



**FOR IMMEDIATE RELEASE**

**January 24, 2019**

**Analysts:** Mark Muth (mark.muth@huntington.com), 614.480.4720

**Media:** Matt Samson (matt.b.samson@huntington.com), 312.263.0203

**HUNTINGTON BANCSHARES INCORPORATED REPORTS RECORD ANNUAL EARNINGS**

***Record Annual Revenue Drives 20% Increase in 2018 EPS***

COLUMBUS, Ohio – Huntington Bancshares Incorporated (Nasdaq: HBAN; www.huntington.com) reported 2018 full-year net income of \$1.4 billion, an increase of 17% from the prior year. Earnings per common share for the year were \$1.20, up 20% from the prior year. Tangible book value per common share as of 2018 year-end was \$7.34, a 5% year-over-year increase. Return on average assets for the 2018 full year was 1.33%, return on average common equity was 13.4%, and return on average tangible common equity was 17.9%.

Net income for the 2018 fourth quarter was \$334 million, a 23% decrease from the year-ago quarter. Earnings per common share for the 2018 fourth quarter were \$0.29, down 22% from the year-ago quarter. The 2017 fourth quarter included an estimated tax benefit of \$123 million, or \$0.11 per common share, related to the Tax Cuts and Jobs Act ("federal tax reform"). Excluding this tax benefit for the 2017 fourth quarter, 2018 fourth quarter earnings per common share were up 12% from the year-ago quarter. Return on average assets for the 2018 fourth quarter was 1.25%, return on average common equity was 12.9%, and return on average tangible common equity was 17.3%.

"2018 marks another year of strong performance for Huntington, with record net income for the fourth consecutive year and annual positive operating leverage for the sixth consecutive year," said Steve Steinour, chairman, president, and CEO. "For the first time, we achieved all five of our long-term financial goals on a full-year GAAP basis. This achievement accelerated our ability to provide enhanced long-term targets as a part of the new strategic plan announced in the fourth quarter. Our strategy is based on capitalizing on our sustainable competitive advantages, driving organic revenue growth, and adhering to our aggregate moderate-to-low risk appetite."

"Total revenue for the 2018 full year increased 4% year-over-year driven by organic balance sheet growth and net interest margin expansion. The revenue growth coupled with our disciplined expense management drove annual positive operating leverage," Steinour said. "Average loan growth remained strong at 6% for the 2018 full year, driven by broad-based consumer and commercial lending. As expected, the fourth quarter reflected seasonally strong commercial loan production, particularly from our corporate, dealer floorplan, and equipment finance customers at the end of December, along with steady consumer loan production."

"Our view of 2019 from a balance sheet growth perspective remains unchanged, generally consistent with our view of overall economic activity. The underlying fundamentals of our local economies are positive, and businesses are generally performing well and are optimistic about 2019. Our loan pipelines remain steady, and credit metrics remain strong. We are executing on our new strategic plan and continue to invest to drive organic growth. The plan entails low execution risk and builds on the success of the past two strategic plans. At the same time, given recent market volatility, we are reverting to our historic practice of assuming no interest rate hikes in our revenue expectation and are adjusting our expense expectation as a result. We are focused on what we can control to drive long-term performance."

### **Full-year 2018 highlights compared with 2017:**

- Fully-taxable equivalent total revenue increased \$181 million, or 4%.
- Fully-taxable equivalent net interest income increased \$167 million, or 5%.
- Net interest margin increased 3 basis points to 3.33%.
- Noninterest income increased \$14 million, or 1%.
- Noninterest expense decreased \$67 million, or 2%, as 2017 included \$154 million of acquisition-related expense.
- Efficiency ratio of 56.9%, down from 60.9%.
- Average loans and leases increased \$4.4 billion, or 6%, including a \$3.2 billion, or 10%, increase in consumer loans and a \$1.1 billion, or 3%, increase in commercial loans.
- Average core deposits increased \$3.6 billion, or 5%, driven by a \$2.1 billion, or 98%, increase in core certificates of deposits (CDs) and a \$1.7 billion, or 9%, increase in money market deposits.
- Net charge-offs (NCOs) equated to 0.20% of average loans and leases, down from 0.23% and represented continued performance below the average through-the-cycle target range of 0.35% to 0.55%.
- Nonperforming asset (NPA) ratio of 0.52%, down from 0.55%.
- Common Equity Tier 1 (CET1) risk-based capital ratio of 9.65%, down from 10.01% and within our 9% to 10% operating guideline.
- Tangible common equity (TCE) ratio of 7.21%, down from 7.34%.
- Tangible book value per common share (TBVPS) increased \$0.37, or 5%, to \$7.34.
- Repurchased \$939 million of common stock (61.6 million shares at an average price of \$15.23 per share).
- Cash dividends on common stock increased for the eighth consecutive year.

### **2018 Fourth Quarter highlights compared with 2017 Fourth Quarter:**

- Fully-taxable equivalent total revenue increased \$48 million, or 4%.
- Fully-taxable equivalent net interest income increased \$59 million, or 8%.
- Net interest margin increased 11 basis points to 3.41%.
- Noninterest income decreased \$11 million, or 3%.
- Noninterest expense increased \$78 million, or 12%.
- Average loans and leases increased \$4.9 billion, or 7%, including a \$3.0 billion, or 9%, increase in consumer loans and a \$1.9 billion, or 5%, increase in commercial loans.
- Average securities decreased \$1.7 billion, or 7%.
- Average core deposits increased \$5.1 billion, or 7%, driven by a \$3.8 billion, or 193%, increase in average core CDs and a \$1.9 billion, or 9%, increase in money market deposits.
- NCOs equated to 0.27% of average loans and leases, up from 0.24% and remaining below the average through-the-cycle target range of 0.35% to 0.55%.
- Repurchased \$200 million of common stock (15.0 million shares at an average price of \$13.36 per share).
- In October, Huntington announced the consolidation of 70 branches and additional corporate facilities. While the expense of these actions was included in the 2018 fourth quarter, certain consolidations were completed early in the 2019 first quarter.
- In December, Huntington announced the sale of 32 Wisconsin branches, which is expected to close in the 2019 second quarter.

**Table 1 – Earnings Performance Summary**

(\$ in millions, except per share data)	Full Year		2018		2017
	2018	2017	Fourth Quarter	Third Quarter	Fourth Quarter
Net income	\$ 1,393	\$ 1,186	\$ 334	\$ 378	\$ 432
Diluted earnings per common share	1.20	1.00	0.29	0.33	0.37
Return on average assets	1.33%	1.17%	1.25%	1.42%	1.67%
Return on average common equity	13.4	11.6	12.9	14.3	17.0
Return on average tangible common equity	17.9	15.7	17.3	19.0	22.7
Net interest margin	3.33	3.30	3.41	3.32	3.30
Efficiency ratio	56.9	60.9	58.7	55.3	54.9
Tangible book value per common share	\$ 7.34	\$ 6.97	\$ 7.34	\$ 7.06	\$ 6.97
Cash dividends declared per common share	0.50	0.35	0.14	0.14	0.11
Average diluted shares outstanding (000's)	1,105,985	1,136,186	1,073,055	1,103,740	1,130,117
Average earning assets	\$ 96,577	\$ 92,423	\$ 97,752	\$ 96,753	\$ 93,937
Average loans and leases	72,246	67,891	73,822	72,751	68,940
Average core deposits	76,403	72,830	79,078	77,680	73,946
Tangible common equity / tangible assets ratio	7.21%	7.34%	7.21%	7.25%	7.34%
Common equity Tier 1 risk-based capital ratio	9.65	10.01	9.65	9.89	10.01
NCOs as a % of average loans and leases	0.20%	0.23%	0.27%	0.16%	0.24%
NAL ratio	0.45	0.50	0.45	0.50	0.50
ALLL as a % of total loans and leases	1.03	0.99	1.03	1.04	0.99

Table 2 lists certain items that management believes are significant in understanding corporate performance and trends (see Basis of Presentation on page 14). There were no Significant Items in 2018.

**Table 2 – Significant Items Influencing Earnings**

*(\$ in millions, except per share)*

	Pre-Tax Impact	After-Tax Impact	
	Amount	Amount (1)	EPS (2)
<b>Twelve Months Ended</b>			
<b>December 31, 2018 – net income</b>		<b>\$ 1,393</b>	<b>\$ 1.20</b>
• None	N/A	—	—
<b>December 31, 2017 – net income</b>		<b>\$ 1,186</b>	<b>\$ 1.00</b>
• Federal tax reform-related estimated tax benefit (3)	N/A	123	0.11
• Merger and acquisition-related net expenses	\$ (152)	(99)	(0.09)
<b>Three Months Ended</b>			
<b>December 31, 2018 – net income</b>		<b>\$ 334</b>	<b>\$ 0.29</b>
• None	N/A	—	—
<b>September 30, 2018 – net income</b>		<b>\$ 378</b>	<b>\$ 0.33</b>
• None	N/A	—	—
<b>December 31, 2017 – net income</b>		<b>\$ 432</b>	<b>\$ 0.37</b>
• Federal tax reform-related estimated tax benefit (3)	N/A	123	0.11

(1) Favorable (unfavorable) impact on net income

(2) EPS reflected on a fully diluted basis

(3) Represents the reasonable estimated impact of tax reform as of December 31, 2017. We completed our provisional estimate related to tax reform during 2018 which resulted in an immaterial impact for the year.

## Net Interest Income, Net Interest Margin, and Average Balance Sheet

**Table 3 – Net Interest Income and Net Interest Margin Performance Summary – Rising Short-Term Interest Rates Drove NIM Expansion**

(\$ in millions)	2018		2017	Change YOY	2018		2017		Change (%)	
	Full Year	Full Year			Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY	
Net interest income	\$ 3,189	\$ 3,002		6%	\$ 833	\$ 802	\$ 770		4%	8%
FTE adjustment	30	50		(40)	8	8	12		0	33
Net interest income - FTE	3,219	3,052		5	841	810	782		4	8
Noninterest income	1,321	1,307		1	329	342	340		(4)	(3)
Total revenue - FTE	\$ 4,540	\$ 4,359		4%	\$ 1,170	\$ 1,152	\$ 1,122		2%	4%

  

Yield / Cost	2018		2017	Change YOY	2018		2017		Change bp	
	Full Year	Full Year			Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY	
Total earning assets	4.12%	3.77%		35 bp	4.34%	4.16%	3.83%		18 bp	51 bp
Total loans and leases	4.58	4.19		39	4.76	4.60	4.23		16	53
Total securities	2.72	2.57		15	2.84	2.73	2.64		11	20
Total interest-bearing liabilities	1.06	0.64		42	1.23	1.13	0.73		10	50
Total interest-bearing deposits	0.65	0.33		32	0.84	0.73	0.37		11	47
Net interest rate spread	3.06	3.13		(7)	3.11	3.03	3.10		8	1
Impact of noninterest-bearing funds on margin	0.27	0.17		10	0.30	0.29	0.20		1	10
Net interest margin	3.33%	3.30%		3 bp	3.41%	3.32%	3.30%		9 bp	11 bp

See Pages 7-9 and 18-20 of Quarterly Financial Supplement for additional detail.

Fully-taxable equivalent (FTE) net interest income for the 2018 fourth quarter increased \$59 million, or 8%, from the 2017 fourth quarter. This reflected the benefit from the \$3.8 billion, or 4%, increase in average earning assets coupled with an 11 basis point increase in the FTE net interest margin (NIM) to 3.41%. Average earning asset yields increased 51 basis points year-over-year, driven by a 53 basis point improvement in loan yields. Average interest-bearing liability costs increased 50 basis points, although interest-bearing deposit costs only increased 47 basis points. The cost of short-term borrowings and long-term debt increased 134 basis points and 109 basis points, respectively. The benefit from noninterest-bearing funds increased 10 basis points versus the year-ago quarter. Embedded within these yields and costs, FTE net interest income during the 2018 fourth quarter included \$17 million, or approximately 7 basis points, of purchase accounting impact compared to \$24 million, or approximately 10 basis points, in the year-ago quarter. The 2018 fourth quarter included an approximately 2 basis point impact from higher commercial interest recoveries. On a year-over-year basis, NIM was negatively impacted by 2 basis points as a result of the impact of federal tax reform on the FTE adjustment.

Compared to the 2018 third quarter, FTE net interest income increased \$31 million, or 4%, primarily reflecting a 9 basis point increase in NIM. Average earning asset yields increased 18 basis points sequentially, driven by a 16 basis point increase in loan yields, which includes the aforementioned commercial interest recovery benefit, and the benefit of the earning asset mix shift. Average interest-bearing liability costs increased 10 basis points, primarily driven by an 11 basis point increase in average interest-bearing deposit costs. The benefit of noninterest-bearing funds increased 1 basis point. The purchase accounting impact on the net interest margin was approximately 7 basis points in the 2018 fourth quarter, unchanged from the prior quarter.

**Table 4 – Average Earning Assets – Broad-based Consumer and C&I Loan Growth Reflects Underlying Economic Strength of Footprint**

(\$ in billions)	2018	2017	YOY Change	2018		2017	Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Commercial and industrial	\$ 28.9	\$ 27.7	4%	\$ 29.6	\$ 28.9	27.4	2%	8%
Commercial real estate	7.2	7.2	0	6.9	7.2	7.2	(3)	(4)
Total commercial	36.1	35.0	3	36.5	36.0	34.6	1	5
Automobile	12.3	11.5	7	12.4	12.4	12.0	0	4
Home equity	9.9	10.0	(1)	9.8	9.9	10.0	(1)	(2)
Residential mortgage	9.9	8.2	20	10.6	10.2	8.8	3	20
RV and marine finance	2.8	2.2	32	3.2	3.0	2.4	7	34
Other consumer	1.2	1.0	18	1.3	1.2	1.1	4	18
Total consumer	36.2	32.9	10	37.3	36.7	34.3	2	9
Total loans and leases	72.2	67.9	6	73.8	72.8	68.9	1	7
Total securities	23.5	23.9	(2)	22.7	23.2	24.3	(2)	(7)
Held-for-sale and other earning assets	0.8	0.7	29	1.3	0.8	0.7	54	85
Total earning assets	\$ 96.6	\$ 92.4	4%	\$ 97.8	\$ 96.8	\$ 93.9	1%	4%

See Pages 7 and 18 of Quarterly Financial Supplement for additional detail.

