

Welcome

Huntington Bancshares Incorporated 2018 Fourth Quarter Earnings Review

January 24, 2019



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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.

Important Messages

Building long-term shareholder value

- Consistent organic growth
- Maintain aggregate moderate-to-low risk appetite
- Minimize earnings volatility through the cycle
- Disciplined capital allocation



Focus on top quartile financial performance relative to peers

Strategic focus on Customer Experience

High level of colleague and shareholder alignment

- Board, management, and colleague ownership represent the seventh largest shareholder

Achieved All Five Long-Term Financial Goals in 2018

| | 2015 ⁽¹⁾ | 2015-2018 Long-Term Financial Goal | 2018 (GAAP) | 2018 (non-GAAP) ⁽²⁾ |
|---|---------------------|------------------------------------|-------------|--------------------------------|
| Revenue (FTE) Growth (Y/Y) | 6% | 4% - 6% | 4% | 4% |
| Expense Growth (Y/Y) | 5% | Positive Operating Leverage | (2%) | 3% |
| Efficiency Ratio | 64% | 56% - 59% | 57% | 57% |
| NCOs (Avg through-the-cycle target range) | 18 bp | 35 - 55 bp | 20 bp | 20 bp |
| ROTCE | 12% | 15% - 17% ⁽³⁾ | 18% | 18% |

(1) First year under 2014 strategic plan; (2) See slide 21 for reconciliation;

(3) Updated for impact of tax reform

New Long-Term Financial Goals

Strategic plan in 2018 yielded new 3-year financial goals

| | Prior Long-Term Financial Goal | New Long-Term Financial Goal |
|---|--------------------------------|------------------------------|
| Revenue (FTE) Growth (Y/Y) | 4% - 6% | 4% - 6% |
| Expense Growth (Y/Y) | Positive Operating Leverage | Positive Operating Leverage |
| Efficiency Ratio | 56% - 59% | 53% - 56% |
| NCOs (Avg through-the-cycle target range) | 35 - 55 bp | 35 - 55 bp |
| ROTCE | 15% - 17% ⁽¹⁾ | 17% - 20% |

(1) Updated for impact of tax reform



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2019 Full-Year Expectations

| | | 2018 Baseline | 2019 Outlook |
|-------------------------|---------------------|-----------------|---|
| Balance Sheet | Average Loans | \$72.2 billion | +4% - 6% |
| | Average Deposits | \$80.2 billion | +4% - 6% |
| Income Statement | Revenue | \$4.540 billion | +4% - 7% GAAP NIM flat Core NIM up modestly |
| | Noninterest Expense | \$2.647 billion | +2% - 4% |
| Credit | Net Charge-offs | 20 bp | < 35 bp |

Note: All metrics presented on a GAAP basis



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2018 Full-Year Financial Highlights

Fourth consecutive year of record net income

| Revenue (FTE) | EPS | TBVPS |
|-----------------------|------------------------|------------------------|
| \$4,540 million | \$1.20 | \$7.34 |
| ↑ 4% Y/Y | ↑ 20% Y/Y | ↑ 5% Y/Y |
| ROA | ROCE | ROTCE |
| 1.33% | 13.4% | 17.9% |
| ↑ 16 basis points Y/Y | ↑ 180 basis points Y/Y | ↑ 220 basis points Y/Y |

- Average loans increased \$4.4 billion, or 6%, year-over-year, including a 10% increase in average consumer loans and a 3% increase in average commercial loans
- Average core deposits increased \$3.6 billion, or 5%, year-over-year
- Net interest margin (NIM) of 3.33%, up 3 basis points from the prior year
- Efficiency ratio of 56.9% improved 400 basis points from the prior year
- Credit quality and capital remain strong
- Repurchased \$939 million of common stock



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2018 Fourth Quarter Financial Highlights

Record quarterly revenue and top tier profitability

| Revenue (FTE) | EPS | TBVPS |
|-----------------------|------------------------|------------------------|
| \$1,170 million | \$0.29 | \$7.34 |
| ↑ 4% Y/Y | ↓ 22% Y/Y | ↑ 5% Y/Y |
| ROA | ROCE | ROTCE |
| 1.25% | 12.9% | 17.3% |
| ↓ 42 basis points Y/Y | ↓ 410 basis points Y/Y | ↓ 540 basis points Y/Y |

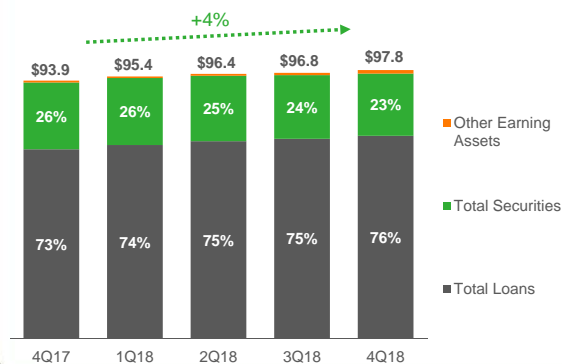
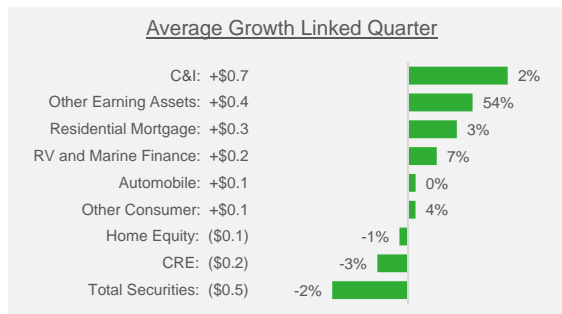
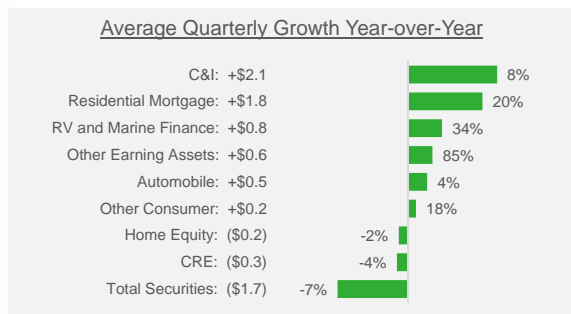
- Average loans increased \$4.9 billion, or 7%, year-over-year
- Average core deposits increased \$5.1 billion, or 7%, year-over-year
- Net interest margin of 3.41%, up 11 basis points from the year-ago quarter
- Efficiency ratio of 58.7% versus 54.9% during the year-ago quarter
- Net charge-offs of 27 basis points remain below average through-the-cycle target range
- Repurchased \$200 million of common stock



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Average Earning Assets

Sustained C&I loan growth reflects underlying economic strength of the footprint



vs. Year-Ago Quarter Average

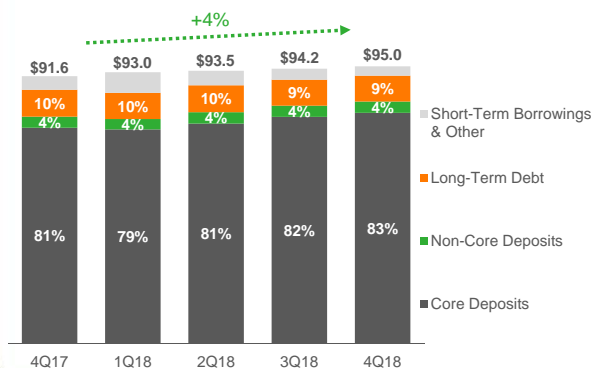
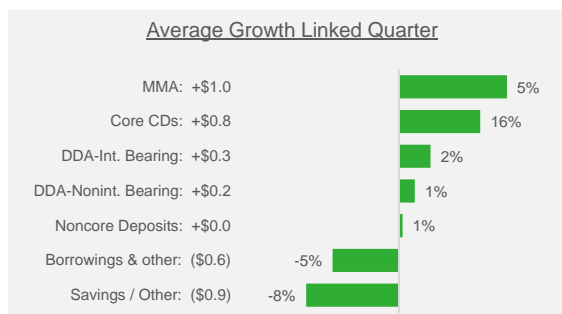
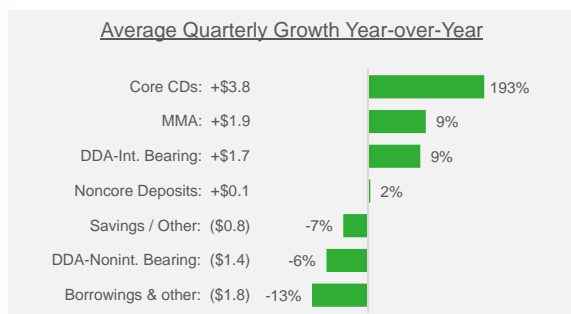
- C&I increased 8% reflecting broad-based growth
- Residential mortgage increased 20% driven by an increase in lending officers and expansion into the Chicago market
- RV and marine increased 34%, reflecting the success of the well-managed geographic expansion over the past two years, while maintaining our commitment to super prime originations

Note: \$ in billions unless otherwise noted



Average Non-Equity Funding

Core CDs, interest-bearing demand deposits, and money market drive year-over-year core deposit growth



vs. Year-Ago Quarter Average

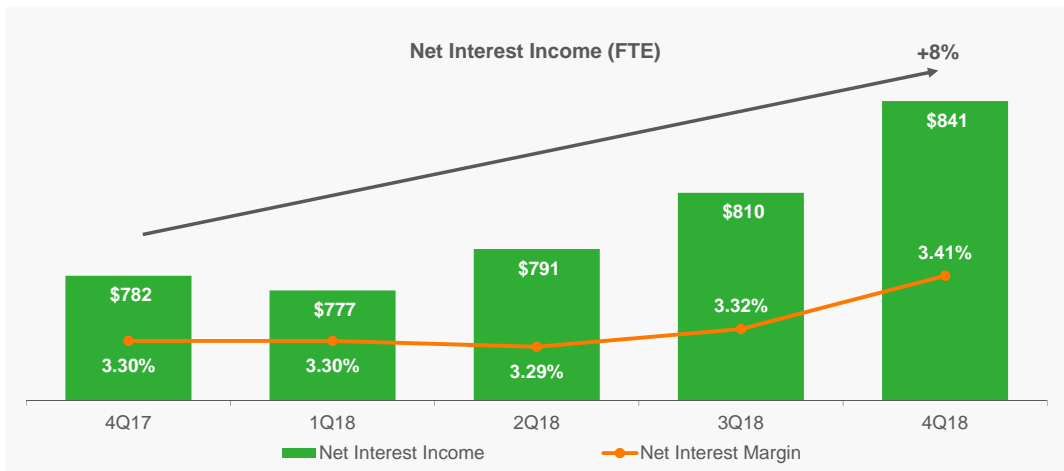
- Core CDs increased 193%, reflecting consumer deposit initiatives primarily in the first three quarters of 2018
- Money market increased 9%, reflecting growth in both commercial and consumer balances
- Short-term borrowings decreased 65% as growth in core deposits reduced reliance on wholesale funding

Note: \$ in billions unless otherwise noted



Net Interest Income

Earning asset growth and NIM driving increased spread revenue



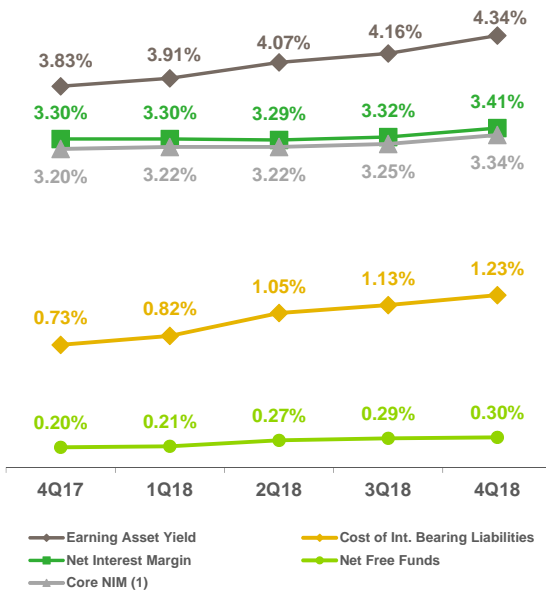
- Year-over-year net interest margin was negatively impacted by 2 basis points as a result of the impact of federal tax reform on the FTE adjustment and by 3 basis points due to the impact of purchase accounting; these were partially offset by a 2 basis point benefit related to higher commercial interest recoveries during the quarter
- Benefit from 4% increase in average earning assets and an 11 bp increase in NIM
- Remix of securities into loans aiding increase in average earning asset yields



