

# Welcome

## Huntington Bancshares Incorporated 2016 First Quarter Earnings Review

April 20, 2016



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## Disclaimer

### CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This communication contains certain forward-looking statements, including, but not limited to, certain plans, expectations, goals, projections, and statements about the benefits of the proposed transaction with FirstMerit, the merger parties' plans, objectives, expectations and intentions, the expected timing of completion of the transaction with FirstMerit, and other statements that are not historical facts. Such statements are subject to numerous assumptions, risks, and uncertainties. Statements that do not describe historical or current facts, including statements about beliefs and expectations, are forward-looking statements. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations. The forward-looking statements are intended to be subject to the safe harbor provided by Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the Private Securities Litigation Reform Act of 1995.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: changes in general economic, political, or industry conditions, uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board, volatility and disruptions in global capital and credit markets; movements in interest rates; competitive pressures on product pricing and services; success, impact, and timing of Huntington's and FirstMerit's respective business strategies, including market acceptance of any new products or services implementing Huntington's "Fair Play" banking philosophy; the nature, extent, timing, and results of governmental actions, examinations, reviews, reforms, regulations, and interpretations, including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Basel III regulatory capital reforms, as well as those involving the OCC, Federal Reserve, FDIC, and CFPB, and the regulatory approval process associated with the merger; the possibility that the proposed transaction with FirstMerit does not close when expected or at all because required regulatory, shareholder or other approvals are not received or other conditions to the closing are not satisfied on a timely basis or at all; the possibility that the anticipated benefits of the transaction are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy and competitive factors in the areas where Huntington and FirstMerit do business; the possibility that the transaction may be more expensive to complete than anticipated, including as a result of unexpected factors or events; diversion of management's attention from ongoing business operations and opportunities; potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement or completion of the transaction; Huntington's ability to complete the acquisition and integration of FirstMerit successfully; and other factors that may affect future results of Huntington and FirstMerit. Additional factors that could cause results to differ materially from those described above can be found in Huntington's Annual Report on Form 10-K for the year ended December 31, 2015, which is on file with the Securities and Exchange Commission (the "SEC") and available in the "Investor Relations" section of Huntington's website, <http://www.huntington.com>, under the heading "Publications and Filings" and in other documents Huntington files with the SEC, and in FirstMerit's Annual Report on Form 10-K for the year ended December 31, 2015, which is on file with the SEC and available in the "Investors" section of FirstMerit's website, <http://www.firstmerit.com>, under the heading "Publications & Filings" and in other documents FirstMerit files with the SEC.

All forward-looking statements speak only as of the date they are made and are based on information available at that time. Neither Huntington nor FirstMerit assumes any obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements were made or to reflect the occurrence of unanticipated events except as required by federal securities laws. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.

### IMPORTANT ADDITIONAL INFORMATION

In connection with the proposed transaction with FirstMerit, Huntington has filed with the SEC a Registration Statement on Form S-4 that includes a Joint Proxy Statement of Huntington and FirstMerit and a Prospectus of Huntington, as well as other relevant documents concerning the proposed transaction. The registration statement has not yet become effective and the Joint Proxy Statement included therein is in preliminary form. The proposed transaction involving Huntington and FirstMerit will be submitted to FirstMerit's stockholders and Huntington's stockholders for their consideration. This communication does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote or approval. STOCKHOLDERS OF HUNTINGTON AND STOCKHOLDERS OF FIRSTMERIT ARE URGED TO READ THE REGISTRATION STATEMENT AND THE JOINT PROXY STATEMENT/PROSPECTUS REGARDING THE TRANSACTION AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY CONTAIN IMPORTANT INFORMATION. Stockholders may obtain a free copy of the definitive joint proxy statement/prospectus, as well as other filings containing information about Huntington and FirstMerit, without charge, at the SEC's website (<http://www.sec.gov>). Copies of the joint proxy statement/prospectus and the filings with the SEC that are incorporated by reference in the joint proxy statement/prospectus can also be obtained, without charge, by directing a request to Huntington Investor Relations, Huntington Bancshares Incorporated, Huntington Center, HC0935, 41 South High Street, Columbus, Ohio 43287, (800) 576-5007 or to FirstMerit Corporation, Attention: Thomas P. O'Malley, III Cascade Plaza, Akron, Ohio 44308, (330) 384-7109.

### PARTICIPANTS IN THE SOLICITATION

Huntington, FirstMerit, and certain of their respective directors, executive officers and employees may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding Huntington's directors and executive officers is available in its definitive proxy statement, which was filed with the SEC on March 10, 2016, and certain of its Current Reports on Form 8-K. Information regarding FirstMerit's directors and executive officers is available in its definitive proxy statement, which was filed with the SEC on March 6, 2015, and certain of its Current Reports on Form 8-K. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, are contained in the joint proxy statement/prospectus and other relevant materials filed with the SEC. Free copies of this document may be obtained as described in the preceding paragraph.



# 2016 First Quarter Highlights

Solid fundamentals driven by disciplined execution

<b>EPS</b> <b>+5% Y/Y</b>	<b>TBVPS</b> <b>+8% Y/Y</b>	<b>ROA</b> <b>0.96%</b>	<b>ROTCE</b> <b>11.9%</b>
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$0.20	5%	TBVPS	\$7.12	8%
Net Interest Margin	3.11%	-4 bp	Avg Assets	\$71,596	8%
Net Interest Income (FTE)	\$512.2	8%	Avg Earning Assets	\$66,234	8%
Noninterest Income	\$241.9	4%	Avg Loans and Leases	\$50,618	6%
Total Revenue (FTE)	\$754.1	7%	Avg Deposits	\$54,979	5%
Noninterest Expense	\$491.1	7%	Avg Core Deposits	\$51,363	5%
Net Income	\$171.3	3%	Avg Tang. Common Equity	\$5,610	3%
Avg diluted shares	808.3	-2%	TCE Ratio	7.89%	-6 bp
Efficiency Ratio	64.6%	+110 bp	CET1 Ratio	9.73%	+22 bp
NCOs / Avg Loans	0.07%	-13 bp	NPA Ratio	1.02%	+18 bp

Note: \$ dollars in millions, except per share. All items are inclusive of Significant Items.



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## 1Q16 YoY Summary Income Statement

Revenue growth momentum continues

(in millions)	2016		2015				Change	
	First	Fourth	Third	Second	First	LQ	YOY	
	Quarter	Quarter	Quarter	Quarter	Quarter			
Net interest income - FTE	\$ 512.2	\$ 505.3	\$ 503.6	\$ 498.6	\$ 475.2	1 %	8 %	
Total noninterest income	241.9	272.2	253.1	281.8	231.6	-11	4	
Total Revenue - FTE	754.1	777.6	756.7	780.4	706.9	-3	7	
Total noninterest expense	491.1	498.8	526.5	491.8	458.9	-2	7	
Provision for credit losses	27.6	36.5	22.5	20.4	20.6	-24	34	
Pre-tax income - FTE	235.4	242.3	207.8	268.2	227.4	-3	4	
<b>Net Income</b>	<b>\$ 171.3</b>	<b>\$ 178.3</b>	<b>\$ 152.6</b>	<b>\$ 196.2</b>	<b>\$ 165.9</b>	<b>-4 %</b>	<b>3 %</b>	

### Noninterest Income

- \$8 MM increase in other income
- \$8 MM increase in service charges on deposit accounts
- \$4 MM increase in card and payment processing income
- \$6 MM decrease in trust services
- \$4 MM decrease in mortgage banking income

### Noninterest Expense

- \$20 MM increase in personnel costs
- \$11 MM increase in outside data processing
- \$6 MM decrease in amortization of intangibles

### Adjusted Noninterest Expense<sup>(1)</sup>

- \$29 MM increase compared to 1Q15

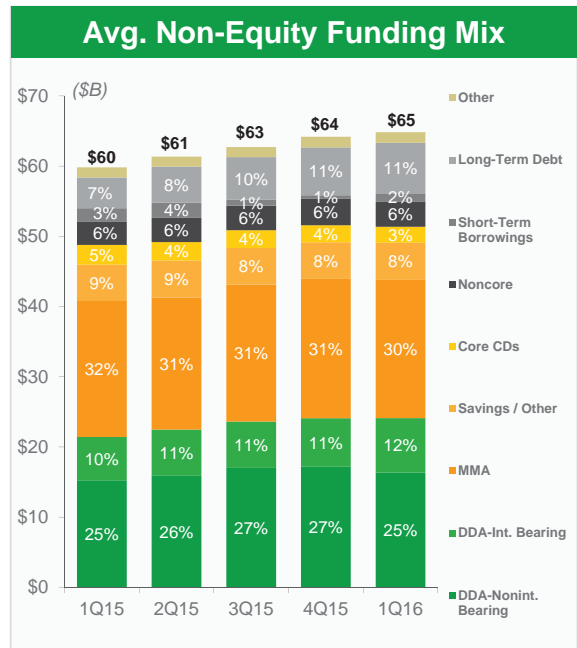
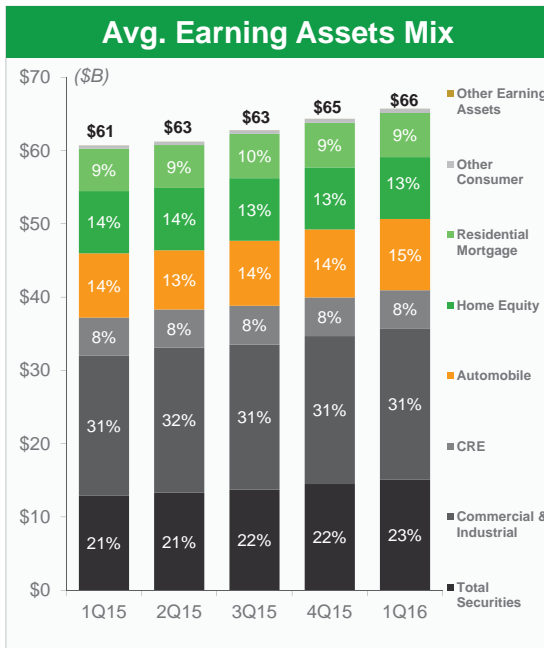
(1) Details on slides 18-19



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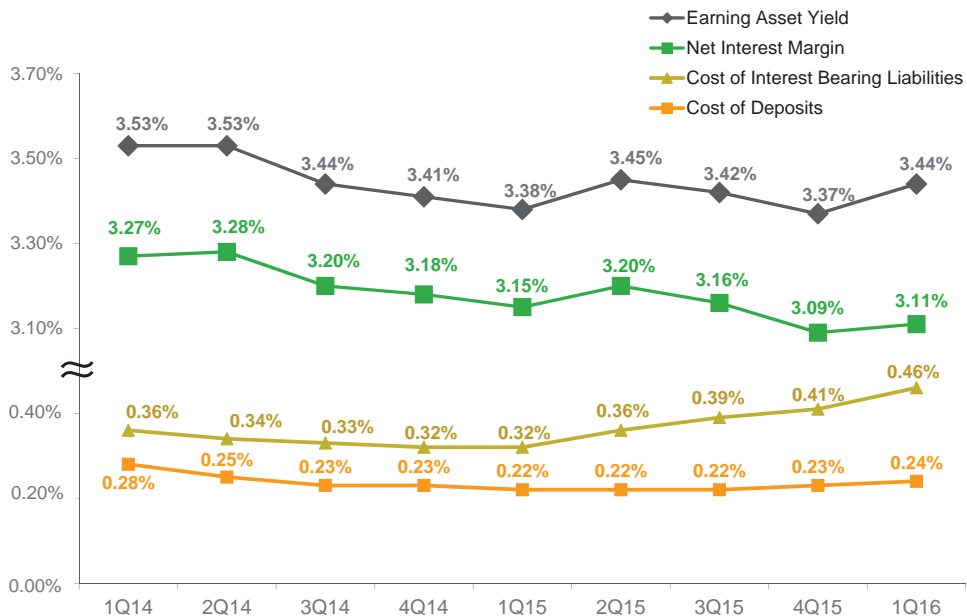
# Earning Asset/Liability Mix

