

# Welcome

## Huntington Bancshares Incorporated 2017 First Quarter Earnings Review

April 19, 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.

## 2017 First Quarter Highlights

Successfully completed the FirstMerit branch and systems conversion & branch consolidations

<b>EPS</b> -15% Y/Y	<b>TBVPS</b> -8% Y/Y	<b>ROA</b> 0.84%	<b>ROTCE</b> 11.3%
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Financial Highlights			Balance Sheet		
		Y/Y			Y/Y
EPS	\$0.17	-15%	TBVPS	\$6.55	-8%
Net Interest Margin	3.30%	+19 bp	Avg Assets	\$100,343	40%
Net Interest Income (FTE)	\$742	45%	Avg Earning Assets	\$91,139	38%
Noninterest Income	\$312	29%	Avg Loans and Leases	\$66,981	32%
Total Revenue (FTE)	\$1,054	40%	Avg Deposits	\$75,939	38%
Noninterest Expense	\$707	44%	Avg Core Deposits	\$71,500	39%
Net Income	\$208	21%	Avg Tang. Common Equity	\$7,101	27%
Avg diluted shares	1,108.6	37%	TCE Ratio	7.28%	-61 bp
Efficiency Ratio	65.7%	+110 bp	CET1 Ratio	9.67%	-6 bp
NCOs / Avg Loans	0.24%	+17 bp	NPA Ratio	0.68%	-34 bp

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



3

## 1Q17 YoY Summary Income Statement

Quarterly comparisons significantly impacted by continued FirstMerit integration efforts

(in millions)	2017	2016				Change	
	First	Fourth	Third	Second	First	LQ	YOY
	Quarter	Quarter	Quarter	Quarter	Quarter		
Net interest income - FTE	\$ 742.0	\$ 747.5	\$ 636.0	\$ 516.0	\$ 512.2	-1 %	45 %
Total noninterest income	312.5	334.3	302.4	271.1	241.9	-7	29
Total Revenue - FTE	1,054.5	1,081.9	938.4	787.1	754.1	-3	40
Total noninterest expense	707.4	681.5	712.2	523.7	491.1	4	44
Provision for credit losses	67.6	74.9	63.8	24.5	27.6	-10	145
Pre-tax income	267.4	312.9	162.4	238.9	226.3	-15	18
<b>Net Income</b>	<b>\$ 208.1</b>	<b>\$ 239.0</b>	<b>\$ 127.0</b>	<b>\$ 174.5</b>	<b>\$ 171.3</b>	<b>-13 %</b>	<b>21 %</b>

### Noninterest Income

- \$13 MM increase in service charges on deposit accounts
- \$13 MM increase in mortgage banking income

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

- \$68 MM increase compared to 1Q16

### Noninterest Expense

- \$97 MM increase in personnel costs
- \$18 MM increase in other expense
- \$9 MM increase in deposit and other insurance expense

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

- \$149 MM increase compared to 1Q16

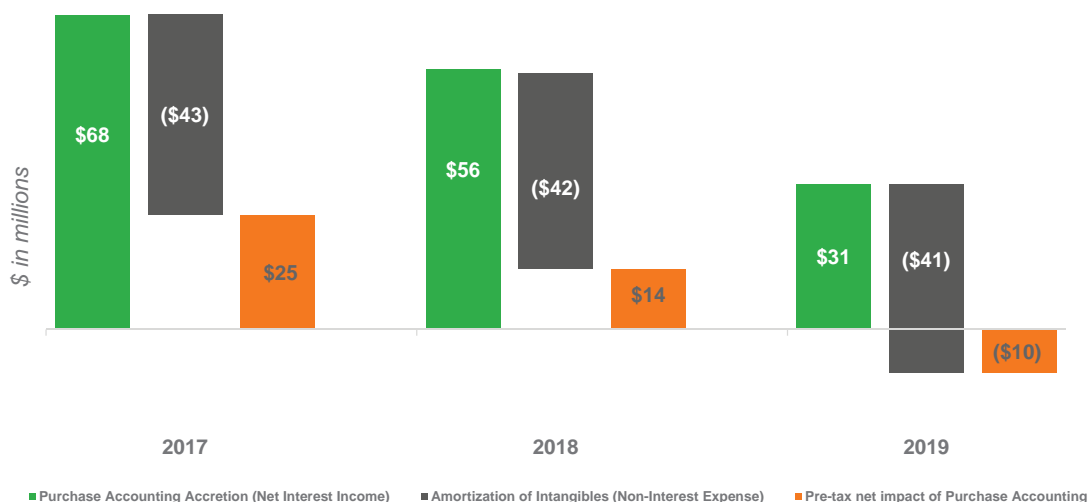
(1) Details on slide 15



4

## Expected Impact of Purchase Accounting

Added 16 basis points to Net Interest Margin during the first 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 in future periods

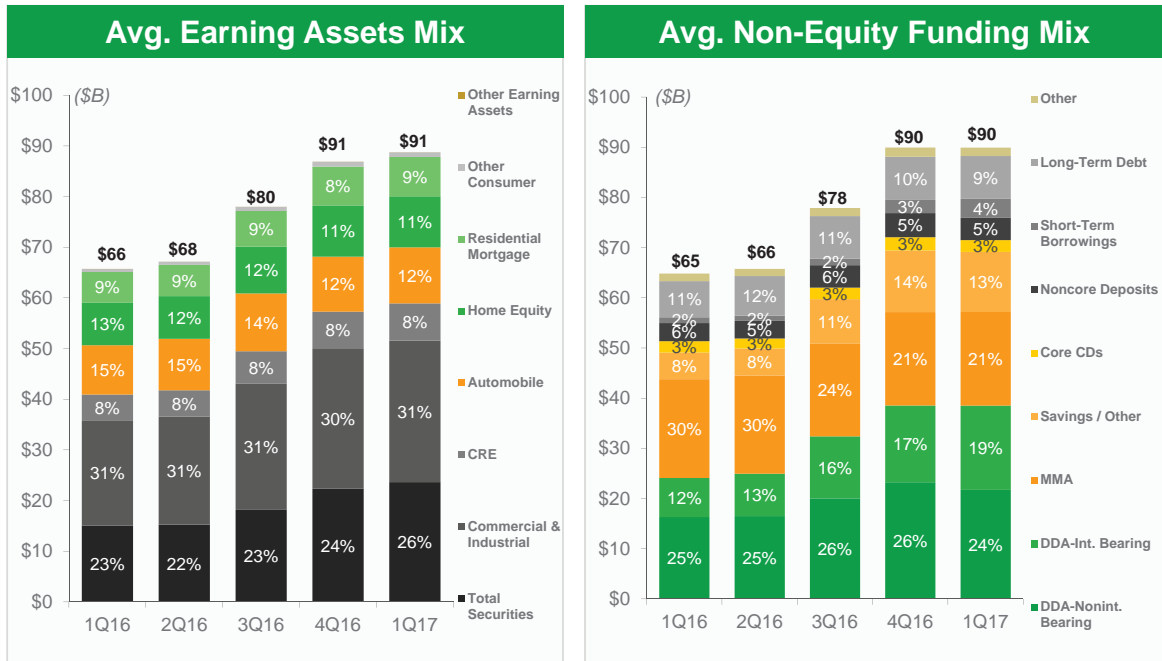
## YTD Operating Leverage

Solid start to achieving full-year positive operating leverage

(\$MM)	2017	2016	Y/Y Change	
	Actual	Actual	\$	%
Net interest income	\$ 730.0	\$ 503.1		
FTE adjustment	12.1	9.2		
<b>FTE Net interest income</b>	<b>\$ 742.0</b>	<b>\$ 512.2</b>	229.8	44.9
Noninterest income	\$ 312.5	\$ 241.9		
Securities gains (losses)	(0.0)	-		
Merger and acquisition related gain (loss)	2.2	-		
Net gain (loss) MSR hedging	1.4	(6.4)		
<b>Adjusted noninterest income</b>	<b>\$ 308.9</b>	<b>\$ 248.3</b>	60.6	24.4
<b>Adjusted total revenue</b>	<b>\$ 1,050.9</b>	<b>\$ 760.5</b>	290.4	38.2
Noninterest expense	\$ 707.4	\$ 491.1		
Merger and acquisition expenses	73.3	6.4		
<b>Adjusted noninterest expense</b>	<b>\$ 634.1</b>	<b>\$ 484.7</b>	149.4	30.8

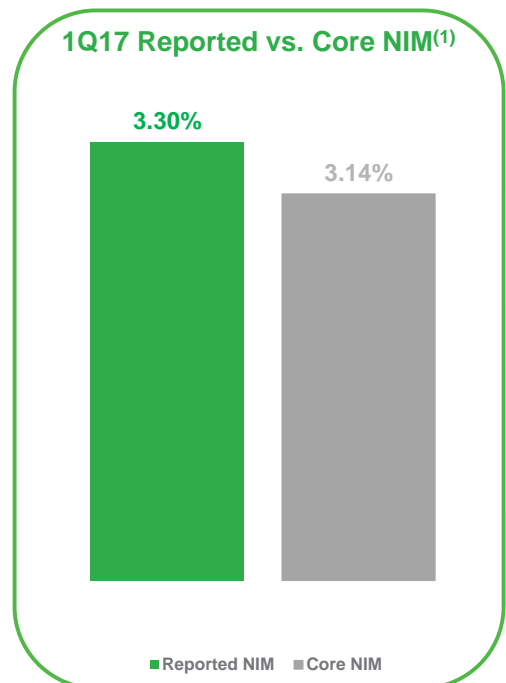
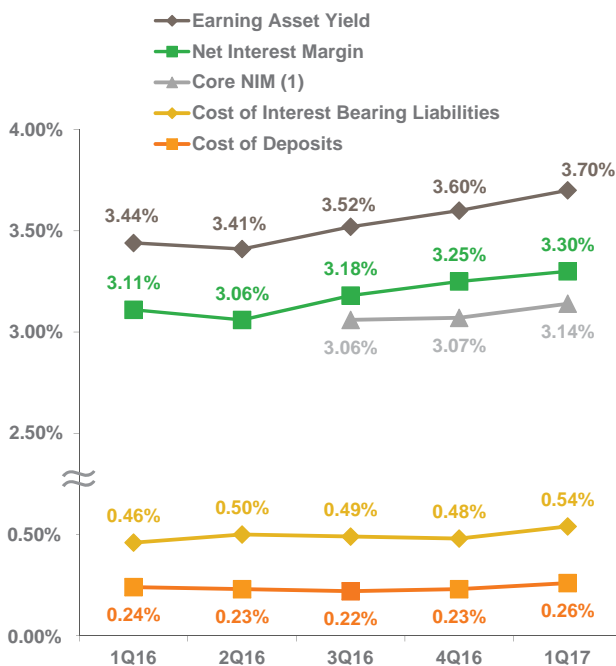
# Earning Asset/Liability Mix