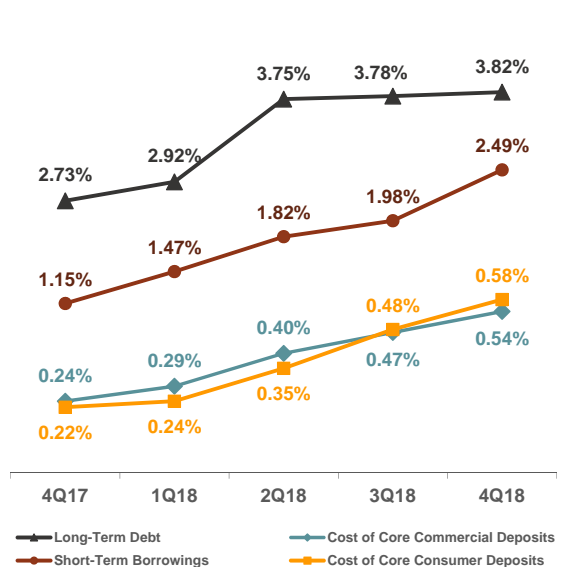
Net Interest Margin (FTE)

GAAP NIM up 11 basis points year-over-year; Core NIM up 14 basis points year-over-year and 9 basis points linked-quarter

Net Interest Margin Trends



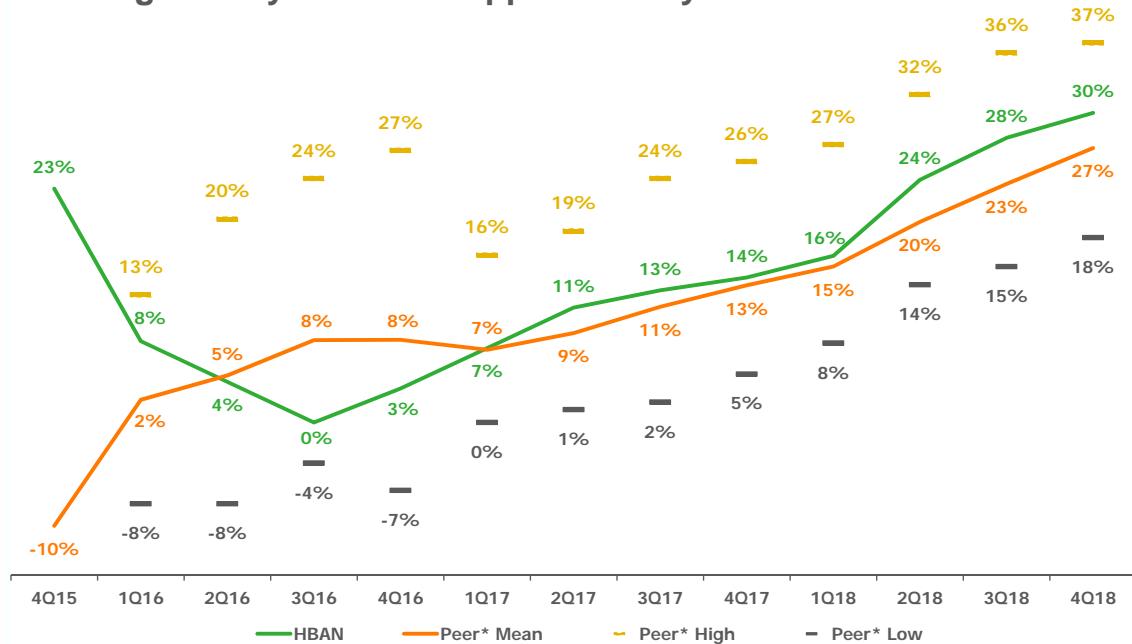
Components of Interest-Bearing Liabilities



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

Cycle-to-Date Cumulative Deposit Beta

Interest-bearing deposit beta remains low with an expected through the cycle beta of approximately 50%



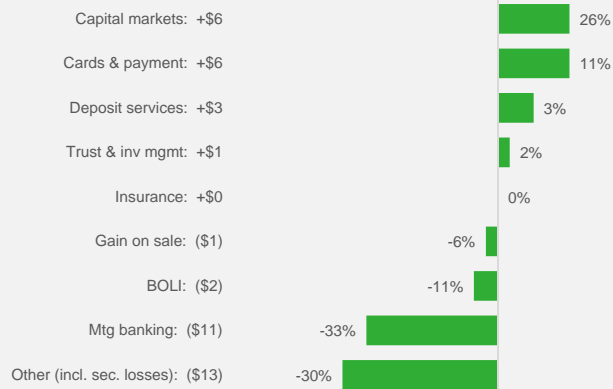
*MTB & CIT excluded from the High – Low range; 4Q18 includes all peers that have reported earnings through 1/22/19



Noninterest Income

Securities portfolio repositioning drives year-over-year decline in noninterest income

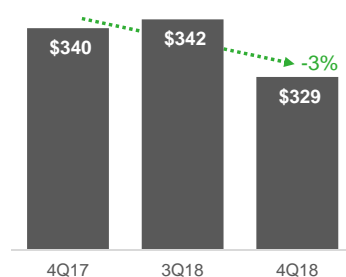
Change in Quarterly Noninterest Income Year-over-Year



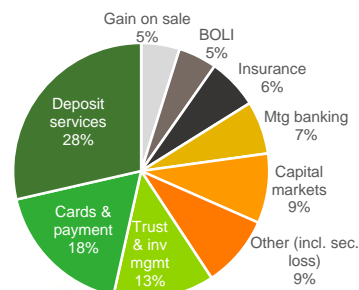
vs. Year-Ago Quarter

- Other income (including securities gains and losses) decreased \$13 million, primarily reflecting the \$19 million of losses related to the \$1.1 billion portfolio repositioning completed in the fourth quarter
- Mortgage banking income decreased 33%, reflecting lower spreads on origination volumes
- Capital markets fees increased 26%, including \$4 million of fees from Hutchinson, Shockey, and Erley & Co. (HSE), acquired on Oct. 1, 2018

Total Noninterest Income



4Q18 Noninterest Income

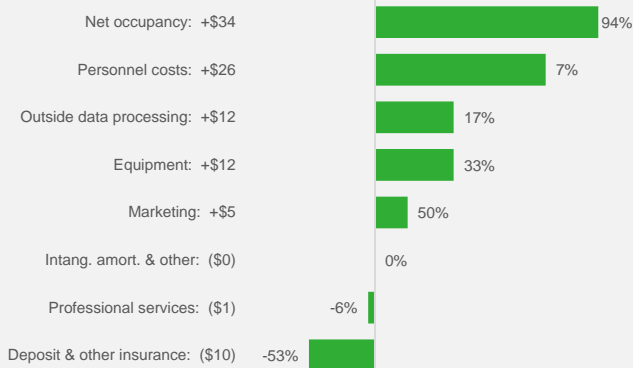


Note: \$ in millions unless otherwise noted

Noninterest Expense

Branch consolidations inflate fourth quarter noninterest expense

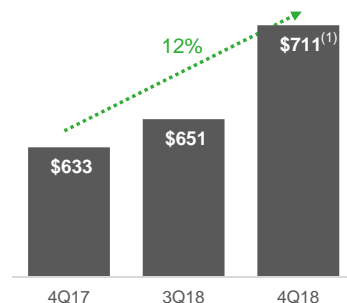
Change in Quarterly Noninterest Expense Year-over-Year



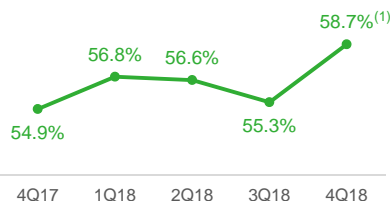
vs. Year-Ago Quarter

- Net occupancy costs increased \$34 million, primarily reflecting \$28 million of branch and facility consolidation-related expense
- Personnel costs increased 7%, reflecting annual merit increases, higher benefits costs, and run-rate expense related to the HSE acquisition
- Equipment expense increased \$12 million, primarily reflecting \$7 million of branch and facility consolidation-related expense
- Outside data processing and other services increased 17%, primarily driven by higher technology investment costs

Total Expense



Efficiency Ratio Trend



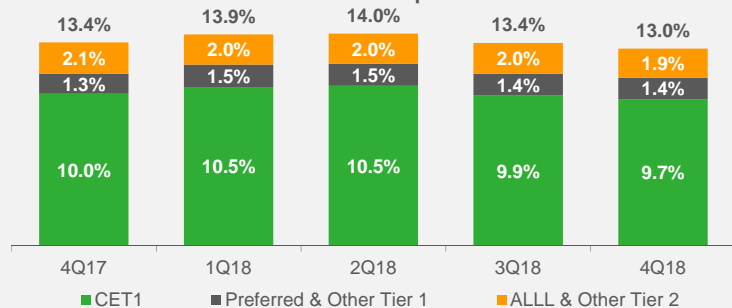
Note: \$ in millions unless otherwise noted; (1) Includes \$35 million of branch and facility consolidation-related expense



Capital

Buyback activity and dividend increase demonstrate strong capital management

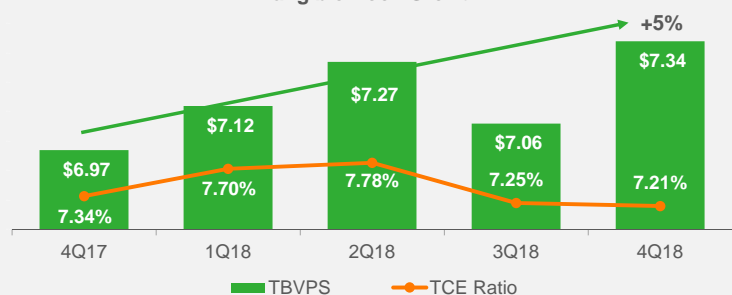
Total Risk-Based Capital Ratios



2018 CCAR Capital Plan Actions

- Increased quarterly common dividend 27% to \$0.14 per share in 3Q18, marking the 8th consecutive year of increased annual dividend
- Board approval for repurchase of \$1.068 billion of common stock
- Received no objection to proposal during 4Q18 to adjust the path of common stock repurchases, accelerating repurchases from 2019 into 4Q18

Tangible Book Growth



Top-Quartile Capital Distribution⁽¹⁾

- Dividend yield of 4.7% versus peer average of 3.5%
- Total payout ratio of 112% in 2018
- Repurchased \$939 million of common stock during 2018; \$177 million remaining under 2018 CCAR Capital Plan authorization

