#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### FORM 8-K

## CURRENT REPORT Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event rep	ported) November 13, 2013	
HUNTINGTON	BANCSHARES INCORP	PORATED
(Exact na	ame of registrant as specified in its charte	er)
Maryland	1-34073	31-0724920
(State or other jurisdiction	(Commission	(IRS Employer
of incorporation)	File Number)	Identification No.)
	Huntington Center	
	41 South High Street	
	Columbus, Ohio	43287
(Addr	ress of principal executive offices)	(Zip Code)
Registrant's telephone number, including	area code (614) 480-8300	
	Not Applicable	
(Former name	e or former address, if changed since last	report.)
Check the appropriate box below if the Fo the registrant under any of the following p	•	
[ ] Written communications pursuant to R	ule 425 under the Securities Act (17 CF	FR 230.425)
[ ] Soliciting material pursuant to Rule 14	la-12 under the Exchange Act (17 CFR	240.14a-12)
[ ] Pre-commencement communications 2(b))	pursuant to Rule 14d-2(b) under the E	exchange Act (17 CFR 240.14d-
[ ] Pre-commencement communications 4(c))	pursuant to Rule 13e-4(c) under the E	xchange Act (17 CFR 240.13e-

#### Item 7.01 Regulation FD Disclosure.

Huntington Bancshares Incorporated will be participating at the Bank of America Merrill Lynch 2013 Banking & Financial Services Conference on November 13, 2013. A copy of the slides forming the basis of the presentation is attached hereto as Exhibit 99.1 and will be available in the Investor Relations section of Huntington's web site at <a href="https://www.huntington-ir.com">www.huntington-ir.com</a>.

The Analyst Handout is attached as Exhibit 99.1 to this report and is incorporated herein by reference.

The Analyst Handout is attached as Exhibit 99.1 and is being furnished, not filed, under item 7.01 of this Form 8-K.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

The following exhibit is being furnished herewith:

Exhibit 99.1 - Analyst Handout

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

#### HUNTINGTON BANCSHARES INCORPORATED

Date: November 13, 2013 By: /s/ Richard A. Cheap

By: /s/ Richard A. Cheap
Richard A. Cheap
General Counsel and Secretary

#### **EXHIBIT INDEX**

Exhibit No. Description

Exhibit 99.1 Analyst Handout



# **Forward Looking Statements**

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. 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.

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: (1) worsening of credit quality performance due to a number of factors such as the underlying value of collateral that could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) 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; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services implementing our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements: (7) extended disruption of vital infrastructure: (8) the final outcome of significant litigation; (9) 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, and CFPB; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2012 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

# **Participants**

### Presenter

### **Steve Steinour**

Chairman, President, & Chief Executive Officer

### **Also Present**

### **Todd Beekman**

Senior Vice President – Investor Relations

### **Mark Muth**

Vice President – Investor Relations

# **Discussion Topics**

- Who is Huntington
- 2010 Strategy and Investments
  - Visible Results: Customers, Fee Income, Lending Discipline
- 2014 Continued Positive Operating Leverage
- Performance vs. Top 100 Banks & Regional Peers

# Who is Huntington (HBAN)

Midwest financial services holding company

Founded - 1866

Headquarters - Columbus, Ohio

Total assets - \$57 Billion

Total loans - \$43 Billion,

90% in footprint

Employees <sup>(1)</sup> - 11,956

Deposits - Top 12 MSAs				
<u>MSA</u>	Rank	<u>Branches</u>	<u>Deposits</u>	<u>Share</u>
Columbus, OH	1	95	\$14,436	28.3%
Cleveland, OH	4	90	4,261	8.2
Detroit, MI	7	65	4,478	4.5
Toledo, OH	2	40	2,045	22.4
Pittsburgh, PA	8	40	2,512	2.7
Cincinnati, OH	4	40	2,109	2.8
Youngstown, OH	1	45	2,082	23.0
Indianapolis, IN	4	45	2,859	7.8
Canton, OH	2	28	1,494	25.1
Grand Rapids, MI	3	28	1,855	10.7

#1 Share markets
#1- #4 Share markets
63%

**Branches** 

**ATMs** 

731<sup>(2)</sup>

1,516

<u>State</u>	<u>Branches</u>	<u>ATMs</u>
Ohio	408	941
Michigan	163	230
Pennsylvania	54	108
Indiana	48	69
West Virginia	31	145
Kentucky	12	23

