

Welcome

Huntington Bancshares Incorporated 2017 Fourth Quarter Earnings Review

January 23, 2018



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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, which are not historical facts and 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 our business strategies, including market acceptance of any new products or services implementing our "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 other factors that may affect our future results. Additional factors that could cause results to differ materially from those described above can be found in our Annual Report on Form 10-K for the year ended December 31, 2016, and Quarterly Reports on Form 10-Q for the quarters ended March 31, 2017, June 30, 2017, and September 30, 2017, which are on file with the Securities and Exchange Commission (the "SEC") and available in the "Investor Relations" section of our website, <http://www.huntington.com>, under the heading "Publications and Filings" and in other documents we file 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. We do not assume 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.

2017 Full Year Financial Highlights

Completed FirstMerit integration and continue to realize deal economics

EPS +43% Y/Y	TBVPS +8% Y/Y	ROA 1.17%	ROTCE 15.7%
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$1.00	+43%	TBVPS	\$6.97	8%
Net Interest Margin	3.30%	+14 bp	Avg Assets (\$B)	\$101.0	22%
Net Interest Income (FTE)	\$3,052	27%	Avg Earning Assets (\$B)	\$92.4	21%
Noninterest Income	\$1,307	14%	Avg Loans and Leases (\$B)	\$67.9	18%
Total Revenue (FTE)	\$4,359	22%	Avg Deposits (\$B)	\$77.0	21%
Noninterest Expense	\$2,714	13%	Avg Core Deposits (\$B)	\$72.8	23%
Net Income	\$1,186	67%	Avg Tang. Common Equity (\$B)	\$7.3	17%
Avg diluted shares	1,136	24%	TCE Ratio	7.34%	+18 bp
Efficiency Ratio	60.9%	-590 bp	CET1 Ratio	9.89%	+33 bp
NCOs / Avg Loans	0.23%	+4 bp	NPA Ratio	0.55%	-17 bp

Note: \$ in millions, except per share or otherwise noted; results were impacted by Significant Items primarily related to benefit of federal tax reform partially offset by FirstMerit acquisition-related expenses



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2017 Fourth Quarter Financial Highlights

Delivered top tier performance

EPS +85% Y/Y	TBVPS +8% Y/Y	ROA 1.67%	ROTCE 22.7%
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$0.37	+85%	TBVPS	\$6.97	8%
Net Interest Margin	3.30%	+5 bp	Avg Assets (\$B)	\$102.3	2%
Net Interest Income (FTE)	\$782	5%	Avg Earning Assets (\$B)	\$93.9	3%
Noninterest Income	\$340	2%	Avg Loans and Leases (\$B)	\$68.9	4%
Total Revenue (FTE)	\$1,122	4%	Avg Deposits (\$B)	\$77.7	1%
Noninterest Expense	\$633	-7%	Avg Core Deposits (\$B)	\$73.9	3%
Net Income	\$432	81%	Avg Tang. Common Equity (\$B)	\$7.4	4%
Avg diluted shares	1,130	2%	TCE Ratio	7.34%	+18 bp
Efficiency Ratio	54.9%	-670 bp	CET1 Ratio	9.89%	+33 bp
NCOs / Avg Loans	0.24%	-2 bp	NPA Ratio	0.55%	-17 bp

Note: \$ in millions, except per share or otherwise noted; results were impacted by Significant Items primarily related to benefit of federal tax reform partially offset by FirstMerit acquisition-related expenses



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4Q17 YoY Summary Income Statement

Quarterly comparisons significantly impacted by FirstMerit integration efforts

(in millions)	2017				2016		Change	
	Fourth	Third	Second	First	Fourth	LQ	YOY	
	Quarter	Quarter	Quarter	Quarter	Quarter			
Net interest income - FTE	\$ 782	\$ 771	\$ 757	\$ 742	\$ 748	1 %	5 %	
Total noninterest income	\$ 340	\$ 330	\$ 325	\$ 312	\$ 334	3	2	
Total Revenue - FTE	\$ 1,122	\$ 1,101	\$ 1,082	\$ 1,054	\$ 1,082	2	4	
Total noninterest expense	\$ 633	\$ 680	\$ 694	\$ 707	\$ 681	(7)	(7)	
Provision for credit losses	\$ 65	\$ 43	\$ 25	\$ 68	\$ 75	51	(13)	
Pre-tax income - FTE	\$ 424	\$ 377	\$ 362	\$ 279	\$ 325	12	30	
Net Income	\$ 432	\$ 275	\$ 272	\$ 208	\$ 239	57 %	81 %	

Noninterest Income

- \$11 MM increase in other income
- \$8 MM decrease in gain on sale of loans
- \$5 MM decrease in mortgage banking income

Noninterest Expense

- \$13 MM decrease in net occupancy costs
- \$11 MM decrease in marketing expense
- \$13 MM increase in personnel costs
- \$7 MM increase in other expense

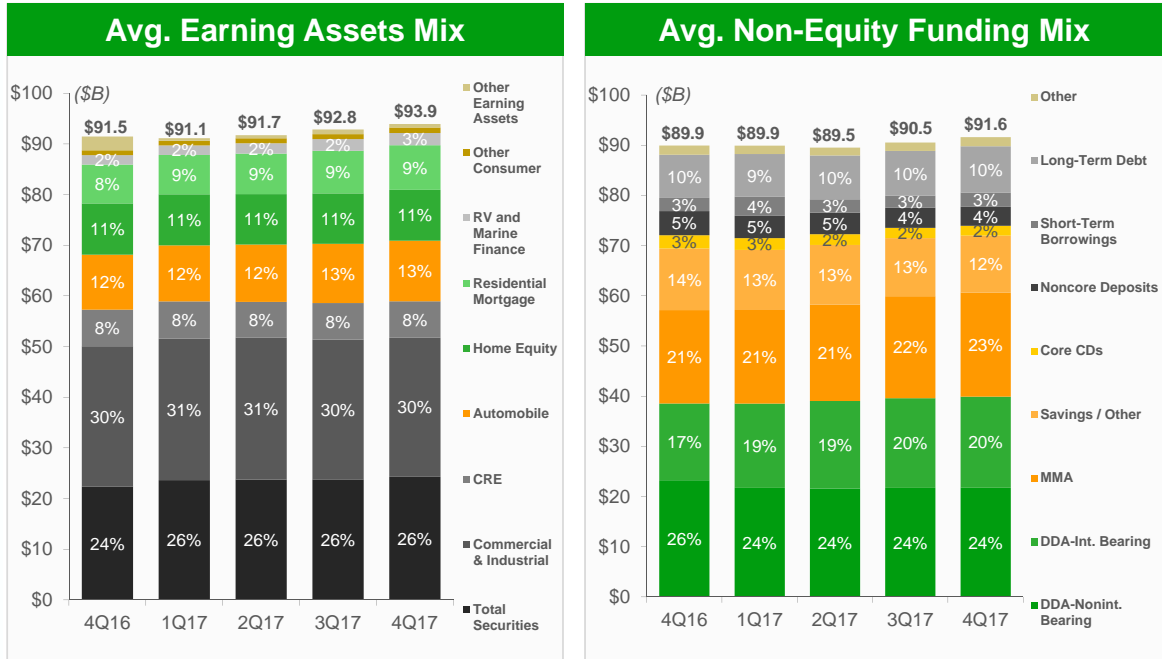
2017 Operating Leverage

Fifth consecutive year of achieving positive operating leverage

(\$MM)	2017	2016	Y/Y Change	
	Actual	Actual	\$	%
Net interest income	\$ 3,002	\$ 2,369		
FTE adjustment	\$ 50	\$ 43		
FTE Net interest income	\$ 3,052	\$ 2,412	640	27
Noninterest income	\$ 1,307	\$ 1,150		
Securities gains (losses)	\$ (4)	\$ (0)		
Merger and acquisition related gain (loss)	\$ 2	\$ (1)		
Net gain (loss) MSR hedging	\$ 1	\$ 0		
Adjusted noninterest income	\$ 1,307	\$ 1,151	157	14
Adjusted total revenue	\$ 4,359	\$ 3,563	797	22
Noninterest expense	\$ 2,714	\$ 2,409		
Merger and acquisition expenses	\$ 154	\$ 281		
Addition to litigation reserves	\$ -	\$ (42)		
Adjusted noninterest expense	\$ 2,559	\$ 2,169	390	18

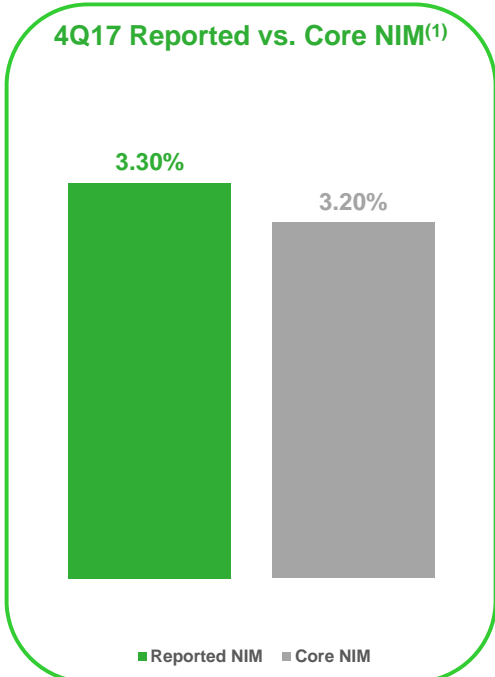
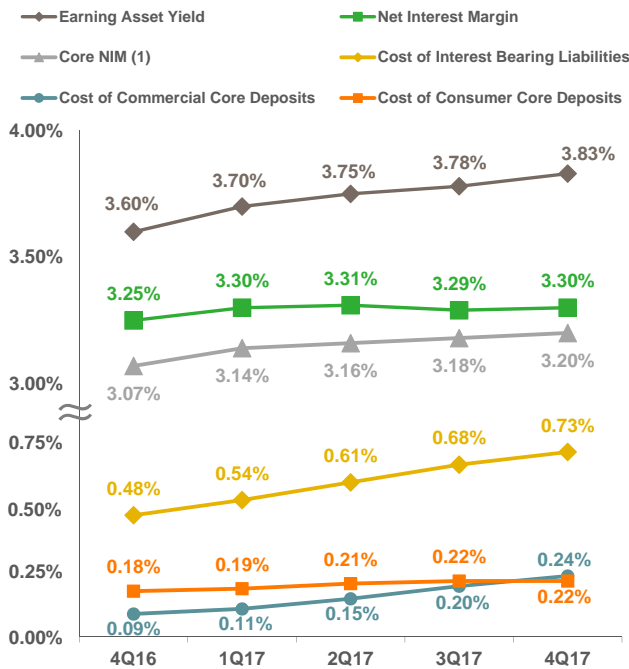
Earning Asset/Liability Mix

Disciplined growth and pricing on both sides of the balance sheet



Net Interest Margin (FTE)

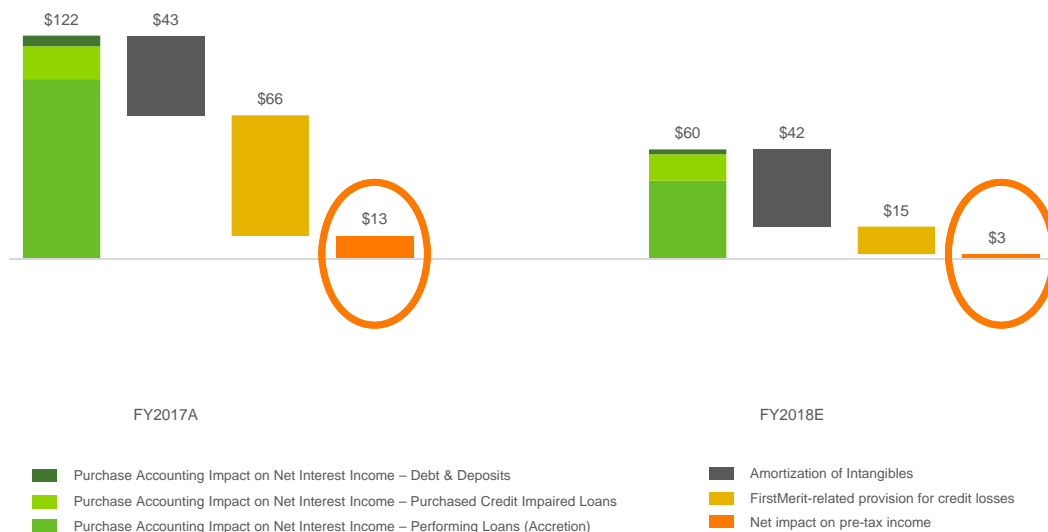
Purchase accounting adjustments added 10 basis points to NIM