Strong core growth complemented by FirstMerit acquisition



# Net Interest Margin (FTE)

Purchase accounting adjustments added 16 basis points to NIM



(1) Net of purchase accounting adjustments; see reconciliation on slide 17

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

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

	1Q17	4Q16	3Q16	2Q16	1Q16
Tang. common equity / tang. assets	<b>7.28%</b>	7.16%	7.14%	7.96%	7.89%
Common equity Tier 1 (CET1)	<b>9.67</b>	9.56	9.09	9.80	9.73
Tier 1 leverage	<b>8.78</b>	8.70	9.89	9.55	9.29
Tier 1 risk-based capital	<b>11.04</b>	10.92	10.40	11.37	10.99
Total risk-based capital	<b>13.15</b>	13.05	12.56	13.49	13.17
Total risk-weighted assets (\$B)	<b>\$78.1</b>	\$78.3	\$80.5	\$60.7	\$59.8
Double leverage <sup>(2)</sup>	<b>107%</b>	108%	106%	95%	91%

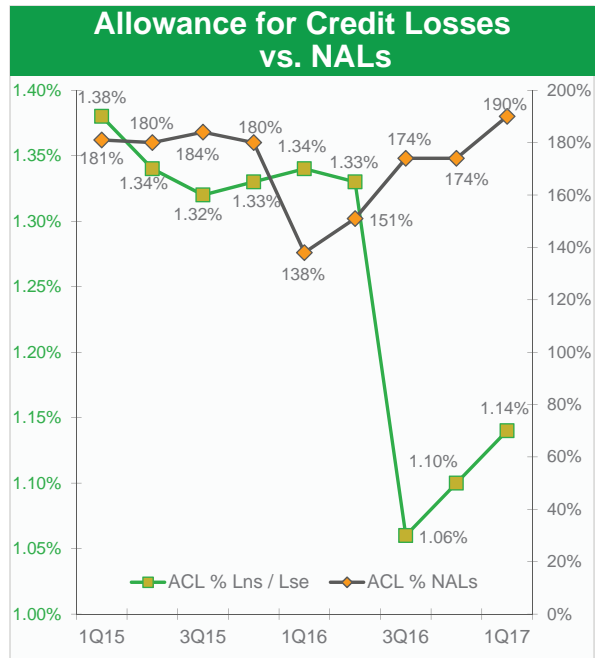
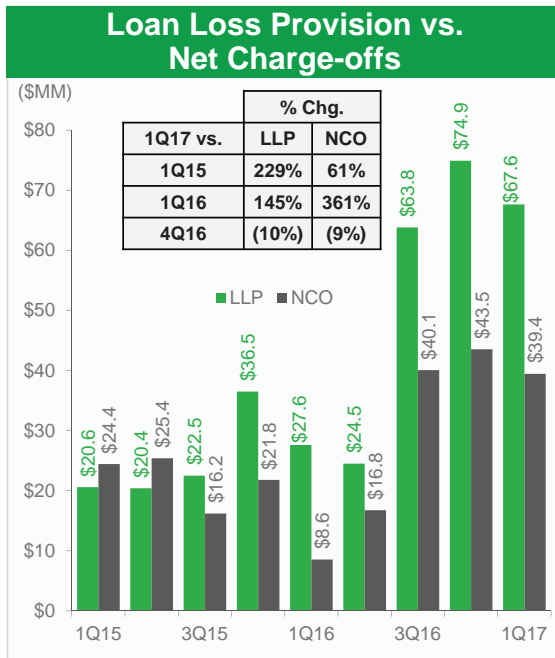
(1) End of period

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



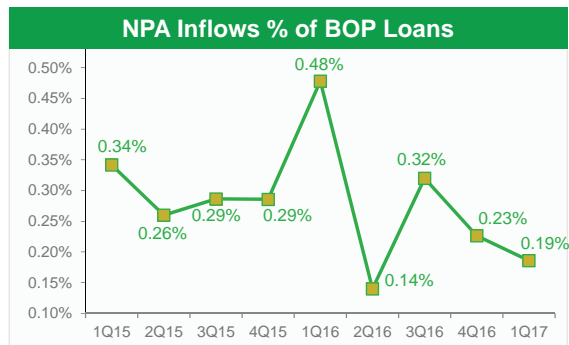
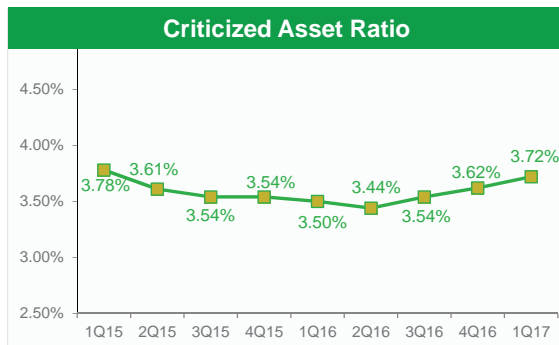
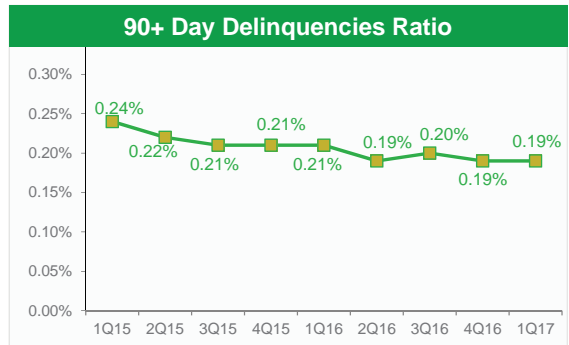
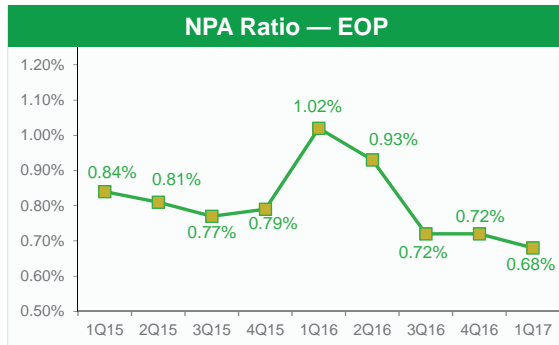
# Provision, NCO, and ACL

Allowance and other ratios impacted by FirstMerit acquisition



# Asset Quality Trends

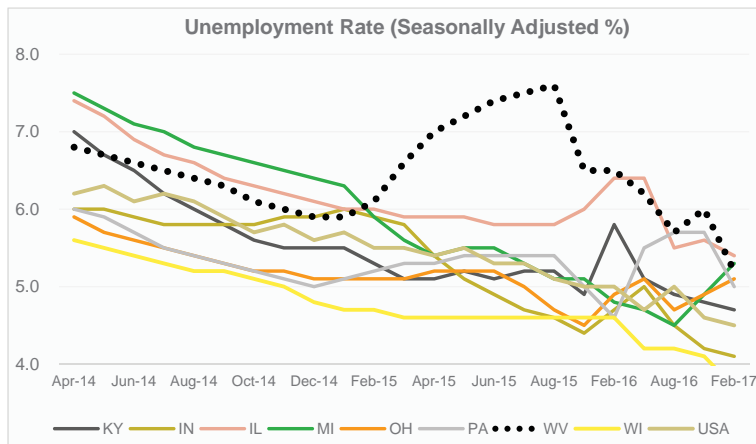
Overall credit metrics remain stable



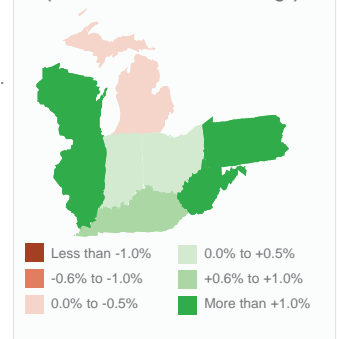
# Footprint Economic Indicators

Leading indicators signal optimism for 2017

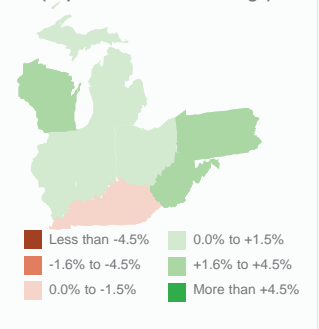
- According to the Philadelphia FRB coincident economic indicator, economic activity in Michigan, Ohio, and Indiana has grown faster than the U.S. in the economic recovery-to-date.
- Economic activity growth is expected to grow on par with the U.S. in most of the Huntington footprint states; per capita disposable personal income growth should remain solid as it has for the recovery overall; Goods producing sectors should benefit from expected improvements in the international economy in 2017; Vehicle sales are expected to edge down after 2 superlative sales years, with the mix shifting towards larger vehicles.
- Unemployment Rates have been at or near 15 year lows in most footprint states. Solid housing markets provided home price growth in all 8 Huntington footprint states for 3 consecutive years.



