Exhibit 99.3

REGIONS

3rd Quarter Earnings Conference Call

October 20, 2020

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Third quarter 2020 overview

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$501M	Net Income Available to Common Shareholders
$0.52	Diluted Earnings Per Share
$1,596M	Adjusted Total Revenue(1)
$889M	Adjusted Non-Interest Expense(1)
$707M	Adjusted Pre-Tax Pre-Provision Income(1)



1 Generated highest adjusted pre-tax pre-provision income(1) in over a decade

(1) Non-GAAP, see appendix for reconciliation.

Supporting our customers

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Customer Loan Modifications

	As of 6/30/20		As of 9/30/20	
	Balances w/ deferral ($ in millions)	Deferral as % of total	Balances w/ deferral ($ in millions)	Deferral as % of total
Mortgage (portfolio only)	$1,422	9%	$924	6%
Home Equity	251	3%	49	1%
Vehicles[1]	102	8%	11	1%
Indirect-Other Consumer	84	3%	25	1%
Credit Card	27	2%	6	1%
Other Consumer	42	4%	9	1%
Total Consumer	1,928	6%	1,024	3%
Total Business[2]	3,763	6%	468	1%
Total	$5,691	6%	$1,492	2%

Highlights

- 37% of active mortgage deferral balances as of 9/30/20 are due to GNMA repurchases during the quarter
- As of 9/30/20, greater than 95% of loans balances previously on deferral are current or less than 30 days past due
- Through September, and excluding mortgage, there are second deferral requests on consumer products totaling $50M

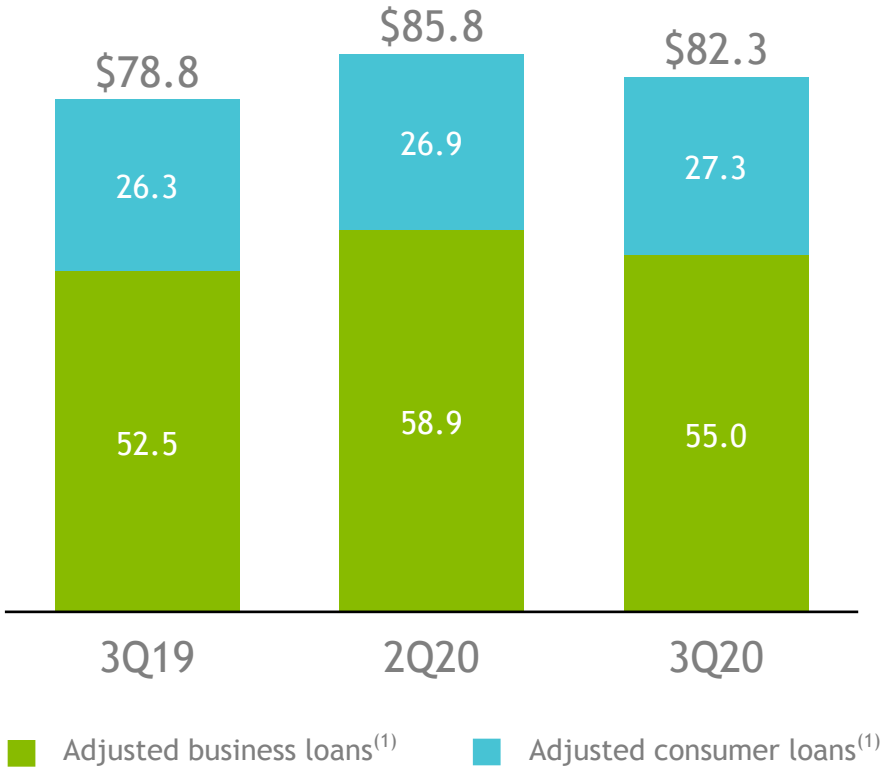
(1) Indirect vehicles deferral metrics include Dealer Financial Services and Direct auto only. (2) Business loan deferral metrics include Ascentium Capital.

Average loans

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Adjusted average loans and leases[1]

($ in billions)



QoQ highlights

- Average loans decreased 3%; adjusted average loans[1] decreased 4%
- Pipelines remain healthy, however clients continue to deleverage
- Commercial line utilization levels reached historical low ending quarter at 41%
- Remain focused on client selectivity and full relationship with appropriate risk-adjusted returns
- Expect the majority of PPP loan forgiveness to push into 1H21; minimal expected in 4Q20
- YTD mortgage production is more than double the prior year; ~55% higher than full-year 2019 levels
- ~$340M Ginnie Mae residential mortgages were bought out of servicing pools during the quarter

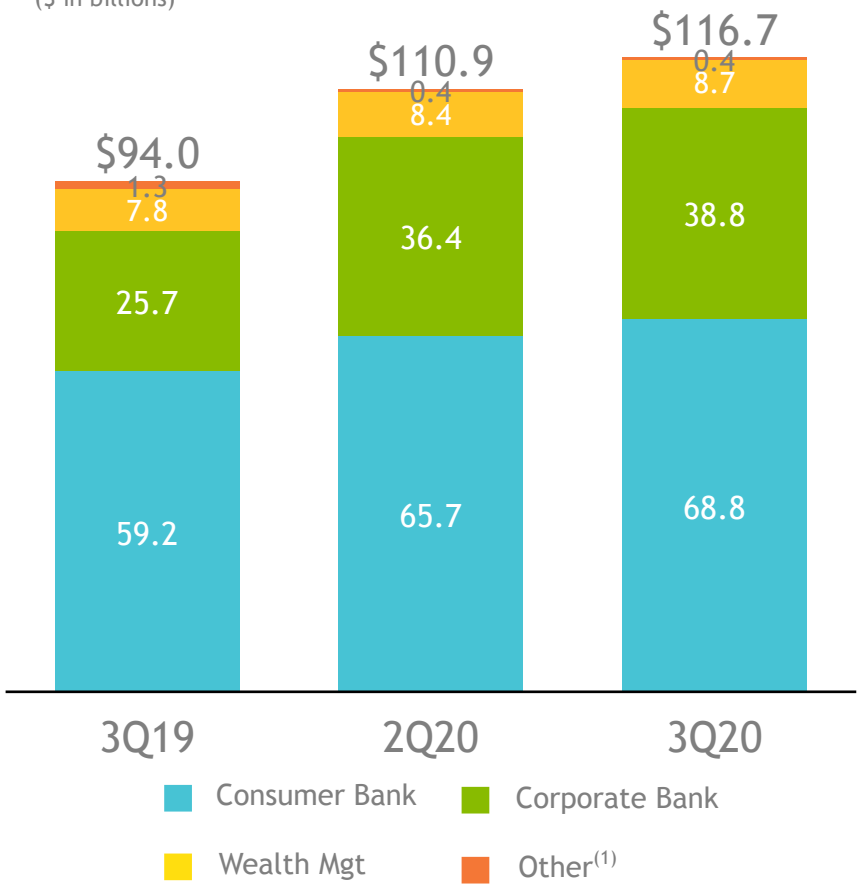
(1) Non-GAAP, see appendix for reconciliation.

Average deposits

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Average deposits by segment

($ in billions)



QoQ highlights

- Average deposits increased 5%; ending deposits increased 1%
- Commercial clients' cash increases resulting from focus on supply chain efficiencies and declines in working asset levels
- Declining interest rates drive corporate clients to bring excess deposits back to Regions
- Consumer deposit growth driven by government stimulus as well as reduced spending during the pandemic
- Growth in consumer deposits began leveling off toward the end of 3Q

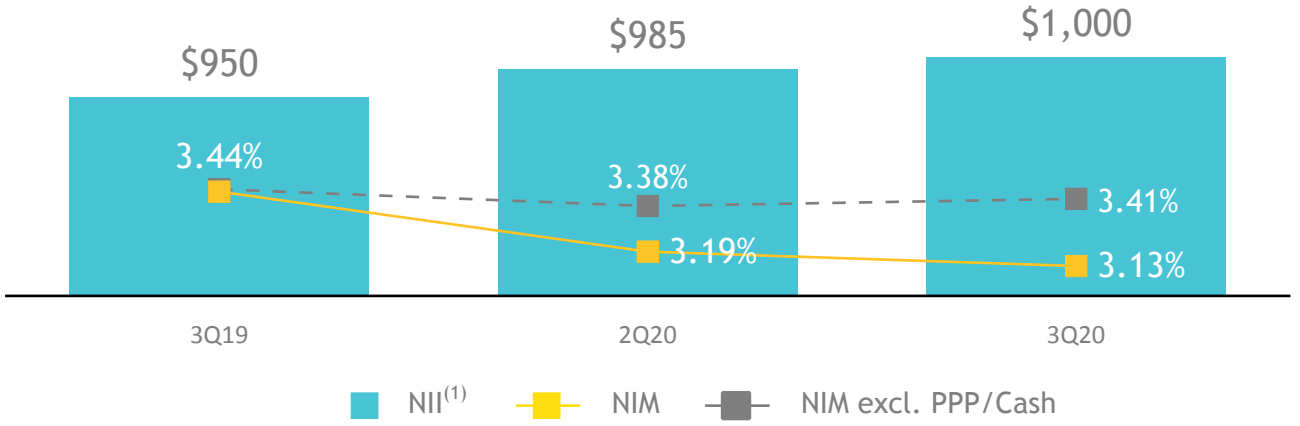
(1) Other deposits represent non-customer balances primarily consisting of wholesale funding (for example, Eurodollar deposits, selected deposits and brokered time deposits).

Net interest income and net interest margin - Liquidity Impacts

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NII[(1)] and NIM

($ in millions)



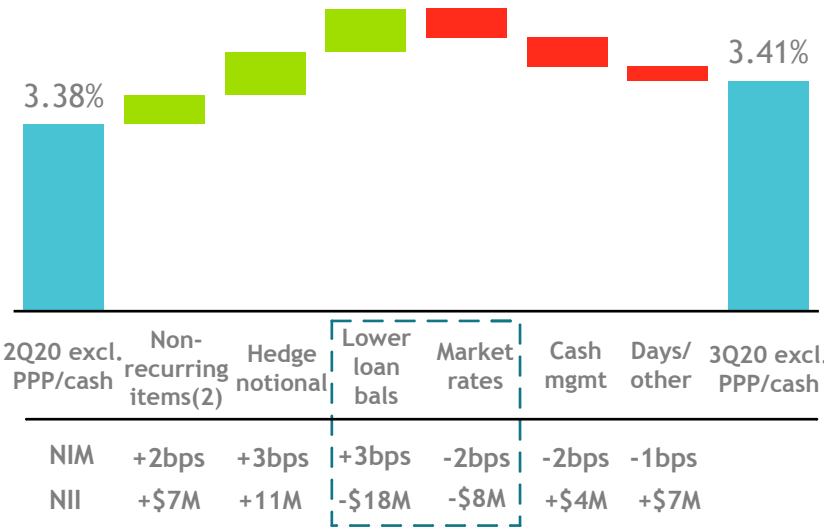
- In 3Q, deposit and cash balances remained elevated given stimulus / liquidity in the system
  - PPP and cash account for -28 bps NIM and +$31M[(2)] NII within the quarter (-9bps / + $13M QoQ)
- Cash deployment strategies in 3Q included:
  - ~$3B Agency MBS/CMBS purchases
  - $1B Bank debt call
  - ~$400M FHLB advance early termination (FHLB bal=$0)

(1) Net interest income on a fully taxable equivalent basis. (2) NII for PPP loans includes an estimated funding cost.

Net interest income and net interest margin - Core Drivers

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Core[1] NIM Attribution



Long-term rate and balance sheet deleveraging pressure will persist; loan balance declines expected to moderate

Core Drivers of NIM and NII

- 3Q benefits from +$3B forward starting hedge notional becoming active; additional benefit from lower short-term rates offsets a portion of the long-term pressure:
  - Hedging program; $94M NII in 3Q[3]
  - Deposit pricing advantage; Sept total deposit costs at 10 bps - all-time low
- Residual exposure to long-term rates at low levels
  - Fixed rate loan/securities production at lower rates
  - Premium amortization; from $33M 2Q to $46M 3Q[4]
- Loan balance declines mostly attributable to C&I line normalization and the strategic reduction of indirect loans

4Q 2020 Expectations

- 3Q NII elevated by non-recurring items[2]; after normalizing for this, 4Q NII expected to be relatively flat to modestly lower[5]
  - NII and NIM in 4Q will be pressured by the continued turnover of assets at lower market interest rate levels, and lower loan balances/mix
  - 4Q hedge benefit estimated at $97M; uncertain timing of PPP fee acceleration to benefit NII/NIM - currently assume no benefit until 2021
- Excluding PPP/cash, NIM expected to remain in the 3.30%s

(1) Core NIM excludes PPP and excess cash over $750M. (2) Items that may not repeat include bond call benefits, loan prepayment penalties, other loan yield adjustments, and bond premium amortization associated with elevated Ginnie Mae buy-outs. (3) Hedges remain active; $1.8B unrealized, pre-tax gain, to be amortized into NII over the remaining life of hedges ~4.5 years. (4) Ginnie Mae buy-outs add ~$4M. (5) Assumes Fed Funds Target remains 0%-0.25%, 1m LIBOR 0.12%-0.20%, and 10yr US Treasury is range-bound 0.50% - 0.90%.