(1) Net of purchase accounting adjustments; see reconciliation on slide 24

Net Impact of FirstMerit-Related Purchase Accounting and Provision

Expected net impact on pre-tax income down to \$3 million in 2018



Achieved All Long-Term Financial Goals in 4Q17

	Long-Term Financial Goal	4Q17		FY17		2018
		GAAP	Adjusted (Non-GAAP) ¹	GAAP	Adjusted (Non-GAAP) ¹	Target
Revenue (FTE) Growth (Y/Y)	4% - 6%	+4%	+4%	+22%	+22%	✓
Expense Growth (Y/Y)	Positive Operating Leverage	(7%)	(7%)	+13%	+18%	✓
Efficiency Ratio	56% - 59%	55%	55%	61%	57%	✓
NCO	35 - 55 bp	24 bp	24 bp	23 bp	23 bp	✓
ROTCE	13% - 15%	23%	16%	16%	15%	✓

(1) Reconciliation on slides 26 & 27

High Confidence in FirstMerit Deal Economics

Realizing originally announced cost savings and on pace to deliver revenue enhancements

\$255+ MM Cost Savings

- ✓ Implementation of all cost savings complete
- ✓ Eliminated 42% of legacy FirstMerit expense base
- ✓ Fully converted all operating systems to Huntington systems
- ✓ Consolidated 24 operations centers and corporate offices
- ✓ Consolidated 146 branches

\$100+ MM Revenue Synergies

- ✓ Introducing full Huntington product suite to FirstMerit customer base through Optimal Customer Relationships (OCR)
- ✓ Expanded SBA expertise to Chicago / WI
- ✓ Expanded RV / Marine lending to 17 new states
- ✓ Expanded Home Lending business to Chicago / WI

Capital⁽¹⁾

Capital ratios receive one-time benefit from federal tax reform

	4Q17	3Q17	2Q17	1Q17	4Q16
Tang. common equity / tang. assets	7.34%	7.42%	7.41%	7.28%	7.16%
Common equity Tier 1 (CET1)	9.89	9.94	9.88	9.74	9.56
Tier 1 leverage	8.99	8.96	8.98	8.76	8.70
Tier 1 risk-based capital	11.22	11.30	11.24	11.11	10.92
Total risk-based capital	13.21	13.39	13.33	13.26	13.05
Total risk-weighted assets (\$B)	\$80.4	\$78.6	\$78.4	\$77.6	\$78.3
Double leverage ⁽²⁾	109%	108%	108%	107%	108%

(1) End of period

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

Potential Conversion of Series A Preferred Equity

4Q17 Average Diluted Shares Includes Conversion for First Time

- Potential conversion of \$363 million of 8.50% Series A preferred equity into \$363 million of common equity yields opportunity to optimize regulatory capital ratios in 2018 CCAR process
 - Evaluating the need to replace this preferred equity with new preferred issuance
 - Potential conversion of Series A preferred equity would have positive impact on TCE ratio, CET1 ratio, and TBVPS, and immaterial impact to diluted EPS
 - Conversion terms: each Series A preferred share converts into 83.668 HBAN common shares (partial shares are paid out in cash)
 - Shareholder can choose to convert at any time
 - Conversion can be forced if HBAN common shares close at or above \$15.54 for 20 out of 30 trading days
 - As of January 22, 2018, HBAN has closed above this threshold for 6 of the past 7 trading days
 - The earliest potential date of forced conversion is February 9, 2018
-
- 4Q17 average diluted shares outstanding includes 30 million shares from the assumed conversion of Series A preferred equity into common equity
 - Inclusion in diluted share count as a result of Basic EPS exceeding dilution threshold for the first time

\$ in millions, except per share

4Q17 Basic EPS	\$0.38
Series A preferred equity quarterly dividend	\$7.7
Common shares issued upon conversion	30.3
Per share preferred dividend savings upon conversion to common	\$0.25

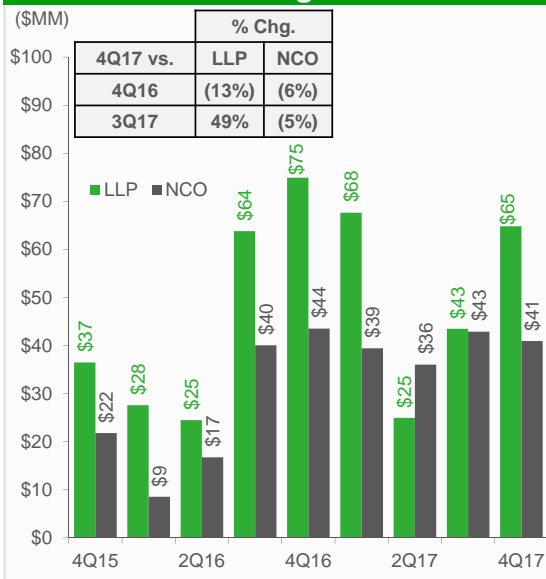


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Provision, NCO, and ACL

NCOs remain below long-term target

Loan Loss Provision vs. Net Charge-offs



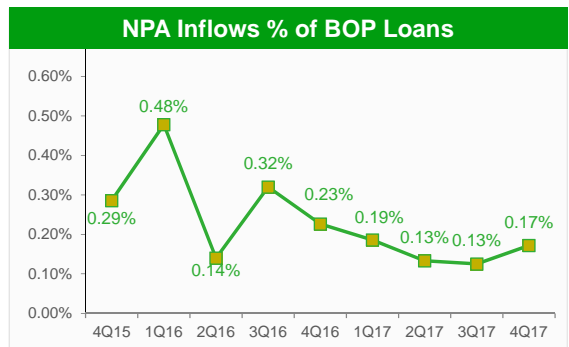
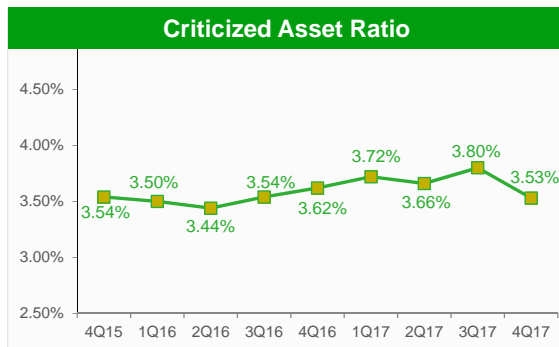
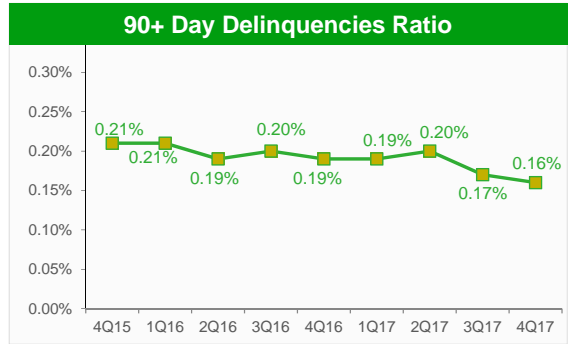
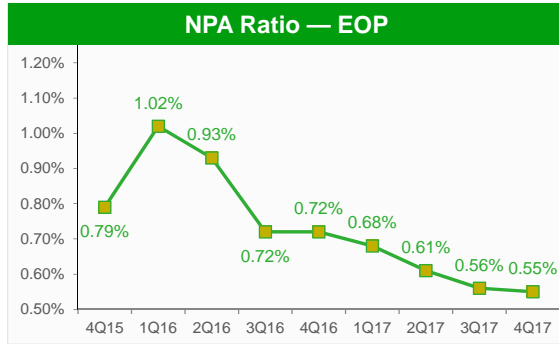
Allowance for Credit Losses vs. NALs



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Asset Quality Trends

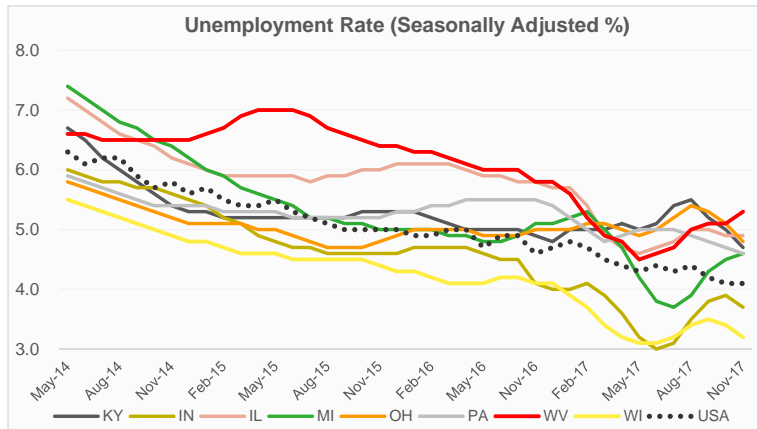
Overall credit metrics remain stable



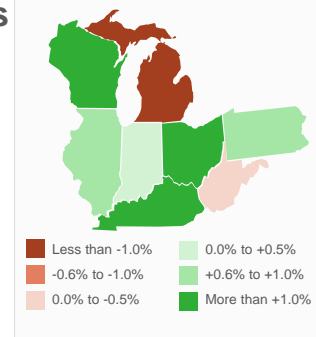
Footprint Economic Indicators

Unemployment rates remain near historical lows

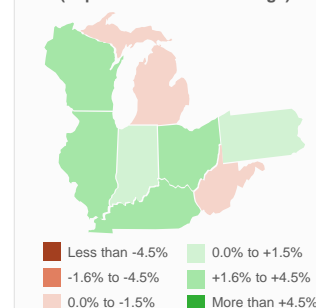
- In November, unemployment rates were near or below the national unemployment rate of 4.1% in Cincinnati (4.1%), Columbus (3.9%), Detroit (4.3%), Grand Rapids (3.9%), Indianapolis (3.3%), Madison (2.2%) and Milwaukee (3.4%). For the most recent 3-month period, unemployment rate changes were moving primarily in a downward direction in the largest MSAs with 13 decreases and 4 increases.
- Net nonfarm employment growth in the 12 months through November was well above U.S. growth of +1.23% in Cincinnati (+2.38%), Columbus (+1.80%), Dayton (+2.92%), Detroit (+2.27%), Madison (+3.57%) and Milwaukee (+2.25%).
- In the 3 months through November, jobs growth was especially strong in Akron (+1.09%), Canton (+1.22%), Dayton (+1.79%), Madison (+1.01%), Pittsburgh (+0.88%) and Youngstown (+0.74%). U.S. employment grew 0.3% during the same 3-month period.