Average earning assets for the 2018 fourth quarter increased \$3.8 billion, or 4%, from the year-ago quarter, primarily reflecting a \$4.9 billion, or 7%, increase in average total loans and leases. Average commercial and industrial (C&I) loans increased \$2.1 billion, or 8%, reflecting broad-based growth. Average residential mortgage loans increased \$1.8 billion, or 20%, driven by an increase in lending officers and expansion into the Chicago market. Average RV and marine finance loans increased \$0.8 billion, or 34%, reflecting the success of the well-managed geographic expansion over the past two years, while maintaining our commitment to super prime originations. Average automobile loans increased \$0.5 billion, or 4%, driven by origination volume consistent with current market dynamics and our continued commitment to high quality borrowers while optimizing yield and production in the rising rate environment over the past year. Average securities decreased \$1.7 billion, or 7%, primarily due to runoff in the portfolio, partially offset by continued growth in direct purchase municipal instruments in our commercial banking segment.

Compared to the 2018 third quarter, average earning assets increased \$1.0 billion, or 1%. Average total loans and leases increased \$1.1 billion, or 1%. Average C&I loans increased \$0.7 billion, or 2%, reflecting growth in dealer floorplan, corporate, and middle market banking. Average total consumer loans increased \$0.6 billion, or 2%, driven by continued growth in residential mortgage and RV and marine lending. Average securities decreased \$0.5 billion, or 2%, primarily due to runoff in the portfolio. As of December 31, 2018, approximately \$121 million of loans were included in held-for-sale related to the announced sale of our Wisconsin branches, which is expected to close in the 2019 second quarter.

**Table 5 – Average Liabilities – Continued Growth in Core Deposits Drove Reduction in Wholesale Funding**

(\$ in billions)	2018		2017	YOY Change	2018		2017	Change (%)	
	Full	Full	Full		Fourth	Third	Fourth	Change (%)	
	Year	Year	Year		Quarter	Quarter	Quarter	LQ	YOY
Demand deposits - noninterest bearing	\$ 20.4	\$ 21.7	(6)%	\$ 20.4	\$ 20.2	\$ 21.7	1 %	(6)%	
Demand deposits - interest bearing	19.3	17.6	10	19.9	19.6	18.2	2	9	
Total demand deposits	39.7	39.3	1	40.2	39.8	39.9	1	1	
Money market deposits	21.4	19.7	9	22.6	21.5	20.7	5	9	
Savings and other domestic deposits	11.1	11.7	(5)	10.5	11.4	11.3	(8)	(7)	
Core certificates of deposit	4.2	2.1	98	5.7	4.9	1.9	16	193	
Total core deposits	76.4	72.8	5	79.1	77.7	73.9	2	7	
Other domestic deposits of \$250,000 or more	0.3	0.4	(37)	0.3	0.3	0.4	21	(14)	
Brokered deposits and negotiable CDs	3.5	3.7	(5)	3.5	3.5	3.4	(1)	3	
Total deposits	\$ 80.2	\$ 77.0	4 %	\$ 82.9	\$ 81.5	\$ 77.7	2 %	7 %	
Short-term borrowings	\$ 2.7	\$ 2.9	(6)%	\$ 1.0	\$ 1.7	\$ 2.8	(42)%	(65)%	
Long-term debt	9.0	8.9	1	8.9	8.9	9.2	0	(4)	
Total debt	\$ 11.7	\$ 11.8	(1)%	\$ 9.9	\$ 10.6	\$ 12.0	(7)%	(18)%	
Total Interest-bearing liabilities	\$ 71.5	\$ 67.0	7 %	\$ 72.4	\$ 71.9	\$ 68.1	1 %	6 %	

See Pages 7 and 18 of Quarterly Financial Supplement for additional detail.

Average total interest-bearing liabilities for the 2018 fourth quarter increased \$4.4 billion, or 6%, from the year ago quarter. Average total deposits increased \$5.2 billion, or 7%, while average total core deposits increased \$5.1 billion, or 7%. Average core CDs increased \$3.8 billion, or 193%, reflecting consumer deposit growth initiatives primarily in the first three quarters of 2018. Average money market deposits increased \$1.9 billion, or 9%, primarily reflecting growth in commercial and consumer balances. Savings and other domestic deposits decreased \$0.8 billion, or 7%, primarily reflecting FirstMerit-related balance attrition and continued consumer product mix shift. Average short-term borrowings decreased \$1.8 billion, or 65%, as continued growth in core deposits reduced reliance on wholesale funding.

Compared to the 2018 third quarter, average total interest-bearing liabilities increased \$0.5 billion, or 1%. Average total core deposits increased \$1.4 billion, or 2%. Average core CDs increased \$0.8 billion, or 16%, reflecting the aforementioned consumer deposit growth initiatives. Average total demand deposits increased \$0.5 billion, or 1%, primarily driven by commercial interest checking growth. Average money market deposits increased \$1.0 billion, or 5%, reflecting initiatives to drive commercial and consumer money market growth and a re-class of certain commercial savings accounts. Savings and other domestic deposits decreased \$0.9 billion, or 8%, primarily reflecting the re-class of certain commercial savings accounts and continued consumer product mix shift. Average short-term borrowings decreased \$0.7 billion, or 42%, as continued growth in core deposits reduced reliance on wholesale funding. As of December 31, 2018, approximately \$872 million of deposits are held-for-sale associated with the previously-mentioned pending Wisconsin branch sale (included in total deposits in Table 5 above).

**Noninterest Income** (see Basis of Presentation on page 14)

**Table 6 - Noninterest Income (GAAP) - Continued Momentum in Capital Markets and Card and Payment Processing Income**

(\$ in millions)	2018	2017	YOY Change	2018		2017	Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Service charges on deposit accounts	\$ 364	\$ 353	3%	\$ 94	\$ 93	\$ 91	1 %	3 %
Card and payment processing income	224	206	9	58	57	53	2	9
Trust and investment management services	171	156	10	42	43	41	(2)	2
Mortgage banking income	108	131	(18)	23	31	33	(26)	(30)
Capital markets fees	91	76	20	29	22	23	32	26
Insurance income	82	81	1	21	19	21	11	0
Bank owned life insurance income	67	67	0	16	19	18	(16)	(11)
Gain on sale of loans	55	56	(2)	16	16	17	0	(6)
Securities (losses) gains	(21)	(4)	(425)	(19)	(2)	(4)	(850)	(375)
Other income	180	185	(3)	49	44	47	11	4
<b>Total noninterest income</b>	<b>\$ 1,321</b>	<b>\$ 1,307</b>	<b>1%</b>	<b>\$ 329</b>	<b>\$ 342</b>	<b>\$ 340</b>	<b>(4)%</b>	<b>(3)%</b>

**Table 7 - Impact of Significant Items**

(\$ in millions)	2018	2017	2018		2017
	Full Year	Full Year	Fourth Quarter	Third Quarter	Fourth Quarter
Service charges on deposit accounts	\$ —	\$ —	\$ —	\$ —	\$ —
Card and payment processing income	—	—	—	—	—
Trust and investment management services	—	—	—	—	—
Mortgage banking income	—	—	—	—	—
Capital markets fees	—	—	—	—	—
Insurance income	—	—	—	—	—
Bank owned life insurance income	—	—	—	—	—
Gain on sale of loans	—	—	—	—	—
Securities (losses) gains	—	—	—	—	—
Other income	—	2	—	—	—
<b>Total noninterest income</b>	<b>\$ —</b>	<b>\$ 2</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>



**Table 8 - Adjusted Noninterest Income (Non-GAAP)**

(\$ in millions)	2018	2017	YOY Change	2018		2017	Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Service charges on deposit accounts	\$ 364	\$ 353	3%	\$ 94	\$ 93	\$ 91	1 %	3 %
Card and payment processing income	224	206	9	58	57	53	2	9
Trust and investment management services	171	156	10	42	43	41	(2)	2
Mortgage banking income	108	131	(18)	23	31	33	(26)	(30)
Capital markets fees	91	76	20	29	22	23	32	26
Insurance income	82	81	1	21	19	21	11	0
Bank owned life insurance income	67	67	0	16	19	18	(16)	(11)
Gain on sale of loans	55	56	(2)	16	16	17	0	(6)
Securities (losses) gains	(21)	(4)	(425)	(19)	(2)	(4)	(850)%	(375)%
Other income	180	183	(2)	49	44	47	11	4
<b>Total adjusted noninterest income</b>	<b>\$ 1,321</b>	<b>\$ 1,305</b>	<b>1%</b>	<b>\$ 329</b>	<b>\$ 342</b>	<b>\$ 340</b>	<b>(4)%</b>	<b>(3)%</b>

See Pages 10-11 and 21-22 of Quarterly Financial Supplement for additional detail.

Noninterest income for the 2018 fourth quarter decreased \$11 million, or 3%, from the year-ago quarter. Securities losses were \$19 million compared to \$4 million in the year-ago quarter, reflecting the losses related to the \$1.1 billion portfolio repositioning completed in the 2018 fourth quarter. Mortgage banking income decreased \$10 million, or 30%, primarily reflecting lower spreads on origination volume. Capital markets fees increased \$6 million, or 26%, primarily driven by \$4 million of fees from Hutchinson, Shockey, and Erley & Co. (HSE), which was acquired October 1, 2018. Card and payment processing income increased \$5 million, or 9%, due to underlying customer growth and higher card usage.

Compared to the 2018 third quarter, total noninterest income decreased \$13 million, or 4%. Securities losses were \$19 million compared to \$2 million in the 2018 third quarter, reflecting the \$19 million of losses related to the aforementioned portfolio repositioning. Mortgage banking income decreased \$8 million, or 26%, primarily reflecting lower spreads on origination volume and lower volume. Capital markets fees increased \$7 million, or 32%, primarily driven by \$4 million of fees from HSE and increased sales of foreign exchange and commodity derivatives.

**Noninterest Expense** (see Basis of Presentation on page 14)

**Table 9 – Noninterest Expense (GAAP) – Year-over-Year Variance Driven by Branch and Facility Consolidation-Related Actions in the 2018 Fourth Quarter**

(\$ in millions)	2018	2017	YOY Change	2018		2017	Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Personnel costs	\$ 1,559	\$ 1,524	2 %	\$ 399	\$ 388	\$ 373	3 %	7%
Outside data processing and other services	294	313	(6)	83	69	71	20	17
Net occupancy	184	212	(13)	70	38	36	84	94
Equipment	164	171	(4)	48	38	36	26	33
Deposit and other insurance expense	63	78	(19)	9	18	19	(50)	(53)
Professional services	60	69	(13)	17	17	18	0	(6)
Marketing	53	60	(12)	15	12	10	25	50
Amortization of intangibles	53	56	(5)	13	13	14	0	(7)
Other expense	217	231	(6)	57	58	56	(2)	2
Total noninterest expense	<u>\$ 2,647</u>	<u>\$ 2,714</u>	<u>(2)%</u>	<u>\$ 711</u>	<u>\$ 651</u>	<u>\$ 633</u>	<u>9 %</u>	<u>12%</u>
<i>(in thousands)</i>								
Number of employees (Average full-time equivalent)	15.7	15.8	(1)%	15.7	15.8	15.4	(1)%	2%

**Table 10 - Impacts of Significant Items**

(\$ in millions)	2018	2017	2018		2017
	Full Year	Full Year	Fourth Quarter	Third Quarter	Fourth Quarter
Personnel costs	\$ —	\$ 42	\$ —	\$ —	\$ —
Outside data processing and other services	—	24	—	—	—
Net occupancy	—	52	—	—	—
Equipment	—	16	—	—	—
Deposit and other insurance expense	—	—	—	—	—
Professional services	—	10	—	—	—
Marketing	—	1	—	—	—
Amortization of intangibles	—	—	—	—	—
Other expense	—	9	—	—	—
Total noninterest expense	<u>\$ —</u>	<u>\$ 154</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>

**Table 11 - Adjusted Noninterest Expense (Non-GAAP)**

(\$ in millions)	2018	2017	YOY Change	2018		2017	Change (%)	
	Full Year	Full Year		Fourth Quarter	Third Quarter	Fourth Quarter	LQ	YOY
Personnel costs	\$ 1,559	\$ 1,482	5%	\$ 399	\$ 388	\$ 373	3%	7%
Outside data processing and other services	294	289	2	83	69	71	20	17
Net occupancy	184	160	16	70	38	36	84	(14)
Equipment	164	155	6	48	38	36	26	33
Deposit and other insurance expense	63	78	44	9	18	19	(50)	19
Professional services	60	59	2	17	17	18	0	(6)
Marketing	53	59	(10)	15	12	10	25	50
Amortization of intangibles	53	56	(5)	13	13	14	0	(7)
Other expense	217	222	(2)	57	58	56	(2)	2
Total adjusted noninterest expense	<u>\$ 2,647</u>	<u>\$ 2,560</u>	<u>3%</u>	<u>\$ 711</u>	<u>\$ 651</u>	<u>\$ 633</u>	<u>9%</u>	<u>12%</u>

See Pages 10 and 21 of Quarterly Financial Supplement for additional detail.