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



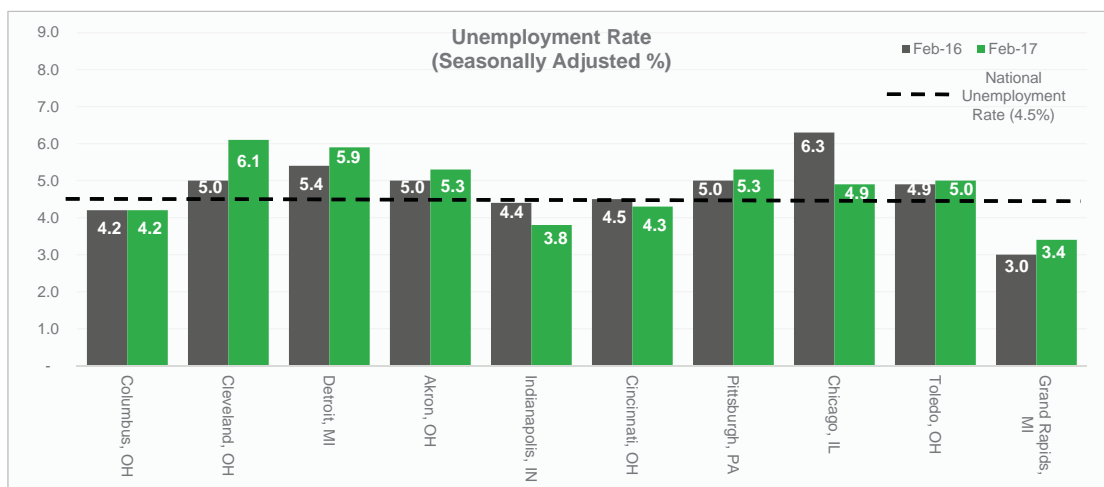
January 2017 State Leading Indexes (Expected Six-Month Change)



# Unemployment Rates in Top 10 Deposit MSAs

Our largest deposit markets compare favorably with U.S.

- Since the end of the financial crisis in 2008, unemployment rates have gone from being well above the national average to rates generally below or near the national average in many areas of the Huntington Footprint states. Unemployment rates declined in 6 of 8 footprint states in the 12 months ending February.
- Economic activity in Michigan, Ohio, Indiana and other footprint states have 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. Michigan, Indiana and Ohio have created over 50% of national manufacturing employment since the recession.
- Unemployment rates in Indiana, Wisconsin, Kentucky, Ohio and Michigan are at or near 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



13

## 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 completed during 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 end of 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



14

# Reconciliation

## Noninterest Income and Noninterest Expense

(\$ in millions)	Noninterest Income (GAAP)			Impact of Significant Items			Adjusted Nonint. Income (Non-GAAP)		
	2017	2016	2016	2017	2016	2016	2017	2016	2016
	First Quarter	Fourth Quarter	First Quarter	First Quarter	Fourth Quarter	First Quarter	First Quarter	Fourth Quarter	First Quarter
Service charges on deposit accounts	\$ 83	\$ 92	\$ 70	\$ -	\$ -	\$ -	\$ 83	\$ 92	\$ 70
Cards and payment processing income	47	49	36	-	-	-	47	49	36
Mortgage banking income	32	38	19	-	-	-	32	38	19
Trust and investment management services	34	34	23	-	-	-	34	34	23
Insurance income	15	16	16	-	-	-	15	16	16
Brokerage income	16	17	16	-	-	-	16	17	16
Capital markets fees	14	19	13	-	-	-	14	19	13
Bank owned life insurance income	18	17	14	-	-	-	18	17	14
Gain on sale of loans	13	25	5	-	-	-	13	25	5
Securities gains (losses)	-	(2)	-	-	-	-	-	(2)	-
Other income	41	30	30	2	(1)	-	39	31	30
Total noninterest income	\$ 312	\$ 334	\$ 242	\$ 2	\$ (1)	\$ -	\$ 310	\$ 335	\$ 242

(\$ in millions)	Noninterest Expense (GAAP)			Impact of Significant Items			Adjusted Nonint. Expense (Non-GAAP)		
	2017	2016	2016	2017	2016	2016	2017	2016	2016
	First Quarter	Fourth Quarter	First Quarter	First Quarter	Fourth Quarter	First Quarter	First Quarter	Fourth Quarter	First Quarter
Personnel costs	\$ 382	\$ 360	\$ 285	\$ 20	\$ (5)	\$ -	\$ 362	\$ 365	\$ 285
Outside data processing and other services	87	89	62	14	15	-	73	73	62
Equipment	47	60	33	6	20	-	41	40	33
Net occupancy	68	49	31	23	7	-	44	42	31
Professional services	18	23	14	4	9	4	14	14	9
Marketing	14	21	12	1	4	-	13	17	12
Deposit and other insurance expense	20	16	11	-	-	-	20	16	11
Amortization of intangibles	14	14	4	-	-	-	14	14	4
Other expense	57	49	39	5	3	1	52	47	38
Total noninterest expense	\$ 707	\$ 681	\$ 491	\$ 73	\$ 53	\$ 6	\$ 634	\$ 628	\$ 485



15

# Reconciliation

## Significant Items Impacting Financial Performance Comparisons

### 2017 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

1Q17	
After-tax	EPS
\$ 208.1	
\$ 189.2	\$ 0.17
Earnings <sup>(1)</sup>	
After-tax	EPS
\$ (71.1)	\$ (0.04)

### 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	\$ (96.1)	\$ (0.06)	\$ (158.7)	\$ (0.11)	\$ (20.8)	\$ (0.02)	\$ (6.4)	\$ (0.01)	
Litigation reserve reduction	42.0	0.02	-	-	-	-	-	-	

### 2017 Efficiency Ratio

(in millions)

Noninterest expense less amortization of intangibles

Revenue less gain/loss on securities

Significant items:

Merger and acquisition related expenses, net

1Q17	
Pre-Tax	Efficiency Ratio
\$ 693.1	65.7%
\$ 1,054.5	--
Revenue (Expense) <sup>(1)</sup>	
Pre-Tax	Efficiency Ratio
\$ (71.1)	6.7%



16

(1) Pre-tax



## Reconciliation

### Net Interest Margin

	1Q17	4Q16	3Q16
<b>Net Interest Income (FTE) - reported</b>	<u>\$ 742.0</u>	<u>\$ 747.5</u>	<u>\$ 636.0</u>
Purchase accounting impact (performing loans)	28.4	34.5	19.5
Purchase accounting impact (credit impaired loans)	<u>4.8</u>	<u>4.3</u>	<u>1.1</u>
<b>Total Loan Purchase Accounting Impact</b>	33.2	38.8	20.6
Debt	0.6	0.4	0.2
Deposit accretion	<u>2.0</u>	<u>2.8</u>	<u>1.8</u>
<b>Total Net Purchase Accounting Adjustments</b>	\$ 35.8	\$ 42.0	\$ 22.6
<b>Net Interest Income (FTE) - core</b>	<u>\$ 706.3</u>	<u>\$ 705.6</u>	<u>\$ 614.1</u>
Average Earning Assets	\$ 91,138.6	\$ 91,463.5	\$ 79,687.0
<b>Net Interest Margin - reported</b>	3.30%	3.25%	3.18%
<b>Net Interest Margin - core</b>	3.14%	3.07%	3.06%

## Reconciliation

### Loan marks

<b>Performing:</b>	
<b>Loan mark:</b>	
At December 31, 2016	\$ 151
Amortization	(21)
Charge-off/HFS/Other	<u>(5)</u>
At March 31, 2017	\$ 124
<b>Performing loan balance:</b>	
At December 31, 2016	\$ 13,715
At March 31, 2017	12,627
<b>Purchased credit impaired (PCI):</b>	
<b>Accretable yield:</b>	
At December 31, 2016	\$ 37
Accretion	(5)
Reclassification from nonaccretable difference	<u>5</u>
At March 31, 2017	\$ 37
<b>PCI Loan balance:</b>	
At December 31, 2016	\$ 102
At March 31, 2017	90

# Appendix

19

## 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.

# Table of Contents

<b>Income Statement</b>	<b>23</b>
Mortgage Banking Income	25
Tax Rate Summary	26
<b>Balance Sheet</b>	<b>28</b>
Core Deposits	31
Loan and Deposit Composition	32
Investment Securities	34
Capital	36
Commercial Loans	37
Commercial & Industrial	38
Commercial Real Estate	40
Automobile	41
Home Equity	45
Residential Mortgages	47
RV/Marine	49
<b>Credit Quality Review</b>	<b>50</b>
Delinquencies	52
Net Charge-offs	55
<b>Franchise and Leadership</b>	<b>58</b>

# Income Statement

23

## Income Statement Summary

(\$ in millions)	2017		2016		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY	
Interest income	\$ 820	\$ 815	\$ 557	1 %	47 %	
Interest expense	90	80	54	13	67	
Net interest income	730	735	503	(1)	45	
Provision for credit losses	68	75	28	(10)	145	
Net interest income after provision	662	660	475	0	39	
Service charges on deposit accounts	83	92	70	(9)	19	
Cards and payment processing income	47	49	36	(4)	29	
Mortgage banking income	32	38	19	(16)	71	
Trust and investment management services	34	34	23	(0)	48	
Insurance income	15	16	16	(7)	(6)	
Brokerage income	16	17	16	(7)	2	
Capital markets fees	14	19	13	(24)	9	
Bank owned life insurance income	18	17	14	3	30	
Gain on sale of loans	13	25	5	(49)	138	
Securities gains (losses)	(0)	(2)	---	(100)	NM	
Other income	41	30	30	38	35	
Total noninterest income	312	334	242	(7)	29	
Personnel costs	382	360	285	6	34	
Outside data processing and other services	87	89	62	(2)	41	
Equipment	47	60	33	(22)	43	
Net occupancy	68	49	31	37	115	
Professional services	18	23	14	(21)	35	
Marketing	14	21	12	(35)	13	
Deposit and other insurance expense	20	16	11	27	79	
Amortization of intangibles	14	14	4	2	287	
Other expense	57	49	39	16	46	
Total noninterest expense	707	681	491	4	44	
Income before income taxes	267	313	226	(15)	18	
Provision for income taxes	59	74	55	(20)	8	
Net Income	\$ 208	\$ 239	\$ 171	(13) %	21 %	

