

# 2022 Second Quarter Earnings Review

July 21, 2022



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## Huntington: A Purpose-Driven Company



#### Purpose Drives Performance

- Drive organic growth across all business segments
- Deliver sustainable, top quartile financial performance
- Stability and resilience through risk management; maintaining an aggregate moderate-to-low risk profile through-the-cycle

2022 Second Quarter Earnings Review 3 **Huntington** 

## **Key Messages**



Record net income driven by sequential PPNR growth, supported by expanded net interest income due to continued loan growth (10% annualized) and higher interest rates



Average deposits increased quarter-over-quarter, in both commercial and consumer categories; focused on growing primary bank relationships



Completed TCF cost savings – Delivered Q2 core expenses under \$1 billion target level; maintaining disciplined expense management



Delivered on medium-term financial goals earlier than previously guided



Excellent credit quality; aggregate moderate-to-low risk profile and disciplined approach well positions Huntington to manage macro-economic risk throughthe-cycle

## 2022 Second Quarter Strategic Highlights

Executed on strategic priorities, adding capabilities, driving profitable growth

Core Business Execution	Enterprise Payments	Capstone Acquisition
<ul> <li>Sequential PPNR growth of 17%; committed to positive operating leverage</li> </ul>	<ul> <li>Announced the formation of an enterprise-wide payments group, with a dedicated payments executive</li> </ul>	<ul> <li>Completed June 15</li> <li>Top tier middle market investment bank and advisory firm with expertise</li> </ul>
<ul> <li>Positive underlying trends in key fee income businesses, led by record results in capital markets</li> </ul>	<ul> <li>Acquired fintech Torana – now known as Huntington Choice Pay, enhancing B2C payments capabilities</li> </ul>	<ul> <li>Added ~175 colleagues; joint banker calling program underway</li> </ul>
<ul> <li>10% annualized average total loan growth with momentum in commercial and consumer</li> </ul>	<ul> <li>Launched an enhanced consumer cash back credit card March</li> <li>New account growth +20% QoQ</li> </ul>	<ul> <li>Bolsters capital markets capabilities and expertise – enhancing our comprehensive product set</li> </ul>
<ul> <li>Disciplined deposit pricing; 7bps average cost of total deposits in 2Q22</li> <li>Disciplined exclanation A conduct #4</li> </ul>	<ul> <li>and +200% YoY</li> <li>Treasury management fee income up</li> </ul>	<ul> <li>3-year average revenues of \$96 million adds ~50% to capital market</li> </ul>
<ul> <li>Digital Leadership: Awarded #1 regionally for the fourth year in a row for mobile banking app in the J.D.</li> <li>Power 2022 U.S. Banking Mobile App Satisfaction Study(1)</li> </ul>	12% QoQ annualized	<ul> <li>fees</li> <li>Added \$4 million to capital market fees in Q2 post-close</li> </ul>





### **CCAR Modeled Loan Loss Rates**

HBAN's modeled loss rates consistently among the lowest in peer rankings

	CCAR Cumulative Loan Losses as a % of Average Total Loans <sup>(1)</sup>													
	2020													
20	15	20	16	20	17	20	18	20	20	Resubr	nission	20	22	
HBAN	4.2%	Peer 1	4.4%	Peer 1	4.2%	Peer 1	5.2%	HBAN	5.1%	Peer 1	5.9%	Peer 1	5.7%	
Peer 1	4.5%	Peer 2	4.8%	Peer 2	4.3%	HBAN	5.3%	Peer 1	5.1%	Peer 2	6.3%	Peer 2	5.9%	
Peer 2	4.6%	HBAN	4.8%	HBAN	4.6%	Peer 2	5.8%	Peer 2	5.1%	Peer 3	6.5%	HBAN	6.3%	
Peer 3	4.7%	Peer 3	5.1%	Peer 3	4.7%	Peer 3	6.1%	Peer 3	5.3%	HBAN	6.8%	Peer 3	6.3%	
Peer 4	5.0%	Peer 4	5.3%	Peer 4	4.8%	Peer 4	6.1%	Peer 4	5.5%	Peer 4	6.9%	Peer 4	6.4%	
Peer 5	5.1%	Peer 5	5.3%	Peer 5	5.4%	Peer 5	6.1%	Peer 5	5.6%	Peer 5	7.0%	Peer 5	6.9%	
Peer 6	5.2%	Peer 6	5.8%	Peer 6	5.6%	Peer 6	6.5%	Peer 6	6.3%	Peer 6	8.4%	Peer 6	6.9%	
Peer 7	5.6%	Peer 7	5.8%	Peer 7	5.9%	Peer 7	6.7%	Peer 7	6.8%	Peer 7	10.1%	Peer 7	7.2%	
Peer 8	6.5%	Peer 8	6.1%	Peer 8	6.1%							Peer 8	8.3%	
Peer 9	6.9%	Peer 9	6.3%	Peer 9	6.4%									

