Average balances of residential first mortgage loans transferred to loans held for sale |  |  | - |  | - |  | - |  | - |  | 74 |
| Adjusted average total consumer loans (non-GAAP) | J | \$ | 28,996 |  | ,840 | \$ | 28,687 | \$ | 28,603 | \$ | 29,221 |
| Total average loans (GAAP) | K | \$ | 77,182 |  | 6,279 | \$ | 76,390 | \$ | 75,139 | \$ | 75,843 |
| Add: Average balances of residential first mortgage loans transferred to loans held for sale |  |  | - |  | - |  | - |  | - |  | 74 |
| Adjusted total average loans (non-GAAP) | L | \$ | 77,182 |  | ,279 | \$ | 76,390 | \$ | 75,139 | \$ | 75,917 |
| Residential first mortgage net charge-off percentage (GAAP)* | A/G |  | 0.18\% |  | 0.22\% |  | 0.20\% |  | 0.32\% |  | 5.10\% |
| Adjusted residential first mortgage net charge-off percentage (non-GAAP)* | B/H |  | 0.18\% |  | 0.22\% |  | 0.20\% |  | 0.32\% |  | 0.41\% |
| Total consumer net charge-off percentage (GAAP)* | C/I |  | 0.70\% |  | 0.67\% |  | 0.57\% |  | 0.81\% |  | 2.98\% |
| Adjusted total consumer net charge-off percentage (non-GAAP)* | D/J |  | 0.70\% |  | 0.67\% |  | 0.57\% |  | 0.81\% |  | 0.93\% |
| Total net charge-off percentage (GAAP)* | E/K |  | 0.42\% |  | 0.39\% |  | 0.35\% |  | 0.44\% |  | 1.46\% |
| Adjusted total net charge-off percentage (non-GAAP)* | F/L |  | 0.42\% |  | 0.39\% |  | 0.35\% |  | 0.44\% |  | 0.67\% |

[^6]| (\$ amounts in millions) | Year Ended December 31 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  | 2014 vs 2013 |  |  |
| Total net charge-offs (GAAP) | \$ | 307 | \$ | 716 | \$ | (409) | (57.1)\% |
| Less: Net charge-offs associated with transfer to loans held for sale |  | - |  | 151 |  | (151) | (100.0)\% |
| Adjusted net charge-offs (non-GAAP) | \$ | 307 | \$ | 565 | \$ | (258) | (45.7)\% |

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Non-Accrual Loans (excludes loans held for sale)

| (\$ amounts in millions) | As of |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  |  | 9/30/2014 |  |  | 6/30/2014 |  |  | 3/31/2014 |  |  | 12/31/2013 |  |
| Commercial and industrial | \$ | 252 | 0.77\% | \$ | 199 | 0.62\% | \$ | 200 | 0.64\% | \$ | 280 | 0.92\% | \$ 257 | 0.87\% |
| Commercial real estate mortgage-owner-occupied |  | 238 | 2.88\% |  | 278 | 3.20\% |  | 294 | 3.25\% |  | 307 | 3.31\% | 303 | 3.19\% |
| Commercial real estate construction-owner-occupied |  | 3 | 0.64\% |  | 2 | 0.56\% |  | 8 | 2.32\% |  | 16 | 4.31\% | 17 | 5.33\% |
| Total Commercial |  | 493 | 1.19\% |  | 479 | 1.17\% |  | 502 | 1.23\% |  | 603 | 1.50\% | 577 | 1.47\% |
| Commercial investor real estate mortgage |  | 123 | 2.64\% |  | 133 | 2.69\% |  | 158 | 3.05\% |  | 209 | 3.91\% | 238 | 4.47\% |
| Commercial investor real estate construction |  | 2 | 0.09\% |  | 2 | 0.11\% |  | 9 | 0.49\% |  | 8 | 0.51\% | 10 | 0.70\% |
| Total Investor Real Estate |  | 125 | 1.84\% |  | 135 | 1.98\% |  | 167 | 2.39\% |  | 217 | 3.11\% | 248 | 3.67\% |
| Residential first mortgage |  | 109 | 0.88\% |  | 117 | 0.96\% |  | 119 | 0.98\% |  | 136 | 1.12\% | 146 | 1.21\% |
| Home equity |  | 102 | 0.94\% |  | 106 | 0.97\% |  | 111 | 1.00\% |  | 114 | 1.02\% | 111 | 0.98\% |
| Total Consumer |  | 211 | 0.72\% |  | 223 | 0.77\% |  | 230 | 0.80\% |  | 250 | 0.87\% | 257 | 0.90\% |
| Total Non-Accrual Loans | \$ | 829 | 1.07\% | \$ | 837 | 1.09\% | \$ | 899 | 1.17\% |  | ,070 | 1.41\% | \$1,082 | 1.45\% |

Criticized and Classified Loans-Commercial and Investor Real Estate

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  | 12/31 |  |  | 12/31 | 214 |
| (\$ amounts in millions) |  | 1/2014 |  | /2014 |  | /2014 |  | /2014 |  | /2013 |  | vs. $9 / 3$ | 2014 |  | vs. $12 / 3$ | 2013 |
| Special Mention | \$ | 1,206 | \$ | 1,297 | \$ | 1,327 | \$ | 1,067 | \$ | 927 | \$ | (91) | (7.0)\% | \$ | 279 | 30.1 \% |
| Accruing Classified Loans |  | 875 |  | 1,074 |  | 1,055 |  | 1,094 |  | 1,263 |  | (199) | (18.5)\% |  | (388) | (30.7)\% |
| Non-Accruing Classified Loans |  | 618 |  | 614 |  | 669 |  | 820 |  | 825 |  | 4 | 0.7 \% |  | (207) | (25.1)\% |
| Total | \$ | 2,699 | \$ | 2,985 | \$ | 3,051 | \$ | 2,981 | \$ | 3,015 | \$ | (286) | (9.6)\% | \$ | (316) | (10.5)\% |