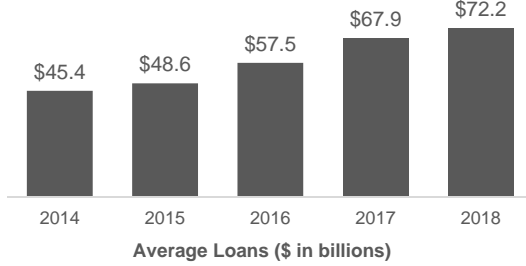
(1) As of December 31, 2018



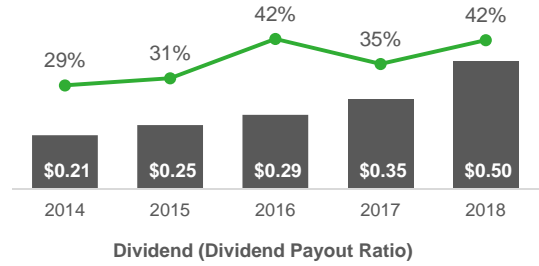
Capital Optimization

Targeting total payout ratio of 70% - 80%

1. Funding Organic Growth

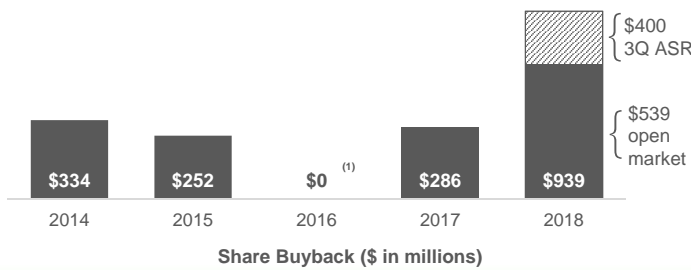


2. Support the Dividend



3. Other Capital Uses

Share Repurchase



Disciplined M&A



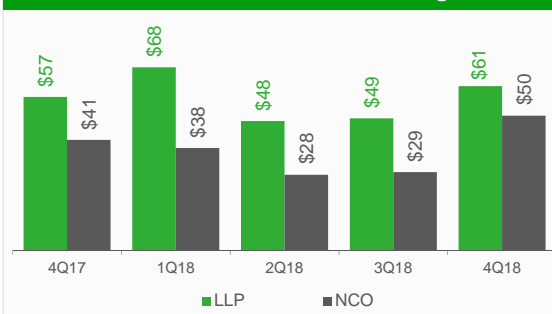
(1) Suspended buyback from Jan. 2016 announcement of FirstMerit acquisition through 2016 CCAR cycle



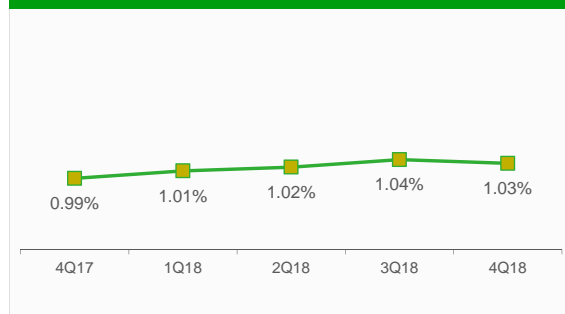
Asset Quality and Reserve Trends

Overall credit metrics remain stable

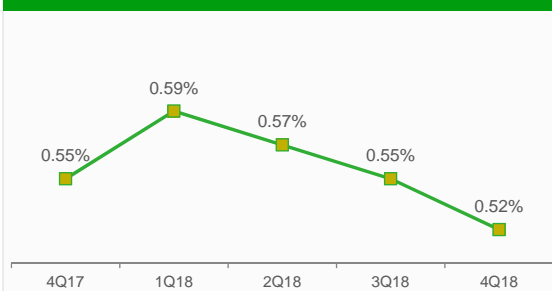
Loan Loss Provision vs. Net Charge-offs



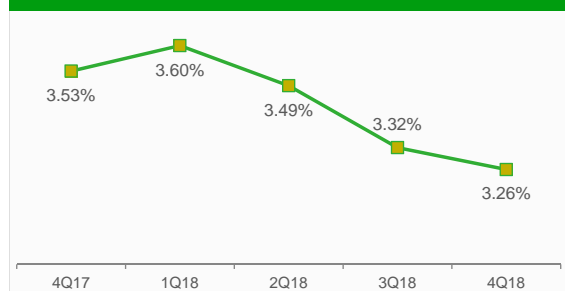
Trend in ALLL



NPA Ratio



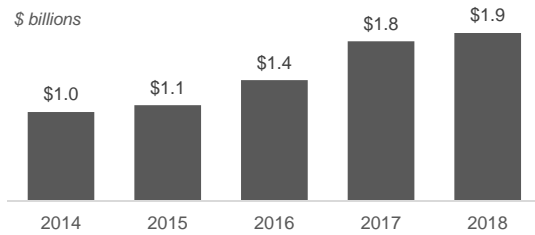
Criticized Asset Ratio



Positioned for Strong Relative Performance Through-the-Cycle

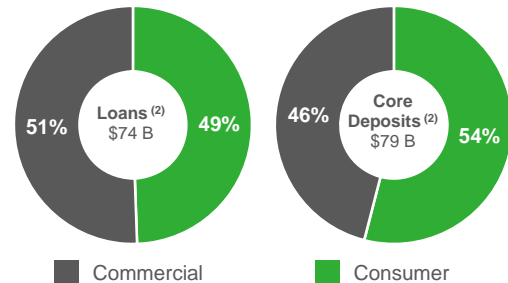
Strengthened Pretax Pre-Provision Net Revenue ⁽¹⁾

\$ billions



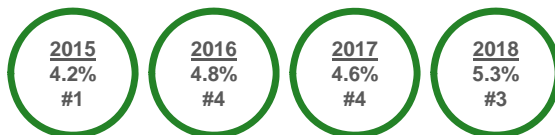
| Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|----------|-------|-------|-------|-------|-------|
| % of RWA | 1.86% | 1.86% | 1.75% | 2.26% | 2.22% |

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

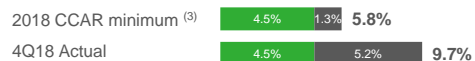


Ranking among traditional commercial banks participating in DFAST (Excludes ALLY, AXP, BAC, BK, BCS, COF, C, CS, DB, DFS, GS, JPM, MS, NTRS, RBC USA Holdco Corporation, STT, UBS, WFC)

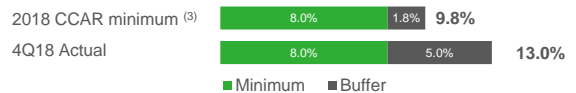
(1) Non-GAAP financial metric; see Appendix slide 26; (2) 4Q18 average balances; (3) Projected minimum in the Federal Reserve Severely Adverse Scenario

Strong Capital Base and Capital Management

Common Equity Tier 1 (CET1) Ratio



Total Risk-Based Capital Ratio



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Important Messages

Building long-term shareholder value

- Consistent organic growth
- Maintain aggregate moderate-to-low risk appetite
- Minimize earnings volatility through the cycle
- Disciplined capital allocation



Focus on top quartile financial performance relative to peers

Strategic focus on Customer Experience

High level of colleague and shareholder alignment

- Board, management, and colleague ownership represent the seventh largest shareholder



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Reconciliation

Revenue, Noninterest Income, and Noninterest Expense Growth

| (\$ in millions) | GAAP | Adjustment ⁽¹⁾ | Adjusted (non-GAAP) |
|--|-------------|---------------------------|---------------------|
| 2018 Net interest income (FTE) | \$3,219 | -- | \$3,219 |
| 2018 Noninterest income | \$1,321 | -- | \$1,321 |
| 2018 Total Revenue | \$4,540 | -- | \$4,540 |
| 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 |
| 2018 Total revenue growth | 4% | | 4% |
| 2018 Noninterest expense | \$2,647 | -- | \$2,647 |
| 2017 Noninterest expense | \$2,714 | \$154 ⁽²⁾ | \$2,560 |
| 2018 Noninterest expense growth | (2)% | | 3% |

- (1) Significant Items related to FirstMerit acquisition-related expenses
(2) Pre-tax

Reconciliation

Noninterest Income and Noninterest Expense

| (\$ in millions) | Noninterest Income (GAAP) | | Impact of Significant Items | | Adjusted Nonint. Income (Non-GAAP) | |
|--|---------------------------|-----------------|-----------------------------|-------------|------------------------------------|-----------------|
| | FY 2018 | FY 2017 | FY 2018 | FY 2017 | FY 2018 | FY 2017 |
| Service charges on deposit accounts | \$ 364 | \$ 353 | \$ - | \$ - | \$ 364 | \$ 353 |
| Cards and payment processing income | 224 | 206 | - | - | 224 | 206 |
| Trust and investment management services | 171 | 156 | - | - | 171 | 156 |
| Mortgage banking income | 108 | 131 | - | - | 108 | 131 |
| Capital markets fees | 91 | 76 | - | - | 91 | 76 |
| Insurance income | 82 | 81 | - | - | 82 | 81 |
| Bank owned life insurance income | 67 | 67 | - | - | 67 | 67 |
| Gain on sale of loans | 55 | 56 | - | - | 55 | 56 |
| Securities gains (losses) | (21) | (4) | - | - | (21) | (4) |
| Other income | 180 | 185 | - | 2 | 180 | 183 |
| Total noninterest income | \$ 1,321 | \$ 1,307 | \$ - | \$ 2 | \$ 1,321 | \$ 1,305 |

| (\$ in millions) | Noninterest Expense (GAAP) | | Impact of Significant Items | | Adjusted Nonint. Expense (Non-GAAP) | |
|--|----------------------------|-----------------|-----------------------------|---------------|-------------------------------------|-----------------|
| | FY 2018 | FY 2017 | FY 2018 | FY 2017 | FY 2018 | FY 2017 |
| Personnel costs | \$ 1,559 | \$ 1,524 | \$ - | \$ 42 | \$ 1,559 | \$ 1,482 |
| Outside data processing and other services | 294 | 313 | - | 24 | 294 | 289 |
| Net occupancy | 184 | 212 | - | 52 | 184 | 160 |
| Equipment | 164 | 171 | - | 16 | 164 | 155 |
| Deposit and other insurance expense | 63 | 78 | - | - | 63 | 78 |
| Professional services | 60 | 69 | - | 10 | 60 | 59 |
| Marketing | 53 | 60 | - | 1 | 53 | 59 |
| Amortization of intangibles | 53 | 56 | - | - | 53 | 56 |
| Other expense | 217 | 231 | - | 9 | 217 | 222 |
| Total noninterest expense | \$ 2,647 | \$ 2,714 | \$ - | \$ 154 | \$ 2,647 | \$ 2,560 |

Reconciliation

Significant Items impacting financial performance comparisons

2018 Net Income and EPS

(\$ in millions, except per share amounts)

| | 4Q18 | | 3Q18 | | 2Q18 | | 1Q18 | |
|--|-------------------------------|------------|-----------------|------------|-----------------|------------|-------------------------------|------------|
| | After-tax | EPS | After-tax | EPS | After-tax | EPS | After-tax | EPS |
| Net income - reported earnings | \$ 334 | | \$ 378 | | \$ 355 | | \$ 326 | |
| Net income applicable to common shares | \$ 315 | \$ 0.29 | \$ 360 | \$ 0.33 | \$ 334 | \$ 0.30 | \$ 314 | \$ 0.28 |
| Significant items - favorable (unfavorable) impact: | Earnings⁽¹⁾ | EPS | Earnings | EPS | Earnings | EPS | Earnings⁽¹⁾ | EPS |
| Merger and acquisition related expenses, net | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Benefit of federal tax reform | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

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 | 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 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

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



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Reconciliation

Net Interest Margin

| (\$ in millions) | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--|--------|--------|--------|--------|--------|
| Net Interest Income (FTE) – reported | \$841 | \$810 | \$791 | \$777 | \$782 |
| Purchase accounting impact (performing loans) | 11 | 12 | 13 | 15 | 20 |
| Purchase accounting impact (credit impaired loans) | 5 | 5 | 5 | 4 | 4 |
| Total Loan Purchase Accounting Impact | 16 | 16 | 18 | 19 | 24 |
| Debt | 1 | 1 | 1 | 1 | 1 |
| Deposit accretion | 0 | 0 | 0 | 0 | 0 |
| Total Net Purchase Accounting Adjustments | \$17 | \$17 | \$19 | \$19 | \$24 |
| Net Interest Income (FTE) - core | \$823 | \$793 | \$772 | \$757 | \$758 |
| Average Earning Assets (\$B) | \$97.8 | \$96.8 | \$96.4 | \$95.4 | \$93.9 |
| Net Interest Margin - reported | 3.41% | 3.32% | 3.29% | 3.30% | 3.30% |
| Net Interest Margin - core | 3.34% | 3.25% | 3.22% | 3.22% | 3.20% |