1Q22 ACL as % of 2022 CCAR Modeled Losses<sup>(2)</sup>



See notes on slide 51

### **TCF Target Achievements**

Delivered successful integration, added capabilities, expanded to new markets



HBAN has a proven track record of delivering on acquisition-related commitments

## **2022 Second Quarter Financial Performance**

Robust loan growth, lower expenses, excellent credit quality

		EPS		ROTCE		Efficiency Ratio		
GAAP Report	ed	\$0.35		19.9%		57.3%		
Adjusted		\$0.36		20.6%		56.0%		
<ul> <li>Organic Growth</li> <li>Total average loans +\$2.8 billion, or +2.5% QoQ (loans ex-PPP +\$3.3 billion, or +3.0% QoQ)</li> <li>Commercial average loans +\$1.5 billion QoQ, or 2.5%; growth led by Middle Market, Corporate, Specialty Banking, Asset Finance and Inventory Finance</li> <li>Consumer average loans +\$1.3 million QoQ, or 2.6%; growth led by residential mortgages and RV/Marine</li> <li>Total average deposits +\$2.1 billion QoQ, or 1.5%, with noninterest-bearing deposits up \$0.4 billion. Cost of total deposits of 7 basis points for the quarter reflecting disciplined approach on deposit pricing</li> </ul>								
Driving Sustainable Profitability	• Positive underlying trends in fee income in capital markets, growth in cards and payment processing, and wealth management production							
Strong Credit	ALL as percent of loans and leases of 1.8/%							

See reconciliations on slides 22 (PPNR), 23 (ROTCE), 24 (Efficiency Ratio), 25 (EPS) 2022 Second Quarter Earnings Review 8

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### **Pre-Provision Net Revenue**

Record PPNR growth; driving revenue growth, focused on controlling expenses, and investing in revenue-producing initiatives

#### Driving sustained profitability, delivering positive operating leverage



#### Loans and Leases

#### Broad-based loan growth led by C&I and residential real estate





#### Highlights

#### Vs Linked Quarter Average

- Total loans increased \$2.8 billion or 2.5%, loans ex PPP increased \$3.3 billion or 3.0%
- Commercial balances increased \$1.5 billion or 2.5%, commercial ex PPP increased \$2.0 billion or 3.3%
  - Broad based momentum including, Middle Market, Corporate, Specialty Banking, Asset Finance and Inventory Finance
  - Late-stage commercial pipeline up 23% QoQ
- Total consumer loans increased \$1.3 billion, or 2.6%, with growth in residential mortgage, RV/marine, and auto, partially offset by lower home equity balances

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Note: \$ in billions unless otherwise noted

2022 Second Quarter Earnings Review



### Deposits

Deposit balances increased in both commercial and consumer portfolios



#### **Vs Linked Quarter**

- Total average balances increased \$2.1 billion, or 1.5%.
  - Total average commercial deposits increased \$2.1 billion, or 3.5%, driven by higher demand deposits and money market
  - Total average consumer deposits increased \$0.5 billion, or 0.7%, led by higher savings and noninterest-bearing demand deposits, partially offset by lower time deposits

#### Net Interest Income

#### Net interest income expansion driven by higher NIM and average loans



See notes on slide 51

#### **Stable Core Deposit Base**

Positioned well for rising rate environment



F Fundin	]						
	3Q15						
Loan-to-deposit ratio <sup>(1)</sup>	92%	79%					
Total cost of deposits	15 bps	3 bps					
CDs / total deposits (%)	11%	4%					
Total cost of funds	28 bps	13 bps					

#### Low-cost Deposit Base Funding Balance Sheet

- Better starting point with lower loan-to-deposit ratio
- Beginning cycle total costs of deposits 12 basis points lower compared to 3Q15
- Deposit mix shift away from time deposits to relationship-based deposits

### **Balance Sheet Management**

Dynamic hedging strategy; positioned for higher rates while managing downside

#### **Comprehensive Balance Sheet Management Strategy**

# Proactive management to protect net interest income while benefitting from rising rates

- HBAN's peer leading NIM to benefit from further rate increases
- Dynamic and prudent hedging strategy, managing both downside risk and upside potential for future rising rates
- Executed a net \$3.3 billion of receive-fixed swaps reserving capacity for continued increase in interest rates