Reported noninterest expense for the 2018 fourth quarter increased \$78 million, or 12%, from the year-ago quarter. Net occupancy costs increased \$34 million, or 94%, primarily reflecting \$28 million of branch and facility consolidation-related expense in the 2018 fourth quarter. Personnel costs increased \$26 million, or 7%, reflecting annual merit increases, higher benefit costs, and \$3 million of run-rate expense from HSE. Equipment increased \$12 million, or 33%, primarily reflecting \$7 million of branch and facility consolidation-related expense in the 2018 fourth quarter. Outside data processing and other services expense increased \$12 million, or 17%, primarily driven by higher technology investment costs. Marketing increased \$5 million, or 50%, primarily reflecting timing of marketing campaigns. Insurance expense decreased \$10 million, or 53%, due to the discontinuation of the FDIC surcharge in the 2018 fourth quarter.

Reported noninterest expense increased \$60 million, or 9%, from the 2018 third quarter. Net occupancy expense increased \$32 million, or 84%, primarily reflecting \$28 million of branch and facility consolidation-related expense in the 2018 fourth quarter. Outside data processing and other services expense increased \$14 million, or 20%, primarily driven by higher technology investment costs. Personnel costs increased \$11 million, 3%, reflecting higher benefit costs and \$3 million of run-rate expense from HSE. Equipment increased \$10 million, or 26%, primarily reflecting \$7 million of branch and facility consolidation-related expense in the 2018 fourth quarter. Insurance expense decreased \$9 million, or 50%, due to the discontinuation of the FDIC surcharge in the 2018 fourth quarter.

## Credit Quality

**Table 12 – Credit Quality Metrics – NPA Ratio at Cyclical Low, and NCOs Remain Below the Average Through-the-Cycle Target Range**

(\$ in millions)	2018				2017
	December 31,	September 30,	June 30,	March 31,	December 31,
Total nonaccrual loans and leases	\$ 340	\$ 370	\$ 378	\$ 383	\$ 349
Total other real estate, net	23	27	28	30	33
Other NPAs (1)	24	6	6	7	7
Total nonperforming assets	387	403	412	420	389
Accruing loans and leases past due 90 days or more	170	154	132	106	115
NPAs + accruing loans and lease past due 90 days or more	\$ 557	\$ 557	\$ 544	\$ 526	\$ 504
NAL ratio (2)	0.45%	0.50%	0.52%	0.54%	0.50%
NPA ratio (3)	0.52	0.55	0.57	0.59	0.55
(NPAs+90 days)/(Loans+OREO)	0.74	0.76	0.75	0.74	0.72
Provision for credit losses	\$ 60	\$ 53	\$ 56	\$ 66	\$ 65
Net charge-offs	50	29	28	38	41
Net charge-offs / Average total loans	0.27%	0.16%	0.16%	0.21%	0.24%
Allowance for loans and lease losses (ALLL)	\$ 772	\$ 761	\$ 741	\$ 721	\$ 691
Allowance for unfunded loan commitments and letters of credit	96	97	93	85	87
Allowance for credit losses (ACL)	\$ 868	\$ 858	\$ 834	\$ 806	\$ 778
ALLL as % of:					
Total loans and leases	1.03%	1.04%	1.02%	1.01%	0.99%
NALs	228	206	197	188	198
NPAs	200	189	180	172	178

(1) Other nonperforming assets at December 31, 2018 include certain loans held-for-sale. Amounts prior to December 31, 2018 includes certain impaired investment securities.

(2) Total NALs as a % of total loans and leases.

(3) Total NPAs as a % of sum of loans and leases and net other real estate.

See Pages 12-15 and 23-26 of Quarterly Financial Supplement for additional detail.

Overall asset quality performance remained consistent with prior periods and our expectations. The consumer portfolio metrics continue to reflect the results associated with our focus on high quality borrowers, with an expected modest seasonal impact evident across the portfolios. The commercial portfolios have performed consistently, with some quarter-to-quarter volatility as a result of the absolute low level of problem loans.

Nonaccrual loans and leases (NALs) decreased \$9 million, or 3%, from the year-ago quarter to \$340 million, or 0.45% of total loans and leases. The year-over-year decline was centered in the commercial real estate and residential mortgage portfolios, partially offset by an increase in the commercial portfolio. OREO balances decreased \$10 million, or 30%, from the year-ago quarter. The decline in OREO assets reflected reductions in both commercial and residential properties. Nonperforming assets (NPAs) decreased to \$387 million, or 0.52% of total loans and leases and OREO. On a linked quarter basis, NALs decreased \$30 million, or 8%, while NPAs decreased \$16 million, or 4%.

The provision for credit losses decreased \$5 million year-over-year to \$60 million in the 2018 fourth quarter. Net charge-offs (NCOs) increased \$9 million to \$50 million. The increase was primarily centered in the C&I portfolio, with no segment or geographic concentration. Consumer charge-offs have remained consistent over the past year. NCOs represented an annualized 0.27% of average loans and leases in the current quarter, up from 0.16% in the prior quarter and up from 0.24% in the year-ago quarter. We continue to be pleased with the net charge-off performance within each portfolio and in total.

The allowance for loan and lease losses (ALLL) as a percentage of total loans and leases increased to 1.03% compared to 0.99% a year ago, while the ALLL as a percentage of period-end total NALs increased to 228% from 198% over the same period. The increase in the ALLL is primarily the result of loan growth. We believe the level of the ALLL and ACL are appropriate given the low level of problem loans and the current composition of the overall loan and lease portfolio.

## Capital

**Table 13 – Capital Ratios – Managing Capital Ratios within Targeted Ranges**

(\$ in billions)	2018				2017
	December 31,	September 30,	June 30,	March 31,	December 31,
Tangible common equity / tangible assets ratio	7.21%	7.25%	7.78%	7.70%	7.34%
Regulatory common equity tier 1 risk-based capital ratio (1)	9.65%	9.89%	10.53%	10.45%	10.01%
Regulatory Tier 1 risk-based capital ratio (1)	11.06%	11.33%	11.99%	11.94%	11.34%
Regulatory Total risk-based capital ratio (1)	12.98%	13.36%	13.97%	13.92%	13.39%
Total risk-weighted assets (1)	\$ 85.7	\$ 83.6	\$ 83.0	\$ 81.4	\$ 80.3

(1) December 31, 2018 figures are estimated and are presented on a Basel III standardized approach basis for calculating risk-weighted assets.

See Pages 16-17 of Quarterly Financial Supplement for additional detail.

The tangible common equity to tangible assets ratio was 7.21% at December 31, 2018, down 13 basis points from a year ago. Common Equity Tier 1 (CET1) risk-based capital ratio was 9.65% at December 31, 2018, compared to 10.01% at December 31, 2017. The regulatory Tier 1 risk-based capital ratio was 11.06% compared to 11.34% at December 31, 2017. During the 2018 fourth quarter, Huntington submitted, and received no objection from the Federal Reserve, a proposal to adjust the quarterly path of common stock repurchases that were included in the 2018 Capital Plan. The adjusted quarterly path allowed the Company to take advantage of recent market volatility by accelerating common stock repurchases from 2019 into the 2018 fourth quarter. As a result, the Company repurchased \$200 million of common stock during the 2018 fourth quarter at an average cost of \$13.36 per share. There is \$177 million of share repurchase authorization remaining under the 2018 Capital Plan.

## **Income Taxes**

The provision for income taxes was a \$57 million expense in the 2018 fourth quarter compared to a \$20 million tax benefit in the 2017 fourth quarter. The effective tax rates for the 2018 fourth quarter and 2017 fourth quarter were 14.6% and (4.8)%, respectively. The 2017 fourth quarter tax benefit was primarily attributable to the revaluation of the net deferred tax liabilities at the lower statutory rate related to federal tax reform.

At December 31, 2018, the Company had a net federal deferred tax liability of \$105 million and a net state deferred tax asset of \$41 million.

## **Expectations – 2019**

With the assumption of no interest rate hikes in 2019, full-year revenue is expected to increase approximately 4% to 7%. The full-year NIM is expected to remain relatively flat on a GAAP basis versus 2018 as modest core NIM expansion offsets the anticipated reduction in the benefit of purchase accounting. Full-year noninterest expense is expected to increase approximately 2% to 4%. The change in revenue growth expectations is entirely related to the updated interest rate assumptions, while the reduced expense growth expectations reflect actions taken to better pace investment spending in light of the revised revenue outlook.

Average loans and leases are expected to increase approximately 4% to 6% on an annual basis. Average total deposits are expected to increase approximately 4% to 6% on an annual basis.

Asset quality metrics are expected to remain better than our average through-the-cycle target ranges, with some moderate quarterly volatility.

The effective tax rate for 2019 is expected to be in the range of 15.5% to 16.5%.

## **Conference Call / Webcast Information**

Huntington's senior management will host an earnings conference call on January 24, 2019, at 9:00 a.m. (Eastern Standard Time). The call may be accessed via a live Internet webcast at the Investor Relations section of Huntington's website, [www.huntington.com](http://www.huntington.com), or through a dial-in telephone number at (877) 407-8029; Conference ID# 13686018. Slides will be available in the Investor Relations section of Huntington's website about an hour prior to the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's website. A telephone replay will be available approximately two hours after the completion of the call through February 1, 2019 at (877) 660-6853 or (201) 612-7415; conference ID# 13686018.

*Please see the 2018 Fourth Quarter Quarterly Financial Supplement for additional detailed financial performance metrics. This document can be found on the Investor Relations section of Huntington's website, [www.huntington.com](http://www.huntington.com).*

## **About Huntington**

Huntington Bancshares Incorporated is a regional bank holding company headquartered in Columbus, Ohio, with \$109 billion of assets and a network of 954 branches and 1,774 ATMs across eight Midwestern states. Founded in 1866, The Huntington National Bank and its affiliates provide consumer, small business, commercial, treasury management, wealth management, brokerage, trust, and insurance services. Huntington also provides auto dealer, equipment finance, national settlement and capital market services that extend beyond its core states. Visit [huntington.com](http://huntington.com) for more information.

## **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 BCFP; 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 2017 Annual Report on Form 10-K, as well as our subsequent Securities and Exchange Commission (“SEC”) filings, which are on file with the SEC and available in the “Investor Relations” section of our website, <http://www.huntington.com>, under the heading “Publications and Filings.”

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.

## **Basis of Presentation**

### **Use of Non-GAAP Financial Measures**

This document contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington’s results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, conference call slides, or the Form 8-K related to this document, all of which can be found in the Investor Relations section of Huntington’s website, <http://www.huntington.com>.

### **Annualized Data**

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

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

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

### Earnings per Share Equivalent Data

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

### Rounding

Please note that columns of data in this document may not add due to rounding.

### Significant Items

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

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

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

"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2017 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.

###

**HUNTINGTON BANCSHARES INCORPORATED**  
**Quarterly Financial Supplement**  
**December 31, 2018**

**Table of Contents**

<a href="#"><u>Quarterly Key Statistics</u></a>	<a href="#"><u>1</u></a>
<a href="#"><u>Annual Key Statistics</u></a>	<a href="#"><u>2</u></a>
<a href="#"><u>Consolidated Balance Sheets</u></a>	<a href="#"><u>4</u></a>
<a href="#"><u>Loans and Leases Composition</u></a>	<a href="#"><u>5</u></a>
<a href="#"><u>Deposits Composition</u></a>	<a href="#"><u>6</u></a>
<a href="#"><u>Consolidated Quarterly Average Balance Sheets</u></a>	<a href="#"><u>7</u></a>
<a href="#"><u>Consolidated Quarterly Net Interest Margin - Interest Income / Expense</u></a>	<a href="#"><u>8</u></a>
<a href="#"><u>Consolidated Quarterly Net Interest Margin - Yield</u></a>	<a href="#"><u>9</u></a>
<a href="#"><u>Selected Quarterly Income Statement Data</u></a>	<a href="#"><u>10</u></a>
<a href="#"><u>Quarterly Mortgage Banking Income</u></a>	<a href="#"><u>11</u></a>
<a href="#"><u>Quarterly Credit Reserves Analysis</u></a>	<a href="#"><u>12</u></a>
<a href="#"><u>Quarterly Net Charge-Off Analysis</u></a>	<a href="#"><u>13</u></a>
<a href="#"><u>Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)</u></a>	<a href="#"><u>14</u></a>
<a href="#"><u>Quarterly Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans</u></a>	<a href="#"><u>15</u></a>
<a href="#"><u>Quarterly Capital Under Current Regulatory Standards (Basel III) and Other Capital Data</u></a>	<a href="#"><u>16</u></a>
<a href="#"><u>Quarterly Common Stock Summary, Non-Regulatory Capital, and Other Data</u></a>	<a href="#"><u>17</u></a>
<a href="#"><u>Consolidated Annual Average Balance Sheets</u></a>	<a href="#"><u>18</u></a>
<a href="#"><u>Consolidated Annual Net Interest Margin - Interest Income / Expense</u></a>	<a href="#"><u>19</u></a>
<a href="#"><u>Consolidated Annual Net Interest Margin - Yield</u></a>	<a href="#"><u>20</u></a>
<a href="#"><u>Selected Annual Income Statement Data</u></a>	<a href="#"><u>21</u></a>
<a href="#"><u>Annual Mortgage Banking Income</u></a>	<a href="#"><u>22</u></a>
<a href="#"><u>Annual Credit Reserves Analysis</u></a>	<a href="#"><u>23</u></a>
<a href="#"><u>Annual Net Charge-Off Analysis</u></a>	<a href="#"><u>24</u></a>
<a href="#"><u>Annual Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)</u></a>	<a href="#"><u>25</u></a>
<a href="#"><u>Annual Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans</u></a>	<a href="#"><u>26</u></a>



**Notes:**

The preparation of financial statement data in conformity with accounting principles generally accepted in the United States (GAAP) requires management to make estimates and assumptions that affect amounts reported. Actual results could differ from those estimates. Certain prior period amounts have been reclassified to conform to the current period's presentation.