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Reconciliation

Loan marks

(\$ in millions)

| | |
|--|----------|
| Performing: | |
| Loan mark: | |
| At September 30, 2018 | \$ 49 |
| Amortization | (7) |
| Charge-off/HFS/Other | <u>1</u> |
| At December 31, 2018 | \$ 43 |
| Performing loan balance (\$B): | |
| At September 30, 2018 | \$ 6.6 |
| At December 31, 2018 | \$ 5.9 |
| Purchased credit impaired (PCI): | |
| Accretable yield: | |
| At September 30, 2018 | \$ 21 |
| Accretion | (5) |
| Reclassification from nonaccretable difference | <u>2</u> |
| At December 31, 2018 | \$ 17 |
| PCI Loan balance: | |
| At September 30, 2018 | \$ 24 |
| At December 31, 2018 | \$ 11 |

Reconciliation

Pretax Pre-Provision Net Revenue (PPNR)

| (\$ in millions) | | 2018 | 2017 | 2016 | 2015 | 2014 |
|--|--------------|----------------|----------------|----------------|----------------|----------------|
| Net interest income – FTE | | \$3,219 | \$3,052 | \$2,412 | \$1,983 | \$1,865 |
| Noninterest income | | 1,321 | 1,307 | 1,151 | 1,039 | 961 |
| Total revenue | | 4,540 | 4,359 | 3,563 | 3,022 | 2,826 |
| Less: Significant Items | | 0 | 2 | 1 | 3 | 1 |
| Less: gain / (loss) on securities | | (21) | (4) | 0 | 1 | 18 |
| Total revenue – adjusted | A | 4,561 | 4,361 | 3,562 | 3,018 | 2,807 |
| Noninterest expense | | 2,647 | 2,714 | 2,408 | 1,976 | 1,882 |
| Add: provision for unfunded loans | | 9 | (11) | 21 | 11 | (2) |
| Less: Significant Items | | 0 | 154 | 239 | 58 | 65 |
| Noninterest expense – adjusted | B | 2,656 | 2,549 | 2,191 | 1,929 | 1,815 |
| Pretax pre-provision net revenue (PPNR) | A - B | \$1,905 | \$1,812 | \$1,372 | \$1,089 | \$1,011 |
| Risk-weighted assets (RWA) | | \$85,687 | \$80,340 | \$78,263 | \$58,420 | \$54,479 |
| PPNR as % of RWA | | 2.22% | 2.26% | 1.75% | 1.86% | 1.86% |

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, and litigation actions. 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, and goodwill impairment.

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, and asset valuation write-downs 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 2017 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

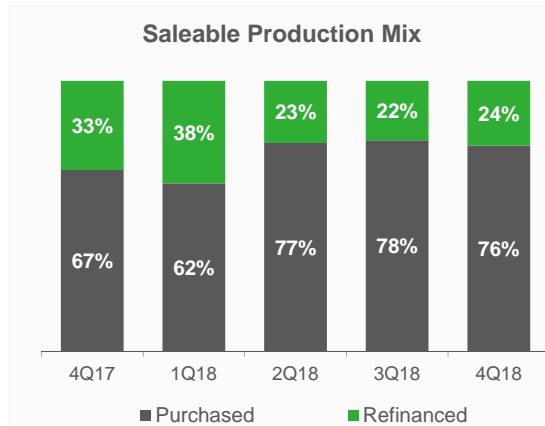
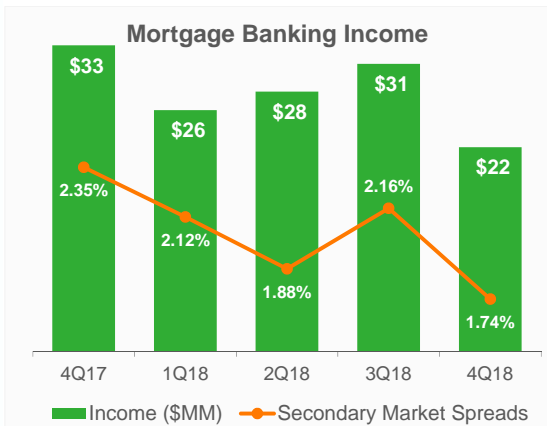
31

Positive Operating Leverage

Sixth consecutive year of positive operating leverage

| <i>(in millions)</i> | 2018 Actual | 2017 Actual | Y/Y Change | |
|--|-----------------|-----------------|---------------|-----------|
| Net interest income | \$ 3,189 | \$ 3,002 | | |
| FTE adjustment | 30 | 50 | | |
| FTE net interest income | \$ 3,219 | \$ 3,052 | \$ 167 | 5% |
| Noninterest income | \$ 1,321 | \$ 1,307 | | |
| Securities gains (losses) | (21) | (4) | | |
| Merger and acquisition related gain (loss) | — | 2 | | |
| Net gain (loss) MSR hedging | (1) | 1 | | |
| Adjust noninterest income | \$ 1,343 | \$ 1,308 | \$ 34 | 3% |
| Adjusted total revenue | \$ 4,562 | \$ 4,360 | \$ 201 | 5% |
| Noninterest expense | \$ 2,647 | \$ 2,714 | | |
| Merger and acquisition expenses | — | 154 | | |
| Adjusted noninterest expense | \$ 2,647 | \$ 2,560 | \$ 87 | 3% |

Mortgage Banking Noninterest Income Summary



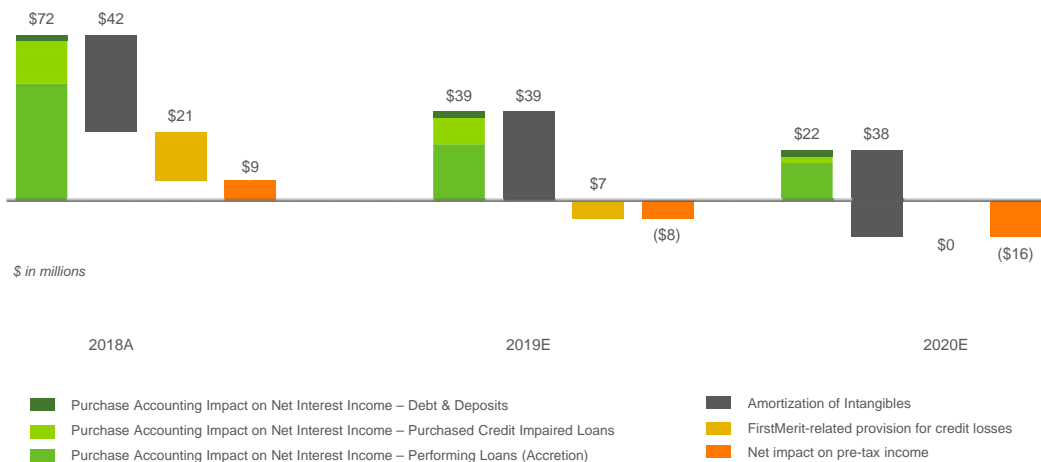
(\$ in billions)

| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--|-------|-------|-------|-------|-------|
| Mortgage origination volume for sale | 0.9 | 1.1 | 1.1 | 0.9 | 1.0 |
| Third party mortgage loans serviced | 21.1 | 20.6 | 20.4 | 20.2 | 20.0 |
| Mortgage servicing rights ⁽¹⁾ | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| MSR % of investor servicing portfolio ⁽¹⁾ | 1.05% | 1.06% | 1.05% | 1.05% | 1.01% |

(1) End of period

Net Impact of FirstMerit-Related Purchase Accounting and Provision

Purchase accounting impact on Net Interest Income continues to diminish



Tax Rate Summary

Reported vs. FTE adjusted

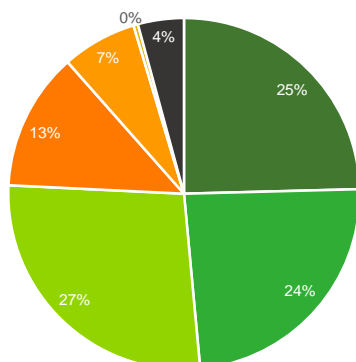
| <i>(\$ in millions)</i> | 4Q18 | 3Q18 | 4Q17 | 2018 FY | 2017 FY |
|----------------------------|-------|-------|-------|---------|---------|
| Reported (GAAP) | | | | | |
| Income before income taxes | \$391 | \$440 | \$412 | \$1,629 | \$1,394 |
| Provision for income taxes | \$57 | \$62 | -\$20 | \$235 | \$208 |
| Effective tax rate | 14.6% | 14.1% | -4.8% | 14.5% | 14.9% |
| FTE Adjustment | | | | | |
| Income before income taxes | \$8 | \$7 | \$13 | \$30 | \$50 |
| Provision for income taxes | \$8 | \$7 | \$13 | \$30 | \$50 |
| Adjusted (Non-GAAP) | | | | | |
| Income before income taxes | \$399 | \$447 | \$425 | \$1,658 | \$1,444 |
| Provision for income taxes | \$65 | \$70 | -\$7 | \$265 | \$258 |
| Effective tax rate | 16.3% | 15.6% | -1.6% | 16.0% | 17.8% |

Balance Sheet

Deposit Composition

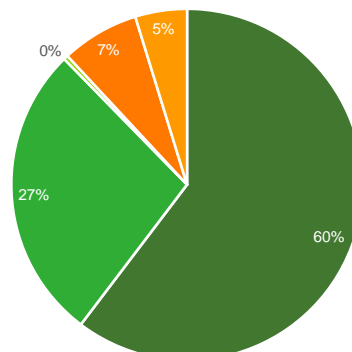
4Q18 average balances

Average Balance by Type



- Demand - Noninterest Bearing \$20.4B
- Demand - Interest Bearing \$19.9B
- Money Market \$22.6B
- Savings \$10.5B
- Core CDs \$5.7B
- Other Domestic Deps >\$250,000 \$0.3B
- Brokered Deps & Negotiable CDs \$3.5B

Average Balance by Segment



- Consumer and Business Banking: \$50.0B
- Commercial Banking: \$22.7B
- Vehicle Finance: \$0.3B
- Regional Banking and Private Client Group: \$5.9B
- Treasury/Other: \$4.0B

Total Core Deposit Trends

| Average (\$B) | 4Q18 | 4Q18 vs 3Q18 ⁽¹⁾ | 4Q18 vs 4Q17 |
|---------------------------------------|---------|--------------------------------|-----------------|
| Commercial | | | |
| Demand deposits – noninterest bearing | \$ 15.7 | 5 % | (9) % |
| Demand deposits – interest bearing | 11.4 | 10 | 19 |
| Total commercial DDA | 27.1 | 7 | 1 |
| Other core deposits ⁽²⁾ | 9.2 | (5) | 9 |
| Total commercial core deposits | 36.4 | 4 | 3 |
| Consumer | | | |
| Demand deposits – noninterest bearing | 4.7 | (2) | 5 |
| Demand deposits – interest bearing | 8.5 | 2 | (2) |
| Total consumer DDA | 13.1 | 0 | 0 |
| Other core deposits ⁽²⁾ | 29.6 | 15 | 16 |
| Total consumer core deposits | 42.7 | 10 | 11 |
| Total | | | |
| Demand deposits – noninterest bearing | 20.4 | 3 | (6) |
| Demand deposits – interest bearing | 19.9 | 6 | 9 |
| Other core deposits ⁽²⁾ | 38.8 | 10 | 14 |
| Total core deposits | \$ 79.1 | 7 % | 7 % |

(1) Linked-quarter percent change annualized

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

Change in Common Shares Outstanding

- ◆ Repurchased \$200 million of common shares in 4Q18
 - ◆ Represents 15 million common shares at an average cost of \$13.36
 - ◆ Includes no objection from Federal Reserve to adjust the quarterly path of common stock repurchases, allowing the acceleration of common stock repurchases from 2019 into 4Q18