Robust DDA Growth Drives Core Deposit Growth



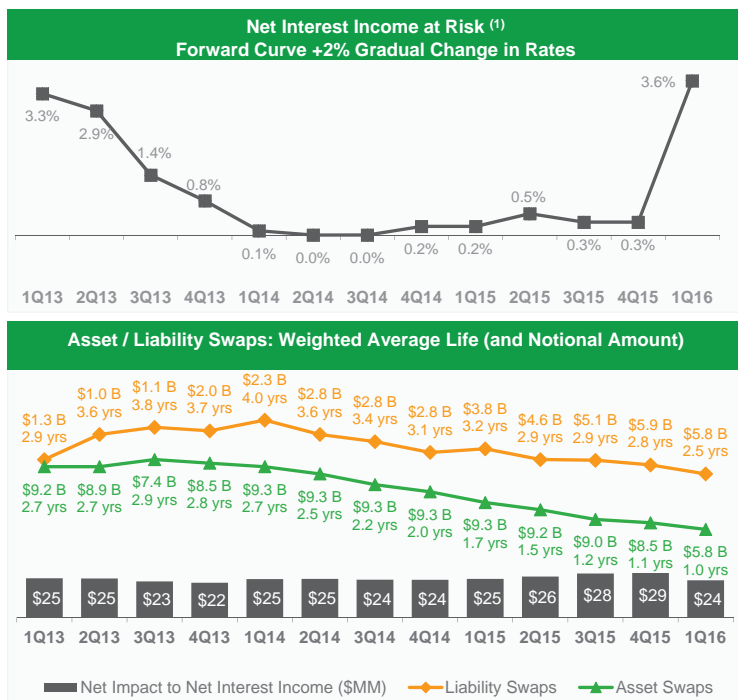
# Net Interest Margin (FTE)

Managing NIM with disciplined loan and deposit pricing



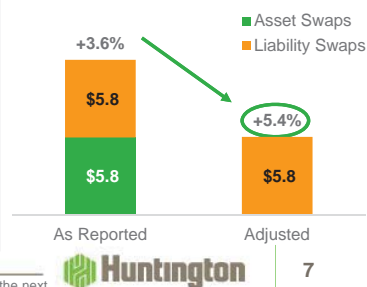
# Managing Interest Rate Risk<sup>(2)</sup>

Incrementally higher asset sensitivity



- Nil more asset sensitive due to new Non-Maturity Deposit models, reduction in asset swaps, and changes in balance sheet mix.
- As of 1Q16, our asset sensitivity in the +200 bp ramp scenario without asset swaps would approximate 5.4%
- \$2.4 billion of asset swaps scheduled maturities in 2016

## Hypothetical Impact of Removing Asset Swaps as of 1Q16<sup>(2)</sup> in +200 bp Ramp Scenario



<sup>(1)</sup> Estimated impact on annualized net interest income over the next 12-month period assuming a gradual change in rates over the next 12-month period above and beyond any rate change already implied in the current yield curve. <sup>(2)</sup> Data as of February 29, 2016.

# Capital<sup>(1)</sup>

Efficient capital management remains a priority

	1Q16	4Q15	3Q15	2Q15	1Q15
Tang. common equity / tang. assets	7.89%	7.82%	7.89%	7.92%	7.95%
Common equity Tier 1 (CET1) <sup>(2)</sup>	9.73	9.79	9.72	9.65	9.51
Tier 1 leverage <sup>(2)</sup>	9.29	8.79	8.85	8.98	9.04
Tier 1 risk-based capital <sup>(2)</sup>	10.99	10.53	10.49	10.41	10.22
Total risk-based capital <sup>(2)</sup>	13.17	12.64	12.70	12.62	12.48
Total risk-weighted assets <sup>(2)</sup> (\$B)	\$59.8	\$58.4	\$57.8	\$57.9	\$57.8
Double leverage <sup>(3)</sup>	91%	98%	99%	100%	100%

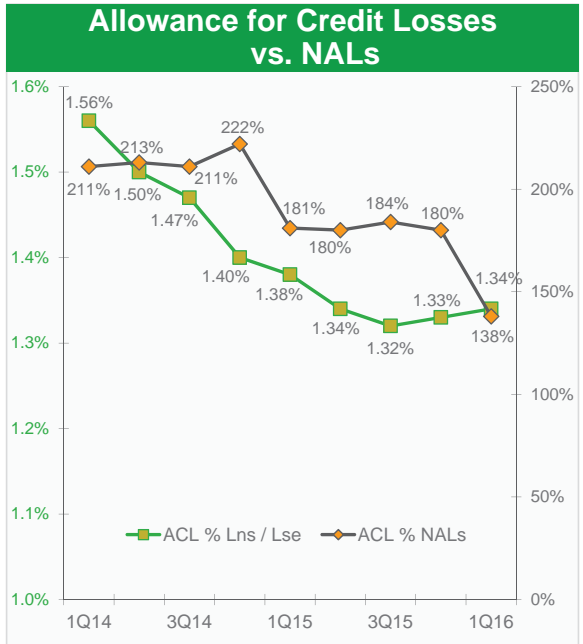
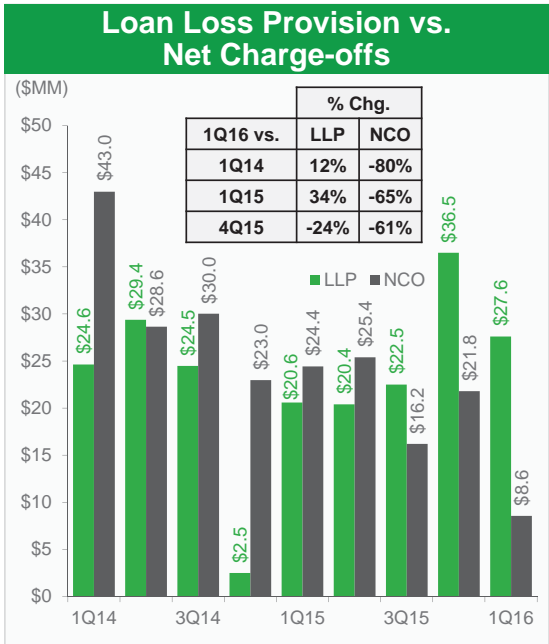
(1) End of period

(2) March 31, 2016 figures are estimated and presented on a Basel III basis, including the standardized approach for calculating risk-weighted assets

(3) (Parent company investments in subsidiaries + goodwill) / equity

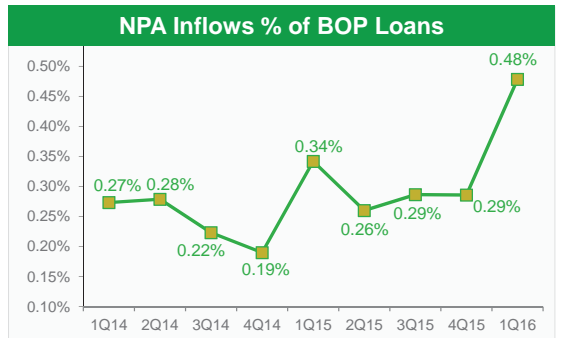
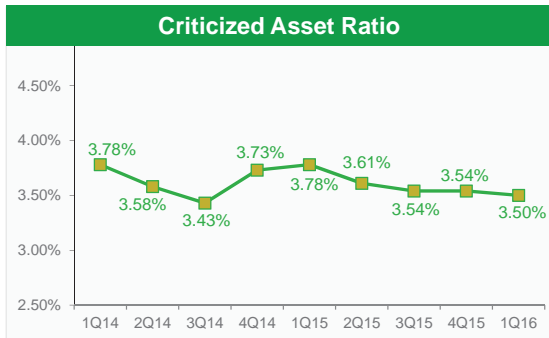
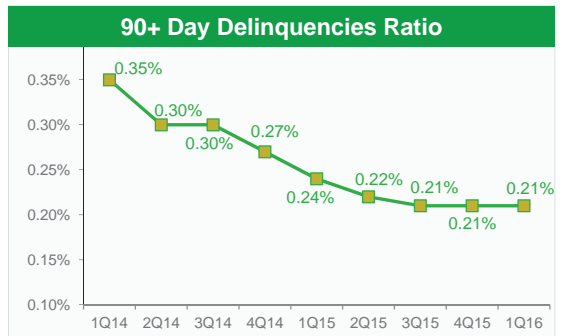
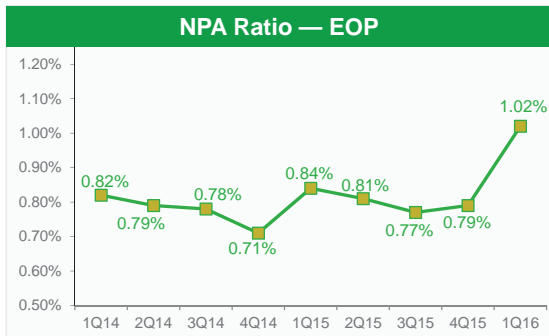
# Provision, NCO, and ACL