Source: SNL Financial, company presentations and filings

FDIC deposit data as of June 30, 2013



# Continuing To Invest But At a Moderated Pace

**Investing for the Long Term** 2009 2011 2012 2010 2013 **Foundation of Service Credit & Risk Management and IT Infrastructure Strategic Plan** Common Sales Process: OCR / Cross Sell **Building a Powerful Brand** Retail and 24-Hour Grace ® Asterisk-Free Checking™ Added 150 Sm Bus, Bankers **Business** Meijer / In-Store Credit Card Huntington Plus Checking™ Giant Eagle / In-Store **Banking Treasury Management** Commercial Healthcare & Energy, Ag, & **Equipment Finance** Not-For-Profit Verticalsnternational Verticals **Banking Capital Markets Expand to PA and** Expand to **Expand to Auto Finance New England** WI & MN CT & IA Wealth Advisors. **Expand Personal Trust Offices** Launched ETFs Gov't Finance, and **Huntington Asset Services Home Lending** 

# **Huntington's Strategy Since 2010**

### Grow market share and share of wallet

### • How

- Best in class consumer products
- Commercial focus on Small & Middle Market and select Specialty Verticals
- Best in class customer service with increased marketing & branding
- Deep community involvement
- Alignment of employees and shareholders through long-term ownerships of equity

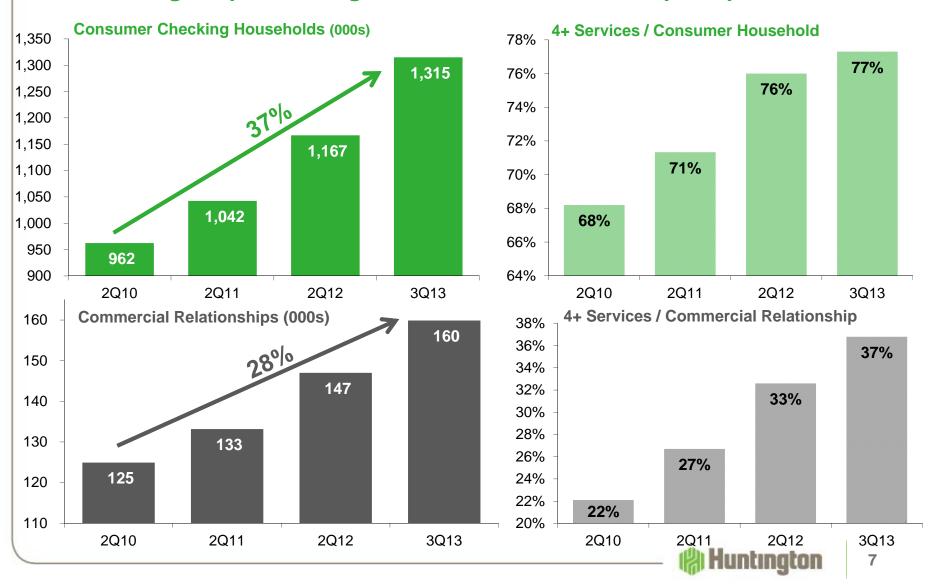
### Outcome

- Extending life of relationship... "stickier" customers
- Relationship-based customer selection... reduced impact of irrational competition
- Improved funding mix... higher percentage of low- and no-cost deposits
- Higher mix of fee income... higher ROE revenue stream
- Disciplined growth and capital deployment