November 2017 State Coincident Indexes (Three-Month Historical Change)



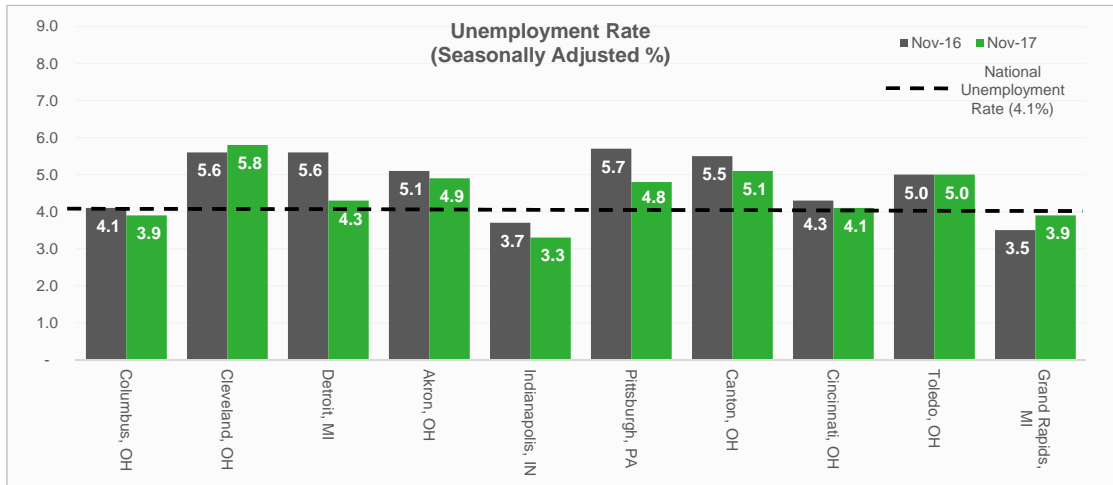
November 2017 State Leading Indexes (Expected Six-Month Change)



Unemployment Rates in Top 10 Deposit MSAs

Our largest deposit markets demonstrate continued strength

- According to the Philadelphia FRB coincident economic indicator, economic activity grew faster than the nation in 6 of 8 Huntington footprint states during the economic recovery-to-date. Michigan, Ohio, Indiana, Illinois, Kentucky, and Wisconsin all exhibited stronger growth than the nation since the Great Recession ended.
- Home prices continued to grow solidly across most of the footprint states. According to the FHFA Home Price Index, home prices in the year through Q3 grew 8.0% in Michigan, 6.1% in Wisconsin, 5.9% in Kentucky, 5.4% in Ohio, 5.0% in Indiana, 4.1% in Pennsylvania, 3.7% in Illinois and 1.3% in West Virginia.
- Consumer Confidence in the East North Central region of the U.S. (OH, MI, IN, IL, WI) generally at highest level since 2000.



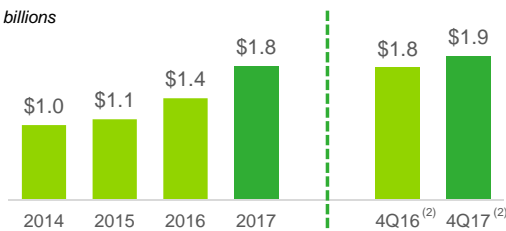
Source: US Bureau of Labor Statistics; Federal Reserve Bank of Philadelphia; Haver Analytics



Positioned for Strong Relative Performance Through-the-Cycle

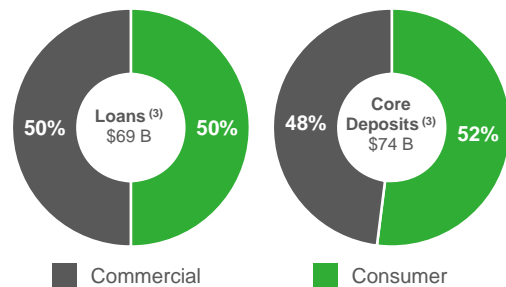
Strengthened Pretax Pre-Provision Net Revenue ⁽¹⁾

\$ billions



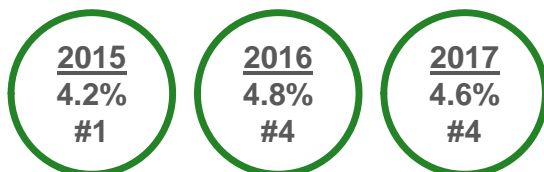
Year	% of RWA
2014	1.86%
2015	1.86%
2016	1.75%
2017	2.25%
4Q16 ⁽²⁾	2.27% ⁽²⁾
4Q17 ⁽²⁾	2.41% ⁽²⁾

Well-Diversified Balance Sheet



Disciplined Management of Credit Risk

Cumulative Losses as a % of Average Total Loans in Dodd-Frank Act Stress Test (DFAST) Supervisory Severely Adverse Scenario



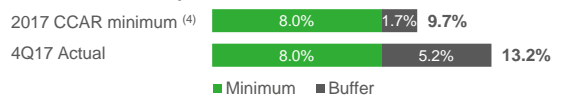
Note: Ranking among 19 traditional commercial banks

Strong Capital Base and Capital Management

Common Equity Tier 1 (CET1) Ratio



Total Risk-Based Capital Ratio



(1) Non-GAAP financial metric; see Appendix slide 28; (2) Annualized; (3) 4Q17 average balances; (4) projected minimum in the Federal Reserve Severely Adverse Scenario



2018 Expectations

Avg Loan Balances	4% - 6% growth (assumes \$500 MM Auto securitization in 3Q18)
Avg Deposit Balances	3% - 5% growth
Revenue	4% - 6% growth (assumes no rate hikes in 2018)
Net Interest Margin	GAAP NIM flat; Core NIM up modestly (new money yields above back book yields across all loan categories)
Noninterest Expense	2% - 4% decrease
Efficiency Ratio	55% - 57%
Effective Tax Rate	16% - 17%
Net charge-offs	Remain below long-term expectations of 35 bp – 55 bp

Note: All metrics presented on a GAAP basis assuming an unchanged rate environment



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Important Messages

- **Strong economic outlook for Midwest footprint**
- **FirstMerit integration complete; fully implemented all cost saves and executing on revenue synergies**
- **Focused on three areas with sustainable competitive advantages**
 - Consumer
 - Small to Medium Enterprises (including Commercial Real Estate)
 - Vehicle Finance
- **Consistent core strategy since 2009**
 - Delivering on growth strategies with sustained investment
 - Meaningful investment in people, technology, and brand – continuously improving
 - Disciplined risk management – aggregate moderate-to-low risk profile
- **Driving core deposit and loan growth through disciplined execution and a differentiated customer experience**
- **Focused on delivery of consistent through-the-cycle shareholder returns**
- **High level of colleague and shareholder alignment**



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Reconciliation Noninterest Income

Noninterest Income (GAAP)

(\$ in millions)	2017		2016		YOY Change	2017			2016		Change (%)	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter	Fourth Quarter	LQ
Service charges on deposit accounts	\$ 353	\$ 324	9%	\$ 91	\$ 91	\$ 92	—%	(1)%				
Cards and payment processing income	206	169	22	53	54	49	(2)	8				
Mortgage banking income	131	128	2	33	34	38	(3)	(13)				
Trust and investment management services	156	123	27	41	39	39	5	5				
Insurance income	81	84	(4)	21	18	21	17	—				
Capital markets fees	76	60	27	23	22	19	5	21				
Bank owned life insurance income	67	58	16	18	16	17	13	6				
Gain on sale of loans	56	47	19	17	14	25	21	(32)				
Securities (losses) gains	(4)	—	(100)	(4)	—	(2)	—	—				
Other income	185	157	18	47	42	36	12	31				
Total noninterest income	\$ 1,307	\$ 1,150	14%	\$ 340	\$ 330	\$ 334	3%	2%				

Impact of Significant Items

(\$ in millions)	2017		2016		YOY Change	2017			2016	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter
Service charges on deposit accounts	\$ —	\$ —	—	\$ —	—	—	—	—	—	—
Cards and payment processing income	—	—	—	—	—	—	—	—	—	—
Mortgage banking income	—	—	—	—	—	—	—	—	—	—
Trust and investment management services	—	—	—	—	—	—	—	—	—	—
Insurance income	—	—	—	—	—	—	—	—	—	—
Brokerage income	—	—	—	—	—	—	—	—	—	—
Capital markets fees	—	—	—	—	—	—	—	—	—	—
Bank owned life insurance income	—	—	—	—	—	—	—	—	—	—
Gain on sale of loans	—	—	—	—	—	—	—	—	—	—
Securities (losses) gains	—	—	—	—	—	—	—	—	—	—
Other income	2	(1)	—	—	—	—	(1)	—	—	—
Total noninterest income	\$ 2	\$ (1)	—	\$ —	\$ —	\$ —	\$ (1)	\$ —	\$ (1)	\$ —

Adjusted Noninterest Income (Non-GAAP)

(\$ in millions)	2017		2016		YOY Change	2017			2016		Change (%)	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter	Fourth Quarter	LQ
Service charges on deposit accounts	\$ 353	\$ 324	9%	\$ 91	\$ 91	\$ 92	—%	(1)%				
Cards and payment processing income	206	169	22	53	54	49	(2)	8				
Trust and investment management services	156	123	27	41	30	30	5	5				
Mortgage banking income	131	128	2	33	34	38	(3)	(13)				
Insurance income	81	84	(4)	21	18	21	17	—				
Capital markets fees	76	60	27	23	22	19	5	21				
Bank owned life insurance income	67	58	16	18	16	17	13	6				
Gain on sale of loans	56	47	19	17	14	25	21	(32)				
Securities (losses) gains	(4)	—	(100)	(4)	—	(2)	(100)%	(100)%				
Other income	183	158	16	47	42	37	12	27				
Total adjusted noninterest income	\$ 1,305	\$ 1,151	13%	\$ 340	\$ 330	\$ 335	3%	1%				



Reconciliation Noninterest Expense

Noninterest Expense (GAAP)

(\$ in millions)	2017		2016		YOY Change	2017			2016		Change (%)	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter	Fourth Quarter	LQ
Personnel costs	\$ 1,524	\$ 1,349	13%	\$ 373	\$ 377	\$ 360	(1)%	4%				
Outside data processing and other services	313	305	3	71	80	89	(11)	(20)				
Equipment	171	165	39	36	45	60	(20)	(40)				
Net occupancy	212	153	4	36	55	49	(35)	(27)				
Professional services	69	105	(5)	18	15	23	20	(22)				
Marketing	60	63	(34)	10	17	21	(41)	(52)				
Deposit and other insurance expense	78	54	44	19	19	16	—	19				
Amortization of intangibles	56	30	87	14	14	14	—	—				
Other expense	231	184	26	56	58	49	(3)	14				
Total noninterest expense	\$ 2,714	\$ 2,420	13%	\$ 633	\$ 660	\$ 681	(7)%	(7)%				

Impact of Significant Items

(\$ in millions)	2017		2016		YOY Change	2017			2016	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter
Personnel costs	\$ 42	\$ 76	—	\$ —	\$ 4	\$ (5)	—	—	—	—
Outside data processing and other services	24	46	—	—	—	3	15	—	—	—
Equipment	16	25	—	—	—	7	20	—	—	—
Net occupancy	52	15	—	—	—	14	7	—	—	—
Professional services	10	58	—	—	—	2	9	—	—	—
Marketing	1	5	—	—	—	—	4	—	—	—
Other expense	9	14	—	—	—	—	3	—	—	—
Total noninterest expense	\$ 154	\$ 239	—	\$ —	\$ 30	\$ 53	—	—	—	—

Adjusted Noninterest Expense (Non-GAAP)

(\$ in millions)	2017		2016		YOY Change	2017			2016		Change (%)	
	Full Year	Full Year	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	Fourth Quarter	Third Quarter	Fourth Quarter	LQ
Personnel costs	\$ 1,482	\$ 1,273	16%	\$ 373	\$ 373	\$ 365	—%	2%				
Outside data processing and other services	289	259	12	71	77	74	(8)	(4)				
Equipment	155	140	11	36	38	40	(5)	(10)				
Net occupancy	160	138	16	36	41	42	(12)	(14)				
Professional services	59	47	26	18	13	14	38	29				
Marketing	59	58	2	10	17	17	(41)	(41)				
Deposit and other insurance expense	78	54	44	19	19	16	—	19				
Amortization of intangibles	56	30	87	14	14	14	—	—				
Other expense	222	170	31	56	58	46	(3)	22				
Total adjusted noninterest expense	\$ 2,560	\$ 2,165	18%	\$ 633	\$ 660	\$ 628	(3)%	1%				