# Securities portfolio positioned to capitalize on higher yields while protecting capital

- Rebalanced the securities portfolio to stabilize its contribution to net interest income and mitigate impact to TBV
- New purchase yield of 3.82%, 119 basis points increase from prior quarter



#### Noninterest Income

Continued growth in key categories, offset by gain on sale and mortgage banking



#### Highlights

#### **Vs Linked Quarter**

- Capital markets higher \$12 million, or 29%, reflecting positive trends and strength in numerous areas, including interest rate derivatives, underwriting and advisory; 2Q22 includes \$4 million contribution from Capstone
- Card and payments processing income higher \$10 million, or 12%, reflecting an increase in debit card transaction volume due to seasonality
- Deposit service charges up \$8 million, or 8%, driven by increased customer activity
- Gain on sale of loans decreased \$16 million; SBA loan sale volume was \$102 million in 2Q22
- Mortgage banking income decreased \$5 million reflecting continued pressure on spreads

## **Noninterest Expense**

Disciplined expense management and cost synergies drive sequential expense reductions



#### Highlights

#### **Vs Linked Quarter**

- Noninterest expense of \$1,018 million, a reduction of \$35 million or 3.3%
- Adjusted noninterest expense, excluding Notable Items, decreased \$13 million or 1.3%, primarily driven by timing of technology equipment purchases and amortization
- Delivered \$1 billion core expense target
- Notable Item expense decreased \$22 million, primarily driven by lower outside data processing, occupancy, and personnel costs

# **Capital Positioning and Management**

Managing capital consistent with our aggregate moderate-to-low risk profile and target operating range



See notes on slide 51

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# Asset Quality and Reserve Trends

Exceptional credit quality; low net charge-offs and nonperforming assets combined with strong coverage ratio



#### NPA and ACL / NPA Ratios





#### **Criticized Asset Ratio**



# Achieved Medium-Term Financial Goals

Driving organic revenue growth and profitability to deliver leading financial performance



# 2022 Outlook

#### Robust PPNR expansion driven by revenue and loan growth; realizing cost savings

	4Q22	2 vs. 4Q21						
	Prior Guidance As of 6/15/22	Updated Guidance As of 7/21/22	Commentary					
Average Loans (ex-PPP) Non-GAAP 4Q21 baseline = \$107.5 billion	Up high single digits	Up high single digits	Driven mainly by commercial, as well as mortgage, auto and RV/marine					
Net Interest Income (ex-PPP, ex-PAA) Non-GAAP 4Q21 baseline = \$1.085 billion	Up high teens	Up high teens to low 20's	Supported by earning asset growth and higher net interest margin					
Noninterest Income 4Q21 baseline = \$515 million	Up low to mid single digits	Up low to mid single digits	Driven by payments, wealth mgmt., capital markets, SBA sale gains, and addition of Capstone and Torana; offset by mortgage banking and continued Fair Play evolution					
Expense (ex-notable items) Non-GAAP 4Q21 baseline = \$1.034 billion	2Q22: ~\$1 billion 4Q22: Core up modestly from 2Q22, plus ~\$25 million from Capstone and Torana	4Q22: Core up modestly from 2Q22, plus ~\$25 million from Capstone and Torana	Cost savings from TCF completed in 2Q22; 4Q guidance driven by core expenses related to revenue growth, Capstone and Torana					
Net Charge-offs FY 2021 baseline = 22 basis points	<b>FY 2022:</b> ~20 bps	<b>FY 2022:</b> <15 bps						
	Other	Assumptions						
<ul> <li>Assumes consensus economic o</li> <li>Tax rate of 18 - 19%</li> </ul>	outlook; yield curve as of er	nd of June						
See reconciliation on slides 10 (Loans), 1	See reconciliation on slides 10 (Loans), 12 (Net Interest Income), and 24 (Expenses) 2022 Second Quarter Earnings Review   20   🎲 Huntington							

# Uniquely Positioned to Drive Substantial Value Creation



Pre-Provision Net Revenue (PPNR)

