

# Welcome

## Huntington Bancshares Incorporated 2016 Fourth Quarter Earnings Review

February 22, 2017



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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; the possibility that the anticipated benefits of the merger with FirstMerit Corporation are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy and competitive factors in the areas where we do business; diversion of management's attention from ongoing business operations and opportunities; potential adverse reactions or changes to business or employee relationships, including those resulting from the completion of the merger with FirstMerit Corporation; our ability to complete the integration of FirstMerit Corporation successfully; 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 which is 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.

## 2016 Full Year Highlights

Transformational year defined by disciplined execution & strategic addition of FirstMerit

<b>EPS</b> -14% Y/Y	<b>TBVPS</b> -7% Y/Y	<b>ROA</b> 0.86%	<b>ROTCE</b> 10.7%
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$0.70	-14%	TBVPS	\$6.43	-7%
Net Interest Margin	3.16%	+1 bp	Avg Assets	\$83,054	21%
Net Interest Income (FTE)	\$2,411.7	22%	Avg Earning Assets	\$76,362	21%
Noninterest Income	\$1,149.7	11%	Avg Loans and Leases	\$57,454	18%
Total Revenue (FTE)	\$3,561.5	18%	Avg Deposits	\$63,491	18%
Noninterest Expense	\$2,408.5	22%	Avg Core Deposits	\$59,380	18%
Net Income	\$711.8	3%	Avg Tang. Common Equity	\$6,242	14%
Avg diluted shares	918.8	12%	TCE Ratio	7.16%	-66 bp
Efficiency Ratio	66.8%	+230 bp	CET1 Ratio	9.56%	-23 bp
NCOs / Avg Loans	0.19%	+1 bp	NPA Ratio	0.72%	-7 bp

Note: \$ in millions, except per share; results were impacted by significant items primarily related to FirstMerit integration.



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## 2016 Fourth Quarter Highlights

Successfully integrating FirstMerit without losing sight of core execution

<b>EPS</b> -5% Y/Y	<b>TBVPS</b> -7% Y/Y	<b>ROA</b> 0.95%	<b>ROTCE</b> 12.9%
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$0.20	-5%	TBVPS	\$6.43	-7%
Net Interest Margin	3.25%	+16 bp	Avg Assets	\$100,367	42%
Net Interest Income (FTE)	\$747.5	48%	Avg Earning Assets	\$91,463	41%
Noninterest Income	\$334.3	23%	Avg Loans and Leases	\$66,405	33%
Total Revenue (FTE)	\$1,081.9	39%	Avg Deposits	\$76,886	39%
Noninterest Expense	\$681.5	37%	Avg Core Deposits	\$72,070	40%
Net Income	\$239.0	34%	Avg Tang. Common Equity	\$7,080	28%
Avg diluted shares	1,104.4	36%	TCE Ratio	7.16%	-66 bp
Efficiency Ratio	61.6%	-210 bp	CET1 Ratio	9.56%	-23 bp
NCOs / Avg Loans	0.26%	+8 bp	NPA Ratio	0.72%	-7 bp

Note: \$ in millions, except per share; results were impacted by significant items primarily related to FirstMerit integration.



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# 4Q16 YoY Summary Income Statement

Quarterly comparisons significantly impacted by continued FirstMerit integration efforts

(in millions)	2016	2015	YOY Change	2016		2015	Change	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Net interest income - FTE	\$ 2,411.7	\$ 1,982.9	22 %	\$ 747.5	\$ 636.0	\$ 505.3	18 %	48 %
Total noninterest income	1,149.7	1,038.7	11	334.3	302.4	272.2	11	23
Total Revenue - FTE	3,561.5	3,021.6	18	1,081.9	938.4	777.6	15	39
Total noninterest expense	2,408.5	1,975.9	22	681.5	712.2	498.8	(4)	37
Provision for credit losses	190.8	100.0	91	74.9	63.8	36.5	17	105
Pre-tax income	919.8	913.6	1	312.9	151.8	233.9	106	34
<b>Net Income</b>	<b>\$ 711.8</b>	<b>\$ 693.0</b>	<b>3 %</b>	<b>\$ 239.0</b>	<b>\$ 127.0</b>	<b>\$ 178.3</b>	<b>88 %</b>	<b>34 %</b>

## Noninterest Income

- \$19 MM increase in service charges on deposit accounts
- \$15 MM increase in gain on sale of loans
- \$12 MM increase in cards & payment processing income
- \$9 MM increase in trust services
- \$6 MM increase in mortgage banking income
- \$8 MM decrease in other income

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

- \$60 MM increase compared to 4Q15

## Noninterest Expense

- \$71 MM increase in personnel costs
- \$28 MM increase in equipment expense
- \$25 MM increase in outside data processing
- \$17 MM increase in net occupancy costs
- \$10 MM increase in amortization of intangibles
- \$8 MM increase in other expense

## Adjusted Noninterest Expense<sup>(2)</sup>

- \$140 MM increase compared to 4Q15

(1) Details on slide 16

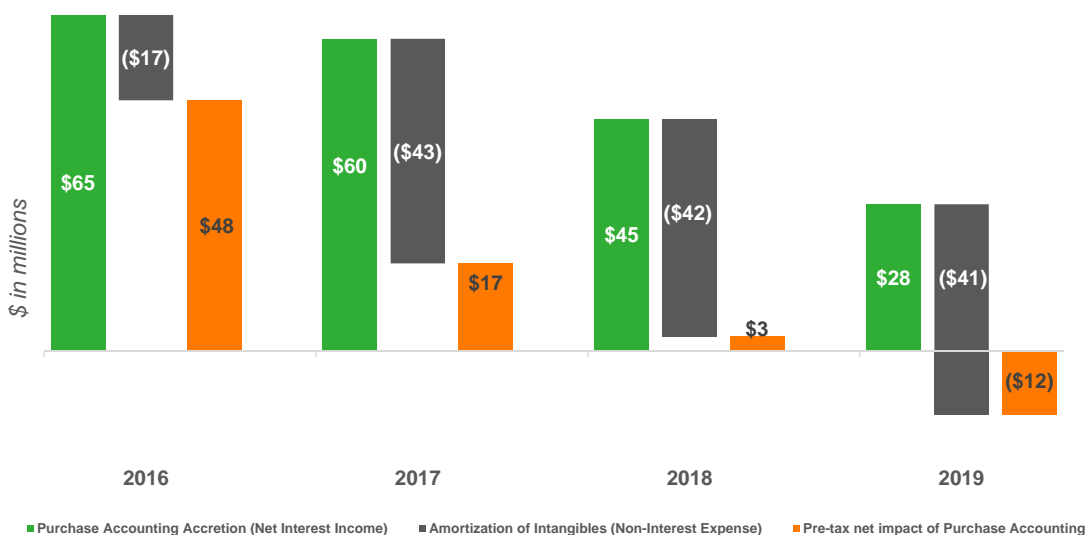
(2) Details on slide 17



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# Expected Impact of Purchase Accounting

Added 18 basis points to Net Interest Margin during the fourth quarter



- Reflects purchase accounting impact exclusively related to the FirstMerit acquisition
- Projected purchase accounting accretion represents scheduled amortization, and does not include impact of any accelerated payoffs



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# Full Year 2016 Operating Leverage

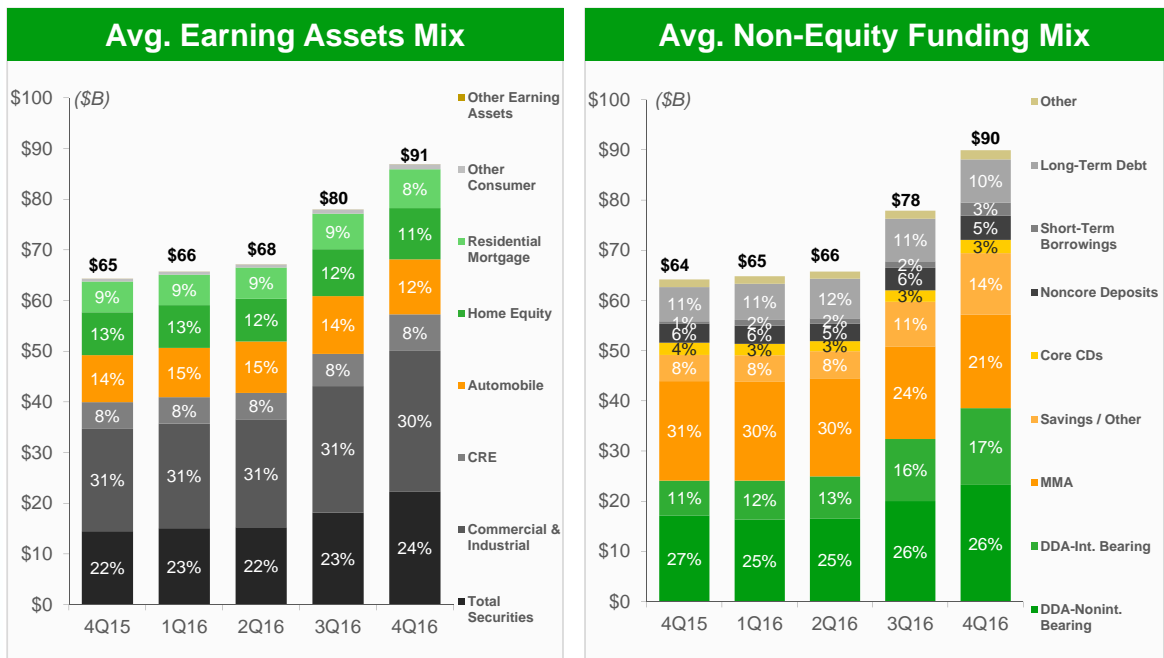
Achieved annual goal of positive operating leverage for fourth consecutive year

(\$MM)

	2016	2015	Y/Y Change	
	Actual	Actual	\$	%
Net interest income	\$ 2,369.3	\$ 1,950.7		
FTE adjustment	42.4	32.1		
<b>FTE Net interest income</b>	<b>\$ 2,411.7</b>	<b>\$ 1,982.9</b>	428.9	21.6
Noninterest income	\$ 1,149.7	\$ 1,038.7		
Securities gains (losses)	(0.1)	0.7		
Net gain (loss) MSR hedging	0.3	(6.1)		
Merger-related gain (loss)	(1.2)	3.3		
<b>Adjusted noninterest income</b>	<b>\$ 1,150.8</b>	<b>\$ 1,040.8</b>	110.0	10.6
<b>Adjusted total revenue</b>	<b>\$ 3,562.5</b>	<b>\$ 3,023.6</b>	538.9	17.8
Noninterest expense	\$ 2,408.5	\$ 1,975.9		
Merger and acquisition expenses	280.9	12.6		
Addition to litigation reserves	(41.6)	38.2		
Franchise repositioning	-	7.6		
<b>Adjusted noninterest expense</b>	<b>\$ 2,169.1</b>	<b>\$ 1,917.5</b>	251.6	13.1