## Mortgage Banking Income Summary

(\$MM)	1Q17	4Q16	3Q16	2Q16	1Q16
Origination and secondary marketing	\$21.4	\$22.2	\$32.7	\$26.9	\$18.5
Servicing fees	13.0	12.6	11.7	11.0	11.1
Amortization of capitalized servicing	(6.7)	(7.6)	(7.7)	(6.7)	(6.4)
Other mortgage banking income	2.6	2.9	2.8	2.3	1.7
Sub-total	30.3	30.0	39.5	33.5	24.9
MSR recovery (impairment)	2.0	25.0	2.5	(8.3)	(18.3)
Net trading gains (losses)	(0.6)	(17.5)	(1.4)	6.4	11.9
Total	\$31.7	\$37.5	\$40.6	\$31.6	\$18.5
Investor servicing portfolio <sup>(1)</sup> (\$B)	\$19.1	\$18.9	\$18.6	\$16.2	\$16.2
Weighted average coupon	4.11%	4.13%	4.17%	4.21%	4.23%
Originations (\$B)	\$1.3	\$1.5	\$1.7	\$1.6	\$0.9
Mortgage servicing rights <sup>(1)</sup>	\$191.1	\$186.2	\$156.8	\$134.4	\$142.1
MSR % of investor servicing portfolio <sup>(1)</sup>	1.00%	0.99%	0.84%	0.83%	0.88%

(1) End-of-period



25

## Tax Rate Summary – Reported vs. Adjusted

(\$ in millions)	Reported (GAAP)	Significant Items	Adjusted (Non-GAAP)
<b>2017 First Quarter</b>			
Income before income taxes	\$267.4	\$71.1	\$338.5
Provision for income taxes	\$59.3	\$24.9	\$84.2
Effective tax rate	22.2%		24.9%
<b>2016 Fourth Quarter</b>			
Income before income taxes	\$312.9	\$54.6	\$367.5
Provision for income taxes	\$74.0	\$18.6	\$92.6
Effective tax rate	23.6%		25.2%
<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%



26

# Tax Rate Summary – Reported vs. FTE Adjusted

<i>(\$ in millions)</i>	Reported (GAAP)	FTE Adjustment	FTE Adjusted (Non-GAAP)
<b>2017 First Quarter</b>			
Income before income taxes	\$267.4	\$12.0	\$279.4
Provision for income taxes	\$59.3	\$12.0	\$71.3
Effective tax rate	22.2%		25.5%
<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%

## Balance Sheet

# Assets

(\$ in millions)	2017	2016		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY
<b>Assets</b>					
Cash and due from banks	\$ 1,309	\$ 1,385	\$ 816	(5) %	60 %
Interest bearing deposits in banks	63	58	67	8	(6)
Trading account securities	98	133	46	(27)	113
Loans held for sale	518	513	568	1	(9)
Available-for-sale securities	16,174	15,563	9,319	4	74
Held-to-maturity securities	7,534	7,807	5,946	(4)	27
Loans and leases:					
Commercial and industrial loans and leases	28,176	28,059	21,254	0	33
Commercial real estate loans	7,093	7,301	5,282	(3)	34
<b>Total commercial</b>	<b>35,269</b>	<b>35,360</b>	<b>26,536</b>	<b>(0)</b>	<b>33</b>
Automobile	11,155	10,969	9,920	2	12
Home equity loans	9,974	10,106	8,422	(1)	18
Residential mortgage loans	7,829	7,725	6,082	1	29
RV and marine finance	1,935	1,846	-	5	NM
Other consumer loans	936	956	579	(2)	62
<b>Total consumer</b>	<b>31,829</b>	<b>31,602</b>	<b>25,003</b>	<b>1</b>	<b>27</b>
Loans and leases	67,098	66,962	51,539	0	30
Allowance for loan and lease losses	(673)	(638)	(614)	5	10
<b>Net loans and leases</b>	<b>66,425</b>	<b>66,324</b>	<b>50,926</b>	<b>0</b>	<b>30</b>
Bank owned life insurance	2,446	2,432	1,767	1	38
Premises and equipment	853	816	612	5	39
Goodwill	1,993	1,993	677	-	194
Other intangible assets	388	402	51	(4)	661
Servicing rights	228	226	168	1	36
Accrued income and other assets	2,018	2,063	1,682	(2)	20
<b>Total assets</b>	<b>\$100,045</b>	<b>\$ 99,714</b>	<b>\$ 72,645</b>	<b>0 %</b>	<b>38 %</b>

NM = Not meaningful



29

# Liabilities & Shareholders' Equity

(\$ in millions)	2017	2016		Change (%)	
	Mar. 31,	Dec. 31,	Mar. 31,	LQ	YOY
<b>Liabilities</b>					
Demand deposits - non-interest bearing	\$ 21,489	\$ 22,836	\$ 16,571	(6) %	30 %
Demand deposits - interest bearing	18,618	15,676	8,174	19	128
Money market deposits	18,664	18,407	19,844	1	(6)
Savings and other domestic deposits	12,043	11,975	5,423	1	122
Core certificates of deposit	2,188	2,535	2,123	(14)	3
<b>Total core deposits</b>	<b>73,002</b>	<b>71,429</b>	<b>52,135</b>	<b>2</b>	<b>40</b>
Other domestic deposits of \$250,000 or more	524	394	424	33	24
Brokered deposits and negotiable CDs	3,897	3,784	2,890	3	35
Deposits in foreign offices	-	-	180	N/A	(100)
<b>Total deposits</b>	<b>77,423</b>	<b>75,608</b>	<b>55,629</b>	<b>2</b>	<b>39</b>
Short-term borrowings	1,263	3,693	471	(66)	168
Other long-term debt	9,279	8,309	7,935	12	17
Accrued expenses and other liabilities	1,643	1,796	1,452	(9)	13
<b>Total liabilities</b>	<b>89,608</b>	<b>89,406</b>	<b>65,487</b>	<b>0</b>	<b>37</b>
<b>Shareholders' equity</b>					
Preferred stock	1,071	1,071	773	-	39
Common stock	11	11	8	0	35
Capital surplus	9,899	9,881	7,050	0	40
Less treasury shares, at cost	(27)	(27)	(18)	(2)	49
Accumulated other comprehensive loss	(391)	(401)	(167)	(3)	134
Retained earnings	(126)	(227)	(488)	(44)	(74)
<b>Total shareholders' equity</b>	<b>10,437</b>	<b>10,308</b>	<b>7,158</b>	<b>1</b>	<b>46</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$100,045</b>	<b>\$ 99,714</b>	<b>\$ 72,645</b>	<b>0 %</b>	<b>38 %</b>



30

# Total Core Deposit Trends

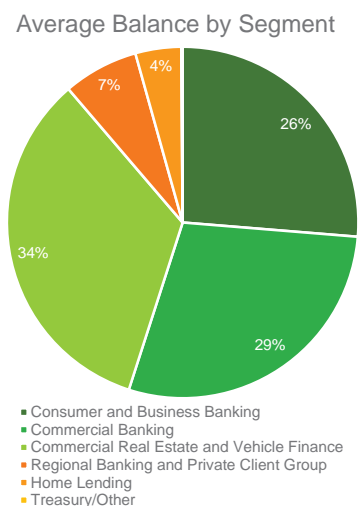
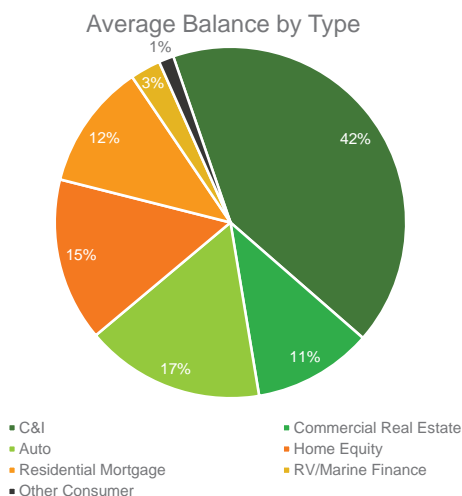
Average (\$B)	1Q17	1Q17 v 4Q16 <sup>(1)</sup>	1Q17 v 1Q16
<b>Commercial</b>			
Demand deposits - non-interest bearing	\$ 17.3	(35) %	29 %
Demand deposits - interest bearing	8.2	95	339
Other core deposits <sup>(2)</sup>	6.8	(22)	(24)
Total	32.4	(6)	33
<b>Consumer</b>			
Demand deposits - non-interest bearing	4.5	13	51
Demand deposits - interest bearing	8.6	(4)	45
Other core deposits <sup>(2)</sup>	26.1	(2)	43
Total	39.1	-	44
<b>Total</b>			
Demand deposits - non-interest bearing	21.7	(26)	33
Demand deposits - interest bearing	16.8	40	116
Other core deposits <sup>(2)</sup>	33.0	(6)	21
Total	\$ 71.5	(3) %	39 %