**Fully-Taxable Equivalent Basis**

Interest income, yields, and ratios on a FTE basis are considered non-GAAP financial measures. Management believes net interest income on a FTE basis provides a more accurate picture of the interest margin for comparison purposes. The FTE basis also allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The FTE basis assumes a federal statutory tax rate of 21 percent and 35 percent for periods prior to January 1, 2018.

**Non-Regulatory Capital Ratios**

In addition to capital ratios defined by banking regulators, the Company considers various other measures when evaluating capital utilization and adequacy, including:

- Tangible common equity to tangible assets, and
- Tangible common equity to risk-weighted assets using Basel III definition.

These non-regulatory capital ratios are viewed by management as useful additional methods of reflecting the level of capital available to withstand unexpected market conditions. Additionally, presentation of these ratios allows readers to compare the Company's capitalization to other financial services companies. These ratios differ from capital ratios defined by banking regulators principally in that the numerator excludes preferred securities, the nature and extent of which varies among different financial services companies. These ratios are not defined in GAAP or federal banking regulations. As a result, these non-regulatory capital ratios disclosed by the Company may be considered non-GAAP financial measures.

Because there are no standardized definitions for these non-regulatory capital ratios, the Company's calculation methods may differ from those used by other financial services companies. Also, there may be limits in the usefulness of these measures to investors. As a result, the Company encourages readers to consider the consolidated financial statements and other financial information contained in the related press release in their entirety, and not to rely on any single financial measure.

Huntington Bancshares Incorporated  
Quarterly Key Statistics(1)  
(Unaudited)

<i>(dollar amounts in millions, except per data, share count in thousands)</i>	Three Months Ended			Percent Changes vs.	
	December 31,	September	December 31,	3Q18	4Q17
	2018	2018	2017		
Net interest income(3)	\$ 841	\$ 810	\$ 782	4 %	8 %
FTE adjustment	(8)	(8)	(12)	—	33
Net interest income	833	802	770	4	8
Provision for credit losses	60	53	65	13	(8)
Noninterest income	329	342	340	(4)	(3)
Noninterest expense	711	651	633	9	12
Income before income taxes	391	440	412	(11)	(5)
Provision for income taxes	57	62	(20)	(8)	385
Net income	334	378	432	(12)	(23)
Dividends on preferred shares	19	18	19	6	—
Net income applicable to common shares	\$ 315	\$ 360	\$ 413	(13)%	(24)%
Net income per common share - diluted	\$ 0.29	\$ 0.33	\$ 0.37	(12)%	(22)%
Cash dividends declared per common share	0.14	0.14	0.11	—	27
Tangible book value per common share at end of period	7.34	7.06	6.97	4	5
Number of common shares repurchased	14,967	43,670	9,785	(66)	53
Average common shares - basic	1,054,460	1,084,536	1,077,397	(3)	(2)
Average common shares - diluted	1,073,055	1,103,740	1,130,117	(3)	(5)
Ending common shares outstanding	1,046,767	1,061,529	1,072,027	(1)	(2)
Return on average assets	1.25%	1.42%	1.67%		
Return on average common shareholders' equity	12.9	14.3	17.0		
Return on average tangible common shareholders' equity(2)	17.3	19.0	22.7		
Net interest margin(3)	3.41	3.32	3.30		
Efficiency ratio(4)	58.7	55.3	54.9		
Effective tax rate	14.6	14.1	(4.8)		
Average total assets	\$ 105,877	\$ 105,355	\$ 102,302	—	3
Average earning assets	97,752	96,753	93,937	1	4
Average loans and leases	73,822	72,751	68,940	1	7
Average loans and leases - linked quarter annualized growth rate	5.9%	4.8%	3.9%		
Average total deposits	\$ 82,931	\$ 81,498	\$ 77,737	2	7
Average core deposits(5)	79,078	77,680	73,946	2	7
Average core deposits - linked quarter annualized growth rate	7.2%	12.2%	2.2%		
Average shareholders' equity	10,889	11,156	10,677	(2)	2
Average common total shareholders' equity	9,686	9,953	9,606	(3)	1
Average tangible common shareholders' equity	7,460	7,713	7,383	(3)	1
Total assets at end of period	108,781	105,652	104,185	3	4
Total shareholders' equity at end of period	11,102	10,934	10,814	2	3
NCOs as a % of average loans and leases	0.27%	0.16%	0.24%		
NAL ratio	0.45	0.50	0.50		
NPA ratio(6)	0.52	0.55	0.55		
Allowance for loan and lease losses (ALLL) as a % of total loans and leases at the end of period	1.03	1.04	0.99		
Common equity tier 1 risk-based capital ratio(7)	9.65	9.89	10.01		
Tangible common equity / tangible asset ratio(8)	7.21	7.25	7.34		

See Notes to the Year to Date and Quarterly Key Statistics.

Huntington Bancshares Incorporated  
Annual Key Statistics(1)  
(Unaudited)

	Year Ended December 31,		Change	
	2018	2017	Amount	Percent
<i>(dollar amounts in millions, except per data, share count in thousands)</i>				
Net interest income(3)	\$ 3,219	\$ 3,052	\$ 167	5%
FTE adjustment	(30)	(50)	20	40
Net interest income	3,189	3,002	187	6
Provision for credit losses	235	201	34	17
Noninterest income	1,321	1,307	14	1
Noninterest expense	2,647	2,714	(67)	(2)
Income before income taxes	1,628	1,394	234	17
Provision for income taxes	235	208	27	13
Net Income	1,393	1,186	207	17
Dividends on preferred shares	70	76	(6)	(8)
Net income applicable to common shares	\$ 1,323	\$ 1,110	\$ 213	19%
Net income per common share - diluted	\$ 1.20	\$ 1.00	\$ 0.20	20%
Cash dividends declared per common share	0.50	0.35	0.15	43
Average common shares - basic	1,081,542	1,084,686	(3,144)	—
Average common shares - diluted	1,105,985	1,136,186	(30,201)	(3)
Return on average assets	1.33%	1.17%		
Return on average common shareholders' equity	13.4	11.6		
Return on average tangible common shareholders' equity(2)	17.9	15.7		
Net interest margin(3)	3.33	3.30		
Efficiency ratio(4)	56.9	60.9		
Effective tax rate	14.5	14.9		
Average total assets	\$ 104,982	\$ 101,021	\$ 3,961	4
Average earning assets	96,577	92,423	4,154	4
Average loans and leases	72,246	67,891	4,355	6
Average total deposits	80,186	76,950	3,236	4
Average core deposits(5)	76,403	72,830	3,573	5
Average shareholders' equity	11,059	10,611	448	4
Average common total shareholders' equity	9,891	9,539	352	4
Average tangible common shareholders' equity	7,647	7,304	343	5
NCOs as a % of average loans and leases	0.20%	0.23%		
NAL ratio	0.45	0.50		
NPA ratio(6)	0.52	0.55		

See Notes to the Annual and Quarterly Key Statistics.

### Key Statistics Footnotes

- (1) Comparisons for certain presented periods are impacted by a number of factors. Refer to Significant Items.
- (2) Net income applicable to common shares excluding expense for amortization of intangibles for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a 21% tax rate and a 35% tax rate for periods prior to December 31, 2017.
- (3) On a fully-taxable equivalent (FTE) basis assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018.
- (4) Noninterest expense less amortization of intangibles divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).
- (5) Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.
- (6) NPAs include other real estate owned.
- (7) December 31, 2018, figures are estimated.
- (8) Tangible common equity (total common equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, calculated at a 21% tax rate.

Huntington Bancshares Incorporated  
Consolidated Balance Sheets

<i>(dollar amounts in millions)</i>	December 31, 2018 <i>(Unaudited)</i>	December 31, 2017	Percent Changes
<b>Assets</b>			
Cash and due from banks	\$ 1,108	\$ 1,212	(9)%
Interest-bearing deposits in Federal Reserve Bank	1,564	308	408
Interest-bearing deposits in banks	53	47	13
Trading account securities	105	86	22
Available-for-sale securities	13,780	14,869	(7)
Held-to-maturity securities	8,565	9,091	(6)
Other securities	565	600	(6)
Loans held for sale	804	488	65
Loans and leases(1)	74,900	70,117	7
Allowance for loan and lease losses	(772)	(691)	(12)
Net loans and leases	74,128	69,426	7
Bank owned life insurance	2,507	2,466	2
Premises and equipment	790	864	(9)
Goodwill	1,989	1,993	—
Service rights and other intangible assets	535	584	(8)
Other assets	2,288	2,151	6
<b>Total assets</b>	<b>\$ 108,781</b>	<b>\$ 104,185</b>	<b>4 %</b>
<b>Liabilities and shareholders' equity</b>			
<b>Liabilities</b>			
Deposits(2)	\$ 84,774	\$ 77,041	10 %
Short-term borrowings	2,017	5,056	(60)
Long-term debt	8,625	9,206	(6)
Other liabilities	2,263	2,068	9
<b>Total liabilities</b>	<b>97,679</b>	<b>93,371</b>	<b>5</b>
<b>Shareholders' equity</b>			
Preferred stock	1,203	1,071	12
Common stock	11	11	—
Capital surplus	9,181	9,707	(5)
Less treasury shares, at cost	(45)	(35)	(29)
Accumulated other comprehensive loss	(609)	(528)	(15)
Retained earnings (deficit)	1,361	588	131
<b>Total shareholders' equity</b>	<b>11,102</b>	<b>10,814</b>	<b>3</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 108,781</b>	<b>\$ 104,185</b>	<b>4 %</b>
Common shares authorized (par value of \$0.01)	1,500,000,000	1,500,000,000	
Common shares issued	1,050,584,637	1,075,294,946	
Common shares outstanding	1,046,767,252	1,072,026,681	
Treasury shares outstanding	3,817,385	3,268,265	
Preferred stock, authorized shares	6,617,808	6,617,808	
Preferred shares issued	2,707,571	2,702,571	
Preferred shares outstanding	740,500	1,098,006	

(1) See page 5 for detail of loans and leases.

(2) See page 6 for detail of deposits.

Huntington Bancshares Incorporated  
Loans and Leases Composition  
(Unaudited)

	December 31,		September 30,		June 30,		March 31,		December 31,	
<i>(dollar amounts in millions)</i>	2018		2018		2018		2018		2017	
<b>Ending Balances by Type:</b>										
Total loans										
Commercial:										
Commercial and industrial	\$ 30,605	41%	\$ 29,196	40%	\$ 28,850	40%	\$ 28,622	40%	\$ 28,107	40%
Commercial real estate:										
Construction	1,185	2	1,111	2	1,083	1	1,167	2	1,217	2
Commercial	5,657	8	5,962	8	6,118	8	6,245	9	6,008	9
Commercial real estate	6,842	10	7,073	10	7,201	9	7,412	11	7,225	11
Total commercial	37,447	51	36,269	50	36,051	49	36,034	51	35,332	51
Consumer:										
Automobile	12,429	16	12,375	17	12,390	17	12,146	17	12,100	17
Home equity	9,722	13	9,850	13	9,907	14	9,987	14	10,099	14
Residential mortgage	10,728	14	10,459	14	10,006	14	9,357	13	9,026	13
RV and marine finance	3,254	4	3,152	4	2,846	4	2,549	3	2,438	3
Other consumer	1,320	2	1,265	2	1,206	2	1,090	2	1,122	2
Total consumer	37,453	49	37,101	50	36,355	51	35,129	49	34,785	49
Total loans and leases	\$ 74,900	100%	\$ 73,370	100%	\$ 72,406	100%	\$ 71,163	100%	\$ 70,117	100%

	December 31,		September 30,		June 30,		March 31,		December 31,	
<i>(dollar amounts in millions)</i>	2018		2018		2018		2018		2017	
<b>Ending Balances by Business Segment:</b>										
Consumer and Business Banking	\$ 22,333	30%	\$ 22,271	30%	\$ 21,888	30%	\$ 21,471	31%	\$ 21,379	31%
Commercial Banking	27,191	36	26,465	36	26,373	36	26,311	37	25,767	37
Vehicle Finance	19,434	26	18,880	26	18,569	26	18,090	25	17,818	25
RBHPCG	5,886	8	5,734	8	5,527	8	5,227	7	5,145	7
Treasury / Other	56	—	20	—	49	—	64	—	8	—
Total loans and leases	\$ 74,900	100%	\$ 73,370	100%	\$ 72,406	100%	\$ 71,163	100%	\$ 70,117	100%

<b>Average Balances by Business Segment:</b>										
Consumer and Business Banking	\$ 22,321	30%	\$ 22,049	30%	\$ 21,653	31%	\$ 21,429	31%	\$ 21,096	31%
Commercial Banking	26,405	36	26,322	36	26,505	37	25,969	37	25,208	37
Vehicle Finance	19,177	26	18,640	26	18,280	25	17,814	25	17,497	25
RBHPCG	5,793	8	5,641	8	5,355	7	5,181	7	5,071	7
Treasury / Other	126	—	99	—	94	—	91	—	68	—
Total loans and leases	\$ 73,822	100%	\$ 72,751	100%	\$ 71,887	100%	\$ 70,484	100%	\$ 68,940	100%

Huntington Bancshares Incorporated  
 Deposits Composition  
 (Unaudited)