Allowance level appropriate given portfolio composition and quality



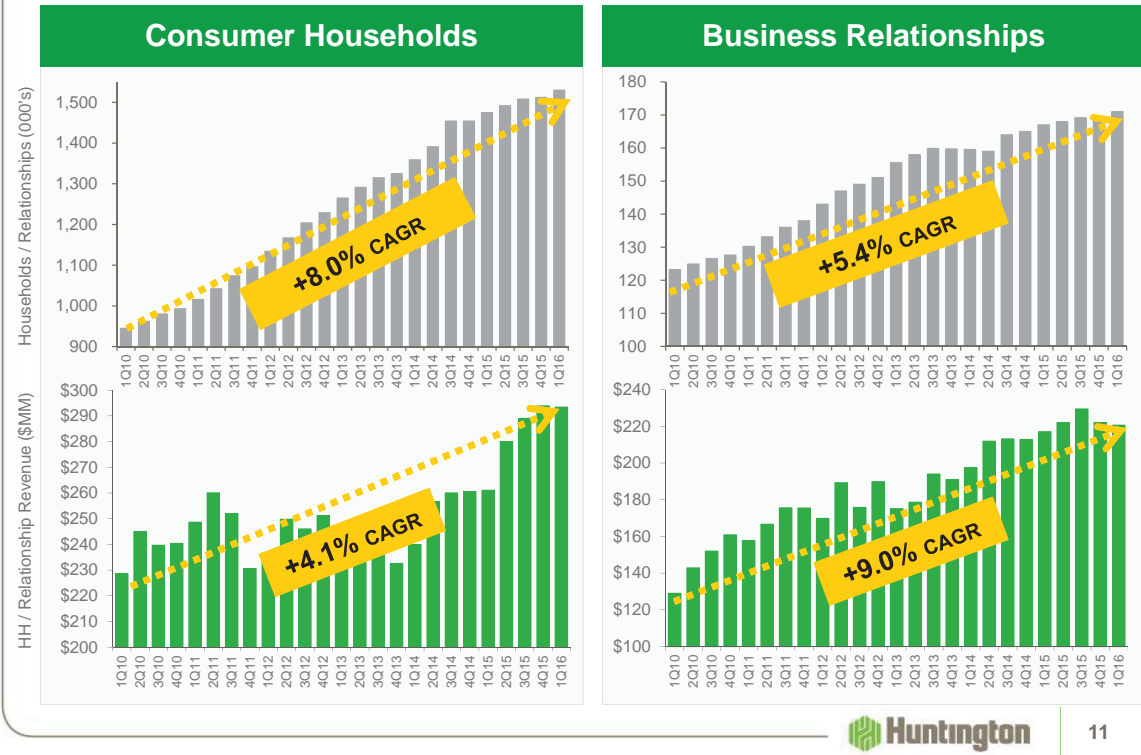
# Asset Quality Trends

Overall credit metrics remain strong



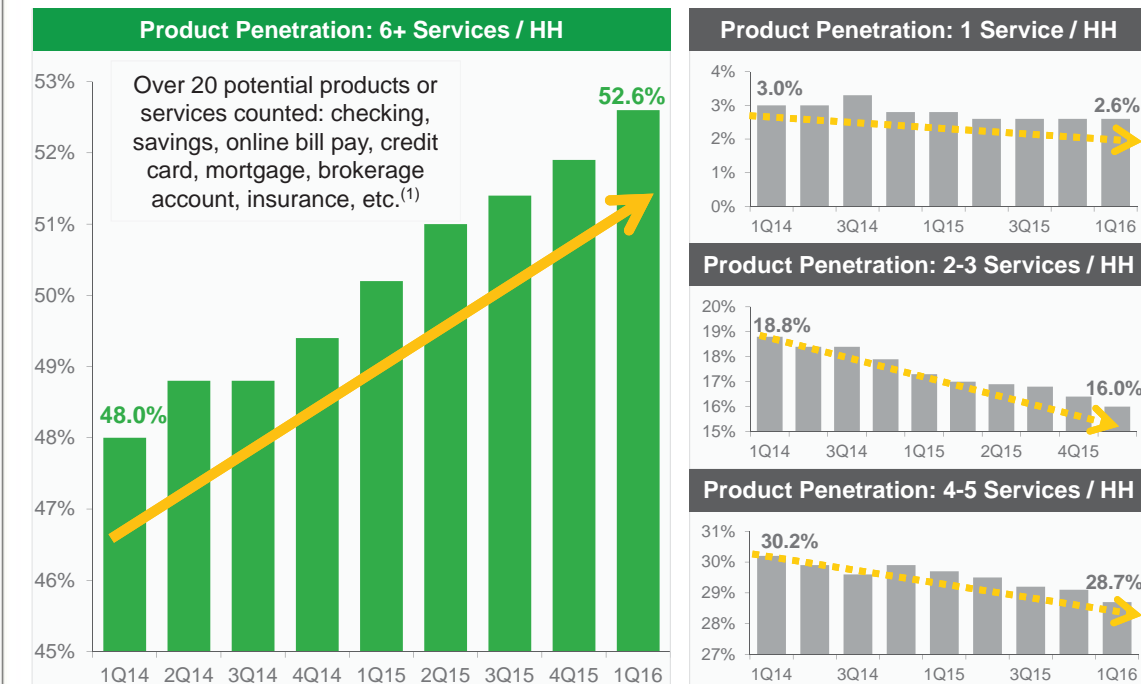
# Industry-leading Customer Acquisition

Consumer revenue growth aided by share of wallet improvement



# Consumer Relationships<sup>(1)</sup>

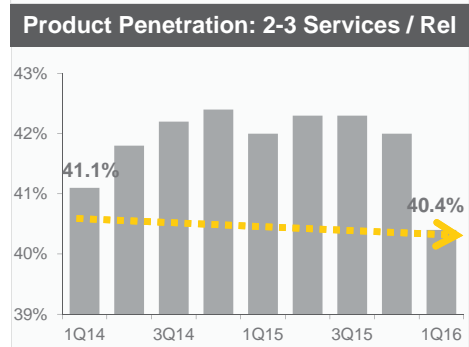
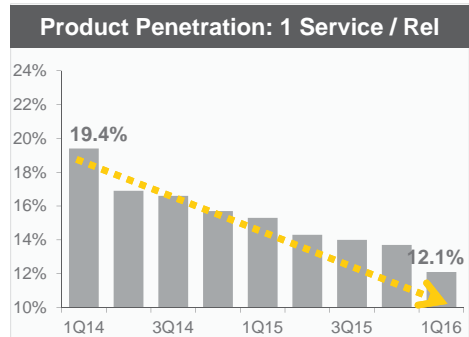
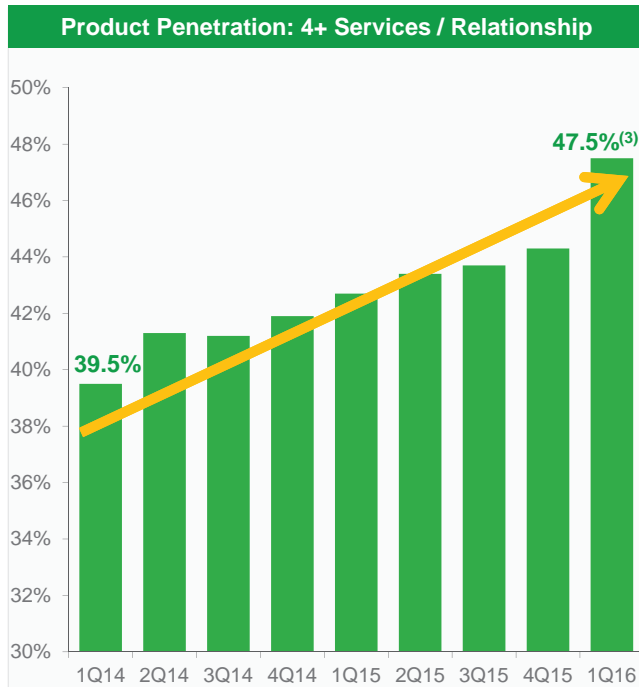
Strong product penetration and increasing share of wallet



(1) The definitions and measurements used in our OCR process are periodically reviewed

# Commercial Relationships<sup>(1)(2)</sup>

Deepening relationships and increasing product/service cross-sell



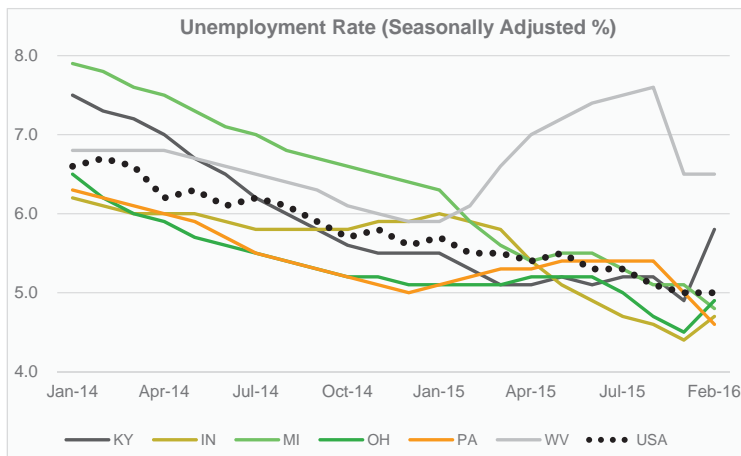
(1) Checking account (2) The definitions and measurements used in our OCR process are periodically reviewed (3) In 1Q16, there was a pricing change to our Treasury Management product that resulted in a one-time increase in our 4+ services/relationship data.



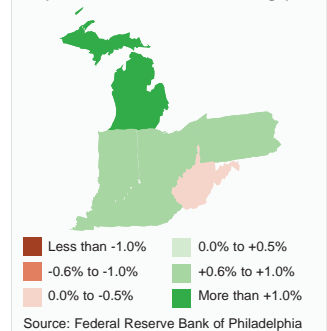
# Footprint Economic Indicators

Positive trends cause for optimism

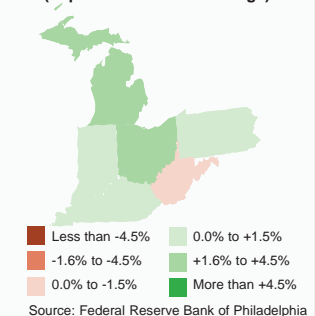
- According to the Philadelphia FRB coincident and leading economic indicators, economic activity in Michigan, Ohio and Indiana has grown faster than the U.S. in the economic recovery-to-date
- 5 of 6 states have grown on par or faster than the U.S. in the 12 months through February
- Michigan outperformed the nation during both the recovery-to-date and in the last year
- Economic activity growth is expected to remain on par or faster in 5 of 6 states in the next half year, with Michigan leading growth



February 2016 State Coincident Indexes (Three-Month Historical Change)



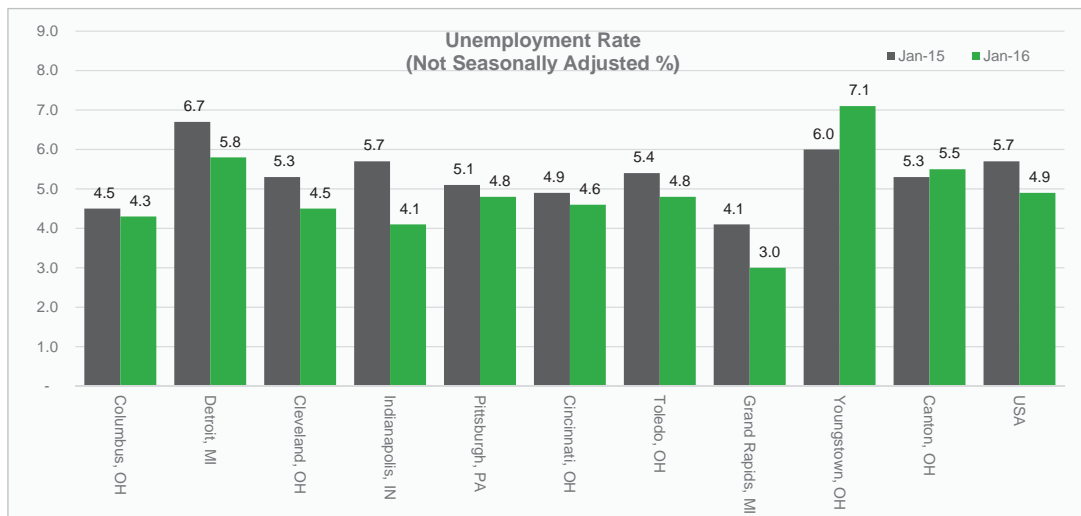
February 2016 State Leading Indexes (Expected Six-Month Change)



## Unemployment Rates in Top 10 Deposit MSAs

Our largest deposit markets compare favorably with U.S.

- Since the end of the financial crisis in 2008, unemployment rates have gone from being well above the national average to rates generally equal to or below the national average
- Economic activity in Michigan, Ohio and Indiana has outpaced overall U.S. growth in the economic recovery to date
- Unemployment rates in Ohio and Michigan are the lowest since the early 2000s; unemployment rates are below or near the national rate in the 4 largest states in the footprint (Michigan, Ohio, Indiana, and Pennsylvania)



Source: US Bureau of Labor Statistics



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## Operating Leverage YTD

Revenue growth outpacing expenses

(\$MM)

	2016 Actual	2015 Actual	Y/Y Change	
			\$	%
Net interest income	\$ 503.1	\$ 467.7		
FTE adjustment	9.2	7.6		
<b>FTE Net interest income</b>	<b>\$ 512.2</b>	<b>\$ 475.2</b>	37.0	7.8 %
Noninterest income	\$ 241.9	\$ 231.6		
Net gain (loss) MSR hedging	(6.4)	(4.5)		
Merger-related gain	-	-		
<b>Adjusted noninterest income</b>	<b>\$ 248.3</b>	<b>\$ 236.1</b>	12.2	5.2 %
<b>Adjusted total revenue</b>	<b>\$ 760.5</b>	<b>\$ 711.3</b>	49.2	6.9 %
Noninterest expense	\$ 491.1	\$ 458.9		
Merger and acquisition expenses	6.4	3.4		
Addition to litigation reserves	-	-		
Franchise repositioning	-	-		
Goodwill impairment	-	-		
<b>Adjusted noninterest expense</b>	<b>\$ 484.7</b>	<b>\$ 455.5</b>	29.2	6.4 %



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# Important Messages

- ◆ Focus on delivery of consistent, through the cycle, shareholder returns
- ◆ Driving loan and core deposit growth through execution and a differentiated customer experience
  - Enhancing sales management to improve productivity
  - Data analytics to increase revenue generating product penetration
- ◆ 2016 Expectations
  - Excluding Significant Items, net MSR activity, and the incremental impact of the pending FirstMerit acquisition, our goals for full-year 2016 performance remain consistent with our long-term financial goals of 4-6% revenue growth and annual positive operating leverage
  - Overall, asset quality metrics are expected to remain near current levels, with moderate quarterly volatility; NCOs expected to remain below our long-term normalized range of 35-55 basis points
- ◆ High level of colleague and shareholder alignment

# Reconciliation

## Noninterest Income from Continuing Operations (GAAP)

(in millions)	2016		2015		Change (%)	
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Service charges on deposit accounts	\$ 70	\$ 73	\$ 75	\$ 70	\$ 62	(4)% -13%
Cards and payment processing income	36	38	37	36	33	(3) 12
Mortgage banking income	19	31	19	39	23	(41) (19)
Trust services	23	25	25	27	29	(19) (21)
Insurance income	16	16	16	18	16	4 2
Brokerage income	16	14	15	15	16	7 —
Capital markets fees	13	14	13	13	14	(6) (6)
Bank owned life insurance income	14	13	13	13	13	1 4
Gain on sale of loans	5	10	6	12	5	(47) 18
Securities gains (losses)	—	—	—	—	—	(100) NM
Other income	30	37	35	38	22	(19) 37
<b>Total noninterest income</b>	<b>\$ 242</b>	<b>\$ 272</b>	<b>\$ 253</b>	<b>\$ 282</b>	<b>\$ 232</b>	<b>(11)% -4%</b>