Non-interest income

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($ in millions)	3Q20	Change vs 2Q20	Change vs 3Q19
Service charges	$152	16.0%	(18.3)%
Card and ATM fees	115	13.9%	0.9%
Wealth management income	85	7.6%	2.4%
Capital markets income (excluding CVA/DVA)	56	(8.2)%	33.3%
Capital markets - CVA/DVA	5	(85.3)%	183.3%
Mortgage income	108	31.7%	92.9%
Market Value adjustments (on employee benefit assets - other)	14	(12.5)%	100.0%
Valuation gain on equity investment	44	NM	NM
Other	76	10.1%	—%
Total non-interest income	$655	14.3%	17.4%
Adjusted non-interest income[1]	608	6.3%	9.2%

QoQ highlights

- Service charges impacted by elevated deposits and lower customer spend; while improved, at current levels expect $30-35M per quarter negative impact vs. prior year levels
- Card & ATM fees have recovered to prior year levels; debit card spend fully recovered; credit card spend improved but not fully recovered
- Strong mortgage production associated with lower rate environment contributed to record 3Q income; 2020 production on track to nearly double 2019 levels
- Wealth management produced solid results; investment service fee income increased 35%, benefiting from branches reopening
- Capital markets delivered record debt & equity underwriting fees; expect capital markets near-term quarterly run rate of $45-55M, excluding CVA
- $44M valuation gain for equity investment in a company with 3Q IPO; subject to 180-day lockout period, which is reflected in valuation

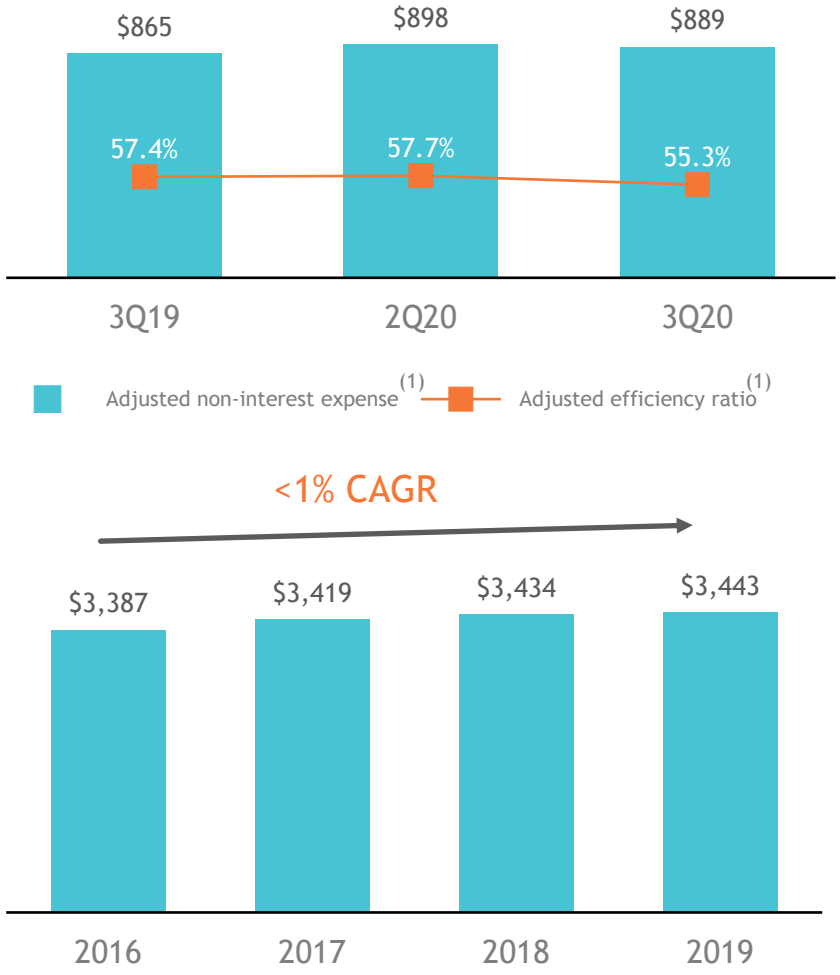
(1) Non-GAAP; see appendix for reconciliation.
NM - Not Meaningful
CVA/DVA - customer derivative "credit" and "debit valuation adjustments"

Non-interest expense

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Adjusted non-interest expense[1]

($ in millions)



QoQ highlights

- Adjusted expenses[1] decreased 1% compared to the prior quarter
- Excluding COVID-related expenses and the impact of changes in market valuation on employee benefit accounts, 3Q adjusted expenses[1] were $872M
- Since announcing Simplify & Grow (S&G) in 2016, adjusted expense[1] growth has been limited to less than 1% CAGR; while continuing to make investments to grow our business
- Benefits from the S&G Continuous Improvement initiative include reduced square footage, increased digital adoption, branch consolidations, and reduced 3rd-party spend
- Evaluating digital and technology spend priorities to align with recent changes in customer behavior
- Committed to adjusting the expense base commensurate with the revenue environment
- 3Q adjusted efficiency ratio[1] improved 240 bps to 55.3% QoQ, lowest level in over 12 years

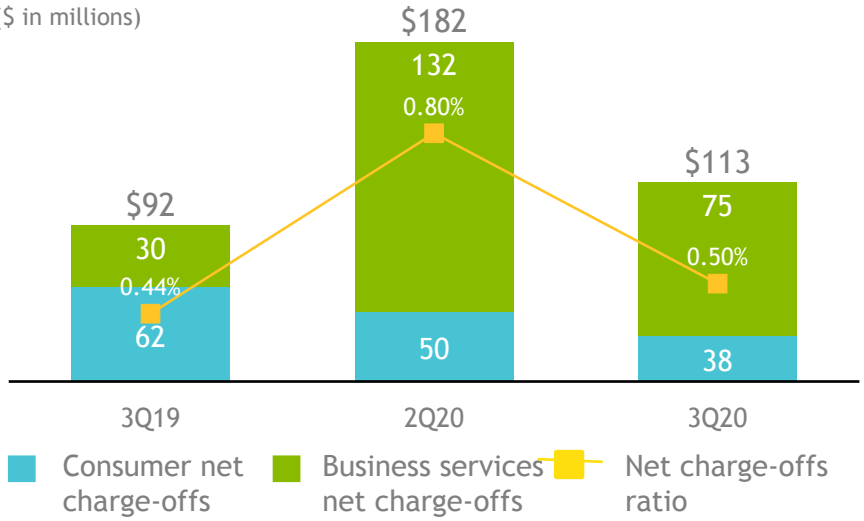
(1) Non-GAAP; see appendix for reconciliation.

Asset quality

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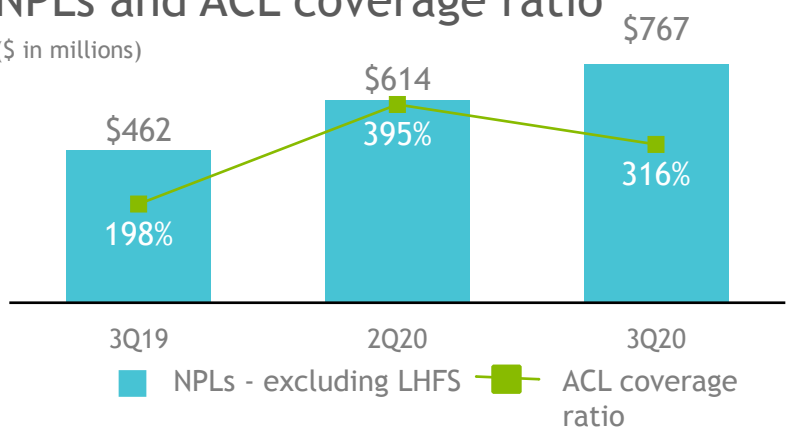
Net charge-offs and ratio

($ in millions)



NPLs and ACL coverage ratio

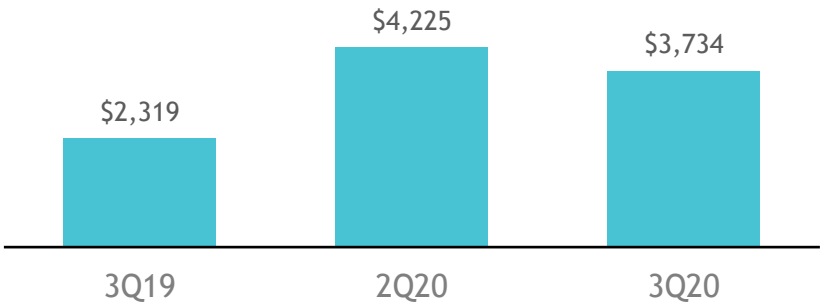
($ in millions)



(1) Non-GAAP; see appendix for reconciliation.

Criticized business loans

($ in millions)



- If positive trends continue, no additional reserve build anticipated; 4Q NCOs expected to be between 55-65 bps
- Provision of $113M resulting in ACL of 2.74% of total loans (2.90%[1] ex-PPP)
- NPLs increased 19 bps to 0.87% of total loans, primarily driven by downgrades in retail IRE and energy
- Criticized business loans decreased 12% resulting from upgrades primarily in retail showing improvement due to strong anchor tenants
- Outcome of recent SNC exam fully incorporated in 3Q results

Bottom up review informs and narrows COVID-19 high-risk industry sectors (as of September 30, 2020)

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C&I Portfolio	BAL$[1]	% of BAL$	Utilization Rate[2]	Leveraged % of BAL$	SNC % of BAL$	% Deferral	% Criticized
Energy - Oil & Gas Extraction, Oilfield Services	$1.15b	1.3%	60%	—%	79%	3%	43%
Healthcare - Offices of Physicians and Other Health Practitioners	$1.11b	1.3%	74%	5%	5%	2%	4%
Other Consumer Services - Religious Organizations	$0.94b	1.1%	73%	26%	33%	4%	16%
Restaurants - Full service	$0.73b	0.8%	84%	24%	37%	4%	40%
Travel and Leisure - Amusement, arts and recreation, charter bus industry	$0.03b	—%	93%	—%	—%	69%	49%
Total	$3.96b	4.5%	71%	12%	39%	4%	25%

CRE related exposures including unsecured C&I	BAL$[1]	% of BAL$	Utilization Rate[2]	Leveraged % of BAL$	SNC % of BAL$	% Deferral	% Criticized
Unsecured Hotels - Full service, limited service, extended stay	$0.68b	0.8%	78%	—%	96%	—%	—%
IRE Hotels - Full service, limited service, extended stay	$0.29b	0.3%	87%	—%	—%	16%	95%
Unsecured Retail - Inclusive of malls and outlet centers excludes Grocery Anchored REITs	$0.92b	1.0%	44%	—%	100%	—%	10%
IRE Retail (non-essential) - Inclusive of malls and outlet centers	$0.73b	0.8%	94%	—%	28%	1%	25%
Total	$2.62b	3.0%	64%	—%	68%	2%	21%

Ongoing Portfolio Surveillance

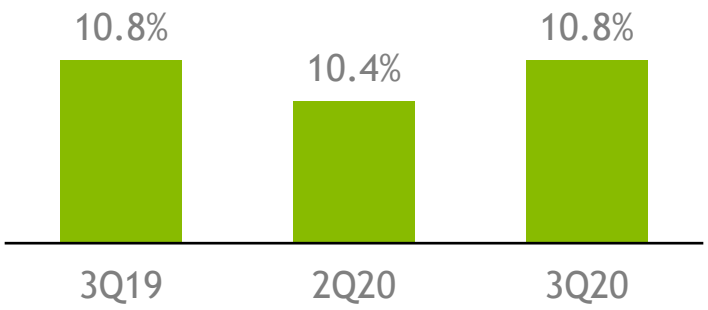
- Proactive, frequent customer dialogue
- Closely monitoring most vulnerable customers
- Monitoring ratings migration
- Central reporting on enterprise-wide relief initiatives
- Established pandemic related monitoring
  - Deferral requests
  - Revolver draws

(1) Amounts exclude PPP Loans, Operating Leases and Held For Sale exposure. (2) Borrowing Base Adjusted Commitments, excludes Operating Leases and Held For Sale.

