

# **2024 First Quarter Earnings Review**

April 19, 2024

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# **Huntington: A Purpose-Driven Company**

## **OUR PURPOSE**

We make people's lives better, help businesses thrive, and strengthen the communities we serve

## **OUR VISION**

To be the leading People-First, **Digitally Powered Bank** 

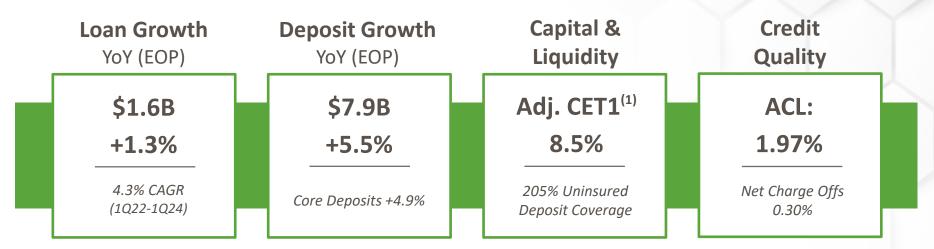
**Purpose and Vision Linked to Business Strategies Guided by Through-the-Cycle Aggregate Moderate-to-Low Risk Appetite** 



# **Key Messages**

- **Executing organic growth strategies,** leveraging position of strength, supported by robust liquidity and capital base
- **Delivering loan growth** and sustaining momentum in deposit gathering with a well-managed beta
- Driving sequential net interest income and fee income expansion from first quarter trough, 3 benefitting from loan growth and strategic investments
- Rigorously managing credit quality, supported by disciplined client selection, underwriting, and portfolio management, aligned with our aggregate moderate-to-low risk appetite
- **Powering earnings expansion throughout 2024** with further acceleration into 2025

# **Capitalizing on Position of Strength**



# Executing Core Strategies

- Sustaining new customer acquisition momentum with consumer primary bank relationship (PBR) growth of 2% and business PBR of 4% YoY
- Seizing opportunities to attract talented bankers in new verticals and capabilities, including fund finance, healthcare ABL, and Native American financial services
- Acquiring full banking relationships of loans, deposits, and fee-based revenues, with pipelines continuing to scale in Carolinas markets
- Bolstering Commercial Banking presence in Texas through Middle Market led expansion
- Powering fee revenue opportunities across capital markets, payments, and wealth management

# Building on Position of Strength

- Dynamically managing our balance sheet hedging program to protect capital and margin across multiple scenarios
- Maintaining robust liquidity position with sustained core deposit growth driven by acquiring and deepening of primary bank relationships
- **Rigorously managing credit** aligned with aggregate moderate-to-low risk appetite, resulting in one of the lowest CRE concentrations and one of the highest credit reserves of like-sized US regional banks<sup>(2)</sup>

## **2024 First Quarter Financial Performance**

Key Metrics					
EPS	GAAP <b>\$0.26</b>	Adjusted <sup>(1)</sup> <b>\$0.28</b>			
ROTCE (ROTCE ex-AOCI)	GAAP <b>14.2%</b> 11.3%	Adjusted <sup>(1)</sup> <b>15.3%</b> 12.1%			
Deposit Growth	QoQ <b>0.7%</b>	YoY <b>3.1%</b>			
Loan Growth (ADB)	QoQ <b>0.6%</b>	YoY <b>1.3%</b>			
Credit Performance	NCO Ratio <b>0.30%</b>	ACL Coverage <b>1.97%</b>			

## **Highlights**

- GAAP EPS of \$0.26; adjusted EPS of \$0.28 excluding Notable Items
  - Notable Items: \$0.02, or \$39 million, includes \$32 million from updated estimates to the FDIC DIF special assessment and \$7 million of costs related to staffing efficiencies
- Sustaining momentum in deposit gathering and disciplined management of deposit betas
  - Average deposits increased by \$1.1 billion QoQ
  - Total cost of deposit cumulative beta of 43%
- Accelerating high-quality loan growth
- Strong credit quality, with stable performance well within expectations and positioned to outperform through the cycle
- Tangible book value growth of 6% YoY

# Loans and Leases | Growth led by Commercial

#### **Average Loan and Lease Balance Trend**



## Average Loan and Lease Balances QoQ



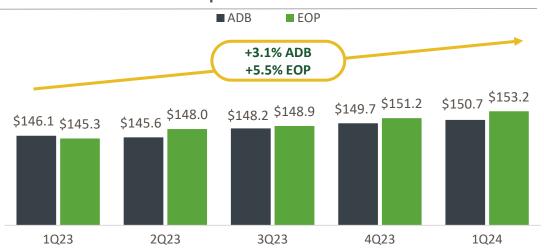
#### **Highlights**

- Average balances grew by 0.6% QoQ, or 2.3% annualized
- Drivers of FY 2024 loan growth:
  - Accelerating commercial including auto floorplan, regional / business banking, and distribution finance
  - Bolstered by new expansion markets and industry verticals
  - Increasing auto and RV / marine

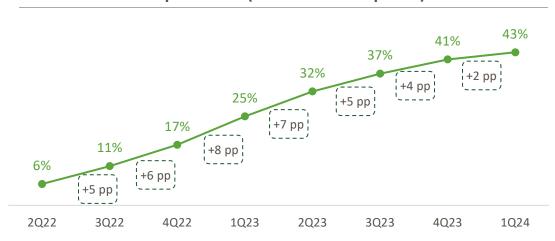


# **Deposits** | Continued Sequential Growth





#### **Deposit Beta (Total Cost of Deposits)**

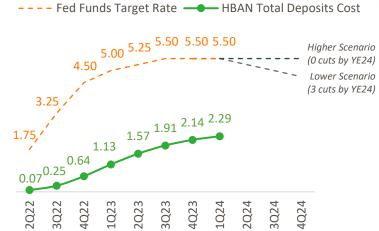


Note: \$ in billions unless otherwise noted

## **Highlights**

- Core balances expanding consistently since YE22
  - Core average consumer have increased for
     16 consecutive months
- Sequential deposit beta increases are decelerating as interest rate cycle nears peak
- Positioning and executing early elements of down beta management

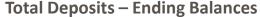
#### **Deposit Cost vs Fed Funds Target Rate**

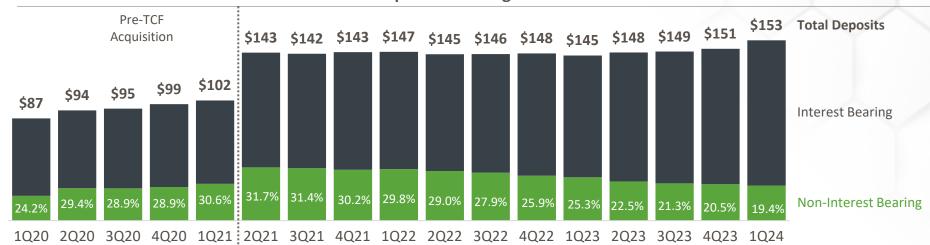


2024 First Quarter Earnings Review



# **Deposits** | Non-Interest Bearing (NIB) Deposit Trends



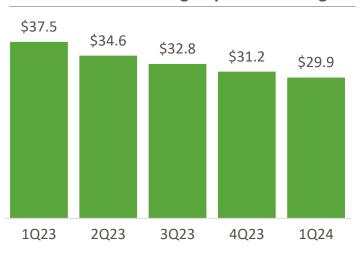


## **1Q24** NIB Deposits by Business Line – Average Balances<sup>(1)</sup>

# Average Size Percent with TM Relationship 31% Commercial ~\$400k 93% 33% Business Banking ~\$20k 84% Consumer ~\$3k

Note: \$ in billions unless otherwise noted See notes on slide 61

#### **Non-Interest Bearing Deposits - Average**

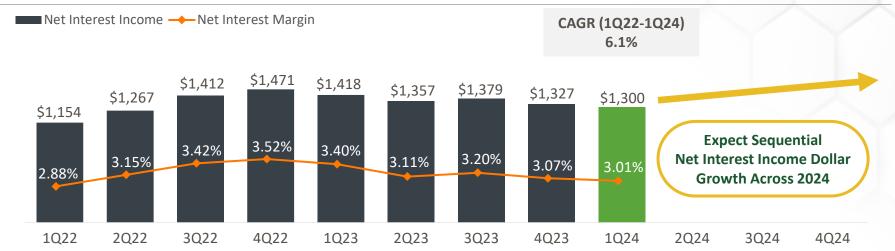


2024 First Quarter Earnings Review 9

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# **Net Interest Income** | Driving Growth Over Time

## Net Interest Income (FTE) and Net Interest Margin (NIM)



## **Highlights**

- Expect significant fixed rate loan repricing opportunity
- Deposit repricing opportunity will support NIM to mitigate variable rate loan impacts in a decreasing interest rate environment
- Continuing to realize benefits of lower negative carry from hedging

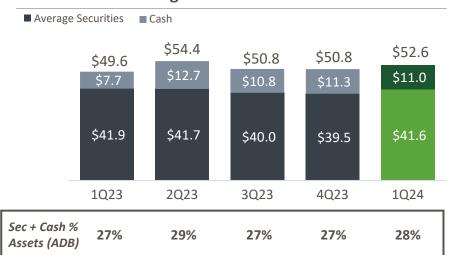
#### NIM Rollforward

4Q23 NIM	3.07%
Spread, net of free funds Higher earnings assets yields offset by higher funding costs	(0.09%)
Hedging	0.01%
Lower Fed Cash Average Fed Cash \$9.7bln 4Q23 vs \$9.4bln 1Q24	0.01%
Other	0.01%
1Q24 NIM	3.01%