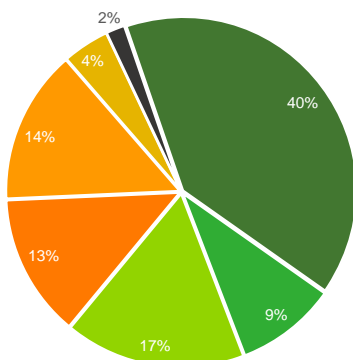
| Share count in millions | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 | 2Q17 |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Beginning shares outstanding | 1,062 | 1,104 | 1,102 | 1,072 | 1,081 | 1,090 | 1,087 |
| Employee equity compensation | 0 | 2 | 2 | 3 | 1 | 1 | 3 |
| Acquisition / other ⁽¹⁾ | - | - | - | 30 | - | - | - |
| Share repurchases | (15) | (44) | - | (3) | (10) | (10) | - |
| Ending shares outstanding | 1,047 | 1,062 | 1,104 | 1,102 | 1,072 | 1,081 | 1,090 |
| Average basic shares outstanding | 1,054 | 1,085 | 1,103 | 1,084 | 1,077 | 1,086 | 1,089 |
| Average diluted shares outstanding | 1,073 | 1,104 | 1,123 | 1,125 | 1,130 | 1,107 | 1,109 |

(1) Includes conversion of preferred equity and other net share-related activity

Loan Portfolio Composition

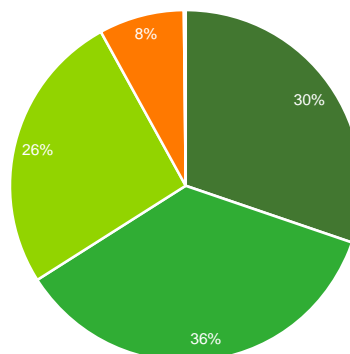
4Q18 average balances

Average Balance by Type



- C&I \$29.6B
- Commercial Real Estate \$6.9B
- Auto \$12.4B
- Home Equity \$9.8B
- Residential Mortgage \$10.6B
- RV/Marine Finance \$3.2B
- Other Consumer \$1.3B

Average Balance by Segment



- Consumer and Business Banking: \$22.3B
- Commercial Banking: \$26.4B
- Vehicle Finance: \$19.2B
- Regional Banking and Private Client Group: \$5.8B
- Treasury/Other: \$0.1B

Consumer and Commercial Asset Trends

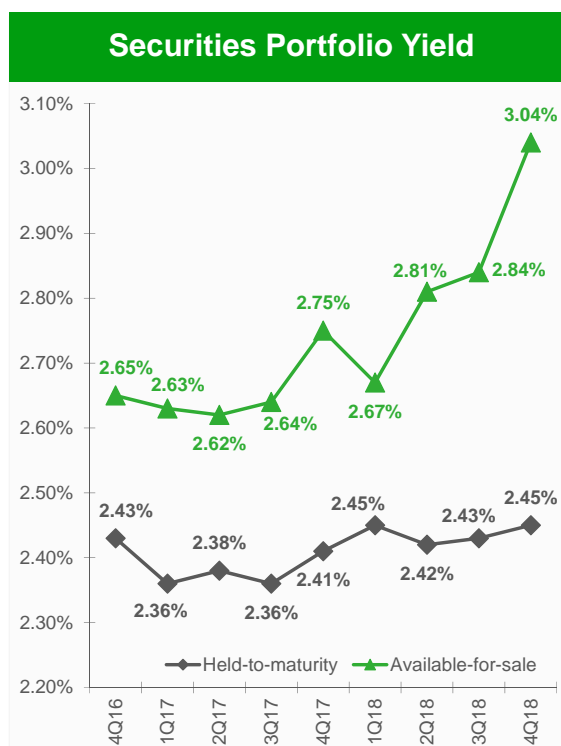
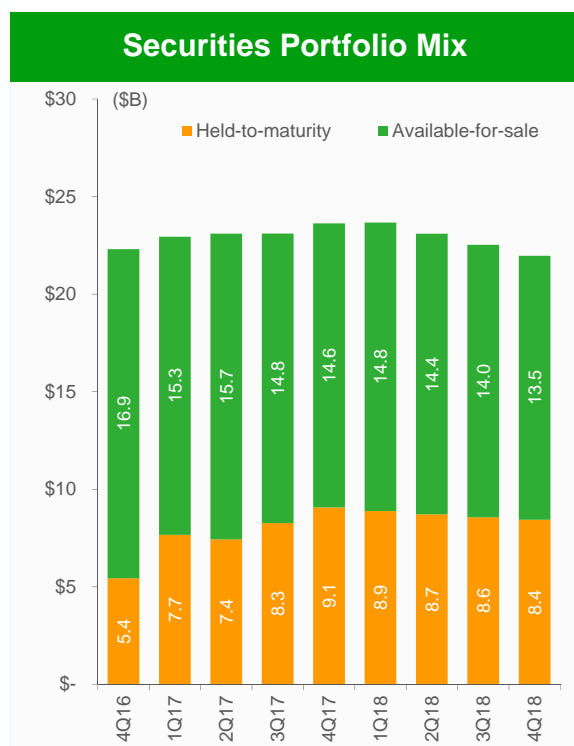
| Average (\$B) | 4Q18 | 4Q18 vs 3Q18 ⁽²⁾ | 4Q18 vs 4Q17 |
|--|----------------|-----------------------------|--------------|
| Commercial | | | |
| Commercial and industrial loans | \$ 29.6 | 10 % | 8 % |
| Commercial real estate: | | | |
| Construction loans | 1.1 | 2 | (5) |
| Commercial loans | 5.8 | (14) | (3) |
| Total commercial loans | 36.5 | 5 | 5 |
| Commercial bonds ⁽¹⁾ | 3.2 | (2) | 8 |
| Total commercial assets ⁽¹⁾ | 39.7 | 5 | 6 |
| Consumer | | | |
| Automobile loans | 12.4 | 2 | 4 |
| Home equity loans | 9.8 | (2) | (2) |
| Residential mortgage loans | 10.6 | 13 | 20 |
| RV and marine finance loans | 3.2 | 26 | 34 |
| Other consumer loans | 1.3 | 17 | 18 |
| Total consumer assets | 37.3 | 6 | 9 |
| Total | \$ 77.0 | 6 % | 7 % |

(1) Includes commercial bonds booked as investment securities under GAAP

(2) Linked-quarter percent change annualized



Securities Mix & Yield⁽¹⁾



(1) Average balances, Trading Account and Other securities excluded



AFS & HTM Securities Overview⁽¹⁾

| (\$MM) | December 31, 2018 | | | | September 30, 2018 | | | | December 31, 2017 | | | |
|--------------------------------------|-------------------|----------------|--------------------|--------------|--------------------|----------------|--------------------|--------------|-------------------|----------------|--------------------|--------------|
| | Carry Value | % of Portfolio | Estimated Duration | Yield | Carry Value | % of Portfolio | Estimated Duration | Yield | Carry Value | % of Portfolio | Estimated Duration | Yield |
| AFS Portfolio | | | | | | | | | | | | |
| U.S. Treasuries | 5 | 0.0% | 0.7 | 2.59% | 5 | 0.0% | 0.3 | 1.67% | 5 | 0.0% | 1.0 | 1.67% |
| Agency Debt | 123 | 0.5% | 2.7 | 2.69% | 153 | 0.7% | 2.4 | 1.79% | 64 | 0.3% | 3.5 | 2.57% |
| Agency P/T | 1,246 | 5.4% | 5.7 | 3.44% | 611 | 2.7% | 7.0 | 3.02% | 1,382 | 5.6% | 6.1 | 2.85% |
| Agency CMO | 6,999 | 30.5% | 3.6 | 2.54% | 6,940 | 30.5% | 4.5 | 2.51% | 6,459 | 26.3% | 4.0 | 2.31% |
| Agency Multi-Family | 1,583 | 6.9% | 3.1 | 2.52% | 1,703 | 7.5% | 3.5 | 2.55% | 2,487 | 10.1% | 3.6 | 2.46% |
| Municipal Securities ⁽²⁾ | 275 | 1.2% | 7.2 | 2.92% | 571 | 2.5% | 5.3 | 2.62% | 711 | 2.9% | 5.3 | 3.12% |
| Other Securities | 394 | 1.7% | 3.1 | 3.50% | 476 | 2.1% | 2.7 | 3.20% | 605 | 2.5% | 2.9 | 3.13% |
| Total AFS Securities | 10,625 | 46.4% | 3.8 | 2.69% | 10,459 | 46.0% | 4.4 | 2.57% | 11,713 | 47.7% | 4.2 | 2.50% |
| HTM Portfolio | | | | | | | | | | | | |
| Agency Debt | 351 | 1.5% | 5.1 | 2.50% | 362 | 1.6% | 5.2 | 2.47% | 532 | 2.2% | 4.7 | 2.55% |
| Agency P/T | 1,851 | 8.1% | 6.2 | 3.01% | 1,624 | 7.1% | 6.8 | 2.82% | 1,108 | 4.5% | 6.4 | 2.84% |
| Agency CMO | 2,124 | 9.3% | 5.1 | 2.33% | 2,203 | 9.7% | 5.5 | 2.32% | 3,739 | 15.2% | 4.1 | 2.41% |
| Agency Multi-Family | 4,235 | 18.5% | 4.7 | 2.35% | 4,271 | 18.8% | 4.8 | 2.34% | 3,707 | 15.1% | 4.8 | 2.27% |
| Municipal Securities | 5 | 0.0% | 10.3 | 2.63% | 5 | 0.0% | 10.4 | 2.63% | 5 | 0.0% | 10.8 | 2.63% |
| Total HTM Securities | 8,565 | 37.4% | 5.1 | 2.49% | 8,465 | 37.2% | 5.4 | 2.43% | 9,091 | 37.0% | 4.7 | 2.41% |
| Other AFS Equities | 565 | 2.5% | N/A | N/A | 565 | 2.5% | N/A | N/A | 600 | 2.4% | N/A | N/A |
| AFS Direct Purchase | | | | | | | | | | | | |
| Municipal Instruments ⁽²⁾ | 3,155 | 13.8% | 3.7 | 3.81% | 3,267 | 14.4% | 3.8 | 3.68% | 3,155 | 12.8% | 3.2 | 3.92% |
| Grand Total | 22,910 | 100.0% | 4.3 | 2.77% | 22,757 | 100.0% | 4.7 | 2.68% | 24,560 | 100.0% | 4.3 | 2.65% |
| Weighted Average Life | | 4.6 | | | | 4.8 | | | | 4.4 | | |
| Level 1 HQLA | | 13,827 | | | | 13,937 | | | | 15,197 | | |
| LCR | | 146.3% | | | | 136.5% | | | | 132.2% | | |

(1) End of period

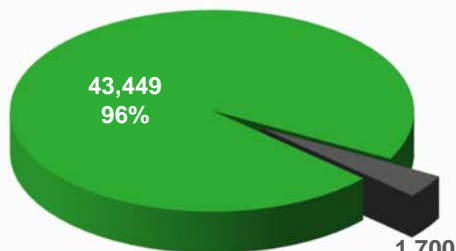
(2) Tax-equivalent yield on municipal securities calculated as of December 31, 2017 using 35% corporate tax rate and calculated using 21% corporate tax rate in following periods



Total Commercial Loans – Granularity

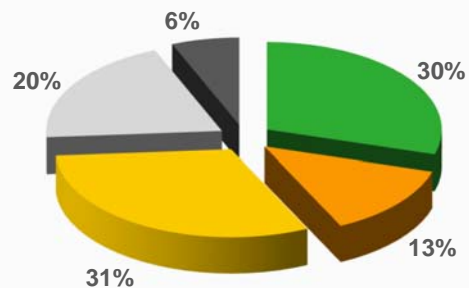
EOP outstandings of \$37.4 billion

of Loans by Size



| Size | Count |
|---------------------|--------------|
| < \$5 MM | 43,449 |
| \$5 MM - < \$10 MM | 698 |
| \$10 MM - < \$25 MM | 745 |
| \$25 MM - < \$50 MM | 228 |
| > \$50 MM | 29 |
| Total | 1,700 |

Loans by Dollar Size



| Size | Percentage |
|---------------------|------------|
| < \$5 MM | 30% |
| \$5 MM - < \$10 MM | 31% |
| \$10 MM - < \$25 MM | 20% |
| \$25 MM - < \$50 MM | 6% |
| \$50 MM + | 13% |