## Home Equity Lines of Credit - Future Principal Payment Resets ${ }^{(\mathbf{1 )}}$

| (\$ amounts in millions) | As of 12/31/2014 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Lien |  | \% of Total | Second Lien |  | \% of Total | Total |  |
| 2015 | \$ | 26 | 0.31\% | \$ | 188 | 2.22\% | \$ | 214 |
| 2016 |  | 28 | 0.34\% |  | 38 | 0.45\% |  | 66 |
| 2017 |  | 5 | 0.06\% |  | 11 | 0.13\% |  | 16 |
| 2018 |  | 15 | 0.18\% |  | 25 | 0.29\% |  | 40 |
| 2019 |  | 116 | 1.37\% |  | 105 | 1.24\% |  | 221 |
| 2020-2024 |  | 1,475 | 17.42\% |  | 1,322 | 15.62\% |  | 2,797 |
| 2025-2029 |  | 2,418 | 28.56\% |  | 2,688 | 31.75\% |  | 5,106 |
| Thereafter |  | 2 | 0.02\% |  | 4 | 0.04\% |  | 6 |
| Total | \$ | 4,085 | 48.26\% | \$ | 4,381 | 51.74\% | \$ | 8,466 |

[^7]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Early and Late Stage Delinquencies

| Accruing 30-89 Days Past Due Loans |  |  |  |  |  | As |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ amounts in millions) | 12/31 | 2014 |  | 9/30 | 014 | 6/30 | 014 | 3/31 | 2014 | 12/31 | 2013 |
| Commercial and industrial | \$ 23 | 0.07\% | \$ | 57 | 0.18\% | \$ 35 | 0.11\% | \$ 27 | 0.09\% | \$ 43 | 0.15\% |
| Commercial real estate mortgage-owner-occupied | 34 | 0.41\% |  | 38 | 0.44\% | 56 | 0.63\% | 37 | 0.39\% | 56 | 0.59\% |
| Commercial real estate construction-owner-occupied | 1 | 0.13\% |  | 2 | 0.71\% | 1 | 0.21\% | - | 0.10\% | - | 0.06\% |
| Total Commercial | 58 | 0.14\% |  | 97 | 0.24\% | 92 | 0.23\% | 64 | 0.16\% | 99 | 0.25\% |
| Commercial investor real estate mortgage | 20 | 0.42\% |  | 38 | 0.78\% | 61 | 1.17\% | 75 | 1.41\% | 35 | 0.66\% |
| Commercial investor real estate construction | - | -\% |  | 12 | 0.61\% | - | 0.01\% | 2 | 0.15\% | 5 | 0.32\% |
| Total Investor Real Estate | 20 | 0.29\% |  | 50 | 0.73\% | 61 | 0.87\% | 77 | 1.11\% | 40 | 0.59\% |
| Residential first mortgage-non-guaranteed ${ }^{(1)}$ | 139 | 1.17\% |  | 142 | 1.20\% | 153 | 1.30\% | 146 | 1.24\% | 187 | 1.58\% |
| Home equity | 111 | 1.02\% |  | 115 | 1.05\% | 111 | 1.00\% | 123 | 1.10\% | 146 | 1.30\% |
| Indirect | 53 | 1.45\% |  | 47 | 1.33\% | 45 | 1.31\% | 42 | 1.28\% | 50 | 1.62\% |
| Consumer credit card | 13 | 1.32\% |  | 13 | 1.29\% | 11 | 1.13\% | 11 | 1.26\% | 13 | 1.38\% |
| Other consumer | 17 | 1.45\% |  | 18 | 1.52\% | 18 | 1.53\% | 16 | 1.39\% | 19 | 1.64\% |
| Total Consumer ${ }^{(1)}$ | 333 | 1.16\% |  | 335 | 1.18\% | 338 | 1.19\% | 338 | 1.20\% | 415 | 1.47\% |
| Total Accruing 30-89 Days Past Due Loans ${ }^{(1)}$ | \$ 411 | 0.53\% | \$ | 482 | 0.63\% | \$491 | 0.64\% | \$479 | 0.64\% | \$ 554 | 0.75\% |


| Accruing 90+ Days Past Due Loans |  |  |  |  |  |  | As |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ amounts in millions) |  | 12/3 | 2014 |  | 9/30 |  | 6/30 | 014 | 3/31 | 2014 | 12/3 | 2013 |
| Commercial and industrial | \$ | 7 | 0.02\% | \$ | 5 | 0.02\% | \$ 9 | 0.03\% | \$ 7 | 0.02\% | \$ 6 | 0.02\% |
| Commercial real estate mortgage-owner-occupied |  | 5 | 0.06\% |  | 6 | 0.07\% | 5 | 0.05\% | 3 | 0.04\% | 6 | 0.06\% |
| Total Commercial |  | 12 | 0.03\% |  | 11 | 0.03\% | 14 | 0.03\% | 10 | 0.03\% | 12 | 0.03\% |
| Commercial investor real estate mortgage |  | 3 | 0.06\% |  | 5 | 0.10\% | 17 | 0.32\% | 2 | 0.04\% | 6 | 0.10\% |
| Total Investor Real Estate |  | 3 | 0.04\% |  | 5 | 0.07\% | 17 | 0.24\% | 2 | 0.03\% | 6 | 0.08\% |
| Residential first mortgage-non-guaranteed ${ }^{(2)}$ |  | 122 | 1.03\% |  | 131 | 1.10\% | 136 | 1.15\% | 154 | 1.31\% | 142 | 1.21\% |
| Home equity |  | 63 | 0.57\% |  | 66 | 0.60\% | 65 | 0.58\% | 71 | 0.63\% | 75 | 0.66\% |
| Indirect |  | 7 | 0.20\% |  | 6 | 0.18\% | 5 | 0.16\% | 5 | 0.15\% | 5 | 0.17\% |
| Consumer credit card |  | 12 | 1.21\% |  | 11 | 1.15\% | 11 | 1.19\% | 12 | 1.30\% | 12 | 1.28\% |
| Other consumer |  | 3 | 0.22\% |  | 3 | 0.26\% | 3 | 0.27\% | 3 | 0.27\% | 4 | 0.29\% |
| Total Consumer ${ }^{(2)}$ |  | 207 | 0.72\% |  | 217 | 0.76\% | 220 | 0.78\% | 245 | 0.87\% | 238 | 0.84\% |
| Total Accruing 90+ Days Past Due Loans ${ }^{(2)}$ | \$ |  | 0.29\% | \$ | 233 | 0.31\% | \$251 | 0.33\% | \$257 | 0.34\% | \$256 | 0.34\% |
| Total Delinquencies ${ }^{(1)(2)}$ | \$ |  | 0.82\% | \$ | 715 | $\underline{ } 0.94 \%$ | \$ 742 | 0.97\% | \$736 | 0.98\% | \$810 | 1.09\% |