<b>Pre-Provision Net Revenue</b> (\$ in millions)		2017	2018	2019	2020	2021	4Q21	1Q22	2Q22	YTD22 Annualized
Total revenue		\$4,309	\$4,510	\$4,667	\$4,815	\$5,991	\$1,647	\$1,645	\$1,746	\$6,782
FTE adjustment		50	30	26	21	25	6	8	6	28
Total revenue (FTE)	а	4,359	4,540	4,693	4,836	6,016	1,653	1,653	1,752	6,810
Less: net gain / (loss) on securities		(4)	(21)	(24)	(1)	9	(1)	0	0	0
Less: Notable Items		2	0	0	0	0	0	0	0	0
Total Revenue (FTE), excluding net gain / (loss) on securities and notable items	b	4,361	4,561	4,717	4,837	6,007	1,654	1,653	1,752	6,810
Noninterest expense	С	2,714	2,647	2,721	2,795	4,375	1,221	1,053	1,018	4,142
Less: Notable Items		154	0	0	0	711	187	46	24	140
Noninterest expense, excluding Notable Items	d	2,560	2,647	2,721	2,795	3,664	1,034	1,007	994	4,002
Pre-provision net revenue (PPNR)	(a-c)	\$1,645	\$1,893	\$1,972	\$2,041	\$1,641	\$432	\$600	\$734	\$2,668
PPNR, adjusted	(b-d)	\$1,801	\$1,914	\$1,996	\$2,042	\$2,343	\$620	\$646	\$758	\$2,808

#### Tangible common equity, ROTCE

(\$ in millions)	2Q22
Average common shareholders' equity	\$16,062
Less: intangible assets and goodwill	5,613
Add: net tax effect of intangible assets	46
Average tangible common shareholders' equity (A)	\$10,496
Net income available to common	\$511
Add: amortization of intangibles	13
Add: deferred tax	(3)
Adjusted net income available to common	521
Adjusted net income available to common (annualized) (B)	\$2,090
Return on average tangible shareholders' equity (B/A)	19.9%

(\$ in millions)	2Q22
Adjusted net income available to common (annualized) (B)	\$2,090
Return on average tangible shareholders' equity	19.9%
Add: Acquisition-related net expenses, after tax (C)	\$19
Adjusted net income available to common (annualized) (D)	\$2,166
Adjusted return on average tangible shareholders' equity (D/A)	20.6%

#### Noninterest expense, Efficiency Ratio, NIM %

Efficiency Ratio (\$ in millions) – Pre-tax	2Q21	3Q21	4Q21	1Q22	2Q22
Noninterest expense (GAAP)	\$1,072	\$1,289	\$1,221	\$1,053	\$1,018
Less: intangible amortization	11	13	14	14	13
Noninterest expense less amortization of intangibles (A)	\$1,062	\$1,276	\$1,207	\$1,039	\$1,005
Total Revenue (GAAP)	\$1,282	\$1,695	\$1,647	\$1,645	\$1,746
FTE adjustment	6	7	6	8	6
Gain / loss on securities	(10)	0	1	0	0
FTE revenue less gain/loss on securities (B)	\$1,278	\$1,702	\$1,654	\$1,653	\$1,752
Efficiency Ratio (A/B)	83.1%	74.9%	73.0%	62.9%	57.3%
Less: Acquisition-related net expenses, pre-tax (C)	(\$269)	(\$234)	(\$177)	(\$46)	(\$24)
Less: Exit of strategic distribution relationship, pre-tax (C)			(\$10)		
Adjusted noninterest expense (Non-GAAP) (A-C)	\$793	\$1,042	\$1,020	\$993	\$981
Adjusted Efficiency Ratio ((A-C)/B))	62.0%	61.2%	61.7%	60.1%	56.0%
Noninterest Expense (\$ in millions)	2Q21	3Q21	4Q21	1Q22	2Q22
Noninterest expense (GAAP)	\$1,072	\$1,289	\$1,221	\$1,053	\$1,018
Subtotal: Impact of Notable Items	269	234	187	46	24
Adjusted Noninterest expense (Non-GAAP)	\$803	\$1,055	\$1,034	\$1,007	\$994
Net Interest Margin (% in percent)	2Q21	3Q21	4Q21	1Q22	2Q22
Net Interest Margin (GAAP)	2.66%	2.91%	2.85%	2.88%	3.15%
Interest Rate Caps	0.17%				
Purchase Accounting Accretion	(0.03%)	(0.09%)	(0.06%)	(0.05%)	(0.04%)
Adjusted Net Interest Margin (Non-GAAP)	2.80%	2.82%	2.79%	2.83%	3.11%

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#### EPS, ACL ratio ex. PPP loans