<i>(dollar amounts in millions)</i>	December 31, 2018		September 30, 2018		June 30, 2018		March 31, 2018		December 31, 2017	
<b>Ending Balances by Type:</b>										
Demand deposits - noninterest-bearing	\$ 21,783	26%	\$ 19,863	24%	\$ 20,353	26%	\$ 20,807	26%	\$ 21,546	28%
Demand deposits - interest-bearing	20,042	24	19,615	24	19,026	24	19,337	25	18,001	23
Money market deposits	22,721	27	21,411	26	20,990	26	20,849	26	20,690	27
Savings and other domestic deposits	10,451	12	11,604	14	10,987	14	11,291	14	11,270	15
Core certificates of deposit	5,924	7	5,358	7	4,402	6	3,157	4	1,934	3
<b>Total core deposits</b>	<b>80,921</b>	<b>96</b>	<b>77,851</b>	<b>95</b>	<b>75,758</b>	<b>96</b>	<b>75,441</b>	<b>95</b>	<b>73,441</b>	<b>96</b>
Other domestic deposits of \$250,000 or more	337	—	318	1	265	—	228	—	239	—
Brokered deposits and negotiable CDs	3,516	4	3,520	4	3,564	4	3,802	5	3,361	4
<b>Total deposits</b>	<b>\$ 84,774</b>	<b>100%</b>	<b>\$ 81,689</b>	<b>100%</b>	<b>\$ 79,587</b>	<b>100%</b>	<b>\$ 79,471</b>	<b>100%</b>	<b>\$ 77,041</b>	<b>100%</b>
<b>Total core deposits:</b>										
Commercial	\$ 37,268	46%	\$ 35,455	46%	\$ 34,094	45%	\$ 34,615	46%	\$ 34,273	47%
Consumer	43,653	54	42,396	54	41,664	55	40,826	54	39,168	53
<b>Total core deposits</b>	<b>\$ 80,921</b>	<b>100%</b>	<b>\$ 77,851</b>	<b>100%</b>	<b>\$ 75,758</b>	<b>100%</b>	<b>\$ 75,441</b>	<b>100%</b>	<b>\$ 73,441</b>	<b>100%</b>
<b>Ending Balances by Business Segment:</b>										
Consumer and Business Banking	\$ 50,300	59%	\$ 49,434	61%	\$ 48,186	60%	\$ 47,124	59%	\$ 45,643	59%
Commercial Banking	23,184	28	22,288	27	21,142	27	21,838	28	21,235	28
Vehicle Finance	346	—	348	—	340	—	345	—	358	—
RBHPCG	6,809	8	5,783	7	5,985	8	6,053	8	6,057	8
Treasury / Other(1)	4,135	5	3,836	5	3,934	5	4,111	5	3,748	5
<b>Total deposits</b>	<b>\$ 84,774</b>	<b>100%</b>	<b>\$ 81,689</b>	<b>100%</b>	<b>\$ 79,587</b>	<b>100%</b>	<b>\$ 79,471</b>	<b>100%</b>	<b>\$ 77,041</b>	<b>100%</b>

<i>(dollar amounts in millions)</i>	December 31, 2018		September 30, 2018		June 30, 2018		March 31, 2018		December 31, 2017	
<b>Average Balances by Business Segment:</b>										
Consumer and Business Banking	\$ 50,037	61%	\$ 48,659	60%	\$ 47,242	60%	\$ 45,310	59%	\$ 45,625	59%
Commercial Banking	22,673	27	22,823	28	21,671	27	21,679	28	22,118	28
Vehicle Finance	335	—	337	—	328	—	349	—	323	—
RBHPCG	5,936	7	5,694	7	5,947	8	5,873	8	5,851	8
Treasury / Other(1)	3,950	5	3,985	5	4,102	5	3,735	5	3,820	5
<b>Total deposits</b>	<b>\$ 82,931</b>	<b>100%</b>	<b>\$ 81,498</b>	<b>100%</b>	<b>\$ 79,290</b>	<b>100%</b>	<b>\$ 76,946</b>	<b>100%</b>	<b>\$ 77,737</b>	<b>100%</b>

(1) Comprised primarily of national market deposits.

Huntington Bancshares Incorporated  
Consolidated Quarterly Average Balance Sheets  
(Unaudited)

	Quarterly Average Balances (1)					Percent Changes vs.	
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017	3Q18	4Q17
<i>(dollar amounts in millions)</i>							
<b>Assets</b>							
Interest-bearing deposits in Federal Reserve Bank (2)	\$ 483	\$ —	\$ —	\$ —	\$ —	100%	100 %
Interest-bearing deposits in banks	97	83	84	90	90	17	8
<b>Securities:</b>							
Trading account securities	131	82	82	87	87	60	51
<b>Available-for-sale securities:</b>							
Taxable	10,351	10,469	10,832	11,158	11,154	(1)	(7)
Tax-exempt	3,176	3,496	3,554	3,633	3,404	(9)	(7)
Total available-for-sale securities	13,527	13,965	14,386	14,791	14,558	(3)	(7)
Held-to-maturity securities - taxable	8,433	8,560	8,706	8,877	9,066	(1)	(7)
Other securities	565	567	599	605	598	—	(6)
Total securities	22,656	23,174	23,773	24,360	24,309	(2)	(7)
Loans held for sale	694	745	619	478	598	(7)	16
<b>Loans and leases:(3)</b>							
<b>Commercial:</b>							
Commercial and industrial	29,557	28,870	28,863	28,243	27,445	2	8
<b>Commercial real estate:</b>							
Construction	1,138	1,132	1,126	1,189	1,199	1	(5)
Commercial	5,806	6,019	6,233	6,142	5,997	(4)	(3)
Commercial real estate	6,944	7,151	7,359	7,331	7,196	(3)	(4)
Total commercial	36,501	36,021	36,222	35,574	34,641	1	5
<b>Consumer:</b>							
Automobile	12,423	12,368	12,271	12,100	11,963	—	4
Home equity	9,817	9,873	9,941	10,040	10,027	(1)	(2)
Residential mortgage	10,574	10,236	9,624	9,174	8,809	3	20
RV and marine finance	3,216	3,016	2,667	2,481	2,405	7	34
Other consumer	1,291	1,237	1,162	1,115	1,095	4	18
Total consumer	37,321	36,730	35,665	34,910	34,299	2	9
Total loans and leases	73,822	72,751	71,887	70,484	68,940	1	7
Allowance for loan and lease losses	(777)	(759)	(742)	(709)	(688)	(2)	(13)
Net loans and leases	73,045	71,992	71,145	69,775	68,252	1	7
Total earning assets	97,752	96,753	96,363	95,412	93,937	1	4
Cash and due from banks	909	1,330	1,283	1,217	1,226	(32)	(26)
Intangible assets	2,288	2,305	2,318	2,332	2,346	(1)	(2)
All other assets	5,705	5,726	5,599	5,596	5,481	—	4
Total assets	\$ 105,877	\$ 105,355	\$ 104,821	\$ 103,848	\$ 102,302	—%	3 %
<b>Liabilities and shareholders' equity</b>							
<b>Deposits:</b>							
Demand deposits - noninterest-bearing	20,384	20,230	20,382	20,572	21,745	1%	(6)%
Demand deposits - interest-bearing	19,860	19,553	19,121	18,630	18,175	2	9
Total demand deposits	40,244	39,783	39,503	39,202	39,920	1	1
Money market deposits	22,595	21,547	20,943	20,678	20,731	5	9
Savings and other domestic deposits	10,534	11,434	11,146	11,219	11,348	(8)	(7)
Core certificates of deposit	5,705	4,916	3,794	2,293	1,947	16	193
Total core deposits	79,078	77,680	75,386	73,392	73,946	2	7
Other domestic deposits of \$250,000 or more	346	285	243	247	400	21	(14)
Brokered deposits and negotiable CDs	3,507	3,533	3,661	3,307	3,391	(1)	3
Total deposits	82,931	81,498	79,290	76,946	77,737	2	7
Short-term borrowings	1,006	1,732	3,082	5,228	2,837	(42)	(65)
Long-term debt	8,871	8,915	9,225	8,958	9,232	—	(4)
Total interest-bearing liabilities	72,424	71,915	71,215	70,560	68,061	1	6
All other liabilities	2,180	2,054	1,891	1,861	1,819	6	20
Shareholders' equity	10,889	11,156	11,333	10,855	10,677	(2)	2
Total liabilities and shareholders' equity	\$ 105,877	\$ 105,355	\$ 104,821	\$ 103,848	\$ 102,302	—%	3 %

(1) Amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.

(2) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018.

(3) Amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.



Huntington Bancshares Incorporated  
Consolidated Quarterly Net Interest Margin - Interest Income / Expense(1)(2)  
(Unaudited)

	Quarterly Interest Income / Expense				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions)</i>					
<b>Assets</b>					
Interest-bearing deposits in Federal Reserve Bank (3)	\$ 3	\$ —	\$ —	\$ —	\$ —
Interest-bearing deposits in banks	1	—	1	—	1
<b>Securities:</b>					
Trading account securities	1	—	—	—	—
<b>Available-for-sale securities:</b>					
Taxable	70	69	71	70	69
Tax-exempt	33	30	30	29	31
Total available-for-sale securities	103	99	101	99	100
Held-to-maturity securities - taxable	52	52	53	54	55
Other securities	5	7	7	6	6
Total securities	161	158	161	159	161
Loans held for sale	7	8	6	5	5
<b>Loans and leases:</b>					
<b>Commercial:</b>					
Commercial and industrial	363	342	329	303	292
<b>Commercial real estate:</b>					
Construction	16	15	15	14	14
Commercial	74	72	72	65	61
Commercial real estate	90	87	87	79	75
Total commercial	453	429	416	382	367
<b>Consumer:</b>					
Automobile	122	117	111	106	109
Home equity	135	130	126	121	119
Residential mortgage	101	97	89	84	80
RV and marine finance	41	39	34	31	32
Other consumer	40	37	35	33	32
Total consumer	439	420	395	375	372
Total loans and leases	892	849	811	757	739
Total earning assets	\$ 1,064	\$ 1,015	\$ 979	\$ 921	\$ 906
<b>Liabilities</b>					
<b>Deposits:</b>					
Demand deposits - noninterest-bearing	\$ —	\$ —	\$ —	\$ —	\$ —
Demand deposits - interest-bearing	25	22	18	13	13
Total demand deposits	25	22	18	13	13
Money market deposits	52	42	31	23	20
Savings and other domestic deposits	5	7	6	6	5
Core certificates of deposit	29	23	14	6	4
Total core deposits	111	94	69	48	42
Other domestic deposits of \$250,000 or more	1	1	1	—	—
Brokered deposits and negotiable CDs	20	17	17	12	11
Total deposits	132	112	87	60	53
Short-term borrowings	6	9	14	19	8
Long-term debt	85	84	87	65	63
Total interest bearing liabilities	223	205	188	144	124
Net interest income	\$ 841	\$ 810	\$ 791	\$ 777	\$ 782

- (1) Fully-taxable equivalent (FTE) income and expense calculated assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018. See page 10 for the FTE adjustment.
- (2) Amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (3) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018 and associated interest income was not material.

Huntington Bancshares Incorporated  
Consolidated Quarterly Net Interest Margin - Yield  
(Unaudited)

Fully-taxable equivalent basis(1)	Quarterly Average Rates(2)				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<b>Assets</b>					
Interest-bearing deposits in Federal Reserve Bank (2)	2.33%	—%	—%	—%	—%
Interest-bearing deposits in banks	1.97	1.95	1.95	1.97	1.92
Securities:					
Trading account securities	1.94	0.26	0.23	0.15	0.21
Available-for-sale securities:					
Taxable	2.71	2.61	2.63	2.51	2.45
Tax-exempt	4.12	3.53	3.35	3.18	3.76
Total available-for-sale securities	3.04	2.84	2.81	2.67	2.75
Held-to-maturity securities - taxable	2.45	2.43	2.42	2.45	2.41
Other securities	4.24	4.58	4.58	3.98	3.86
Total securities	2.84	2.73	2.71	2.62	2.64
Loans held for sale	4.04	4.45	4.17	3.82	3.68
Loans and leases:(4)					
Commercial:					
Commercial and industrial	4.81	4.64	4.52	4.28	4.17
Commercial real estate:					
Construction	5.47	5.31	5.26	4.73	4.47
Commercial	4.99	4.63	4.58	4.24	4.03
Commercial real estate	5.07	4.74	4.68	4.32	4.10
Total commercial	4.86	4.66	4.55	4.29	4.15
Consumer:					
Automobile	3.88	3.75	3.63	3.56	3.61
Home equity	5.45	5.21	5.09	4.90	4.71
Residential mortgage	3.82	3.78	3.69	3.66	3.66
RV and marine finance	5.10	5.06	5.11	5.11	5.25
Other consumer	12.35	12.16	11.90	11.78	11.53
Total consumer	4.67	4.54	4.43	4.34	4.31
Total loans and leases	4.76	4.60	4.49	4.32	4.23
Total earning assets	4.34	4.16	4.07	3.91	3.83
<b>Liabilities</b>					
Deposits:					
Demand deposits - noninterest-bearing	—	—	—	—	—
Demand deposits - interest-bearing	0.48	0.45	0.38	0.29	0.26
Total demand deposits	0.24	0.22	0.18	0.14	0.12
Money market deposits	0.91	0.77	0.60	0.45	0.40
Savings and other domestic deposits	0.23	0.24	0.21	0.20	0.20
Core certificates of deposit	2.00	1.82	1.56	1.01	0.75
Total interest-bearing core deposits	0.75	0.65	0.51	0.36	0.32
Other domestic deposits of \$250,000 or more	1.67	1.40	1.01	0.69	0.54
Brokered deposits and negotiable CDs	2.22	1.98	1.81	1.47	1.21
Total interest-bearing deposits	0.84	0.73	0.59	0.43	0.37
Short-term borrowings	2.49	1.98	1.82	1.47	1.15
Long-term debt	3.82	3.78	3.75	2.92	2.73
Total interest-bearing liabilities	1.23	1.13	1.05	0.82	0.73
Net interest rate spread	3.11	3.03	3.02	3.09	3.10
Impact of noninterest-bearing funds on margin	0.30	0.29	0.27	0.21	0.20
Net interest margin	3.41%	3.32%	3.29%	3.30%	3.30%

Commercial Loan Derivative Impact  
(Unaudited)

Fully-taxable equivalent basis(1)	Average Rates				
	2018 Fourth	2018 Third	2018 Second	2018 First	2017 Fourth
Commercial loans(3)(4)	4.86%	4.66%	4.55%	4.29%	4.16%
Impact of commercial loan derivatives	—	—	—	—	(0.01)
Total commercial - as reported	4.86%	4.66%	4.55%	4.29%	4.15%
Average 30 day LIBOR	2.35%	2.11%	1.97%	1.65%	1.33%

- (1) Fully-taxable equivalent (FTE) yields are calculated assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018. See page 10 for the FTE adjustment.
- (2) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018.
- (3) Yield/rates include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (4) Includes nonaccrual loans.