[^8]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Troubled Debt Restructurings

| (\$ amounts in millions) | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Current: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 244 | \$ | 278 | \$ | 332 | \$ | 408 | \$ | 441 |
| Investor real estate |  | 281 |  | 304 |  | 321 |  | 441 |  | 498 |
| Residential first mortgage |  | 301 |  | 269 |  | 261 |  | 240 |  | 212 |
| Home equity |  | 320 |  | 326 |  | 332 |  | 334 |  | 332 |
| Consumer credit card |  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |
| Other consumer |  | 16 |  | 17 |  | 20 |  | 22 |  | 25 |
| Total Current |  | 1,164 |  | 1,196 |  | 1,268 |  | 1,447 |  | 1,510 |
| Accruing 30-89 DPD: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 7 |  | 11 |  | 23 |  | 18 |  | 27 |
| Investor real estate |  | 9 |  | 24 |  | 34 |  | 18 |  | 13 |
| Residential first mortgage |  | 55 |  | 61 |  | 61 |  | 70 |  | 95 |
| Home equity |  | 23 |  | 25 |  | 24 |  | 23 |  | 29 |
| Other consumer |  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |
| Total Accruing 30-89 DPD |  | 96 |  | 123 |  | 144 |  | 131 |  | 166 |
| Total Accruing and <90 DPD |  | 1,260 |  | 1,319 |  | 1,412 |  | 1,578 |  | 1,676 |
| Non-accrual or 90+ DPD: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 93 |  | 145 |  | 146 |  | 207 |  | 156 |
| Investor real estate |  | 67 |  | 70 |  | 96 |  | 145 |  | 157 |
| Residential first mortgage |  | 112 |  | 122 |  | 130 |  | 147 |  | 156 |
| Home equity |  | 25 |  | 25 |  | 27 |  | 29 |  | 30 |
| Total Non-accrual or 90+DPD |  | 297 |  | 362 |  | 399 |  | 528 |  | 499 |
| Total TDRs - Loans | \$ | 1,557 | \$ | 1,681 | \$ | 1,811 | \$ | 2,106 | \$ | 2,175 |
|  |  |  |  |  |  |  |  |  |  |  |
| TDRs - Held For Sale ${ }^{(1)}$ |  | 29 |  | 13 |  | 16 |  | 38 |  | 579 |
| Total TDRs | \$ | 1,586 | \$ | 1,694 | \$ | 1,827 | \$ | 2,144 | \$ | 2,754 |

## Total TDRs - Loans by Portfolio

| (\$ amounts in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Total Commercial TDRs | \$ | 344 | \$ | 434 | \$ | 501 | \$ | 633 | \$ | 624 |
| Total Investor Real Estate TDRs |  | 357 |  | 398 |  | 451 |  | 604 |  | 668 |
| Total Consumer TDRs |  | 856 |  | 849 |  | 859 |  | 869 |  | 883 |
| Total TDRs - Loans | \$ | 1,557 | \$ | 1,681 | \$ | 1,811 | \$ | 2,106 | \$ | 2,175 |

[^9]Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Reconciliation to GAAP Financial Measures-Continuing Operations

## Adjusted Efficiency Ratios, Adjusted Fee Income Ratios, and Adjusted Non-Interest Income/Expense

The table below presents computations of the efficiency ratio (non-GAAP), which is a measure of productivity, generally calculated as non-interest expense divided by total revenue. The table also shows the fee income ratio (non-GAAP), generally calculated as non-interest income divided by total revenue. Management uses these ratios to monitor performance and believes these measures provide meaningful information to investors. Non-interest expense (GAAP) is presented excluding certain adjustments to arrive at adjusted non-interest expense (nonGAAP), which is the numerator for the efficiency ratio. Non-interest income (GAAP) is presented excluding certain adjustments to arrive at adjusted non-interest income (non-GAAP), which is the numerator for the fee income ratio. Net interest income on a taxable-equivalent basis and non-interest income are added together to arrive at total revenue on a taxableequivalent basis. Adjustments are made to arrive at adjusted total revenue on a taxable-equivalent basis (non-GAAP), which is the denominator for the fee income and efficiency ratios Regions believes that the exclusion of these adjustments provides a meaningful base for period-to-period comparisons, which management believes will assist investors in analyzing the operating results of the Company and predicting future performance. These non-GAAP financial measures are also used by management to assess the performance of Regions' business. It is possible that the activities related to the adjustments may recur; however, management does not consider the activities related to the adjustments to be indications of ongoing operations. Regions believes that presentation of these non-GAAP financial measures will permit investors to assess the performance of the Company on the same basis as that applied by management.