(1) Linked-quarter percent change annualized

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

# Loan Portfolio Composition

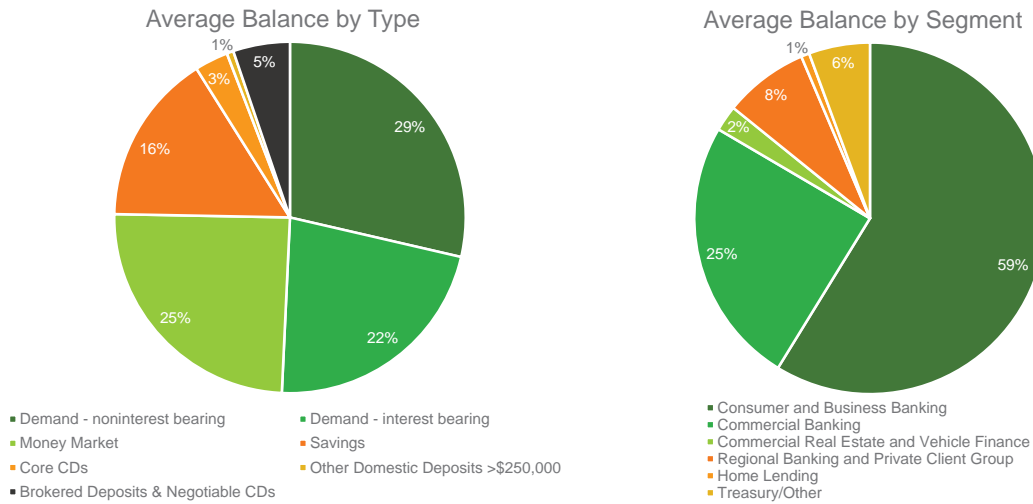
1Q17 Average Balances



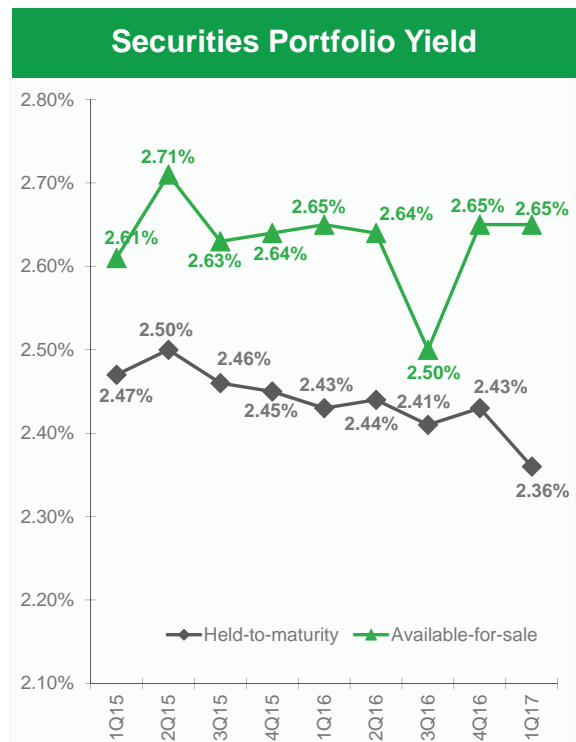
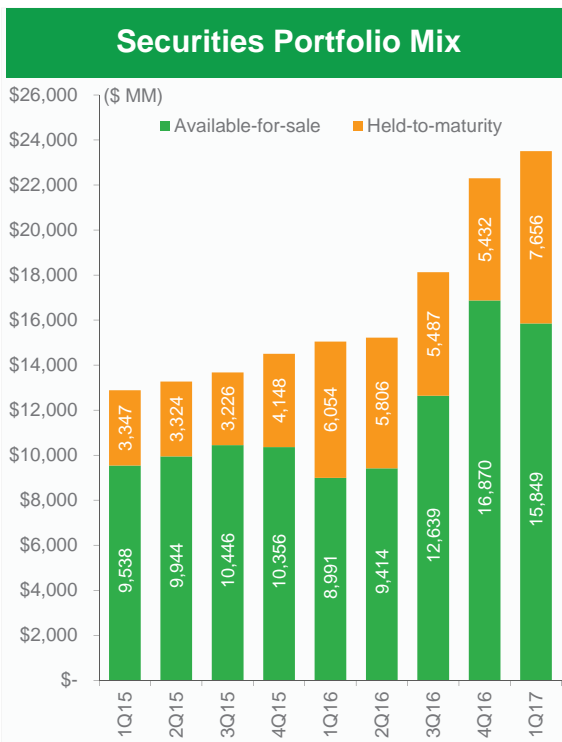


# Deposit Composition

1Q17 Average Balances



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



(1) Average balances

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

(\$mm)	March 31, 2017			December 31, 2016			March 31, 2016		
	Carry Value	% of Portfolio	Estimated Duration <sup>(1)</sup>	Carry Value	% of Portfolio	Estimated Duration <sup>(1)</sup>	Carry Value	% of Portfolio	Estimated Duration <sup>(1)</sup>
<b>AFS Portfolio</b>									
U.S. Treasuries	5	0.0%	0.6	5	0.0%	0.8	5	0.0%	1.5
Agency Debt	82	0.3%	3.4	64	0.3%	1.6	103	0.7%	1.7
Agency P/T	141	0.6%	2.4	188	0.8%	2.6	232	1.5%	1.4
Agency CMO	6,808	28.7%	3.6	6,810	29.1%	4.6	1,734	11.4%	3.2
Agency Multi-Family	4,261	18.0%	4.3	3,663	15.7%	4.9	2,861	18.7%	3.1
Municipal Securities	450	1.9%	3.8	452	1.9%	4.1	352	2.3%	3.4
Other Securities	1,576	6.6%	2.2	1,602	6.9%	2.6	1,770	11.6%	3.2
<b>Total AFS Securities</b>	<b>13,323</b>	<b>56.2%</b>	<b>3.7</b>	<b>12,784</b>	<b>54.7%</b>	<b>4.5</b>	<b>7,057</b>	<b>46.2%</b>	<b>3.1</b>
<b>HTM Portfolio</b>									
Agency Debt	580	2.4%	5.0	602	2.6%	5.1	603	4.0%	5.1
Agency P/T	154	0.6%	4.4	161	0.7%	3.3	188	1.2%	3.1
Agency CMO	4,001	16.9%	3.7	4,214	18.0%	4.4	4,783	31.3%	3.5
Agency Multi-Family	2,792	11.8%	5.6	2,823	12.1%	6.4	365	2.4%	3.3
Municipal Securities	6	0.0%	11.2	6	0.0%	11.2	7	0.0%	11.8
<b>Total HTM Securities</b>	<b>7,534</b>	<b>31.8%</b>	<b>4.5</b>	<b>7,807</b>	<b>33.4%</b>	<b>5.2</b>	<b>5,946</b>	<b>39.0%</b>	<b>3.7</b>
<b>Direct Purchase</b>									
Municipal Securities	2,851	12.0%	N/A	2,779	11.9%	N/A	2,262	14.8%	N/A
<b>Grand Total</b>	<b>23,707</b>	<b>100.0%</b>	<b>4.0</b>	<b>23,370</b>	<b>100.0%</b>	<b>4.7</b>	<b>15,265</b>	<b>100.0%</b>	<b>3.4</b>
<b>Weighted Average Life<sup>(2)</sup></b>		<b>4.5</b>			<b>5.7</b>			<b>4.33</b>	
<b>Level 1 HQLA</b>		<b>16,299</b>			<b>15,660</b>			<b>7,939</b>	
<b>LCR<sup>(3)</sup></b>		<b>137.6%</b>			<b>127.9%</b>			<b>112.6%</b>	

(1) End of period

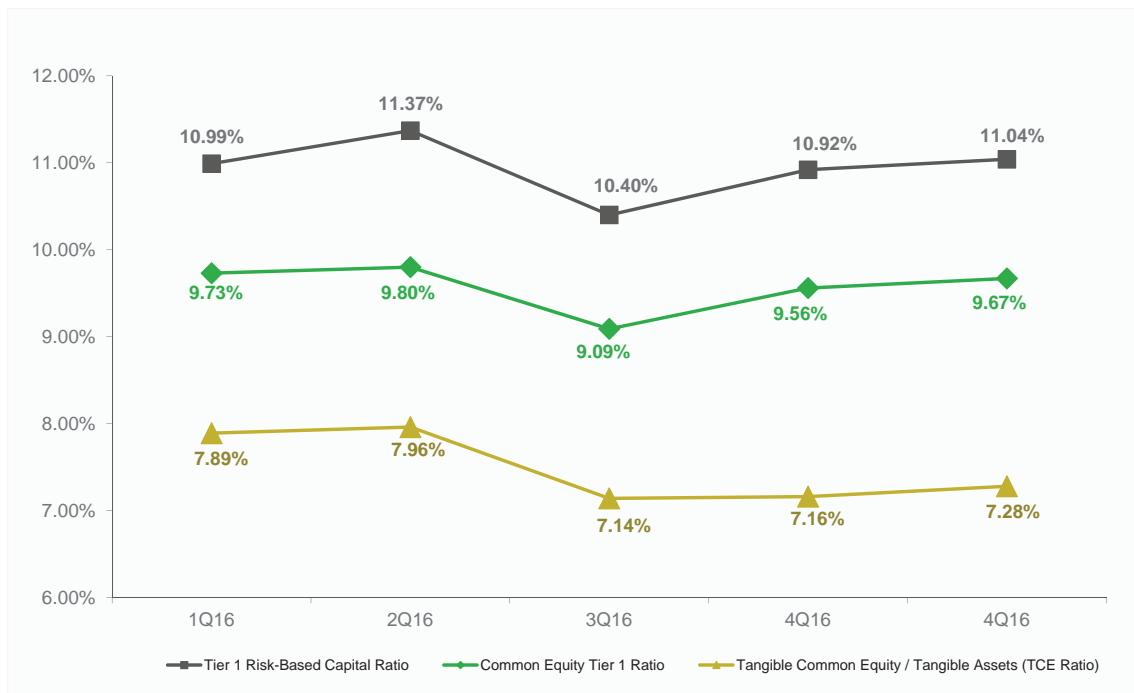
(2) Duration and weighted average life excludes Direct Purchase Municipal Instruments