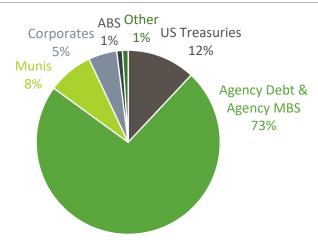


## **Securities Portfolio**

#### Average Securities + Cash<sup>(1)</sup>



## 1Q24 Securities Portfolio Composition (EOP)

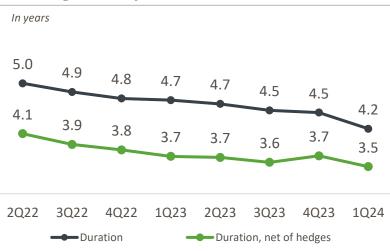


Note: \$ in billions unless otherwise noted See notes on slide 61

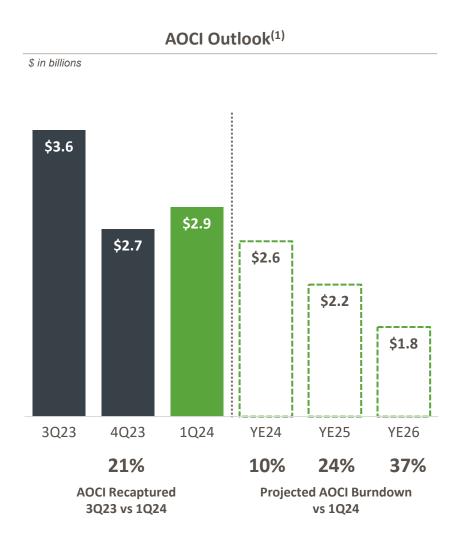
## **Highlights**

- Purchased \$3.2 billion of securities at a 5.27% yield
- Incremental growth in short duration Treasuries (HQLA)
- Strategically lowered portfolio duration since 2021
- Securities yields of 4.19% decreased 4bps QoQ and increased 63bps YoY
- 36% of portfolio classified as HTM to protect capital
- AFS portfolio hedged with pay fixed swaps; reduces duration risk and protects AOCI / capital and liquidity

## High Quality, Short Duration Portfolio<sup>(2)</sup>



# **Accumulated Other Comprehensive Income Dollars**



#### **Highlights**

- Projecting ~37% total AOCI accretion by YE26
- Dynamically managing hedge position subject to risk profile and market conditions

## Components of Fair Value (FV) Mark on Investment Securities

\$ IN B	illions				
		Securities (cost)	Gross Unrealized gain / (loss)	Hedge FV (unallocated)	Net FV Impact
	AFS	\$30.3	(\$3.5)	\$0.7	(\$2.8)
1Q24	HTM	\$15.4	(\$2.2)	-	(\$2.2)
	Total	\$45.7	(\$5.7)	\$0.7	(\$5.0)

Excludes Other Securities; pre-tax

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# **Balance Sheet Hedging Program Overview**

## Hedging Program Profile – Effective Swaps<sup>(1)</sup>



## **Management Strategy**

- Dynamically managing hedge program to support objectives to protect both net interest margin and capital
- Expect to gradually increase downrate protection over time
- Forward starting swap structures utilized to gain future protection, while minimizing near-term negative carry
- Maturity profile of pay-fixed capital protection hedges will reduce asset sensitivity

## Hedging Balance Update (as of 4/12/24)

Program	Notional (\$)	Effective (\$)	Weighted Avg Rate (%)	WAL (Years)	YTD Actions
PF Swaps	\$11.6	\$10.7	1.49	3.25	No actions
Total PF Swaps	\$11.6	\$10.7		3.25	
RF Swaps	\$25.9	\$16.8	3.15	3.36	1Q24 Actions: Added \$3.5 billion forward starting 2-5yr swaps; WA Rate: 3.55% 2Q24 QTD Actions: Added \$2.0 billion forward starting 3-5yr swaps; WA Rate: 3.91%
Floor Spreads	\$6.0	\$5.0	2.79 / 3.87	2.54	No actions
Total RF Swaps	\$31.9	\$21.8		3.21	

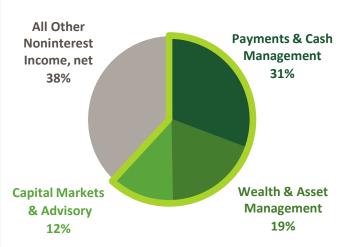
Note: \$ in billions unless otherwise noted

(1) Shown current position as of 4/12/24 with projection of effective swaps through 4Q25. See total notional hedging program profile on slide 43



# **Noninterest Income** | Positioned for Expansion

## Fee Revenue Mix (1Q24)



**Key Fee Areas Represent** ~62% of Total Noninterest Income(1)

## **Capital Markets & Advisory**

- Expect sequential revenue increase quarterly throughout 2024 supported by pace of commercial loan originations as well as building advisory pipelines
- Capital markets revenues diversified between commercial banking-related revenues of 65%<sup>(2)</sup> and advisory-related of 35%<sup>(2)</sup>

## **Payments & Cash Management**

- Payments revenue growth driven by higher penetration of treasury management (TM fees up 10% YoY(3))
- Sustained volume and balance growth across debit card franchise and deeper penetration of credit card

## Wealth & Asset Management

- Executing strategy to deepen advisory penetration in customer base; household growth (advisory relationships) up 8% YoY
- Capturing AUM to drive recurring revenue, increasing 12% YoY

#### **Capital Markets & Advisory Fees**



#### **Payments & Cash Management**



#### Wealth & AM Revenue





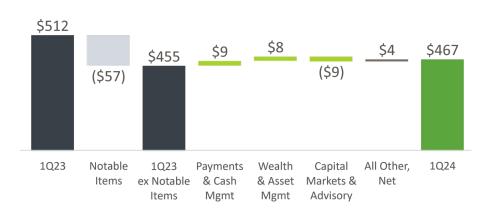
# **Noninterest Income** | Diversified Fee Revenues

\$456 \$477 \$476 \$481 \$469

#### **Noninterest Income Trends**

	1Q23	2Q23	3Q23	4Q23	1Q24
Total noninterest income	\$512	\$495	\$509	\$405	\$467
Notable Items <sup>(1)</sup>	\$57	-	-	-	-
Mark-to-market on pay-fixed swaptions	\$(1)	\$18	\$33	\$(74)	-
CRT	-	-	-	\$(2)	\$(2)
Noninterest income	4.=.	ć 477	4	4.0.	4

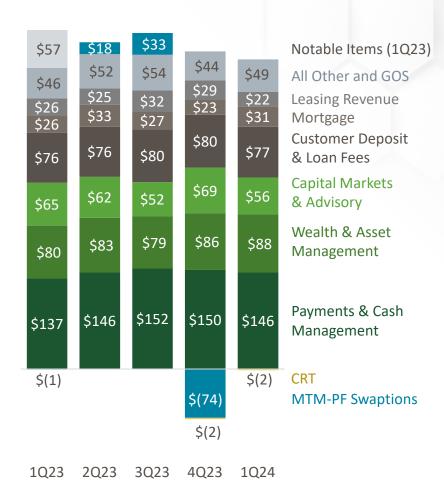
#### Noninterest Income vs. Prior Year<sup>(1)</sup>



Note: \$ in millions unless otherwise noted See notes on slide 61

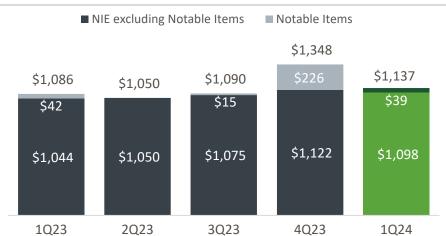
(Ex. Notable Items, MTM-PF Swaptions & CRT)

Total Noninterest Income by Category(1)

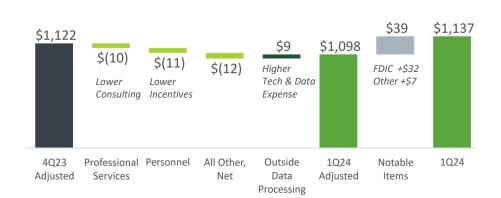


# **Noninterest Expense** | Disciplined Expense Management

#### Noninterest Expense (NIE)



**Adjusted Noninterest Expense vs Prior Quarter** 



#### **Highlights**

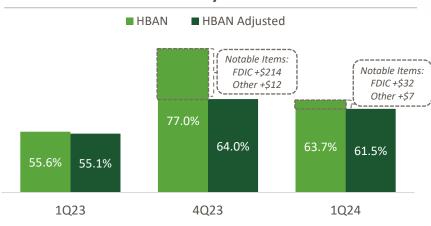
#### vs Linked Quarter

- Reported NIE decreased \$211 million
  - \$39 million of Notable Items include \$32 million from updated estimates to the FDIC DIF special assessment and \$7 million of costs related to staffing efficiencies
- Adjusted NIE decreased \$24 million, or 2.1%, driven by personnel and professional services, partially offset by higher outside data processing