Reconciliation

Significant Items impacting financial performance comparisons

2017 Net Income and EPS

(\$ in millions, except per share amounts)

	4Q17		3Q17		2Q17		1Q17	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 432		\$ 275		\$ 272		\$ 208	
Net income applicable to common shares	\$ 413	\$ 0.37	\$ 256	\$ 0.23	\$ 253	\$ 0.23	\$ 189	\$ 0.17
Significant items - favorable (unfavorable) impact:								
Earnings ⁽¹⁾		EPS	Earnings ⁽¹⁾	EPS	Earnings ⁽¹⁾	EPS	Earnings ⁽¹⁾	EPS
Merger and acquisition related expenses, net	\$ -	\$ -	\$ (31)	\$ (0.02)	\$ (50)	\$ (0.03)	\$ (71)	\$ (0.04)
Benefit of federal tax reform	\$ 123	\$ 0.11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

2016 Net Income and EPS

(in millions, except per share amounts)

	4Q16		3Q16		2Q16		1Q16	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 239		\$ 127		\$ 175		\$ 171	
Net income applicable to common shares	\$ 220	\$ 0.20	\$ 108	\$ 0.11	\$ 155	\$ 0.19	\$ 163	\$ 0.20
Significant items - favorable (unfavorable) impact:								
Earnings ⁽¹⁾		EPS	Earnings ⁽¹⁾	EPS	Earnings ⁽¹⁾	EPS	Earnings ⁽¹⁾	EPS
Merger and acquisition related expenses, net	\$ (96)	\$ (0.06)	\$ (159)	\$ (0.11)	\$ (21)	\$ (0.02)	\$ (6)	\$ (0.01)
Litigation reserve reduction	42	0.02	-	-	-	-	-	-

2017 Efficiency Ratio

(\$ in millions)

	4Q17		3Q17		2Q17		1Q17	
	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio
Noninterest expense less amortization of intangibles	\$ 618	54.9%	\$ 666	60.5%	\$ 680	62.9%	\$ 693	65.7%
Revenue less gain/loss on securities	\$ 1,126	--	\$ 1,101	--	\$ 1,082	--	\$ 1,054	--
Significant items:								
Revenue (Expense) ⁽¹⁾		Efficiency Ratio	Revenue (Expense) ⁽¹⁾	Efficiency Ratio	Revenue (Expense) ⁽¹⁾	Efficiency Ratio	Revenue (Expense) ⁽¹⁾	Efficiency Ratio
Merger and acquisition related expenses, net	\$ -	0.0%	\$ (31)	2.8%	\$ (50)	4.6%	\$ (71)	6.7%

(1) Pre-tax, except for benefit of federal tax reform



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Reconciliation

Net Interest Margin

(\$ in millions)

	4Q17	3Q17	2Q17	1Q17
Net Interest Income (FTE) – reported	\$ 782	\$ 771	\$ 757	\$ 742
Purchase accounting impact (performing loans)	20	22	27	30
Purchase accounting impact (credit impaired loans)	4	4	5	5
Total Loan Purchase Accounting Impact	24	26	32	34
Debt	1	1	1	1
Deposit accretion	0	0	1	2
Total Net Purchase Accounting Adjustments	\$ 24	\$ 27	\$ 34	\$ 37
Net Interest Income (FTE) - core	\$ 758	\$ 744	\$ 723	\$ 705
Average Earning Assets (\$B)	\$ 93.9	\$ 92.8	\$ 91.7	\$ 91.1
Net Interest Margin - reported	3.30%	3.29%	3.31%	3.30%
Net Interest Margin - core	3.20%	3.18%	3.16%	3.14%



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Reconciliation

Loan marks

(\$ in millions)

Performing:

Loan mark:

At September 30, 2017	\$ 90
Amortization	(13)
Charge-off/HFS/Other	<u>(1)</u>
At December 31, 2017	\$ 75

Performing loan balance (\$B):

At September 30, 2017	\$ 10.0
At December 31, 2017	8.8

Purchased credit impaired (PCI):

Accretible yield:

At September 30, 2017	\$ 35
Accretion	(4)
Reclassification from nonaccretible difference	<u>1</u>
At December 31, 2017	\$ 33

PCI Loan balance:

At September 30, 2017	\$ 65
At December 31, 2017	41

Reconciliation

Revenue, Noninterest Income, and Noninterest Expense Growth

(\$ in millions)	GAAP	Adjustment ⁽¹⁾	Adjusted
2017 Net interest income (FTE)	\$3,052	--	\$3,052
2017 Noninterest income	\$1,307	\$2 ⁽²⁾	\$1,305
2017 Total Revenue	\$4,359	\$2 ⁽²⁾	\$4,357
2016 Net interest income (FTE)	\$2,412	--	\$2,412
2016 Noninterest income	\$1,150	(\$1) ⁽²⁾	\$1,151
2016 Total revenue	\$3,562	--	\$3,562
2017 Total revenue growth	22%		22%
2017 Noninterest expense	\$2,714	\$155 ⁽²⁾	\$2,559
2016 Noninterest expense	\$2,408	\$239 ⁽²⁾	\$2,169
2017 Noninterest expense growth	13%		18%

(1) Significant Items related to benefit of federal tax reform and FirstMerit acquisition-related expenses

(2) Pre-tax

Reconciliation

Efficiency Ratio and ROTCE

(\$ in millions)		GAAP	Adjustment ⁽¹⁾	Adjusted
Full Year 2017:				
Noninterest expense		\$2,714	\$155 ⁽²⁾	\$2,559
Amortization of intangibles		\$56	--	\$56
Noninterest expense less amortization of intangibles	A	\$2,658		\$2,503
Total revenue (FTE)		\$4,359	(\$2)	\$4,357
Securities gains		(\$4)	--	(\$4)
Total revenue (FTE) less securities gains	B	\$4,363		\$4,361
Efficiency ratio	A / B	61%		57%
Fourth Quarter 2017:				
Net income applicable to common shares	C	\$1,110	(\$24) ⁽³⁾	\$1,086
Less: Amortization of intangibles (net of deferred tax)	D	\$36 ⁽³⁾	--	\$36 ⁽³⁾
Net income applicable to common shares less amortization of intangibles	C + D = E	\$1,146		\$1,122
Average tangible common equity	F	\$7,304	--	\$7,304
Return on average tangible common equity (ROTCE):	E / F	16%		15%
Fourth Quarter 2017:				
Net income applicable to common shares	G	\$413	\$123 ⁽³⁾	\$289
Less: Amortization of intangibles (net of deferred tax)	H	\$14 ⁽³⁾	--	\$14 ⁽³⁾
Net income applicable to common shares less amortization of intangibles	G + H = J	\$427		\$303
Average tangible common equity	K	\$7,383	--	\$7,383
Return on average tangible common equity (ROTCE):	J / K	23%		16%

(1) Significant Items related to benefit of federal tax reform and FirstMerit acquisition-related expenses
(2) Pre-tax (3) After-tax



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Reconciliation

Pretax Pre-Provision Net Revenue (PPNR)

(\$ in millions)		4Q17	4Q16	2017	2016	2015	2014
Net interest income – FTE		\$782	\$748	\$3,052	\$2,412	\$1,983	\$1,865
Noninterest income		340	334	1,307	1,151	1,039	961
Total revenue		1,122	1,082	4,359	3,563	3,022	2,826
Less: Significant Items		0	(1)	2	1	3	1
Less: gain on securities		(4)	(0)	(4)	0	1	18
Total revenue – adjusted	A	1,126	1,083	4,361	3,562	3,018	2,807
Noninterest expense							
Noninterest expense		633	681	2,714	2,408	1,976	1,882
Add: provision for unfunded loans		8	10	(11)	21	11	(2)
Less: Significant Items		0	53	154	239	58	65
Noninterest expense – adjusted	B	641	638	2,549	2,191	1,929	1,815
Pretax pre-provision net revenue (PPNR)	A - B	\$485	\$445	\$1,812	\$1,372	\$1,089	\$1,011
Risk-weighted assets (RWA)							
Risk-weighted assets (RWA)		\$80,382	\$78,263	\$80,382	\$78,263	\$58,420	\$54,479
PPNR as % of RWA		2.41%	2.27%	2.25%	1.75%	1.86%	1.86%



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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, conference call slides, or the Form 8-K related to this document, all of which can be found in the Investor Relations section of Huntington's website, <http://www.huntington.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 an 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 this document 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 2016 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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Income Statement

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Income Statement Summary

(\$ in millions)	2017		2016		Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY	
Interest income	\$ 894	\$ 873	\$ 815	2 %	10 %	
Interest expense	124	115	80	8	55	
Net interest income	770	758	735	2	5	
Provision for credit losses	65	44	75	49	(13)	
Net interest income after provision	705	715	660	(1)	7	
Service charges on deposit accounts	91	91	92	0	(1)	
Cards and payment processing income	53	54	49	(1)	8	
Trust and investment management services	41	34	39	22	5	
Mortgage banking income	33	34	38	(2)	(13)	
Insurance income	21	14	21	50	-	
Capital markets fees	23	22	19	6	21	
Bank owned life insurance income	18	16	17	9	6	
Gain on sale of loans	17	14	25	23	(32)	
Securities gains (losses)	(4)	(0)	(2)	NM	NM	
Other income	47	38	36	23	31	
Total noninterest income	340	330	334	3	2	
Personnel costs	373	377	360	(1)	4	
Outside data processing and other services	71	80	89	(11)	(20)	
Net occupancy	36	55	49	(35)	(27)	
Equipment	36	45	60	(21)	(40)	
Deposit and other insurance expense	19	19	16	3	19	
Professional services	18	15	23	18	(22)	
Marketing	10	17	21	(41)	(52)	
Amortization of intangibles	14	14	14	(0)	-	
Other expense	56	58	49	(4)	14	
Total noninterest expense	633	680	681	(7)	(7)	
Income before income taxes	412	365	313	13	32	
Provision for income taxes	(20)	90	74	(122)	(127)	
Net Income	\$ 432	\$ 275	\$ 239	57 %	81 %	

Mortgage Banking Noninterest Income Summary

<i>(\$MM, except as noted)</i>	4Q17	3Q17	2Q17	1Q17	4Q16
Net origination and secondary marketing income	\$24	\$25	\$24	\$22	\$22
Net mortgage servicing income					
Loan servicing income	13	13	13	13	13
Amortization of capitalized servicing	(8)	(7)	(7)	(7)	(8)
Operating Income	5	6	6	6	5
MSR valuation adjustment	2	0	(3)	2	25
Gains (losses) due to MSR hedging	(1)	0	2	(1)	(17)
Net MSR risk management	1	0	(1)	1	8
Total net mortgage servicing income	\$6	\$6	\$5	\$7	\$13
All other	3	3	3	3	3
Mortgage banking income	\$33	\$34	\$32	\$32	\$38
Mortgage origination volume (\$B)	\$1.8	\$1.8	\$1.8	\$1.3	\$1.5
Mortgage origination volume for sale (\$B)	1.0	1.1	1.0	0.8	1.1
Third party mortgage loans serviced (\$B)	20.0	19.6	19.1	19.1	18.9
Mortgage servicing rights ⁽¹⁾	202	195	189	191	186
MSR % of investor servicing portfolio ⁽¹⁾	1.01%	1.00%	0.99%	1.00%	0.99%

(1) End-of-period



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Tax Rate Summary – Reported vs. Adjusted

<i>(\$ in millions)</i>	Reported (GAAP)	Significant Items	Adjusted (Non-GAAP)
2017 Fourth Quarter			
Income before income taxes	\$412	\$0	\$412
Provision for income taxes	(\$20)	\$123	\$104
Effective tax rate	-4.8%		25.2%
2017 Third Quarter			
Income before income taxes	\$365	\$31	\$395
Provision for income taxes	\$90	\$11	\$101
Effective tax rate	24.7%		25.5%
2017 Second Quarter			
Income before income taxes	\$350	\$50	\$401
Provision for income taxes	\$79	\$18	\$96
Effective tax rate	22.4%		24.0%
2017 First Quarter			
Income before income taxes	\$267	\$71	\$339
Provision for income taxes	\$59	\$25	\$84
Effective tax rate	22.2%		24.9%