## Impacts of Significant Items

(in millions)	2016		2015	
	First Quarter	Fourth Quarter	Third Quarter	First Quarter
Service charges on deposit accounts	\$ —	\$ —	\$ —	\$ —
Cards and payment processing income	—	—	—	—
Mortgage banking income	—	—	—	—
Trust services	—	—	—	—
Insurance income	—	—	—	—
Brokerage income	—	—	—	—
Capital markets fees	—	—	—	—
Bank owned life insurance income	—	—	—	—
Gain on sale of loans	—	—	—	—
Securities gains (losses)	—	—	—	—
Other income	—	—	3	—
<b>Total noninterest income</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 3</b>	<b>\$ —</b>

## Adjusted Noninterest Income (Non-GAAP)

(in millions)	2016		2015		Change (%)	
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Service charges on deposit accounts	\$ 70	\$ 73	\$ 75	\$ 70	\$ 62	(4)% -13%
Cards and payment processing income	36	38	37	36	33	(3) 12
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Gain on sale of loans	5	10	6	12	5	(47) 18
Securities gains (losses)	—	—	—	—	—	(100) NM
Other income	30	41	35	36	22	(26) 37
<b>Total noninterest income</b>	<b>\$ 242</b>	<b>\$ 275</b>	<b>\$ 253</b>	<b>\$ 282</b>	<b>\$ 232</b>	<b>(12)% -4%</b>

# Reconciliation

## Noninterest Expense from Continuing Operations (GAAP)

(in millions)	2016		2015			Change (%)	
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	LO	YOY
Personnel costs	\$ 285	\$ 289	\$ 286	\$ 282	\$ 265	(1)%	8%
Outside data processing and other services	62	64	59	59	51	(3)	22
Equipment	33	32	31	32	30	3	8
Net occupancy	31	33	29	29	31	(4)	1
Marketing	12	12	12	15	13	2	(5)
Professional services	14	13	12	13	13	4	6
Deposit and other insurance expense	11	11	12	12	10	1	10
Amortization of intangibles	4	4	4	10	10	(2)	(64)
Other expense	39	42	82	41	36	(6)	8
<b>Total noninterest expense</b>	<b>\$ 491</b>	<b>\$ 499</b>	<b>\$ 527</b>	<b>\$ 492</b>	<b>\$ 459</b>	<b>(2)%</b>	<b>7%</b>

## Impacts of Significant Items

(in millions)	2016		2015		
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
Personnel costs	\$ 1	\$ 2	\$ 3	\$ —	\$ —
Outside data processing and other services	—	2	2	1	—
Equipment	—	—	—	—	—
Net occupancy	—	5	—	—	—
Marketing	—	—	4	—	—
Professional services	4	1	—	—	3
Other expense	1	—	38	—	—
<b>Total noninterest expense</b>	<b>\$ 6</b>	<b>\$ 10</b>	<b>\$ 43</b>	<b>\$ 1</b>	<b>\$ 3</b>

## Adjusted Noninterest Expense (Non-GAAP)

(in millions)	2016		2015			Change (%)	
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	LO	YOY
Personnel costs	\$ 285	\$ 287	\$ 283	\$ 282	\$ 265	(1)%	8%
Outside data processing and other services	62	62	57	58	50	—	24
Equipment	33	32	31	32	30	3	10
Net occupancy	31	28	29	29	31	11	—
Marketing	12	12	12	15	13	—	(8)
Professional services	9	12	12	12	9	(25)	—
Deposit and other insurance expense	11	11	12	12	10	—	10
Amortization of intangibles	4	4	4	10	10	—	(60)
Other expense	38	41	43	41	36	(7)	6
<b>Total noninterest expense</b>	<b>\$ 485</b>	<b>\$ 488</b>	<b>\$ 483</b>	<b>\$ 490</b>	<b>\$ 456</b>	<b>(1)%</b>	<b>6%</b>



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# Reconciliation

## Significant Items Impacting Financial Performance Comparisons

(in millions, except per share amounts)

**Net income - reported earnings**  
**Net income applicable to common shares**

**Significant items - favorable (unfavorable) impact:**  
 Merger and acquisition related expenses, net

1Q16	
After-tax	EPS
\$ 171.3	
\$ 163.3	\$ 0.20
Earnings <sup>(1)</sup> EPS	
\$ (6.0)	\$ (0.01)

(in millions, except per share amounts)

**Net income - reported earnings**  
**Net income applicable to common shares**

**Significant items - favorable (unfavorable) impact:**

Merger and acquisition related expenses, net  
 Franchise repositioning related expense  
 Addition to litigation reserves

(1) Pre-tax

	4Q15		3Q15		2Q15		1Q15	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
<b>Net income - reported earnings</b>	\$ 178.3		\$ 152.6		\$ 196.2		\$ 165.9	
<b>Net income applicable to common shares</b>	\$ 170.3	\$ 0.21	\$ 144.6	\$ 0.18	\$ 188.2	\$ 0.23	\$ 157.9	\$ 0.19
<b>Significant items - favorable (unfavorable) impact:</b>								
Merger and acquisition related expenses, net	\$ (0.0)	\$ (0.00)	\$ (4.8)	\$ (0.00)	\$ (1.5)	\$ (0.00)	\$ (3.4)	\$ (0.00)
Franchise repositioning related expense	(7.6)	(0.01)	-	-	-	-	-	-
Addition to litigation reserves	-	-	(38.2)	(0.03)	-	-	-	-



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# Appendix

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## Basis of Presentation

### Use of non-GAAP financial measures

*This document contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2016 first quarter earnings press release, or the Form 8-K related to this document, all of which can be found on Huntington's website at [www.huntington-ir.com](http://www.huntington-ir.com).*

### Annualized data

*Certain returns, yields, performance ratios, or quarterly growth rates are presented on an "annualized" basis. This is done for analytical and decision-making purposes to better discern underlying performance trends when compared to full year or year-over-year amounts. For example, loan and deposit growth rates, as well as net charge-off percentages, are most often expressed in terms of an annual rate like 8%. As such, a 2% growth rate for a quarter would represent an annualized 8% growth rate.*

### Fully-taxable equivalent interest income and net interest margin

*Income from tax-exempt earning assets is increased by an amount equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.*

### Earnings per share equivalent data

*Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying a 35% effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.*

### Rounding

*Please note that columns of data in the presentation may not add due to rounding.*

# Basis of Presentation

## Significant Items

From time to time, revenue, expenses, or taxes are impacted by items judged by Management to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at that time to be infrequent or short term in nature. We refer to such items as "Significant Items". Most often, these Significant Items result from factors originating outside the company – e.g., regulatory actions/assessments, windfall gains, changes in accounting principles, one-time tax assessments/refunds, litigation actions, etc. In other cases they may result from Management decisions associated with significant corporate actions out of the ordinary course of business – e.g., merger/restructuring charges, recapitalization actions, goodwill impairment, etc.

Even though certain revenue and expense items are naturally subject to more volatility than others due to changes in market and economic environment conditions, as a general rule volatility alone does not define a Significant Item. For example, changes in the provision for credit losses, gains/losses from investment activities, asset valuation write downs, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant Item.

Management believes the disclosure of "Significant Items", when appropriate, aids analysts/investors in better understanding corporate performance and trends so that they can ascertain which of such items, if any, they may wish to include/exclude from their analysis of the company's performance - i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly. To this end, Management has adopted a practice of listing "Significant Items" in its external disclosure documents (e.g., earnings press releases, quarterly performance discussions, investor presentations, Forms 10-Q and 10 K).

"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2015 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.

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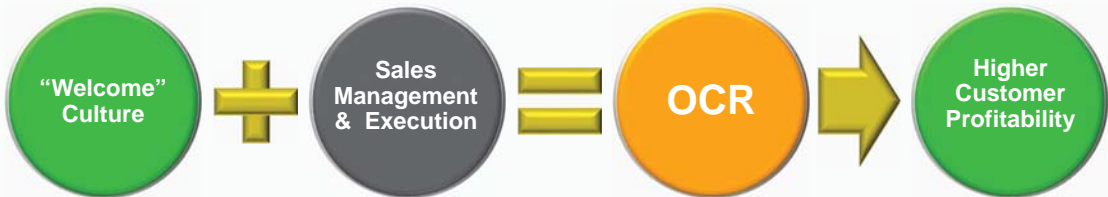
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## OCR Performance Review

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## OCR Drives Higher Customer Profitability

### The Optimal Customer Relationship (OCR) Model

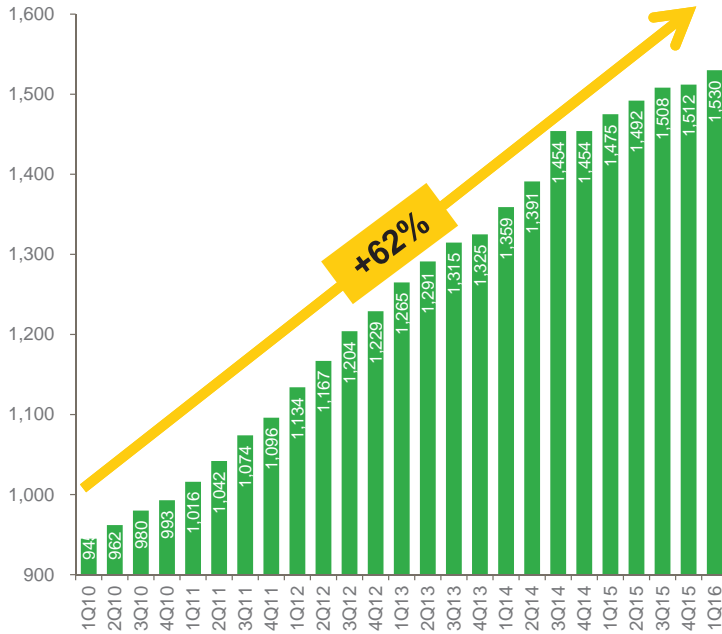


- Clearly outlined activities by segment
- Defined accountability for relationships, by segment
- Aligned goals and incentives at all levels and in all business segments
- One relationship management system – MAX
- Weekly executive results tracking, accountability, and action meetings

**Competitive Advantage**  
**One Bank / One Team for the Customer**

# Consumer Checking Household Growth

## Consumer Checking Households (000's)

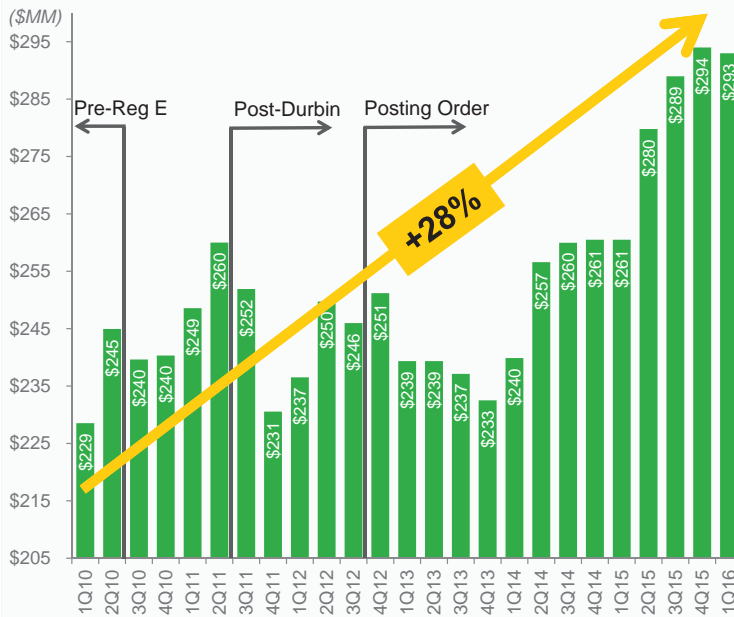


- ◆ 1Q16: 3.7% YoY growth
- ◆ 52.6% with 6+ products or services penetration<sup>(1)</sup>, up from 50.2% a year ago
- ◆ 1Q16 revenue of \$293 MM, up \$33 MM YoY