#### vs Linked Year

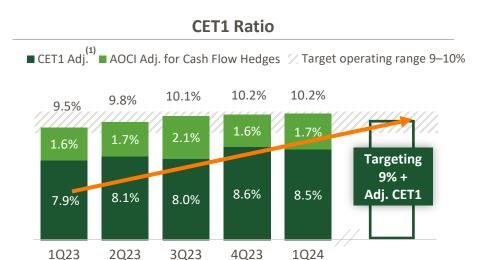
Reported NIE increased \$51 million; adjusted for Notable Items, expenses increased by \$54 million, or 5.2%

## **Efficiency Ratio**

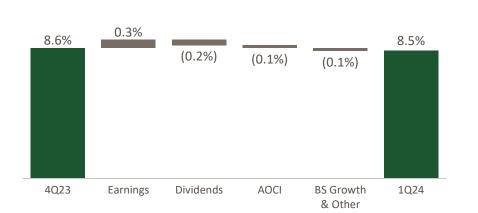




# Capital Positioning | Robust Capital Generation Power



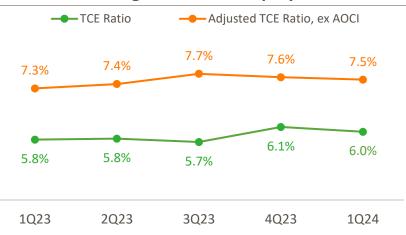
## Adjusted CET1 Ratio Drivers(1)



## **Highlights**

- Capital Priorities include:
  - 1) Fund Organic Growth
  - Dividend
  - Buybacks/other
- Expect to deploy capital to fund organic growth and continue to increase adjusted CET1

## **Tangible Common Equity**





# **Asset Quality and Reserve** | Top Tier Reserve Profile

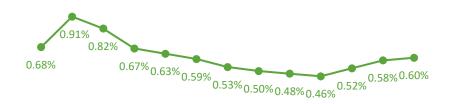
#### **Net Charge-off Ratio**



1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23 4Q23 1Q24

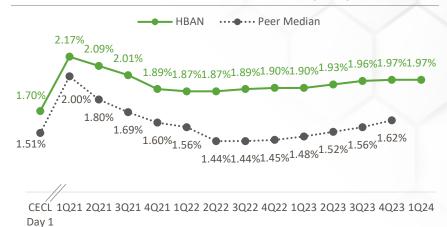
0.03%

#### **NPA Ratio**



1Q21 2Q21 3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23 4Q23 1Q24

## **Allowance for Credit Losses (ACL)**



**Criticized Asset Ratio** 



1021 2021 3021 4021 1022 2022 3022 4022 1023 2023 3023 4023 1024



# 2024 Outlook

	FY24 v	s. <b>FY23</b>
	Guidance as of 1/19/24	Guidance as of 4/19/24
Average Loans FY23 Baseline = \$120.9 billion	Up 3% - 5%	Up 3% - 5%
Average Deposits FY23 Baseline = \$147.4 billion	Up 2% - 4%	Up 2% - 4%
Net Interest Income FY23 Baseline = \$5.481 billion	Down 2% - Up 2%	Down 2% - Up 2%
Noninterest Income ex-Notable Items, MTM-PF Swaptions, and CRT) Non-GAAP TY23 Baseline = \$1.889 billion	Up 5% - 7%	Up 5% - 7%
Noninterest Expense (ex-Notable Items) Non-GAAP FY23 Baseline = \$4.291 billion	Up ~4.5%	Up ~4.5%
Net Charge-offs	Full Year 2024: 25 - 35 bps	Full Year 2024: 25 - 35 bps
Effective Tax Rate	~19%	~19%

Other Assumptions

Assumes consensus economic outlook

See reconciliations on slide 15 (Noninterest Income) and 16 (Expenses); The reconciliation with respect to forward-looking non-GAAP measures is expected to be consistent with actual non-GAAP reconciliations included in the appendix



## Pre-Provision Net Revenue (PPNR), Earnings Per Share (EPS)

Pre-Provision Net Revenue (\$ in millions)		1Q23	2Q23	3Q23	4Q23	1Q24
Total revenue (GAAP)		\$1,921	\$1,841	\$1,877	\$1,721	\$1,754
FTE adjustment		9	11	11	11	13
Total revenue (FTE)	А	1,930	1,852	1,888	1,732	1,767
Less: gain on sale of business line		57				
Less: net gain / (loss) on securities		1	(5)		(3)	
Total Revenue (FTE), excluding net gain / (loss) on securities and notable items	В	1,872	1,857	1,888	1,735	1,767
Noninterest expense	С	1,086	1,050	1,090	1,348	1,137
Notable Items:						
Less: FDIC Deposit Insurance Fund (DIF) special assessment					214	32
Less: Other notable items		42		15	12	7
Noninterest expense, excluding Notable Items	D	1,044	1,050	1,075	1,122	1,098
Pre-provision net revenue (PPNR)	(A-C)	\$844	\$802	\$798	\$384	\$630
PPNR, adjusted	(B-D)	\$828	\$807	\$813	\$613	\$669

EPS (\$ in millions, except per share amounts)	1Q24	
Earnings Per Share (GAAP), diluted		\$0.26
Add: Notable Items, after-tax	\$30	\$0.02
Adjusted Earnings Per Share (Non-GAAP)		\$0.28

## Average Tangible Common Equity, ROTCE

(\$ in millions)	1Q23	2Q23	3Q23	4Q23	1Q24
Average common shareholders' equity	\$15,973	\$16,359	\$16,256	\$16,275	\$16,819
Less: intangible assets and goodwill	5,759	5,734	5,722	5,710	5,697
Add: net tax effect of intangible assets	40	36	34	32	29
Average tangible common shareholders' equity (A)	\$10,254	\$10,661	\$10,568	\$10,597	\$11,151
Less: average accumulated other comprehensive income (AOCI)	(2,832)	(2,800)	(3,194)	(3,465)	(2,860)
Adjusted average tangible common shareholders' equity (B)	\$13,086	\$13,461	\$13,762	\$14,062	\$14,011
Net income available to common	\$573	\$519	\$510	\$215	\$383
Add: amortization of intangibles	13	13	12	12	12
Add: deferred tax	(3)	(3)	(2)	(2)	(2)
Adjusted net income available to common	583	529	520	225	393
Adjusted net income available to common (annualized) (C)	\$2,364	\$2,122	\$2,063	\$893	\$1,581
Return on average tangible shareholders' equity (C/A)	23.1%	19.9%	19.5%	8.4%	14.2%
Return on average tangible shareholders' equity, ex AOCI (C/B)	18.1%	15.8%	15.0%	6.4%	11.3%
(\$ in millions)	1Q23	2Q23	3Q23	4Q23	1Q24
Adjusted net income available to common (annualized) (C)	\$2,364	\$2,122	\$2,063	\$893	\$1,581
Return on average tangible shareholders' equity	23.1%	19.9%	19.5%	8.4%	14.2%
Add: Notable Items, after tax (D)	(10)		12	179	30
Adjusted net income available to common (annualized) (E)	\$2,323	\$2,122	\$2,111	\$1,603	\$1,702
Adjusted return on average tangible shareholders' equity (E/A)	22.7%	19.9%	20.0%	15.1%	15.3%
Adjusted return on average tangible shareholders' equity, ex AOCI (E/B)	17.8%	15.8%	15.3%	11.4%	12.1%

## Adjusted Noninterest Expense, Efficiency

Efficiency Ratio (\$ in millions) — Pre-tax	1Q23	2Q23	3Q23	4Q23	1Q24
Noninterest expense (GAAP)	\$1,086	\$1,050	\$1,090	\$1,348	\$1,137
Less: intangible amortization	13	13	12	12	12
Noninterest expense less amortization of intangibles (A)	\$1,073	\$1,037	\$1,078	\$1,336	\$1,125
Less: Notable Items, pre-tax	42		15	226	39
Adjusted noninterest expense, efficiency (Non-GAAP) (B)	\$1,031	\$1,037	\$1,063	\$1,110	\$1,086
Total Revenue (GAAP)	\$1,921	\$1,841	\$1,877	\$1,721	\$1,754
FTE adjustment	9	11	11	11	13
Less: gain / (loss) on securities	1	(5)		(3)	
Less: gain on sale of business line	57				
FTE revenue less gain / (loss) on securities (C)	\$1,872	\$1,857	\$1,888	\$1,735	\$1,767
Efficiency Ratio (A/C)	55.6%	55.9%	57.0%	77.0%	63.7%
Adjusted Efficiency Ratio (B/C)	55.1%	55.9%	56.3%	64.0%	61.5%
Noninterest Expense (\$\\$ in millions)	1Q23	2Q23	3Q23	4Q23	1Q24
Noninterest expense (GAAP)	\$1,086	\$1,050	\$1,090	\$1,348	\$1,137
Less: Notable Items, pre-tax	42		15	226	39
Adjusted Noninterest expense (Non-GAAP)	\$1,044	\$1,050	\$1,075	\$1,122	\$1,098