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Tax Rate Summary – Reported vs. FTE Adjusted

<i>(\$ in millions)</i>	Reported (GAAP)	FTE Adjustment	FTE Adjusted (Non-GAAP)
2017 Fourth Quarter			
Income before income taxes	\$412	\$13	\$425
Provision for income taxes	(\$20)	\$13	(\$7)
Effective tax rate	-4.8%		-1.6%
2017 Third Quarter			
Income before income taxes	\$365	\$12	\$377
Provision for income taxes	\$90	\$12	\$102
Effective tax rate	24.7%		27.1%
2017 Second Quarter			
Income before income taxes	\$350	\$12	\$363
Provision for income taxes	\$79	\$12	\$91
Effective tax rate	22.4%		25.0%
2017 First Quarter			
Income before income taxes	\$267	\$12	\$279
Provision for income taxes	\$59	\$12	\$71
Effective tax rate	22.2%		25.5%

Balance Sheet

Assets

(\$ in billions)	2017		2016		Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY	
Assets						
Cash and due from banks	\$ 1.5	\$ 1.2	\$ 1.4	27 %	10 %	
Interest bearing deposits in banks	0.0	0.1	0.1	(6)	(19)	
Trading account securities	0.1	0.1	0.1	(3)	(35)	
Loans held for sale	0.5	0.7	0.5	(25)	(5)	
Available-for-sale securities	15.5	15.5	15.6	0	(1)	
Held-to-maturity securities	9.1	8.7	7.8	5	16	
Loans and leases:						
Commercial and industrial loans and leases	28.1	27.5	28.1	2	0	
Commercial real estate loans	7.2	7.2	7.3	0	(1)	
Total commercial	35.3	34.7	35.4	2	(0)	
Automobile	12.1	11.9	11.0	2	10	
Home equity loans	10.1	10.0	10.1	1	(0)	
Residential mortgage loans	9.0	8.6	7.7	5	17	
RV and marine finance	2.4	2.4	1.8	3	32	
Other consumer loans	1.1	1.1	1.0	5	17	
Total consumer	34.8	33.9	31.6	3	10	
Loans and leases	70.1	68.6	67.0	2	5	
Allowance for loan and lease losses	(0.7)	(0.7)	(0.6)	2	8	
Net loans and leases	69.4	67.9	66.3	2	5	
Bank owned life insurance	2.5	2.5	2.4	0	1	
Premises and equipment	0.9	0.9	0.8	1	6	
Goodwill	2.0	2.0	2.0	0	-	
Other intangible assets	0.3	0.4	0.4	(4)	(14)	
Servicing rights	0.2	0.2	0.2	4	5	
Accrued income and other assets	2.2	2.1	2.1	5	4	
Total assets	\$ 104.2	\$ 102.0	\$ 99.7	2 %	4 %	

Liabilities & Shareholders' Equity

(\$ in billions)	2017		2016		Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY	
Liabilities						
Demand deposits - non-interest bearing	\$ 21.5	\$ 22.2	\$ 22.8	(3) %	(6) %	
Demand deposits - interest bearing	18.0	18.3	15.7	(2)	15	
Money market deposits	20.7	20.6	18.4	1	12	
Savings and other domestic deposits	11.3	11.4	12.0	(1)	(6)	
Core certificates of deposit	1.9	2.0	2.5	(4)	(24)	
Total core deposits	73.4	74.6	71.4	(2)	3	
Other domestic deposits of \$250,000 or more	0.2	0.4	0.4	(43)	(39)	
Brokered deposits and negotiable CDs	3.4	3.5	3.8	(3)	(11)	
Deposits in foreign offices	---	---	---	NM	NM	
Total deposits	77.0	78.4	75.6	(2)	2	
Short-term borrowings	5.1	1.8	3.7	176	37	
Other long-term debt	9.2	9.2	8.3	0	11	
Accrued expenses and other liabilities	2.1	1.8	1.8	14	15	
Total liabilities	93.4	91.3	89.4	2	4	
Shareholders' equity						
Preferred stock	1.1	1.1	1.1	(0)	-	
Common stock	0.0	0.0	0.0	1	-	
Capital surplus	9.7	9.8	9.9	(1)	(2)	
Less treasury shares, at cost	(0.0)	(0.0)	(0.0)	(0)	30	
Accumulated other comprehensive loss	(0.4)	(0.4)	(0.4)	18	8	
Retained earnings	0.5	0.2	(0.2)	146	(318)	
Total shareholders' equity	10.8	10.7	10.3	1	5	
Total liabilities and shareholders' equity	\$ 104.2	\$ 102.0	\$ 99.7	2 %	4 %	

NM = Not meaningful

Total Core Deposit Trends

Average (\$B)	4Q17	4Q17 v 3Q17 ⁽¹⁾	4Q17 v 4Q16
Commercial			
Demand deposits - non-interest bearing	\$ 17.3	1 %	(9) %
Demand deposits - interest bearing	9.6	10	44
Other core deposits ⁽²⁾	8.4	21	16
Total	35.3	8	7
Consumer			
Demand deposits - non-interest bearing	4.4	8	305
Demand deposits - interest bearing	8.3	10	46
Other core deposits ⁽²⁾	25.9	(9)	(20)
Total	38.6	(3)	(1)
Total			
Demand deposits - non-interest bearing	21.7	2	8
Demand deposits - interest bearing	17.9	10	45
Other core deposits ⁽²⁾	34.3	(2)	(13)
Total	\$ 73.9	2 %	3 %

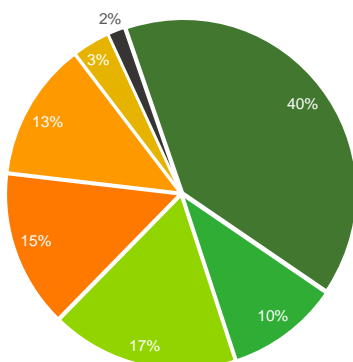
(1) Linked-quarter percent change annualized

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

Loan Portfolio Composition

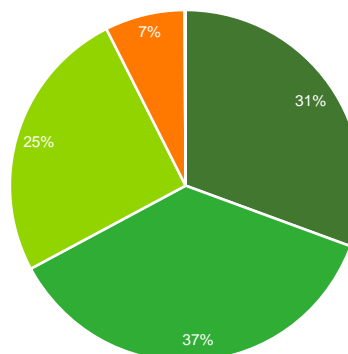
4Q17 Average Balances

Average Balance by Type



- C&I \$27.4B
- Commercial Real Estate \$7.2B
- Auto \$12.0B
- Home Equity \$10.0B
- Residential Mortgage \$8.8B
- RV/Marine Finance \$2.4B
- Other Consumer \$1.1B

Average Balance by Segment

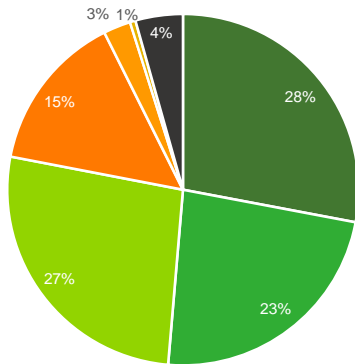


- Consumer and Business Banking: \$21.1B
- Commercial Banking and CRE: \$25.2B
- Vehicle Finance: \$17.5B
- Regional Banking and Private Client Group: \$5.1B
- Treasury/Other: \$0.1B

Deposit Composition

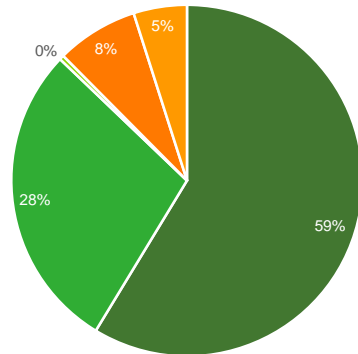
4Q17 Average Balances

Average Balance by Type



- Demand - noninterest bearing \$21.7B
- Demand - interest bearing \$18.2B
- Money Market \$20.7B
- Savings \$11.3B
- Core CDs \$1.9B
- Other Domestic Deps >\$250,000 \$0.4B
- Brokered Deps & Negotiable CDs \$3.4B

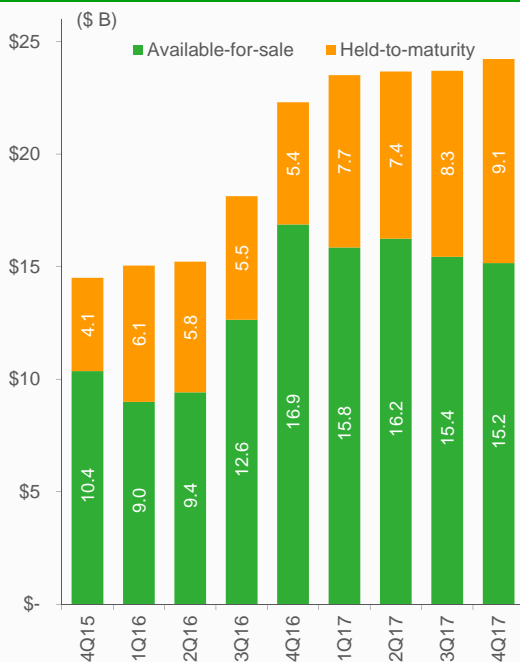
Average Balance by Segment



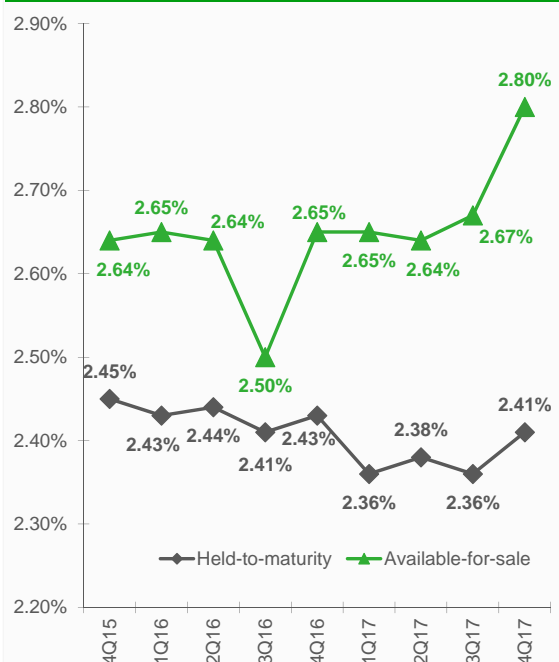
- Consumer and Business Banking: \$45.6B
- Commercial Banking and CRE: \$22.1B
- Vehicle Finance: \$0.3B
- Regional Banking and Private Client Group: \$5.9B
- Treasury/Other: \$3.8B