(1) The definitions and measurements used in our OCR process are periodically reviewed

# Consumer Checking Household Revenue

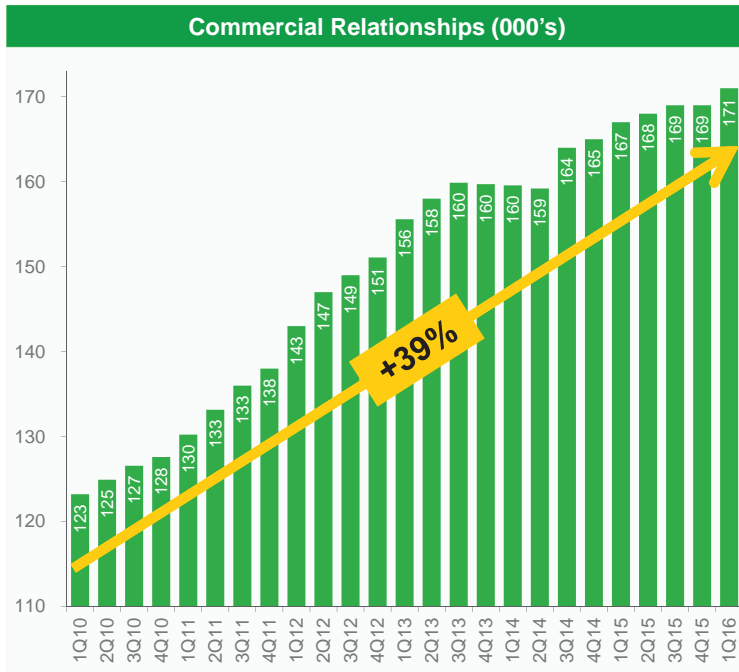
## Consumer Checking Households Revenue (\$MM)



- ◆ Includes net interest income and noninterest income
- ◆ Most recent "Fair Play" related fee change implemented in 3Q14

1Q13 revenue was impacted by a change to posting order of consumer transactions

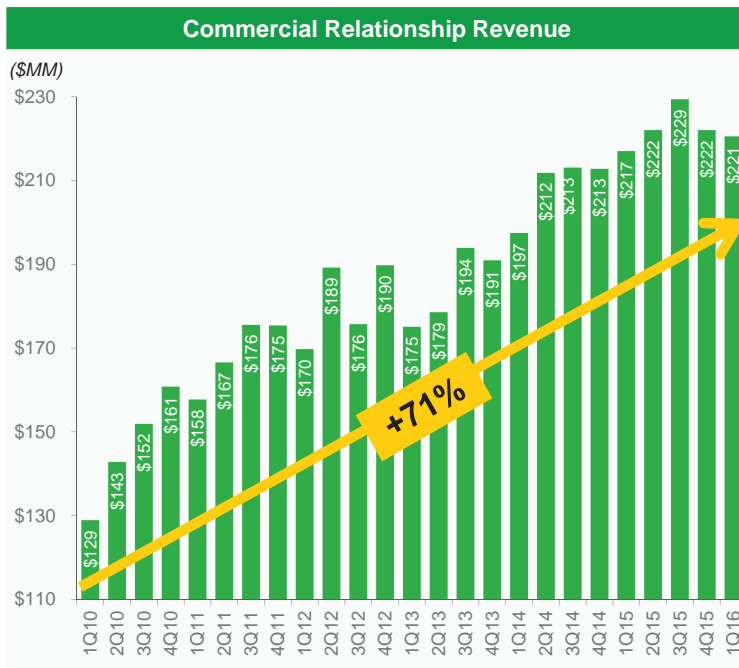
# Commercial Relationship<sup>(1)</sup> Growth



- ◆ 1Q16: 2.4% YoY growth<sup>(2)</sup>
- ◆ 47.5% with 4+ products or services penetration<sup>(3)</sup> up from 42.7% a year ago
- ◆ 1Q16 revenue of \$221 MM, up \$4 MM YoY

(1) Checking account required (2) 1Q14 implementation of fee changes on Business Banking checking products accelerated the closing of certain lower balance business checking accounts (3) The definitions and measurements used in our OCR process are periodically reviewed

# Commercial Relationship<sup>(1)</sup> Revenue



- ◆ Migration from credit-dependent to relationship-based / cross-sell culture

(1) Checking account



## Income Statement

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## Income Statement Summary

(\$ in millions)	2016	2015		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY
Interest income	\$ 557	\$ 544	\$ 502	2 %	11 %
Interest expense	54	47	34	15	57
Net interest income	503	497	468	1	8
Provision for credit losses	28	36	21	(24)	34
Net interest income after provision	475	460	447	3	6
Service charges on deposit accounts	70	73	62	(4)	13
Cards and payment processing income	36	38	33	(3)	12
Mortgage banking income	19	31	23	(41)	(19)
Trust services	23	25	29	(10)	(21)
Insurance income	16	16	16	4	2
Brokerage income	16	14	16	7	0
Capital markets fees	13	14	14	(6)	(6)
Bank owned life insurance income	14	13	13	1	4
Gain on sale of loans	5	10	5	(47)	18
Securities gains (losses)	---	0	---	(100)	NA
Other income	30	37	22	(19)	37
Total noninterest income	242	272	232	(11)	4
Personnel costs	285	289	265	(1)	8
Outside data processing and other services	62	64	51	(3)	22
Equipment	33	32	30	3	8
Net occupancy	31	33	31	(4)	1
Marketing	12	12	13	2	(5)
Professional services	14	13	13	4	6
Deposit and other insurance expense	11	11	10	1	10
Amortization of intangibles	4	4	10	(2)	(64)
Other expense	39	42	36	(6)	8
Total noninterest expense	491	499	459	(2)	7
Income before income taxes	226	234	220	(3)	3
Provision for income taxes	55	56	54	(1)	2
<b>Net Income</b>	<b>\$ 171</b>	<b>\$ 178</b>	<b>\$ 166</b>	<b>(4) %</b>	<b>3 %</b>



## Mortgage Banking Income Summary

(\$MM)	1Q16	4Q15	3Q15	2Q15	1Q15
Origination and secondary marketing	\$18.5	\$23.9	\$20.0	\$26.3	\$20.0
Servicing fees	11.1	11.1	10.8	10.7	10.8
Amortization of capitalized servicing	(6.4)	(6.7)	(6.1)	(7.0)	(7.0)
Other mortgage banking income	1.7	2.3	2.7	2.5	3.5
Sub-total	24.9	30.6	27.4	32.5	27.4
MSR recovery (impairment)	(18.3)	5.1	(14.1)	14.5	(9.2)
Net trading gains (losses)	11.9	(4.3)	5.7	(8.5)	4.7
Total	\$18.5	\$31.4	\$19.0	\$38.5	\$23.0
Investor servicing portfolio <sup>(1)</sup> (\$B)	\$16.2	\$16.2	\$15.9	\$15.7	\$15.6
Weighted average coupon	4.23%	4.25%	4.27%	4.30%	4.35%
Originations (\$B)	\$0.9	\$1.0	\$1.3	\$1.5	\$1.0
Mortgage servicing rights <sup>(1)</sup>	\$142.1	\$160.7	\$153.5	\$163.8	\$145.9
MSR % of investor servicing portfolio <sup>(1)</sup>	0.88%	0.99%	0.96%	1.04%	0.94%

(1) End-of-period



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## Balance Sheet

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## Assets

(\$ in millions)	2016	2015		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY
<b>Assets</b>					
Cash and due from banks	\$ 816	\$ 847	\$ 900	(4) %	(9) %
Interest bearing deposits in banks	67	52	74	29	(9)
Trading account securities	46	37	48	24	(3)
Loans held for sale	568	475	1,621	20	(65)
Available-for-sale securities	9,319	8,775	9,922	6	(6)
Held-to-maturity securities	5,946	6,160	3,337	(3)	78
Loans and leases:					
Commercial and industrial loans and leases	21,254	20,560	20,109	3	6
Commercial real estate loans	5,282	5,268	5,067	0	4
<b>Total commercial</b>	<b>26,536</b>	<b>25,828</b>	<b>25,176</b>	<b>3</b>	<b>5</b>
Automobile	9,920	9,481	7,803	5	27
Home equity loans	8,422	8,471	8,492	(1)	(1)
Residential mortgage loans	6,082	5,998	5,795	1	5
Other consumer loans	579	563	430	3	35
<b>Total consumer</b>	<b>25,003</b>	<b>24,513</b>	<b>22,520</b>	<b>2</b>	<b>11</b>
Loans and leases	51,539	50,341	47,696	2	8
Allowance for loan and lease losses	(614)	(598)	(605)	3	1
<b>Net loans and leases</b>	<b>50,926</b>	<b>49,743</b>	<b>47,091</b>	<b>2</b>	<b>8</b>
Bank owned life insurance	1,767	1,758	1,725	1	2
Premises and equipment	612	621	607	(1)	1
Goodwill	677	677	678	-	(0)
Other intangible assets	51	55	73	(7)	(30)
Accrued income and other assets	1,682	1,846	1,927	(9)	(13)
<b>Total assets</b>	<b>\$ 72,645</b>	<b>\$ 71,045</b>	<b>\$ 68,003</b>	<b>2 %</b>	<b>7 %</b>



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## Liabilities & Shareholders' Equity

(\$ in millions)	2016	2015		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY
<b>Liabilities</b>					
Demand deposits - non-interest bearing	\$ 16,571	\$ 16,480	\$ 15,960	1 %	4 %
Demand deposits - interest bearing	8,174	7,682	6,537	6	25
Money market deposits	19,844	19,792	18,933	0	5
Savings and other domestic deposits	5,423	5,246	5,288	3	3
Core certificates of deposit	2,123	2,382	2,709	(11)	(22)
<b>Total core deposits</b>	<b>52,135</b>	<b>51,582</b>	<b>49,427</b>	<b>1</b>	<b>5</b>
Other domestic deposits of \$250,000 or more	424	501	189	(15)	124
Brokered deposits and negotiable CDs	2,890	2,944	2,682	(2)	8
Deposits in foreign offices	180	268	534	(33)	(66)
<b>Total deposits</b>	<b>55,629</b>	<b>55,295</b>	<b>52,833</b>	<b>1</b>	<b>5</b>
Short-term borrowings	471	615	2,015	(23)	(77)
Long-term debt	7,935	7,068	5,151	12	54
Accrued expenses and other liabilities	1,452	1,472	1,542	(1)	(6)
<b>Total liabilities</b>	<b>65,487</b>	<b>64,450</b>	<b>61,541</b>	<b>2</b>	<b>6</b>
<b>Shareholders' equity</b>					
Preferred stock	773	386	386	100	100
Common stock	8	8	8	-	-
Capital surplus	7,050	7,038	7,186	0	(2)
Less treasury shares, at cost	(18)	(18)	(14)	-	29
Accumulated other comprehensive loss	(167)	(226)	(161)	(26)	4
Retained earnings	(488)	(594)	(944)	(18)	(48)
<b>Total shareholders' equity</b>	<b>7,158</b>	<b>6,595</b>	<b>6,462</b>	<b>9</b>	<b>11</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 72,645</b>	<b>\$ 71,045</b>	<b>\$ 68,003</b>	<b>2 %</b>	<b>7 %</b>