## Common Equity Tier 1 (CET1)

CET1 – AOCI Impact (\$ in millions)	1Q23	2Q23	3Q23	4Q23	1Q24
Common Equity Tier 1 (A)	\$13,588	\$13,885	\$14,211	\$14,212	\$14,284
Add: accumulated other Comprehensive income (loss) (AOCI)	(2,755)	(3,006)	(3,622)	(2,676)	(2,879)
Less: cash flow hedge	(443)	(612)	(662)	(363)	(436)
Adjusted Common Equity Tier 1 (B)	\$11,276	\$11,491	\$11,251	\$11,899	\$11,841
Risk Weighted Assets (C)	\$142,335	\$141,432	\$140,688	\$138,706	\$139,616
Common Equity Tier 1 ratio (A/C)	9.5%	9.8%	10.1%	10.2%	10.2%
Adjusted CET1 Ratio (B/C)	7.9%	8.1%	8.0%	8.6%	8.5%
AOCI impact adjusted for cash flow hedges on loan portfolio	1.6%	1.7%	2.1%	1.6%	1.7%

CET1 – ACL Impact (\$ in millions)	4Q23	1Q24
Common Equity Tier 1 (A)	\$14,212	\$14,284
Add: allowance for credit losses (ACL)	2,400	2,415
Adjusted Common Equity Tier 1 (B)	\$16,612	\$16,699
Risk Weighted Assets (C)	\$138,706	\$139,616
Common Equity Tier 1 ratio (A/C)	10.2%	10.2%
CET1 Adjusted for ACL ratio (B/C)	12.0%	12.0%
ACL Impact	1.8%	1.8%

## Tangible common equity ratio, Tangible book value per share

angible Common Equity Ratio (\$ in millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Huntington shareholders' equity	\$18,452	\$17,950	\$17,136	\$17,731	\$18,758	\$18,788	\$18,483	\$19,353	\$19,322
Less: preferred stock	2,167	2,167	2,167	2,167	2,484	2,484	2,484	2,394	2,394
ommon shareholders' equity	\$16,285	\$15,783	\$14,969	\$15,564	\$16,274	\$16,304	\$15,999	\$16,959	\$16,928
Less: goodwill	5,349	5,571	5,571	5,571	5,561	5,561	5,561	5,561	5,561
Less: other intangible assets, net of tax	180	171	161	154	142	132	122	113	103
Tangible common equity (A)	\$10,756	\$10,041	\$9,237	\$9,839	\$10,571	\$10,611	\$10,316	\$11,285	\$11,264
Less: accumulated other comprehensive income (loss)	(1,314)	(2,098)	(3,276)	(3,098)	(2,755)	(3,006)	(3,622)	(2,676)	(2,879)
Adjusted tangible equity (B)	\$12,070	\$12,139	\$12,513	\$12,937	\$13,326	\$13,617	\$13,938	\$13,961	\$14,143
Total assets	\$176,856	\$178,782	\$179,402	\$182,906	\$189,070	\$188,505	\$186,650	\$189,368	\$193,519
Less: goodwill	5,349	5,571	5,571	5,571	5,561	5,561	5,561	5,561	5,561
Less: other intangible assets, net of tax	180	171	161	154	142	132	122	113	103
angible assets (C)	\$171,327	\$173,040	\$173,670	\$177,181	\$183,367	\$182,812	\$180,967	\$183,694	\$187,855
angible common equity / tangible asset ratio (A/C)	6.3%	5.8%	5.3%	5.6%	5.8%	5.8%	5.7%	6.1%	6.0%
djusted tangible common equity / tangible asset ratio (B/C)	7.1%	7.0%	7.2%	7.3%	7.3%	7.4%	7.7%	7.6%	7.5%
BV per Share (\$ in millions, except per share amounts)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
umber of common shares outstanding (D)	1,439	1,442	1,443	1,443	1,444	1,448	1,448	1,448	1,449
angible book value per share (A/D)	\$7.47	\$6.96	\$6.40	\$6.82	\$7.32	\$7.33	\$7.12	\$7.79	\$7.77
Adjusted tangible book value per share (B/D)	\$8.38	\$8.42	\$8.67	\$8.96	\$9.23	\$9.40	\$9.63	\$9.64	\$9.76

# **Appendix**





## **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**

Notable 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 our financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Notable 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.

## **Basis of Presentation**

#### Rounding

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

#### **Notable 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 "Notable Items." Management believes it is useful to consider certain financial metrics with and without Notable Items, in order to enable a better understanding of company results, increase comparability of period-to-period results, and to evaluate and forecast those results.

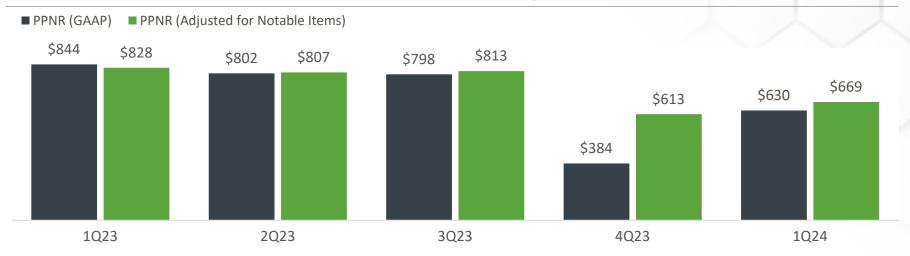
# **Table of Contents**

<b>Driving Sustained Profitability</b>	29	Home Lending Originations
Medium-Term Financial Targets	30	Shares Outstanding
Preferred Dividends	31	Tangible Book Value
Digital Metrics	32	Credit and Capital
Mortgage Banking Noninterest Income	33	CET1 Comparison
<b>Balance Sheet</b>	34	Commercial Credit
Loan Growth	35	Consumer Credit
Loan Yields	36	Delinquencies
CRE Overview	37	Criticized Commercial Loan Analysis
CRE Concentration and Reserve Coverage	38	
CRE Multi Family	39	
Leveraged Lending	40	
Deposit Franchise	41	
Diversified Sources of Liquidity	42	
Balance Sheet Management	43	
Wholesale Funding	44	
Liquidity Management Solutions	45	
Auto Originations	46	

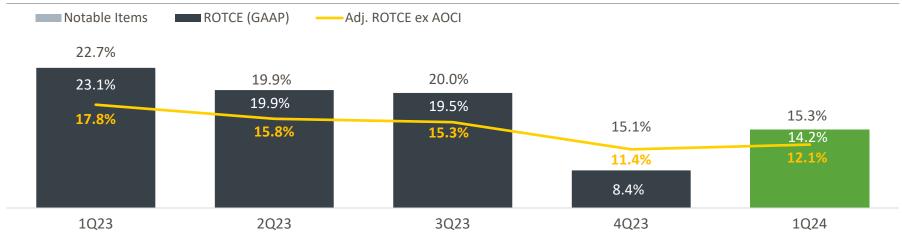


# **Driving Sustained Profitability**

#### **Pre-Provision Net Revenue (PPNR)**



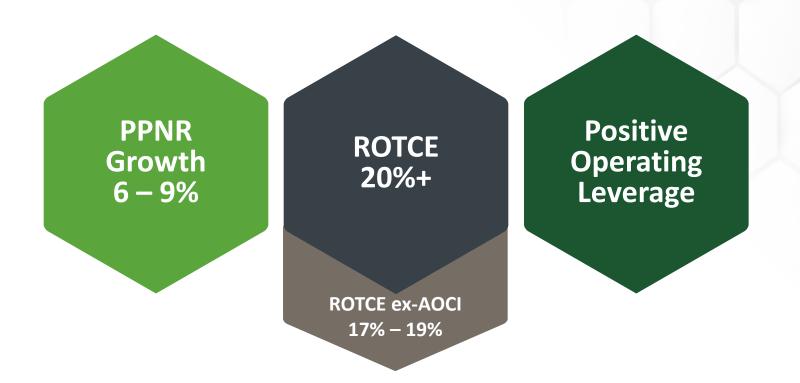
## **Return on Tangible Common Equity %**



Note: \$ in millions unless otherwise noted See reconciliation on slide 20 (PPNR) and 21 (ROTCE)



# **Medium-Term Financial Targets**



**Operating Assumptions** 

- Adjusted CET1 Ratio: 9 10%
- Net Charge-offs: 25 45 bps through the cycle
- Tax Rate: 19 21%

## **Estimated Preferred Dividends**

	Actuals			
(\$ in millions)	4Q23	1Q24		
Dividends on preferred shares	\$36	\$36		
Impact of preferred stock repurchases	(8)	-		
Net preferred dividends and impact of preferred stock repurchases	\$28	\$36		

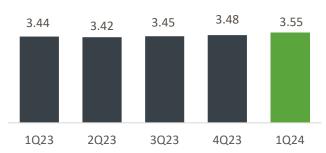
Projected <sup>(1)</sup>						
2Q24	3Q24	4Q24	1Q25			
\$35	\$35	\$35	\$35			
-	-	-	-			
\$35	\$35	\$35	\$35			

<sup>(1)</sup> Estimated preferred dividends based on projected interest rates for currently outstanding series of preferred shares.