Securities Mix & Yield⁽¹⁾

Securities Portfolio Mix



Securities Portfolio Yield



(1) Average balances

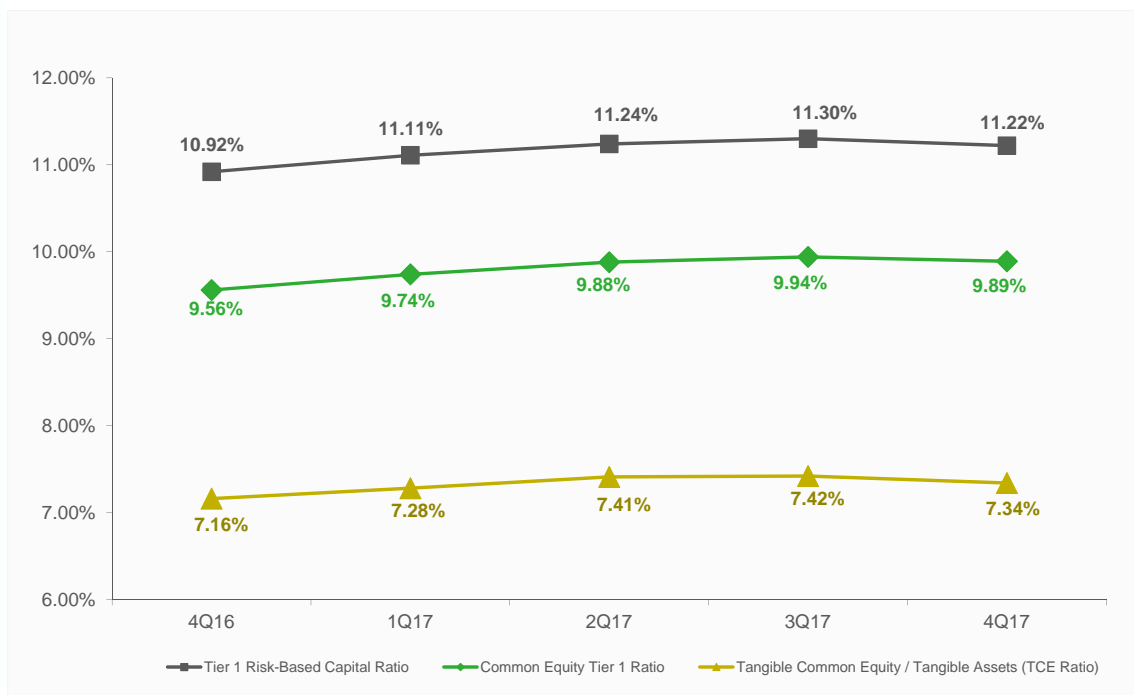
AFS & HTM Securities Overview⁽¹⁾

(Smm)	December 31, 2017				September 30, 2017				December 31, 2016			
	Carry Value	% of Portfolio	Estimated Duration ⁽¹⁾	Yield	Carry Value	% of Portfolio	Estimated Duration ⁽¹⁾	Yield	Carry Value	% of Portfolio	Estimated Duration ⁽¹⁾	Yield
AFS Portfolio												
U.S. Treasuries	5	0.0%	1.0	1.67%	5	0.0%	0.2	1.12%	5	0.0%	0.8	1.12%
Agency Debt	64	0.3%	3.5	2.57%	89	0.4%	3.3	2.51%	64	0.3%	1.6	2.47%
Agency P/T	1,382	5.6%	6.1	2.85%	433	1.8%	4.4	2.75%	188	0.8%	2.6	2.89%
Agency CMO	6,459	26.3%	4.0	2.31%	7,015	29.1%	3.3	2.28%	6,810	29.1%	4.6	2.19%
Agency Multi-Family	2,487	10.1%	3.6	2.46%	3,181	13.2%	3.3	2.45%	3,663	15.7%	4.9	2.38%
Municipal Securities	711	2.9%	5.3	3.12%	468	1.9%	3.7	2.84%	452	1.9%	4.1	3.09%
Other Securities	1,205	4.9%	2.9	3.13%	1,319	5.5%	2.4	3.04%	1,602	6.9%	2.6	2.91%
Total AFS Securities	12,314	50.1%	4.2	2.49%	12,510	51.8%	3.3	2.41%	12,784	54.7%	4.5	2.36%
HTM Portfolio												
Agency Debt	532	2.2%	4.7	2.55%	546	2.3%	4.9	2.39%	602	2.6%	5.1	2.49%
Agency P/T	1,108	4.5%	6.4	2.84%	710	2.9%	4.9	2.83%	161	0.7%	3.3	2.83%
Agency CMO	3,739	15.2%	4.1	2.41%	3,727	15.4%	3.4	2.39%	4,214	18.0%	4.4	2.38%
Agency Multi-Family	3,707	15.1%	4.8	2.27%	3,699	15.3%	4.8	2.24%	2,823	12.1%	6.4	2.26%
Municipal Securities	5	0.0%	10.8	2.63%	6	0.0%	11.0	2.63%	6	0.0%	11.2	2.63%
Total HTM Securities	9,091	37.0%	4.7	2.41%	8,688	36.0%	4.2	2.36%	7,807	33.4%	5.2	2.35%
Direct Purchase												
Municipal Instruments	3,155	12.8%	3.2	3.92%	2,943	12.2%	3.3	3.94%	2,779	11.9%	3.7	3.70%
Grand Total	24,560	100.0%	4.3	2.65%	24,141	100.0%	3.7	2.58%	23,370	100.0%	4.6	2.52%
Weighted Average Life		4.4				4.1				5.4		
Level 1 HQLA		15,197				16,250				15,660		
LCR		132.2%				141.9%				127.9%		

(1) End of period



Capital Ratios⁽¹⁾



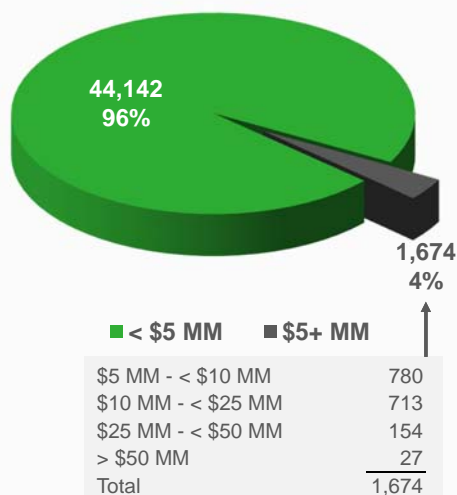
(1) End of period



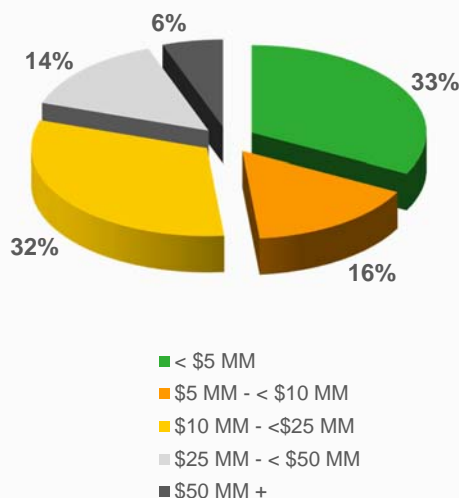
Total Commercial Loans – Granularity

EOP Outstandings of \$35.3 Billion

of Loans by Size



Loans by Dollar Size



Commercial and Industrial: \$28.1 Billion⁽¹⁾

- Diversified by sector and geographically within our Midwest footprint
- Comprised primarily of middle market companies with \$20-\$500 MM in sales and Business Banking customers with <\$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

	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$28.1	\$27.5	\$28.0	\$28.2	\$28.1
30+ days PD & accruing	0.16%	0.20%	0.26%	0.35%	0.24%
90+ days PD & accruing ⁽²⁾	0.03%	0.05%	0.08%	0.05%	0.06%
NCOs ⁽³⁾	0.10%	0.19%	0.18%	0.12%	0.23%
NALs	0.57%	0.62%	0.70%	0.82%	0.83%
ACL	1.61%	1.61%	1.58%	1.64%	1.55%

(1) End of period

(2) All amounts represent accruing purchased impaired loans; 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		4Q17	3Q17	2Q17	1Q17	4Q16
	(\$MM)					
Suppliers⁽¹⁾						
Domestic		\$ 841	\$ 828	\$ 763	\$ 783	\$ 861
Foreign		0	0	0	0	0
Total suppliers		841	828	763	783	861
Dealers						
Floorplan-domestic		1,691	1,642	1,826	1,896	1,833
Floorplan-foreign		821	741	760	781	755
Total floorplan		2,511	2,382	2,586	2,676	2,588
Other		767	726	714	736	698
Total dealers		3,278	3,108	3,300	3,413	3,286
Total auto industry		\$4,119	\$3,935	\$4,063	\$4,196	\$4,147
NALs						
Suppliers		0.09%	0.09	0.10	0.09%	0.05%
Dealers		0.00	0.00	0.00	0.00	0.00
Net charge-offs⁽²⁾						
Suppliers		0.01%	0.00	0.00	(0.01)%	0.07%
Dealers		0.00	0.00	0.00	0.00	0.00

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

(2) Annualized



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C&I Retail Exposure: \$3.0 Billion⁽¹⁾

- Retail exposure defined by NAICS – excludes automotive dealer floorplan exposure
- No exposure to retailers having filed for Bankruptcy protection

Retail Industry Category (\$ in millions)	Outstanding	Exposure
Motor Vehicle Parts Dealers	\$523	\$765
Building Material and Garden Equipment and Supplies Dealers	187	345
Food and Beverage Stores	164	333
Gasoline Stations	140	261
Health and Personal Care Stores	130	255
Nonstore Retailers	103	164
Miscellaneous Store Retailers	87	160
Clothing and Clothing Accessories Stores	67	243
Furniture and Home Furnishings Stores	51	80
General Merchandise Stores	41	125
Sporting Goods, Hobby, Musical Instrument, and Book Stores	57	92
Electronics and Appliance Stores	95	135
Grand Total	\$1,645	\$2,958

(1) End of period



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Commercial Real Estate: \$7.2 Billion⁽¹⁾

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
- ◆ >65% is within our geographic footprint
- ◆ Portfolio remains within the Board established concentration limit

Credit Quality Trends

	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$7.2	\$7.2	\$7.1	\$7.1	\$7.3
30+ days PD & accruing	0.12%	0.65%	0.38%	0.74%	0.56%
90+ days PD & accruing ⁽²⁾	0.04%	0.13%	0.24%	0.20%	0.24%
NCOs ⁽³⁾	(0.04)%	(0.22)%	(0.20)%	(0.12)%	(0.30)%
NALs	0.40%	0.24%	0.23%	0.20%	0.28%
ACL	1.58%	1.51%	1.62%	1.51%	1.42%

(1) End of period

(2) All amounts represent accruing purchased impaired loans; 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 Retail Exposure: \$2.3 Billion⁽¹⁾

\$1.6 Billion Retail Properties, \$0.7 Billion REIT Retail

- Total mall exposure is \$257MM: all within REIT exposure, associated with 4 borrowers
 - Corporate leverage on these borrowers ranges from 34% to 60%
 - Fixed Charge Coverage on these borrowers ranges from 1.9x to 4.7x

Property Type	Outstanding (\$MM)	Exposure (\$MM)
Anchored Strip Center	\$ 383	\$ 430
Mixed Use - Retail	148	184
Unanchored Strip Center	136	164
Grocery Anchored	95	104
Power Center	123	154
Lifestyle Center	107	138
Freestanding Single Tenant	94	102
Restaurant	103	117
All Other (7 Retail Types Combined)	154	163
Project Retail Exposure	\$ 1,342	\$ 1,557
Retail REIT	490	720
Grand Total	\$ 1,832	\$ 2,277

(1) End of period



52

Automobile: \$12.1 Billion⁽¹⁾

● Extensive relationships with high quality Dealers

- Huntington consistently in the market for over 60 years
- Dominant market position in the Midwest with over 4,100 dealers
- Floorplan and dealership real estate lending, core deposit relationship, full Treasury Management, Private Banking, etc.