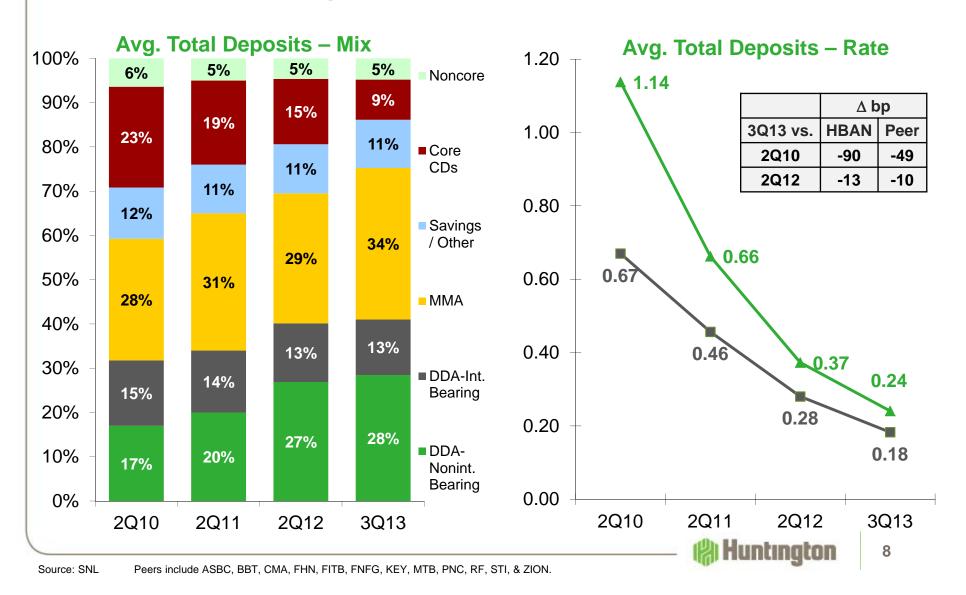
# Outcome... Growing "Stickier" Customers With Increased Share of Wallet

• Average expected length of consumer relationship is up over 10%

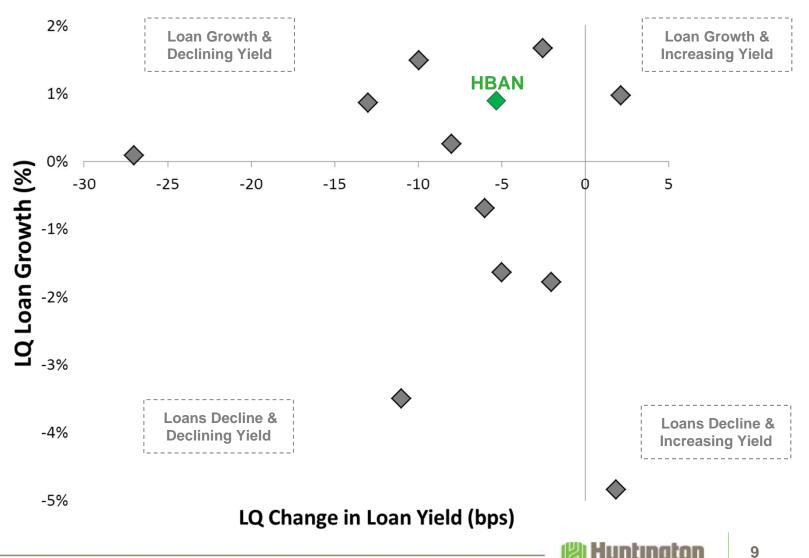


# **Outcome... Better Deposit Mix at Lower Costs**

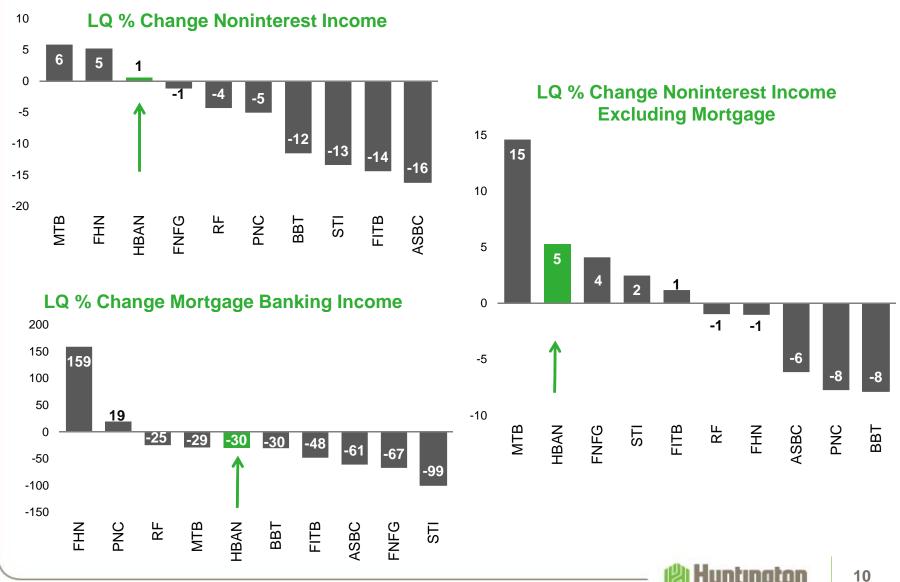
- Targeted mix of noninterest bearing of low to mid 30%'s
- Deposit cost, in a higher interest rate environment, should be below peers