| (\$ amounts in millions) |  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 4Q14 vs. 3Q14 |  |  | 4Q14 vs. 4Q13 |  |  |
| Non-interest expense (GAAP) |  | \$ | 969 | \$ | 826 | \$ | 820 | \$ | 817 | \$ | 946 | \$ | 143 | 17.3 \% | \$ | 23 | 2.4 \% |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional, legal and regulatory expenses ${ }^{(1)(2)}$ |  |  | (100) |  | - |  | 7 |  | - |  | (58) |  | (100) | NM |  | (42) | 72.4 \% |
| Branch consolidation and property and equipment charges |  |  | (10) |  | - |  | - |  | (6) |  | (5) |  | (10) | NM |  | (5) | 100.0 \% |
| Gain on sale of TDRs held for sale, net |  |  | - |  | - |  | - |  | 35 |  | - |  | - | NM |  | - | NM |
| Adjusted non-interest expense (non-GAAP) | A | \$ | 859 | \$ | 826 | \$ | 827 | \$ | 846 | \$ | 883 | \$ | 33 | 4.0 \% | \$ | (24) | (2.7)\% |
| Net interest income (GAAP) |  | \$ | 820 | \$ | 821 | \$ | 822 | \$ | 816 | \$ | 832 | \$ | (1) | (0.1)\% | \$ | (12) | (1.4)\% |
| Taxable-equivalent adjustment |  |  | 17 |  | 16 |  | 15 |  | 15 |  | 14 |  | 1 | 6.3 \% |  | 3 | 21.4 \% |
| Net interest income, taxable-equivalent basis | B | \$ | 837 | \$ | 837 | \$ | 837 | \$ | 831 | \$ | 846 | \$ | - | NM | \$ | (9) | (1.1)\% |
| Non-interest income (GAAP) | C | \$ | 448 | \$ | 478 | \$ | 457 | \$ | 438 | \$ | 526 | \$ | (30) | (6.3)\% | \$ | (78) | (14.8)\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities gains, net |  |  | (12) |  | (7) |  | (6) |  | (2) |  | - |  | (5) | 71.4 \% |  | (12) | NM |
| Leveraged lease termination gains, net |  |  | - |  | (9) |  | - |  | (1) |  | (39) |  | 9 | (100.0)\% |  | 39 | (100.0)\% |
| Adjusted non-interest income (non-GAAP) | D | \$ | 436 | \$ | 462 | \$ | 451 | \$ | 435 | \$ | 487 | \$ | (26) | (5.6)\% | \$ | (51) | (10.5)\% |
| Total revenue, taxable-equivalent basis | B+C | \$ | 1,285 | \$ | 1,315 | \$ | 1,294 | \$ | 1,269 | \$ | 1,372 | \$ | (30) | (2.3)\% | \$ | (87) | (6.3)\% |
| Adjusted total revenue, taxable-equivalent basis (nonGAAP) | B + D $=\mathbf{E}$ | \$ | 1,273 | \$ | 1,299 | \$ | 1,288 | \$ | 1,266 | \$ | 1,333 | \$ | (26) | (2.0)\% | \$ | (60) | (4.5)\% |
| Adjusted efficiency ratio (non-GAAP) | A/E |  | 67.5\% |  | 63.6\% |  | 64.2\% |  | 66.9\% |  | 66.3\% |  |  |  |  |  |  |
| Adjusted fee income ratio (non-GAAP) | D/E |  | 34.3\% |  | 35.6\% |  | 35.0\% |  | 34.4\% |  | 36.5\% |  |  |  |  |  |  |


| (\$ amounts in millions) |  | Year Ended December 31 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 |  | 2013 |  | 2014 vs. 2013 |  |  |
| Non-interest expense (GAAP) |  | \$ | 3,432 | \$ | 3,556 | \$ | (124) | (3.5)\% |
| Adjustments: |  |  |  |  |  |  |  |  |
| Professional, legal and regulatory expenses ${ }^{(1)(2)}$ |  |  | (93) |  | (58) |  | (35) | 60.3 \% |
| Branch consolidation and property and equipment charges |  |  | (16) |  | (5) |  | (11) | 220.0 \% |
| Gain on sale of TDRs held for sale, net |  |  | 35 |  | - |  | 35 | NM |
| Loss on early extinguishment of debt |  |  | - |  | (61) |  | 61 | (100.0)\% |
| Adjusted non-interest expense (non-GAAP) | F | \$ | 3,358 | \$ | 3,432 | \$ | (74) | (2.2)\% |
| Net interest income (GAAP) |  | \$ | 3,279 | \$ | 3,262 | \$ | 17 | 0.5 \% |
| Taxable-equivalent adjustment |  |  | 63 |  | 54 |  | 9 | 16.7 \% |
| Net interest income, taxable-equivalent basis | G | \$ | 3,342 | \$ | 3,316 | \$ | 26 | 0.8 \% |
| Non-interest income (GAAP) | H | \$ | 1,821 | \$ | 2,019 | \$ | (198) | (9.8)\% |
| Adjustments: |  |  |  |  |  |  |  |  |
| Securities gains, net |  |  | (27) |  | (26) |  | (1) | 3.8 \% |
| Leveraged lease termination gains, net |  |  | (10) |  | (39) |  | 29 | (74.4)\% |
| Gain on sale of other assets ${ }^{(3)}$ |  |  | - |  | (24) |  | 24 | (100.0)\% |
| Adjusted non-interest income (non-GAAP) | I | \$ | 1,784 | \$ | 1,930 | \$ | (146) | (7.6)\% |
| Total revenue, taxable-equivalent basis | G+H | \$ | 5,163 | \$ | 5,335 | \$ | (172) | (3.2)\% |
| Adjusted total revenue, taxable-equivalent basis (non-GAAP) | $\mathbf{G}+\mathbf{I}=\mathbf{J}$ | \$ | 5,126 | \$ | 5,246 | \$ | (120) | (2.3)\% |
| Adjusted efficiency ratio (non-GAAP) | F/J |  | 65.5\% |  | 65.4\% |  |  |  |
| Adjusted fee income ratio (non-GAAP) | I/J |  | 34.8\% |  | 36.8\% |  |  |  |