Capital and liquidity

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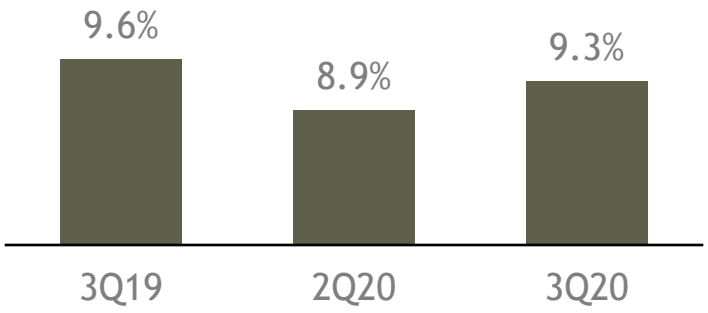
Tier 1 capital ratio[1]



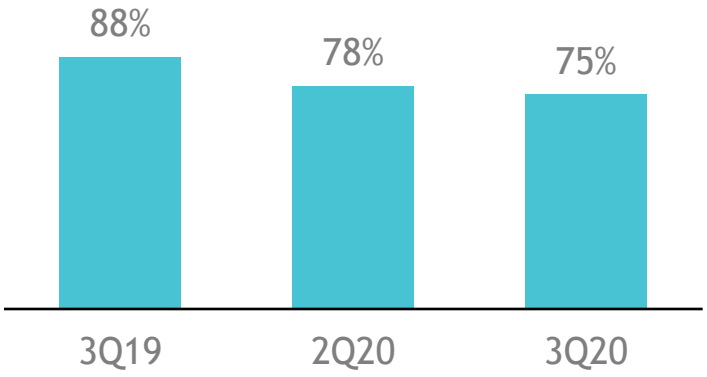
QoQ highlights

- During 3Q declared $149M in common dividends
- 3.0% Stress Capital Buffer for 4Q20-3Q21
- Common Equity Tier 1 ratio increased ~40 bps to an estimated 9.3%; expect near-term capital levels to increase further
- Historically high deposit balances contributed to 300 bps decline in 3Q loan-to-deposit ratio

Common equity Tier 1 ratio[1]



Loan-to-deposit ratio[2]



(1) Current quarter ratios are estimated. (2) Based on ending balances.

Appendix

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Third quarter 2020 highlights

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Summary of third quarter results

($ amounts in millions, except per share data)	3Q20	QoQ Change	YoY Change
Net interest income	$ 988	1.6%	5.4%
Provision for credit losses	113	(87.2)%	4.6%
Non-interest income	655	14.3%	17.4%
Non-interest expense	896	(3.0)%	2.9%
Income (loss) before income taxes	634	NM	22.9%
Income tax expense (benefit)	104	NM	(2.8)%
Net income (loss)	530	NM	29.6%
Preferred dividends	29	26.1%	20.8%
Net income (loss) available to common shareholders	$ 501	NM	30.1%
Diluted EPS	$ 0.52	NM	33.3%

Selected items impacting the quarter

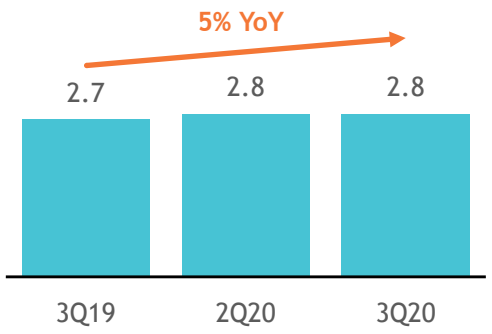
(amounts in millions, except per share data)	3Q20
Pre-tax adjusted items[1]:	
Branch consolidation, property and equipment charges	$ (3)
Loss on early extinguishment of debt	(2)
Salaries and benefits related to severance charges	(2)
Valuation gain on equity investment	44
Securities gains (losses), net	3
Total pre-tax adjusted items[1]	40
Diluted EPS impact[2]	$ 0.03
Pre-tax additional selected items[3]:	
Capital markets income - CVA/DVA	$ 5
PPP loans interest income	35
COVID-19 related expenses	(3)

(1) Non-GAAP, see appendix for reconciliation. (2) Based on income taxes at an approximate 25% incremental rate. (3) Items represent an outsized impact to the quarter or quarterly trends, but are not considered non-GAAP adjustments.
NM - Not Meaningful

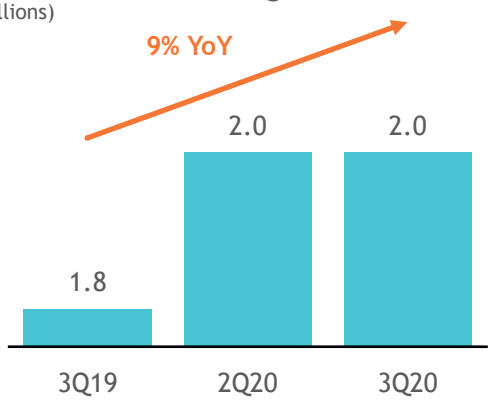
Growth in Digital

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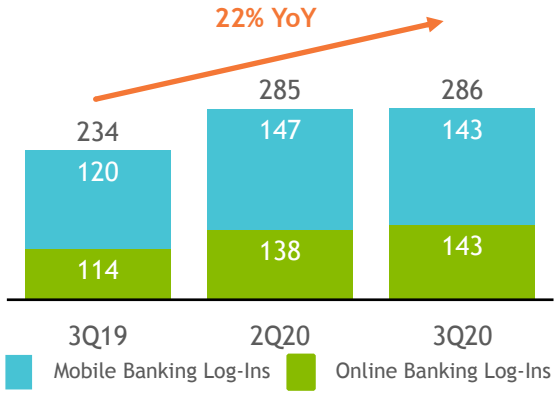
Active Digital Banking Users
(Millions)



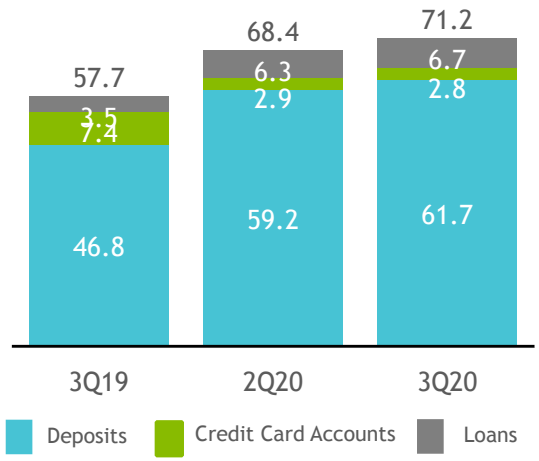
Active Mobile Banking Users
(Millions)



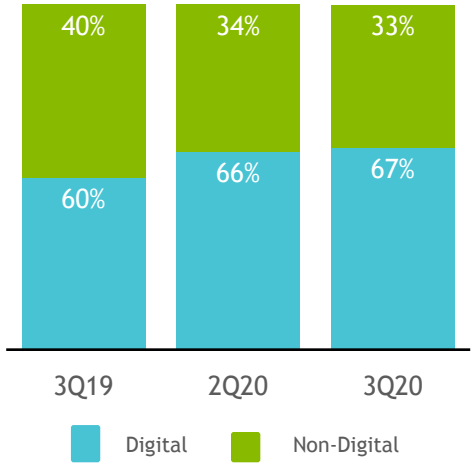
Digital Banking Log-Ins
(Millions)



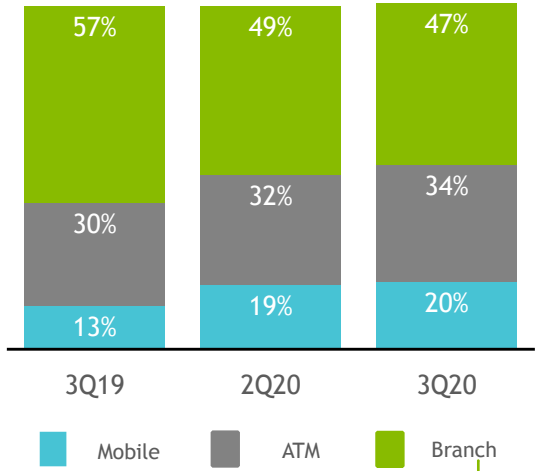
Digital Sales[1]
(Accounts in Thousands)



Customer Transactions[2]



Deposit Transactions by Channel Mix

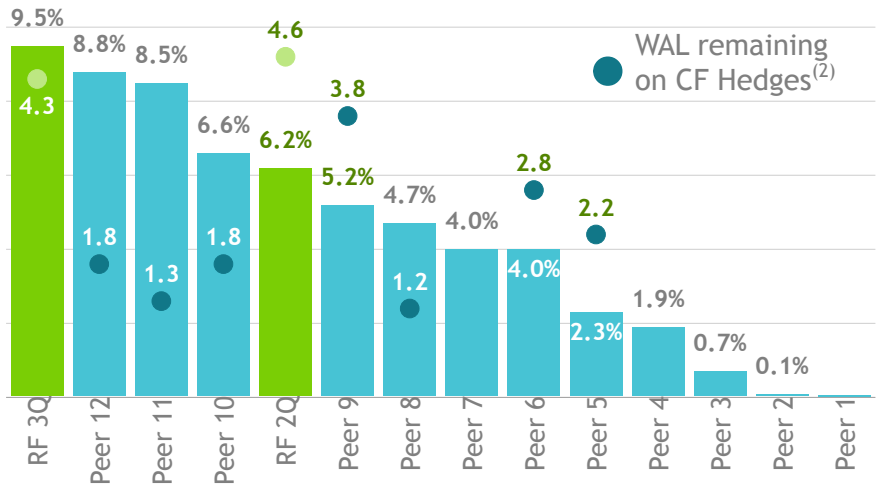


(1) Digital sales represents accounts opened. (2) Digital transactions represent online and mobile only; Non-digital transactions represent branches, contact centers and ATMs.

Hedging strategy protection

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Cash-flow Hedge Contribution to NII - 2Q20[1]

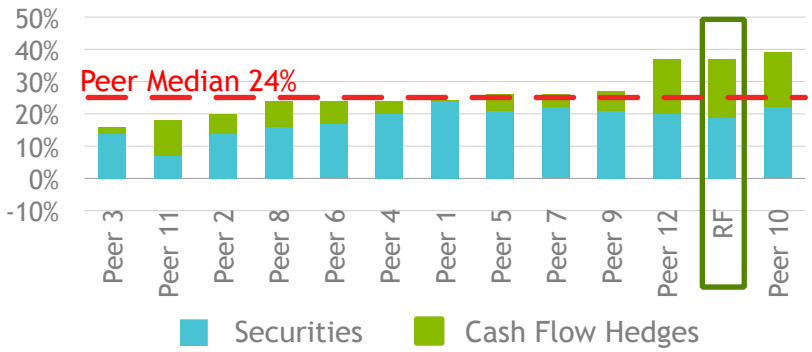


Cash-flow Hedge Program Details 9/30/20[1]

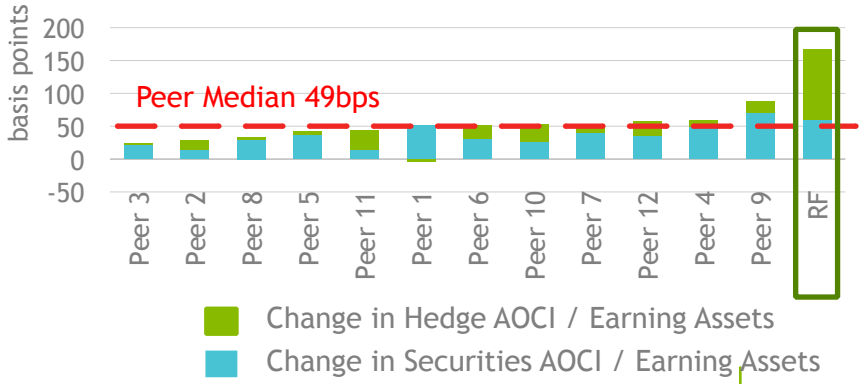
Cash-Flow Hedge	Notional	Fixed Rate/ Strike[3]	Inclusive of deferred G/L[4]
Program Swaps	$11.0B	2.15%	2.18%
Program Floors	$5.75B	2.14%	2.4%
Legacy Swaps	$5.00B	1.49%	1.76%