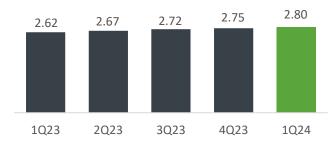
## **Consumer and Business Banking Digital Metrics**

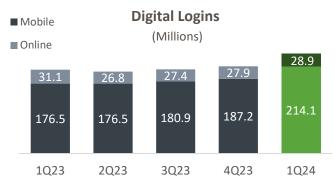


#### Average Monthly Active Digital Users(1) (Millions)



#### Average Monthly Active Mobile Users(2) (Millions)

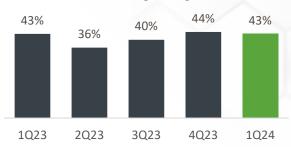




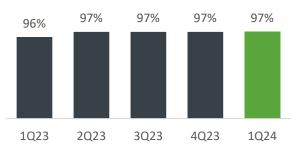
## **Digital Originations**

## **New Consumer Deposit Accounts**

Includes Checking, Savings, MMA

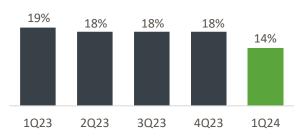


#### **Digitally-Assisted Mortgage Applications**

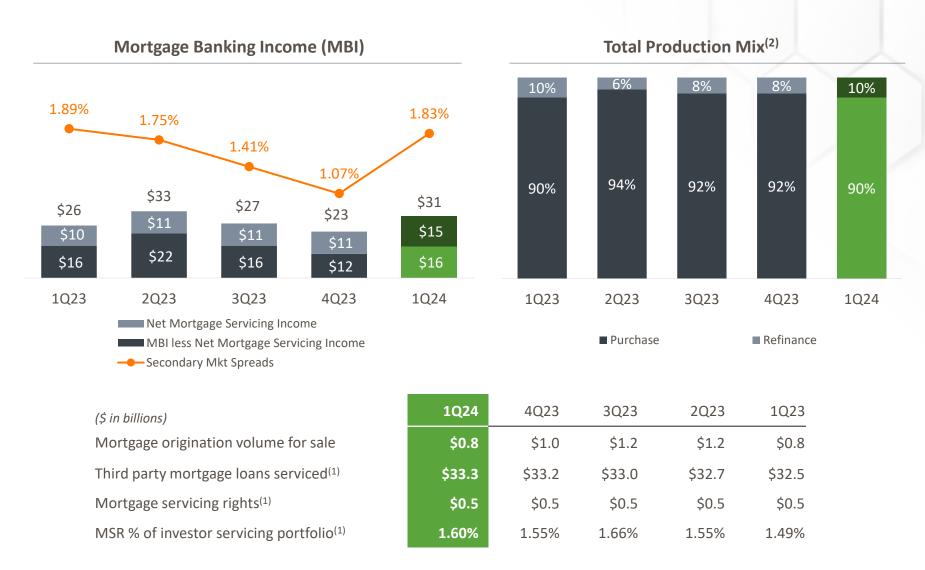


## **New Business Deposit Accounts**

Includes Checking, Savings, MMA



# **Mortgage Banking Noninterest Income Summary**



<sup>(1)</sup> End of period

<sup>(2)</sup> Total production includes saleable and portfolio production activity

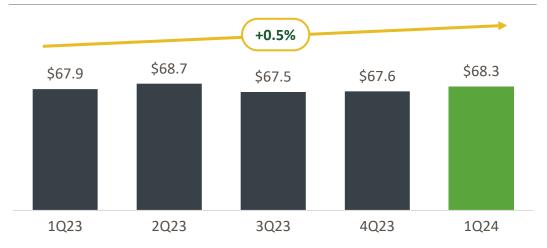
# **Balance Sheet**



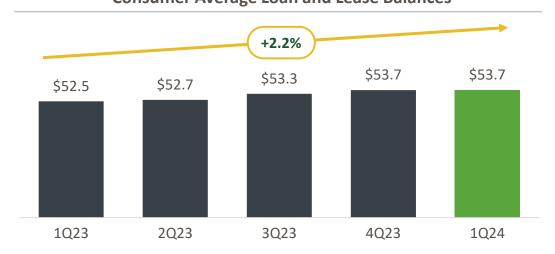


# Loans and Leases | Loan Growth Optimized for Return





## **Consumer Average Loan and Lease Balances**



## **Highlights**

#### vs Linked Quarter

Average balances increased \$0.7 billion, or 1.0%

#### vs Prior Year

Average balances increased \$0.4 billion, or 0.5%

#### **Highlights**

#### vs Linked Quarter

Average balances were relatively stable

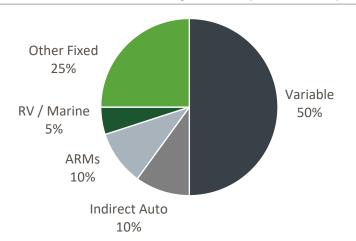
#### vs Prior Year

Average balances increased \$1.2 billion, or 2.2%



# **Loan Yields** | Benefitting From Fixed Rate Re-Pricing

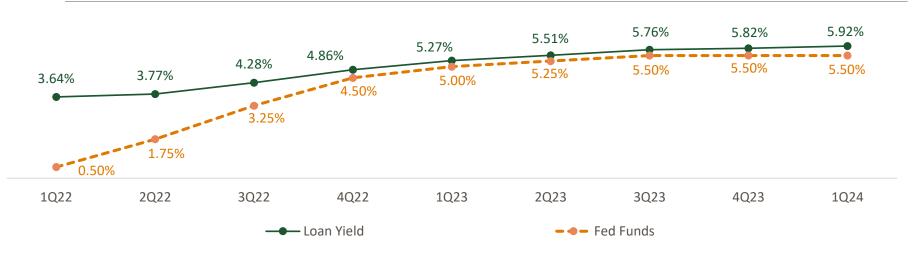




#### **Highlights**

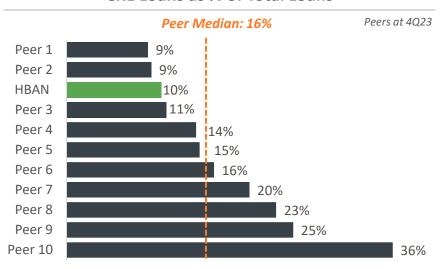
- Both variable rate and short-term loan portfolios benefited from asset repricing
  - Auto portfolio weighted-average life (WAL) less than 2 years
  - Residential mortgage-ARM WAL of 3 years
  - RV/Marine WAL of 4 years

#### **Total Loan Yield Trend**

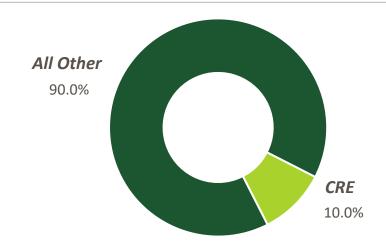


## **Commercial Real Estate (CRE) Overview**

### **CRE Loans as % of Total Loans**



## **Loan Portfolio Composition (1Q24)**



### **Portfolio Characteristics**

- Well diversified portfolio with rigorous client selection
- CRE reserve coverage 4.6% vs peer median of 2% (4Q23)
  - Office reserve coverage of >11%
- Office portfolio at 1.4% of total loans, and predominately suburban and multi-tenant
- CRE Office maturities (% by year):

27%	16%	23%	11%	23%	
FY24	FY25	FY26	FY27	FY28 and	
(Q2 - Q4)				Beyond	

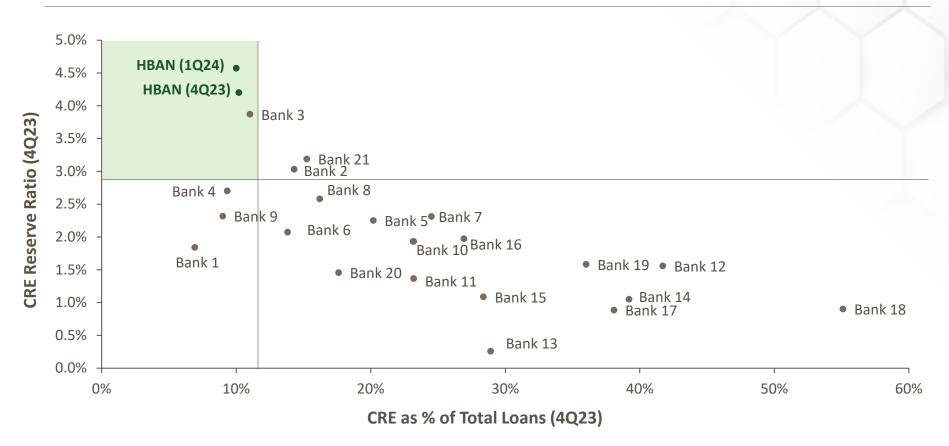
## **CRE Diversification by Property Type (1Q24)**

Property Type (\$ in billions)	1	% of Total Loans
Multifamily	\$4.7	3.8%
Industrial	2.0	1.6%
Office	1.8	1.4%
Retail	1.7	1.4%
Hotel	0.9	0.8%
Other	1.2	1.0%
Total CRE	\$12.3	10.0%

## Low CRE Concentration and Top Tier Reserve Coverage

### CRE Reserve Ratio vs. CRE as % of Total Loans

Includes U.S. Listed Banks over \$50B in assets as of 12/31/2023(1)



Top Quartile Concentration and #1 Reserve Coverage of Like-sized U.S. Regional Banks