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# Total Core Deposit Trends

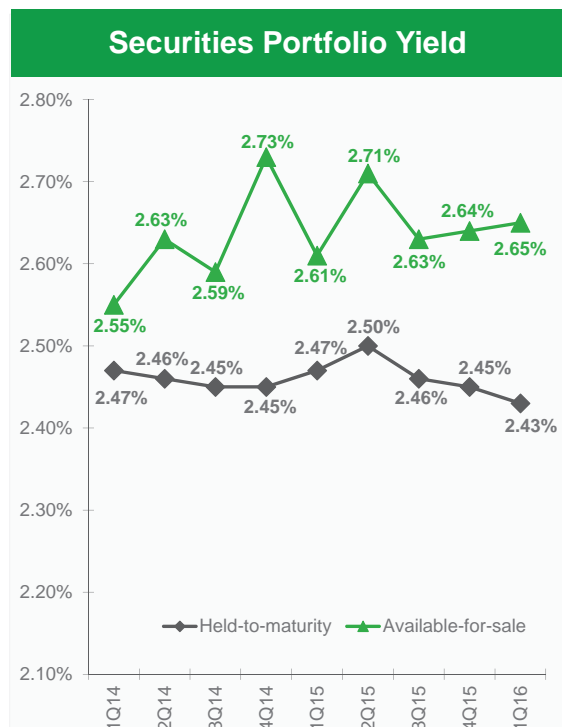
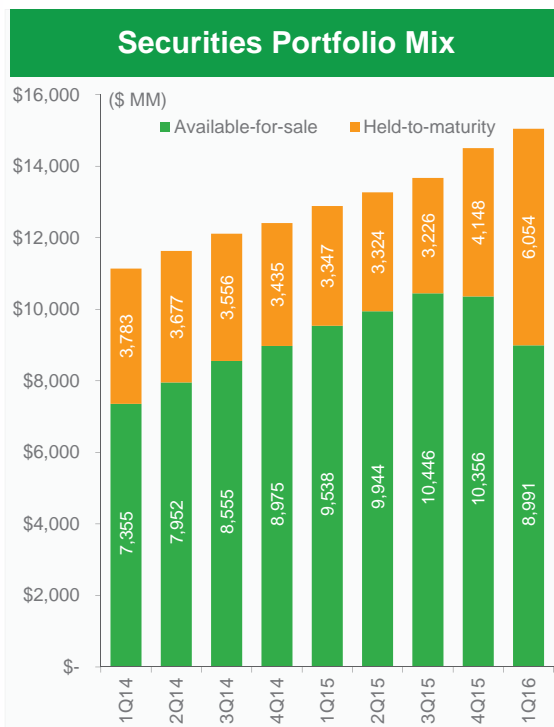
Average (\$B)	1Q16	Annualized Growth <sup>(1)</sup>		
		1Q16 v 4Q15	4Q15 v 3Q15	1Q16 v 1Q15
<b>Commercial</b>				
Demand deposits - non-interest bearing	\$ 13.4	(28) %	4 %	7 %
Demand deposits - interest bearing	1.9	151	49	80
Other core deposits <sup>(2)</sup>	9.0	(25)	5	(2)
Total	24.3	(17)	7	7
<b>Consumer</b>				
Demand deposits - non-interest bearing	2.9	23	1	6
Demand deposits - interest bearing	5.9	24	13	15
Other core deposits <sup>(2)</sup>	18.3	8	2	1
Total	27.1	13	4	4
<b>Total</b>				
Demand deposits - non-interest bearing	16.3	(20)	4	7
Demand deposits - interest bearing	7.8	49	19	26
Other core deposits <sup>(2)</sup>	27.3	(3)	3	-
Total	\$ 51.4	(2) %	5 %	5 %

(1) Linked-quarter percent change annualized

(2) Money market deposits, savings / other deposits, and core certificates of deposit



# Securities Mix & Yield<sup>(1)</sup>



(1) Average balances



# Securities Overview (3/31/16)

Portfolio weighted average life of 4.4<sup>(1)</sup> years, average duration of 3.3<sup>(1)</sup> years

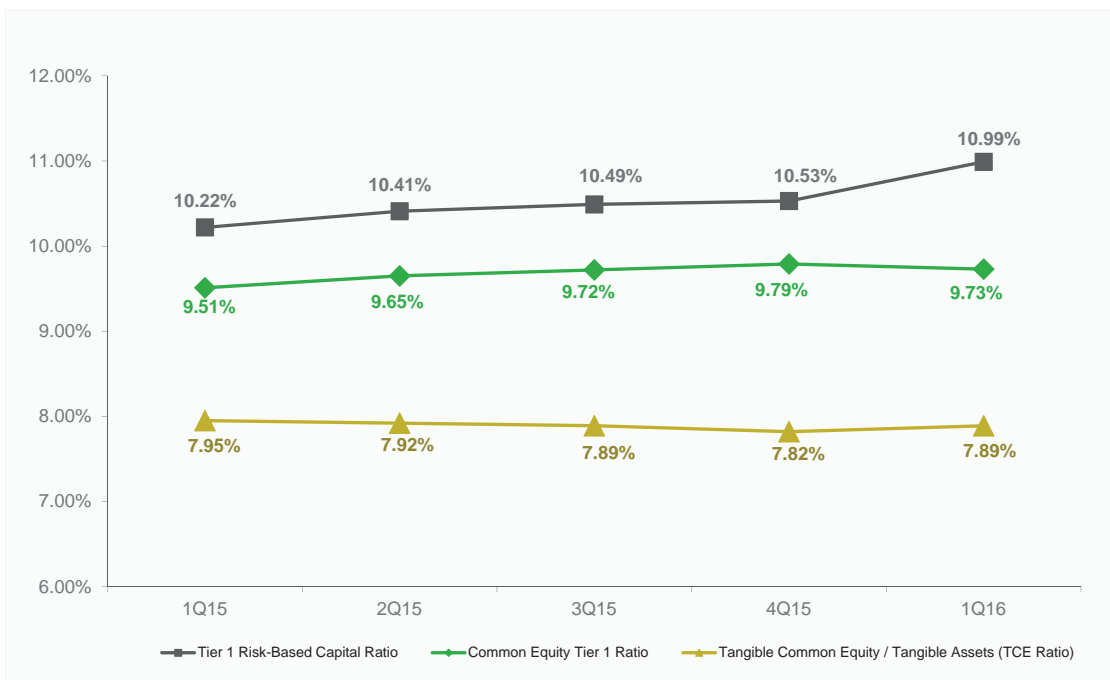
## Bank Investment Portfolio Overview

Investment Portfolio	March 31, 2016		December 31, 2015		March 31, 2015	
	in \$mm Book Value	% of Portfolio	in \$mm Book Value	% of Portfolio	in \$mm Book Value	% of Portfolio
Level 1 HQLA						
GNMA	7,175	47.4%	6,976	46.9%	5,025	38.4%
Treasuries	5	0.0%	5	0.0%	5	0.0%
Other	702	4.6%	722	4.9%	611	4.7%
Level 1 HQLA Total	7,882	52.1%	7,702	51.8%	5,641	43.1%
Level 2A HQLA	2,918	19.3%	3,050	20.5%	3,695	28.2%
Level 2B HQLA	147	1.0%	147	1.0%	177	1.4%
Non-HQLA	1,946	12.9%	1,914	12.9%	1,984	15.2%
Direct Purchase Municipal Instruments	2,232	14.8%	2,056	13.8%	1,590	12.1%
<b>Total</b>	<b>\$ 15,125</b>	<b>100.0%</b>	<b>\$ 14,869</b>	<b>100.0%</b>	<b>\$ 13,088</b>	<b>100.0%</b>

(1) Exclusive of Direct Purchase Municipal Instruments



# Capital Ratios<sup>(1)</sup>



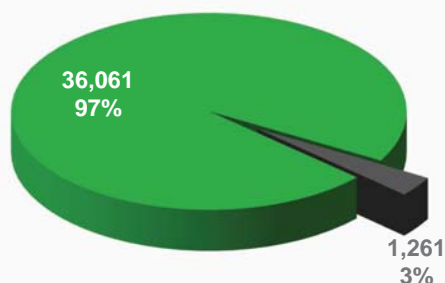
(1) End-of-period



# Total Commercial Loans – Granularity

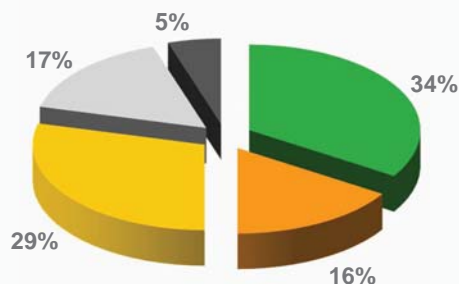
EOP Outstandings of \$26.5 Billion

## # of Loans by Size



< \$5 MM	1,261
\$5 MM - < \$10 MM	610
\$10 MM - < \$25 MM	502
\$25 MM - < \$50 MM	131
> \$50 MM	18
<b>Total</b>	<b>1,261</b>

## Loans by Dollar Size



< \$5 MM	34%
\$5 MM - < \$10 MM	16%
\$10 MM - < \$25 MM	29%
\$25 MM - < \$50 MM	17%
\$50 MM +	5%

# Commercial and Industrial: \$21.3 Billion<sup>(1)</sup>

- Diversified by sector and geographically within our Midwest footprint
- Focuses on middle market companies with \$20-\$500 MM in sales and Business Banking <\$20 MM in sales
- Lend to defined relationship oriented clients where we understand our client's market / industry and their durable competitive advantage
- Underwrite to historical cash flows with collateral as a secondary repayment source while stress testing for lower earnings / higher interest rates
- Follow disciplined credit policies and processes with quarterly review of criticized and classified loans

	1Q16	4Q15	3Q15	2Q15	1Q15
Period end balance (\$MM)	\$21,254	\$20,560	\$20,040	\$20,003	\$20,109
30+ days PD & accruing	0.28%	0.26%	0.32%	0.26%	0.20%
90+ days PD & accruing <sup>(2)</sup>	0.04%	0.04%	0.03%	0.03%	0.03%
NCOs <sup>(3)</sup>	0.13%	0.04%	0.20%	0.09%	0.24%
NALs	1.45%	0.85%	0.79%	0.74%	0.66%
ACL	1.78%	1.72%	1.66%	1.63%	1.63%

(1) End of period (2) All amounts represent accruing purchased impaired loans acquired in the Fidelity transaction. Under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status.

(3) Annualized

# C&I – Auto Industry

End of period balances

## Outstandings

(\$MM)	1Q16	4Q15	3Q15	2Q15	1Q15
<b>Suppliers<sup>(1)</sup></b>					
Domestic	\$ 552	\$ 469	\$ 421	\$ 439	\$ 317
Foreign	0	0	0	0	0
Total suppliers	552	469	421	439	317
<b>Dealers</b>					
Floorplan-domestic	1,327	1,390	1,156	1,095	1,118
Floorplan-foreign	726	686	609	618	669
Total floorplan	2,054	2,076	1,765	1,712	1,787
Other	635	616	589	580	572
Total dealers	2,689	2,692	2,354	2,293	2,359
<b>Total auto industry</b>	<b>\$3,241</b>	<b>\$3,161</b>	<b>\$2,775</b>	<b>\$2,732</b>	<b>\$2,676</b>
<b>NALs</b>					
Suppliers	0.04%	0.05%	0.05%	0.05%	0.00%
Dealers	0.00	0.00	0.00	0.00	0.00
<b>Net charge-offs<sup>(2)</sup></b>					
Suppliers	0.03%	0.01%	0.01%	0.01%	0.05%
Dealers	0.0	0.0	0.0	0.0	0.0

(1) Companies with > 25% of their revenue from the auto industry (2) Annualized



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## Commercial Real Estate: \$5.3 Billion<sup>(1)</sup>

Long-term meaningful relationships with opportunities for additional cross-sell

- ◆ Primarily Midwest footprint projects generating adequate return on capital
- ◆ Proven CRE participants... 28+ years average CRE experience
- ◆ >80% of the loans have personal guarantees
- ◆ >71% is within our geographic footprint
- ◆ \$235 MM of legacy “Special Assets”

### Credit Quality Trends

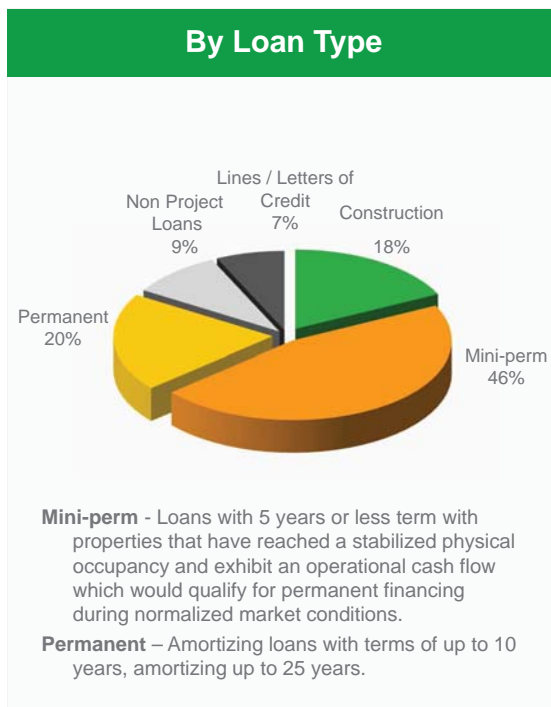
	1Q16	4Q15	3Q15	2Q15	1Q15
Period end balance (\$MM)	\$5,282	\$5,268	\$5,404	\$5,214	\$5,067
30+ days PD & accruing	0.32%	0.35%	0.58%	0.35%	0.40%
90+ days PD & accruing <sup>(2)</sup>	0.24%	0.18%	0.23%	0.21%	0.32%
NCOs <sup>(3)</sup>	(1.34)%	(0.32)%	(1.04)%	0.43%	(0.31)%
NALs	0.58%	0.55%	0.51%	0.84%	0.97%
ACL	2.07%	2.04%	2.18%	1.88%	2.10%