- $20.5B of total $21.75B hedges active in 3Q20; $3B started in 3Q
  - Unwound $1B floors in 3Q to offset a portion of the duration from securities purchases and to lock in floor time value
- Better protected than peer set both in size and duration of protection
- Current unrealized gain on hedges = ~$1.8B; added $94M to NII in 3Q, or ~10% of NII

Securities and hedges as % of earning assets[5]



Change in AOCI / earning assets 2Q20 vs 2Q19[5]



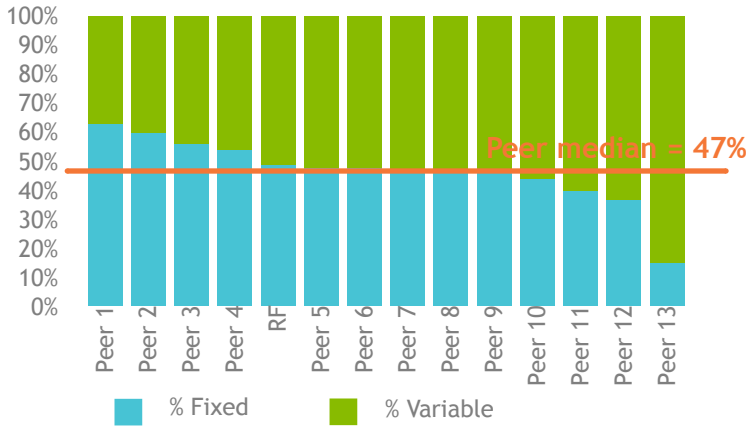
(1) Includes both active and forward starting swaps/floors entered into prior to 9/30/2020 that provide incremental NII protection. (2) Peers 1, 2, 3, 4, & 7 did not disclose weighted average lives of cash flow hedge (3) Weighted average strike price for program floors excludes premiums paid. Swap and floor floating legs a blend of 1m/3m LIBOR, primarily 1m LIBOR. (4) Avg. receive fixed rate including amortization of deferred gains (losses) from terminated cash flow hedges. (5) Uses EOP 2Q20 data latest available when published; Source: SNL Financial, SEC Reporting; Peers include CFG, CMA, FHN, FITB, HBAN, HWC, KEY, MTB, PNC, SNV, USB, ZION; TFC excluded given M&A noise

Interest rate exposure of future business and long-term rates

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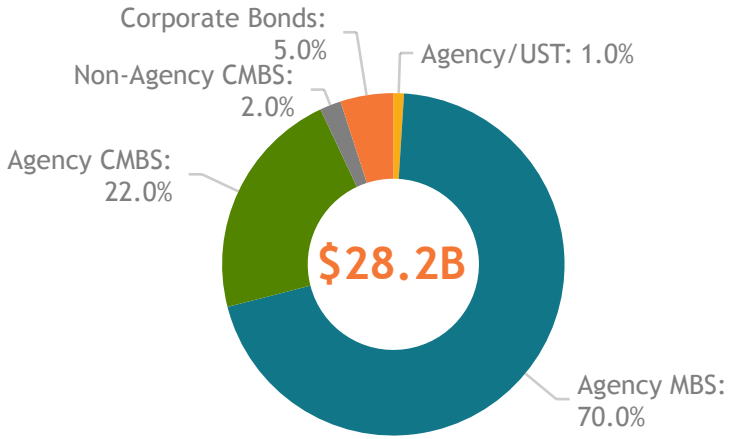
- The majority of Regions' residual NII exposure to interest rates comes from future business activities and cash-flow reinvestment; full-year 2020 estimate:
  - ~$10.5B fixed-rate loan production
  - ~$4.5B fixed-rate securities reinvestment
- Balance sheet mix is a reasonable proxy for long-end rate sensitivity
  - Exposure to fixed-rate assets in-line with peers (~49% fixed excluding hedges)

Fixed / float loan mix(1)



- Within the securities portfolio, reinvestment and premium amortization contribute to a portion of Regions' NII exposure to interest rates
- Portfolio constructed to protect against lower market rates
  - 29% of securities portfolio in bullet-like collateral (CMBS, corporate bonds, and USTs)
  - Purchase MBS with loan characteristics that offer prepayment protection: lower loan balances, seasoning, and state-specific geographic concentrations
- Grew the securities portfolio by approximately $3B during 3Q in order to deploy elevated cash balances and optimize NII/NIM
- During the quarter, the portfolio received make-whole and prepayment penalties from corporate bond and Agency CMBS (NII ~$4M)

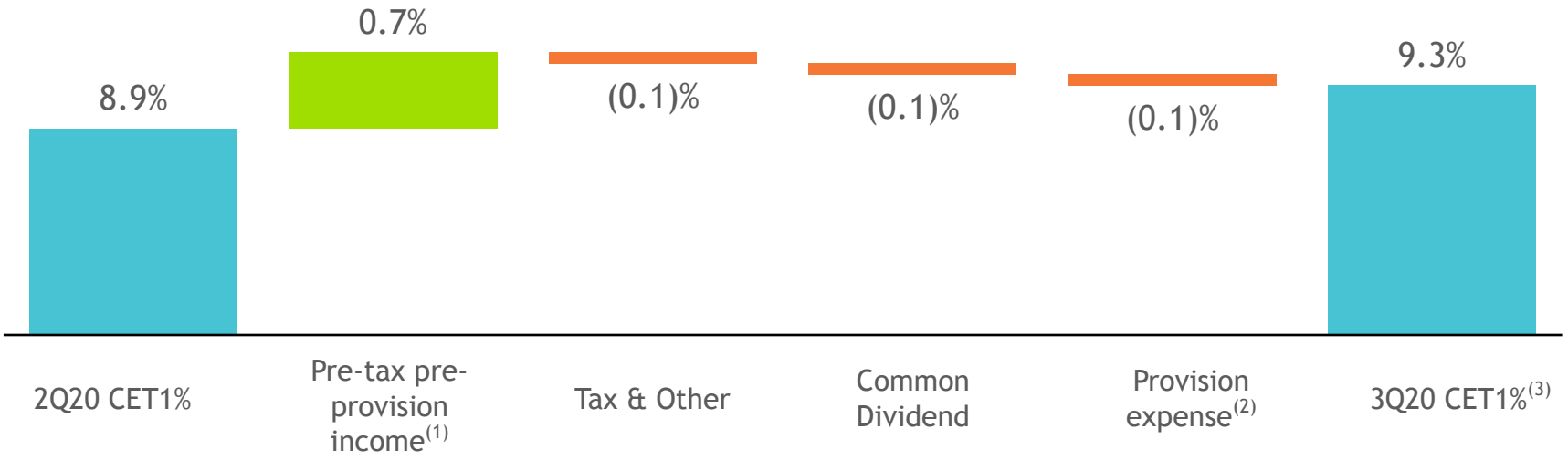
Securities portfolio composition(2)



(1) 6/30/2020 data latest available; Source: SEC reporting, Call Report data for loan repricing within 1 year; Peers include CFG, CMA, FHN, FITB, HBAN, HWC, KEY, MTB, PNC, SNV, USB, ZION, and TFC. (2) Includes AFS, the unrealized AFS gain, and HTM securities as of 9/30/2020.

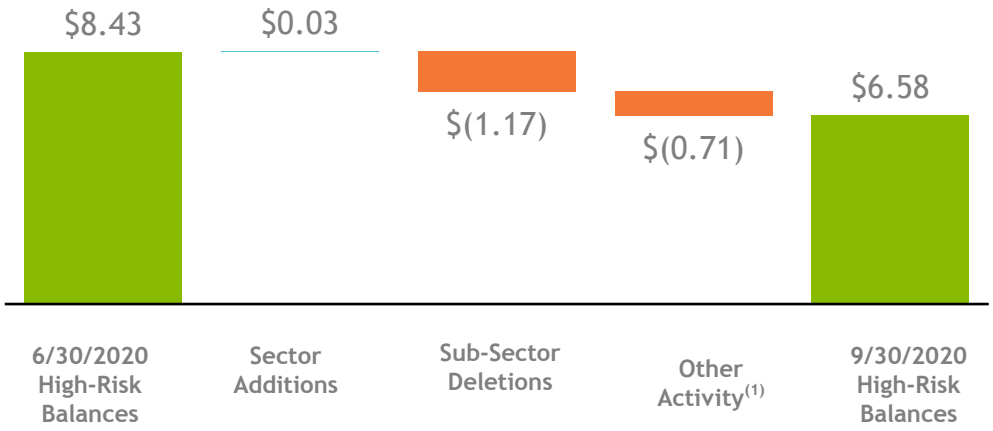
CET1 Waterfall

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(1) Non-GAAP; see appendix for reconciliation.
(2) Provision expense includes the impact of CECL deferral.
(3) Current quarter ratios are estimated.

COVID-19 high-risk industry sectors waterfall
($ in billions)



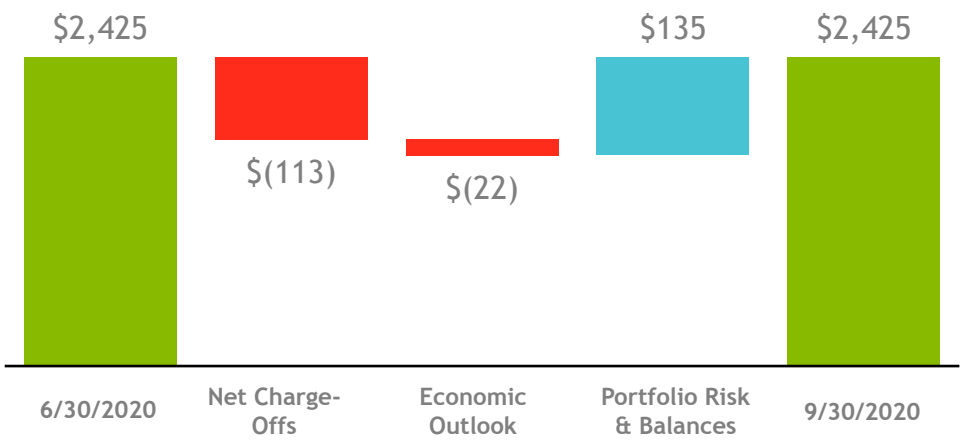
QoQ highlights

- COVID high-risk industries are continuously refined to those exhibiting higher levels of stress due to COVID impact
- Several sub-sectors were removed including but not limited to:
  - Grocery Anchored REITs within CRE Unsecured Retail
  - Freight Transportation
  - C&I Retail (non-essential)
  - Personal Care services in C&I Other Consumer Services

(1) Other activity includes payments, charge-offs, new loans, moves to held for sale and NAICs changes.

Allowance for credit losses waterfall

($ in millions)



QoQ highlights

- Q3 ending allowance was essentially flat to 2Q as economic and credit performance was generally in line with expectations
- Net charge-offs incurred during the quarter were offset by increased risk in certain portfolios, specifically industries designated as high risk as well as certain small business portfolios

Base R&S Economic Outlook
(as of September 18, 2020)

GENERATING Consistent Sustainable Long-term Performance

	Pre-R&S period 3Q2020	4Q2020	1Q2021	2Q2021	3Q2021	4Q2021	1Q2022	2Q2022	3Q2022
Real GDP, annualized % change	25.2%	8.5%	1.4%	1.9%	2.1%	2.1%	2.3%	2.3%	1.9%
Unemployment rate	9.0%	8.4%	8.1%	7.7%	7.4%	7.0%	6.8%	6.6%	6.4%
HPI, year-over-year % change	5.0%	4.7%	3.9%	3.3%	2.6%	2.5%	2.6%	2.6%	2.5%
S&P 500	3,345	3,395	3,407	3,421	3,436	3,453	3,467	3,483	3,497

- Economic forecasts represents Regions' internal outlook for the economy over the reasonable & supportable forecast period.
- Given uncertainty in the path of the economic recovery, management developed alternative analytics to support qualitative additions to our modeled results.

