

Regions Financial  
4<sup>th</sup> Quarter Earnings Conference Call  
January 20, 2009



**REGIONS**

## Fourth Quarter 2008 Results

- › Earnings per diluted share of (\$9.01), (\$0.35) excluding goodwill impairment
- › \$6 billion, (\$8.66) non-cash goodwill impairment charge
- › Full-year profit of \$0.74 per share before goodwill impairment and merger charges
- › Credit quality
  - › Sold or moved to held for sale (HFS) \$1.0 billion of non-performing assets (NPAs)
  - › NPAs, excluding HFS, declined \$347 million due to aggressive management
  - › Provision for loan losses increased to \$1.15 billion, or \$354 million above net charge-offs
  - › Ratio of allowance for credit losses to non-performing loans (excluding loans held for sale) increased from 1.07x to 1.81x
  - › Allowance for credit losses to total loans increased 38 basis points to 1.95%
  - › Annualized net charge-offs of 3.19% impacted by proactive NPL management
- › Tax settlement benefits earnings and capital by \$275 million, essentially closes 1999-2006 tax years
- › Net interest margin declined to 2.96%
- › Non-interest revenues affected by worsening economy
- › Regulatory capital ratios strengthened, liquidity remains strong

## Significant Earnings Drivers

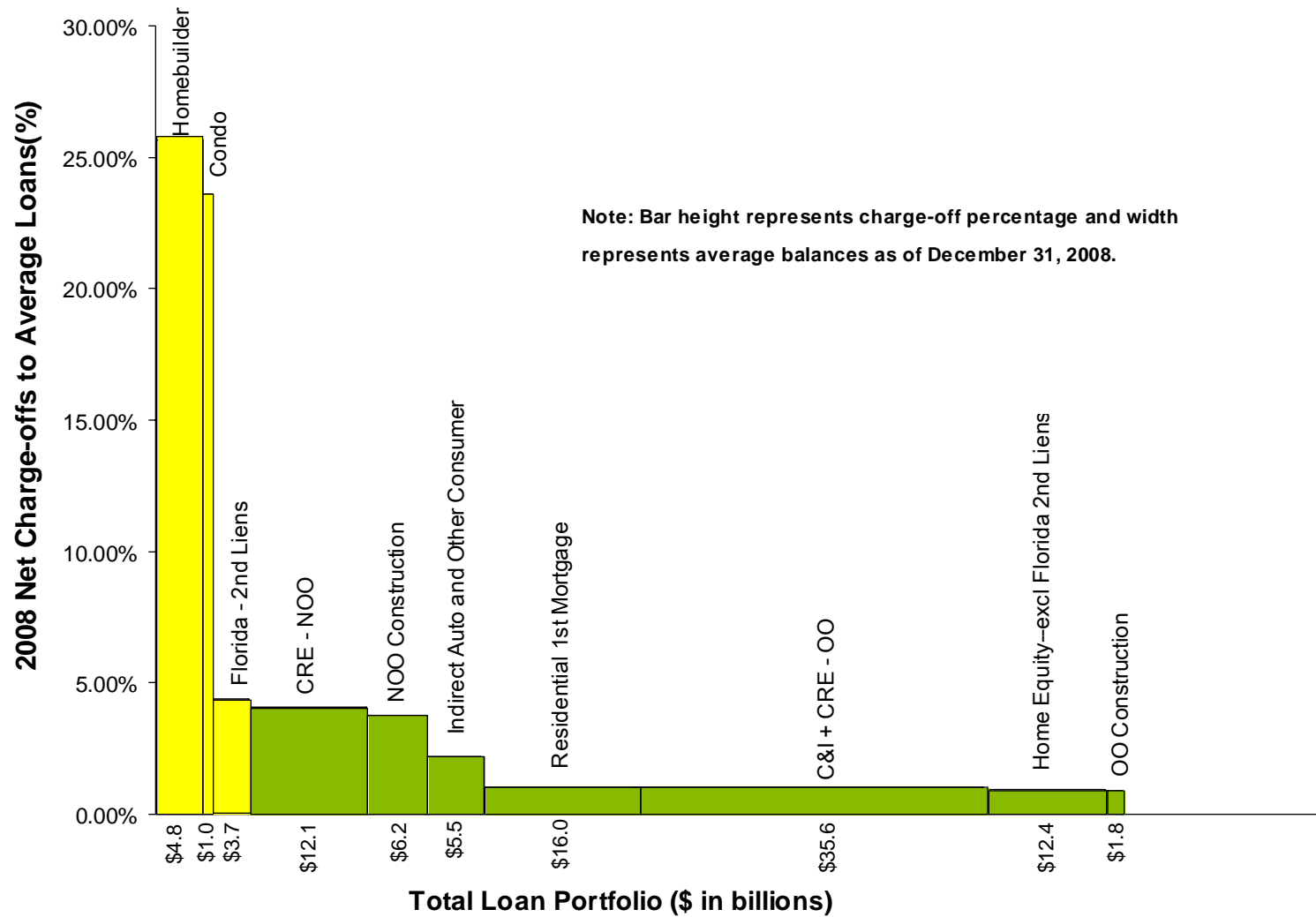
	<u>4Q08</u>
Goodwill Impairment Charge	\$ (8.66)
Tax Settlement	0.40
Losses on Loan Sales/Held for Sale Markdowns	(0.42)
Provision above Net Charge-offs	(0.32)
MSR Impairment	(0.09)
Preferred Stock Issuance Impact	(0.04)
All Other	0.12
Earnings Per Diluted Share	<u><u>\$ (9.01)</u></u>