<b>EPS</b> (\$ in millions, except per share amounts)	Pre-tax impact amount	After-tax impact amount	2Q22
Earnings Per Share (GAAP)			\$0.35
Add: Acquisition-related net expenses	\$24	\$19	0.01
Adjusted Earnings Per Share (Non-GAAP)			\$0.36

#### ACL ratio ex. PPP loans

(\$ in millions)	6/30/21 GAAP	PPP Adj.	6/30/21 ex. PPP	9/30/21 GAAP	PPP Adj.	9/30/21 ex. PPP	12/31/21 GAAP	PPP Adj.	12/31/21 ex. PPP
Allowance for credit losses (ACL) (C)	\$2,322	\$2	\$2,320	\$2,205	\$1	\$2,204	\$2,107	\$1	\$2,106
Total loans and leases (D)	\$111,068	\$4,174	\$106,894	\$109,558	\$2,469	\$107,089	\$111,267	\$1,463	\$109,804
ACL as % of total loans and leases (C/D)	2.09%		2.17%	2.01%		2.06%	1.89%		1.92%

(\$ in millions)	3/31/22 GAAP	PPP Adj.	3/31/22 ex. PPP	6/30/22 GAAP	PPP Adj.	6/30/22 ex. PPP
Allowance for credit losses (ACL) (C)	\$2,109	\$1	\$2,108	\$2,168	\$0	\$2,168
Total loans and leases (D)	\$112,817	\$645	\$112,172	\$116,221	\$375	\$115,846
ACL as % of total loans and leases (C/D)	1.87%		1.88%	1.87%		1.87%

#### Tangible common equity ratio

(\$ in millions)	2Q21	3Q21	4Q21	1Q22	2Q22
Huntington shareholders' equity	\$20,511	\$19,479	\$19,297	\$18,452	\$17,950
Less: preferred stock	2,851	2,267	2,167	2,167	2,167
Common shareholders' equity	\$17,660	\$17,212	\$17,130	\$16,285	\$15,783
Less: goodwill	5,316	5,316	5,349	5,349	5,571
Less: other intangible assets, net of tax	213	201	191	180	171
Tangible common equity (A)	\$12,131	\$11,695	\$11,590	\$10,756	\$10,041
Less: Accumulated other comprehensive income (loss)	(19)	(125)	(229)	(1,314)	(2,098)
Adjusted tangible equity (B)	\$12,150	\$11,820	\$11,819	\$12,070	\$12,139
Total assets	\$175,172	\$173,878	\$174,064	\$176,856	\$178,782
Less: goodwill	5,316	5,316	5,349	5,349	5,571
Less: other intangible assets, net of tax	213	201	191	180	171
Tangible assets (C)	\$169,643	\$168,361	\$168,524	\$171,327	\$173,040
Tangible common equity / tangible asset ratio (A/C)	7.15%	6.95%	6.88%	6.28%	5.80%
Adjusted tangible common equity / tangible asset ratio (B/C)	7.16%	7.02%	7.01%	7.05%	7.02%

# 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-overyear 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.

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#### **Capstone Partners Acquisition**

Capstone adds approximately 50% to capital markets revenues





 An independent, at scale, middle market investment bank and advisory firm, with expertise across 12 dedicated industry groups, serving the full business lifecycle of clients

- Headquartered in Boston and Denver
- 175+ employees across 12 offices in the U.S.
- Active sell-side M&A, in addition to Capital Advisory and Financial Advisory Services
- Strong cultural fit with Huntington; aligned with strategic priorities and customer centric approach
- 2022 U.S. Middle Market Investment Bank of the Year, by M&A Today

### **Capstone Revenue Synergies**

Leveraging Capstone's recognized expertise with Huntington's scale and footprint

- Complementary deal with existing and new industry verticals, accelerating growth and diversifying revenue
- Team based nationally, including commercial hubs in Denver, Boston, Dallas, and Chicago

	Industry Verticals	Capstone	HBAN
Complements Existing	Industrials	$\checkmark$	$\checkmark$
Industry Specialization	Health & Medical	$\checkmark$	$\checkmark$
	Tech, Media, Telecom	$\checkmark$	$\checkmark$
	Building Products	✓	~
Leverage HBAN's Existing Middle Market Exposures	Business Services	$\checkmark$	$\checkmark$
	Consumer & Retail	$\checkmark$	$\checkmark$
	Education and Training	$\checkmark$	$\checkmark$
	Industrial Tech	$\checkmark$	$\checkmark$
	Transportation & Logistics	$\checkmark$	✓
	Aerospace & Defense	✓	
Adds Capabilities, Expertise in Expanded Sectors	Energy & Power	$\checkmark$	
	FinTech & Services	$\checkmark$	