Commercial and Industrial: \$30.6 Billion⁽¹⁾

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

| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|---------------------------------------|--------|--------|--------|--------|--------|
| Period end balance (\$B) | \$30.6 | \$29.2 | \$28.9 | \$28.6 | \$28.1 |
| 30+ days PD & accruing | 0.26% | 0.19% | 0.25% | 0.18% | 0.16% |
| 90+ days PD & accruing ⁽²⁾ | 0.02% | 0.03% | 0.03% | 0.03% | 0.03% |
| NCOs ⁽³⁾ | 0.17% | -0.01% | 0.04% | 0.24% | 0.10% |
| NALs | 0.61% | 0.72% | 0.72% | 0.66% | 0.57% |
| ALLL | 1.38% | 1.43% | 1.43% | 1.40% | 1.34% |

(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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C&I – Auto Industry

End of period balances

| Outstandings (\$MM) | | | | | |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
| Suppliers⁽¹⁾ | | | | | |
| Domestic | \$ 848 | \$ 799 | \$ 818 | \$ 829 | \$ 841 |
| Foreign | 0 | 0 | 0 | 0 | 0 |
| Total suppliers | 848 | 799 | 818 | 829 | 841 |
| Dealers | | | | | |
| Floorplan-domestic | 2,154 | 1,881 | 1,732 | 1,783 | 1,691 |
| Floorplan-foreign | 786 | 650 | 765 | 803 | 821 |
| Total floorplan | 2,940 | 2,531 | 2,497 | 2,586 | 2,511 |
| Other | 772 | 787 | 796 | 808 | 767 |
| Total dealers | 3,712 | 3,318 | 3,293 | 3,395 | 3,278 |
| Total auto industry | \$ 4,560 | \$ 4,116 | \$ 4,111 | \$ 4,224 | \$ 4,119 |
| NALs | | | | | |
| Suppliers | 0.01% | 0.03% | 0.03% | 0.06% | 0.09% |
| Dealers | 0.01 | 0.03 | 0.02 | 0.00 | 0.00 |
| Net charge-offs⁽²⁾ | | | | | |
| Suppliers | 0.01% | 0.01% | 0.06% | 0.00% | 0.01% |
| 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 | \$503 | \$811 |
| Building Material and Garden Equipment and Supplies Dealers | 200 | 377 |
| Food and Beverage Stores | 176 | 350 |
| Electronics and Appliance Stores | 115 | 148 |
| Gasoline Stations | 115 | 237 |
| General Merchandise Stores | 108 | 185 |
| Nonstore Retailers | 100 | 158 |
| Health and Personal Care Stores | 98 | 152 |
| Miscellaneous Store Retailers | 84 | 143 |
| Clothing and Clothing Accessories Stores | 67 | 244 |
| Sporting Goods, Hobby, Musical Instrument, and Book Stores | 59 | 91 |
| Furniture and Home Furnishings Stores | 48 | 64 |
| Grand Total | \$1,673 | \$2,960 |

(1) End of Period



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Commercial Real Estate: \$6.8 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

| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|---------------------------------------|--------|--------|--------|--------|--------|
| Period end balance (\$B) | \$6.8 | \$7.1 | \$7.2 | \$7.4 | \$7.2 |
| 30+ days PD & accruing | 0.14% | 0.09% | 0.11% | 0.16% | 0.12% |
| 90+ days PD & accruing ⁽²⁾ | 0.00% | 0.00% | 0.00% | 0.01% | 0.04% |
| NCOs ⁽³⁾ | -0.01% | -0.15% | -0.08% | -0.70% | -0.04% |
| NALs | 0.21% | 0.27% | 0.34% | 0.41% | 0.40% |
| ALLL | 1.75% | 1.76% | 1.64% | 1.53% | 1.45% |

(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: \$2.4 Billion⁽¹⁾

\$1.5 billion retail properties, \$0.9 billion REIT retail

- ◆ Total mall exposure is \$368MM: all within REIT exposure, associated with 4 borrowers
 - Corporate leverage on these borrowers ranges from 33% to 65%
 - Fixed charge coverage on these borrowers ranges from 2.0x to 4.6x

| Property Type (\$ in millions) | Outstanding | Exposure |
|-------------------------------------|-----------------|-----------------|
| Anchored Strip Center | \$ 367 | \$ 396 |
| Power Center | 149 | 162 |
| Mixed Use – Retail | 143 | 163 |
| Unanchored Strip Center | 141 | 159 |
| Freestanding Single Tenant | 107 | 123 |
| Restaurant | 99 | 107 |
| Lifestyle Center | 98 | 112 |
| Grocery Anchored | 88 | 94 |
| All Other (7 Retail Types Combined) | 189 | 202 |
| Project Retail Exposure | \$ 1,380 | \$ 1,519 |
| Retail REIT | 619 | 870 |
| Grand Total | \$ 1,999 | \$ 2,389 |

(1) End of Period



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Automobile: \$12.4 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 4,400 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 | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--------------------------|---------------|--------|--------|--------|--------|
| Period end balance (\$B) | \$12.4 | \$12.4 | \$12.4 | \$12.1 | \$12.1 |
| 30+ days PD & accruing | 0.98% | 0.81% | 0.74% | 0.70% | 0.94% |
| 90+ days PD & accruing | 0.06% | 0.05% | 0.05% | 0.05% | 0.06% |
| NCOs | 0.30% | 0.26% | 0.22% | 0.32% | 0.39% |
| NALs | 0.04% | 0.04% | 0.04% | 0.04% | 0.05% |

(1) End of Period



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Auto Loans – Production and Credit Quality

| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 | 2Q17 | 1Q17 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|
| Originations | | | | | | | | |
| Amount (\$B) | \$1.4 | \$1.4 | \$1.6 | \$1.4 | \$1.5 | \$1.6 | \$1.7 | \$1.4 |
| % new vehicles | 49% | 45% | 47% | 48% | 53% | 49% | 45% | 45% |
| Avg. LTV | 90% | 91% | 89% | 87% | 88% | 89% | 89% | 88% |
| Avg. FICO | 767 | 763 | 766 | 766 | 772 | 769 | 768 | 761 |
| Expected cumulative loss | 0.84% | 0.92% | 0.82% | 0.80% | 0.80% | 0.79% | 0.80% | 0.88% |
| Portfolio Performance | | | | | | | | |
| 30+ days PD & accruing % | 0.98% | 0.81% | 0.74% | 0.70% | 0.94% | 0.90% | 0.80% | 0.84% |
| NCO % | 0.30% | 0.26% | 0.22% | 0.32% | 0.39% | 0.33% | 0.29% | 0.45% |
| Vintage Performance⁽¹⁾ | | | | | | | | |
| 6-month losses | | 0.03% | 0.03% | 0.03% | 0.03% | 0.03% | 0.03% | 0.03% |
| 9-month losses | | | 0.09% | 0.08% | 0.09% | 0.10% | 0.10% | |
| 12-month losses | | | | | 0.14% | 0.16% | 0.16% | 0.17% |

(1) Annualized

Auto Loans - Origination Trends

Loan originations from 2010 through 2018 demonstrate strong characteristics and continued improvements from pre-2010

- Credit scoring model most recently updated in January 2017
- 2016-2018 net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio (see Appendix slide 53) ¹

| (\$B) | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|--------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Originations | \$5.8 | \$6.2 | \$5.8 | \$5.2 | \$5.2 | \$4.2 | \$4.0 | \$3.6 | \$3.4 |
| % New Vehicles | 47% | 50% | 49% | 48% | 49% | 46% | 45% | 52% | 48% |
| Avg. LTV | 89% | 88% | 89% | 90% | 89% | 89% | 88% | 88% | 88% |
| Avg. FICO | 766 | 767 | 765 | 764 | 764 | 760 | 758 | 760 | 768 |
| Weighted Avg. Original Term (months) | 69 | 69 | 68 | 68 | 67 | 67 | 66 | 65 | 65 |
| Avg. Custom Score | 409 | 409 | 396 | 396 | 397 | 395 | 395 | 402 | 405 |
| Annualized risk expected loss | 0.22% | 0.22% | 0.25% | 0.27% | 0.26% | 0.28% | 0.27% | 0.22% | 0.37% |
| Charge-off % (annualized) | 0.27% | 0.36% | 0.30% | 0.23% | 0.23% | 0.19% | 0.21% | 0.26% | 0.54% |

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.
- All recoveries associated with loans charged off prior to the date of FirstMerit acquisition are booked as noninterest income. This inflates the level of net charge-offs as the normal recovery stream is not included.

| (\$MM) | 4Q18 | | | 3Q18 | | | 4Q17 | | |
|---|------------|----------|----------|------------|----------|----------|------------|----------|----------|
| | Originated | Acquired | Total | Originated | Acquired | Total | Originated | Acquired | Total |
| Average Auto Loans | \$11,965 | \$458 | \$12,423 | \$11,826 | \$542 | \$12,368 | \$11,106 | \$857 | \$11,963 |
| Reported Net Charge-offs (NCOs) | \$8.2 | \$1.0 | \$9.2 | \$7.1 | \$1.1 | \$8.2 | \$9.4 | \$2.2 | \$11.6 |
| FirstMerit-related Net Recoveries in Noninterest Income | -- | (0.5) | (0.5) | -- | (0.5) | (0.5) | -- | (0.7) | (0.7) |
| Adjusted Net Charge-offs | 8.2 | 0.5 | 8.7 | 7.1 | 0.6 | 7.7 | 9.4 | 1.5 | 10.9 |
| Reported NCOs as % of Avg Loans | 0.27% | 0.87% | 0.30% | 0.24% | 0.77% | 0.26% | 0.34% | 1.01% | 0.39% |
| Adjusted NCOs as % of Avg Loans | 0.27% | 0.47% | 0.28% | 0.24% | 0.44% | 0.25% | 0.34% | 0.67% | 0.36% |

Home Equity: \$9.7 Billion⁽¹⁾

- Focused on geographies within our Midwest footprint with relationship customers
- Focused on high quality borrowers... 4Q18 originations:
 - Average FICO scores of 750+
 - Average (weighted) LTVs of <85% for junior liens and <75% for 1st-liens
 - Approximately 49% are 1st-liens
- Conservative underwriting – manage the probability of default with increased interest rates used to ensure affordability on variable rate HELOCs

| Credit Quality Trends | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--------------------------|-------|-------|-------|--------|--------|
| Period end balance (\$B) | \$9.7 | \$9.9 | \$9.9 | \$10.0 | \$10.1 |
| 30+ days PD & accruing | 0.88% | 0.76% | 0.76% | 0.85% | 0.81% |
| 90+ days PD & accruing | 0.18% | 0.15% | 0.16% | 0.15% | 0.18% |
| NCOs | 0.05% | 0.06% | 0.01% | 0.11% | 0.01% |
| NALs | 0.63% | 0.66% | 0.69% | 0.75% | 0.68% |

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) | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Originations ⁽¹⁾ | \$4.2 | \$4.3 | \$3.3 | \$2.9 | \$2.6 | \$2.2 | \$1.7 | \$1.9 | \$1.3 |
| Avg. LTV | 77% | 77% | 78% | 77% | 76% | 72% | 74% | 74% | 73% |
| Avg. FICO | 773 | 775 | 781 | 781 | 780 | 780 | 772 | 771 | 770 |
| Charge-off % (annualized) | 0.06% | 0.05% | 0.06% | 0.23% | 0.44% | 0.99% | 1.40% | 1.28% | 1.84% |
| HPI Index ⁽²⁾ | 218.6 | 208.5 | 198.2 | 187.7 | 179.6 | 170.7 | 162.4 | 159.6 | 165.6 |
| Unemployment rate ⁽³⁾ | 3.9% | 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



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Residential Mortgages: \$10.7 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

| Credit Quality Trends | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--------------------------|--------|--------|--------|-------|-------|
| Period end balance (\$B) | \$10.7 | \$10.5 | \$10.0 | \$9.4 | \$9.0 |
| 30+ days PD & accruing | 2.60% | 2.56% | 2.36% | 2.00% | 2.66% |
| 90+ days PD & accruing | 1.22% | 1.12% | 0.96% | 0.74% | 0.80% |
| NCOs | 0.10% | 0.07% | 0.04% | 0.04% | 0.04% |
| NALs | 0.64% | 0.64% | 0.73% | 0.88% | 0.93% |