● Relationships create the consistent flow of auto loans

- Prime customers, average FICO >760
- LTVs average <90%
- Custom Score, utilized in conjunction with FICO to enhance predictive modeling
- No auto leasing (exited leasing in 2008)

● Operational efficiency and scale leverages expertise

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

Credit Quality Trends	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$12.1	\$11.9	\$11.6	\$11.2	\$11.0
30+ days PD & accruing	0.94%	0.90%	0.80%	0.84%	0.94%
90+ days PD & accruing	0.06%	0.09%	0.07%	0.07%	0.09%
NCOs	0.39%	0.33%	0.29%	0.45%	0.48%
NALs	0.05%	0.03%	0.03%	0.04%	0.05%

(1) End of period



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Auto Loans – Production and Credit Quality

	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16
Originations								
Amount (\$B)	\$1.5	\$1.6	\$1.7	\$1.4	\$1.4	\$1.5	\$1.6	\$1.4
% new vehicles	53%	49%	45%	45%	49%	46%	45%	46%
Avg. LTV	88%	89%	89%	88%	89%	90%	89%	88%
Avg. FICO	772	769	768	761	765	764	765	765
Expected cumulative loss	0.80%	0.79%	0.80%	0.88%	0.84%	0.87%	0.86%	0.82%
Portfolio Performance								
30+ days PD & accruing %	0.94%	0.90%	0.80%	0.84%	0.94%	0.81%	0.78%	0.70%
NCO %	0.39%	0.33%	0.29%	0.45%	0.48%	0.27%	0.17%	0.28%
Vintage Performance⁽¹⁾								
6-month losses			0.04%	0.04%	0.07%	0.03%	0.04%	0.06%
9-month losses				0.10%	0.15%	0.08%	0.09%	0.11%
12-month losses					0.20%	0.16%	0.15%	0.16%

(1) Annualized



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Auto Loans - Origination Trends

Loan originations from 2010 through 2017 demonstrate strong characteristics and continued improvements from pre-2010

- Credit scoring model most recently updated in January 2017
- 2016-2017 net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio (see Appendix slide 56) ⁽¹⁾

(\$B)	2017	2016	2015	2014	2013	2012	2011	2010
Originations	\$6.2	\$5.8	\$5.2	\$5.2	\$4.2	\$4.0	\$3.6	\$3.4
% New Vehicles	50%	49%	48%	49%	46%	45%	52%	48%
Avg. LTV	88%	89%	90%	89%	89%	88%	88%	88%
Avg. FICO	767	765	764	764	760	758	760	768
Weighted Avg. Original Term (months)	69	68	68	67	67	66	65	65
Avg. Custom Score	409	396	396	397	395	395	402	405
Annualized risk expected loss	0.22%	0.25%	0.27%	0.26%	0.28%	0.27%	0.22%	0.37%
Charge-off % (annualized)	0.39%	0.30%	0.23%	0.23%	0.19%	0.21%	0.26%	0.54%

(1) End of Period

Indirect Auto Charge-off Performance Reconciliation – non GAAP

- The auto loan performance trends were impacted by the acquired FirstMerit portfolio and accounting for recoveries on acquired loans.
- Accounting requires that all recoveries associated with loans charged off prior to the date of FirstMerit acquisition be booked as noninterest income. This inflates the level of net charge-offs as the normal recovery stream is not included.

(\$MM)	4Q17			3Q17			4Q16		
	Originated	Acquired	Total	Originated	Acquired	Total	Originated	Acquired	Total
Average Auto Loans	\$11,106	\$857	\$11,963	\$10,731	\$982	\$11,713	\$9,416	\$1,450	\$10,866
Reported Net Charge-offs (NCOs)	\$9.3	\$2.2	\$11.5	\$6.9	\$2.7	\$9.6	\$9.4	\$3.8	\$13.1
FirstMerit-related Net Recoveries in Noninterest Income	--	(0.7)	(0.7)	--	(0.8)	(0.8)	--	(0.8)	(0.8)
Adjusted Net Charge-offs	9.3	1.5	10.8	6.9	1.9	8.8	9.4	2.9	12.3
Reported NCOs as % of Avg Loans	0.33%	1.01%	0.39%	0.26%	1.08%	0.33%	0.40%	1.03%	0.48%
Adjusted NCOs as % of Avg Loans	0.33%	0.67%	0.36%	0.26%	0.76%	0.30%	0.40%	0.80%	0.45%

Home Equity: \$10.1 Billion⁽¹⁾

- Focused on geographies within our Midwest footprint with relationship customers
- Focused on high quality borrowers... 4Q17 originations:
 - Average FICO scores of >750+
 - Average LTVs of <80% for junior liens and <70% for 1st-liens
 - Approximately 63% are 1st-liens
- Portfolio: average origination FICO of 770
- Conservative underwriting – manage the probability of default with increased interest rates used to ensure affordability on variable rate HELOCs

Credit Quality Trends	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$10.1	\$10.0	\$10.0	\$10.0	\$10.1
30+ days PD & accruing	0.81%	0.74%	0.76%	0.75%	0.70%
90+ days PD & accruing	0.18%	0.16%	0.19%	0.15%	0.11%
NCOs	0.01%	0.06%	0.05%	0.07%	0.06%
NALs	0.68%	0.71%	0.68%	0.70%	0.71%

(1) End of Period

Home Equity – Origination Trends

- Consistent origination strategy since 2010
- HPI Index is at highest level since pre-2007 – consistent with general assessment of the overall market
- Origination continues to be oriented toward 1st lien position HELOCs

(\$B)	2017	2016	2015	2014	2013	2012	2011	2010
Originations ⁽¹⁾	\$4.3	\$3.3	\$2.9	\$2.6	\$2.2	\$1.7	\$1.9	\$1.3
Avg. LTV	77%	78%	77%	76%	72%	74%	74%	73%
Avg. FICO	775	781	781	780	780	772	771	770
Charge-off % (annualized)	0.05%	0.06%	0.23%	0.44%	0.99%	1.40%	1.28%	1.84%
HPI Index ⁽²⁾	211.3	198.2	187.7	179.6	170.7	162.4	159.6	165.6
Unemployment rate ⁽³⁾	4.4%	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%

(1) Originations are based on commitment amounts

(2) FHFA Regional HPI ENC Season-Adj; U.S. and Census Division

(3) Source: BLS.gov; average of monthly seasonally-adjusted unemployment rate for period

Residential Mortgages: \$9.0 Billion⁽¹⁾

- Traditional product mix focused on geographies within our Midwest footprint
- Early identification of at-risk borrowers. “Home Savers” program has a 75% success rate
- Average 4Q17 origination: FICO of 759, purchased / refinance mix approximately 75 / 25%

Credit Quality Trends	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$9.0	\$8.6	\$8.2	\$7.8	\$7.7
30+ days PD & accruing	2.66%	2.45%	2.61%	2.42%	2.82%
90+ days PD & accruing	0.80%	0.73%	0.79%	0.88%	0.87%
NCOs	0.04%	0.10%	0.05%	0.13%	0.09%
NALs	0.93%	0.87%	0.97%	1.03%	1.17%

(1) End of Period

Residential Mortgages – Origination Trends

- Consistent origination strategy since 2010
- HPI Index is at highest level since pre-2007 – consistent with general assessment of the overall market

(\$B)	2017	2016	2015	2014	2013	2012	2011	2010
Portfolio Originations	\$2.7	\$1.9	\$1.5	\$1.2	\$1.4	\$0.9	\$1.4	\$1.1
Avg. LTV	84.0%	84.0%	83.2%	82.6%	77.8%	81.3%	80.5%	82.0%
Avg. FICO	760	751	756	754	759	756	760	757
Charge-off % (annualized)	0.08%	0.09%	0.17%	0.35%	0.52%	0.92%	1.20%	1.54%
HPI Index ⁽¹⁾	208.5	198.2	187.7	179.6	170.7	162.4	159.6	165.6
Unemployment rate ⁽²⁾	4.4%	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%

(1) FHFA Regional HPI ENC Season-Adj; U.S. and Census Division

(2) Source: BLS.gov; average of monthly seasonally-adjusted unemployment rate for period

Recreational Vehicle & Marine: \$2.4 Billion⁽¹⁾

- Indirect origination via established dealers with expansion into new states, primarily in the southeast.
- Centrally underwritten, with focus on quality borrowers
- Average 4Q17 origination: FICO of 798
- Underwriting aligns with Huntington's origination standards and risk appetite
 - Leveraging Huntington Auto Finance's existing infrastructure and standards

Credit Quality Trends	4Q17	3Q17	2Q17	1Q17	4Q16
Period end balance (\$B)	\$2.4	\$2.4	\$2.2	\$1.9	\$1.8
30+ days PD & accruing	0.63%	0.61%	0.60%	0.79%	0.74%
90+ days PD & accruing	0.05%	0.09%	0.11%	0.05%	0.05%
NCOs	0.46%	0.59%	0.37%	0.50%	0.47%
NALs	0.03%	0.01%	0.02%	0.01%	0.01%

(1) End of Period



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Credit Quality Review

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Credit Quality Trends Overview

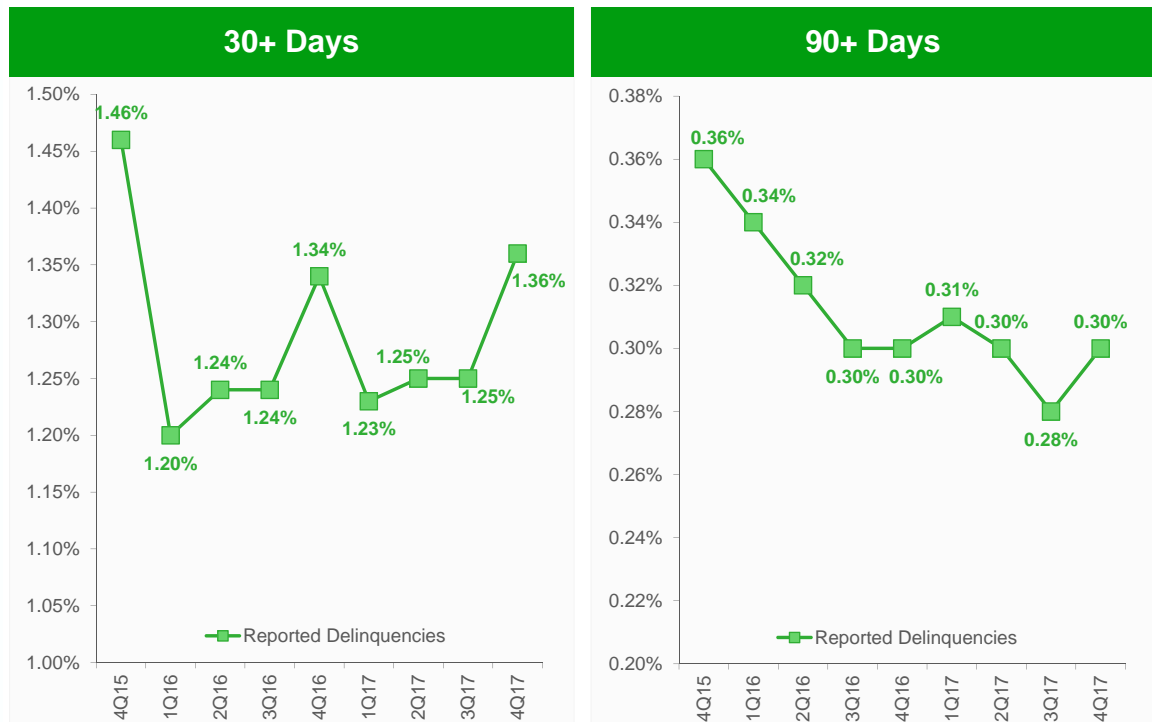
	4Q17	3Q17	2Q17	1Q17	4Q16
Net charge-off ratio	0.24%	0.25%	0.21%	0.24%	0.26%
90+ days PD and accruing	0.16	0.17	0.20	0.19	0.19
NAL ratio ⁽¹⁾	0.50	0.49	0.54	0.60	0.63
NPA ratio ⁽²⁾	0.55	0.56	0.61	0.68	0.72
Criticized asset ratio ⁽³⁾	3.53	3.80	3.66	3.72	3.62
ALLL ratio	0.99	0.98	0.98	1.00	0.95
ALLL / NAL coverage	198	200	183	168	151
ALLL / NPA coverage	178	175	161	147	134
ACL ratio	1.11	1.10	1.11	1.14	1.10
ACL / Criticized assets ⁽³⁾	31.4	28.9	30.2	31.0	30.3
ACL / NAL coverage	223	223	207	190	174
ACL / NPA coverage	200	195	181	167	153