#### **Revenue Synergies** Leverage the power and depth of Huntington relationships to accelerate Capstone deal flow **~10k** existing mid market clients benefitting from Capstone expertise Deliver Capstone's advisory expertise and scale to Huntington's commercial customers **12** Capstone industry verticals **650+** collective deals completed **170+** Industry awards **Building upon Capstone verticals and** 3 capabilities to expand Specialty Banking + Opportunity to add incremental specialty banking sectors

#### **Revenue Synergy Opportunities**

Leveraging expertise and capabilities to expand and deepen relationships



# Impact of Purchase Accounting

Purchase Accounting Accretion (PAA) Summary	Actuals				Projected			
(\$ in millions)	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	2 4Q22	1Q2
Loans and Leases	\$8	\$25	\$20	\$16	\$13	\$7	\$7	\$6
Long-term Debt	1	7	4	4	4	3	3	3
Deposits	1	4	1					
Other	(0)	(0)	0	(1)	(1)	0	(0)	(0)
Subtotal: Net Interest Income	10	36	25	19	16	10	9	8
Noninterest income		7	7	7	7	7	7	5
Core Deposit Intangible (Noninterest Expense)	(1)	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Purchase Accounting Pre-tax net impact	\$9	\$39	\$28	\$22	\$19	\$13	\$13	\$9

PAA NIM Impact	Actuals					
Basis points	2Q21	3Q21	4Q21	1Q22	2Q22	
Loans and Leases	3 bp	6 bp	5 bp	4 bp	3 bp	
Long-term Debt		2 bp	1 bp	1 bp	1 bp	
Deposits		1 bp	0 bp			
Other						
Total PAA NIM Impact	3 bp	9 bp	6 bp	5 bp	4 bp	

3Q21 Long-term debt impacted by August debt exchange

Projected purchase accounting accretion represents scheduled accretion, and does not include impact of any accelerated payoffs in future periods



2Q23

\$5

3

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0

8

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(4) **\$4** 

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



See notes on slide 51



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# Mortgage Banking Noninterest Income Summary





(\$ in billions)	2Q22	1Q22	4Q21	3Q21	2Q21
Mortgage origination volume for sale	1.3	1.5	2.4	2.5	2.3
Third party mortgage loans serviced <sup>(1)</sup>	31.7	31.6	31.0	30.5	30.4
Mortgage servicing rights <sup>(1)</sup>	0.5	0.4	0.4	0.3	0.3
MSR % of investor servicing portfolio <sup>(1)</sup>	1.46%	1.32%	1.13%	1.11%	1.08%

(1) End of period
## **Balance Sheet**





## Automobile – Production Trend

<b>Originations</b>	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2Q20
Amount (\$ in billions)	\$1.8	\$1.7	\$1.8	\$1.8	\$1.9	\$1.4	\$1.4	\$1.7	\$1.2
% new vehicles	38%	41%	40%	38%	47%	49%	54%	48%	36%
Avg. LTV	84%	84%	84%	85%	84%	87%	86%	89%	90%
Avg. FICO	778	774	776	772	770	771	774	777	770
Vintage Performance <sup>(1)</sup>									
6-month losses			0.02%	0.01%	0.02%	0.02%	0.03%	0.02%	0.02%
9-month losses				0.05%	0.07%	0.04%	0.04%	0.08%	0.05%
12-month losses					0.11%	0.06%	0.07%	0.11%	0.10%

# Vehicle Finance – Origination Trends

Auto Loans:	2022 YTD	2021	2020	2019	2018	2017	2016	2015
Originations (\$ in billions)	\$3.5	\$6.9	\$5.9	\$6.1	\$5.8	\$6.2	\$5.8	\$5.2
% new vehicles	39%	43%	47%	46%	47%	50%	49%	48%
Avg. LTV <sup>(1)</sup>	84%	85%	89%	90%	89%	88%	89%	90%
Avg. FICO	776	772	775	772	766	767	765	764
Weighted avg. original term (months)	71	71	70	70	69	69	68	68
Avg. Custom Score	412	411	411	410	409	409	396	396

<b>RV and Marine:</b>	2022 YTD	2021	2020	2019	2018
Originations (\$ in billions)	\$1.1	\$1.7	\$1.6	\$1.0	\$1.4
Avg. LTV <sup>(2)</sup>	105%	111%	108%	106%	106%
Avg. FICO	814	807	808	800	799
Weighted avg. original term (months)	210	198	193	192	192