# Commercial Real Estate (CRE) - Multi Family Overview

### **Management Approach**

Sponsor-driven strategy focused on experienced owners and operators

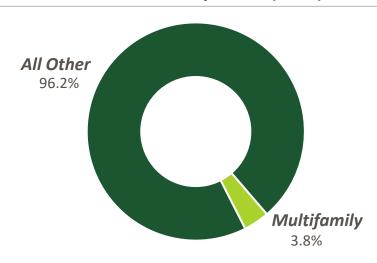
### **Key Portfolio Metrics**

- Average loan size: \$5.8 million
- Average LTV at Origination: ~60%
- 70%+ locations in suburbs
- No exposure to NY or CA rentcontrolled units

## Top 5 MSAs (1Q24)

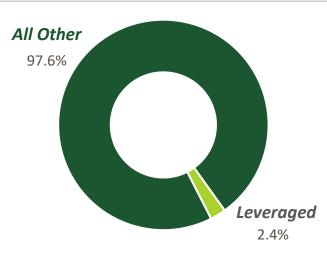
Metropolitan Statistical Area (MSA)	Balance (\$ in millions)	% of Total Multifamily Portfolio
Columbus, OH	\$336	7.2%
Detroit-Warren-Livonia, MI	248	5.3%
Chicago-Joliet-Naperville, IL	243	5.2%
Minneapolis-St. Paul-Bloomington, MN	214	4.6%
Cincinnati-Middletown, OH	204	4.3%

## **Loan Portfolio Composition (1Q24)**

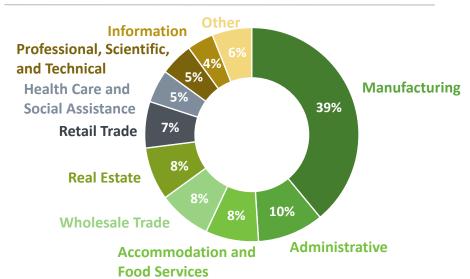


## Minimal Exposure to Leveraged Lending

### **Loan Portfolio Composition (1Q24)**



## **Industry Classification of Outstandings**

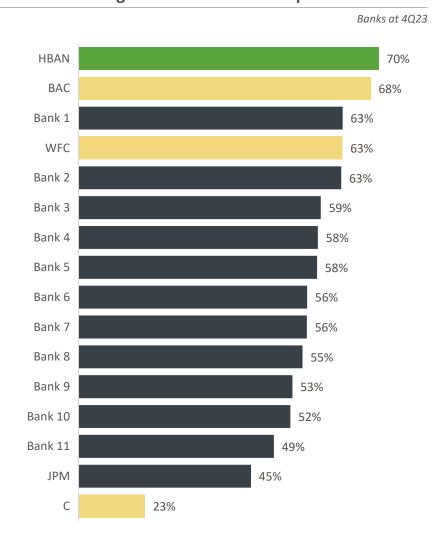


### **Highlights**

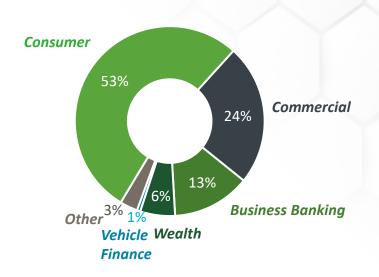
- \$2.9 billion, or 2.4% of total loan balances, with a defined portfolio concentration limit
- HNB leveraged defined as: Senior leverage 3.0x, total leverage 4.0x
- The portfolio is built around our relationship strategy with a limited sponsor calling component
- Underwritten and stress tested for performance in higher rate scenarios
- 73% of leveraged portfolio are classified as SNC's

# High Quality, Granular Deposit Franchise

### Leading Percent of Insured Deposits(1)



### **Diversification by Business Lines (1Q24)**



## ..with Low Average Balances

Consumer \$11k per account

**Business Banking** \$37k per account

Commercial \$3.9M per relationship

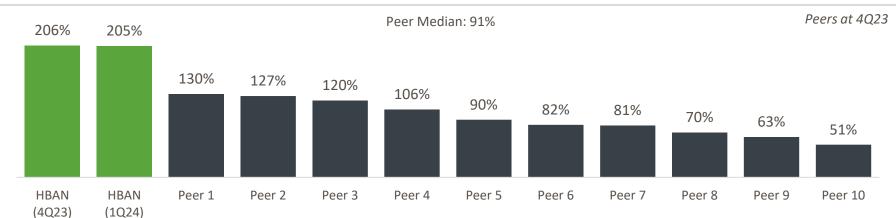
## **Diversified Sources of Liquidity**



## **Highlights**

- Peer leading available liquidity as a percent of uninsured deposits highlighting the proactive approach to liquidity risk management and strength of our granular deposit base
- As of 3/31, cash and available liquidity total of \$94 billion
- Additional sources of liquidity include \$5.9 billion of unpledged securities (market value) at 3/31

## Cash + Borrowing Capacity as a % of Uninsured Deposits (1)(2)



# **Balance Sheet Management Strategy**

Hedging Program Overview (as of 3/31/24)

Capital Protection: Designed to protect capital against higher rate scenarios

Program	Notional (\$)	Weighted Avg Rate (%)	WAL (Years)	Description	1Q24 Actions
PF Swaps \$11.6 1.49		3.28	Protects capital if rates increase	No actions	
Total PF Swaps	\$11.6		3.28		

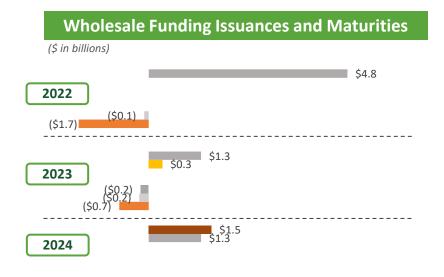
### **NIM Protection:** Reduces volatility & supports a narrow corridor of NIM in lower rate scenarios

RF Swaps	\$23.9	3.09	3.27	Provides down rate NIM protection	Added \$3.5 billion forward starting 2-5yr swaps hedging our debt and loans; WA Rate: 3.55%
Floor Spreads	\$6.0	2.79 / 3.87	2.58	Cost efficient structure to provide down rate NIM protection & reduce near term negative carry	No actions
Total RF Swaps	\$29.9		3.13		

### **Hedging Balance Update (EOP)**



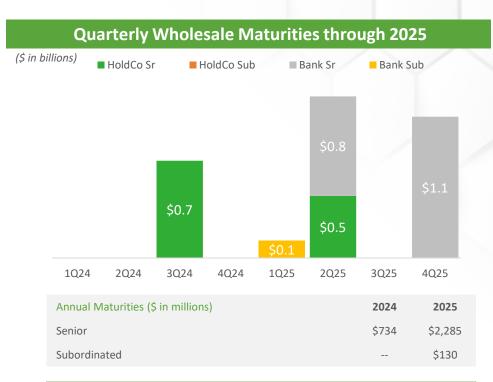
## Stable, Diversified Sources of Wholesale Funds





## **Highlights**

- Issued \$1.25 billion of fixed rate senior notes at a rate of 5.709% on February 2, 2024
- Issued \$1.5 billion asset-backed securities notes at a weighted average fixed rate of 5.393% on February 22, 2024



Debt Credit Ratings													
Rating Agency	Senior HoldCo	Senior Bank	HoldCo Outlook	Preferred Equity									
Moody's	Baa1	A3	Negative	Baa3									
Standard & Poor's	BBB+	A-	Stable	BB+									
Fitch	A-	A-	Stable	BB+									
DBRS Morningstar	А	A (high)	Stable	BBB									

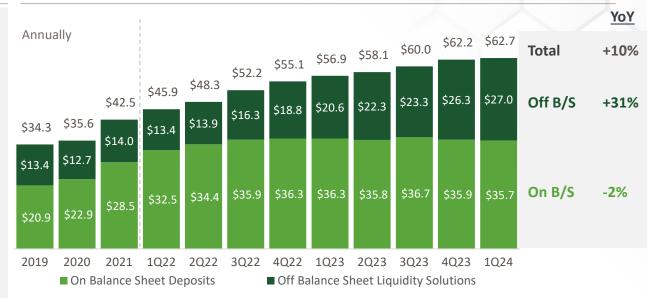
# **Commercial Deposit Relationships Bolstered by Off Balance Sheet Liquidity Management Solutions**

### **Commercial Off B/S Overview**

2019: Enhanced off balance sheet liquidity solutions for commercial customers.