Huntington Bancshares Incorporated  
Selected Quarterly Income Statement Data(1)  
(Unaudited)

	Three Months Ended				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions, except per data, share count in thousands)</i>					
Interest income	\$ 1,056	\$ 1,007	\$ 972	\$ 914	\$ 894
Interest expense	223	205	188	144	124
Net interest income	833	802	784	770	770
Provision for credit losses	60	53	56	66	65
Net interest income after provision for credit losses	773	749	728	704	705
Service charges on deposit accounts	94	93	91	86	91
Card and payment processing income	58	57	56	53	53
Trust and investment management services	42	43	42	44	41
Mortgage banking income	23	31	28	26	33
Capital markets fees	29	22	21	19	23
Insurance income	21	19	21	21	21
Bank owned life insurance income	16	19	17	15	18
Gain on sale of loans and leases	16	16	15	8	17
Securities gains (losses)	(19)	(2)	—	—	(4)
Other income	49	44	45	42	47
Total noninterest income	329	342	336	314	340
Personnel costs	399	388	396	376	373
Outside data processing and other services	83	69	69	73	71
Net occupancy	70	38	35	41	36
Equipment	48	38	38	40	36
Deposit and other insurance expense	9	18	18	18	19
Professional services	17	17	15	11	18
Marketing	15	12	18	8	10
Amortization of intangibles	13	13	13	14	14
Other expense	57	58	50	52	56
Total noninterest expense	711	651	652	633	633
Income before income taxes	391	440	412	385	412
Provision for income taxes	57	62	57	59	(20)
Net income	334	378	355	326	432
Dividends on preferred shares	19	18	21	12	19
Net income applicable to common shares	\$ 315	\$ 360	\$ 334	\$ 314	\$ 413
Average common shares - basic	1,054,460	1,084,536	1,103,337	1,083,836	1,077,397
Average common shares - diluted	1,073,055	1,103,740	1,122,612	1,124,778	1,130,117
Per common share					
Net income - basic	\$ 0.30	\$ 0.33	\$ 0.30	\$ 0.29	\$ 0.38
Net income - diluted	0.29	0.33	0.30	0.28	0.37
Cash dividends declared	0.14	0.14	0.11	0.11	0.11
Revenue - fully-taxable equivalent (FTE)					
Net interest income	\$ 833	\$ 802	\$ 784	\$ 770	\$ 770
FTE adjustment	8	8	7	7	12
Net interest income(2)	841	810	791	777	782
Noninterest income	329	342	336	314	340
Total revenue(2)	\$ 1,170	\$ 1,152	\$ 1,127	\$ 1,091	\$ 1,122

- (1) Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.  
(2) On a fully-taxable equivalent (FTE) basis assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018.

Huntington Bancshares Incorporated  
Quarterly Mortgage Banking Noninterest Income  
(Unaudited)

<i>(dollar amounts in millions)</i>	Three Months Ended					Percent Changes vs.	
	December 31,	September 30,	June 30,	March 31,	December 31,	3Q18	4Q17
	2018	2018	2018	2018	2017		
Net origination and secondary marketing income	\$ 16	\$ 24	\$ 21	\$ 18	\$ 24	(33)%	(33)%
<b>Net mortgage servicing income</b>							
Loan servicing income	14	14	14	14	13	—	8
Amortization of capitalized servicing	(8)	(9)	(8)	(8)	(8)	11	—
Operating income	6	5	6	6	5	20	20
MSR valuation adjustment (1)	—	—	—	7	2	—	(100)
Gains (losses) due to MSR hedging	(1)	—	—	(7)	(1)	(100)	—
Net MSR risk management	(1)	—	—	—	1	(100)	(200)
Total net mortgage servicing income	\$ 5	\$ 5	\$ 6	\$ 6	\$ 6	— %	(17)%
All other	2	2	1	2	3	—	(33)
Mortgage banking income	\$ 23	\$ 31	\$ 28	\$ 26	\$ 33	(26)%	(30)%
<b>Mortgage origination volume</b>							
Mortgage origination volume for sale	948	1,112	1,131	870	1,006	(15)	(6)
Third party mortgage loans serviced (2)	21,068	20,617	20,416	20,225	19,989	2	5
Mortgage servicing rights (2)	221	219	215	212	202	1	9
MSR % of investor servicing portfolio (2)	1.05%	1.06%	1.05%	1.05%	1.01%	(1)%	4 %

(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.

(2) At period end.

Huntington Bancshares Incorporated  
Quarterly Credit Reserves Analysis  
(Unaudited)

	Three Months Ended				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions)</i>					
Allowance for loan and lease losses, beginning of period	\$ 761	\$ 741	\$ 721	\$ 691	\$ 675
Loan and lease losses	(84)	(58)	(53)	(73)	(60)
Recoveries of loans previously charged off	34	29	25	35	19
Net loan and lease losses	(50)	(29)	(28)	(38)	(41)
Provision for loan and lease losses	61	49	48	68	57
Allowance for loan and lease losses, end of period	772	761	741	721	691
Allowance for unfunded loan commitments and letters of credit, beginning of period	97	93	85	87	79
Provision for (reduction in) unfunded loan commitments and letters of credit losses	(1)	4	8	(2)	8
Allowance for unfunded loan commitments and letters of credit, end of period	96	97	93	85	87
Total allowance for credit losses, end of period	\$ 868	\$ 858	\$ 834	\$ 806	\$ 778
Allowance for loan and lease losses (ALLL) as % of:					
Total loans and leases	1.03%	1.04%	1.02%	1.01%	0.99%
Nonaccrual loans and leases (NALs)	228	206	197	188	198
Nonperforming assets (NPAs)	200	189	180	172	178

Huntington Bancshares Incorporated  
Quarterly Net Charge-Off Analysis  
(Unaudited)

	Three Months Ended				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions)</i>					
Net charge-offs by loan and lease type:					
Commercial:					
Commercial and industrial	\$ 13	\$ (1)	\$ 3	\$ 17	\$ 8
Commercial real estate:					
Construction	—	—	—	(1)	(1)
Commercial	—	(3)	(1)	(13)	—
Commercial real estate	—	(3)	(1)	(14)	(1)
Total commercial	13	(4)	2	3	7
Consumer:					
Automobile	9	8	7	10	12
Home equity	2	1	—	3	1
Residential mortgage	2	2	1	1	—
RV and marine finance	2	2	2	3	2
Other consumer	22	20	16	18	19
Total consumer	37	33	26	35	34
Total net charge-offs	\$ 50	\$ 29	\$ 28	\$ 38	\$ 41
Three Months Ended					
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
Net charge-offs - annualized percentages:					
Commercial:					
Commercial and industrial	0.17%	(0.01)%	0.04%	0.24%	0.10%
Commercial real estate:					
Construction	(0.09)	(0.01)	(0.22)	(0.18)	(0.14)
Commercial	—	(0.18)	(0.06)	(0.80)	(0.02)
Commercial real estate	(0.01)	(0.15)	(0.08)	(0.70)	(0.04)
Total commercial	0.14	(0.04)	0.02	0.04	0.07
Consumer:					
Automobile	0.30	0.26	0.22	0.32	0.39
Home equity	0.05	0.06	0.01	0.11	0.01
Residential mortgage	0.10	0.07	0.04	0.04	0.04
RV and marine finance	0.31	0.25	0.34	0.42	0.46
Other consumer	6.66	6.32	5.60	6.51	6.99
Total consumer	0.40	0.36	0.30	0.39	0.40
Net charge-offs as a % of average loans	0.27%	0.16 %	0.16%	0.21%	0.24%

Huntington Bancshares Incorporated  
Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)  
(Unaudited)

<i>(dollar amounts in millions)</i>	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<b>Nonaccrual loans and leases (NALs):</b>					
Commercial and industrial	\$ 188	\$ 211	\$ 207	\$ 190	\$ 161
Commercial real estate	15	19	25	30	29
Automobile	5	5	4	5	6
Residential mortgage	69	67	73	82	84
RV and marine finance	1	1	1	1	1
Home equity	62	67	68	75	68
Other consumer	—	—	—	—	—
<b>Total nonaccrual loans and leases</b>	<b>340</b>	<b>370</b>	<b>378</b>	<b>383</b>	<b>349</b>
<b>Other real estate, net:</b>					
Residential	19	22	23	23	24
Commercial	4	5	5	7	9
<b>Total other real estate, net</b>	<b>23</b>	<b>27</b>	<b>28</b>	<b>30</b>	<b>33</b>
Other NPAs (1)	24	6	6	7	7
<b>Total nonperforming assets</b>	<b>\$ 387</b>	<b>\$ 403</b>	<b>\$ 412</b>	<b>\$ 420</b>	<b>\$ 389</b>
<b>Nonaccrual loans and leases as a % of total loans and leases</b>	<b>0.45%</b>	<b>0.50%</b>	<b>0.52%</b>	<b>0.54%</b>	<b>0.50%</b>
<b>NPA ratio (2)</b>	<b>0.52</b>	<b>0.55</b>	<b>0.57</b>	<b>0.59</b>	<b>0.55</b>
<b>(NPA+90days)/(Loan+OREO) (3)</b>	<b>0.74</b>	<b>0.76</b>	<b>0.75</b>	<b>0.74</b>	<b>0.72</b>

<i>(dollar amounts in millions)</i>	Three Months Ended				
	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
Nonperforming assets, beginning of period	\$ 403	\$ 412	\$ 420	\$ 389	\$ 387
New nonperforming assets	109	114	96	158	116
Returns to accruing status	(21)	(24)	(25)	(23)	(25)
Loan and lease losses	(32)	(29)	(21)	(32)	(21)
Payments	(66)	(62)	(53)	(64)	(54)
Sales	(6)	(8)	(5)	(8)	(14)
<b>Nonperforming assets, end of period</b>	<b>\$ 387</b>	<b>\$ 403</b>	<b>\$ 412</b>	<b>\$ 420</b>	<b>\$ 389</b>

- (1) Other nonperforming assets at December 31, 2018 includes certain nonaccrual loans held-for-sale. Amounts prior to December 31, 2018 includes certain impaired investment securities.
- (2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.
- (3) The sum of nonperforming assets and total accruing loans and leases past due 90 days or more divided by the sum of loans and leases and other real estate.

Huntington Bancshares Incorporated  
Quarterly Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans  
(Unaudited)

<i>(dollar amounts in millions)</i>	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<b>Accruing loans and leases past due 90 days or more:</b>					
Commercial and industrial	\$ 7	\$ 9	\$ 9	\$ 9	\$ 9
Commercial real estate	—	—	—	1	3
Automobile	8	7	6	6	7
Residential mortgage (excluding loans guaranteed by the U.S. Government)	32	28	18	19	21
RV and marine finance	1	1	1	2	1
Home equity	17	15	16	15	18
Other consumer	6	6	4	4	5
Total, excl. loans guaranteed by the U.S. Government	71	66	54	56	64
Add: loans guaranteed by U.S. Government	99	88	78	50	51
Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government	<u>\$ 170</u>	<u>\$ 154</u>	<u>\$ 132</u>	<u>\$ 106</u>	<u>\$ 115</u>
<b>Ratios:</b>					
Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases	0.09%	0.09%	0.07%	0.08%	0.09%
Guaranteed by U.S. Government, as a percent of total loans and leases	0.13	0.12	0.11	0.07	0.07
Including loans guaranteed by the U.S. Government, as a percent of total loans and leases	0.23	0.21	0.18	0.15	0.16
<b>Accruing troubled debt restructured loans:</b>					
Commercial and industrial	\$ 269	\$ 308	\$ 314	\$ 316	\$ 300
Commercial real estate	54	60	65	76	78
Automobile	35	34	32	32	30
Home equity	252	257	258	261	265
Residential mortgage	218	219	221	224	224
RV and marine finance	2	2	1	1	1
Other consumer	9	10	9	6	8
Total accruing troubled debt restructured loans	<u>\$ 839</u>	<u>\$ 890</u>	<u>\$ 900</u>	<u>\$ 916</u>	<u>\$ 906</u>
<b>Nonaccruing troubled debt restructured loans:</b>					
Commercial and industrial	\$ 97	\$ 100	\$ 87	\$ 83	\$ 82
Commercial real estate	6	8	14	16	15
Automobile	3	3	3	3	4
Home equity	28	28	28	31	28
Residential mortgage	44	46	46	52	55
RV and marine finance	—	1	1	—	—
Other consumer	—	—	—	—	—
Total nonaccruing troubled debt restructured loans	<u>\$ 178</u>	<u>\$ 186</u>	<u>\$ 179</u>	<u>\$ 185</u>	<u>\$ 184</u>



Huntington Bancshares Incorporated  
Quarterly Capital Under Current Regulatory Standards (Basel III) and Other Capital Data  
(Unaudited)

	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions)</i>					
<b>Common equity tier 1 risk-based capital ratio:(1)</b>					
Total shareholders' equity	\$ 11,102	\$ 10,934	\$ 11,472	\$ 11,308	\$ 10,814
<b>Regulatory capital adjustments:</b>					
Shareholders' preferred equity	(1,207)	(1,207)	(1,207)	(1,207)	(1,076)
Accumulated other comprehensive income offset	609	790	729	676	528
Goodwill and other intangibles, net of related taxes	(2,200)	(2,226)	(2,229)	(2,244)	(2,200)
Deferred tax assets that arise from tax loss and credit carryforwards	(33)	(28)	(28)	(29)	(25)
Common equity tier 1 capital	8,271	8,263	8,737	8,504	8,041
<b>Additional tier 1 capital</b>					
Shareholders' preferred equity	1,207	1,207	1,207	1,207	1,076
Other	—	—	—	1	(7)
Tier 1 capital	9,478	9,470	9,944	9,712	9,110
<b>Tier 2 capital</b>					
Long-term debt and other tier 2 qualifying instruments	776	839	809	804	869
Qualifying allowance for loan and lease losses	868	858	834	806	778
Tier 2 capital	1,644	1,697	1,643	1,610	1,647
Total risk-based capital	\$ 11,122	\$ 11,167	\$ 11,587	\$ 11,322	\$ 10,757
Risk-weighted assets (RWA)(1)	\$ 85,687	\$ 83,580	\$ 82,951	\$ 81,365	\$ 80,340
Common equity tier 1 risk-based capital ratio(1)	9.65%	9.89%	10.53%	10.45%	10.01%
<b>Other regulatory capital data:</b>					
Tier 1 leverage ratio(1)	9.10	9.14	9.65	9.53	9.09
Tier 1 risk-based capital ratio(1)	11.06	11.33	11.99	11.94	11.34
Total risk-based capital ratio(1)	12.98	13.36	13.97	13.92	13.39
<b>Non-regulatory capital data:</b>					
Tangible common equity / RWA ratio(1)	8.97	8.97	9.67	9.65	9.31

(1) December 31, 2018, figures are estimated.