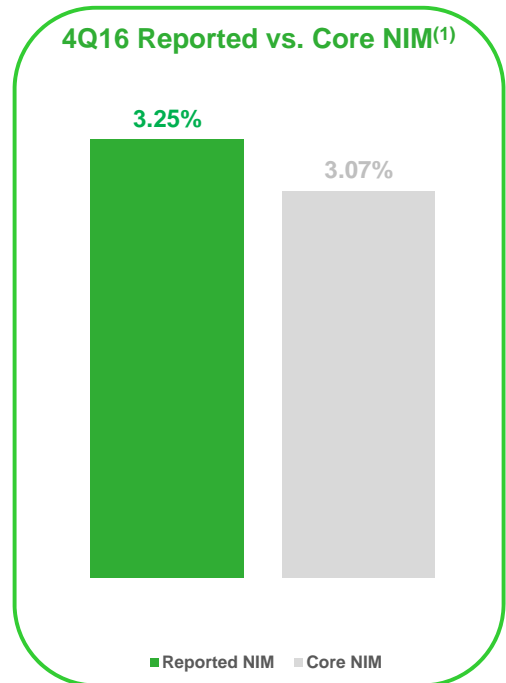
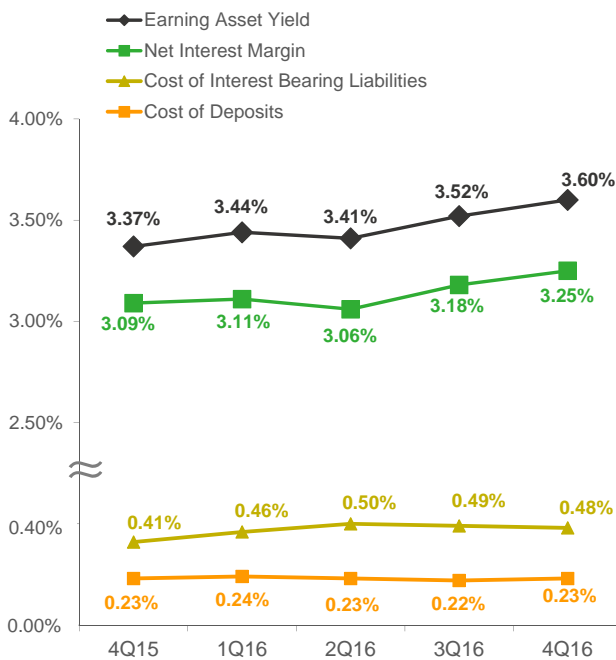
# Earning Asset/Liability Mix

Strong core growth complemented by FirstMerit acquisition



# Net Interest Margin (FTE)

Purchase accounting adjustments added 18 basis points to NIM



(1) Net of purchase accounting adjustments; see reconciliation on slide 19



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

Sequential increase in capital levels; at or above internal operating guidelines

	4Q16	3Q16	2Q16	1Q16	4Q15
Tang. common equity / tang. assets	7.16%	7.14%	7.96%	7.89%	7.82%
Common equity Tier 1 (CET1)	9.56	9.09	9.80	9.73	9.79
Tier 1 leverage	8.70	9.89	9.55	9.29	8.79
Tier 1 risk-based capital	10.92	10.40	11.37	10.99	10.53
Total risk-based capital	13.05	12.56	13.49	13.17	12.64
Total risk-weighted assets (\$B)	\$78.3	\$80.5	\$60.7	\$59.8	\$58.4
Double leverage <sup>(2)</sup>	108%	106%	95%	91%	98%

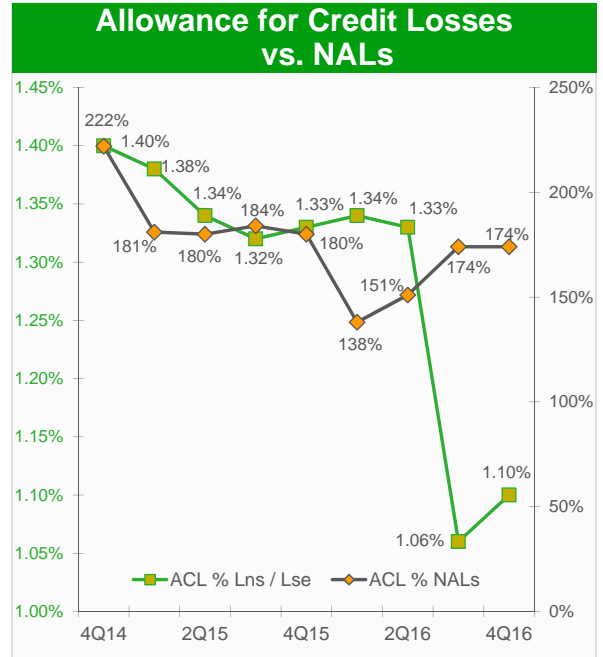
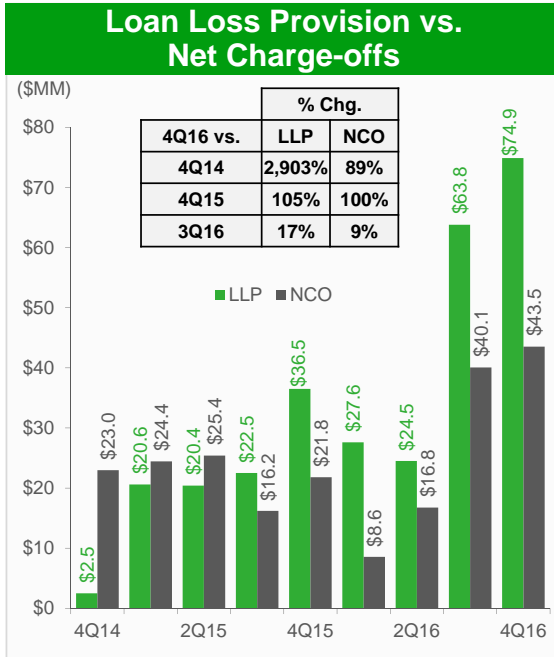
(1) End of period

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



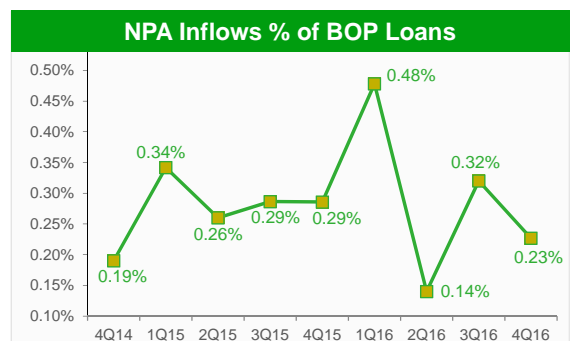
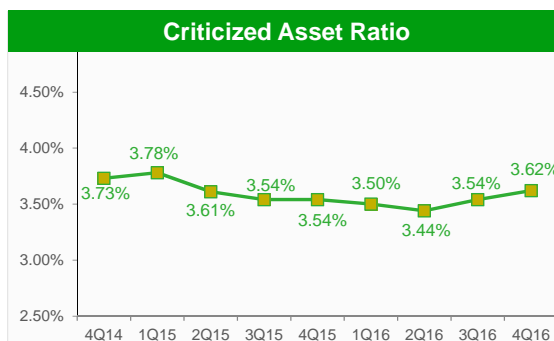
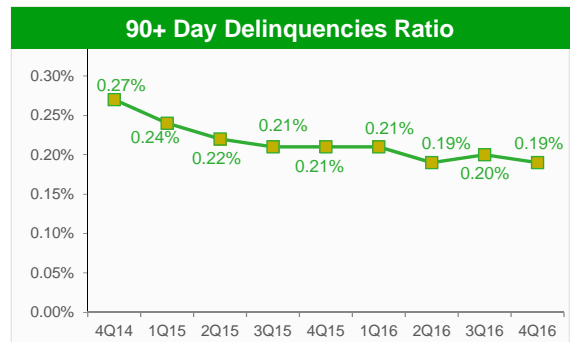
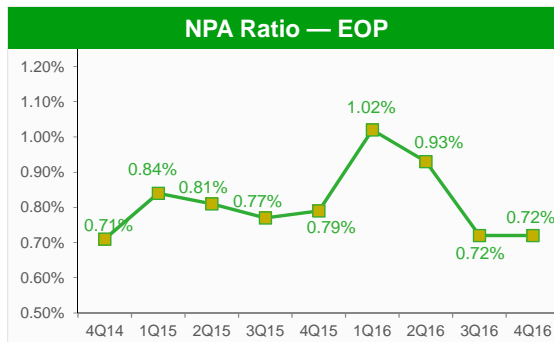
# Provision, NCO, and ACL

Allowance and other ratios impacted by FirstMerit acquisition



# Asset Quality Trends

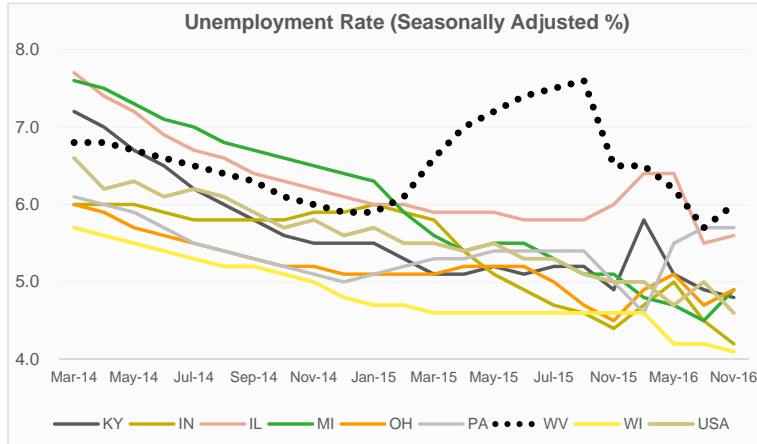
Overall credit metrics remain strong



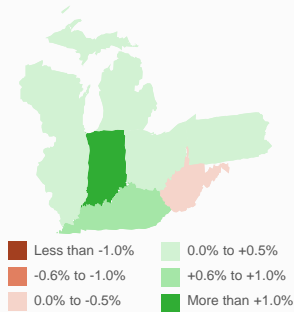
# Footprint Economic Indicators

## Leading indicators signal optimism for 2017

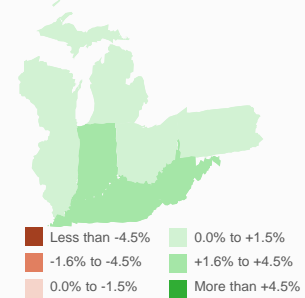
- According to the Philadelphia FRB coincident economic indicator, economic activity in Michigan, Ohio and Indiana has grown faster than the U.S. in the economic recovery-to-date
- Economic activity growth is expected to grow on par with the U.S. in most of the Huntington Footprint states; per capita disposable personal income growth has grown faster than the U.S. during the economic recovery in most Huntington footprint states
- Unemployment Rates are near 15 year lows in Ohio and Michigan. Solid housing markets provided home price growth in all 8 Huntington footprint states for 3 consecutive years or more.