(1) End of Period



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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
- Average 4Q18 origination: purchased / refinance mix of 80% / 20%

| (\$B) | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Portfolio Originations | \$2.9 | \$2.7 | \$1.9 | \$1.5 | \$1.2 | \$1.4 | \$0.9 | \$1.4 | \$1.1 |
| Avg. LTV | 82.9% | 84.0% | 84.0% | 83.2% | 82.6% | 77.8% | 81.3% | 80.5% | 82.0% |
| Avg. FICO | 758 | 760 | 751 | 756 | 754 | 759 | 756 | 760 | 757 |
| Charge-off % (annualized) | 0.06% | 0.08% | 0.09% | 0.17% | 0.35% | 0.52% | 0.92% | 1.20% | 1.54% |
| HPI Index ⁽¹⁾ | 218.6 | 208.5 | 198.2 | 187.7 | 179.6 | 170.7 | 162.4 | 159.6 | 165.6 |
| Unemployment rate ⁽²⁾ | 3.9% | 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; Value at end of observation period

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



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RV & Marine: \$3.3 Billion⁽¹⁾

- Indirect origination via established dealers with expansion into new states, primarily in the Southeast and the West
- Centrally underwritten, with focus on super prime borrowers
- Underwriting aligns with Huntington's origination standards and risk appetite
 - Leveraging Huntington Auto Finance's existing infrastructure and standards

| Credit Quality Trends | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|--------------------------|-------|-------|-------|-------|-------|
| Period end balance (\$B) | \$3.3 | \$3.2 | \$2.8 | \$2.5 | \$2.4 |
| 30+ days PD & accruing | 0.51% | 0.41% | 0.36% | 0.44% | 0.63% |
| 90+ days PD & accruing | 0.04% | 0.04% | 0.03% | 0.06% | 0.05% |
| NCOs | 0.31% | 0.25% | 0.34% | 0.42% | 0.46% |
| NALs | 0.02% | 0.02% | 0.02% | 0.02% | 0.03% |

(1) End of Period



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RV & Marine – Origination Trends

- Tightened underwriting standards post-FirstMerit acquisition along with geographic expansion, primarily into the Southeast and the West
- Net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio (see Appendix slide 60)

| (\$B) | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 | 2Q17 |
|--------------------------------------|--------|--------|--------|--------|--------|--------|--------|
| Portfolio Originations | \$0.2 | \$0.5 | \$0.5 | \$0.2 | \$0.2 | \$0.3 | \$0.4 |
| Avg. LTV | 103.4% | 105.5% | 106.1% | 106.5% | 106.4% | 109.4% | 109.3% |
| Avg. FICO | 804 | 802 | 797 | 793 | 794 | 792 | 790 |
| Weighted Avg. Original Term (months) | 199 | 194 | 189 | 188 | 185 | 179 | 179 |
| Annualized Risk Expected Loss | 0.31% | 0.30% | 0.31% | 0.35% | 0.36% | 0.36% | 0.36% |
| Charge-off % (annualized) | 0.31% | 0.25% | 0.34% | 0.42% | 0.46% | 0.59% | 0.37% |

RV & Marine Charge-off Performance Reconciliation – non GAAP

- All recoveries associated with loans charged off prior to the date of FirstMerit acquisition are booked as noninterest income. This inflates the level of net charge-offs as the normal recovery stream is not included.

| (\$MM) | 4Q18 | | | 3Q18 | | | 4Q17 | | |
|---|------------|----------|---------|------------|----------|---------|------------|----------|---------|
| | Originated | Acquired | Total | Originated | Acquired | Total | Originated | Acquired | Total |
| Average Loans | \$2,205 | \$1,011 | \$3,216 | \$1,943 | \$1,073 | \$3,016 | \$1,048 | \$1,356 | \$2,404 |
| Reported Net Charge-offs (NCOs) | \$1.0 | \$1.5 | \$2.5 | \$0.6 | \$1.3 | \$1.9 | \$0.4 | \$2.4 | \$2.8 |
| FirstMerit-related Net Recoveries in Noninterest Income | -- | (0.1) | (0.1) | -- | (0.1) | (0.1) | -- | (0.1) | (0.1) |
| Adjusted Net Charge-offs | 1.0 | 1.4 | 2.4 | 0.6 | 1.2 | 1.8 | 0.4 | 2.3 | 2.6 |
| Reported NCOs as % of Avg Loans | 0.18% | 0.57% | 0.31% | 0.12% | 0.48% | 0.25% | 0.13% | 0.70% | 0.46% |
| Adjusted NCOs as % of Avg Loans | 0.18% | 0.54% | 0.29% | 0.12% | 0.44% | 0.23% | 0.13% | 0.67% | 0.44% |

Credit Quality Review

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Credit Quality Trends Overview

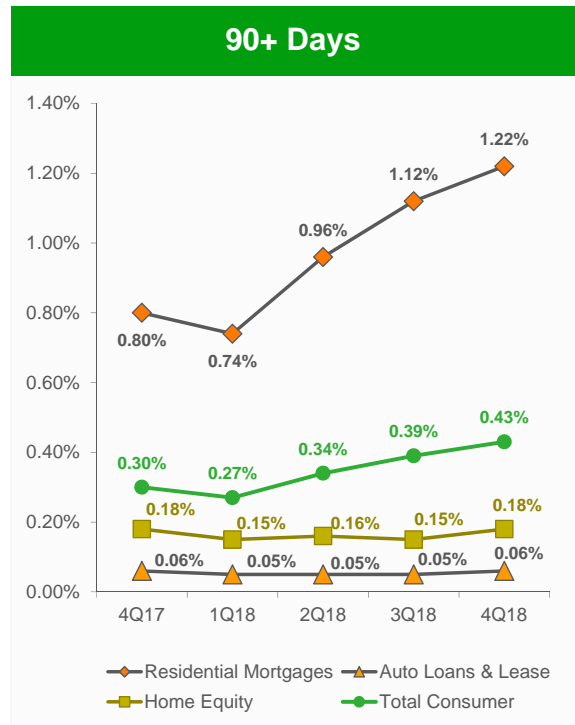
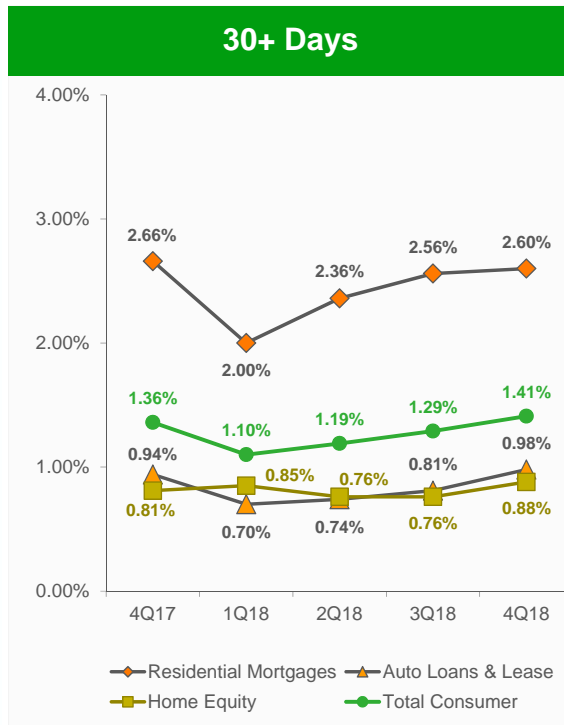
| | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|---------------------------------------|--------------|-------|-------|-------|-------|
| Net charge-off ratio | 0.27% | 0.16% | 0.16% | 0.21% | 0.24% |
| 90+ days PD and accruing | 0.23 | 0.21 | 0.18 | 0.15 | 0.16 |
| NAL ratio ⁽¹⁾ | 0.45 | 0.50 | 0.52 | 0.54 | 0.50 |
| NPA ratio ⁽²⁾ | 0.52 | 0.55 | 0.57 | 0.59 | 0.55 |
| Criticized asset ratio ⁽³⁾ | 3.26 | 3.32 | 3.49 | 3.60 | 3.53 |
| ALLL ratio | 1.03 | 1.04 | 1.02 | 1.01 | 0.99 |
| ALLL / NAL coverage | 228 | 206 | 197 | 188 | 198 |
| ALLL / NPA coverage | 200 | 189 | 180 | 172 | 178 |

(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

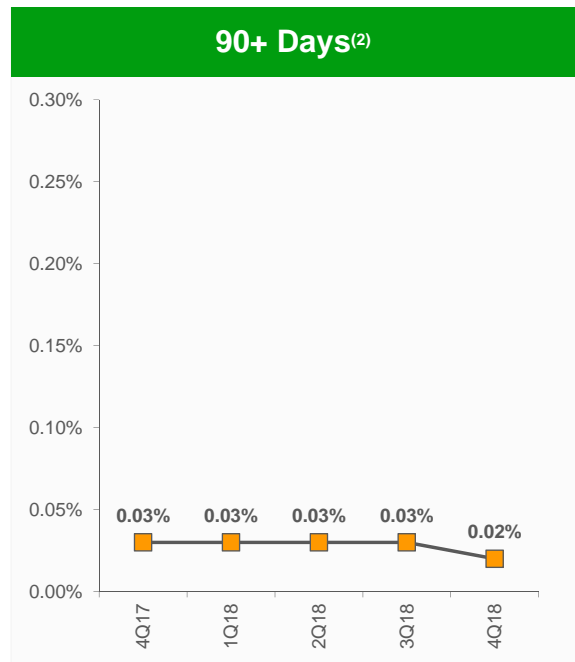
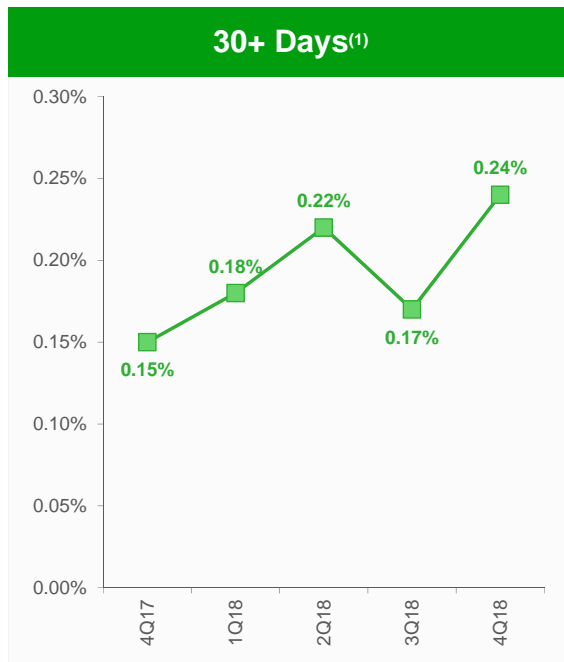
(3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, other real estate and other NPAs