(1) End of period (2) All amounts represent accruing purchased impaired loans acquired in the Fidelity transaction. Under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status. (3) Annualized



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# CRE – Portfolio Composition



# Automobile: \$9.9 Billion<sup>(1)</sup>

## Extensive relationships with high quality Dealers

- Huntington consistently in the market for over 60 years
- Dominant market position in the Midwest with over 3,900 dealers
- Floorplan and dealership real estate lending, core deposit relationship, full Treasury Management, Private Banking, etc.
- Deep relationships add value... buy rates are 20 to 50 basis points higher compared with other banks competing in the prime space

## Relationships create the flow of auto loans

- Super-prime customers, average FICO ~760
- Low LTVs, averaging <90%
- Custom Score, utilized to further segment FICO eligible to enhance predictive modeling

## Operational efficiency and scale leverages expertise

- Highly scalable decision engine evaluates >70% of applications based on FICO and custom score
- Underwriters directly compensated on credit performance by vintage

Credit Quality Trends	1Q16	4Q15	3Q15	2Q15	1Q15
Period end balance (\$MM)	<b>\$9,920</b>	\$9,481	\$9,160	\$8,549	\$7,803
30+ days PD & accruing	<b>0.70%</b>	0.96%	0.86%	0.76%	0.70%
90+ days PD & accruing	<b>0.05%</b>	0.08%	0.08%	0.05%	0.06%
NCOs	<b>0.28%</b>	0.33%	0.22%	0.17%	0.19%
NALs	<b>0.08%</b>	0.07%	0.06%	0.05%	0.06%

(1) End of period

## Auto Loans – Production and Credit Quality

	1Q16	4Q15	3Q15	2Q15	1Q15	4Q14	3Q14	2Q14
<b>Originations</b>								
Amount (\$MM)	\$1,367	\$1,291	\$1,485	\$1,383	\$1,048	\$1,230	\$1,481	\$1,463
% new vehicles	46%	54%	47%	48%	44%	48%	50%	50%
Avg. LTV	88%	89%	90%	90%	89%	90%	89%	89%
Avg. FICO	765	769	764	762	759	765	767	765
Expected cumulative loss	0.82%	0.81%	0.91%	0.91%	0.91%	0.88%	0.81%	0.85%
<b>Portfolio Performance</b>								
30+ days PD & accruing %	0.70%	0.96%	0.86%	0.76%	0.70%	0.83%	0.72%	0.65%
NCO %	0.28%	0.33%	0.22%	0.17%	0.19%	0.28%	0.20%	0.16%
<b>Vintage Performance<sup>(1)</sup></b>								
6-month losses			0.05%	0.04%	0.03%	0.03%	0.04%	0.05%
9-month losses				0.09%	0.10%	0.08%	0.08%	0.12%
12-month losses					0.17%	0.16%	0.13%	0.17%

(1) Annualized



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## Home Equity: \$8.4 Billion<sup>(1)</sup>

- ◆ Focused on geographies within our Midwest footprint with relationship customers
- ◆ Focused on high quality borrowers... 1Q16 originations:
  - Average FICO scores of >750+
  - Average LTVs of <80% for junior liens and <70% for 1st-liens
  - Approximately 65% are 1st-liens
- ◆ Portfolio: average FICO of 759 with 62% 1<sup>st</sup>-liens and 38% 2<sup>nd</sup>-liens
- ◆ Conservative underwriting – manage the probability of default while stress testing rates

Credit Quality Trends	1Q16	4Q15	3Q15	2Q15	1Q15
Period end balance (\$MM)	\$8,422	\$8,471	\$8,461	\$8,526	\$8,492
30+ days PD & accruing	0.55%	0.71%	0.73%	0.78%	0.69%
90+ days PD & accruing	0.10%	0.11%	0.13%	0.14%	0.13%
NCOs	0.17%	0.22%	0.28%	0.22%	0.22%
NALs	0.74%	0.78%	0.79%	0.88%	0.93%

(1) End of Period



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## Residential Mortgages: \$6.1 Billion<sup>(1)</sup>

- ◆ Focused on geographies within our Midwest footprint
- ◆ Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- ◆ Early identification of loss mitigation. “Home Savers” program, 25%–30% recidivism
- ◆ Average 1Q16 origination: FICO of 733, new / refi mix approx. 75/25%

Credit Quality Trends	1Q16	4Q15	3Q15	2Q15	1Q15
Period end balance (\$MM)	\$6,082	\$5,998	\$6,071	\$5,987	\$5,795
Originations (\$MM)	\$936	\$1,012	\$1,259	\$1,454	\$980
30+ days PD & accruing	2.90%	3.28%	3.08%	3.22%	3.35%
90+ days PD & accruing	1.14%	1.17%	1.12%	1.21%	1.28%
NCOs	0.11%	0.21%	0.13%	0.15%	0.19%
NALs	1.48%	1.58%	1.63%	1.52%	1.69%

(1) End of Period

## Credit Quality Review

## Credit Quality Trends Overview

	1Q16	4Q15	3Q15	2Q15	1Q15
Net charge-off ratio	0.07%	0.18%	0.13%	0.21%	0.20%
90+ days PD and accruing	0.21	0.21	0.21	0.22	0.24
NAL ratio <sup>(1)</sup>	0.97	0.74	0.72	0.75	0.76
NPA ratio <sup>(2)</sup>	1.02	0.79	0.77	0.81	0.84
Criticized asset ratio <sup>(3)</sup>	3.50	3.54	3.54	3.61	3.78
ALLL ratio	1.19	1.19	1.19	1.23	1.27
ALLL / NAL coverage	123	161	166	165	166
ALLL / NPA coverage	117	150	155	151	151
ACL ratio	1.34	1.33	1.32	1.34	1.38
ACL / Criticized assets <sup>(3)</sup>	38.13	37.54	37.30	37.23	36.58
ACL / NAL coverage	138	180	184	180	181
ACL / NPA coverage	131	168	172	165	165

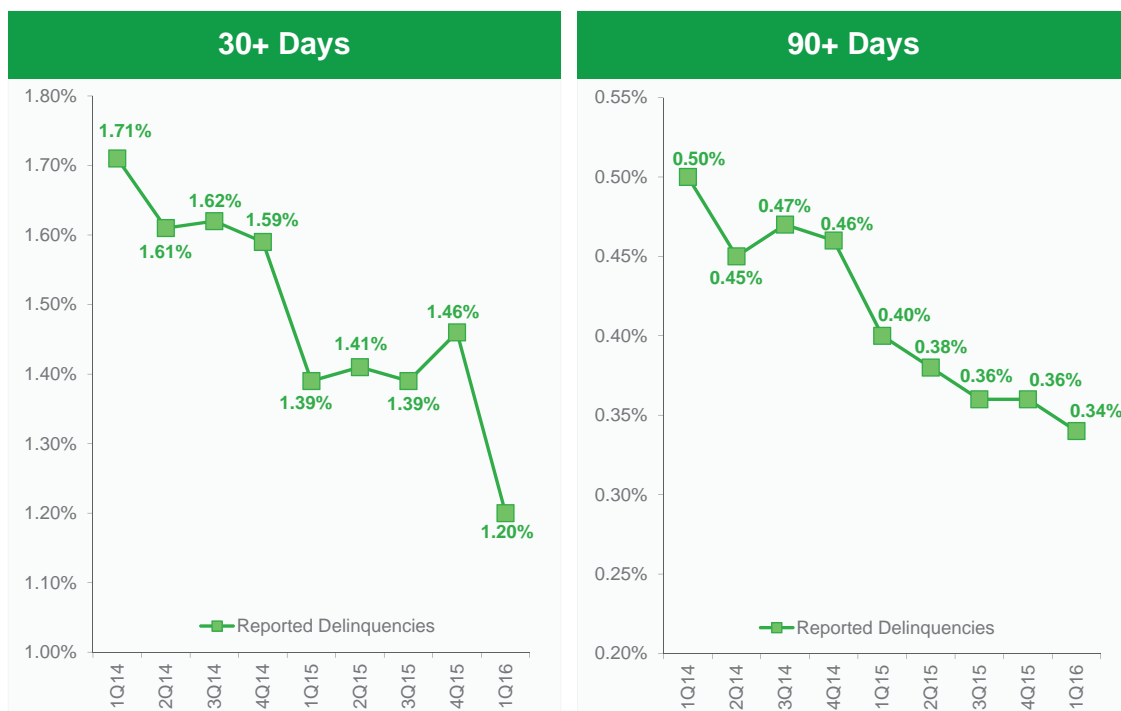
(1) NALs divided by total loans and leases

(2) NPAs divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs

(3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs

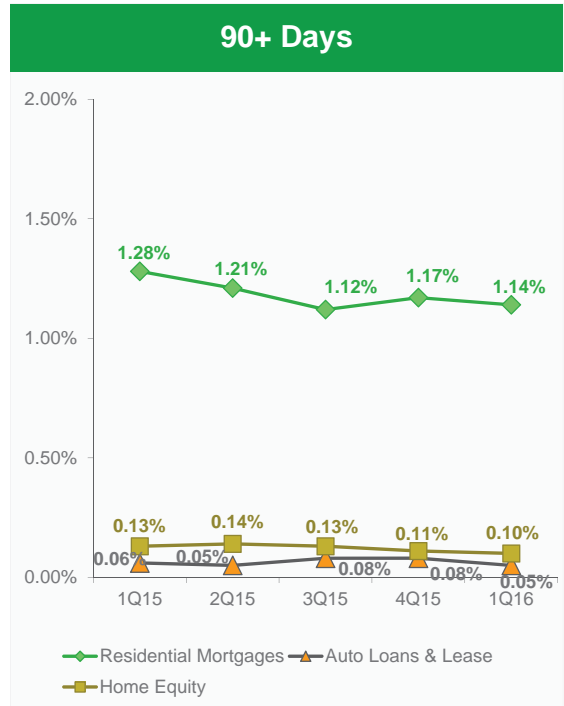
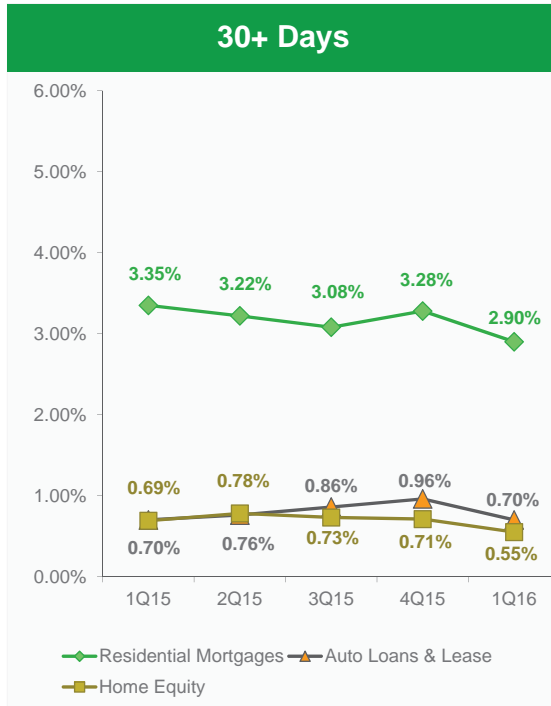