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



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



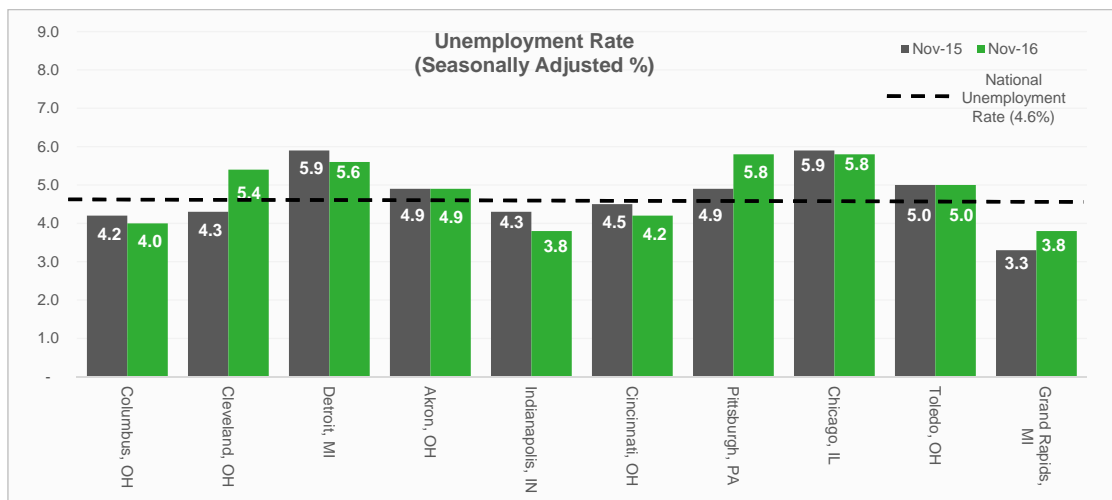
Sources: US Bureau of Labor Statistics; Federal Reserve Bank of Philadelphia



# Unemployment Rates in Top 10 Deposit MSAs

## Our largest deposit markets compare favorably with U.S.

- Since the end of the financial crisis in 2008, unemployment rates have gone from being well above the national average to rates generally below or at the national average in many areas of the Huntington Footprint states
- Economic activity in Michigan, Ohio and Indiana has outpaced overall U.S. growth in the economic recovery to date. Employment growth in Michigan and Indiana has been especially strong, outpacing the nation in job creation
- Unemployment rates in Ohio and Michigan are the lowest since the early 2000s; Housing markets have generally remained above average for the nation in price stability and affordability



Source: US Bureau of Labor Statistics



# Important Messages

- ◆ Focus on delivery of consistent, through the cycle, shareholder returns
- ◆ Driving loan and core deposit growth through execution and a differentiated customer experience
- ◆ Continued progress with FirstMerit integration
  - Executing on revenue synergies
  - Branch and substantially all systems conversions scheduled for 1Q17
  - Focusing on customer experience, retention, and growth
- ◆ High level of colleague and shareholder alignment
- ◆ 2017 Expectations
  - Full year revenue growth of 20%+
  - Targeting positive operating leverage
  - Implementation of all planned cost savings by 3Q17
  - Average balance sheet growth of 20%+
  - Net charge-offs below our long-term expectations of 35–55 bp
    - Provision expense normalizing to reflect runoff in the acquired loan portfolio and replacement loan growth

# Reconciliation

## Noninterest Income (GAAP)

(\$ in millions)	2016		YOY Change	2016			Change (%)
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	
Service charges on deposit accounts	\$ 324	\$ 280	16%	\$ 92	\$ 87	\$ 73	5%
Cards and payment processing income	169	143	18	49	44	38	11
Mortgage banking income	128	112	15	38	41	31	(9)
Trust services	108	106	2	34	29	25	18
Insurance income	65	65	(1)	16	16	16	4
Brokerage income	62	60	3	17	15	14	16
Capital markets fees	60	54	11	19	15	14	27
Bank owned life insurance income	58	52	10	17	14	13	18
Gain on sale of loans	47	33	43	25	8	10	233
Securities (losses) gains	—	1	(111)	(2)	1	—	—
Other income	129	133	(3)	30	33	37	(11)
<b>Total noninterest income</b>	<b>\$ 1,150</b>	<b>\$ 1,039</b>	<b>11%</b>	<b>\$ 334</b>	<b>\$ 302</b>	<b>\$ 272</b>	<b>11%</b>

## Impacts of Significant Items

(\$ in million)	2016		YOY Change	2016			Change (%)
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	
Service charges on deposit accounts	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—
Cards and payment processing income	—	—	—	—	—	—	—
Mortgage banking income	—	—	—	—	—	—	—
Trust services	—	—	—	—	—	—	—
Insurance income	—	—	—	—	—	—	—
Brokerage income	—	—	—	—	—	—	—
Capital markets fees	—	—	—	—	—	—	—
Bank owned life insurance income	—	—	—	—	—	—	—
Gain on sale of loans	—	—	—	—	—	—	—
Securities (losses) gains	—	—	—	—	—	—	—
Other income	(1)	3	(1)	—	—	3	—
<b>Total noninterest income</b>	<b>\$ (1)</b>	<b>\$ 3</b>	<b>\$ (1)</b>	<b>\$ (1)</b>	<b>\$ 3</b>	<b>\$ 3</b>	<b>—</b>

## Adjusted Noninterest Income (Non-GAAP)

(\$ in millions)	2016		YOY Change	2016			Change (%)
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	
Service charges on deposit accounts	\$ 324	\$ 280	16%	\$ 92	\$ 87	\$ 73	5%
Cards and payment processing income	169	143	18	49	44	38	11
Mortgage banking income	128	112	15	38	41	31	(9)
Trust services	108	106	2	34	29	25	18
Insurance income	65	65	(1)	16	16	16	4
Brokerage income	62	60	3	17	15	14	16
Capital markets fees	60	54	11	19	15	14	27
Bank owned life insurance income	58	52	10	17	14	13	18
Gain on sale of loans	47	33	43	25	8	10	233
Securities (losses) gains	—	1	(111)	(2)	1	—	—
Other income	130	129	1	31	33	34	(6)
<b>Total noninterest income</b>	<b>\$ 1,151</b>	<b>\$ 1,035</b>	<b>11%</b>	<b>\$ 335</b>	<b>\$ 302</b>	<b>\$ 268</b>	<b>11%</b>



# Reconciliation

## Noninterest Expense (GAAP)

(\$ in millions)	2016		YOY Change	2015			Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Personnel costs	\$ 1,349	\$ 1,122	20%	\$ 360	\$ 405	\$ 289	(11)%	25%
Outside data processing and other services	305	231	32	89	91	84	(3)	39
Equipment	165	125	26	60	41	32	46	88
Net occupancy	153	122	32	49	41	33	19	50
Professional services	105	50	21	23	47	13	(51)	78
Marketing	63	52	109	21	14	12	49	78
Deposit and other insurance expense	54	45	21	16	15	11	6	42
Amortization of intangibles	30	28	9	14	9	4	56	272
Other expense	184	201	(8)	49	48	42	2	19
<b>Total noninterest expense</b>	<b>\$ 2,408</b>	<b>\$ 1,976</b>	<b>22%</b>	<b>\$ 681</b>	<b>\$ 712</b>	<b>\$ 499</b>	<b>(4)%</b>	<b>37%</b>

## Impacts of Significant Items

(\$ in millions)	2016		2015		
	Full Year	Full Year	Fourth Quarter	Third Quarter	Fourth Quarter
Personnel costs	\$ 76	\$ 5	\$ (5)	\$ 76	\$ 2
Outside data processing and other services	46	4	15	28	2
Equipment	25	—	20	7	5
Net occupancy	15	5	7	5	—
Professional services	58	5	9	34	1
Marketing	6	—	4	1	—
Other expense	14	39	3	8	—
<b>Total noninterest expense</b>	<b>\$ 239</b>	<b>\$ 58</b>	<b>\$ 53</b>	<b>\$ 159</b>	<b>\$ 10</b>

## Adjusted Noninterest Expense (Non-GAAP)

(\$ in millions)	2016		YOY Change	2015			Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Personnel costs	\$ 1,273	\$ 1,117	14%	\$ 365	\$ 329	\$ 287	11%	27%
Outside data processing and other services	258	227	14	73	63	62	16	18
Equipment	140	125	12	40	34	27	18	48
Net occupancy	138	117	18	42	37	33	14	27
Professional services	47	45	4	14	13	12	8	17
Marketing	57	52	10	17	14	12	21	42
Deposit and other insurance expense	54	45	20	16	15	11	7	45
Amortization of intangibles	30	28	7	14	9	4	56	250
Other expense	170	182	5	47	40	41	18	15
<b>Total adjusted noninterest expense</b>	<b>\$ 2,167</b>	<b>\$ 1,918</b>	<b>13%</b>	<b>\$ 628</b>	<b>\$ 553</b>	<b>\$ 488</b>	<b>14%</b>	<b>29%</b>



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# Reconciliation

## Significant Items Impacting Financial Performance Comparisons

### 2016 Net Income and EPS

(in millions, except per share amounts)

Net income - reported earnings

Net income applicable to common shares

Significant items - favorable (unfavorable) impact:

Merger and acquisition related expenses, net  
Litigation reserve reduction

	4Q16		3Q16		2Q16		1Q16	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 239.0		\$ 127.0		\$ 174.5		\$ 171.3	
Net income applicable to common shares	\$ 220.1	\$ 0.20	\$ 108.0	\$ 0.11	\$ 154.7	\$ 0.19	\$ 163.3	\$ 0.20
Significant items - favorable (unfavorable) impact:	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS
Merger and acquisition related expenses, net	\$ (96.0)	\$ (0.06)	\$ (158.7)	\$ (0.11)	\$ (20.8)	\$ (0.02)	\$ (6.4)	\$ (0.01)
Litigation reserve reduction	42.0	0.02	-	-	-	-	-	-

### 2015 Net Income and EPS

(in millions, except per share amounts)

Net income - reported earnings

Net income applicable to common shares

Significant items - favorable (unfavorable) impact:

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

	4Q15		3Q15		2Q15		1Q15	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 178.3		\$ 152.6		\$ 196.2		\$ 165.9	
Net income applicable to common shares	\$ 170.3	\$ 0.21	\$ 144.6	\$ 0.18	\$ 188.2	\$ 0.23	\$ 157.9	\$ 0.19
Significant items - favorable (unfavorable) impact:	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS	Earnings <sup>(1)</sup>	EPS
Merger and acquisition related expenses, net	\$ 0.4	\$ 0.00	\$ (4.8)	\$ (0.00)	\$ (1.5)	\$ (0.00)	\$ (3.4)	\$ (0.00)
Franchise repositioning related expense	(7.6)	(0.01)	-	-	-	-	-	-
Addition to litigation reserves	-	-	(38.2)	(0.03)	-	-	-	-

### 2016 Efficiency Ratio

(in millions)

Noninterest expense less amortization of intangibles

Revenue less gain/loss on securities

Significant items:

Merger and acquisition related expenses, net  
Litigation reserve reduction

	4Q16		3Q16		2Q16		1Q16	
	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio	Pre-Tax	Efficiency Ratio
Noninterest expense less amortization of intangibles	\$ 667.4	61.6%	\$ 703.2	75.0%	\$ 520.1	66.1%	\$ 487.4	64.6%
Revenue less gain/loss on securities	\$ 1,083.6	--	\$ 937.4	--	\$ 786.4	--	\$ 754.1	--
Significant items:	Revenue (Expense) <sup>(1)</sup>	Efficiency Ratio	Revenue (Expense) <sup>(1)</sup>	Efficiency Ratio	Revenue (Expense) <sup>(1)</sup>	Efficiency Ratio	Revenue (Expense) <sup>(1)</sup>	Efficiency Ratio
Merger and acquisition related expenses, net	\$ (96.0)	8.9%	\$ (158.7)	16.9%	\$ (20.8)	2.6%	\$ (6.4)	0.8%
Litigation reserve reduction	42.0	(3.9%)	-	-	-	-	-	-