Consumer Loan Delinquencies⁽¹⁾



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

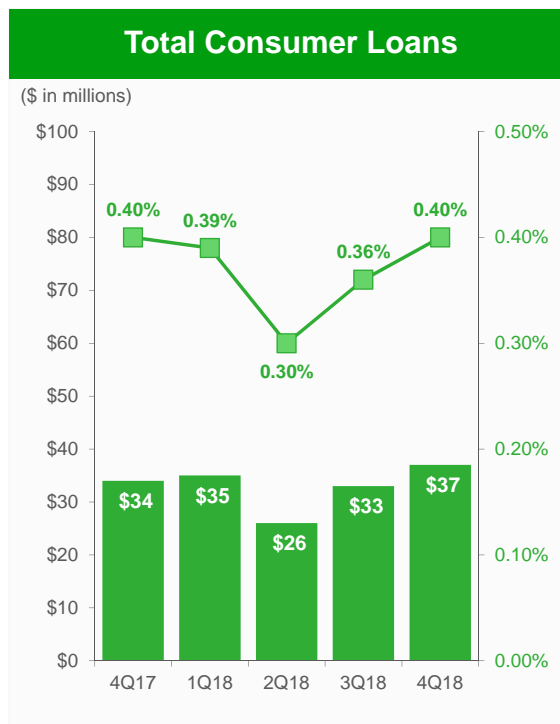
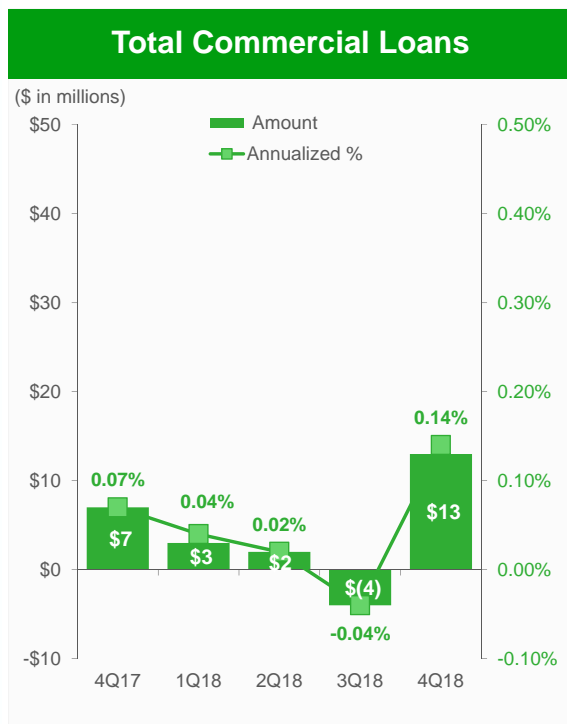
Total Commercial Loan Delinquencies



(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

(\$ in millions)

| | 4Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 |
|---------------------------|-------|-------|-------|-------|-------|
| NPA beginning-of-period | \$403 | \$412 | \$420 | \$389 | \$387 |
| Additions / increases | 109 | 114 | 96 | 158 | 116 |
| Return to accruing status | (21) | (24) | (25) | (23) | (25) |
| Loan and lease losses | (32) | (29) | (21) | (32) | (21) |
| Payments | (66) | (62) | (53) | (64) | (54) |
| Sales & other | (6) | (8) | (5) | (8) | (14) |
| NPA end-of-period | \$387 | \$403 | \$412 | \$420 | \$389 |
| Percent change (Q/Q) | (4)% | (2)% | (2)% | 8% | 0% |

Total Commercial Loans

Criticized loan flow analysis

| End of Period | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|
| (\$ in millions) | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
| Criticized beginning-of-period | \$2,132 | \$2,214 | \$2,266 | \$2,156 | \$2,293 |
| Additions / increases | 376 | 354 | 458 | 438 | 514 |
| Advances | 85 | 98 | 95 | 92 | 96 |
| Upgrades to "Pass" | (208) | (207) | (268) | (152) | (253) |
| Paydowns | (278) | (319) | (326) | (248) | (484) |
| Charge-offs | (29) | (8) | (10) | (20) | (11) |
| Moved to HFS | (24) | --- | --- | --- | --- |
| Criticized end-of-period | \$2,054 | \$2,132 | \$2,214 | \$2,266 | \$2,156 |
| Percent change (Q/Q) | (4)% | (4)% | (2)% | 5% | (6)% |

Franchise and Leadership

Wisconsin Branch Divestiture

Transaction expected to close during 2Q19

- On December 10, 2018, Huntington Bancshares Incorporated announced the signing of a definitive agreement under which Huntington National Bank will sell its Wisconsin branch banking operations to Wisconsin-based Associated Bank, N.A., a subsidiary of Associated Banc-Corp.

Transaction metrics:

- 32 branches
- 100% cash consideration

Held-for-sale at December 31, 2018:

- ~\$121 million loans
- ~\$872 million deposits



Huntington Bancshares Overview

Huntington is a \$109 billion asset regional bank holding company headquartered in Columbus, Ohio. Founded in 1866, The Huntington National Bank and its affiliates provide consumer, small business, commercial, treasury management, capital markets, wealth management, and insurance services.

Ohio

Branches: 451
Deposits: \$53.2 billion
Loans⁽¹⁾: \$41.2 billion

Pennsylvania

Branches: 49
Deposits: \$4.6 billion
Loans⁽¹⁾: \$7.1 billion

Illinois

Branches: 37
Deposits: \$2.1 billion
Loans⁽¹⁾: \$5.8 billion

Wisconsin

Branches: 31
Deposits: \$1.2 billion
Loans⁽¹⁾: \$1.3 billion

Michigan

Branches: 300
Deposits: \$15.5 billion
Loans⁽¹⁾: \$17.0 billion

Indiana

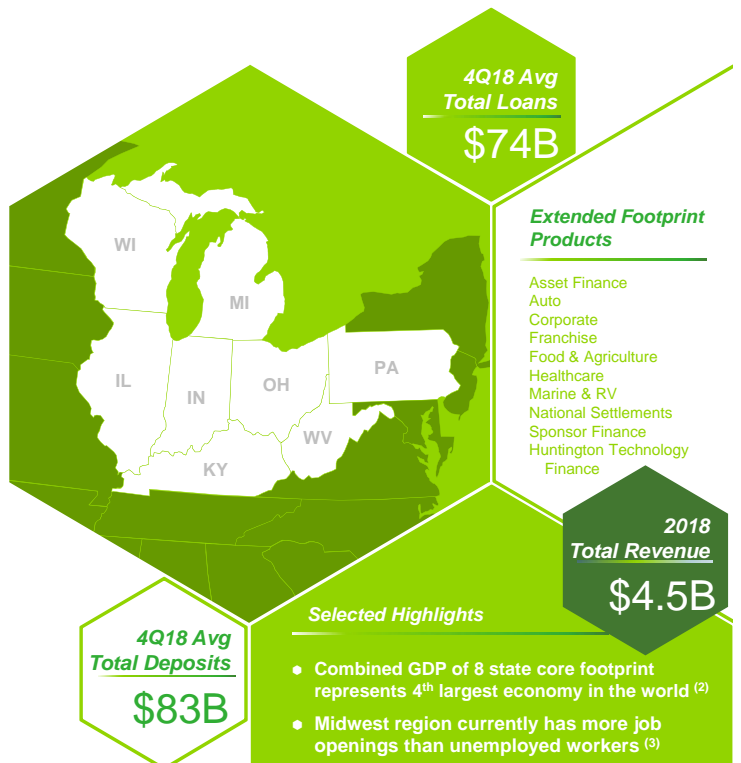
Branches: 41
Deposits: \$3.4 billion
Loans⁽¹⁾: \$5.9 billion

West Virginia

Branches: 25
Deposits: \$2.3 billion
Loans⁽¹⁾: \$2.1 billion

Kentucky

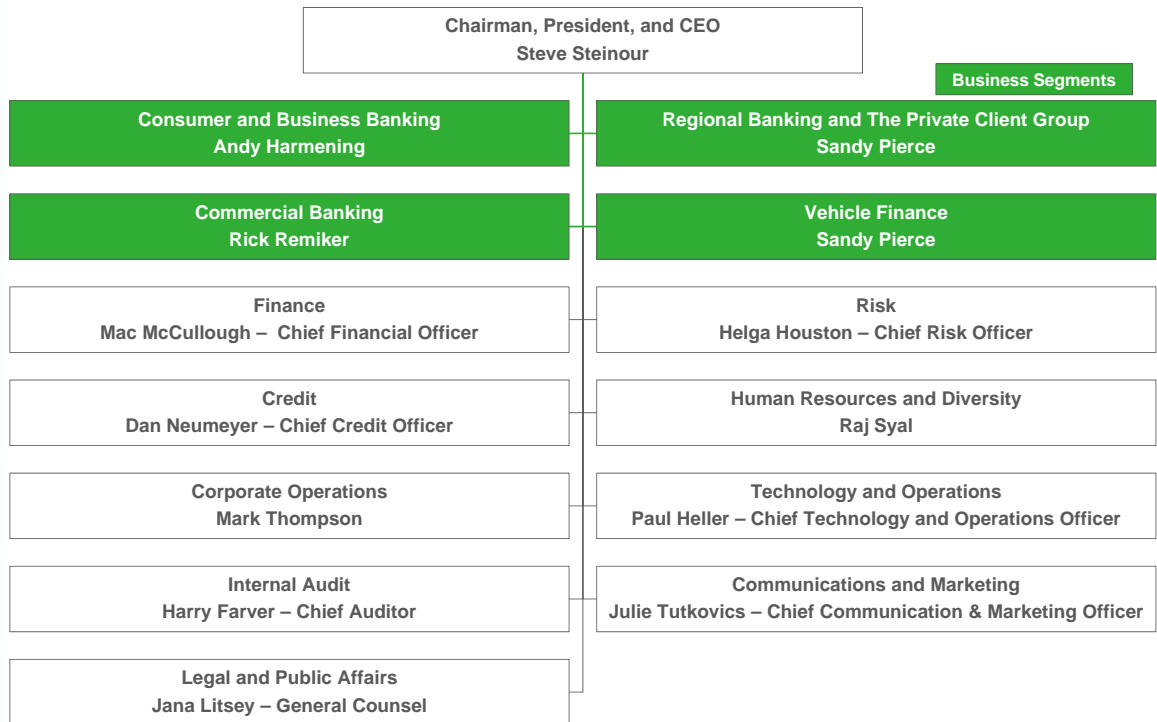
Branches: 10
Deposits: \$0.6 billion
Loans⁽¹⁾: \$2.7 billion



- Huntington's top 10 deposit MSAs represent ~80% of total deposits
- Ranked #1 in deposit market share in 13% of total footprint MSAs and top 3 in 41%
- Ranked #4 in US for percentage of top 3 deposit share company MSAs

(1) Funded and unfunded loan commitments; (2) 2016 IMF and US Bureau of Economic Analysis; (3) As of November 2018 BLS JOLTS report and employment data; Note: State deposit / loan balances as of Dec. 31, 2018

Leadership Team

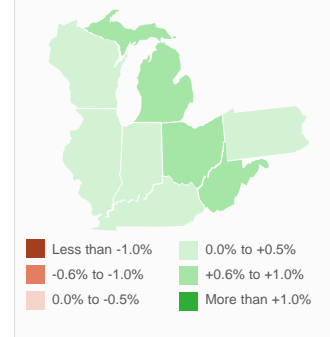


Footprint Economic Indicators

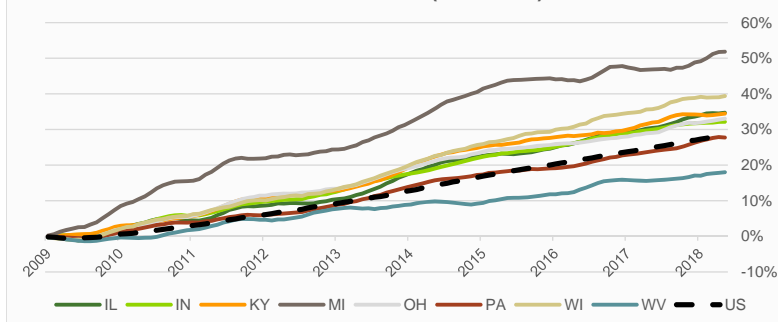
Continued strength in Midwest markets

- Consumer Confidence in the East North Central region of the U.S. (OH, MI, IN, IL, WI) in December was second highest since October 2000. At a value of 136.2, the Midwest regional index was also higher than the national index value of 128.1 in December.
- Ohio, Illinois, Kentucky, Pennsylvania and Indiana placed in the Top 10 states in the nation for total qualifying new projects in the Site Selection Governor's Cup rankings for 2017. Kentucky (#2), Ohio (#3), Illinois (#4), and Indiana (#10) ranked in the Top 10 for new projects per capita.
- 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. Pennsylvania grew on par with the U.S.

November 2018 State Coincident Indexes (Three-Month Historical Change)



Philadelphia FRB Coincident Economic Activity Index Since End of Recession (June 2009)



October 2018 State Leading Indexes (Expected Six-Month Change)