Allowance Allocation

GENERATING Consistent Sustainable Long-term Performance

(in millions)	As of 9/30/20 Loan Balance	ACL	ACL/Loans	As of 6/30/20 Loan Balance	ACL	ACL/Loans
C&I	$45,199	$1,119	2.48%	$47,670	$1,109	2.33%
CRE-OO Mortgage	5,451	247	4.53%	5,491	249	4.53%
CRE-OO Construction	305	22	7.16%	314	20	6.25%
Total Commercial	$50,955	$1,388	2.72%	$53,475	$1,378	2.58%
IRE Mortgage	5,598	165	2.94%	5,221	132	2.53%
IRE Construction	1,984	30	1.53%	1,908	55	2.89%
Total IRE	$7,582	$195	2.57%	$7,129	$187	2.62%
Residential First Mortgage	16,195	153	0.94%	15,382	151	0.98%
Home Equity Lines	4,753	131	2.75%	4,953	146	2.95%
Home Equity Loans	2,839	38	1.34%	2,937	42	1.43%
Indirect- Vehicles	1,120	26	2.38%	1,331	34	2.58%
Indirect- Other Consumer	2,663	258	9.70%	3,022	278	9.19%
Consumer Credit Card	1,189	162	13.59%	1,213	143	11.74%
Other Consumer	1,063	74	6.95%	1,106	66	5.97%
Total Consumer	$29,822	$842	2.82%	$29,944	$860	2.87%
Total	$88,359	$2,425	2.74%	$90,548	$2,425	2.68%
Government Guaranteed PPP Loans	4,594	—	—	4,498	—	—
Total, Excluding PPP Loans[(1)]	$83,765	$2,425	2.90%	$86,050	$2,425	2.82%

(1) Non-GAAP; see appendix for reconciliation.
Note - All PPP loans are included in C&I. Excluding PPP loans from that category would increase the ACL ratio for C&I loans to 2.76%.

Commercial & IRE loans

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20 ($ in millions)	Total Commitments	Outstanding Balances	% Utilization
Administrative, Support, Waste & Repair	$2,736	$1,739	64%
Agriculture	732	486	66%
Educational Services	3,972	3,052	77%
Energy - Oil, Gas & Coal	4,088	1,878	46%
Financial Services	9,069	4,123	45%
Government & Public Sector	3,588	2,954	82%
Healthcare	7,030	4,582	65%
Information	2,698	1,794	66%
Professional, Scientific & Technical Services	4,176	2,599	62%
Real Estate	14,998	7,605	51%
Religious, Leisure, Personal & Non-Profit Services	2,966	2,219	75%
Restaurant, Accommodation & Lodging	2,791	2,426	87%
Retail Trade	5,016	2,977	59%
Transportation & Warehousing	3,994	2,711	68%
Utilities	4,701	1,922	41%
Wholesale	6,281	3,168	50%
Manufacturing	8,949	4,773	53%
Other[1]	189	(53)	N/A
Total Commercial	$87,974	$50,955	58%
Land	$139	$101	73%
Single-Family/Condo	1,610	745	46%
Hotel	333	289	87%
Industrial	1,223	1,052	86%
Office	2,235	2,002	90%
Retail	812	764	94%
Multi-Family	3,312	1,887	57%
Other[1]	940	752	80%
Total Investor Real Estate	$10,604	$7,582	72%

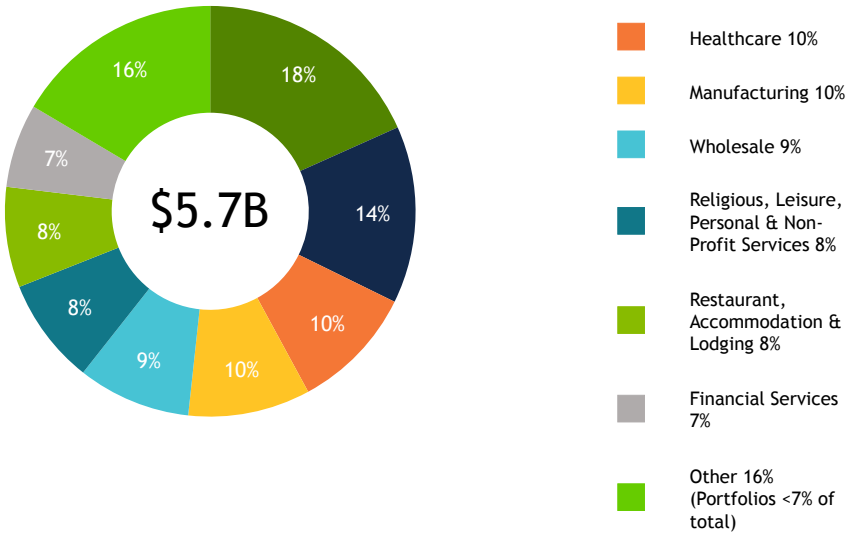
- The outstanding balance for Real Estate within the Commercial section reflects $2,245M of Real Estate Services & Construction loans as well as $5,360M of combined CRE-Unsecured which includes REITs:
  - Hotel REITs total $676M in balances with $863M in commitments
  - Retail REITs total $1,406M in balances and $2,979M in commitments
- Commitments to make commitments are not included
- Utilization % presented incorporates all loan structures in the portfolio; utilization on revolving line structures was ~41.1% at 9/30/2020

(1) Contains balances related to non-classifiable and invalid business industry codes offset by payments in process and fee accounts that are not available at the loan level.

Leveraged portfolio
(outstanding balances as of September 30, 2020)

GENERATING Consistent Sustainable Long-term Performance

Leveraged Balances by Industry



Leverage Definition

- Regions Leveraged Lending Definition - $5.7B in balances
  - Commitments are $10M
  - Leverage exceeds 3x senior debt; 4x total debt
  - Includes investment & non-investment grade loans
- Moody's 2018 Regional Bank Survey Definition(1) - $3.1B in outstanding balances
  - Regions' leveraged lending exposure just below the peer average(1)

Important Factors

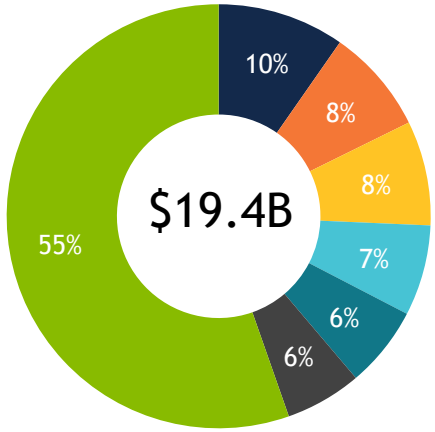
- Not a strategic growth objective; used to support client relationships
- Sponsor-owned clients as a percentage of total portfolio continue to decline
- Enhanced centralized underwriting, servicing, and credit adjudication
- Very limited participation in the highest risk segments of leveraged loans - Covenant Lite & Term Loan B
- Approximately 79% of leveraged loans outstanding are also SNCs

(1) As measured against TCE. Moody's Investor Services – "Regional banks' leveraged loan exposures are modest but growing"

SNC portfolio
(outstanding balances as of September 30, 2020)

GENERATING Consistent Sustainable Long-term Performance

Shared National Credit Balances by Industry



- Financial Services 10%
- Retail 8%
- Energy 8%
- Manufacturing 7%
- Information 6%
- Wholesale 6%
- Other 55% (Portfolios <6% of total)

Portfolio Characteristics

- Diverse industry mix
- 30% of balances are investment grade
- 23% of balances are leveraged
- 25% of balances are sponsor-backed
- 8% of SNC balances are criticized

Energy lending

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20						
($ in millions)	# of Clients [1]	Total Commitments	Outstanding Balances	% Utilization	$ Criticized	% Criticized
Oilfield services and supply (OFS)[2]	154	$484	$312	64%	$114	37%
Exploration and production (E&P)[2]	104	1,421	835	59%	381	46%
Midstream	23	1,562	592	38%	135	23%
Downstream	12	317	46	15%	-	0%
Other[3]	12	290	79	27%	33	42%
PPP Loans	132	14	14	100%	-	0%
Total direct	437	$4,088	$1,878	46%	$663	35%

- Leader in the Energy lending business for over 50 years
- Growth in Energy commitments and outstandings were essentially flat for FY19 and FY20
- $128.0M in charge-offs for YTD 2020, of which over 80% is associated with loans originated prior to 2016 and were unable to restructure after the 2015/2016 downturn
- 8.7% allocated reserve for COVID-19 high-risk energy loans[2] (ex-PPP); 8.5% allocated reserve for total direct (ex-PPP)
- No Leveraged loans within the direct energy related balances
- Utilization rate has remained between 40-60% since 1Q15
- Direct energy loans that are on non-accrual status are 7% of energy loans at 9/30/20
- No second lien exposure
- Midstream sector continues to benefit from protective contracts for gathering, transporting and storing hydrocarbons, although volumes are declining. Overall the midstream portfolio continues to perform well through the downturn.
- Hedge positions are adequate for oil producers and strong for natural gas producers. Average oil hedge position of 69% and 49% of proved developed producing reserves (PDP) for 2020 and 2021, respectively with natural gas hedged at 61% and 76% of PDP for the same periods.
- Includes $1.15 billion in COVID-19 high-risk industry sectors for September 30, 2020.

(1) Represents the number of clients with loan balances outstanding. (2) OFS and E&P are designated as COVID-19 high-risk portfolios. (3) Other category is primarily related to Bituminous Coal Mining.

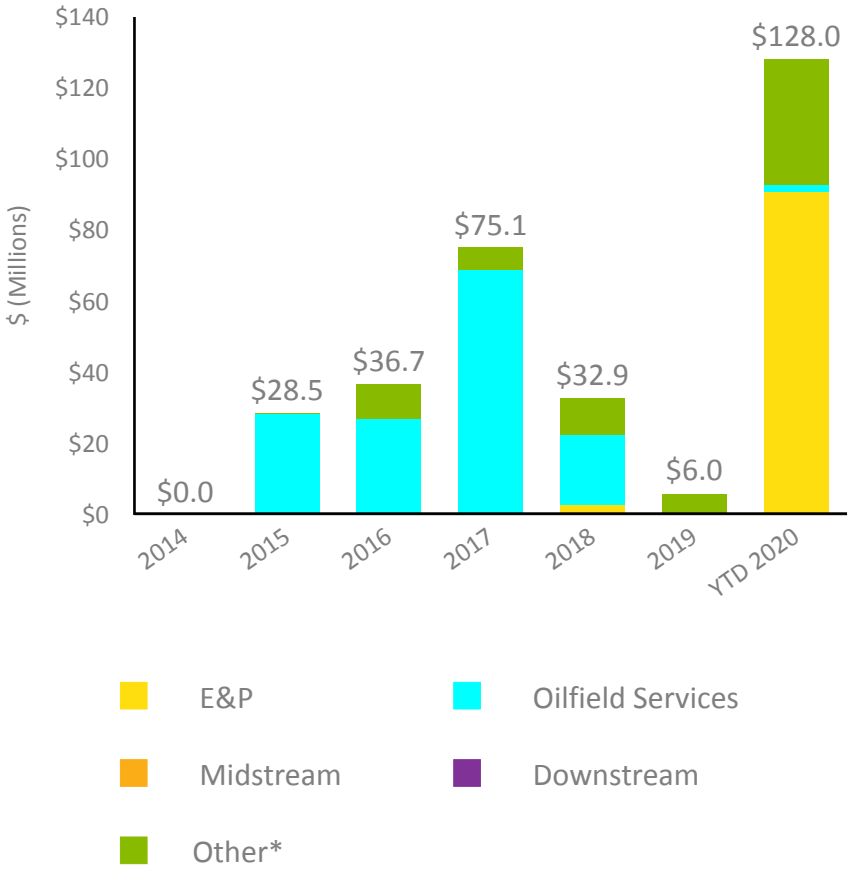
Energy lending (continued)

GENERATING Consistent Sustainable Long-term Performance

Balances by Category



Gross Losses



*Other Losses include losses to MLP funds as well as losses related to coal.