## $\overline{\mathrm{NM}}$ - Not Meaningful

(1) Regions recorded $\$ 100$ million of contingent legal and regulatory accruals during the fourth quarter of 2014 related to previously disclosed matters.
(2) Regions recorded a non-tax deductible regulatory charge of $\$ 58$ million during the fourth quarter of 2013 related to previously disclosed inquiries from government authorities. These matters were settled in the second quarter of 2014 for $\$ 7$ million less than originally estimated.
(3) Gain on sale on a non-core portion of a Wealth Management business.

Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Reconciliation to GAAP Financial Measures

## Return Ratios, Tangible Common Ratios, Capital

The following tables provide calculations of "return on average tangible common stockholders' equity", end of period "tangible common stockholders' equity" ratios and a reconciliation of stockholders' equity (GAAP) to tangible common stockholders' equity (non-GAAP), Tier 1 capital (regulatory) and "Tier 1 common equity" (non-GAAP). Tangible common stockholders' equity ratios have become a focus of some investors and management believes they may assist investors in analyzing the capital position of the Company absent the effects of intangible assets and preferred stock. Traditionally, the Federal Reserve and other banking regulatory bodies have assessed a bank's capital adequacy based on Tier 1 capital, the calculation of which is prescribed in amount by federal banking regulations. In connection with the Company's Comprehensive Capital Analysis and Review ("CCAR"), these regulators are supplementing their assessment of the capital adequacy of a bank based on a variation of Tier 1 capital, known as Tier 1 common equity. While not prescribed in amount by federal banking regulations (under Basel I), analysts and banking regulators have assessed Regions' capital adequacy using the tangible common stockholders' equity and/or the Tier 1 common equity measures. Because tangible common stockholders' and Tier 1 common equity are not formally defined by GAAP or prescribed in any amount by federal banking regulations (under Basel I), these measures are currently considered to be non-GAAP financial measures and other entities may calculate them differently than Regions' disclosed calculations. Since analysts and banking regulators may assess Regions' capital adequacy using tangible common stockholders' equity and Tier 1 common equity, management believes that it is useful to provide investors the ability to assess Regions' capital adequacy on these same bases.

Tier 1 common equity is often expressed as a percentage of risk-weighted assets. Under the risk-based capital framework, a company's balance sheet assets and credit equivalent amounts of off-balance sheet items are assigned to one of four broad risk categories. The aggregated dollar amount in each category is then multiplied by the risk-weighted category. The resulting weighted values from each of the four categories are added together and this sum is the risk-weighted assets total that, as adjusted, comprises the denominator of certain risk-based capital ratios. Tier 1 capital is then divided by this denominator (risk-weighted assets) to determine the Tier 1 capital ratio. Adjustments are made to Tier 1 capital to arrive at Tier 1 common equity (non-GAAP). Tier 1 common equity (non-GAAP) is also divided by the risk-weighted assets to determine the Tier 1 common equity ratio (non-GAAP). The amounts disclosed as risk-weighted assets are calculated consistent with banking regulatory requirements.

The following tables also provide calculations of "Common equity Tier 1" (CET1), based on Regions' current understanding of the Final Basel III requirements. In December 2010, the Basel Committee on Banking Supervision (the "Basel Committee") released its final framework for Basel III, which will strengthen international capital and liquidity regulation. In June 2012, U.S. Regulators released three separate Notices of Proposed Rulemaking covering U.S. implementation of the Basel III framework. In July 2013, U.S. Regulators released final rules covering the U.S. implementation of the Basel III framework, which will change capital requirements and place greater emphasis on common equity. For Regions, the Basel III framework will be phased in beginning in 2015 with full implementation complete beginning in 2019. The calculations provided below are estimates, based on Regions' current understanding of the final framework, including the Company's interpretation of the requirements, and informal feedback received through the regulatory process. Regions' understanding of the framework is evolving and will likely change as analysis and discussions with regulators continue. Because the Basel III implementation regulations are not formally defined by GAAP, these measures are considered to be non-GAAP financial measures, and other entities may calculate them differently from Regions' disclosed calculations. Since analysts and banking regulators may assess Regions' capital adequacy using the Basel III framework, we believe that it is useful to provide investors the ability to assess Regions' capital adequacy on the same basis.