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(1) Pre-tax

## Reconciliation

### Net Interest Margin

	4Q16
<b>Net Interest Income (FTE) - reported</b>	<u>\$ 747.5</u>
Purchase accounting impact (performing loans)	34.5
Purchase accounting impact (credit impaired loans)	<u>4.3</u>
<b>Total Loan Purchase Accounting Impact</b>	38.8
Debt	0.4
Deposit accretion	<u>2.8</u>
<b>Total Net Purchase Accounting Adjustments</b>	\$ 42.0
<b>Net Interest Income (FTE) - core</b>	<u>\$ 705.6</u>
Average Earning Assets	\$ 91,463.5
<b>Net Interest Margin - reported</b>	3.25%
<b>Net Interest Margin - core</b>	3.07%

## Reconciliation

### Loan marks

<b>Performing:</b>	
<b>Loan mark:</b>	
At September 30, 2016	\$ 176
Amortization	(27)
Impact of transfer from HFS	<u>1</u>
At December 31, 2016	\$ 151
<b>Performing loan balance:</b>	
At September 30, 2016	\$14,480
At December 31, 2016	13,715
<b>Purchased credit impaired (PCI):</b>	
<b>Accretable yield:</b>	
At September 30, 2016	\$ 20
Accretion	(4)
Reclassification from nonaccretable difference	<u>21</u>
At December 31, 2016	\$ 37
<b>PCI Loan balance:</b>	
At September 30, 2016	\$ 154
At December 31, 2016	102

# Appendix

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## Basis of Presentation

### Use of Non-GAAP Financial Measures

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

### Annualized Data

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

### Fully-Taxable Equivalent Interest Income and Net Interest Margin

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

### Earnings per Share Equivalent Data

*Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying 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)	2016		2015		Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY	
Interest income	\$ 815	\$ 694	\$ 544	17 %	50 %	
Interest expense	80	69	47	16	69	
Net interest income	735	625	497	18	48	
Provision for credit losses	75	64	36	17	105	
Net interest income after provision	660	562	460	18	43	
Service charges on deposit accounts	92	87	73	5	26	
Cards and payment processing income	49	44	38	11	31	
Mortgage banking income	38	41	31	(8)	19	
Trust services	34	29	26	18	29	
Insurance income	16	16	16	4	6	
Brokerage income	17	15	14	16	18	
Capital markets fees	19	15	14	27	36	
Bank owned life insurance income	17	14	13	18	27	
Gain on sale of loans	25	8	10	233	147	
Securities gains (losses)	(2)	1	0	(272)	(474)	
Other income	30	33	37	(11)	(21)	
Total noninterest income	334	302	272	11	23	
Personnel costs	360	405	289	(11)	25	
Outside data processing and other services	89	91	64	(3)	39	
Equipment	60	41	32	46	88	
Net occupancy	49	41	33	19	50	
Professional services	23	47	13	(51)	78	
Marketing	21	14	12	49	78	
Deposit and other insurance expense	16	15	11	6	42	
Amortization of intangibles	14	9	4	56	272	
Other expense	49	48	42	2	19	
Total noninterest expense	681	712	499	(4)	37	
Income before income taxes	313	152	234	106	34	
Provision for income taxes	74	25	56	199	33	
<b>Net Income</b>	<b>\$ 239</b>	<b>\$ 127</b>	<b>\$ 178</b>	<b>88 %</b>	<b>34 %</b>	

## Mortgage Banking Income Summary

(\$MM)	4Q16	3Q16	2Q16	1Q16	4Q15
Origination and secondary marketing	\$22.2	\$32.7	\$26.9	\$18.5	\$23.9
Servicing fees	12.6	11.7	11.0	11.1	11.1
Amortization of capitalized servicing	(7.6)	(7.7)	(6.7)	(6.4)	(6.7)
Other mortgage banking income	2.9	2.8	2.3	1.7	2.3
Sub-total	30.0	39.5	33.5	24.9	30.6
MSR recovery (impairment)	25.0	2.5	(8.3)	(18.3)	5.1
Net trading gains (losses)	(17.5)	(1.4)	6.4	11.9	(4.3)
Total	\$37.5	\$40.6	\$31.6	\$18.5	\$31.4
Investor servicing portfolio <sup>(1)</sup> (\$B)	\$18.9	\$18.6	\$16.2	\$16.2	\$16.2
Weighted average coupon	4.13%	4.17%	4.21%	4.23%	4.25%
Originations (\$B)	\$1.5	\$1.7	\$1.6	\$0.9	\$1.0
Mortgage servicing rights <sup>(1)</sup>	\$186.2	\$156.8	\$134.4	\$142.1	\$160.7
MSR % of investor servicing portfolio <sup>(1)</sup>	0.99%	0.84%	0.83%	0.88%	0.99%

(1) End-of-period



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## Tax Rate Summary – Reported vs. Adjusted

(\$ in millions)	Reported (GAAP)	M&A Related Net Expenses	Adjusted (Non-GAAP)
<b>2016 Fourth Quarter</b>			
Income before income taxes	\$312.9	\$96.1	\$409.1
Provision for income taxes	\$74.0	\$33.5	\$107.4
Effective tax rate	23.6%		26.3%
<b>2016 Third Quarter</b>			
Income before income taxes	\$151.8	\$158.7	\$310.5
Provision for income taxes	\$24.7	\$52.0	\$76.7
Effective tax rate	16.3%		24.7%
<b>2016 Second Quarter</b>			
Income before income taxes	\$228.8	\$20.8	\$249.6
Provision for income taxes	\$54.3	\$7.2	\$61.5
Effective tax rate	23.7%		24.6%
<b>2016 First Quarter</b>			
Income before income taxes	\$226.3	\$6.4	\$232.7
Provision for income taxes	\$55.0	\$2.0	\$57.0
Effective tax rate	24.3%		24.5%



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# Tax Rate Summary – Reported vs. FTE Adjusted

<i>(\$ in millions)</i>	Reported (GAAP)	FTE Adjustment	FTE Adjusted (Non-GAAP)
<b>2016 Fourth Quarter</b>			
Income before income taxes	\$312.9	\$12.6	\$325.5
Provision for income taxes	\$74.0	\$12.6	\$86.5
Effective tax rate	23.6%		26.6%
<b>2016 Third Quarter</b>			
Income before income taxes	\$151.8	\$10.6	\$162.4
Provision for income taxes	\$24.7	\$10.6	\$35.3
Effective tax rate	16.3%		21.8%
<b>2016 Second Quarter</b>			
Income before income taxes	\$228.8	\$10.1	\$238.9
Provision for income taxes	\$54.3	\$10.1	\$64.4
Effective tax rate	23.7%		26.9%
<b>2016 First Quarter</b>			
Income before income taxes	\$226.3	\$9.1	\$235.4
Provision for income taxes	\$55.0	\$9.1	\$64.1
Effective tax rate	24.3%		27.2%

## Balance Sheet

# Assets

(\$ in millions)	2016		2015	Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY
<b>Assets</b>					
Cash and due from banks	\$ 1,385	\$ 1,662	\$ 847	(17) %	63 %
Interest bearing deposits in banks	58	51	52	14	12
Trading account securities	133	36	37	270	260
Loans held for sale	513	3,414	475	(85)	8
Available-for-sale securities	15,563	16,470	8,775	(6)	77
Held-to-maturity securities	7,807	5,301	6,160	47	27
Loans and leases:					
Commercial and industrial loans and leases	28,059	27,668	20,560	1	36
Commercial real estate loans	7,301	7,256	5,268	1	39
<b>Total commercial</b>	<b>35,360</b>	<b>34,924</b>	<b>25,828</b>	<b>1</b>	<b>37</b>
Automobile	10,969	10,791	9,481	2	16
Home equity loans	10,106	10,120	8,471	(0)	19
Residential mortgage loans	7,725	7,665	5,998	1	29
RV and marine finance	1,846	1,840	---	0	NM
Other consumer loans	956	964	563	(1)	70
<b>Total consumer</b>	<b>31,602</b>	<b>31,380</b>	<b>24,513</b>	<b>1</b>	<b>29</b>
Loans and leases	66,962	66,304	50,341	1	33
Allowance for loan and lease losses	(638)	(617)	(598)	3	7
<b>Net loans and leases</b>	<b>66,324</b>	<b>65,688</b>	<b>49,743</b>	<b>1</b>	<b>33</b>
Bank owned life insurance	2,432	2,423	1,758	0	38
Premises and equipment	816	828	621	(2)	31
Goodwill	1,993	2,004	677	(1)	194
Other intangible assets	402	429	55	(6)	632
Servicing rights	226	181	189	25	19
Accrued income and other assets	2,063	2,277	1,630	(9)	27
<b>Total assets</b>	<b>\$ 99,714</b>	<b>\$100,765</b>	<b>\$ 71,018</b>	<b>(1) %</b>	<b>40 %</b>

NM = Not meaningful

# Liabilities & Shareholders' Equity

(\$ in millions)	2016		2015	Change (%)	
	Dec. 31,	Sep. 30,	Dec. 31,	LQ	YOY
<b>Liabilities</b>					
Demand deposits - non-interest bearing	\$ 22,836	\$ 23,426	\$ 16,480	(3) %	39 %
Demand deposits - interest bearing	15,676	15,730	7,682	(0)	104
Money market deposits	18,407	18,604	19,792	(1)	(7)
Savings and other domestic deposits	11,975	12,418	5,246	(4)	128
Core certificates of deposit	2,535	2,724	2,382	(7)	6
<b>Total core deposits</b>	<b>71,429</b>	<b>72,902</b>	<b>51,582</b>	<b>(2)</b>	<b>38</b>
Other domestic deposits of \$250,000 or more	394	391	501	1	(21)
Brokered deposits and negotiable CDs	3,784	3,972	2,944	(5)	29
Deposits in foreign offices	---	140	268	(100)	(100)
<b>Total deposits</b>	<b>75,608</b>	<b>77,405</b>	<b>55,295</b>	<b>(2)</b>	<b>37</b>
Short-term borrowings	3,693	2,148	615	72	500
Other long-term debt	8,309	8,999	7,041	(8)	18
Accrued expenses and other liabilities	1,796	1,827	1,472	(2)	22
<b>Total liabilities</b>	<b>89,406</b>	<b>90,379</b>	<b>64,424</b>	<b>(1)</b>	<b>39</b>
<b>Shareholders' equity</b>					
Preferred stock	1,071	1,071	386	-	177
Common stock	11	11	8	0	37
Capital surplus	9,881	9,863	7,039	0	40
Less treasury shares, at cost	(27)	(27)	(18)	2	53
Accumulated other comprehensive loss	(401)	(172)	(226)	133	77
Retained earnings	(227)	(359)	(594)	(37)	(62)
<b>Total shareholders' equity</b>	<b>10,308</b>	<b>10,387</b>	<b>6,595</b>	<b>(1)</b>	<b>56</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 99,714</b>	<b>\$100,765</b>	<b>\$ 71,018</b>	<b>(1) %</b>	<b>40 %</b>