Restaurant lending

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20						
($ in millions)	*# of Clients**	*Total Commitments*	*Outstanding Balances*	*% Utilization*	*$ Criticized*	*% of Outstanding Criticized*
Quick Service	17,821	$1,554	$1,278	82%	$166	13%
Casual Dining	30	500	447	89%	244	55%
Other	22	150	121	81%	44	36%
PPP Loans	2,649	407	407	100%	—	0%
Total Restaurants	20,522	$2,611	$2,253	86%	$454	20%

- Team of bankers in place with specialization in this industry
- Greater risk focus on quality of sponsor
- $730M balances of full-service reflect COVID-19 high-risk loans; 8.9% allocated reserve (ex-PPP); 6.7% allocated reserve to total restaurant balances (ex-PPP)
- Prior to the pandemic, Regions had strategically exited some higher risk restaurant relationships at par; through natural attrition and proactive risk management actions, we have reduced our exposure
- 20% of Restaurant Outstandings are leveraged
- Charge-offs were $21 million in 2019 and are $32.7 million YTD 2020
- Quarantines, social distancing, and reduced business travel will result in lost demand, much of which may not be recoverable
- Casual dining is the sector under the most stress
- Quick service restaurants focus on fast food service and limited menus. Same store sales have held up reasonably well given the digital platform, drive thru and delivery capabilities.

$173 million of balances and $180 million of commitments relating primarily to Traveler Accommodations have been excluded from the Restaurant totals and are reflected in the Hotel related exposure.
*Represents the number of clients with loan balances outstanding.

Hotel lending

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20						
($ in millions)	*# of Clients**	*Total Commitments*	*Outstanding Balances*	*% Utilization*	*$ Criticized*	*% of Outstanding Criticized*
CRE-Unsecured (REITs)	11	$863	$676	78%	$0	0%
IRE – Mortgage	17	253	237	94%	222	94%
IRE – Construction	3	80	51	64%	51	100%
Consumer Services	3,545	143	136	95%	7	5%
PPP Loans	334	37	37	100%	—	0%
Total Hotel related	3,910	$1,376	$1,137	83%	$280	25%

- CRE – Unsecured outstanding balance is comprised of 11 REIT customers
- 57% of total hotel related loans are SNCs
- The REIT portfolio benefits from low leverage, strong liquidity, and diversity of property holdings. Companies have also taken proactive steps to reduce CAPEX, cut dividends, and reduce overhead to preserve cash.
- Includes $0.97 billion in COVID-19 high-risk industry sectors for September 30, 2020.

*Represents the number of clients with loan balances outstanding
Consumer services represents amounts relating primarily to Traveler Accommodations that have been excluded from the Restaurant totals and are reflected in the Hotel related exposure

Commercial retail lending

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20						
($ in millions)	*# of Clients**	*Total Commitments*	*Outstanding Balances*	*% Utilization*	*$ Criticized*	*% Criticized*
CRE-Unsecured (REITs)	28	$2,979	$1,406	47%	$92	7%
IRE	149	780	733	94%	182	25%
C&I:	28,121	2,777	1,461	53%	42	3%
Leveraged	16	390	225	58%	—	—%
Not Leveraged	28,105	2,387	1,236	52%	42	3%
CRE-OO	885	775	735	95%	26	4%
ABL	22	1,127	444	39%	202	45%
PPP Loans	4,742	337	337	100%	0	0%
Total Retail [(1)]	**33,947**	**$8,775**	**$5,116**	**58%**	**$544**	**11%**

- Approximately $425 million of outstanding balances across the REIT and IRE portfolios relate to shopping malls and outlet centers, comprised of ~$211 million Class A and ~$214 million Class B/C.
- Portfolio exposure to REITs specializing in enclosed malls consists of a small number of credits.
  - 34% of balances are Investment Grade with low leverage
- IRE portfolio is widely distributed; largest tenants typically include 'basic needs' anchors. However, almost all IRE Retail downgraded to Criticized in May due to low rent collections and concerns over tenant viability longer term. With reopening of many parts of the economy, rent collections have surprised to the upside, and 75% of the Retail IRE portfolio has moved back to Pass.
- ABL portfolio is collateralized primarily by inventory and accounts receivable
- C&I retail portfolio is also widely distributed; largest categories include:
  - Motor vehicle & parts dealers ~$330 million outstanding to ~2,200 clients
  - Gasoline stations ~$300 million to ~2,000 clients
  - Building materials, garden equipment & supplies ~$225 million outstanding to ~1,100 clients
  - Non-store retailers ~$120 million outstanding to ~1,000 clients
- CRE-OO portfolio consists primarily of small strip malls and convenience stores and is largely term loans where a higher utilization rate is expected
- Includes $1.65 billion in COVID-19 high-risk industry sectors for September 30, 2020.

Securities portfolio includes ~$503 million (net of defeased loans) of post-financial crisis issued AAA rated CMBS with exposure to retail within the diversified collateral pool; protected with 51% credit enhancement (defease adjusted), and losses expected to be de minimis in severely adverse scenario; portfolio also includes ~$86 million in retail related high quality, investment grade corporate bonds

(1) Does not include $2 million of retail related held for sale and operating leases. *Represents the number of clients with loan balances outstanding.

Religious, Leisure, Personal & Non-Profit Services Lending

GENERATING Consistent Sustainable Long-term Performance

($ in millions)	As of 9/30/20 # of Clients*	Total Commitments	Outstanding Balances	% Utilization	$ Criticized	% Criticized
Amusement, Gambling & Recreation	1,305	$581	$479	82%	$102	21%
Religious Organizations	4,718	447	303	68%	21	7%
Arts, Entertainment & Recreation	898	264	161	61%	27	17%
Death Care Services	279	272	167	61%	0	0%
Business, Professional, Labor, Political & Similar Organizations	586	189	142	75%	1	1%
Community Housing Services	930	168	139	83%	8	6%
Social Assistance	721	142	70	49%	12	17%
Personal Care Services	3,783	122	104	85%	5	5%
Other	2,774	442	315	71%	16	5%
PPP Loans	6,665	339	339	100%	0	0%
Total Religious, Leisure, Personal, & Non-Profit	***22,659***	***$2,966***	***$2,219***	***75%***	***$192***	9%

- 22% of balances are leveraged
- 25% of balances are SNCs
- 8% of balances are investment grade
- Includes $0.94 billion in COVID-19 high-risk industry sectors for September 30, 2020.

*Represents the number of clients with loan balances outstanding

Healthcare Lending

GENERATING Consistent Sustainable Long-term Performance

As of 9/30/20						
($ in millions)	*# of Clients**	*Total Commitments*	*Outstanding Balances*	*% Utilization*	*$ Criticized*	*% Criticized*
Facilities	2,434	$2,228	$1,296	58%	$21	2%
Patient Based Providers	12,618	2,007	1,517	76%	81	5%
Goods & Services	1,351	2,097	1,071	51%	22	2%
REITs	—	3	0	—%	0	0%
IRE	97	841	669	80%	1	0%
PPP	5,345	698	698	100%	0	0%
Total Healthcare	***21,845***	***7,874***	***5,251***	***67%***	***$125***	2%

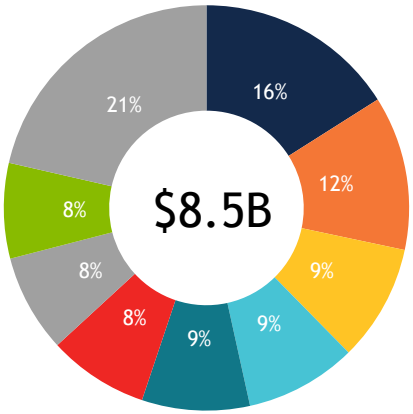
- 11% of balances are leveraged
- 20% of balances are SNCs
- 21% of balances are investment grade
- Includes $1.11 billion in COVID-19 high-risk industry sectors for September 30, 2020.

*Represents the number of clients with loan balances outstanding

Loans to Small Business and Small Farms
(outstanding balances as of September 30, 2020)

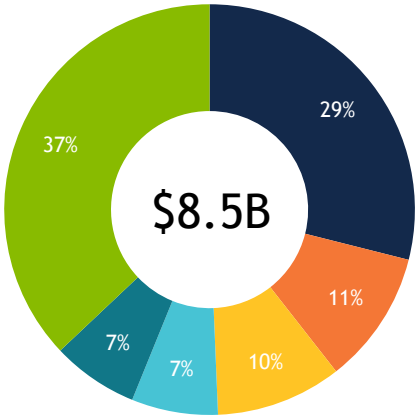
GENERATING Consistent Sustainable Long-term Performance

Balances by Industry



- Healthcare 16%
- Real Estate 12%
- Professional, Scientific & Technical Services 9%
- Transportation & Warehousing 9%
- Retail Trade 9%
- Manufacturing 8%
- Restaurant, Accommodation & Lodging 8%
- Administrative, Support, Waste & Repair 8%
- Other 21% (Portfolios <8% of total)

Balances by State



- Florida 29%
- Alabama 10%
- Tennessee 10%
- Georgia 7%
- Texas 7%
- Other 37% (States <6% of total)

Portfolio Characteristics

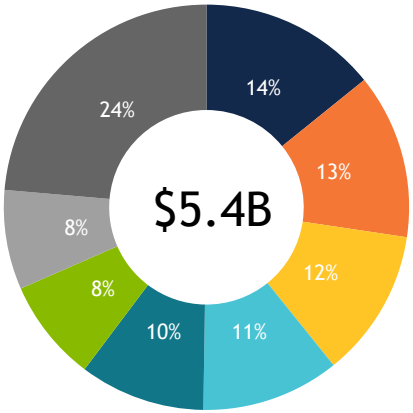
- Loans to Small Businesses are loans with original amounts of $1 million or less while Loans to Small Farms are loans with original amounts of $500 thousand or less
- Includes $2.9 billion of the $5.4 billion SBA loans (including PPP)

Loans to Small Business and Small Farms are defined consistent with the RC-C, Part II Call Report Instructions
Does not include $2 million of HFS

SBA loans
(outstanding balances as of September 30, 2020)

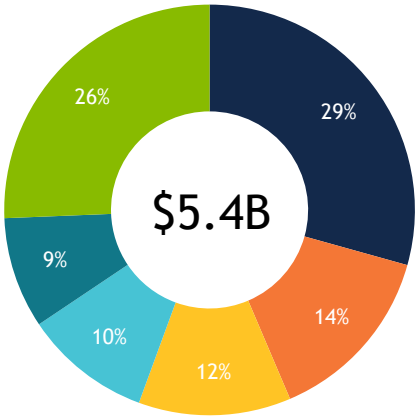
GENERATING Consistent Sustainable Long-term Performance

Balances by Industry



- Healthcare 14%
- Manufacturing 13%
- Real Estate 12%
- Professional, Scientific 11%
- Restaurant, Accommodation & Lodging 10%
- Retail Trade 8%
- Religious, Leisure 8%
- Other 24% (Portfolios <8% of total)

Balances by State



- Florida 29%
- Alabama 14%
- Tennessee 12%
- Georgia 10%
- Texas 9%
- Other 26% (States <9% of total)

Portfolio Characteristics

- 85% are PPP Loans, 10% are 7(a) Program Loans; 4% are 504 Program Loans
- $2.9 billion fall into the Loans to Small Business and Small Farms
- 96% are wholly or partially guaranteed by the US Government

The 7(a) Program loans can be used to buy a business or obtain working capital. The 504 Program loans provide commercial real estate financing for owner-occupied properties.
Loans to Small Business and Small Farms are defined consistent with the RC-C, Part II Call Report Instructions
Does not include $2 million of HFS

Consumer lending portfolio statistics

GENERATING Consistent Sustainable Long-term Performance

Residential Mortgage

- Avg. origination FICO 751
- Current LTV 60%
- 96% owner occupied

Home Equity

- Avg. origination FICO 757
- Current LTV 44%
- Only $102M of resets through 2021
- 68% of portfolio is 1st lien
- Avg. loan size $38,744

Other Consumer Unsecured

- Avg. origination FICO 737
- Avg. new loan $9,799

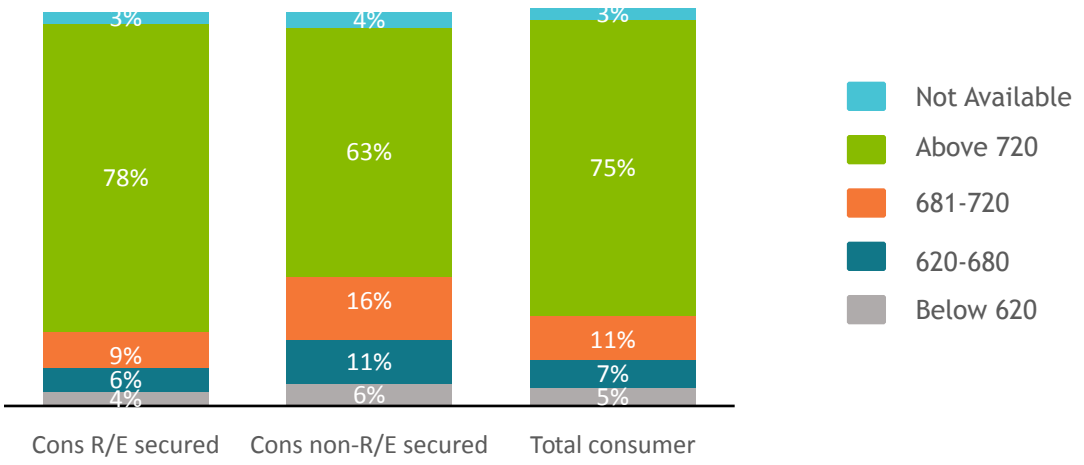
Consumer Third Party Lending

- Avg. origination FICO 754
- Avg. new line $28,875
- 42% home improvement loans
- 3Q20 Yield 8.06%
- 3Q20 QTD NCO 2.23%

Consumer Credit Card

- Avg. origination FICO 766
- Avg. new line $4,318
- 3Q20 Yield 12.62%
- 3Q20 QTD NCO 3.73%

Consumer FICO Scores(1)



(1) Refreshed FICO scores as of 9/30/2020.