## Credit Perspective

Portion of the loan portfolio that is under stress comprises 9% of the total, down \$3.1 billion over the past year.

(\$ in millions)	12/31/2008 Balance	% of Total Portfolio	12/31/2007 Balance	Change
Homebuilder				
Lots	\$967	1.0%	\$1,608	(\$641)
Residential Presold	300	0.3%	618	(318)
Residential Spec	1,297	1.3%	1,893	(596)
Land	1,553	1.6%	2,926	(1,373)
National Homebuilders/Other	286	0.3%	160	126
	\$4,403	4.5%	\$7,205	(\$2,802)
Home Equity Lending				
Florida - 2nd lien	3,663	3.8%	3,285	378
Condominium	946	1.0%	1,614	(668)
<b>Stressed Portfolio</b>	<b>\$9,012</b>	<b>9.3%</b>	<b>\$12,104</b>	<b>(\$3,092)</b>
<b>Remaining Loan Portfolio</b>	<b>\$88,407</b>	<b>90.7%</b>	<b>\$83,275</b>	<b>\$5,132</b>

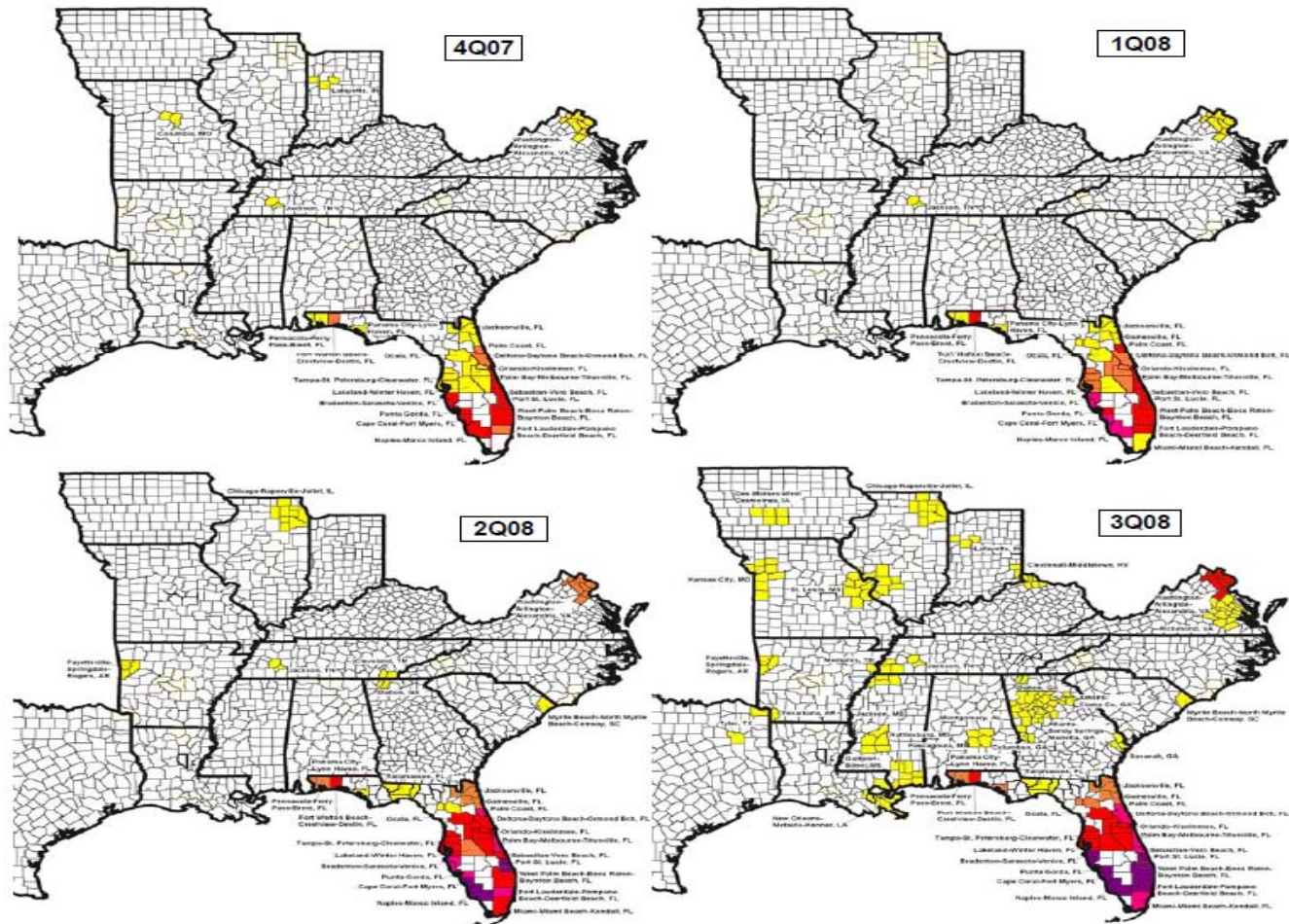
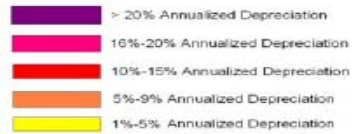
## Losses Contained in Smaller Portfolios