| (\$ amounts in millions, except per share data) |  | As of and for Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| RETURN ON AVERAGE TANGIBLE COMMON STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders (GAAP) | A | \$ | 195 | \$ | 305 | \$ | 292 | \$ | 311 | \$ | 219 |
| Average stockholders' equity (GAAP) |  | \$ | 17,194 | \$ | 17,049 | \$ | 16,680 | \$ | 16,002 | \$ | 15,504 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |
| Average intangible assets (GAAP) |  |  | 5,097 |  | 5,105 |  | 5,104 |  | 5,107 |  | 5,118 |
| Average deferred tax liability related to intangibles (GAAP) |  |  | (176) |  | (182) |  | (184) |  | (187) |  | (189) |
| Average preferred stock (GAAP) |  |  | 886 |  | 903 |  | 779 |  | 444 |  | 452 |
| Average tangible common stockholders' equity (non-GAAP) | B | \$ | 11,387 | \$ | 11,223 | \$ | 10,981 | \$ | 10,638 | \$ | 10,123 |
| Return on average tangible common stockholders' equity (non-GAAP) ${ }^{(1)}$ | A/B |  | 6.78\% |  | 10.78\% |  | 10.68\% |  | 11.84\% |  | 8.58\% |
| TANGIBLE COMMON RATIOS-CONSOLIDATED |  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity (GAAP) |  | \$ | 16,989 | \$ | 17,160 | \$ | 17,029 | \$ | 16,132 | \$ | 15,768 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock (GAAP) |  |  | 884 |  | 900 |  | 920 |  | 442 |  | 450 |
| Intangible assets (GAAP) |  |  | 5,091 |  | 5,103 |  | 5,097 |  | 5,110 |  | 5,111 |
| Deferred tax liability related to intangibles (GAAP) |  |  | (172) |  | (181) |  | (183) |  | (186) |  | (188) |
| Tangible common stockholders' equity (non-GAAP) | C | \$ | 11,186 | \$ | 11,338 | \$ | 11,195 | \$ | 10,766 | \$ | 10,395 |
| Total assets (GAAP) |  | \$ | 119,679 | \$ | 119,226 | \$ | 118,719 | \$ | 117,933 | \$ | 117,396 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |
| Intangible assets (GAAP) |  |  | 5,091 |  | 5,103 |  | 5,097 |  | 5,110 |  | 5,111 |
| Deferred tax liability related to intangibles (GAAP) |  |  | (172) |  | (181) |  | (183) |  | (186) |  | (188) |
| Tangible assets (non-GAAP) | D | \$ | 114,760 | \$ | 114,304 | \$ | 113,805 | \$ | 113,009 | \$ | 112,473 |
| Shares outstanding - end of quarter | E |  | 1,354 |  | 1,379 |  | 1,378 |  | 1,378 |  | 1,378 |
| Tangible common stockholders' equity to tangible assets (non-GAAP) | C/D |  | 9.75\% |  | 9.92\% |  | 9.84\% |  | 9.53\% |  | 9.24\% |
| Tangible common book value per share (non-GAAP) | C/E | \$ | 8.26 | \$ | 8.23 | \$ | 8.12 | \$ | 7.81 | \$ | 7.54 |

# Regions Financial Corporation and Subsidiaries 

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Reconciliation to GAAP Financial Measures

## Return Ratios, Tangible Common Ratios, Capital (Continued)

| (\$ amounts in millions) |  | As of and for Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| TIER 1 COMMON RISK-BASED RATIO ${ }^{(2)}$ - CONSOLIDATED |  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity (GAAP) |  | \$ | 16,989 | \$ | 17,160 | \$ | 17,029 | \$ | 16,132 | \$ | 15,768 |
| Accumulated other comprehensive (income) loss |  |  | 238 |  | 174 |  | 52 |  | 229 |  | 319 |
| Non-qualifying goodwill and intangibles |  |  | $(4,809)$ |  | $(4,808)$ |  | $(4,797)$ |  | $(4,804)$ |  | $(4,798)$ |
| Disallowed servicing assets |  |  | (27) |  | (29) |  | (28) |  | (29) |  | (31) |
| Tier 1 capital (regulatory) |  | \$ | 12,391 | \$ | 12,497 | \$ | 12,256 | \$ | 11,528 | \$ | 11,258 |
| Preferred stock (GAAP) |  |  | (884) |  | (900) |  | (920) |  | (442) |  | (450) |
| Tier 1 common equity (non-GAAP) | F | \$ | 11,507 | \$ | 11,597 | \$ | 11,336 | \$ | 11,086 | \$ | 10,808 |
| Risk-weighted assets (regulatory) | G | \$ | 98,974 | \$ | 98,381 | \$ | 98,098 | \$ | 97,418 | \$ | 96,416 |
| Tier 1 common risk-based ratio (non-GAAP) | F/G |  | 11.6\% |  | 11.8\% |  | 11.6\% |  | 11.4\% |  | 11.2\% |
| BASEL III COMMON EQUITY TIER 1 RATIO ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Stockholder's equity (GAAP) |  | \$ | 16,989 | \$ | 17,160 | \$ | 17,029 | \$ | 16,132 | \$ | 15,768 |
| Non-qualifying goodwill and intangibles ${ }^{(3)}$ |  |  | $(4,906)$ |  | $(4,918)$ |  | $(4,911)$ |  | $(4,923)$ |  | $(4,922)$ |
| Adjustments, including all components of accumulated other comprehensive income, disallowed deferred tax assets, threshold deductions and other adjustments |  |  | 116 |  | 36 |  | (100) |  | 61 |  | 130 |
| Preferred stock (GAAP) |  |  | (884) |  | (900) |  | (920) |  | (442) |  | (450) |
| Basel III common equity Tier 1 (non-GAAP) | H | \$ | 11,315 | \$ | 11,378 | \$ | 11,098 | \$ | 10,828 | \$ | 10,526 |
| Basel III risk-weighted assets (non-GAAP) ${ }^{(4)}$ | I | \$ | 101,997 | \$ | 101,390 | \$ | 100,968 | \$ | 100,566 | \$ | 99,483 |
| Basel III common equity Tier 1 ratio (non-GAAP) | H/I |  | 11.1\% |  | 11.2\% |  | 11.0\% |  | 10.8\% |  | 10.6\% |

[^10]
## Regions Financial Corporation and Subsidiaries

## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Statements of Discontinued Operations (unaudited)

On January 11, 2012, Regions entered into a stock purchase agreement to sell Morgan Keegan and Company, Inc. and related affiliates to Raymond James Financial Inc. The sale was closed on April 2, 2012. Regions Investment Management, Inc. (formerly known as Morgan Asset Management, Inc.) and Regions Trust were not included in the sale. In connection with the agreement, the results of the entities sold are reported as discontinued operations. The following table represents the unaudited condensed results of operations for discontinued operations.