LIBOR transition
Four pillars of execution

GENERATING Consistent Sustainable Long-term Performance

- Regions completed a comprehensive LIBOR Impact Assessment in 1H 2019
- Regions has established an Executive Steering Committee to guide program decisions and transition strategy.
- Regions has begun enterprise-wide efforts to transition to alternative rates consistent with industry timelines.

Core Products & Integration

How do we adjust existing platforms and prepare to offer a new rate(s)?

Cross functional team
- Corporate Banking Group
- Consumer Banking Group
- Private Wealth Mgt.
- Capital Markets
- Ops & Tech
- Finance
- Risk

Topics
- Loan origination process
- System updates
- Derivative systems
- Business deposits
- New swap arrangements

Financial Strategy & Forecasting

How do we forecast for the transition and measure its impact over time?

Cross functional team
- Strategic Planning
- Treasury
- Accounting
- Finance
- Capital Markets
- Corporate Banking Group
- Consumer Banking Group
- Ops & Tech
- Risk

Topics
- Financial forecasting
- Loan pricing
- Financial objectives
- Corporate hedging

Contracts

How will we treat existing contracts and incorporate industry fallback language?

Cross functional team
- Corporate Banking Group
- Consumer Banking Group
- Private Wealth Mgt.
- Capital Markets
- Risk Testing Organization
- Legal
- Ops & Tech

Topics
- Tech solutions to search & catalog LIBOR Contracts
- Regions360 approach (clients w/ multiple products)
- Update fallback language

Communications

When and how do we communicate effectively to all stakeholders?

Cross functional team
- Corporate Banking Group
- Consumer Banking Group
- Private Wealth Mgt.
- Capital Markets
- Marketing
- Investor Relations
- Learning & Development
- Legal
- Corporate Communications

Topics
- Client education
- Associate training
- External communication
- Disclosures

Non-GAAP information



Management uses pre-tax pre-provision income (non-GAAP) and adjusted pre-tax pre-provision income (non-GAAP), as well as the adjusted efficiency ratio (non-GAAP) and the adjusted fee income ratio (non-GAAP) 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 (non-GAAP), 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. Adjusted non-interest income (non-GAAP) and adjusted non-interest expense (non-GAAP) are used to determine adjusted pre-tax pre-provision income (non-GAAP). Net interest income (GAAP) on a taxable-equivalent basis and non-interest income are added together to arrive at total revenue on a taxable-equivalent 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.

The allowance for credit losses (ACL) as a percentage of total loans is an important ratio, especially during periods of economic stress. Management believes this ratio provides investors with meaningful additional information about credit loss allowance levels when the SBA's Paycheck Protection Program loans, which are fully backed by the U.S. government, are excluded from total loans which is the denominator used in the ACL ratio. This adjusted ACL ratio represents a non-GAAP financial measure.

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. Analysts and banking regulators have assessed Regions' capital adequacy using the tangible common stockholders' equity measure. Because tangible common stockholders' equity is not formally defined by GAAP or prescribed in any amount by federal banking regulations it is currently considered to be a non-GAAP financial measure and other entities may calculate it differently than Regions' disclosed calculations. Since analysts and banking regulators may assess Regions' capital adequacy using tangible common stockholders' equity, management believes that it is useful to provide investors the ability to assess Regions' capital adequacy on this same basis.

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 earnings that excludes selected items does not represent the amount that effectively accrues directly to stockholders.

Management and the Board of Directors utilize non-GAAP measures as follows:

- Preparation of Regions' operating budgets
- Monthly financial performance reporting
- Monthly close-out reporting of consolidated results (management only)
- Presentation to investors of company performance

Non-GAAP and additional selected items impacting earnings

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(amounts in millions, except per share data)	Quarter Ended 9/30/2020	6/30/2020	9/30/2019
Selected items impacting earnings:			
Pre-tax adjusted items[(1)]:			
Branch consolidation, property and equipment charges	$ (3)	$ (10)	$ (5)
Loss on early extinguishment of debt	(2)	(6)	—
Salaries and benefits related to severance charges	(2)	(2)	(1)
Professional and related fees associated with the purchase of Ascentium Capital	—	(8)	—
Valuation gain on equity investment	44	—	—
Securities gains (losses), net	3	1	—
Leveraged lease termination gains	—	—	1
Total pre-tax adjusted items[(1)]	$ 40	$ (25)	$ (5)
Diluted EPS impact*	$ 0.03	$ (0.02)	$ —
Pre-tax additional selected items**:			
CECL provision in excess of net charge-offs***	$ —	$ (700)	$ —
Capital markets income - CVA/DVA	5	34	(6)
MSR net hedge performance	—	2	15
PPP loans interest income****	35	16	—
COVID-19 related expenses	(3)	(19)	—
Total pre-tax additional selected items**	$ 37	$ (667)	$ 9

(1) Non-GAAP; refer to appendix for reconciliation

* Based on income taxes at an approximate 25% incremental rate. Tax rates associated with leveraged lease terminations are incrementally higher based on their structure.

** Items represent an outsized impact to the quarter or quarterly trends, but are not considered non-GAAP adjustments.

***CECL was adopted 1/1/2020. Periods prior to January 1, 2020 reflect results under the incurred loss model.

**** 2nd quarter PPP loans interest income has been revised to remove estimated funding costs.

Non-GAAP reconciliation: adjusted average loans

GENERATING Consistent Sustainable Long-term Performance

	Average Balances								
($ amounts in millions)	**3Q20**	2Q20	1Q20	4Q19	3Q19	3Q20 vs. 2Q20		3Q20 vs. 3Q19	
Commercial and industrial	**$ 46,405**	$ 49,296	$ 40,519	$ 39,743	$ 40,200	$ (2,891)	(5.9)%	$ 6,205	15.4 %
Less: SBA PPP Loans	**4,558**	3,213	—	—	—	1,345	41.9 %	4,558	NM
Adjusted commercial and industrial loans (non-GAAP)	**$ 41,847**	$ 46,083	$ 40,519	$ 39,743	$ 40,200	$ (4,236)	(9.2)%	$ 1,647	4.1 %
Total commercial loans	**$ 52,221**	$ 55,100	$ 46,351	$ 45,589	$ 46,071	$ (2,879)	(5.2)%	$ 6,150	13.3 %
Less: SBA PPP Loans	**4,558**	3,213	—	—	—	1,345	41.9 %	4,558	NM
Adjusted total commercial loans (non-GAAP)	**$ 47,663**	$ 51,887	$ 46,351	$ 45,589	$ 46,071	$ (4,224)	(8.1)%	$ 1,592	3.5 %
Total business loans	**$ 59,519**	$ 62,119	$ 52,999	$ 51,974	$ 52,459	$ (2,600)	(4.2)%	$ 7,060	13.5 %
Less: SBA PPP Loans	**4,558**	3,213	—	—	—	1,345	41.9 %	4,558	NM
Adjusted total business loans (non-GAAP)	**$ 54,961**	$ 58,906	$ 52,999	$ 51,974	$ 52,459	$ (3,945)	(6.7)%	$ 2,502	4.8 %
Total consumer loans	**$ 29,851**	$ 29,845	$ 30,250	$ 30,418	$ 30,527	$ 6	— %	$ (676)	(2.2)%
Less: Indirect-other consumer exit portfolio	**1,318**	1,493	1,696	1,841	1,906	(175)	(11.7)%	(588)	(30.8)%
Less: Indirect—vehicles	**1,223**	1,441	1,679	1,948	2,247	(218)	(15.1)%	(1,024)	(45.6)%
Adjusted total consumer loans (non-GAAP)	**$ 27,310**	$ 26,911	$ 26,875	$ 26,629	$ 26,374	$ 399	1.5 %	$ 936	3.5 %
Total loans	**$ 89,370**	$ 91,964	$ 83,249	$ 82,392	$ 82,986	$ (2,594)	(2.8)%	$ 6,384	7.7 %
Less: SBA PPP Loans	**4,558**	3,213	—	—	—	1,345	41.9 %	4,558	NM
Less: Indirect-other consumer exit portfolio	**1,318**	1,493	1,696	1,841	1,906	(175)	(11.7)%	(588)	(30.8)%
Less: Indirect—vehicles	**1,223**	1,441	1,679	1,948	2,247	(218)	(15.1)%	(1,024)	(45.6)%
Adjusted total loans (non-GAAP)	**$ 82,271**	$ 85,817	$ 79,874	$ 78,603	$ 78,833	$ (3,546)	(4.1)%	$ 3,438	4.4 %

Non-GAAP reconciliation: NII, non-interest income/expense, operating leverage and efficiency ratio

GENERATING Consistent Sustainable Long-term Performance

($ amounts in millions)		Quarter Ended 9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019	3Q20 vs. 2Q20		3Q20 vs. 3Q19	
Non-interest expense (GAAP)	A	$ 896	$ 924	$ 836	$ 897	$ 871	$ (28)	(3.0)%	$ 25	2.9 %
Adjustments:										
Branch consolidation, property and equipment charges		(3)	(10)	(11)	(12)	(5)	7	70.0 %	2	40.0 %
Salary and employee benefits—severance charges		(2)	(2)	(1)	—	(1)	—	— %	(1)	100.0 %
Loss on early extinguishment of debt		(2)	(6)	—	(16)	—	4	(66.7)	(2)	NM
Professional, legal and regulatory expenses		—	(7)	—	—	—	7	100.0	—	NM
Acquisition expenses		—	(1)	—	—	—	1	100.0	—	NM
Adjusted non-interest expense (non-GAAP)	B	$ 889	$ 898	$ 824	$ 869	$ 865	$ (9)	(1.0)%	$ 24	2.8 %
Net interest income (GAAP)	C	$ 988	$ 972	$ 928	$ 918	$ 937	$ 16	1.6 %	$ 51	5.4 %
Taxable-equivalent adjustment		12	13	12	13	13	(1)	(7.7)%	(1)	(7.7)%
Net interest income, taxable-equivalent basis	D	$ 1,000	$ 985	$ 940	$ 931	$ 950	$ 15	1.5 %	$ 50	5.3 %
Non-interest income (GAAP)	E	655	573	485	562	558	82	14.3	97	17.4
Adjustments:										
Securities (gains) losses, net		(3)	(1)	—	2	—	(2)	200.0 %	(3)	NM
Valuation gain on equity investment		(44)	—	—	—	—	(44)	NM	(44)	NM
Leveraged lease termination gains		—	—	(2)	—	(1)	—	NM	1	(100.0)%
Adjusted non-interest income (non-GAAP)	F	$ 608	$ 572	$ 483	$ 564	$ 557	$ 36	6.3 %	$ 51	9.2 %
Total revenue	C+E=G	$ 1,643	$ 1,545	$ 1,413	$ 1,480	$ 1,495	$ 98	6.3 %	$ 148	9.9 %
Adjusted total revenue (non-GAAP)	C+F=H	$ 1,596	$ 1,544	$ 1,411	$ 1,482	$ 1,494	$ 52	3.4 %	$ 102	6.8 %
Total revenue, taxable-equivalent basis	D+E=I	$ 1,655	$ 1,558	$ 1,425	$ 1,493	$ 1,508	$ 97	6.2 %	$ 147	9.7 %
Adjusted total revenue, taxable-equivalent basis (non-GAAP)	D+F=J	$ 1,608	$ 1,557	$ 1,423	$ 1,495	$ 1,507	$ 51	3.3 %	$ 101	6.7 %
Operating leverage ratio (GAAP)	I-A									6.9 %
Adjusted operating leverage ratio (non-GAAP)	J-B									4.0 %
Efficiency ratio (GAAP)	A/I	54.1%	59.4%	58.6%	60.1%	57.7%				
Adjusted efficiency ratio (non-GAAP)	B/J	55.3%	57.7%	57.9%	58.1%	57.4%				
Fee income ratio (GAAP)	E/I	39.6%	36.8%	34.0%	37.6%	37.0%				
Adjusted fee income ratio (non-GAAP)	F/J	37.8%	36.8%	34.0%	37.7%	37.0%				