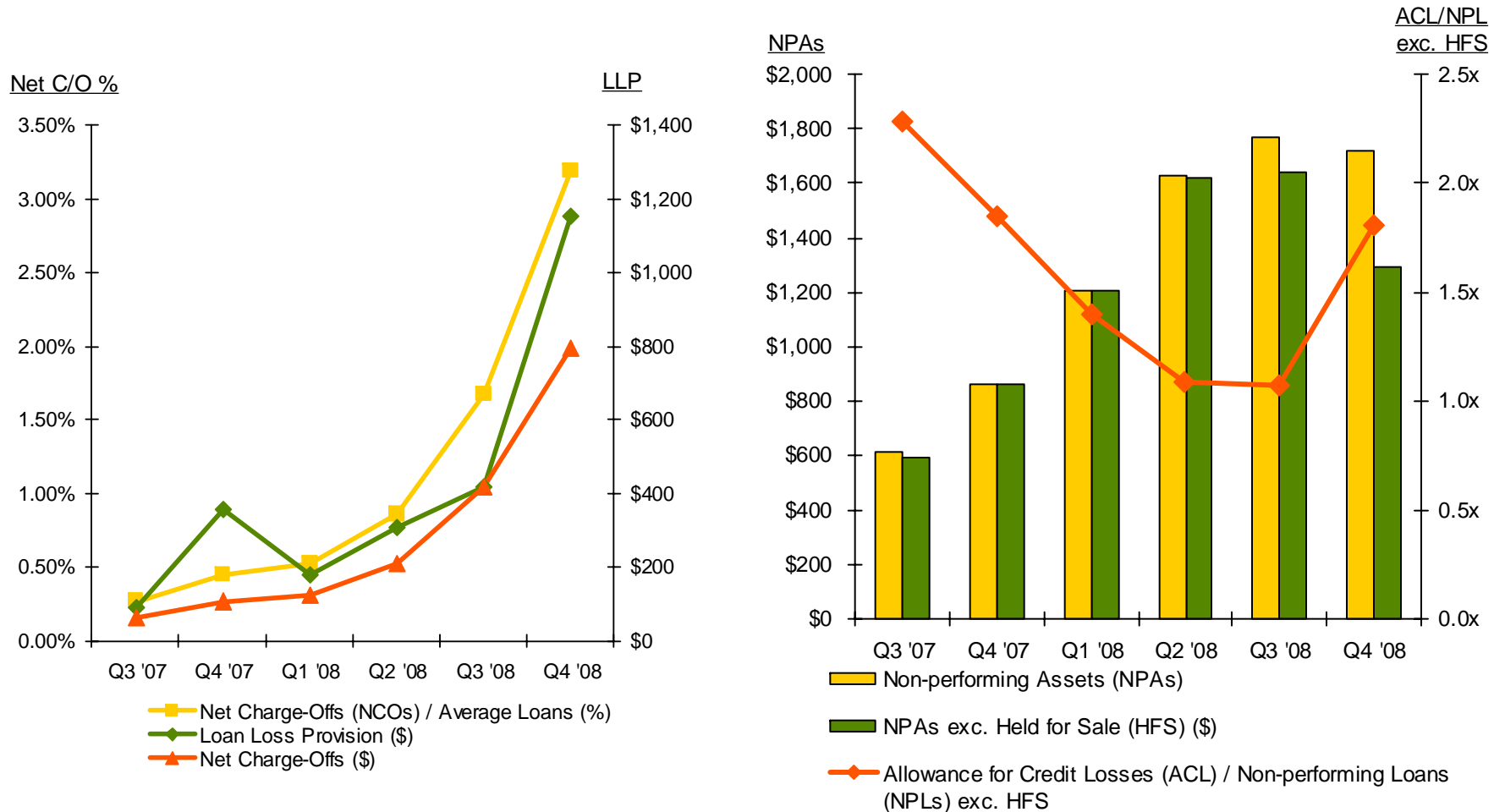
## Increasing Florida Stress



OFHEO CONFORMING PROPERTIES  
HOME PRICE DEPRECIATION - ANNUAL



## Increases in Charge-Offs and Loan Loss Provision Improvements in NPAs and Coverage Ratio



## Aggressive Non-performing Asset Management

(in millions)	2008			
	1Q	2Q	3Q	4Q
Beginning NPAs <sup>1</sup>	864	1,204	1,621	<b>1,642</b>
Additions	523	730	721	<b>1,004</b>
Payments	(62)	(52)	(70)	<b>(82)</b>
Returned to Accruing Status	(4)	(9)	(19)	<b>(44)</b>
Charge-Offs/OREO Write-downs	(92)	(105)	(180)	<b>(243)</b>
Dispositions/Held for Sale	(25)	(147)	(431)	<b>(982)</b>
Ending NPAs <sup>1</sup>	1,204	1,621	1,642	<b>1,295</b>

*(1) Excluding non-performing assets transferred to held for sale*

## Net Interest Income and Margin

- › Taxable-equivalent net interest income of \$933 million
  - › Down \$41 million, excluding \$43 million third quarter SILO impact
  - › Stable earning asset volumes excluding proceeds from Government programs
- › Net interest margin of 2.96%, declined 28 basis points excluding third quarter SILO impact
  - › Falling short-term interest rates
  - › 55% of loan portfolio tied to Prime or LIBOR
  - › Deposits rates have not declined as much due to competitive pressures

## Growing Customer Deposits

### Deposit Portfolio - Average Balances

<u>(\$ amount in millions)</u>	<u>6/30/2008</u>	<u>9/30/2008</u>	<u>12/31/2008</u>	<u>% Change 4Q08 vs 3Q08</u>
Low Cost Deposits	\$ 58,448	\$ 56,690	\$ 56,422	-0.5%
Customer Deposits	85,696	84,460	87,864	4.0%
Corporate Treasury Deposits	5,207	4,131	1,669	-59.6%
Total Deposits	90,903	88,591	89,533	1.1%

### Deposit Portfolio - Ending Balances

<u>(\$ amount in millions)</u>	<u>6/30/2008</u>	<u>9/30/2008</u>	<u>12/31/2008</u>	<u>% Change 4Q08 vs 3Q08</u>