| (\$ amounts in millions, except per share data) | Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 |  | 9/30/2014 |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  |
| Non-interest income: |  |  |  |  |  |  |  |  |  |  |
| Insurance proceeds | \$ | - | \$ | 19 | \$ | - | \$ | - | \$ | - |
| Total non-interest income |  | - |  | 19 |  | - |  | - |  | - |
| Non-interest expense: |  |  |  |  |  |  |  |  |  |  |
| Professional and legal expenses |  | 5 |  | 14 |  | (3) |  | (19) |  | 24 |
| Other |  | - |  | - |  | 1 |  | - |  | 1 |
| Total non-interest expense |  | 5 |  | 14 |  | (2) |  | (19) |  | 25 |
| Income (loss) from discontinued operations before income tax |  | (5) |  | 5 |  | 2 |  | 19 |  | (25) |
| Income tax expense (benefit) |  | (2) |  | 2 |  | 1 |  | 7 |  | (11) |
| Income (loss) from discontinued operations, net of tax | \$ | (3) | \$ | 3 | \$ | 1 | \$ | 12 | \$ | (14) |
| Weighted-average shares outstanding-during quarter ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 1,365 |  | 1,378 |  | 1,378 |  | 1,378 |  | 1,378 |
| Diluted |  | 1,365 |  | 1,389 |  | 1,390 |  | 1,390 |  | 1,378 |
| Earnings (loss) per common share from discontinued operations: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | (0.00) | \$ | 0.00 | \$ | 0.00 | \$ | 0.01 | \$ | (0.01) |
| Diluted | \$ | (0.00) | \$ | 0.00 | \$ | 0.00 | \$ | 0.01 | \$ | (0.01) |

[^11]
## Financial Supplement to Fourth Quarter 2014 Earnings Release

## Forward-Looking Statements

This release may include forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, which reflect Regions' current views with respect to future events and financial performance. Forward-looking statements are not based on historical information, but rather are related to future operations, strategies, financial results or other developments. Forward-looking statements are based on management's expectations as well as certain assumptions and estimates made by, and information available to, management at the time the statements are made. Those statements are based on general assumptions and are subject to various risks, uncertainties and other factors that may cause actual results to differ materially from the views, beliefs and projections expressed in such statements. These risks, uncertainties and other factors include, but are not limited to, those described below:

- Current and future economic and market conditions in the United States generally or in the communities we serve, including the effects of declines in property values, unemployment rates and potential reduction of economic growth.
- Possible changes in trade, monetary and fiscal policies of, and other activities undertaken by, governments, agencies, central banks and similar organizations.
- The effects of a possible downgrade in the U.S. government's sovereign credit rating or outlook.
- Possible changes in market interest rates.
- Any impairment of our goodwill or other intangibles, or any adjustment of valuation allowances on our deferred tax assets due to adverse changes in the economic environment, declining operations of the reporting unit, or other factors.
- Possible changes in the creditworthiness of customers and the possible impairment of the collectability of loans.
- Changes in the speed of loan prepayments, loan origination and sale volumes, charge-offs, loan loss provisions or actual loan losses.
- Possible acceleration of prepayments on mortgage-backed securities due to low interest rates, and the related acceleration of premium amortization on those securities.
- Our ability to effectively compete with other financial services companies, some of whom possess greater financial resources than we do and are subject to different regulatory standards than we are.
- Loss of customer checking and savings account deposits as customers pursue other, higher-yield investments.
- Our ability to develop and gain acceptance from current and prospective customers for new products and services in a timely manner.
- Changes in laws and regulations affecting our businesses, including changes in the enforcement and interpretation of such laws and regulations by applicable governmental and self-regulatory agencies.
- Our ability to obtain regulatory approval (as part of the CCAR process or otherwise) to take certain capital actions, including paying dividends and any plans to increase common stock dividends, repurchase common stock under current or future programs, or redeem preferred stock or other regulatory capital instruments.
- Our ability to comply with applicable capital and liquidity requirements (including finalized Basel III capital standards), including our ability to generate capital internally or raise capital on favorable terms.
- The costs and other effects (including reputational harm) of any adverse judicial, administrative, or arbitral rulings or proceedings, regulatory enforcement actions, or other legal actions to which we or any of our subsidiaries are a party.
- Any adverse change to our ability to collect interchange fees in a profitable manner, whether such change is the result of regulation, litigation, legislation, or other governmental action.
- Our ability to manage fluctuations in the value of assets and liabilities and off-balance sheet exposure so as to maintain sufficient capital and liquidity to support our business.
- Possible changes in consumer and business spending and saving habits and the related effect on our ability to increase assets and to attract deposits.
- Any inaccurate or incomplete information provided to us by our customers or counterparties.
- Inability of our framework to manage risks associated with our business such as credit risk and operational risk, including third-party vendors and other service providers.
- The inability of our internal disclosure controls and procedures to prevent, detect or mitigate any material errors or fraudulent acts.
- The effects of geopolitical instability, including wars, conflicts and terrorist attacks.
- The effects of man-made and natural disasters, including fires, floods, droughts, tornadoes, hurricanes and environmental damage.
- Our ability to keep pace with technological changes.
- Our ability to identify and address cyber-security risks such as data security breaches, "denial of service" attacks, "hacking" and identity theft.
- Possible downgrades in our credit ratings or outlook.
- The effects of problems encountered by other financial institutions that adversely affect us or the banking industry generally.
- The effects of the failure of any component of our business infrastructure which is provided by a third party.
- Our ability to receive dividends from our subsidiaries.
- Changes in accounting policies or procedures as may be required by the Financial Accounting Standards Board or other regulatory agencies.
- The effects of any damage to our reputation resulting from developments related to any of the items identified above.