# Residential Mortgage and Home Equity Origination Trends

<b>Residential Mortgage:</b>	2022 YTD	2021	2020	2019	2018	2017	2016	2015
Originations (\$ in billions)	\$3.2	\$6.6	\$4.7	\$2.9	\$2.9	\$2.7	\$1.9	\$1.5
Avg. LTV	80%	76%	77%	81%	83%	84%	84%	83%
Avg. FICO	767	768	767	761	758	760	751	756

Home Equity:	2022 YTD	2021	2020	2019	2018	2017	2016	2015
Originations <sup>(1)</sup> (\$ in billions)	\$2.2	\$3.9	\$3.8	\$3.7	\$4.2	\$4.3	\$3.3	\$2.9
Avg. LTV	66%	67%	68%	75%	77%	77%	78%	77%
Avg. FICO	778	783	784	778	773	775	781	781

## Stable, Diversified Sources of Wholesale Funds

Historical issuance, smooth runoff profile and optimization of funding costs





### Highlights

- Redeemed \$479 million of 1.800% senior notes due February 3, 2023, on April 11, 2022
- Subsequent to quarter end, \$700mm of 2.50% coupon senior debt was called on July 7, 2022 (announced on June 7, 2022)

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

## **Balance Sheet Management**



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## Change in Common Shares Outstanding

Share count in millions	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20
Beginning shares outstanding	1,439	1,438	1,446	1,477	1,018	1,017	1,017	1,017
Employee equity compensation	4	1	1	3	0	1	-	-
Share repurchases	-	-	(10)	(33)	-	-	0	-
TCF Acquisition	-	-	-	-	458	-	-	-
Ending shares outstanding	1,442	1,439	1,438	1,446	1,477	1,018	1,017	1,017
Average basic shares outstanding	1,441	1,438	1,444	1,463	1,125	1,018	1,017	1,017
Average diluted shares outstanding	1,463	1,464	1,471	1,487	1,125	1,041	1,036	1,031

## **Capital Protection**

Top quartile ranking relative to peer group; TCE + ACL to tangible assets

### 1Q 2022 (TCE + ACL) / TA Ratio

----- Peer Median 7.01%



# **Credit Quality**





# **Commercial Credit Quality Review**

Commercial and Industrial:	2Q22	1Q22	4Q21	3Q21	2Q21
Period end balance <sup>(1)</sup> (\$ in billions)	\$43.4	\$42.2	\$41.7	\$40.4	\$41.9
30+ days PD and accruing	0.33%	0.17%	0.30%	0.18%	0.18%
90+ days PD and accruing	0.03%	0.02%	0.03%	0.02%	0.00%
NCOs (annualized)	-0.04%	-0.22%	0.06%	0.28%	0.43%
NALs	0.75%	0.76%	0.89%	1.22%	1.41%

Commercial Real Estate:	2Q22	1Q22	4Q21	3Q21	2Q21
Period end balance (\$ in billions)	\$15.7	\$15.4	\$15.0	\$14.7	\$14.8
30+ days PD and accruing	0.20%	0.29%	0.07%	0.08%	0.19%
90+ days PD and accruing	0.00%	0.00%	0.00%	0.00%	0.00%
NCOs (annualized)	-0.11%	0.22%	-0.12%	0.21%	0.69%
NALs	0.75%	0.74%	0.70%	0.70%	0.56%

## **Consumer Credit Quality Review**

Home Equity:	2Q22	1Q22	4Q21	3Q21	2Q21
Period end balance (\$ in billions)	\$10.4	\$10.3	\$10.6	\$10.9	\$11.3
30+ days PD and accruing	0.68%	0.62%	0.89%	0.57%	0.55%
90+ days PD and accruing	0.12%	0.11%	0.16%	0.09%	0.08%
NCOs (annualized)	-0.08%	-0.03%	-0.04%	-0.08%	-0.08%
NALs	0.75%	0.81%	0.74%	0.80%	0.80%

Residential Mortgage:	2Q22	1Q22	4Q21	3Q21	2Q21
Period end balance (\$ in billions)	\$21.2	\$19.9	\$19.3	\$18.9	\$18.7
30+ days PD and accruing	2.12%	2.05%	1.81%	1.49%	1.30%
90+ days PD and accruing	0.79%	1.19%	0.82%	0.73%	0.63%
NCOs (annualized)	-0.02%	0.00%	-0.01%	0.00%	0.00%
NALs	0.52%	0.59%	0.58%	0.57%	0.69%