Low Cost Deposits	\$ 58,649	\$ 55,922	\$ 58,425	4.5%
Customer Deposits	86,025	85,210	90,794	6.6%
Corporate Treasury Deposits	3,878	4,011	110	-97.3%
Total Deposits	89,903	89,221	90,904	1.9%

## Q3 to Q4 2008 Non-Interest Revenue and Expense Changes Primarily Driven by Continued Economic Distress

- Non-Interest Revenue declined \$18 million driven by lower market values on trust accounts and lower service charge revenue.
- Non-Interest Expense rose 7%, excluding Goodwill and MSR impairment charges.

(in millions)	3Q08	4Q08	% Change
Non-Interest expense	\$ 1,103	\$ 7,273	
MSR impairment	11	99	
Goodwill impairment	-	6,000	
Adjusted Non-interest expense	1,092	1,174	7%

## Capital Ratios

	3Q08	Estimate 4Q08
Tier 1 Capital Ratio	7.47%	10.39%
Total Risk-Based Capital Ratio	11.70%	14.65%
Tangible Equity to Tangible Assets	5.68%	5.23%

- › Tier 1 and total capital strengthened by Capital Purchase Program
- › Tangible ratio affected by an increase in tangible assets, a result of improved liquidity

## Strong Funding and Liquidity

### Funding

- › Customer core deposits fund 59% of total assets and 88% of loans
- › Customer core deposits are 98% of total deposits
- › \$4 billion TLGP remaining capacity
- › Issuances performing well
- › Short-term funding markets loosening

### Liquidity

- › Combined available liquidity from the Fed, FHLB, unpledged securities and unused lines exceeds \$45 billion
- › Large excess reserve balances
- › Minimal Holding Company long-term debt maturities
- › Avg Loans/Avg Deposits 111%
- › Average non-interest-bearing deposits/  
Average interest-earning assets 14%



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