The foregoing list of factors is not exhaustive. For discussion of these and other factors that may cause actual results to differ from expectations, look under the captions "Forward-Looking Statements" and "Risk Factors" of Regions' Annual Report on Form 10-K for the year ended December 31, 2013, as filed with the Securities and Exchange Commission.

The words "anticipates," "intends," "plans," "seeks,""believes," "estimates," "expects," "targets," "projects," "outlook," "forecast," "will," "may," "could," "should," "can," and similar expressions often signify forward-looking statements. You should not place undue reliance on any forward-looking statements, which speak only as of the date made. We assume no obligation to update or revise any forward-looking statements that are made from time to time.

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[^0]:    *Annualized
    (1) See reconciliation of GAAP to non-GAAP Financial Measures on pages 14 and 18-20.
    (2) Current quarter Tier 1 common, Basel III common equity Tier 1, Tier 1 capital, Total risk-based capital and Leverage ratios are estimated.
    (3) Excludes guaranteed residential first mortgages that are $90+$ days past due and still accruing. Refer to the footnotes on page 16 for amounts related to these loans.
    (4) Reflects the number of active full-time and part-time associates as of the last pay period of the month.

[^1]:    (1) In the fourth quarter of 2014, approximately $\$ 214$ million of average IRA account balances were reclassified from money market to savings. Prior period amounts have been revised to conform to the current period classification.
    (2) Total deposit costs from continuing operations may be calculated by dividing total interest expense on deposits by the sum of interest-bearing deposits and non-interest bearing deposits. The rates for total deposit costs from continuing operations equal $0.11 \%$ and $0.11 \%$ for the quarters ended December 31, 2014 and September 30, 2014 , respectively.

[^2]:    (1) In the fourth quarter of 2014, approximately $\$ 214$ million of average IRA account balances were reclassified from money market to savings. Prior period amounts have been revised to conform to the current period classification
    (2) Total deposit costs from continuing operations may be calculated by dividing total interest expense on deposits by the sum of interest-bearing deposits and non-interest bearing deposits. The rates for total deposit costs from continuing operations equal $0.11 \%, 0.12 \%$, and $0.12 \%$ for the quarters ended June 30, 2014, March 31, 2014 and December 31, 2013, respectively.

[^3]:    (1) In 2014, approximately $\$ 207$ million of average IRA account balances were reclassified from money market to savings. Prior period amounts have been revised to conform to the current period classification.
    (2) Total deposit costs from continuing operations may be calculated by dividing total interest expense on deposits by the sum of interest-bearing deposits and non-interest bearing deposits. The rates for total deposit costs from continuing operations equal $0.11 \%$ and $0.15 \%$ for the years ended December 31 , 2014 and 2013 , respectively

[^4]:    NM - Not Meaningful
    (1) Regions transferred approximately $\$ 686$ million of primarily performing restructured residential first mortgage loans to held for sale at the end of the fourth quarter of 2013. This transaction impacts the fourth quarter 2014 to fourth quarter 2013 and first quarter 2014 to fourth quarter 2013 average balance variances.

[^5]:    (1) Excludes guaranteed residential first mortgages that are $90+$ days past due and still accruing. Refer to the footnotes on page 16 for amounts related to these loans.
    (2) See page 17 for detail of restructured loans.
     net charge-off percentage for residential first mortgages for the fourth quarter of 2013 would have been $0.41 \%$ (non-GAAP). Excluding these net charge-offs, the adjusted net chargeoff percentage for total consumer loans for the fourth quarter of 2013 would have been $0.93 \%$ (non-GAAP). The adjusted net charge-off percentage for all loans would have been $0.67 \%$ (non-GAAP). See page 14 for a reconciliation of these GAAP to non-GAAP net charge-off ratios

[^6]:    * Annualized

[^7]:    (1) The balance of Regions' home equity portfolio was $\$ 10,932$ million at December 31, 2014 consisting of $\$ 8,466$ million of home equity lines of credit and $\$ 2,466$ million of closed-end home equity loans. The home equity lines of credit presented in the table above are based on maturity date for lines with a balloon payment and draw period expiration date for lines that convert to a repayment period. The closed-end loans were primarily originated as amortizing loans, and were therefore excluded from the table above.

[^8]:    (1) Excludes loans that are $100 \%$ guaranteed by FHA. Total $30-89$ days past due guaranteed loans excluded were $\$ 24$ million at $12 / 31 / 14, \$ 21$ million at $9 / 30 / 14, \$ 19$ million at $6 / 30 / 14$, $\$ 16$ million at $3 / 31 / 14$, and $\$ 17$ million at $12 / 31 / 13$.
    (2) Excludes loans that are $100 \%$ guaranteed by FHA and all guaranteed loans sold to GNMA where Regions has the right but not the obligation to repurchase. Total 90 days or more past due guaranteed loans excluded were $\$ 125$ million at $12 / 31 / 14$, $\$ 121$ million at $9 / 30 / 14, \$ 88$ million at $6 / 30 / 14, \$ 94$ million at $3 / 31 / 14$, and $\$ 106$ million at $12 / 31 / 13$.

[^9]:    (1) The majority of TDRs held for sale at December 31, 2013 were comprised of residential first mortgage loans transfered during the fourth quarter of 2013 and subsequently sold in the first quarter of 2014.

[^10]:    (1) Annualized
    (2) Current quarter amounts and the resulting ratio are estimated.
    (3) Under Basel III, regulatory capital must be reduced by purchased credit card relationship intangible assets. These assets are partially allowed in Basel I capital.
    (4) Regions continues to develop systems and internal controls to precisely calculate risk-weighted assets as required by Basel III. The amount included above is a reasonable approximation, based on our understanding of the requirements.

[^11]:    (1) In a quarter where there is a loss from discontinued operations, basic and diluted weighted-average common shares outstanding are the same.