## Total Core Deposit Trends

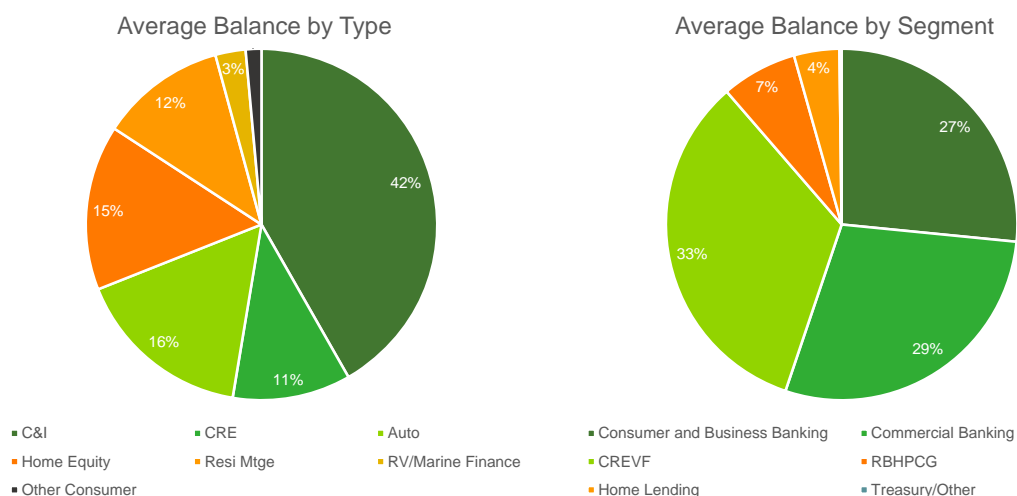
Average (\$B)	4Q16	4Q16 v 3Q16	4Q16 v 4Q15
<b>Commercial</b>			
Demand deposits - non-interest bearing	\$ 18.9	65 %	32 %
Demand deposits - interest bearing	6.7	109	388
Other core deposits <sup>(2)</sup>	7.2	(4)	(24)
Total	32.8	56	30
<b>Consumer</b>			
Demand deposits - non-interest bearing	4.3	61	55
Demand deposits - interest bearing	8.6	85	55
Other core deposits <sup>(2)</sup>	26.2	71	47
Total	39.2	73	49
<b>Total</b>			
Demand deposits - non-interest bearing	23.2	64	35
Demand deposits - interest bearing	15.3	95	121
Other core deposits <sup>(2)</sup>	33.5	52	22
Total	\$ 72.0	65 %	40 %

(1) Linked-quarter percent change annualized

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

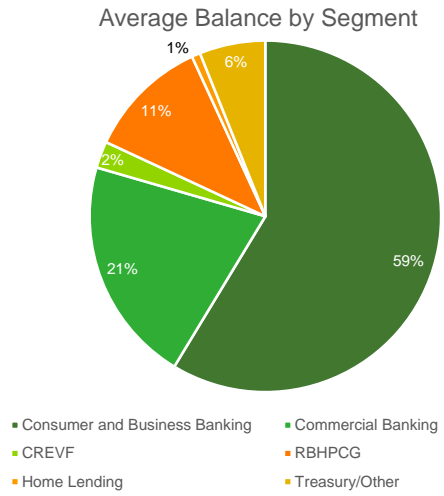
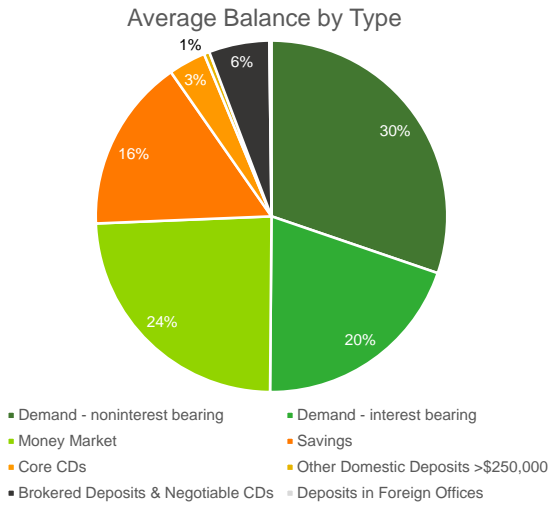
## Loan Portfolio Composition

4Q16 Average Balances



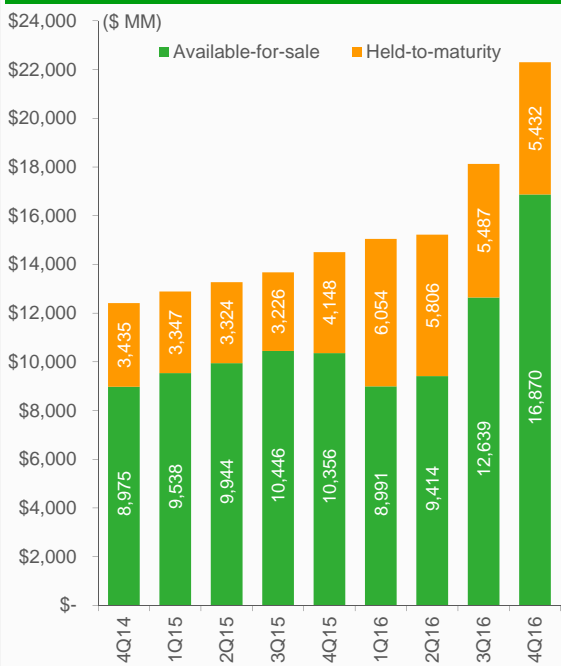
# Deposit Composition

4Q16 Average Balances

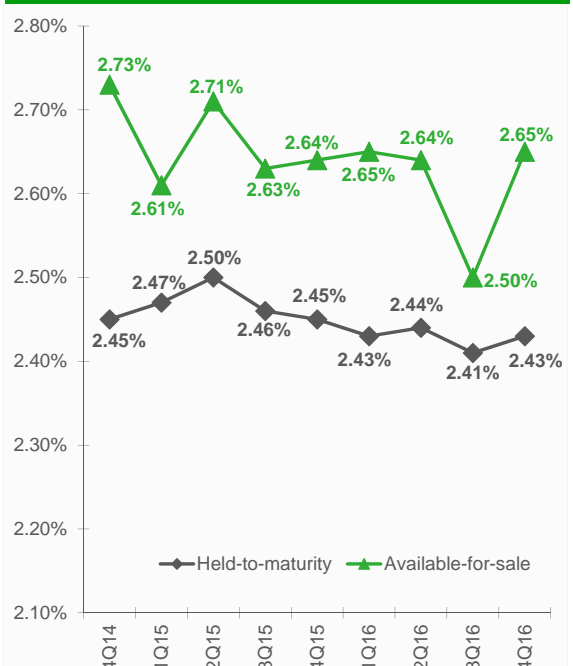


# Securities Mix & Yield<sup>(1)</sup>

## Securities Portfolio Mix



## Securities Portfolio Yield



(1) Average balances

# AFS & HTM Securities Overview<sup>(1)</sup>

(\$mm)	December 31, 2016 <sup>(2)</sup>			September 30, 2016			December 31, 2015		
	Carry Value	% of Portfolio	Estimated Duration <sup>(3)</sup>	Carry Value	% of Portfolio	Estimated Duration <sup>(3)</sup>	Carry Value	% of Portfolio	Estimated Duration <sup>(1)</sup>
<b>AFS Portfolio</b>									
U.S. Treasuries	5	0.0%	0.8	5	0.0%	1.0	5	0.0%	1.9
Agency Debt	64	0.3%	1.6	116	0.5%	3.4	105	0.7%	5.5
Agency P/T	188	0.8%	2.6	495	2.3%	3.7	250	1.7%	2.0
Agency CMO	6,810	29.1%	4.6	6,208	28.5%	3.7	1,631	10.9%	3.9
Agency Multi-Family	3,663	15.7%	4.9	4,165	19.1%	3.7	2,625	17.6%	5.1
Municipal Securities	452	1.9%	4.1	406	1.9%	3.8	361	2.4%	3.6
Other Securities	1,602	6.9%	2.6	2,188	10.1%	2.4	1,725	11.5%	3.6
<b>Total AFS Securities</b>	<b>12,784</b>	<b>54.7%</b>	<b>4.5</b>	<b>13,583</b>	<b>62.4%</b>	<b>3.6</b>	<b>6,701</b>	<b>44.9%</b>	<b>4.3</b>
<b>HTM Portfolio</b>									
Agency Debt	602	2.6%	5.1	575	2.6%	5.0	620	4.2%	6.9
Agency P/T	161	0.7%	3.3	170	0.8%	2.5	196	1.3%	4.8
Agency CMO	4,214	18.0%	4.4	4,197	19.3%	3.2	4,968	33.3%	5.3
Agency Multi-Family	2,823	12.1%	6.4	353	1.6%	3.3	369	2.5%	5.9
Municipal Securities	6	0.0%	11.2	6	0.0%	11.5	7	0.0%	11.8
<b>Total HTM Securities</b>	<b>7,807</b>	<b>33.4%</b>	<b>5.2</b>	<b>5,301</b>	<b>24.4%</b>	<b>3.4</b>	<b>6,160</b>	<b>41.2%</b>	<b>5.5</b>
<b>Direct Purchase</b>									
<b>Municipal Securities</b>	<b>2,779</b>	<b>11.9%</b>	<b>N/A</b>	<b>2,887</b>	<b>13.3%</b>	<b>N/A</b>	<b>2,074</b>	<b>13.9%</b>	<b>N/A</b>
<b>Grand Total</b>	<b>23,370</b>	<b>100.0%</b>	<b>4.7</b>	<b>21,772</b>	<b>100.0%</b>	<b>3.5</b>	<b>14,935</b>	<b>100.0%</b>	<b>4.9</b>
<b>Weighted Average Life<sup>(3)</sup></b>		<b>5.7</b>			<b>4.7</b>			<b>5.6</b>	
<b>Level 1 HQLA</b>		<b>15,660</b>			<b>11,752</b>			<b>7,712</b>	
<b>LCR<sup>(4)</sup></b>		<b>129.9%</b>			<b>110.6%</b>			<b>111.7%</b>	

(1) End of period

(2) Moved approximately \$2 billion in balances to held-to-maturity at the end of 2016 fourth quarter

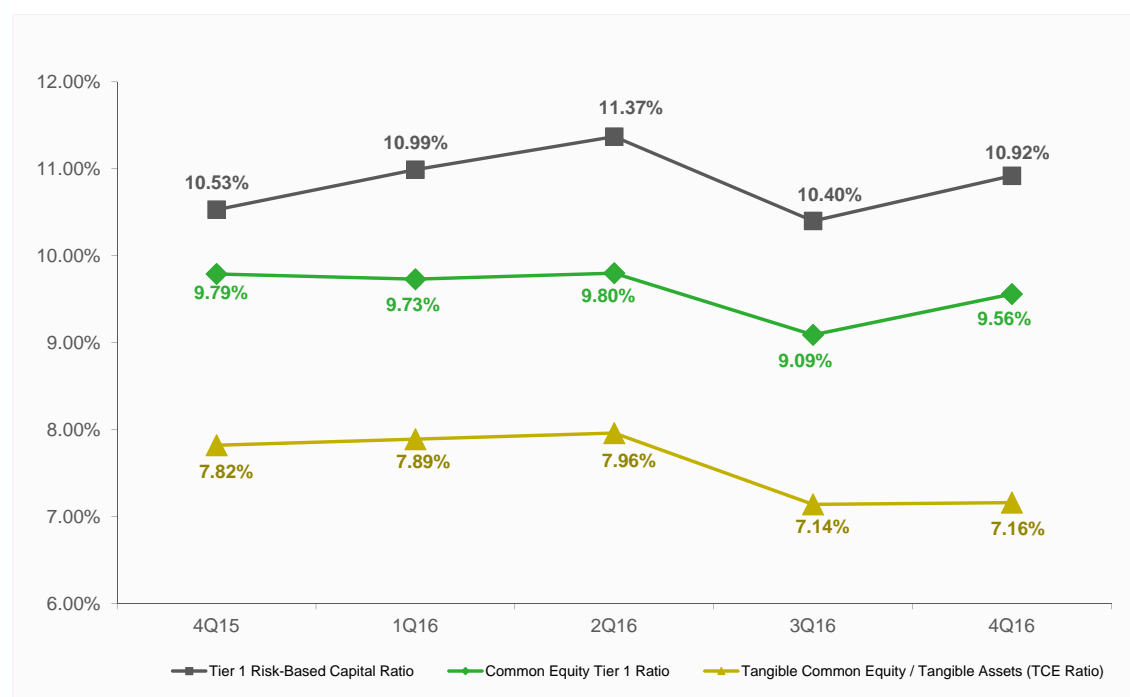
(3) Duration and weighted average life excludes Direct Purchase Municipal Instruments