(3) LCR as of February 28, 2017



35

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



(1) End of period

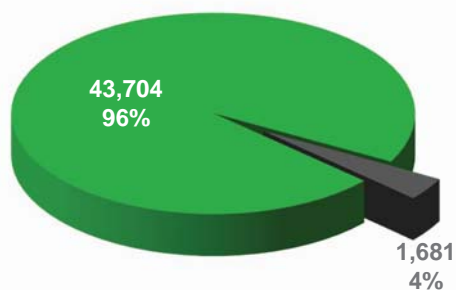


36

# Total Commercial Loans – Granularity

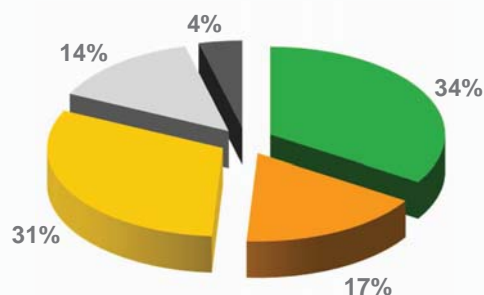
EOP Outstandings of \$35.3 Billion

## # of Loans by Size



Size	Count
< \$5 MM	43,704
\$5 MM - < \$10 MM	810
\$10 MM - < \$25 MM	704
\$25 MM - < \$50 MM	145
> \$50 MM	22
<b>Total</b>	<b>1,681</b>

## Loans by Dollar Size



Size	Percentage
< \$5 MM	34%
\$5 MM - < \$10 MM	31%
\$10 MM - < \$25 MM	17%
\$25 MM - < \$50 MM	14%
\$50 MM +	4%

## Commercial and Industrial: \$28.2 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

	1Q17	4Q16	3Q16	2Q16	1Q16
Period end balance (\$MM)	\$28,176	\$28,059	\$27,668	\$21,372	\$21,254
30+ days PD & accruing	0.35%	0.24%	0.20%	0.14%	0.28%
90+ days PD & accruing <sup>(2)</sup>	0.05%	0.06%	0.08%	0.03%	0.04%
NCOs <sup>(3)</sup>	0.16%	0.23%	0.31%	0.07%	0.13%
NALs	0.82%	0.83%	0.80%	1.36%	1.45%
ACL	1.64%	1.55%	1.43%	1.78%	1.78%

(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

<b>Outstandings</b>		1Q17	4Q16	3Q16	2Q16	1Q16
	(\$MM)					
<b>Suppliers<sup>(1)</sup></b>						
Domestic		\$ 783	\$ 861	\$ 634	\$ 562	\$ 552
Foreign		0	0	0	0	0
Total suppliers		783	861	634	562	552
<b>Dealers</b>						
Floorplan-domestic		1,896	1,833	1,682	1,385	1,327
Floorplan-foreign		781	755	700	673	726
Total floorplan		2,676	2,588	2,382	2,058	2,054
Other		736	698	694	660	635
Total dealers		3,413	3,286	3,076	2,718	2,689
<b>Total auto industry</b>		<b>\$4,196</b>	\$4,147	\$3,710	\$3,280	\$3,241
<b>NALs</b>						
Suppliers		0.09%	0.05%	0.04%	0.08%	0.04%
Dealers		0.00	0.00	0.00	0.00	0.00
<b>Net charge-offs<sup>(2)</sup></b>						
Suppliers		(0.01)%	0.07%	0.07%	0.05%	0.03%
Dealers		0.00	0.00	0.00	0.00	0.00

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

(2) Annualized



39

## Commercial Real Estate: \$7.1 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

<b>Credit Quality Trends</b>	1Q17	4Q16	3Q16	2Q16	1Q16
Period end balance (\$MM)	\$7,093	\$7,301	\$7,256	\$5,322	\$5,282
30+ days PD & accruing	0.74%	0.56%	0.36%	0.24%	0.32%
90+ days PD & accruing <sup>(2)</sup>	0.20%	0.24%	0.25%	0.20%	0.24%
NCOs <sup>(3)</sup>	(0.29)%	(0.30)%	(0.17)%	(0.05)%	(1.34)%
NALs	0.20%	0.28%	0.29%	0.44%	0.58%
ACL	1.51%	1.42%	1.56%	2.04%	2.07%

(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



40

# Automobile: \$11.2 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.

## ● Relationships create the flow of auto loans

- Super-prime customers, average FICO ~760
- LTVs average <90%
- Custom Score, utilized to further segment FICO eligible 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	1Q17	4Q16	3Q16	2Q16	1Q16
Period end balance (\$MM)	\$11,155	\$10,969	\$10,791	\$10,381	\$9,920
30+ days PD & accruing	0.84%	0.94%	0.81%	0.78%	0.70%
90+ days PD & accruing	0.07%	0.09%	0.07%	0.05%	0.05%
NCOs	0.45%	0.48%	0.27%	0.17%	0.28%
NALs	0.04%	0.05%	0.05%	0.05%	0.08%

(1) End of period



41

## Auto Loans – Production and Credit Quality

	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	3Q15	2Q15
<b>Originations</b>								
Amount (\$MM)	\$1,428	\$1,399	\$1,499	\$1,558	\$1,367	\$1,291	\$1,485	\$1,383
% new vehicles	45%	49%	46%	45%	46%	54%	47%	48%
Avg. LTV	88%	89%	90%	89%	88%	89%	90%	90%
Avg. FICO	761	765	764	765	765	769	764	762
Expected cumulative loss	0.88%	0.84%	0.87%	0.86%	0.82%	0.81%	0.91%	0.91%
<b>Portfolio Performance</b>								
30+ days PD & accruing %	0.84%	0.94%	0.81%	0.78%	0.70%	0.96%	0.86%	0.76%
NCO %	0.45%	0.48%	0.27%	0.17%	0.28%	0.33%	0.22%	0.17%
<b>Vintage Performance<sup>(1)</sup></b>								
6-month losses			0.07%	0.05%	0.03%	0.04%	0.06%	0.04%
9-month losses				0.15%	0.08%	0.09%	0.11%	0.09%
12-month losses					0.16%	0.15%	0.16%	0.14%

(1) Annualized



42

## Auto Loans - Origination Trends

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

(\$MM)	2017 YTD	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Originations	\$1,428	\$5,816	\$5,207	\$5,242	\$4,220	\$4,021	\$3,575	\$3,428	\$1,586	\$2,213	\$1,911
% New Vehicles	45%	49%	48%	49%	46%	45%	52%	48%	37%	44%	47%
Avg. LTV	88%	89%	90%	89%	89%	88%	88%	88%	92%	95%	97%
Avg. FICO	761	765	764	764	760	758	760	768	763	752	743
Weighted Avg. Original Term (months)	69	68	68	67	67	66	65	65	64	69	70
Annualized risk expected loss	0.23%	0.25%	0.27%	0.26%	0.28%	0.27%	0.22%	0.37%	0.40%	0.60%	0.83%
Charge-off % (annualized)	0.36%	0.30%	0.23%	0.23%	0.19%	0.21%	0.26%	0.54%	1.51%	1.12%	0.65%
Manheim Market Report average (MMR)	124.5	125.1	124.7	123.2	121.4	123.6	124.9	120.5	112.1	106.7	113.9
Unemployment rate <sup>(1)</sup>	4.5%	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%	9.3%	5.8%	4.6%

### Notes:

1: Credit scoring model updated in 2011, and further updated in January 2017

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



43

## Indirect Auto Charge-off Performance

Reconciliation – non GAAP

(\$MM)	1Q17			4Q16		
	Originated	Acquired	Total	Originated	Acquired	Total
Average Auto Loans	\$9,791	\$1,272	\$11,063	\$9,416	\$1,450	\$10,866
Reported Net Charge-offs (NCOs)	\$8.6	\$3.8	\$12.4	\$9.4	\$3.8	\$13.1
FMER-related Net Recoveries in Noninterest Income	--	(1.2)	(1.2)	--	(0.8)	(0.8)
Adjusted Net Charge-offs	8.6	2.6	11.2	9.4	2.9	12.3
Reported NCOs as % of Avg Loans	0.36%	1.22%	0.45%	0.40%	1.03%	0.48%
Adjusted NCOs as % of Avg Loans	0.36%	0.83%	0.41%	0.40%	0.80%	0.45%

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



44

## Home Equity: \$10.0 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... 1Q17 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% junior-liens
- ◆ Conservative underwriting – manage the probability of default with increased interest rates used to ensure affordability on variable rate HELOCs

Credit Quality Trends	1Q17	4Q16	3Q16	2Q16	1Q16
Period end balance (\$MM)	\$9,974	\$10,106	\$10,120	\$8,447	\$8,422
30+ days PD & accruing	0.75%	0.70%	0.66%	0.56%	0.55%
90+ days PD & accruing	0.15%	0.11%	0.13%	0.09%	0.10%
NCOs	0.07%	0.06%	0.11%	0.05%	0.17%
NALs	0.70%	0.71%	0.68%	0.67%	0.74%

(1) End of Period



45

## Home Equity – Origination Trends

(\$MM)	2017 YTD	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Originations	\$562	\$2,717	\$3,048	\$2,934	\$2,609	\$2,239	\$2,518	\$2,041	\$1,702	\$2,301	\$2,321
Avg. LTV	78%	78%	77%	76%	72%	74%	74%	73%	74%	73%	74%
Avg. FICO	771	775	781	780	779	771	771	770	768	757	745
Charge-off % (annualized)	0.07%	0.06%	0.23%	0.44%	0.99%	1.40%	1.28%	1.84%	1.40%	0.91%	0.56%
HPI Index <sup>(1)</sup>	202.0	198.2	187.7	179.6	170.7	162.4	159.6	165.6	171.0	178.3	190.7
Unemployment rate <sup>(2)</sup>	4.5%	4.9%	5.3%	6.2%	7.4%	8.1%	8.9%	9.6%	9.3%	5.8%	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



46

## Residential Mortgages: \$7.8 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 1Q17 origination: FICO of 747, new / refi mix approx. 75 / 25%