## Total Consumer Loan Delinquencies<sup>(1)</sup>



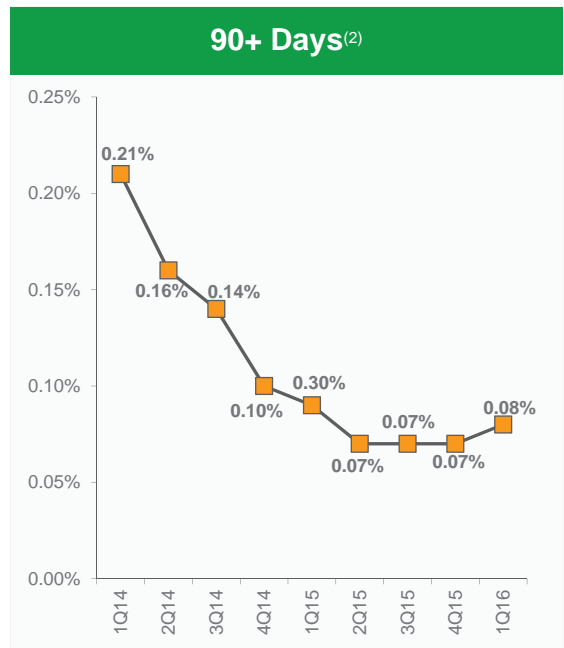
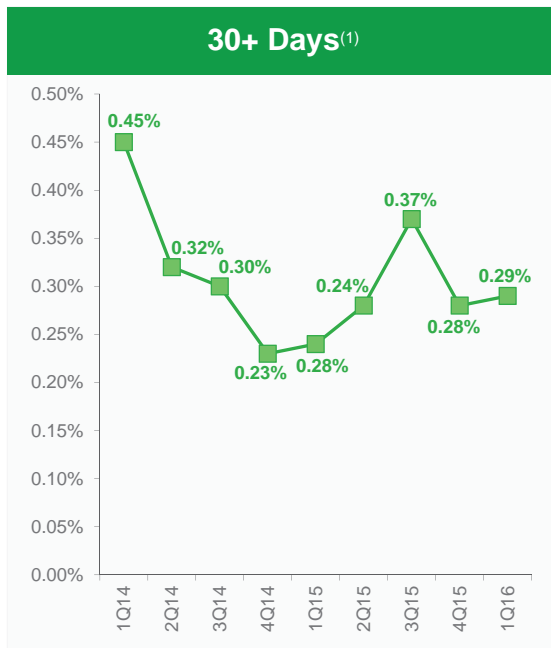
(1) End of period; delinquent but accruing as a % of related outstandings at EOP

# Consumer Loan Delinquencies<sup>(1)</sup>



(1) End of period; delinquent but accruing as a % of related outstandings at EOP

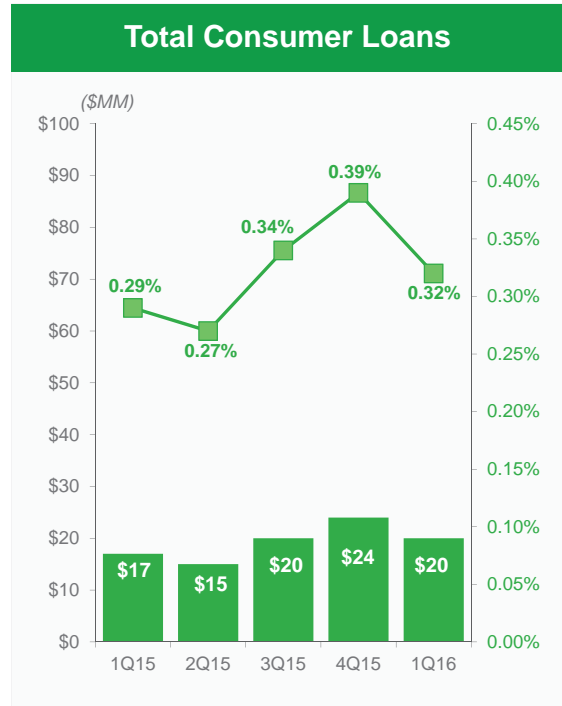
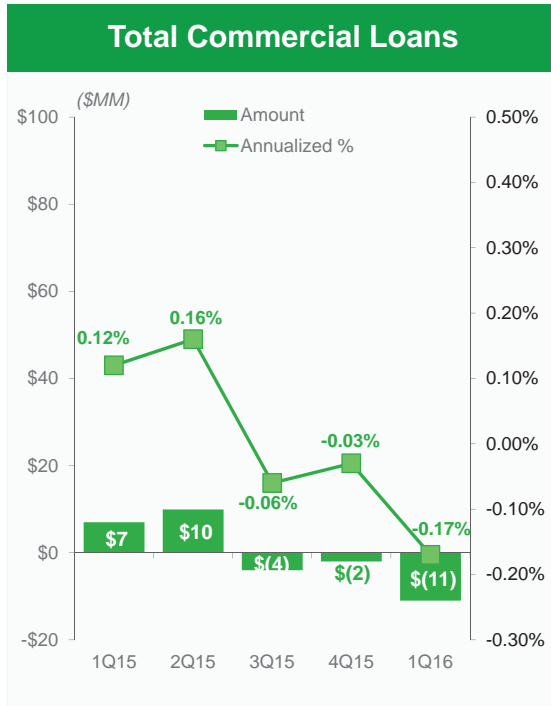
# Total Commercial Loan Delinquencies



(1) Amounts include Huntington Technology Finance administrative lease delinquencies

(2) Amounts include Huntington Technology Finance administrative lease delinquencies and accruing purchased impaired loans acquired in the Fidelity transaction. Under the applicable accounting guidance (ASC 310-30), the accruing purchased impaired loans were recorded at fair value upon acquisition and remain in accruing status.

# Net Charge-Offs



# Nonperforming Asset Flow Analysis

(\$MM)	1Q16	4Q15	3Q15	2Q15	1Q15
NPA beginning-of-period	\$398.9	\$381.4	\$396.0	\$400.8	\$337.7
Additions / increases	240.7	141.9	139.6	125.1	162.9
Return to accruing status	(14.3)	(23.2)	(13.6)	(46.1)	(18.0)
Loan and lease losses	(40.5)	(29.4)	(45.7)	(33.8)	(41.6)
Payments	(51.5)	(64.1)	(78.5)	(38.4)	(30.6)
Sales & other	(8.5)	(7.6)	(16.4)	(11.6)	(9.7)
NPA end-of-period	\$524.9	\$398.9	\$381.4	\$396.0	\$400.8
Percent change	32%	5%	(4)%	(1)%	19%

# Total Commercial Loans

## Criticized Loan Flow Analysis

### End of Period

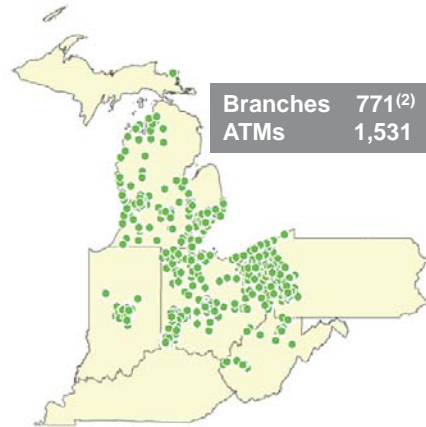
(\$MM)	1Q16	4Q15	3Q15	2Q15	1Q15
Criticized beginning-of-period	\$1,505	\$1,473	\$1,476	\$1,510	\$1,454
Additions / increases	320	357	249	391	277
Advances	133	59	62	51	108
Upgrades to "Pass"	(106)	(176)	(114)	(272)	(113)
Paydowns	(271)	(190)	(170)	(179)	(193)
Charge-offs	(29)	(18)	(30)	(27)	(26)
Criticized end-of-period	\$1,550	\$1,505	\$1,473	\$1,476	\$1,510
Percent change	3%	2%	(0)%	(2)%	4%

## Franchise and Leadership

# Huntington Bancshares Overview

Midwest financial services holding company

Founded - 1866  
 Headquarters - Columbus, Ohio  
 Total assets - \$73 Billion  
 Employees<sup>(1)</sup> - 12,386  
 Franchise:



## Deposits - Top 10 MSAs

MSA	Rank	Branches	Deposits	Share
Columbus, OH	1	86	\$17,450	29.7%
Detroit, MI	7	83	5,163	4.5
Cleveland, OH	5	91	4,836	7.6
Indianapolis, IN	4	45	3,062	7.2
Pittsburgh, PA	8	37	2,782	2.4
Cincinnati, OH	4	38	2,577	2.9
Toledo, OH	1	31	2,354	23.7
Grand Rapids, MI	2	38	2,237	11.5
Youngstown, OH	1	40	2,019	22.1
Canton, OH	1	27	1,708	26.5

Source: SNL Financial, company presentations and filings  
 FDIC deposit data as of June 30, 2015

	% Deposits
#1 Share markets	43%
#1- #4 Share markets	58%

State	Branches	ATMs
Ohio	401	902
Michigan	223	284
Pennsylvania	48	101
Indiana	46	77
West Virginia	30	147
Kentucky	10	20

(1) 1Q16 Average full-time equivalent (FTE) (2) Includes 13 Private Client Group Offices



## In-Store Strategy: Lower Cost, More Convenient, and Full Service Distribution Network

- Attractive distribution option: 2x acquisition vs traditional, full service, better fee mix
- In-Store Strategy as a whole turned profitable during 2Q15
- 113 branches breakeven or better for March 2016, up from 70 for March 2015



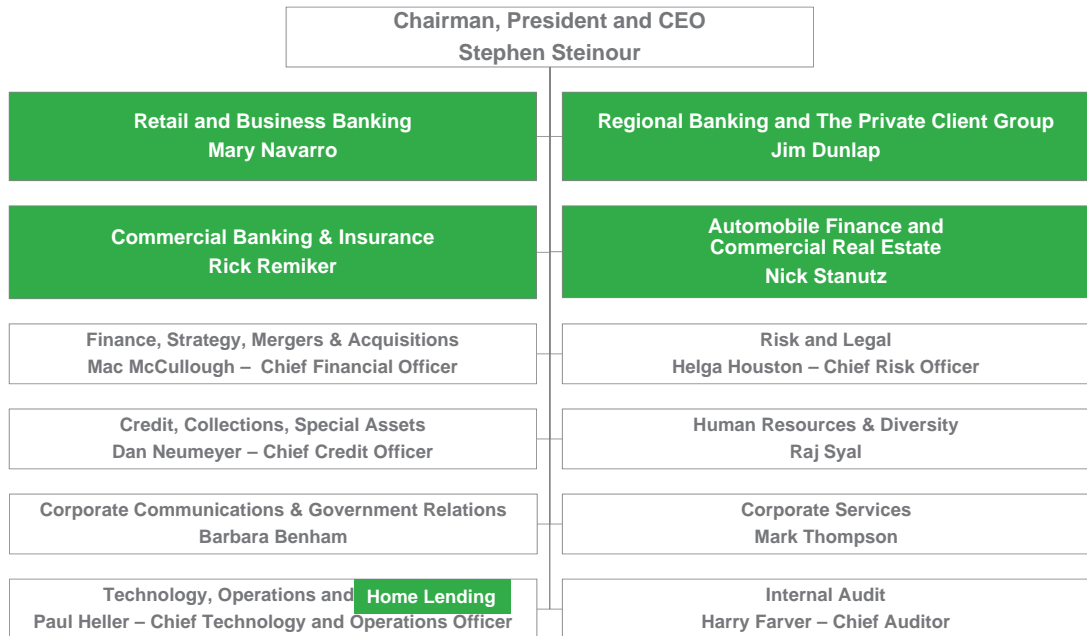
- 93 Giant Eagle in-store branches opened
- 82 Giant Eagle in-store branches were breakeven or better as of March 2016
- Giant Eagle in-stores represent 12% of our branch network, over delivering on HH growth:
  - Delivering 20% of consumer HH growth in last 12 months, ending March 2016
  - Delivering 19% of Business Banking relationship growth in last 12 months, ending March 2016



- 86 Meijer in-store branches opened; 5 new branch openings expected in 2016
- 31 Meijer in-store branches were breakeven or better as of March 2016
- Meijer in-stores represent 11% of our branch network, over delivering on HH growth:
  - Delivering 31% of consumer HH growth last 12 months, ending March 2016
  - Delivering 20% of Business Banking relationship growth in last 12 months, ending March 2016



# Leadership Team



Business Segments



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# Welcome



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