(4) LCR for December 31, 2016 is estimated



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



(1) End of period

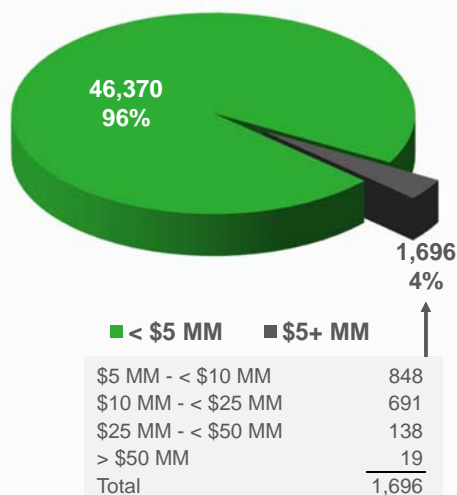


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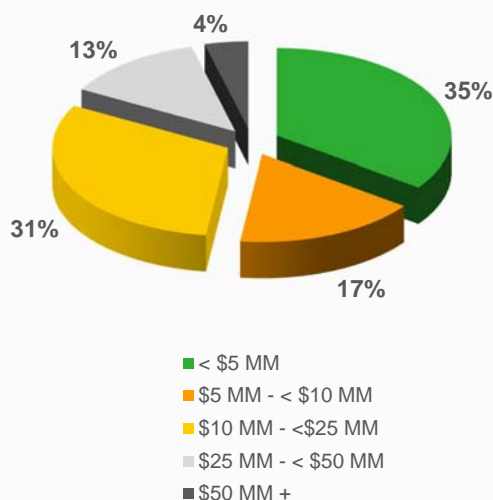
# Total Commercial Loans – Granularity

EOP Outstandings of \$35.4 Billion

## # of Loans by Size



## Loans by Dollar Size



## Commercial and Industrial: \$28.1 Billion<sup>(1)</sup>

- Diversified by sector and geographically within our Midwest footprint – no material change as a result of the FirstMerit acquisition
- 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

	4Q16	3Q16	2Q16	1Q16	4Q15
Period end balance (\$MM)	\$28,059	\$27,668	\$21,372	\$21,254	\$20,560
30+ days PD & accruing	0.24%	0.20%	0.14%	0.28%	0.26%
90+ days PD & accruing <sup>(2)</sup>	0.06%	0.08%	0.03%	0.04%	0.04%
NCOs <sup>(3)</sup>	0.23%	0.31%	0.07%	0.13%	0.04%
NALs	0.83%	0.80%	1.36%	1.45%	0.85%
ACL	1.55%	1.43%	1.78%	1.78%	1.72%

(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

(\$MM)	4Q16	3Q16	2Q16	1Q16	4Q15
<b>Suppliers<sup>(1)</sup></b>					
Domestic	\$ 861	\$ 634	\$ 562	\$ 552	\$ 469
Foreign	0	0	0	0	0
Total suppliers	861	634	562	552	469
<b>Dealers</b>					
Floorplan-domestic	1,833	1,682	1,385	1,327	1,390
Floorplan-foreign	755	700	673	726	686
Total floorplan	2,588	2,382	2,058	2,054	2,076
Other	698	694	660	635	616
Total dealers	3,286	3,076	2,718	2,689	2,692
<b>Total auto industry</b>	<b>\$4,147</b>	<b>\$3,710</b>	<b>\$3,280</b>	<b>\$3,241</b>	<b>\$3,161</b>
<b>NALs</b>					
Suppliers	0.05%	0.00%	0.00%	0.04%	0.05%
Dealers	0.00	0.00	0.00	0.00	0.00
<b>Net charge-offs<sup>(2)</sup></b>					
Suppliers	0.07%	0.00%	0.00%	0.03%	0.01%
Dealers	0.0	0.0	0.0	0.0	0.0

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

(2) Annualized



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## Commercial Real Estate: \$7.3 Billion<sup>(1)</sup>

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

- ◆ Primarily Midwest footprint projects generating adequate return on capital
- ◆ Proven CRE participants... 28+ years average CRE experience
- ◆ >80% of the loans have personal guarantees
- ◆ >67% is within our geographic footprint
- ◆ Relatively modest increase from FirstMerit acquisition – remained within the established concentration limit

### Credit Quality Trends

	4Q16	3Q16	2Q16	1Q16	4Q15
Period end balance (\$MM)	\$7,301	\$7,256	\$5,322	\$5,282	\$5,268
30+ days PD & accruing	0.56%	0.36%	0.24%	0.32%	0.35%
90+ days PD & accruing <sup>(2)</sup>	0.24%	0.25%	0.20%	0.24%	0.18%
NCOs <sup>(3)</sup>	(0.30)%	(0.17)%	(0.05)%	(1.34)%	(0.32)%
NALs	0.28%	0.29%	0.44%	0.58%	0.55%
ACL	1.42%	1.56%	2.04%	2.07%	2.04%

(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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# Automobile: \$11.0 Billion<sup>(1)</sup>

## ● Extensive relationships with high quality Dealers

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

## ● Relationships create the flow of auto loans

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

## ● Operational efficiency and scale leverages expertise

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

## ● FirstMerit impact includes a higher composition of used vehicles, but consistent origination quality

Credit Quality Trends	4Q16	3Q16	2Q16	1Q16	4Q15
Period end balance (\$MM)	<b>\$10,969</b>	\$10,791	\$10,381	\$9,920	\$9,481
30+ days PD & accruing	<b>0.94%</b>	0.81%	0.78%	0.70%	0.96%
90+ days PD & accruing	<b>0.09%</b>	0.07%	0.05%	0.05%	0.08%
NCOs	<b>0.48%</b>	0.27%	0.17%	0.28%	0.33%
NALs	<b>0.05%</b>	0.05%	0.05%	0.08%	0.07%

(1) End of period



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## Auto Loans – Production and Credit Quality

	4Q16	3Q16	2Q16	1Q16	4Q15	3Q15	2Q15	1Q15
<b>Originations</b>								
Amount (\$MM)	<b>\$1,399</b>	\$1,499	\$1,558	\$1,367	\$1,291	\$1,485	\$1,383	\$1,048
% new vehicles	<b>49%</b>	46%	45%	46%	54%	47%	48%	44%
Avg. LTV	<b>89%</b>	90%	89%	88%	89%	90%	90%	89%
Avg. FICO	<b>765</b>	764	765	765	769	764	762	759
Expected cumulative loss	<b>0.84%</b>	0.87%	0.86%	0.82%	0.81%	0.91%	0.91%	0.91%
<b>Portfolio Performance</b>								
30+ days PD & accruing %	<b>0.94%</b>	0.81%	0.78%	0.70%	0.96%	0.86%	0.76%	0.70%
NCO %	<b>0.48%</b>	0.27%	0.17%	0.28%	0.33%	0.22%	0.17%	0.19%
<b>Vintage Performance<sup>(1)</sup></b>								
6-month losses			0.05%	0.03%	0.04%	0.06%	0.04%	0.03%
9-month losses				0.08%	0.09%	0.11%	0.09%	0.10%
12-month losses					0.15%	0.16%	0.14%	0.18%

(1) Annualized



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## Auto Loans - Origination Trends

Loan originations from 2010 through 2016 demonstrate strong characteristics and continued improvements from pre-2010

(\$MM)	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Originations	\$5,816	\$5,207	\$5,242	\$4,220	\$4,021	\$3,575	\$3,428	\$1,586	\$2,213	\$1,911	\$1,720
% New Vehicles	49%	48%	49%	46%	45%	52%	48%	37%	44%	47%	40%
Avg. LTV	89%	90%	89%	89%	88%	88%	88%	92%	95%	97%	96%
Avg. FICO	765	764	764	760	758	760	768	763	752	743	742
Weighted Avg. Original Term (months)	68	68	67	67	66	65	65	64	69	70	70
Annualized risk expected loss	0.25%	0.27%	0.26%	0.28%	0.27%	0.22%	0.37%	0.40%	0.60%	0.83%	0.89%
Charge-off % (annualized)	0.30%	0.23%	0.23%	0.19%	0.21%	0.26%	0.54%	1.51%	1.12%	0.65%	0.40%
Manheim Market Report average (MMR)	125.1	124.7	123.2	121.4	123.6	124.9	120.5	112.1	106.7	113.9	113.4
Unemployment rate <sup>(1)</sup>	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%	9.3%	5.8%	4.6%	4.6%

### Notes:

1: Credit scoring model updated in 2011

2: Previous credit model used in these periods; underwrote to a macro higher risk-expected loss in 2006 to 2008 periods

3: Higher losses in these periods partially driven by lower MMR

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



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## Indirect Auto Charge-off Performance

Reconciliation – non GAAP

(\$MM)	4Q16			Full Year 2016		
	Originated	Acquired	Total	Originated	Acquired	Total
Average Auto Loans	\$9,416	\$1,450	\$10,866	\$9,973	\$567	\$10,540
Loans Securitized	1,464	--	1,464	372	--	372
Adjusted Avg Auto Loans	10,880	1,450	12,330	10,345	567	10,912
Reported Net Charge-offs (NCOs)	\$9.4	\$3.8	\$13.1	\$27.1	\$4.9	\$32.0
FMER-related Net Recoveries in Noninterest Income	--	(0.8)	(0.8)	--	(1.8)	(1.8)
Adjusted Net Charge-offs	9.4	2.9	12.3	27.1	3.2	30.2
Reported NCOs as % of Reported Avg Loans	0.40%	1.03%	0.48%	0.27%	0.87%	0.30%
Adjusted NCOs as % of Reported Avg Loans	0.40%	0.80%	0.45%	0.27%	0.56%	0.29%
Adjusted NCOs as % of Adjusted Avg Loans	0.34%	0.80%	0.40%	0.26%	0.56%	0.28%

- The fourth quarter and full year auto loan performance trends were significantly impacted by the Auto loan securitization and the accounting for recoveries on loans acquired for FirstMerit. However, the HBAN originated portfolio is performing consistent with 2015 levels
- In September 2016, HBAN moved \$1.5 billion of performing loans into HFS for purposes of initiating a securitization. This reduced the portfolio balance without any corresponding reduction in losses, resulting in an increased loss ratio. The full year results had a 4 bps impact to the originated component of the portfolio
- Accounting requires that all recoveries associated with loans charged off prior to the date of acquisition be booked as NII. This inflates the level of net charge-offs as the normal recovery stream is not included



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## Home Equity: \$10.1 Billion<sup>(1)</sup>