Credit Quality Trends	1Q17	4Q16	3Q16	2Q16	1Q16
Period end balance (\$MM)	\$7,829	\$7,725	\$7,665	\$6,377	\$6,082
30+ days PD & accruing	2.42%	2.82%	2.74%	2.82%	2.90%
90+ days PD & accruing	0.88%	0.87%	0.89%	1.06%	1.14%
NCOs	0.13%	0.09%	0.10%	0.05%	0.11%
NALs	1.03%	1.17%	1.15%	1.34%	1.48%

(1) End of Period



47

## Residential Mortgages – Origination Trends

(\$MM)	2017 YTD	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Originations	\$401	\$1,878	\$1,455	\$1,188	\$1,414	\$906	\$1,411	\$1,144	\$457	\$803	\$1,571	\$1,309
Avg. LTV	83.0%	84.0%	83.2%	82.6%	77.8%	81.3%	80.5%	82.0%	82.7%	78.6%	76.3%	79.4%
Avg. FICO	747	751	756	754	759	756	760	757	739	731	717	724
Charge-off % (annualized)	0.13%	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>	202.0	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>	4.5%	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



48



## Recreational Vehicle & Marine: \$1.9 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 1Q17 origination: FICO of 786
- Tightening underwriting to align with Huntington's origination standards and risk appetite
  - Leveraging Huntington Auto Finance's existing infrastructure and standards

Credit Quality Trends	1Q17	4Q16	3Q16
Period end balance (\$MM)	\$1,935	\$1,846	\$1,840
30+ days PD & accruing	0.79%	0.74%	0.53%
NCOs	0.50%	0.47%	0.05%

(1) End of Period



49

## Credit Quality Review

50

# Credit Quality Trends Overview

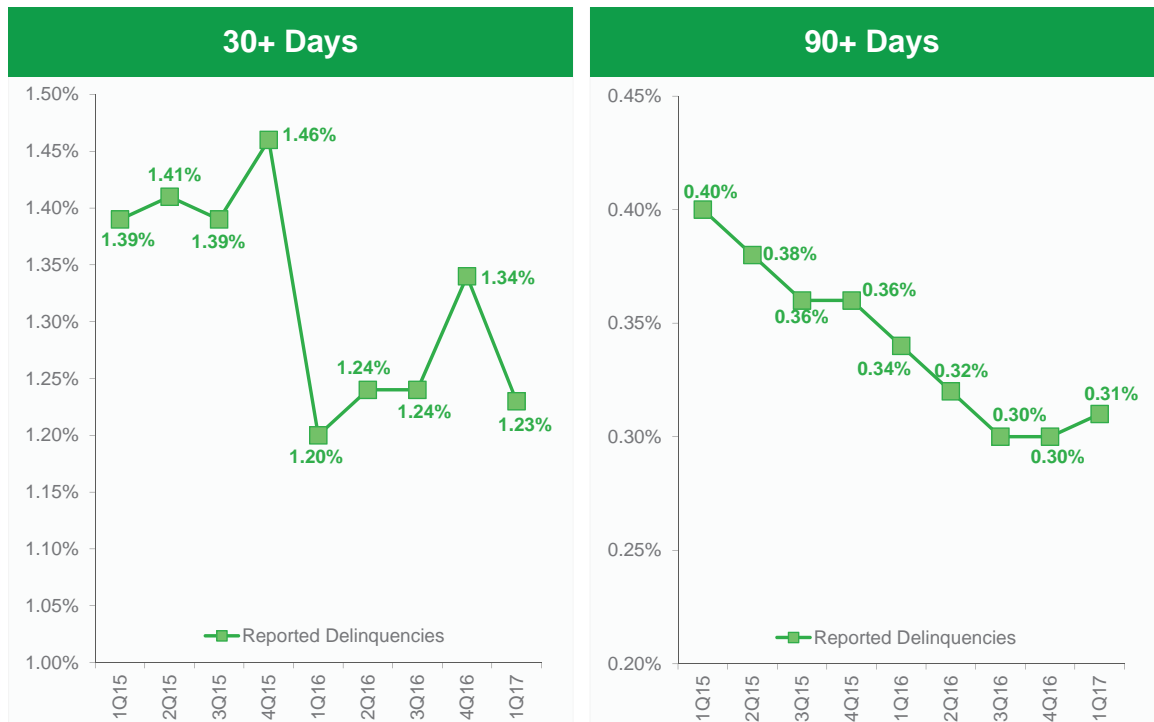
	1Q17	4Q16	3Q16	2Q16	1Q16
Net charge-off ratio	<b>0.24%</b>	0.26%	0.26%	0.13%	0.07%
90+ days PD and accruing	<b>0.19</b>	0.19	0.20	0.19	0.21
NAL ratio <sup>(1)</sup>	<b>0.60</b>	0.63	0.61	0.88	0.97
NPA ratio <sup>(2)</sup>	<b>0.68</b>	0.72	0.72	0.93	1.02
Criticized asset ratio <sup>(3)</sup>	<b>3.72</b>	3.62	3.54	3.44	3.50
ALLL ratio	<b>1.00</b>	0.95	0.93	1.19	1.19
ALLL / NAL coverage	<b>168</b>	151	153	135	123
ALLL / NPA coverage	<b>147</b>	134	130	127	117
ACL ratio	<b>1.14</b>	1.10	1.06	1.33	1.34
ACL / Criticized assets <sup>(3)</sup>	<b>31.00</b>	30.34	30.90	38.51	38.13
ACL / NAL coverage	<b>190</b>	174	174	151	138
ACL / NPA coverage	<b>167</b>	153	148	142	131

(1) NALs divided by total loans and leases

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

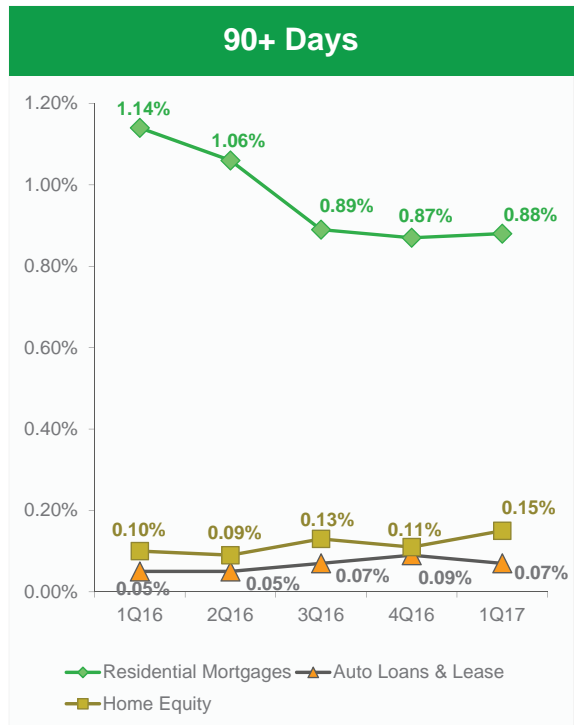
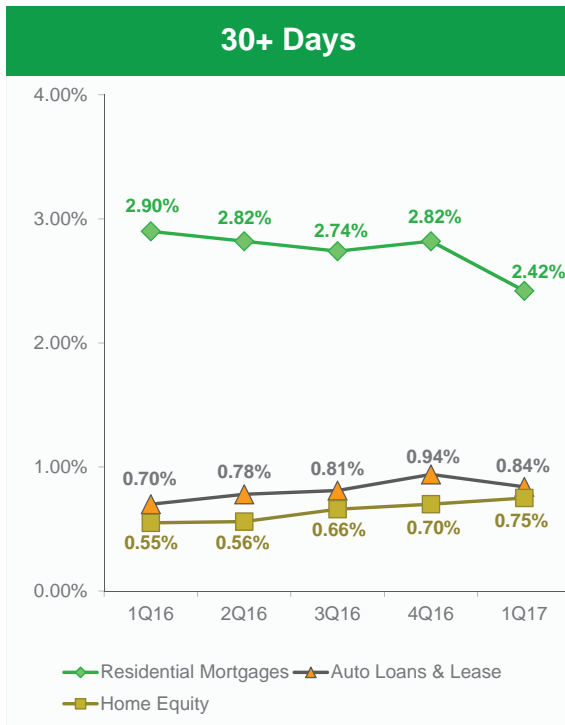
(3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, other real estate and other NPAs

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



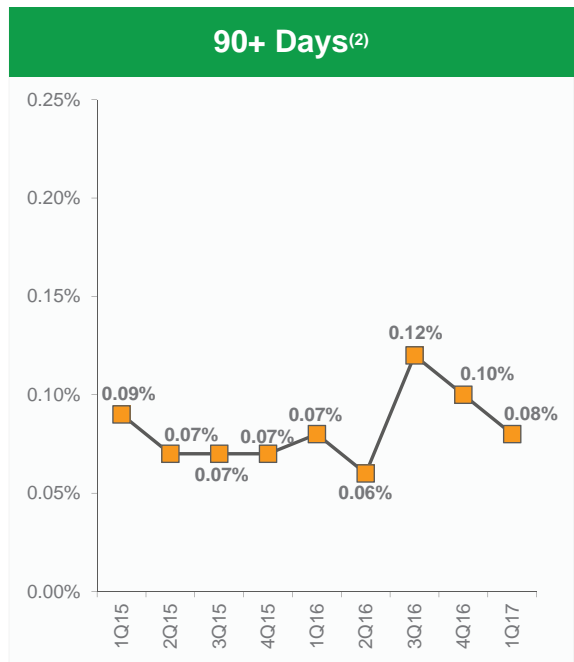
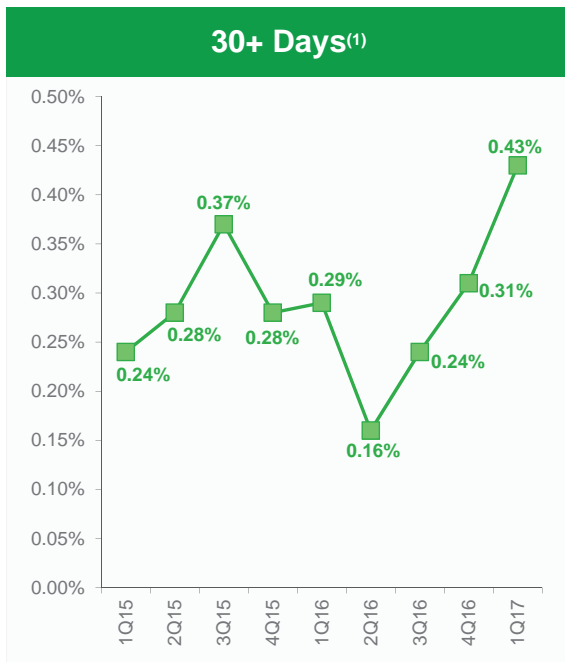
(1) End of period; delinquent but accruing as a % of related outstandings at EOP