- Provides customers with access to incremental solutions, including treasuries, money market, and bond funds
- Maintains full relationship with sophisticated deposit customers
- Better manage higher beta and more unpredictable / large deposit flows (i.e., non-operational)
- Maintains on balance sheet deposits focused on core operating accounts
- Leveraged liquidity solutions over past two years to manage excess customer liquidity off balance sheet to protect from surge deposit run-off

## **Total Commercial Banking Segment Liquidity (Average)**



## Commercial Banking Segment Customer Deposits / Liquidity (EOP)

Ending	6/30/23	9/30/23	12/31/23	3/31/24
On B/S	\$36.5	\$36.0	\$35.5	\$35.6
Off B/S	\$22.1	\$25.8	\$26.1	\$27.0
Total	\$58.6	\$61.8	\$61.6	\$62.6



## **Auto – Production Trend**

<b>Originations</b>	1Q24	4Q23	3Q23	2Q23	1Q23	4Q22	3Q22	2Q22	1Q22
Amount (\$ in billions)	\$1.6	\$1.2	\$1.4	\$1.1	\$1.5	\$1.2	\$1.4	\$1.8	\$1.7
% new vehicles	41%	43%	35%	42%	43%	39%	35%	38%	41%
Avg. LTV	84%	84%	86%	87%	87%	85%	84%	84%	84%
Avg. FICO	783	782	778	776	781	779	777	778	774
Vintage Performance <sup>(1)</sup>									
6-month losses			0.06%	0.06%	0.02%	0.05%	0.04%	0.02%	0.03%
9-month losses				0.12%	0.10%	0.11%	0.09%	0.07%	0.07%
12-month losses					0.17%	0.18%	0.15%	0.16%	0.10%

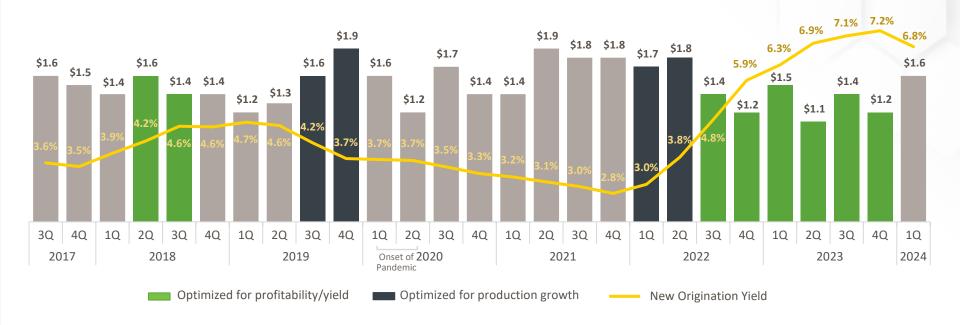


## **Auto – Proven Track Record of Strategic Growth**

**Optimize through the Cycle** 

Calibrating production to balance growth and returns

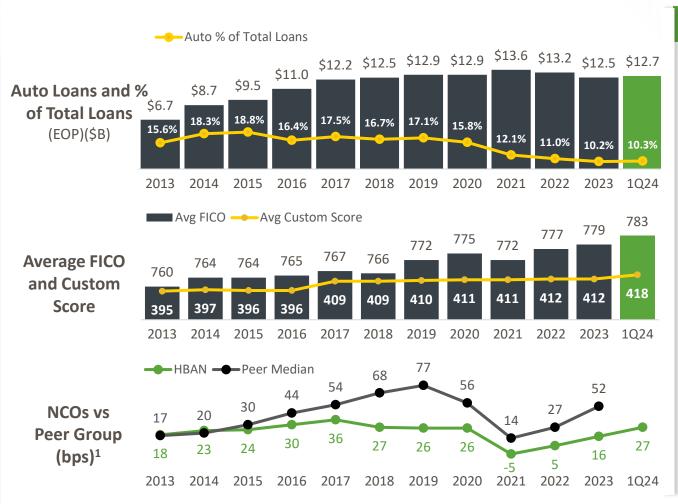
Indirect Auto Production (\$B) and New Origination Yield



Scale and Expertise to Continuously Drive Shareholder Value



# **Auto – Strong Credit Performance Through the Cycle**



## **Key Highlights of Credit Strength**

### **Strong Credit Quality**

- Industry knowledge and focus on rigorous customer selection drives outperformance of NCOs
- Auto loans as a percent of total loans decreased to 10.3% as of 1024

### **Deep Industry Expertise**

75+ years of experience; consistent underwriting strategy

### **Robust Customer Selection**

- Super-prime with average FICO of 783
- Proprietary custom scorecard enhances predictive modeling

**Extensive Industry Knowledge with Emphasis on Super-Prime Consumers** 



# **Vehicle Finance – Origination Trends**

Auto Loans:	2024 YTD	2023	2022	2021	2020	2019	2018	2017
Originations (\$ in billions)	\$1.6	\$5.2	\$6.1	\$6.9	\$5.9	\$6.1	\$5.8	\$6.2
% new vehicles	41%	40%	38%	43%	47%	46%	47%	50%
Avg. LTV <sup>(1)</sup>	84%	86%	84%	85%	89%	90%	89%	88%
Avg. FICO	783	779	777	772	775	772	766	767
Weighted avg. original term (months)	71	72	71	71	70	70	69	69
Avg. Custom Score	418	412	412	411	411	410	409	409
RV and Marine:	2024 YTD	2023	2022	2021	2020	2019	_	
Originations (\$ in billions)	\$0.2	\$1.6	\$1.5	\$1.7	\$1.6	\$1.0		
Avg. LTV <sup>(2)</sup>	94%	96%	104%	111%	108%	106%		
Avg. FICO	811	810	813	807	808	800		
Weighted avg. original term (months)	184	199	210	198	193	192		

<sup>(1)</sup> Auto LTV based on retail value

<sup>(2)</sup> RV/Marine LTV based on wholesale value

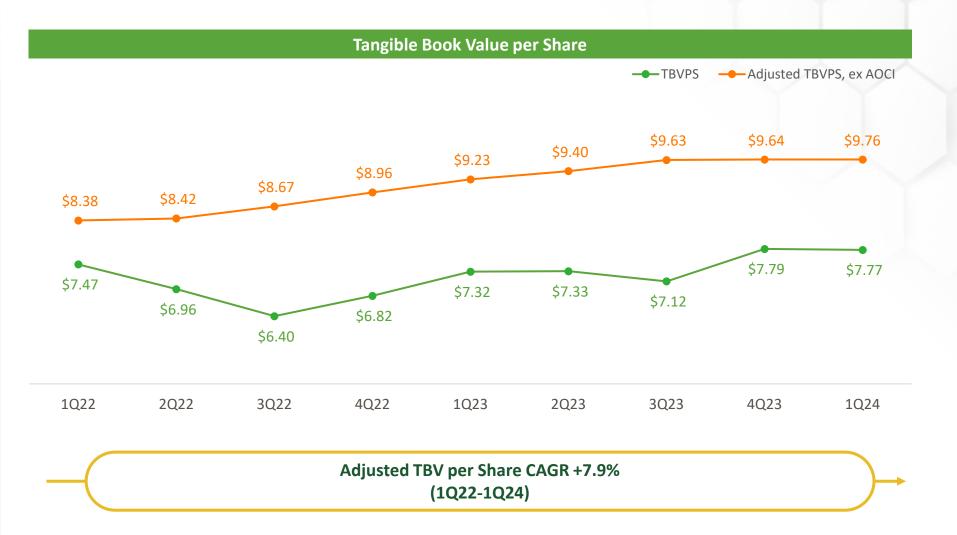
# **Residential Mortgage and Home Equity Origination Trends**

Residential Mortgage:	2024 YTD	2023	2022	2021	2020	2019	2018	2017
Originations (\$ in billions)	\$0.4	\$3.4	\$5.4	\$6.6	\$4.7	\$2.9	\$2.9	\$2.7
Avg. LTV	85%	85%	81%	76%	77%	81%	83%	84%
Avg. FICO	762	765	765	768	767	761	758	760
Home Equity:	2024 YTD	2023	2022	2021	2020	2019	2018	2017
Originations <sup>(1)</sup> (\$ in billions)	\$0.9	\$3.6	\$4.4	\$3.9	\$3.8	\$3.7	\$4.2	\$4.3
Avg. LTV	64%	65%	66%	67%	68%	75%	77%	77%
Avg. FICO	778	775	776	783	784	778	773	775

# **Change in Common Shares Outstanding**

Share Count (In millions)	1Q24	4Q23	3Q23	2Q23	1Q23	4Q22	3Q22	2Q22
Beginning shares outstanding	1,448	1,448	1,448	1,444	1,443	1,443	1,443	1,439
Employee equity compensation	1	0	0	4	1	0	0	4
Share repurchases	-	-	-	-	-	-	-	-
Ending shares outstanding	1,449	1,448	1,448	1,448	1,444	1,443	1,443	1,442
Average basic shares outstanding	1,448	1,448	1,448	1,446	1,443	1,443	1,443	1,441
Average diluted shares outstanding	1,473	1,469	1,468	1,466	1,469	1,468	1,465	1,463

# Tangible Book Value (TBV) per Share



# **Credit and Capital**

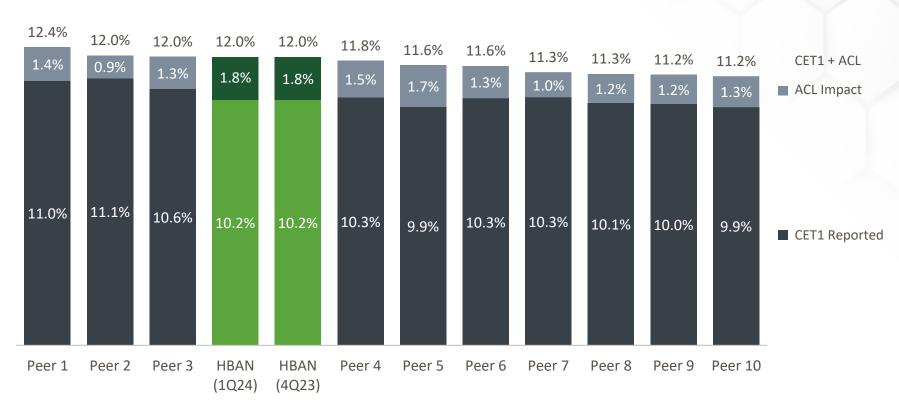




## **CET1 Comparison versus Peers**

## CET1 (Reported and Adjusted for ACL)(1)

Peers at 4Q23



Above median total loss absorbing capacity versus peers



# **Commercial Credit Quality Review**

Commercial and Industrial:	1Q24	4Q23	3Q23	2Q23	1Q23
Period end balance <sup>(1)</sup> (\$ in billions)	\$51.5	\$50.7	\$49.4	\$49.8	\$50.0
30+ days PD and accruing	0.12%	0.15%	0.11%	0.08%	0.09%
90+ days PD and accruing	0.00%	0.00%	0.00%	0.01%	0.02%
NCOs (annualized)	0.33%	0.32%	0.26%	0.15%	0.13%
NALs	0.73%	0.68%	0.63%	0.54%	0.55%