- ◆ No material difference in risk characteristics of the \$1.4 billion FirstMerit acquired loans
- ◆ Focused on geographies within our Midwest footprint with relationship customers
- ◆ Focused on high quality borrowers... 4Q16 originations:
  - Average FICO scores of >750+
  - Average LTVs of <80% for junior liens and <70% for 1st-liens
  - Approximately 65% are 1st-liens
- ◆ Portfolio: average FICO of 759 with 60% 1<sup>st</sup>-liens and 40% 2<sup>nd</sup>-liens
- ◆ Conservative underwriting – manage the probability of default with increased interest rates used to ensure affordability on variable rate HELOCs

Credit Quality Trends	4Q16	3Q16	2Q16	1Q16	4Q15
Period end balance (\$MM)	<b>\$10,106</b>	\$10,120	\$8,447	\$8,422	\$8,471
30+ days PD & accruing	<b>0.70%</b>	0.66%	0.56%	0.55%	0.71%
90+ days PD & accruing	<b>0.11%</b>	0.13%	0.09%	0.10%	0.11%
NCOs	<b>0.06%</b>	0.11%	0.05%	0.17%	0.22%
NALs	<b>0.71%</b>	0.68%	0.67%	0.74%	0.78%

(1) End of Period



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## Home Equity – Origination Trends

(\$MM)	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Originations	\$2,717	\$3,048	\$2,934	\$2,609	\$2,239	\$2,518	\$2,041	\$1,702	\$2,301	\$2,321	\$2,422
Avg. LTV	78%	77%	76%	72%	74%	74%	73%	74%	73%	74%	73%
Avg. FICO	775	781	780	779	771	771	770	768	757	745	737
Charge-off % (annualized)	0.06%	0.23%	0.44%	0.99%	1.40%	1.28%	1.84%	1.40%	0.91%	0.56%	0.44%
HPI Index <sup>(1)</sup>	198.2	187.7	179.6	170.7	162.4	159.6	165.6	171.0	178.3	190.7	193.8
Unemployment rate <sup>(2)</sup>	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%	9.3%	5.8%	4.6%	4.6%

- Consistent origination strategy since 2010
- HPI Index back to roughly same level as 2006 – consistent with general assessment of the overall market
- Origination continues to be oriented toward 1st lien position HELOCs, 65% of current balances are associated with 1st lien exposure

(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



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## Residential Mortgages: \$7.7 Billion<sup>(1)</sup>

- No material difference in risk characteristics of the \$1.1 billion FirstMerit acquired loans
- Traditional product mix focused on geographies within our Midwest footprint
- Early identification of at-risk borrowers. “Home Savers” program has achieved a 70-75% success rate
- Average 4Q16 origination: FICO of 748, new / refi mix approx. 75 / 25%

Credit Quality Trends	4Q16	3Q16	2Q16	1Q16	4Q15
Period end balance (\$MM)	\$7,725	\$7,665	\$6,377	\$6,082	\$5,998
30+ days PD & accruing	2.82%	2.74%	2.82%	2.90%	3.28%
90+ days PD & accruing	0.87%	0.89%	1.06%	1.14%	1.17%
NCOs	0.09%	0.10%	0.05%	0.11%	0.21%
NALs	1.17%	1.15%	1.34%	1.48%	1.58%

(1) End of Period



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## Residential Mortgages – Origination Trends

(\$MM)	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Originations	\$1,878	\$1,455	\$1,188	\$1,414	\$906	\$1,411	\$1,144	\$457	\$803	\$1,571	\$1,309
Avg. LTV	84.0%	83.2%	82.6%	77.8%	81.3%	80.5%	82.0%	82.7%	78.6%	76.3%	79.4%
Avg. FICO	751	756	754	759	756	760	757	739	731	717	724
Charge-off % (annualized)	0.09%	0.17%	0.35%	0.52%	0.92%	1.20%	1.54%	1.31%	0.43%	0.23%	0.10%
HPI Index <sup>(1)</sup>	198.2	187.7	179.6	170.7	162.4	159.6	165.6	171.0	178.3	190.7	193.8
Unemployment rate <sup>(2)</sup>	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%	9.3%	5.8%	4.6%	4.6%

- Consistent origination strategy since 2010
- HPI Index back to roughly same level as 2006 – consistent with general assessment of the overall market

(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



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# Recreational Vehicle & Marine: \$1.8 Billion<sup>(1)</sup>

- Indirect origination via established dealers
- Well established product for FirstMerit; new product for Huntington
- Centrally underwritten, with focus on quality borrowers
- Average 4Q16 origination: FICO of 770
- Tightening underwriting to align with Huntington's origination standards and risk appetite
  - Leveraging Huntington Auto Finance's existing infrastructure and standards

Credit Quality Trends	4Q16	3Q16
Period end balance (\$MM)	\$1,846	\$1,840
30+ days PD & accruing	0.74%	0.53%
NCOs	0.47%	0.05%

(1) End of Period



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## Credit Quality Review

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# Credit Quality Trends Overview

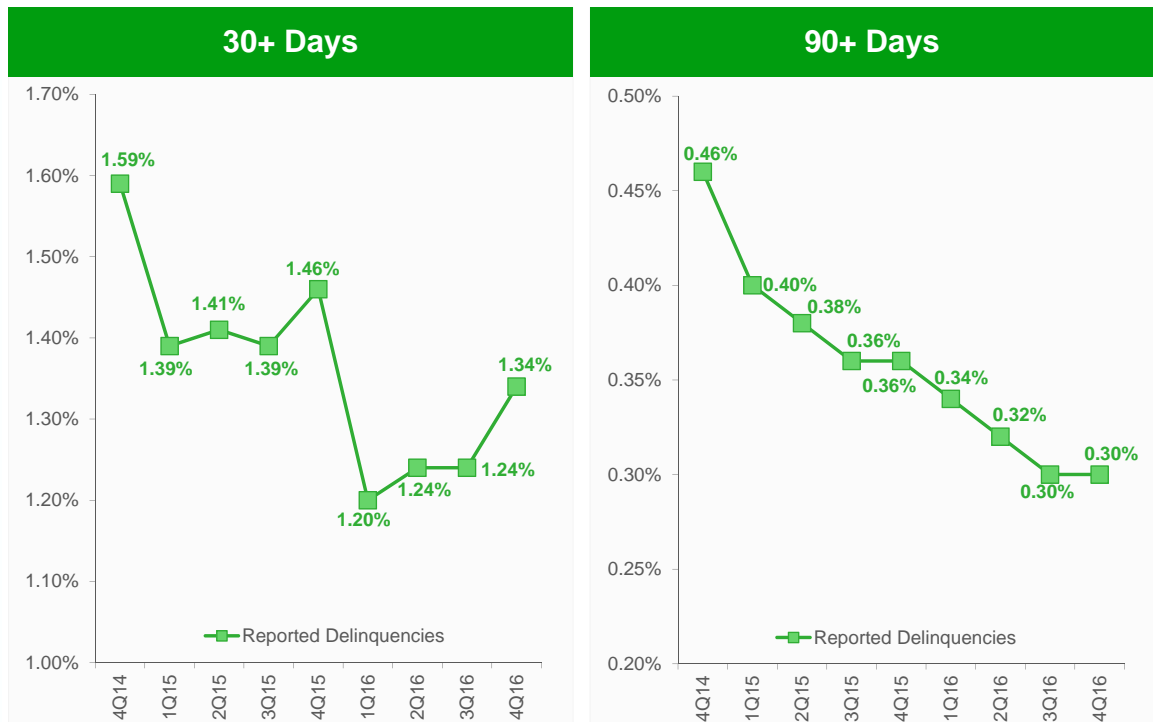
	4Q16	3Q16	2Q16	1Q16	4Q15
Net charge-off ratio	<b>0.26%</b>	0.26%	0.13%	0.07%	0.18%
90+ days PD and accruing	<b>0.19</b>	0.20	0.19	0.21	0.21
NAL ratio <sup>(1)</sup>	<b>0.63</b>	0.61	0.88	0.97	0.74
NPA ratio <sup>(2)</sup>	<b>0.72</b>	0.72	0.93	1.02	0.79
Criticized asset ratio <sup>(3)</sup>	<b>3.62</b>	3.54	3.44	3.50	3.54
ALLL ratio	<b>0.95</b>	0.93	1.19	1.19	1.19
ALLL / NAL coverage	<b>151</b>	153	135	123	161
ALLL / NPA coverage	<b>134</b>	130	127	117	150
ACL ratio	<b>1.10</b>	1.06	1.33	1.34	1.33
ACL / Criticized assets <sup>(3)</sup>	<b>30.34</b>	30.90	38.51	38.13	37.54
ACL / NAL coverage	<b>174</b>	174	151	138	180
ACL / NPA coverage	<b>153</b>	148	142	131	168

(1) NALs divided by total loans and leases

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

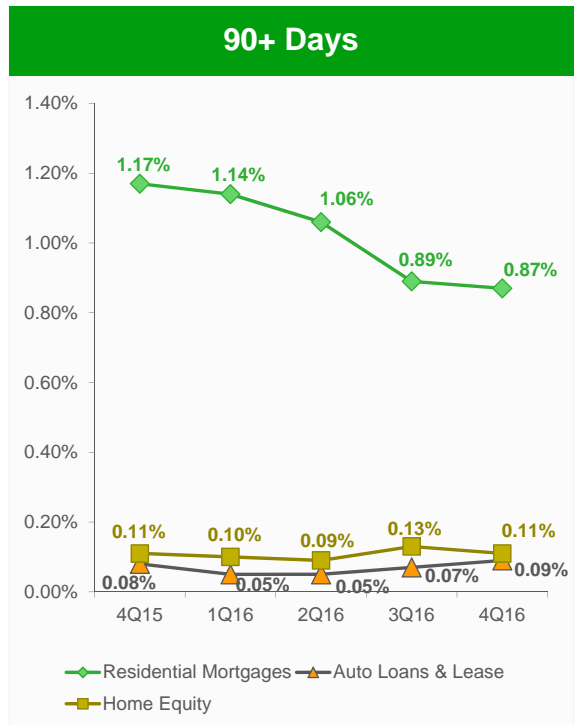
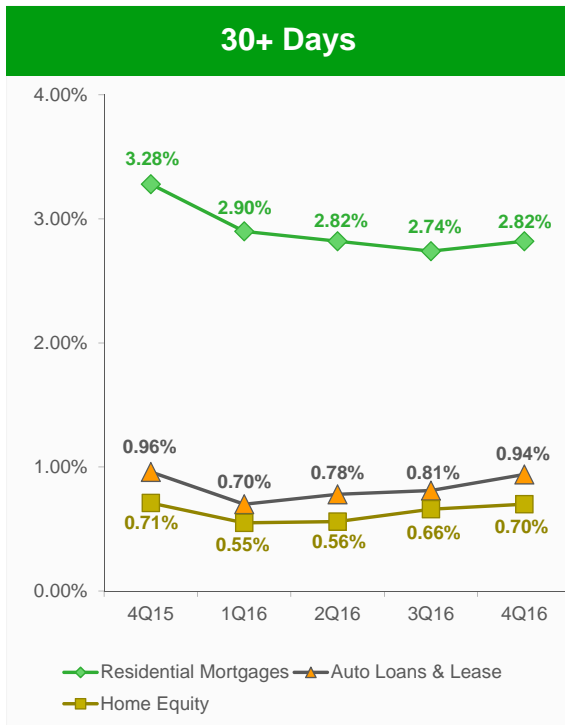
(3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs

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



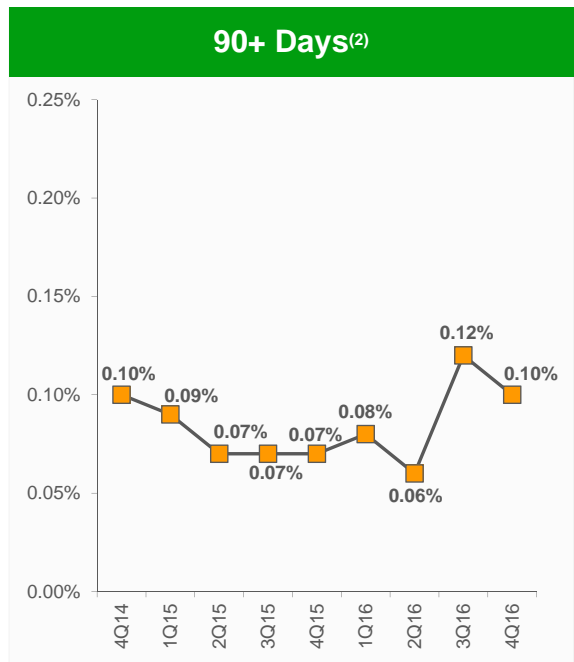
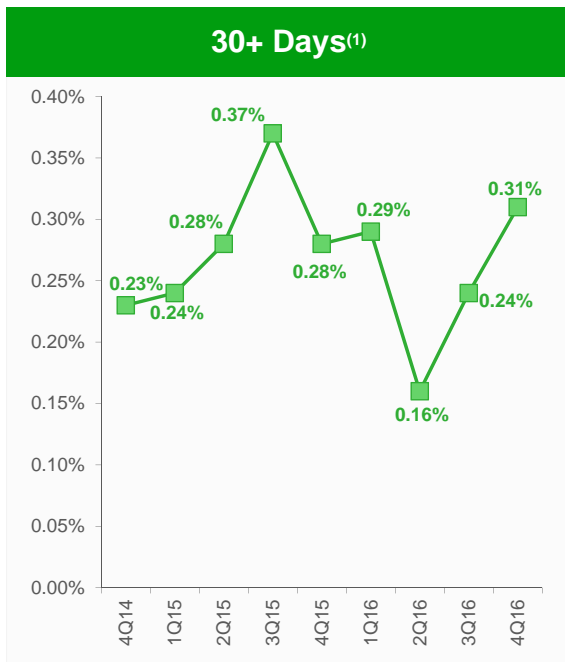
(1) End of period; delinquent but accruing as a % of related outstandings at EOP

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



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

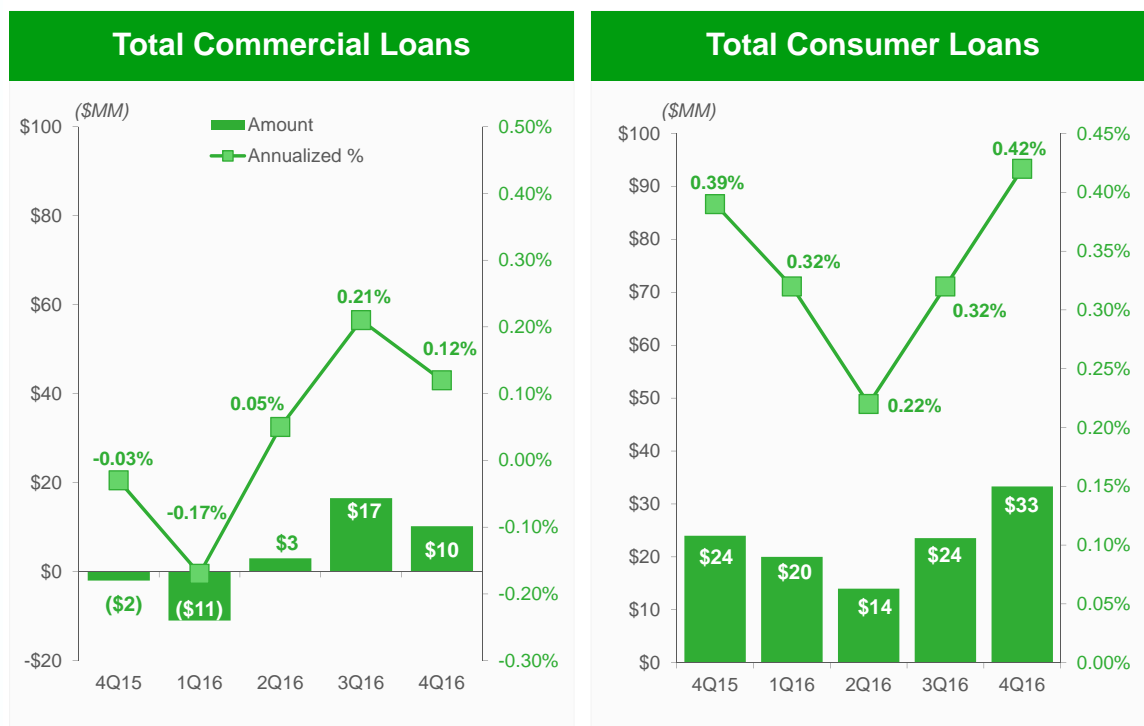
# Total Commercial Loan Delinquencies



(1) Amounts include Huntington Technology Finance administrative lease delinquencies

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

## Net Charge-Offs



## Nonperforming Asset Flow Analysis

(\$MM)	4Q16	3Q16	2Q16	1Q16	4Q15
NPA beginning-of-period	\$475.6	\$489.8	\$524.9	\$398.9	\$381.4
Additions / increases <sup>(1)</sup>	150.4	167.0	74.6	240.7	141.9
Return to accruing status	(12.6)	(81.1)	(18.6)	(14.3)	(23.2)
Loan and lease losses	(37.4)	(31.5)	(25.4)	(40.5)	(29.4)
Payments	(33.0)	(67.5)	(58.6)	(51.5)	(64.1)
Sales & other	(62.0)	(1.1)	(7.0)	(8.5)	(7.6)
NPA end-of-period	\$480.9	\$475.6	\$489.8	\$524.9	\$398.9
Percent change	1%	(3)%	(7)%	32%	5%

(1) Includes \$57MM of NALs and OREO balances from the FMER acquisition

# Total Commercial Loans

## Criticized Loan Flow Analysis

### End of Period

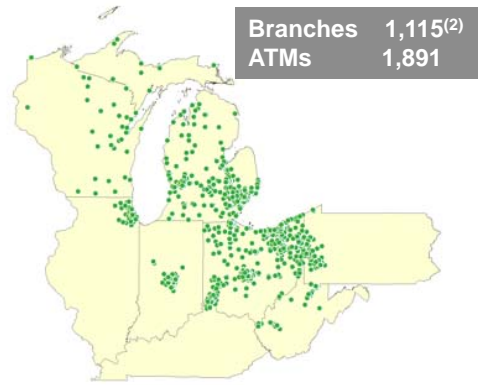
(\$MM)	4Q16	3Q16	2Q16	1Q16	4Q15
Criticized beginning-of-period	\$2,022	\$1,551	\$1,550	\$1,505	\$1,473
Additions / increases	287	233	322	320	357
Advances	66	76	173	133	59
Upgrades to "Pass"	(106)	(147)	(126)	(106)	(176)
Paydowns	(263)	(201)	(252)	(271)	(190)
Charge-offs	(15)	(22)	(16)	(29)	(18)
FMER Net Change	114	533	0	0	0
Criticized end-of-period	\$2,105	\$2,022	\$1,551	\$1,550	\$1,505
Percent change	4%	23%	0%	3%	2%

## Franchise and Leadership

# Huntington Bancshares Overview

Midwest financial services holding company

Founded - 1866  
 Headquarters - Columbus, Ohio  
 Total assets - \$100 Billion  
 Employees<sup>(1)</sup> - 15,993  
 Franchise:



## Deposits - Top 10 MSAs

MSA	Rank	Branches	Deposits	Share
Columbus, OH	1	97	\$20,453	32.1%
Cleveland, OH	2	153	8,976	14.0
Detroit, MI	6	121	6,542	5.4
Akron, OH	1	56	5,611	38.5
Indianapolis, IN	4	46	3,272	7.2
Cincinnati, OH	4	36	2,727	2.6
Pittsburgh, PA	8	38	2,689	2.3
Chicago, IL	16	39	2,581	0.7
Toledo, OH	1	33	2,474	24.7
Grand Rapids, MI	2	46	2,466	12.0

Source: SNL Financial, company presentations and filings  
 FDIC deposit data as of June 30, 2016

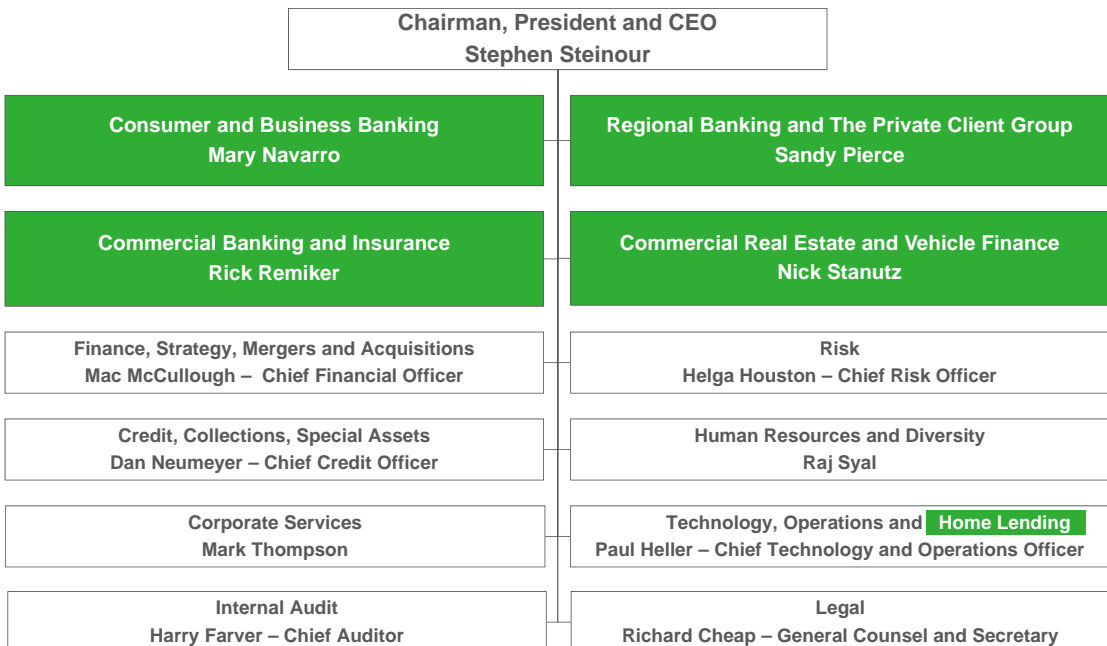
**% Deposits**  
 #1 Share markets 44%  
 #1- #3 Share markets 63%

State	Branches	ATMs
Ohio	523	1,035
Michigan	353	431
Illinois	39	38
Wisconsin	37	37
Pennsylvania	53	106
Indiana	46	77
West Virginia	30	147
Kentucky	10	20

(1) 4Q16 Average full-time equivalent (FTE) (2) Includes 24 Private Client Group Offices



# Leadership Team



# Welcome



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