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



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

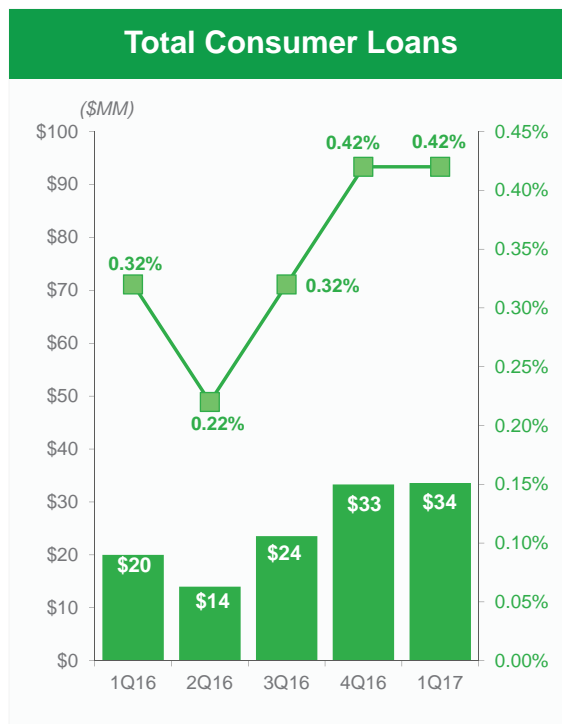
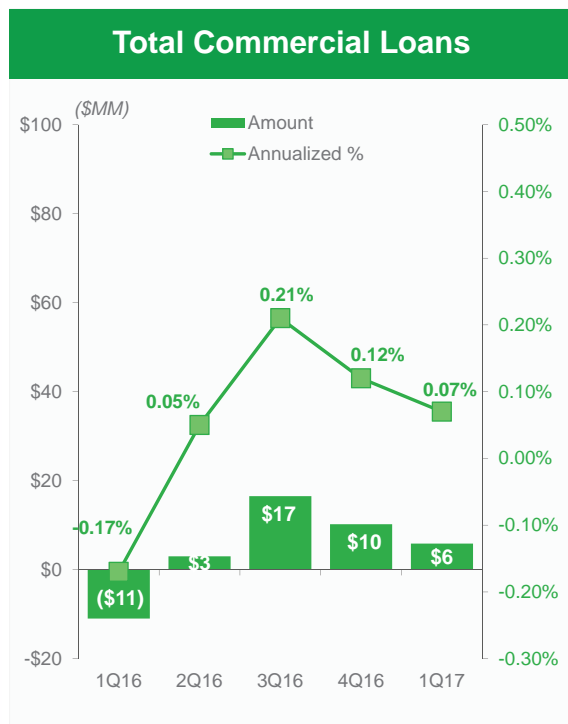
# Total Commercial Loan Delinquencies



(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 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

(\$MM)	1Q17	4Q16	3Q16	2Q16	1Q16
NPA beginning-of-period	\$480.9	\$475.6	\$489.8	\$524.9	\$398.9
Additions / increases <sup>(1)</sup>	124.6	150.4	167.0	74.6	240.7
Return to accruing status	(22.4)	(12.6)	(81.1)	(18.6)	(14.3)
Loan and lease losses	(33.8)	(37.4)	(31.5)	(25.4)	(40.5)
Payments	(82.6)	(33.0)	(67.5)	(58.6)	(51.5)
Sales & other	(8.5)	(62.0)	(1.1)	(7.0)	(8.5)
NPA end-of-period	\$458.1	\$480.9	\$475.6	\$489.8	\$524.9
Percent change	(5)%	1%	(3)%	(7)%	32%

(1) Includes \$57MM of NALs and OREO balances from the FMER acquisition in 3Q16

# Total Commercial Loans

## Criticized Loan Flow Analysis

### End of Period

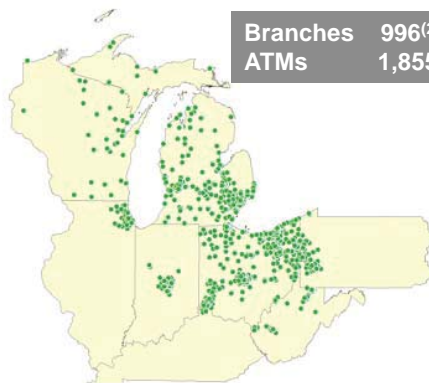
(\$MM)	1Q17	4Q16	3Q16	2Q16	1Q16
Criticized beginning-of-period	\$2,105	\$2,022	\$1,551	\$1,550	\$1,505
Additions / increases	318	287	233	322	320
Advances	76	66	76	173	133
Upgrades to "Pass"	(91)	(106)	(147)	(126)	(106)
Paydowns	(297)	(263)	(201)	(252)	(271)
Charge-offs	(14)	(15)	(22)	(16)	(29)
FMER Net Change	88	114	533	0	0
Criticized end-of-period	\$2,185	\$2,105	\$2,022	\$1,551	\$1,550
Percent change	4%	4%	23%	0%	3%

## Franchise and Leadership

# Huntington Bancshares Overview

Midwest financial services holding company

Founded - 1866  
 Headquarters - Columbus, Ohio  
 Total assets - \$100 Billion  
 Employees<sup>(1)</sup> - 16,331  
 Franchise:



**Branches** 996<sup>(2)</sup>  
**ATMs** 1,855

## Top 10 MSAs by Population

MSA	Rank	Branches	Deposits	Share
Chicago, IL	16	38	\$2,581	0.7%
Detroit, MI	6	113	6,542	5.4
Pittsburgh, PA	7	38	2,689	2.3
Cincinnati, OH	4	36	2,727	2.6
Columbus, OH	1	85	20,453	34.8
Cleveland, OH	2	124	8,976	14.0
Indianapolis, IN	4	44	3,272	7.2
Milwaukee, WI	44	2	37	0.1
Grand Rapids, MI	2	45	2,466	12.0
Dayton, OH	6	12	622	5.7

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

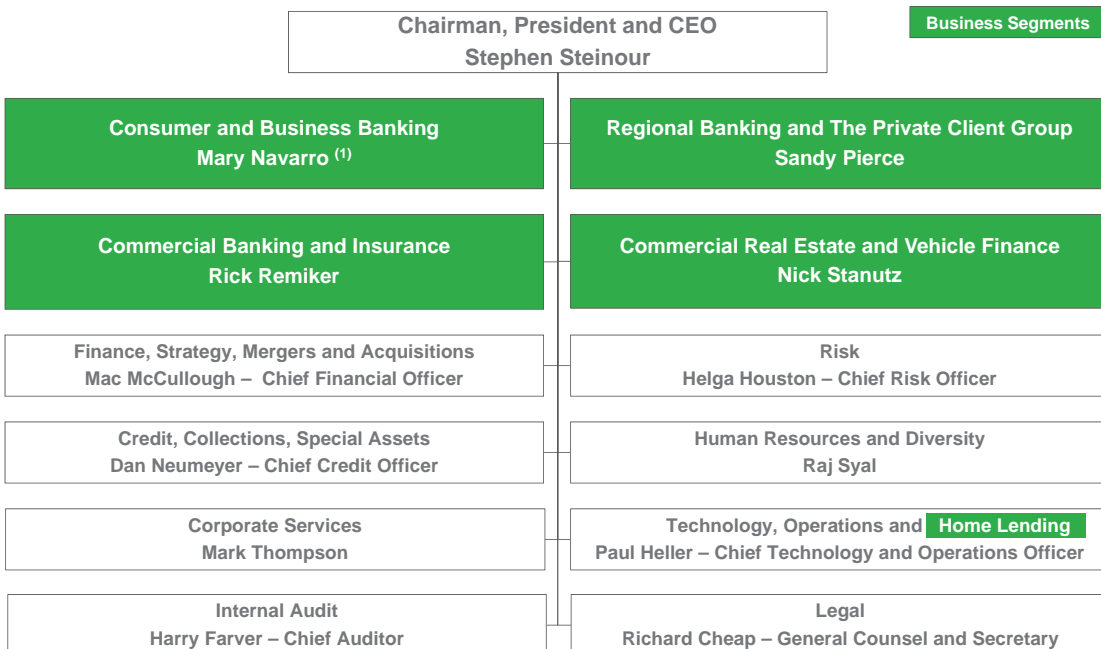
## Top 10 MSAs / Total Deposits % Deposits

State	Branches	ATMs
Ohio	464	1,022
Michigan	317	417
Illinois	38	39
Wisconsin	32	32
Pennsylvania	50	105
Indiana	44	74
West Virginia	29	146
Kentucky	10	20

(1) 1Q17 Average full-time equivalent (FTE) (2) Includes 12 Private Client Group Offices



# Leadership Team



(1) In March 2017, Mary Navarro announced her retirement effective later this year; Andy Harmening will be joining Huntington in May 2017 as her successor.