# **Outcome... Disciplined Loan Growth With More Stable Asset Yields**



# **Outcome... Relationship Growth and Product Penetration** are Offsetting Fee Income Headwinds



# **Execution of Long Term Strategic Plan Driving Differentiated Results**

2009

Lay the Foundation

- Capital and liquidity
- Organization al changes
- Build management depth
- Credit and Risk management

2010 🗸

Optimize Current Franchise

- Profitability / pricing
- Cross-sell / share-of-wall
- Launch new brand
- Invest in capabilities and begin hiring

2011

Invest in the Core

- Build out sales forces. channels, and products
- Continued brand rollout
- Enhance investment discipline

2012

Focus **Future** 

- Build out sales forces. channels. and products
- Expand winning "plays"
- Drive efficiency & continuous improvement

2013 🗸

**Extend and Expand** 

- Monetize investments
- Drive growth
- Drive positive operating leverage & continuous improvement

2014

Disciplined Execution

- Capital Management
- Operating Leverage / Continuous **Improvement**
- **Delivering Returns On Existing Investments**

Selective M&A - as opportunities arise

2009: Warren Bank \$0.5B in Deposits, FDIC 2012: Fidelity Bank \$0.7B in Deposit & \$0.8B in Assets, FDIC 2013 Announced: Camco Financial \$0.6B in Deposit & \$0.8B in Assets



# **Continued Execution is Driving Results**

### 2014

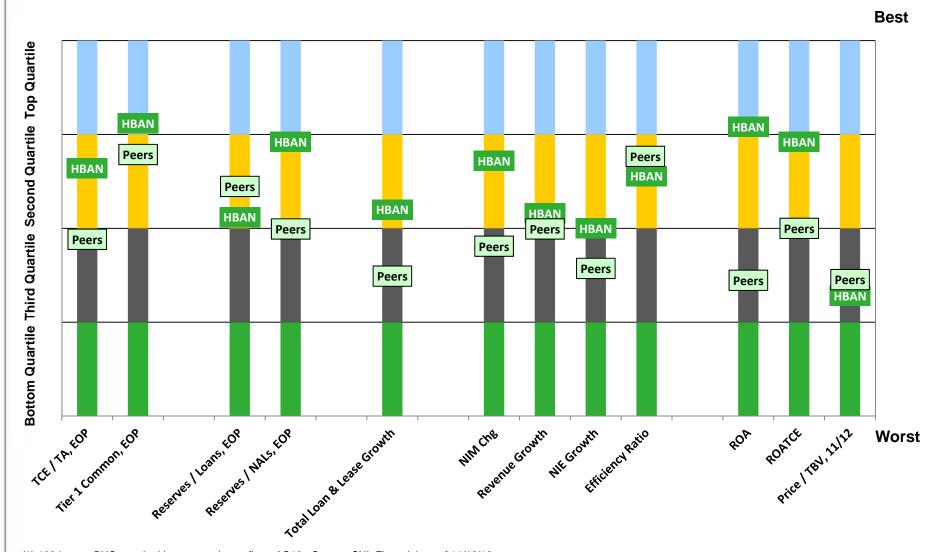
# Disciplined Execution

- CapitalManagement
- Operating Leverage / Continuous Improvement
- Delivering Returns On Existing Investments

- Disciplined Capital Management
  - Grow the core business
  - Support the dividend
  - All other Repurchase, M&A, TruPS, ...
- Operating Leverage / Continuous Improvement
  - Deliver full-year positive operating leverage
  - Continue to invest At a slower pace but have increased depreciation of recent investments
  - CI customer-centric, process-focused, data-driven decision making to grow revenue, reduce expenses, cost/loss avoidance, and improve customer and employee experience.
- Delivering Returns On Existing Investments
  - Continue to deliver household & commercial relationship growth
  - In-store branches expected to have \$15MM-\$18MM pretax improvement
  - Commercial verticals expected to add \$0.5B to \$1B of loans
  - Treasury Management & Capital Markets continue to mature
  - Credit card ramping... few million loss in 2013 to a slight benefit in 2014

# **Strategy & Execution Differentiate Results**

Comparison of Selected Performance Metrics Among Top 100 Bank Holding Companies (1)



(1) 100 largest BHCs, ranked by assets; data reflects 3Q13. Source: SNL Financial, as of 11/12/13 Peer average includes ASBC, BBT, CMA, FHN, FITB, FNFG, KEY, MTB, PNC, RF, STI, and ZION.