Huntington Bancshares Incorporated  
Quarterly Common Stock Summary, Non-Regulatory Capital, and Other Data  
(Unaudited)

Quarterly common stock summary

	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<b>Dividends, per share</b>					
Cash dividends declared per common share	\$ 0.14	\$ 0.14	\$ 0.11	\$ 0.11	\$ 0.11
<b>Common shares outstanding (000)</b>					
Average - basic	1,054,460	1,084,536	1,103,337	1,083,836	1,077,397
Average - diluted	1,073,055	1,103,740	1,122,612	1,124,778	1,130,117
Ending	1,046,767	1,061,529	1,104,227	1,101,796	1,072,027
Tangible book value per common share(1)	\$ 7.34	\$ 7.06	\$ 7.27	\$ 7.12	\$ 6.97
<b>Common share repurchases (000)</b>					
Number of shares repurchased	14,967	43,670	—	3,007	9,785

Non-regulatory capital

	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
<i>(dollar amounts in millions)</i>					
<b>Calculation of tangible equity / asset ratio:</b>					
Total shareholders' equity	\$ 11,102	\$ 10,934	\$ 11,472	\$ 11,308	\$ 10,814
Less: goodwill	(1,989)	(1,993)	(1,993)	(1,993)	(1,993)
Less: other intangible assets	(281)	(306)	(319)	(333)	(346)
Add: related deferred tax liability(1)	59	64	67	70	73
Total tangible equity	8,891	8,699	9,227	9,052	8,548
Less: preferred equity	(1,203)	(1,203)	(1,203)	(1,203)	(1,071)
Total tangible common equity	\$ 7,688	\$ 7,496	\$ 8,024	\$ 7,849	\$ 7,477
Total assets	\$ 108,781	\$ 105,652	\$ 105,358	\$ 104,246	\$ 104,185
Less: goodwill	(1,989)	(1,993)	(1,993)	(1,993)	(1,993)
Less: other intangible assets	(281)	(306)	(319)	(333)	(346)
Add: related deferred tax liability(1)	59	64	67	70	73
Total tangible assets	\$ 106,570	\$ 103,417	\$ 103,113	\$ 101,990	\$ 101,919
Tangible equity / tangible asset ratio	8.34%	8.41%	8.95%	8.88%	8.39%
Tangible common equity / tangible asset ratio	7.21	7.25	7.78	7.70	7.34
<b>Other data:</b>					
Number of employees (Average full-time equivalent)	15,657	15,772	15,732	15,599	15,375
Number of domestic full-service branches(2)	954	970	968	966	966
ATM Count	1,774	1,860	1,831	1,866	1,848

(1) Other intangible assets are net of deferred tax liability, calculated at a 21% tax rate.

(2) Includes Regional Banking and The Huntington Private Client Group offices.

Huntington Bancshares Incorporated  
Consolidated Annual Average Balance Sheets  
(Unaudited)

<i>(dollar amounts in millions)</i>	Annual Average Balances (1)						
	2018	Change from 2017		2017	Change from 2016		2016
		Amount	Percent		Amount	Percent	
<b>Assets</b>							
Interest-bearing deposits in Federal Reserve Bank	\$ 122	\$ 122	100 %	\$ —	\$ —	—%	\$ —
Interest-bearing deposits in banks	88	(11)	(11)	99	(1)	(1)	100
<b>Securities:</b>							
Trading account securities	96	(6)	(6)	102	35	52	67
<b>Available-for-sale and other securities:</b>							
Taxable	10,700	(1,203)	(10)	11,903	3,042	34	8,861
Tax-exempt	3,463	282	9	3,181	465	17	2,716
Total available-for-sale securities	14,163	(921)	(6)	15,084	3,507	30	11,577
Held-to-maturity securities - taxable	8,643	535	7	8,108	2,415	42	5,693
Other securities	584	—	—	584	167	40	417
Total securities	23,486	(392)	(2)	23,878	6,124	34	17,754
Loans held for sale	635	80	14	555	(499)	(47)	1,054
<b>Loans and leases:(3)</b>							
<b>Commercial:</b>							
Commercial and industrial	28,887	1,138	4	27,749	4,065	17	23,684
<b>Commercial real estate:</b>							
Construction	1,146	(52)	(4)	1,198	110	10	1,088
Commercial	6,049	39	1	6,010	1,091	22	4,919
Commercial real estate	7,195	(13)	—	7,208	1,201	20	6,007
Total commercial	36,082	1,125	3	34,957	5,266	18	29,691
<b>Consumer:</b>							
Automobile	12,292	773	7	11,519	979	9	10,540
Home equity	9,915	(79)	(1)	9,994	936	10	9,058
Residential mortgage	9,907	1,662	20	8,245	1,515	23	6,730
RV and marine finance	2,847	692	32	2,155	1,462	211	693
Other consumer	1,203	182	18	1,021	279	38	742
Total consumer	36,164	3,230	10	32,934	5,171	19	27,763
Total loans and leases	72,246	4,355	6	67,891	10,437	18	57,454
Allowance for loan and lease losses	(747)	(80)	(12)	(667)	(53)	(9)	(614)
Net loans and leases	71,499	4,275	6	67,224	10,384	18	56,840
Total earning assets	96,577	4,154	4	92,423	16,061	21	76,362
Cash and due from banks	1,184	(269)	(19)	1,453	233	19	1,220
Intangible assets	2,311	(55)	(2)	2,366	1,007	74	1,359
All other assets	5,657	211	4	5,446	719	15	4,727
Total assets	<u>\$ 104,982</u>	<u>\$ 3,961</u>	<u>4 %</u>	<u>\$ 101,021</u>	<u>\$ 17,967</u>	<u>22%</u>	<u>\$ 83,054</u>
<b>Liabilities and shareholders' equity</b>							
<b>Deposits:</b>							
Demand deposits - noninterest-bearing	\$ 20,391	\$ (1,308)	(6)%	\$ 21,699	\$ 2,654	14%	\$ 19,045
Demand deposits - interest-bearing	19,295	1,715	10	17,580	6,595	60	10,985
Total demand deposits	39,686	407	1	39,279	9,249	31	30,030
Money market deposits	21,446	1,711	9	19,735	666	3	19,069
Savings and other domestic deposits	11,083	(614)	(5)	11,697	3,716	47	7,981
Core certificates of deposit	4,188	2,069	98	2,119	(181)	(8)	2,300
Total core deposits	76,403	3,573	5	72,830	13,450	23	59,380
Other domestic deposits of \$250,000 or more	280	(165)	(37)	445	37	9	408
Brokered deposits and negotiable CDs	3,503	(172)	(5)	3,675	176	5	3,499
Deposits in foreign offices	—	—	—	—	(204)	(100)	204
Total deposits	80,186	3,236	4	76,950	13,459	21	63,491
Short-term borrowings	2,748	(175)	(6)	2,923	1,393	91	1,530
Long-term debt	8,992	130	1	8,862	814	10	8,048
Total interest-bearing liabilities	71,535	4,499	7	67,036	13,012	24	54,024
All other liabilities	1,997	322	19	1,675	81	5	1,594
Shareholders' equity	11,059	448	4	10,611	2,220	26	8,391
Total liabilities and shareholders' equity	<u>\$ 104,982</u>	<u>\$ 3,961</u>	<u>4 %</u>	<u>\$ 101,021</u>	<u>\$ 17,967</u>	<u>22%</u>	<u>\$ 83,054</u>

- (1) Amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (2) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018.
- (3) Includes nonaccrual loans.

Huntington Bancshares Incorporated  
Consolidated Annual Net Interest Margin - Interest Income / Expense(1)(2)  
(Unaudited)

<i>(dollar amounts in millions)</i>	Annual Interest Income / Expense		
	2018	2017	2016
<b>Assets</b>			
Interest-bearing deposits in Federal Reserve Bank (3)	\$ 3	\$ —	\$ —
Interest-bearing deposits in banks	2	2	—
Securities:			
Trading account securities	1	—	—
Available-for-sale and other securities:			
Taxable	280	283	210
Tax-exempt	122	118	91
Total available-for-sale securities	402	401	301
Held-to-maturity securities - taxable	211	193	138
Other securities	25	20	12
Total securities	639	614	451
Loans held for sale	26	21	35
Loans and leases:			
Commercial:			
Commercial and industrial	1,337	1,142	879
Commercial real estate:			
Construction	60	52	40
Commercial	283	240	176
Commercial real estate	343	292	216
Total commercial	1,680	1,434	1,095
Consumer:			
Automobile	456	412	351
Home equity	512	463	381
Residential mortgage	371	301	244
RV and marine finance	145	118	39
Other consumer	145	118	79
Total consumer	1,629	1,412	1,094
Total loans and leases	3,309	2,846	2,189
Total earning assets	\$ 3,979	\$ 3,483	\$ 2,675
<b>Liabilities</b>			
Deposits:			
Demand deposits - noninterest-bearing	\$ —	\$ —	\$ —
Demand deposits - interest-bearing	78	38	11
Total demand deposits	78	38	11
Money market deposits	148	66	46
Savings and other domestic deposits	24	24	15
Core certificates of deposit	72	13	13
Total core deposits	322	141	85
Other domestic deposits of \$250,000 or more	3	2	2
Brokered deposits and negotiable CDs	66	37	15
Deposits in foreign offices	—	—	—
Total deposits	391	180	102
Short-term borrowings	48	25	5
Long-term debt	321	226	156
Total interest-bearing liabilities	760	431	263
Net interest income	\$ 3,219	\$ 3,052	\$ 2,412

- (1) Fully-taxable equivalent (FTE) income and expense calculated assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018. See page 24 for the FTE adjustment.
- (2) Amounts include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (3) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018 and associated interest income was not material.

Huntington Bancshares Incorporated  
Consolidated Annual Net Interest Margin - Yield  
(Unaudited)

Fully-taxable equivalent basis(1)	Annual Average Rates(2)		
	2018	2017	2016
<b>Assets</b>			
Interest-bearing deposits in Federal Reserve Bank (2)	2.33%	—%	—%
Interest-bearing deposits in banks	1.97	1.56	0.44
Securities:			
Trading account securities	0.80	0.18	0.42
Available-for-sale and other securities:			
Taxable	2.61	2.38	2.36
Tax-exempt	3.53	3.71	3.35
Total available-for-sale securities	2.84	2.66	2.60
Held-to-maturity securities - taxable	2.44	2.38	2.43
Other securities	4.34	3.42	2.95
Total securities	2.72	2.57	2.54
Loans held for sale	4.15	3.75	3.27
Loans and leases:(4)			
Commercial:			
Commercial and industrial	4.63	4.12	3.71
Commercial real estate:			
Construction	5.26	4.36	3.72
Commercial	4.67	4.00	3.57
Commercial real estate	4.77	4.06	3.60
Total commercial	4.66	4.11	3.69
Consumer:			
Automobile	3.71	3.58	3.32
Home equity	5.16	4.63	4.21
Residential mortgage	3.74	3.65	3.63
RV and marine finance	5.09	5.46	5.67
Other consumer	12.04	11.53	10.62
Total consumer	4.50	4.28	3.94
Total loans and leases	4.58	4.19	3.81
Total earning assets	4.12	3.77	3.50
<b>Liabilities</b>			
Deposits:			
Demand deposits - noninterest-bearing	—	—	—
Demand deposits - interest-bearing	0.40	0.21	0.10
Total demand deposit	0.20	0.10	0.04
Money market deposits	0.69	0.33	0.24
Savings and other domestic deposits	0.22	0.21	0.19
Core certificates of deposit	1.72	0.60	0.56
Total core deposits	0.57	0.27	0.21
Other domestic deposits of \$250,000 or more	1.25	0.52	0.40
Brokered deposits and negotiable CDs	1.88	1.00	0.43
Deposits in foreign offices	—	—	0.13
Total deposits	0.65	0.33	0.23
Short-term borrowings	1.74	0.86	0.34
Long-term debt	3.57	2.56	1.93
Total interest bearing liabilities	1.06	0.64	0.48
Net interest rate spread	3.06	3.13	3.02
Impact of noninterest-bearing funds on margin	0.27	0.17	0.14
Net interest margin	3.33%	3.30%	3.16%

Commercial Loan Derivative Impact  
(Unaudited)

Fully-taxable equivalent basis(1)	Annual Average Rates		
	2018	2017	2016
Commercial loans(3)(4)	4.59%	4.06%	3.63%
Impact of commercial loan derivatives	0.07	0.05	0.06
Total commercial - as reported	4.66%	4.11%	3.69%
Average 30 day LIBOR	2.02%	1.11%	0.49%

- (1) Fully-taxable equivalent (FTE) yields are calculated assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018. See page 24 for the FTE adjustment.
- (2) Deposits in Federal Reserve Bank were treated as nonearning assets prior to 4Q 2018.
- (3) Yield/rates include the effects of hedge and risk management activities associated with the respective asset and liability categories.
- (4) Includes the impact of nonaccrual loans.