Commercial Real Estate:	1Q24	4Q23	3Q23	2Q23	1Q23
Period end balance (\$ in billions)	\$12.3	\$12.4	\$12.7	\$13.2	\$13.4
30+ days PD and accruing	0.34%	0.01%	0.16%	0.00%	0.31%
90+ days PD and accruing	0.00%	0.00%	0.00%	0.00%	0.00%
NCOs (annualized)	0.41%	0.65%	0.35%	0.23%	0.51%
NALs	1.25%	1.13%	0.81%	0.57%	0.64%

# **Consumer Credit Quality Review**

Home Equity:	1Q24	4Q23	3Q23	2Q23	1Q23	
Period end balance (\$ in billions)	\$10.0	\$10.1	\$10.1	\$10.1	\$10.2	
30+ days PD and accruing	0.91%	1.09%	0.92%	0.89%	0.86%	
90+ days PD and accruing	0.17%	0.21%	0.18%	0.17%	0.17%	
NCOs (annualized)	0.01%	0.01%	-0.01%	-0.02%	-0.02%	
NALs	1.19%	1.12%	1.01%	0.90%	0.84%	

Residential Mortgage:	1Q24	4Q23	3Q23	2Q23	1Q23
Period end balance (\$ in billions)	\$23.7	\$23.7	\$23.4	\$23.1	\$22.5
30+ days PD and accruing	1.72%	1.80%	1.74%	1.75%	1.69%
90+ days PD and accruing	0.62%	0.62%	0.53%	0.52%	0.60%
NCOs (annualized)	0.00%	0.01%	0.01%	0.01%	0.01%
NALs	0.31%	0.30%	0.32%	0.31%	0.36%

# **Consumer Credit Quality Review, continued**

Automobile:	1Q24	4Q23	3Q23	2Q23	1Q23
Period end balance (\$ in billions)	\$12.7	\$12.5	\$12.7	\$12.8	\$13.2
30+ days PD and accruing	0.79%	0.96%	0.86%	0.78%	0.76%
90+ days PD and accruing	0.06%	0.07%	0.06%	0.05%	0.05%
NCOs (annualized)	0.27%	0.27%	0.14%	0.10%	0.14%
NALs	0.03%	0.04%	0.03%	0.03%	0.03%

RV / Marine:	1Q24	4Q23	3Q23	2Q23	1Q23
Period end balance (\$ in billions)	\$5.9	\$5.9	\$5.9	\$5.6	\$5.4
30+ days PD and accruing	0.39%	0.44%	0.39%	0.33%	0.33%
90+ days PD and accruing	0.04%	0.06%	0.03%	0.03%	0.03%
NCOs (annualized)	0.36%	0.34%	0.16%	0.13%	0.18%
NALs	0.02%	0.03%	0.02%	0.02%	0.02%

# **Commercial Delinquencies**

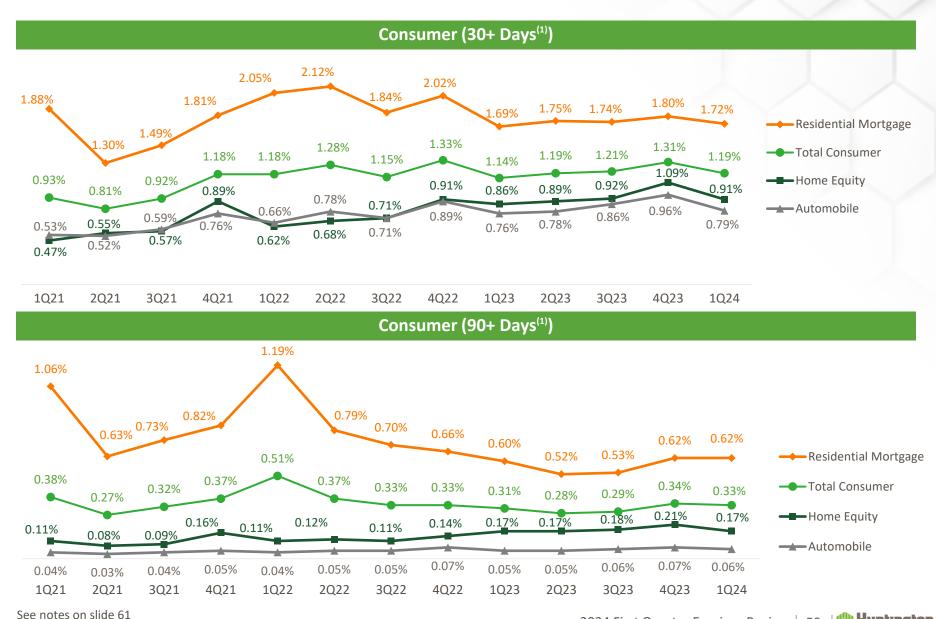








## **Consumer Delinquencies**



# **Criticized Commercial Loan Analysis**

End of Period (\$ in millions)	1Q24	4Q23	3Q23	2Q23	1Q23
Criticized beginning-of-period	\$5,231	\$4,534	\$3,870	\$3,886	\$3,700
Additions / increases	1,186	1,484	1,555	851	893
Advances	247	180	178	149	159
Upgrades to "Pass"	(599)	(280)	(504)	(448)	(323)
Paydowns	(505)	(610)	(486)	(515)	(483)
Charge-offs	(64)	(72)	(79)	(53)	(49)
Moved to HFS	(0)	(5)	(0)	(0)	(11)
Criticized end-of-period	\$5,496	\$5,231	\$4,534	\$3,870	\$3,886
Percent change (Q/Q)	5%	15%	17%	(0%)	5%

## **Notes**

### Slide 5:

- AOCI adjustment aligned to the GSIB reporting requirement exclusion of AOCI adjusted for cash flow hedges on loan portfolio
- Source: Company 2023 Form 10K's. Includes publicly listed US-based banks with >\$50 billion in assets as of 12/31/23 if data was available for both the CRE concentration and CRE reserve ratio. Excludes BHC's primarily classified as card issuers or adjacent to a depository institution. CRE Concentration and CRE Reserves based on SEC financials where available.

#### Slide 9:

(1) Average size data as of 2/29/2024. Excludes deposits classified as corporate and other

### Slide 11:

- (1)Cash equals cash and cash equivalents. Coverage includes Contingent Capacity at Federal Reserve & FHLB + Cash & Equivalents
- Represents total securities portfolio duration (2)

### Slide 12:

Accumulated other comprehensive income in the chart represents cumulative AOCI related to available-for-sale securities, fair value hedges, cash flow hedges on loan portfolio, and unrealized gain/loss from pension and post-retirement obligations

### Slide 14:

- Represents total noninterest income excluding the impacts of CRT (1)
- (2)Average contribution in percentage of total capital markets revenue from 2Q23-1Q24
- Treasury Management Fees, net of earnings credit rate (3)

#### Slide 15:

(1) Notable items include \$57 million related to the RPS sale in 1Q23, which impacted other noninterest income

#### Slide 17:

AOCI adjustment aligned to the GSIB reporting requirement - inclusion of AOCI adjusted for cash flow hedges on loan portfolio

#### Slide 32:

- Active digital users users of all web and/or mobile platforms who logged in at least once each month of the quarter
- (2) Active mobile users – users of all mobile platforms who logged in at least once each month of the quarter

### Slide 38:

Source: Company 2023 Form 10K's. Includes publicly listed US-based banks with >\$50 billion in assets as of 12/31/23 if data was available for both the CRE concentration and CRE reserve ratio. Excludes BHC's primarily classified as card issuers or adjacent to a depository institution. CRE Concentration and CRE Reserves based on SEC financials where available.

### Slide 41:

HBAN data as of 3/31/24. Bank data as of 12/31/23. Source: Company 2023 Form 10K's or Bank Call Report depending on data availability | Publicly traded US-based banks with >\$100 billion in deposits and all peers

### Slide 42:

- Cash equals cash and cash equivalents (1)
- (2) Source: S&P Global – Includes all peers: CMA, FITB, ZION, KEY, MTB, PNC, RF, TFC, CFG, and USB as of 4Q23

#### Slide 54:

(1)Source: S&P Global – Includes all peers: CMA, FITB, ZION, KEY, MTB, PNC, RF, TFC, CFG, and USB as of 4Q23

### Slide 58:

Amounts include Huntington Technology Finance administrative lease delinquencies (1)

### Slide 59:

End of period; delinquent but accruing as a % of related outstanding's at end of period