# **Expectations... Next Several Quarters**

	Challenge / Opportunity	HBAN
Economy	Customer uncertainty from uneven U.S. economic recovery	Midwestern strength (e.g., manufacturing and housing recovery) and soundness of HBAN strategy will drive growth.
Disciplined Loan Growth	Economic uncertainty remains a hurdle to solid loan growth and competitiveness of the market is intense	<ul> <li>C&amp;I growth to increase due to customer activity and maturing of recently launched specialty lending verticals.</li> <li>Indirect Automobile: On balance sheet exposure is expected to increase.</li> <li>Residential Mortgages, Home Equity, and CRE are expected to grow modestly.</li> </ul>
Interest Rates	Prolonged low interest rate environment & recent longend volatility	<ul> <li>Net interest income expected to modestly grow.</li> <li>Full Year NIM is not expected to fall below the mid 3.30%'s and will experience continued downward pressure due to competitive loan pricing and growth in investment securities (\$1B to \$1.5B).</li> </ul>
Noninterest Income	Anticipated continued reduction in mortgage banking activity	Relatively stable as the continued benefits from growth in new customers, increased contribution from higher cross-sell, and the continued maturation of strategic investments should offset lower mortgage banking income.
Noninterest Expense	Modest continued investment and continued cost saving opportunities	<ul> <li>Expenses, excluding the significant items, are expected to modestly increase due to higher depreciation, personnel, occupancy, and equipment expense related to our continued modest pace of investments.</li> <li>\$6 million of branch consolidation expense is expected in 4Q13.</li> <li>We remain committed to posting positive operating leverage in 2013.</li> </ul>
Credit Quality	Continued improvement in NPAs / credit costs at low end of normalized range	<ul> <li>NPAs: expected to continue to improve.</li> <li>NCOs: continued performance in our long-term expected range of 35 to 55 bps.</li> <li>LLP: below long-term expectation in 3Q13; expect moderate quarterly volatility.</li> </ul>



# **Important Messages**

- Driving revenue with a continued focus on expense and rate of investment
  - + Multi-year process of executing our long-term strategic plan
    - + Prior investments are not mature .... should continue to drive growth
  - + Moderating level of investment given economic uncertainty
    - + Continuous improvement focused on generating efficiencies
- Managing to a lower risk profile and consistent performance
- High level of employee and shareholder alignment
- Expectations of positive operating leverage in 2014

# **Basis of Presentation**

#### Use of non-GAAP financial measures

This document may contain 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 2013 third quarter earnings press release, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

#### **Annualized data**

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

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

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

### Earnings per share equivalent data

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

#### Rounding

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

# **Basis of Presentation**

#### **Significant Items**

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

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

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

"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2012 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.

# **GAAP to Non-GAAP Reconciliation**

	Total Noninterest		
(\$000)	Income		
	3Q 2013	2Q 2013	Change
HBAN	250,405	249,065	1%
ASBC	70,668	84,276	-16%
BBT	905,000	1,023,000	-12%
FHN	150,456	142,983	5%
FITB	630,000	736,000	-14%
FNFG	91,422	92,516	-1%
MTB	481,269	454,685	6%
PNC	1,582,000	1,666,000	-5%
RF	468,000	489,000	-4%
STI	743,000	858,000	-13%

Mortgage Banking Income			
3Q 2013	2Q 2013	Change	
33,659	23,621	-30%	
15,399	6,015	-61%	
168,000	117,000	-30%	
5,589	14,460	159%	
233,000	121,000	-48%	
6,882	2,268	-67%	
91,262	64,731	-29%	
167,000	199,000	19%	
69,000	52,000	-25%	
134,000	1,000	-99%	

Noninterest Income Excluding Mortgage			
3Q 2013	2Q 2013	Change	
215,406	226,784	5%	
68,877	64,653	-6%	
855,000	788,000	-8%	
137,394	135,996	-1%	
503,000	509,000	1%	
85,634	89,154	4%	
363,423	416,538	15%	
1,499,000	1,383,000	-8%	
420,000	416,000	-1%	
724,000	742,000	2%	