Huntington Bancshares Incorporated  
Selected Annual Income Statement Data(1)  
(Unaudited)

Year Ended December 31,

<i>(dollar amounts in millions, except per data, share count in thousands)</i>	Change		2017	Change		2016	
	2018	Amount		Percent	Amount		Percent
Interest income	\$ 3,949	\$ 516	15 %	\$ 3,433	\$ 801	30%	\$ 2,632
Interest expense	760	329	76	431	168	64	263
Net interest income	3,189	187	6	3,002	633	27	2,369
Provision for credit losses	235	34	17	201	10	5	191
Net interest income after provision for credit losses	2,954	153	5	2,801	623	29	2,178
Service charges on deposit accounts	364	11	3	353	29	9	324
Card and payment processing income	224	18	9	206	37	22	169
Trust and investment management services	171	15	10	156	33	27	123
Mortgage banking income	108	(23)	(18)	131	3	2	128
Capital markets fees	91	15	20	76	16	27	60
Insurance income	82	1	1	81	(3)	(4)	84
Bank owned life insurance income	67	—	—	67	9	16	58
Gain on sale of loans	55	(1)	(2)	56	9	19	47
Securities gains (losses)	(21)	(17)	(425)	(4)	(4)	(100)	—
Other income	180	(5)	(3)	185	28	18	157
Total noninterest income	1,321	14	1	1,307	157	14	1,150
Personnel costs	1,559	35	2	1,524	175	13	1,349
Outside data processing and other services	294	(19)	(6)	313	8	3	305
Net occupancy	184	(28)	(13)	212	59	39	153
Equipment	164	(7)	(4)	171	6	4	165
Deposit and other insurance expense	63	(15)	(19)	78	24	44	54
Professional services	60	(9)	(13)	69	(36)	(34)	105
Marketing	53	(7)	(12)	60	(3)	(5)	63
Amortization of intangibles	53	(3)	(5)	56	26	87	30
Other expense	217	(14)	(6)	231	47	26	184
Total noninterest expense	2,647	(67)	(2)	2,714	306	13	2,408
Income before income taxes	1,628	234	17	1,394	474	52	920
Provision for income taxes	235	27	13	208	—	—	208
Net income	1,393	207	17	1,186	474	67	712
Dividends on preferred shares	70	(6)	(8)	76	11	17	65
Net income applicable to common shares	\$ 1,323	\$ 213	19 %	\$ 1,110	\$ 463	72%	\$ 647
Average common shares - basic	1,081,542	(3,144)	— %	1,084,686	180,248	20%	904,438
Average common shares - diluted	1,105,985	(30,201)	(3)	1,136,186	217,396	24	918,790
Per common share							
Net income - basic	\$ 1.22	\$ 0.20	20	\$ 1.02	\$ 0.30	42	\$ 0.72
Net income - diluted	1.20	0.20	20	1.00	0.30	43	0.70
Cash dividends declared	0.50	0.15	43	0.35	0.06	21	0.29
Revenue - fully taxable equivalent (FTE)							
Net interest income	\$ 3,189	\$ 187	6	\$ 3,002	\$ 633	27	\$ 2,369
FTE adjustment	30	(20)	(40)	50	7	16	43
Net interest income (2)	3,219	167	5	3,052	640	27	2,412
Noninterest income	1,321	14	1	1,307	157	14	1,150
Total revenue (2)	\$ 4,540	\$ 181	4 %	\$ 4,359	\$ 797	22%	\$ 3,562

(1) Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.

(2) On a fully-taxable equivalent (FTE) basis assuming a 21% tax rate and a 35% tax rate for periods prior to January 1, 2018.

Huntington Bancshares Incorporated  
Annual Mortgage Banking Income  
(Unaudited)

<i>(dollar amounts in millions)</i>	Year Ended December 31,				
	2018	2017	2016	2015	2014
Net origination and secondary marketing income	\$ 79	\$ 95	\$ 100	\$ 91	\$ 57
Net mortgage servicing income					
Loan servicing income	56	52	46	43	41
Amortization of capitalized servicing	(33)	(29)	(28)	(27)	(24)
Operating income	23	23	18	16	17
MSR valuation adjustment (1)	7	1	1	(4)	(11)
Gains (losses) due to MSR hedging	(8)	—	(1)	(2)	7
Net MSR risk management	(1)	1	—	(6)	(4)
Total net mortgage servicing income	\$ 22	\$ 24	\$ 18	\$ 10	\$ 13
All other	7	12	10	11	15
Mortgage banking income	\$ 108	\$ 131	\$ 128	\$ 112	\$ 85
Mortgage origination volume	\$ 6,996	\$ 6,634	\$ 5,822	\$ 4,705	\$ 3,558
Mortgage origination volume for sale	4,061	3,912	3,822	3,237	2,366
Third party mortgage loans serviced (2)	21,068	19,989	18,852	16,168	15,637
Mortgage servicing rights (2)	221	202	186	161	156
MSR % of investor servicing portfolio	1.05%	1.01%	0.99%	0.99%	1.00%

(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.

(2) At period end.

Huntington Bancshares Incorporated  
Annual Credit Reserves Analysis  
(Unaudited)

	Year Ended December 31,				
<i>(dollar amounts in millions)</i>	2018	2017	2016	2015	2014
Allowance for loan and lease losses, beginning of period	\$ 691	\$ 638	\$ 598	\$ 605	\$ 648
Loan and lease losses	(268)	(252)	(227)	(218)	(247)
Recoveries of loans previously charged off	123	93	118	130	122
Net loan and lease losses	(145)	(159)	(109)	(88)	(125)
Provision for loan and lease losses	226	212	169	89	83
Allowance of assets sold or transferred to loans held for sale	—	—	(20)	(8)	(1)
Allowance for loan and lease losses, end of period	772	691	638	598	605
Allowance for unfunded loan commitments and letters of credit, beginning of period	87	98	72	61	63
Provision for (reduction in) unfunded loan commitments and letters of credit losses	9	(11)	22	11	(2)
Fair value of acquired AULC	—	—	4	—	—
Allowance for unfunded loan commitments and letters of credit, end of period	96	87	98	72	61
Total allowance for credit losses	\$ 868	\$ 778	\$ 736	\$ 670	\$ 666
Allowance for loan and lease losses (ALLL) as % of:					
Total loans and leases	1.03%	0.99%	0.95%	1.19%	1.27%
Nonaccrual loans and leases (NALs)	228	198	151	161	202
Nonperforming assets (NPAs)	200	178	133	150	179



Huntington Bancshares Incorporated  
Annual Net Charge-Off Analysis  
(Unaudited)

<i>(dollar amounts in millions)</i>	Year Ended December 31,				
	2018	2017	2016	2015	2014
Total Loans					
Commercial:					
Commercial and industrial	\$ 32	\$ 42	\$ 45	\$ 28	\$ 32
Commercial real estate:					
Construction	(1)	(5)	(2)	(1)	2
Commercial	(17)	(6)	(24)	(15)	(11)
Commercial real estate	(18)	(11)	(26)	(16)	(9)
Total commercial	14	31	19	12	23
Consumer:					
Automobile	34	42	32	20	17
Home equity	6	5	9	20	37
Residential mortgage	6	6	6	10	20
RV and marine finance	9	10	2	—	—
Other consumer	76	65	41	26	28
Total consumer	131	128	90	76	102
Total net charge-offs	\$ 145	\$ 159	\$ 109	\$ 88	\$ 125
Net charge-offs - annualized percentages:					
Commercial:					
Commercial and industrial	0.11%	0.15%	0.19%	0.14%	0.18%
Commercial real estate:					
Construction	(0.13)	(0.36)	(0.19)	(0.08)	0.16
Commercial	(0.26)	(0.10)	(0.49)	(0.37)	(0.25)
Commercial real estate	(0.24)	(0.15)	(0.44)	(0.32)	(0.19)
Total commercial	0.04	0.09	0.06	0.05	0.10
Consumer:					
Automobile	0.27	0.36	0.30	0.23	0.23
Home equity	0.06	0.05	0.10	0.23	0.44
Residential mortgage	0.06	0.08	0.09	0.17	0.35
RV and marine finance	0.32	0.48	0.33	—	—
Other consumer	6.27	6.36	5.53	5.44	6.99
Total consumer	0.36	0.39	0.32	0.32	0.46
Net charge-offs as a % of average loans	0.20%	0.23%	0.19%	0.18%	0.27%

Huntington Bancshares Incorporated  
Annual Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)  
(Unaudited)

<i>(dollar amounts in millions)</i>	December 31,				
	2018	2017	2016	2015	2014
<b>Nonaccrual loans and leases (NALs):</b>					
Commercial and industrial	\$ 188	\$ 161	\$ 234	\$ 175	\$ 72
Commercial real estate	15	29	20	29	48
Automobile	5	6	6	7	5
Residential mortgage	69	84	91	95	96
RV and marine finance	1	1	—	—	—
Home equity	62	68	72	66	79
Other consumer	—	—	—	—	—
<b>Total nonaccrual loans and leases</b>	<b>340</b>	<b>349</b>	<b>423</b>	<b>372</b>	<b>300</b>
<b>Other real estate, net:</b>					
Residential	19	24	31	24	29
Commercial	4	9	20	3	6
<b>Total other real estate, net</b>	<b>23</b>	<b>33</b>	<b>51</b>	<b>27</b>	<b>35</b>
Other NPAs (1)	24	7	7	—	3
<b>Total nonperforming assets</b>	<b>\$ 387</b>	<b>\$ 389</b>	<b>\$ 481</b>	<b>\$ 399</b>	<b>\$ 338</b>
Nonaccrual loans and leases as a % of total loans and leases	0.45%	0.50%	0.63%	0.74%	0.63%
NPA ratio (2)	0.52	0.55	0.72	0.79	0.71

<i>(dollar amounts in millions)</i>	December 31,				
	2018	2017	2016	2015	2014
<b>Nonperforming assets, beginning of period</b>	<b>\$ 389</b>	<b>\$ 481</b>	<b>\$ 399</b>	<b>\$ 338</b>	<b>\$ 352</b>
New nonperforming assets	477	415	633	569	431
Returns to accruing status	(93)	(118)	(127)	(101)	(77)
Loan and lease losses	(114)	(95)	(135)	(150)	(175)
Payments	(245)	(252)	(211)	(212)	(159)
Sales	(27)	(42)	(79)	(45)	(34)
<b>Nonperforming assets, end of period</b>	<b>\$ 387</b>	<b>\$ 389</b>	<b>\$ 481</b>	<b>\$ 399</b>	<b>\$ 338</b>

- (1) Other nonperforming assets at December 31, 2018 includes certain nonaccrual loans held-for-sale. Amounts prior to December 31, 2018 includes certain impaired investment securities.
- (2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

Huntington Bancshares Incorporated  
Annual Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans  
(Unaudited)

<i>(dollar amounts in millions)</i>	December 31,				
	2018	2017	2016	2015	2014
<b>Accruing loans and leases past due 90 days or more:</b>					
Commercial and industrial	\$ 7	\$ 9	\$ 18	\$ 9	\$ 5
Commercial real estate	—	3	17	10	19
Automobile	8	7	10	7	5
Residential mortgage (excluding loans guaranteed by the U.S. Government)	32	21	15	14	33
RV and marine finance	1	1	1	—	—
Home equity	17	18	12	9	12
Other consumer	6	5	4	1	1
Total, excl. loans guaranteed by the U.S. Government	71	64	77	50	75
Add: loans guaranteed by U.S. Government	99	51	52	56	55
<b>Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government</b>	<b>\$ 170</b>	<b>\$ 115</b>	<b>\$ 129</b>	<b>\$ 106</b>	<b>\$ 130</b>
<b>Ratios:</b>					
Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases	0.09%	0.09%	0.12%	0.10%	0.16%
Guaranteed by U.S. Government, as a percent of total loans and leases	0.13	0.07	0.08	0.11	0.12
Including loans guaranteed by the U.S. Government, as a percent of total loans and leases	0.23	0.16	0.19	0.21	0.27
<b>Accruing troubled debt restructured loans:</b>					
Commercial and industrial	\$ 269	\$ 300	\$ 210	\$ 236	\$ 117
Commercial real estate	54	78	77	115	177
Automobile	35	30	26	25	26
Home equity	252	265	270	199	252
Residential mortgage	218	224	243	265	265
RV and marine finance	2	1	—	—	—
Other consumer	9	8	4	4	4
<b>Total accruing troubled debt restructured loans</b>	<b>\$ 839</b>	<b>\$ 906</b>	<b>\$ 830</b>	<b>\$ 844</b>	<b>\$ 841</b>
<b>Nonaccruing troubled debt restructured loans:</b>					
Commercial and industrial	\$ 97	\$ 82	\$ 107	\$ 57	\$ 21
Commercial real estate	6	15	5	17	25
Automobile	3	4	5	6	5
Home equity	28	28	28	21	27
Residential mortgage	44	55	59	72	69
RV and marine finance	—	—	—	—	—
Other consumer	—	—	—	—	—
<b>Total nonaccruing troubled debt restructured loans</b>	<b>\$ 178</b>	<b>\$ 184</b>	<b>\$ 204</b>	<b>\$ 173</b>	<b>\$ 147</b>