# Consumer Credit Quality Review, continued

2Q22	1Q22	4Q21	3Q21	2Q21
\$13.6	\$13.5	\$13.4	\$13.3	\$13.2
0.78%	0.66%	0.76%	0.59%	0.52%
0.05%	0.04%	0.05%	0.04%	0.03%
0.00%	0.01%	-0.03%	-0.10%	-0.13%
0.03%	0.03%	0.02%	0.02%	0.02%
	\$13.6 0.78% 0.05% 0.00%	\$13.6 \$13.5   0.78% 0.66%   0.05% 0.04%   0.00% 0.01%	\$13.6 \$13.5 \$13.4   0.78% 0.66% 0.76%   0.05% 0.04% 0.05%   0.00% 0.01% -0.03%	\$13.6   \$13.5   \$13.4   \$13.3     0.78%   0.66%   0.76%   0.59%     0.05%   0.04%   0.05%   0.04%     0.00%   0.01%   -0.03%   -0.10%

<u>RV / Marine:</u>	2Q22	1Q22	4Q21	3Q21	2Q21
Period end balance (\$ in billions)	\$5.2	\$5.2	\$5.1	\$5.1	\$5.0
30+ days PD and accruing	0.35%	0.30%	0.41%	0.31%	0.26%
90+ days PD and accruing	0.03%	0.03%	0.05%	0.03%	0.02%
NCOs (annualized)	0.10%	0.20%	0.13%	-0.01%	0.02%
NALs	0.02%	0.04%	0.02%	0.11%	0.10%

## Delinquencies



2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22 2Q22



### Commercial (90+ Days<sup>(1)</sup>)



Consumer (90+ Days<sup>(2)</sup>)



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# **Criticized Commercial Loan Analysis**

End of Period (\$ in millions)	2Q22	1Q22	4Q21	3Q21	2Q21
Criticized beginning-of-period	\$4,385	\$4,711	\$4,540	\$4,488	\$2,871
TCF Additions (Net)	0	0	0	0	1,745
Additions / increases	824	727	1,019	1,046	405
Advances	224	162	552	107	108
Upgrades to "Pass"	(527)	(512)	(539)	(532)	(253)
Paydowns	(692)	(683)	(842)	(509)	(373)
Charge-offs	(7)	(20)	(19)	(59)	(9)
Moved to HFS	0	0	(0)	(1)	(5)
Criticized end-of-period	\$4,206	\$4,385	\$4,711	\$4,540	\$4,488
Percent change (Q/Q)	(4%)	(7%)	4%	1%	56%

# Notes

Slide 5:

(1) For J.D. Power 2022 award information, visit jdpower.com/awards

#### Slide 6:

- (1) Peers: BBT, CIT, CMA, CFG, FITB, KEY, MTB, PNC, RF, TFC, USB, ZION
- (2) Peers: CFG, FITB, KEY, MTB, PNC, RF, TFC, USB

### Slide 12:

(1) Disclosed PPP impact only refers to legacy Huntington PPP. Legacy TCF PPP deferred fees were zeroed out as part of the purchase accounting process, and all TCF PPP loans have a purchase accounting discount that is included in PAA metrics

### Slide 13:

- (1) Calculated using average balances
- (2) Reflects start of current cycle

### Slide 17:

(1) Dividend yields as of July 15, 2022. Source: S&P Market Intelligence

### Slide 21:

- (1) Ranked first in loan origination by volume for the 4th year in a row
- (2) Curinos 2021 National share data. Ranked fifth in Home Equity national share
- (3) 2021 Monitor 100 Report. Ranked by net assets in 2020. Pro forma of standalone Huntington and legacy TCF
- (4) Experian data from January 2022 through May 2022

### Slide 35:

- (1) 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
- (3) Digital chart excludes fraud activity in 2021 and 2022

### Slide 39:

- (1) Auto LTV based on retail value
- (2) RV/Marine LTV based on wholesale value

### Slide 40:

(1) Originations are based on commitment amounts

### Slide 44:

(1) Peers: CFG, CMA, FITB, KEY, MTB, PNC, RF, TFC, USB, ZION

### Slide 46:

(1) C&I loan balances include PPP balances

### Slide 49:

- (1) Amounts include Huntington Technology Finance administrative lease delinquencies
- (2) End of period; delinquent but accruing as a % of related outstandings at end of period