NM - Not Meaningful

Non-GAAP reconciliation: non-interest expense

GENERATING Consistent Sustainable Long-term Performance

	Year Ended December 31			
	2019	2018	2017	2016
	(Dollars in millions)			
ADJUSTED NON-INTEREST EXPENSE				
Non-interest expense (GAAP)	$ 3,489	$ 3,570	$ 3,491	$ 3,483
Adjustments:				
Contribution to Regions Financial Corporation foundation	—	(60)	(40)	—
Professional, legal and regulatory expenses	—	—	—	(3)
Branch consolidation, property and equipment charges	(25)	(11)	(22)	(58)
Expenses associated with residential mortgage loan sale	—	(4)	—	—
Loss on early extinguishment of debt	(16)	—	—	(14)
Salary and employee benefits—severance charges	(5)	(61)	(10)	(21)
Adjusted non-interest expense (non-GAAP)	$ 3,443	$ 3,434	$ 3,419	$ 3,387

Non-GAAP reconciliation: Pre-tax pre-provision income (PPI)

GENERATING Consistent Sustainable Long-term Performance

	Quarter Ended								
($ amounts in millions)	**9/30/2020**	6/30/2020	3/31/2020	12/31/2019	9/30/2019	3Q20 vs. 2Q20		3Q20 vs. 3Q19	
Net income (loss) available to common shareholders (GAAP)	**$ 501**	$ (237)	$ 139	$ 366	$ 385	$ 738	311.4 %	$116	30.1 %
Preferred dividends (GAAP)	**29**	23	23	23	24	6	26.1 %	5	20.8 %
Income tax expense (benefit) (GAAP)	**104**	(47)	42	98	107	151	321.3 %	(3)	(2.8)%
Income (loss) before income taxes (GAAP)	**634**	(261)	204	487	516	895	342.9 %	118	22.9 %
Provision for credit losses (GAAP) [1]	**113**	882	373	96	108	(769)	(87.2)%	5	4.6 %
Pre-tax pre-provision income (non-GAAP)	**747**	621	577	583	624	126	20.3 %	123	19.7 %
Other adjustments:									
Securities (gains) losses, net	**(3)**	(1)	—	2	—	(2)	200.0 %	(3)	NM
Valuation gain on equity investment	**(44)**	—	—	—	—	(44)	NM	(44)	NM
Leveraged lease termination gains	**—**	—	(2)	—	(1)	—	NM	1	100.0 %
Salaries and employee benefits—severance charges	**2**	2	1	—	1	—	— %	1	100.0 %
Branch consolidation, property and equipment charges	**3**	10	11	12	5	(7)	(70.0)%	(2)	(40.0)%
Loss on early extinguishment of debt	**2**	6	—	16	—	(4)	(66.7)%	2	NM
Professional, legal and regulatory expenses	**—**	7	—	—	—	(7)	(100.0)%	—	NM
Acquisition expenses	**—**	1	—	—	—	(1)	(100.0)%	—	NM
Total other adjustments	**(40)**	25	10	30	5	(65)	(260.0)%	(45)	NM
Adjusted pre-tax pre-provision income (non-GAAP)	**$ 707**	$ 646	$ 587	$ 613	$ 629	$ 61	9.4 %	$ 78	12.4 %

(1) Upon adoption of CECL on January 1, 2020, the provision for credit losses is the sum of the provision for loan losses and the provision for unfunded credit commitments. Prior to the adoption, the provision for unfunded commitments was included in other non-interest expense.

NM - Not Meaningful

Forward-looking statements

GENERATING Consistent Sustainable Long-term Performance

Forward-Looking Statements

This release may include forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Any statement that does not describe historical or current facts is a forward-looking statement. 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 current 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, and because they also relate to the future they are likewise subject to inherent uncertainties and other factors that may cause actual results to differ materially from the views, beliefs and projections expressed in such statements. Therefore, we caution you against relying on any of these forward-looking 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 (in particular the Southeastern United States), including the effects of possible declines in property values, increases in unemployment rates, financial market disruptions and potential reductions of economic growth, which may adversely affect our lending and other businesses and our financial results and conditions.
- Possible changes in trade, monetary and fiscal policies of, and other activities undertaken by, governments, agencies, central banks and similar organizations, which could have a material adverse effect on our earnings.
- Possible changes in market interest rates or capital markets could adversely affect our revenue and expense, the value of assets and obligations, and the availability and cost of capital and liquidity.
- The impact of pandemics, including the ongoing COVID-19 pandemic, on our businesses and financial results and conditions.The duration and severity of the ongoing COVID-19 pandemic, which has disrupted the global economy, has and could continue to adversely affect our capital and liquidity position, impair the ability of borrowers to repay outstanding loans and increase our allowance for credit losses, impair collateral values, and result in lost revenue or additional expenses. The pandemic could also cause an outflow of deposits, result in goodwill impairment charges and the impairment of other financial and nonfinancial assets, and increase our cost of capital.
- Any impairment of our goodwill or other intangibles, any repricing of assets, or any adjustment of valuation allowances on our deferred tax assets due to changes in law, adverse changes in the economic environment, declining operations of the reporting unit or other factors.
- The effect of changes in tax laws, including the effect of any future interpretations of or amendments to Tax Reform, which may impact our earnings, capital ratios and our ability to return capital to shareholders.
- Possible changes in the creditworthiness of customers and the possible impairment of the collectability of loans and leases, including operating leases.
- Changes in the speed of loan prepayments, loan origination and sale volumes, charge-offs, loan loss provisions or actual loan losses where our allowance for loan losses may not be adequate to cover our eventual losses.
- Possible acceleration of prepayments on mortgage-backed securities due to low interest rates, and the related acceleration of premium amortization on those securities.
- Loss of customer checking and savings account deposits as customers pursue other, higher-yield investments, which could increase our funding costs.
- Possible changes in consumer and business spending and saving habits and the related effect on our ability to increase assets and to attract deposits, which could adversely affect our net income.
- Our ability to effectively compete with other traditional and non-traditional financial services companies, some of whom possess greater financial resources than we do or are subject to different regulatory standards than we are.
- Our inability to develop and gain acceptance from current and prospective customers for new products and services and the enhancement of existing products and services to meet customers' needs and respond to emerging technological trends in a timely manner could have a negative impact on our revenue.
- Our inability to keep pace with technological changes could result in losing business to competitors.
- Changes in laws and regulations affecting our businesses, including legislation and regulations relating to bank products and services, as well as changes in the enforcement and interpretation of such laws and regulations by applicable governmental and self-regulatory agencies, which could require us to change certain business practices, increase compliance risk, reduce our revenue, impose additional costs on us, or otherwise negatively affect our businesses.
- Our capital actions, including dividend payments, common stock repurchases, or redemptions of preferred stock or other regulatory capital instruments, must not cause us to fall below minimum capital ratio requirements, with applicable buffers taken into account, and must comply with other requirements under law or imposed by our regulators, which may impact our ability to return capital to shareholders.

Forward-looking statements (continued)



- Our ability to comply with stress testing and capital planning requirements (as part of the CCAR process or otherwise) may continue to require a significant investment of our managerial resources due to the importance of such tests and requirements.
- Our ability to comply with applicable capital and liquidity requirements (including, among other things, the Basel III capital standards), including our ability to generate capital internally or raise capital on favorable terms, and if we fail to meet requirements, our financial condition and market perceptions of us could be negatively impacted.
- The effects of any developments, changes or actions relating to any litigation or regulatory proceedings brought against us or any of our subsidiaries.
- The costs, including possibly incurring fines, penalties, or other negative 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, and which may adversely affect our results.
- 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.
- Our ability to execute on our strategic and operational plans, including our ability to fully realize the financial and non-financial benefits relating to our strategic initiatives.
- The risks and uncertainties related to our acquisition or divestiture of businesses.
- The success of our marketing efforts in attracting and retaining customers.
- Our ability to recruit and retain talented and experienced personnel to assist in the development, management and operation of our products and services may be affected by changes in laws and regulations in effect from time to time.
- Fraud or misconduct by our customers, employees or business partners.
- 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, which could, among other things, result in a breach of operating or security systems as a result of a cyber attack or similar act or failure to deliver our services effectively.
- Dependence on key suppliers or vendors to obtain equipment and other supplies for our business on acceptable terms.
- The inability of our internal 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 and the potential impact, directly or indirectly, on our businesses.
- The effects of man-made and natural disasters, including fires, floods, droughts, tornadoes, hurricanes, and environmental damage (specifically in the Southeastern United States), which may negatively affect our operations and/or our loan portfolios and increase our cost of conducting business. The severity and impact of future earthquakes, fires, hurricanes, tornadoes, droughts, floods and other weather-related events are difficult to predict and may be exacerbated by global climate change.
- Changes in commodity market prices and conditions could adversely affect the cash flows of our borrowers operating in industries that are impacted by changes in commodity prices (including businesses indirectly impacted by commodities prices such as businesses that transport commodities or manufacture equipment used in the production of commodities), which could impair their ability to service any loans outstanding to them and/or reduce demand for loans in those industries.
- Our ability to identify and address cyber-security risks such as data security breaches, malware, “denial of service” attacks, “hacking” and identity theft, including account take-overs, a failure of which could disrupt our business and result in the disclosure of and/or misuse or misappropriation of confidential or proprietary information, disruption or damage to our systems, increased costs, losses, or adverse effects to our reputation.
- Our ability to achieve our expense management initiatives.
- Market replacement of LIBOR and the related effect on our LIBOR-based financial products and contracts, including, but not limited to, derivative products, debt obligations, deposits, investments, and loans.
- Possible downgrades in our credit ratings or outlook could, among other negative impacts, increase the costs of funding from capital markets.
- The effects of a possible downgrade in the U.S. government’s sovereign credit rating or outlook, which could result in risks to us and general economic conditions that we are not able to predict.

Forward-looking statements (continued)



- The effects of problems encountered by other financial institutions that adversely affect us or the banking industry generally could require us to change certain business practices, reduce our revenue, impose additional costs on us, or otherwise negatively affect our businesses.
- The effects of the failure of any component of our business infrastructure provided by a third party could disrupt our businesses, result in the disclosure of and/or misuse of confidential information or proprietary information, increase our costs, negatively affect our reputation, and cause losses.
- Our ability to receive dividends from our subsidiaries could affect our liquidity and ability to pay dividends to shareholders.
- Changes in accounting policies or procedures as may be required by the FASB or other regulatory agencies could materially affect our financial statements and how we report those results, and expectations and preliminary analyses relating to how such changes will affect our financial results could prove incorrect.
- Other risks identified from time to time in reports that we file with the SEC.
- Fluctuations in the price of our common stock and inability to complete stock repurchases in the time frame and/or on the terms anticipated.
- The effects of any damage to our reputation resulting from developments related to any of the items identified above.

You should not place undue reliance on any forward-looking statements, which speak only as of the date made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible to predict all of them. We assume no obligation and do not intend to update or revise any forward-looking statements that are made from time to time, either as a result of future developments, new information or otherwise, except as may be required by law.

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, 2019 and the "Risk Factors" of Regions' Quarterly Report on Form 10-Q for the quarter ended June 30, 2020 as filed with the SEC.

Further, statements about the potential effects of the COVID-19 pandemic on our businesses and financial results and conditions may constitute forward-looking statements and are subject to the risk that the actual effects may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic (including any second wave or resurgences), actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties and us.

The words “future,” “anticipates,” “assumes,” “intends,” “plans,” “seeks,” “believes,” “predicts,” “potential,” “objectives,” “estimates,” “expects,” “targets,” “projects,” “outlook,” “forecast,” “would,” “will,” “may,” “might,” “could,” “should,” “can,” and similar terms and 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. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible to predict all of them. We assume no obligation and do not intend to update or revise any forward-looking statements that are made from time to time, either as a result of future developments, new information or otherwise, except as may be required by law.

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