(1) NALs divided by total loans and leases

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

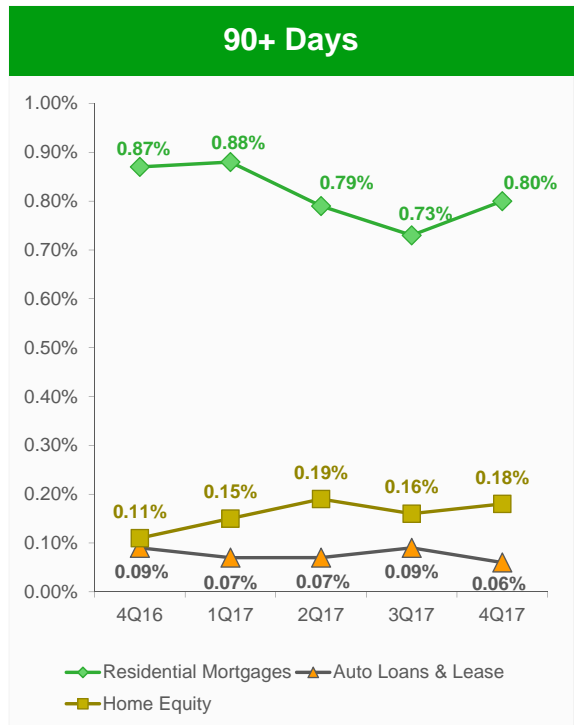
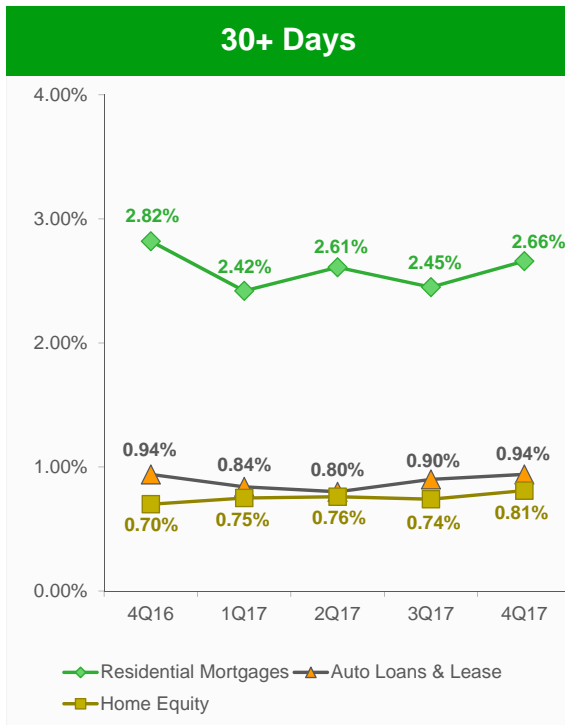
(3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, other real estate and other NPAs

Total Consumer Loan Delinquencies⁽¹⁾



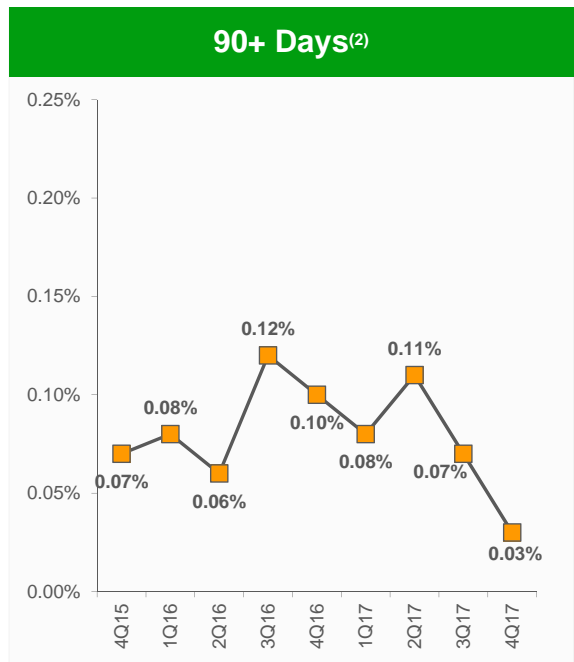
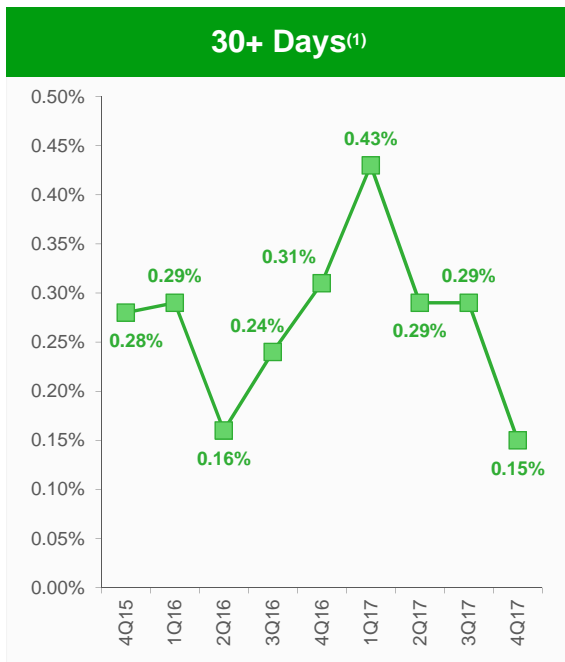
(1) End of period; delinquent but accruing as a % of related outstandings at EOP

Consumer Loan Delinquencies⁽¹⁾



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

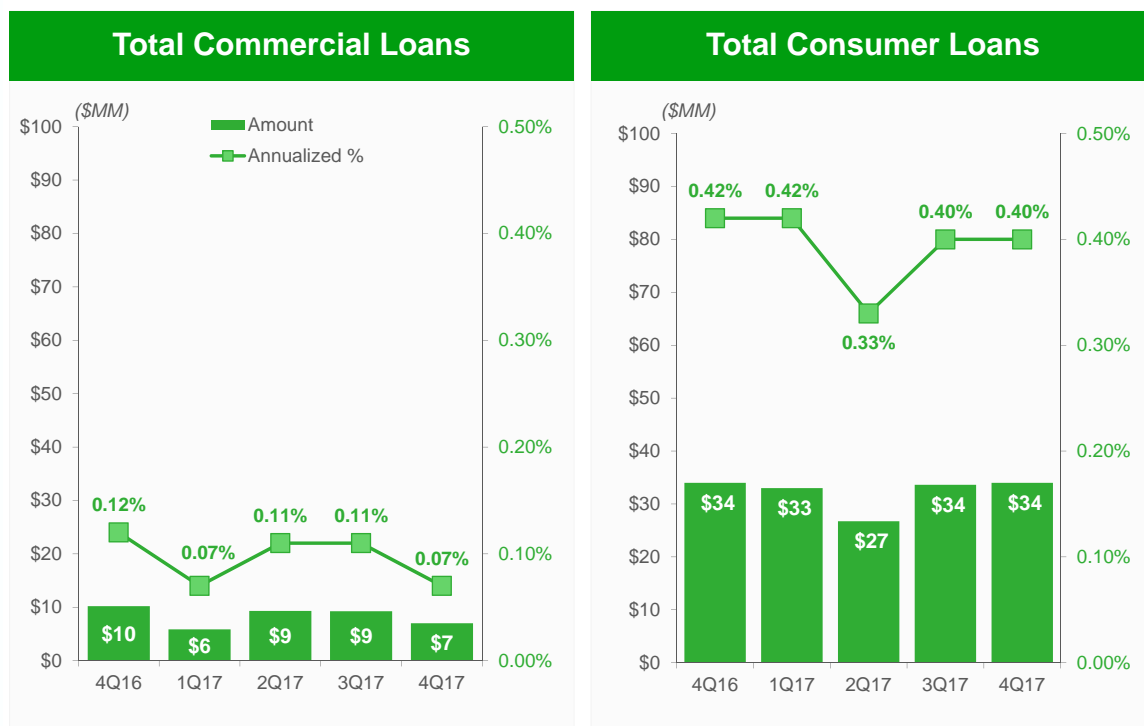
Total Commercial Loan Delinquencies



(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 FirstMerit 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

End of Period	4Q17	3Q17	2Q17	1Q17	4Q16
<i>(\$MM)</i>					
NPA beginning-of-period	\$387	\$415	\$458	\$481	\$476
Additions / increases	116	85	89	125	150
Return to accruing status	(25)	(38)	(33)	(22)	(13)
Loan and lease losses	(21)	(23)	(17)	(34)	(37)
Payments	(54)	(44)	(71)	(83)	(33)
Sales & other	(14)	(8)	(11)	(9)	(62)
NPA end-of-period	\$389	\$387	\$415	\$458	\$481
Percent change (Q/Q)	0%	(7)%	(9)%	(5)%	1%

Total Commercial Loans

Criticized Loan Flow Analysis

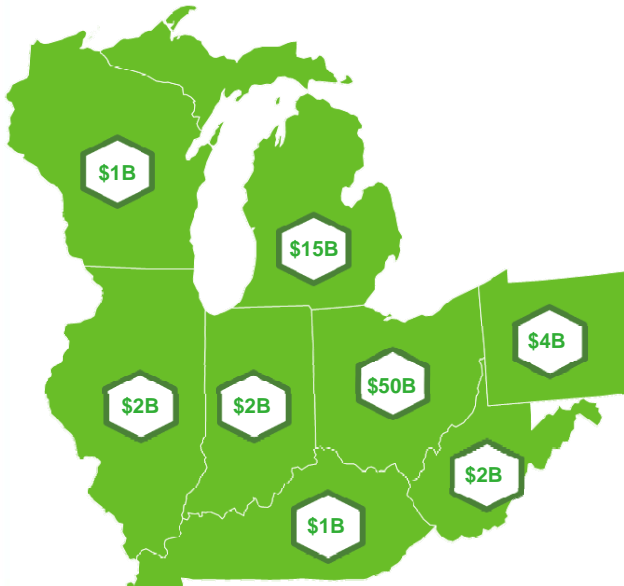
End of Period					
<i>(\$MM)</i>	4Q17	3Q17	2Q17	1Q17	4Q16
Criticized beginning-of-period	\$2,293	\$2,184	\$2,185	\$2,105	\$2,022
Additions / increases	514	488	265	318	287
Advances	96	103	58	76	66
Upgrades to "Pass"	(253)	(220)	(138)	(91)	(106)
Paydowns	(484)	(244)	(190)	(297)	(263)
Charge-offs	(11)	(19)	(12)	(14)	(15)
FirstMerit Net Change	---	---	16	88	114
Criticized end-of-period	\$2,156	\$2,293	\$2,184	\$2,185	\$2,105
Percent change (Q/Q)	(6)%	5%	(0)%	4%	4%

Franchise and Leadership

Huntington Bancshares Overview

\$104 billion asset Midwest financial services holding company

- Founded in 1866 in Columbus, Ohio
- Traditional regional bank with strategic focus on small to medium-sized businesses, consumers, and vehicle finance



Combined GDP of 8 state core footprint represents 4th largest economy in world ⁽¹⁾

Huntington's top 10 deposit MSAs represent ~78% of total deposits

Ranked #1 in deposit share in 14% of total footprint MSAs and top 3 in 41%

Ranked #2 in deposit market share in Ohio (15%) and #6 in Michigan (7%)

Ranked #1 in branch market share in both Ohio (13%) and Michigan (12%)

Ranked #1 SBA 7(a) lender in footprint and #2 in nation ⁽²⁾

Ranked #4 mortgage lender in footprint ⁽³⁾

Source: SNL Financial, FDIC deposit data as of June 30, 2017

(1) Source: 2016 International Monetary Fund and US Bureau of Economic Analysis; (2) Rankings for SBA 2018 first fiscal quarter (December 31 quarter-end); (3) Ranking among Icon Advisory Group's Retail Mortgage Consortium of leading lenders YTD 9/17



Leadership Team

