

2020 Third Quarter Earnings Review

October 22, 2020



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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.



Delivering a Multi-Channel Customer Experience

Digital and mobile adoption accelerating without diminishing branch importance











- Branches represent a vital component in delivering a multichannel experience; branch usage trends continue to evolve toward sales and service
- Steady consolidation strategy for the past several years with a 4% cumulative annual closure rate from 2016 through YTD 2020 excluding divestitures and FMERrelated consolidations
- #1 branch share in both Ohio and Michigan, allowing for future consolidations and efficiencies



2020 Third Quarter Financial Highlights

Revenue growth of 5% despite challenging environment

	\$0.27 \$8.43 21% Y/Y
ROA	
	RUCE RUICE
1.01%	10.2% 13.2%
36 basis points Y/Y	rcentage pts Y/Y 4.1 percentage pts Y/Y

- Average core deposits increased \$11.4 billion, or 14%, year-over-year
- Net interest margin of 2.96%, down 24 basis points from the year-ago quarter
- Efficiency ratio of 56.1%, up from 54.7% in the year-ago quarter
- Net charge-off ratio of 56 basis points, up from 39 basis points in the year-ago quarter
- Provision for credit losses of \$177 million, up from \$82 million in the year-ago quarter

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Pretax, Pre-Provision Earnings (PTPP)

Solid growth in PTPP in face of challenging environment illustrates underlying earnings power

(É in millions)	2020	2010	Year-Over-Year Change		
(\$ in millions)	3Q20	3Q19	\$	%	
Net interest income (FTE)	\$822	\$805	\$17	2%	
Noninterest income	\$430	\$389	\$41	11%	
Total revenue	\$1,252	\$1,194	\$58	5%	
Noninterest expense	\$712	\$667	\$45	7%	
Pretax, Pre-Provision Earnings (PTPP)* - Non-GAAP	\$540	\$527	\$13	2%	
Provision for credit losses	\$177	\$82	\$95	116%	
Net income available to common	\$275	\$354	(\$79)	-22%	

*Note: Pretax, pre-provision earnings is a non-GAAP financial metric – reconciliation in table above

Net Interest Income

Year-over-year 11% increase in average earning assets outpaced 24 basis points of net interest margin compression



Total Securities

Total Loans

4019

Note: \$ in billions unless otherwise noted

1020

2020

3020

3019

- Automobile loans increased 6%, driven by strong production over the past year
- Residential mortgage increased 5%, reflecting robust portfolio mortgage production over the past year
- RV and marine increased 14%, primarily as a result of elevated customer demand during the pandemic

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Average Non-Equity Funding

Demand deposits drive robust year-over-year growth in core deposits



Balance Sheet & Key Fee Income Drivers Trends

Quarterly growth driven by PPP, deposit inflows, and mortgage originations









-----Volume \$ -----Transactions

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Capital and Liquidity

Managing capital and liquidity consistent with our aggregate moderate-to-low risk appetite



Allowance for Credit Losses (ACL)

Modest build in ACL due to continued uncertainty in economic outlook



- Utilized August baseline forecast as foundation but multiple scenarios considered
- Baseline outlook marginally improved during the third quarter
- There remains significant uncertainty surrounding economic conditions and the impacts of stimulus programs on customer behavior
- The allowance also reflects the sensitivity within impacted industries and subjective adjustments to reflect the current economic environment
- ACL coverage up slightly for the quarter, befitting the uncertainty in the quarter-end overall outlook

Credit Quality – NPAs and TDRs

Proactive and conservative approach to identifying impaired loans

Nonperforming Assets (NPAs): (\$ in millions)	3Q20	2Q20	Q/Q Change
Commercial and Industrial	\$388	\$485	\$(97)
Oil & Gas within C&I	139	249	(110)
Commercial real estate	16	28	(12)
Automobile	5	8	(3)
Home equity	71	59	12
Residential mortgage	88	66	22
RV and marine	1	2	(1)
Other consumer			
Total NALs	\$569	\$648	\$(79)
Total other real estate, net	5	7	(2)
Other NPAs	28	58	(30)
Oil & Gas within HFS NPAs	9	39	(30)
Total NPAs	\$602	\$713	\$(111)

Commercial Financial Accommodations

- Commercial deferrals are down \$4.1B from June 30 as most customers have exited their deferral period with no significant credit issues to date
 - o Hospitality customers generally receiving a second 90-day deferral due to longer-term recovery outlook
 - o Auto dealers have no remaining deferral balances
 - o Franchise restaurant customers generally out of deferral periods with positive post deferral performance
 - We anticipate a modest amount of deferral requests within the total \$1B SBA portfolio in 4Q20 as the CARES Act payments cease. All other segments are expected to show a continued decline in deferrals through the end of the year.

		As of 6/30/20			As of 9/30/20			
\$ in millions	# Deferrals	Deferral Balance	% of Portfolio Deferred	-	# Deferrals	Deferral Balance	% of Portfolio Deferred	Change in Deferral Balance
CRE/Construction	335	\$1,496	21%		35	\$371	5%	\$(1,125)
Business Banking	4,319	986	19%		395	130	3%	(856)
Auto Dealers	165	467	16%		0	0	0%	(467)
Middle Market	173	705	12%		42	292	5%	(413)
Franchise Finance	290	729	67%		2	17	2%	(712)
C&I – All Other	865	612	3%		40	132	1%	(480)
Total	6,147	\$4,995	12%		514	\$942	2%	\$(4,053)

Consumer Financial Accommodations

- Consumer deferrals are down \$1.5B from June 30 as customers have exited their original deferral plans, with limited new or second deferrals. Repossessions were re-instituted in the 3rd quarter while foreclosure activity remains suspended.
 - Mortgage deferrals reduced by \$820MM with 90% of post deferral customers current or in a pending payment status, with the remainder requesting additional forbearance time or requiring additional Home Savers⁽¹⁾ assistance. There are an additional \$178MM of GNMA guaranteed mortgage loans that entered forbearance and were subsequently repurchased.
 - Auto deferrals reduced by \$403MM, with a post deferral 30+ delinquency rate of 5%
 - HELOC deferrals reduced by \$169MM, with a post deferral 30+ day delinquency rate of 2%
 - RV/Marine deferrals reduced by \$112MM, with a post deferral 30+ delinquency rate of 2.5%

		As of 6/30/20		As of 9/30/20			
\$ in millions	# Deferrals	Deferral Balance	% of Portfolio Deferred	# Deferrals	Deferral Balance	% of Portfolio Deferred	Change in Deferral Balance
Residential Mortgage ⁽²⁾	4,178	\$1,062	8%	1,008	\$242	1%	\$(820)
Indirect Auto	21,841	423	3%	1,226	20	< 1%	(403)
HELOC	2,465	207	3%	468	38	< 1%	(169)
RV / Marine	2,159	115	3%	88	3	< 1%	(112)
Other Consumer	1,520	17	2%	165	1	< 1%	(16)
Total ⁽³⁾	32,163	\$1,824	5%	2,955	\$304	< 1%	\$(1,520)

See notes on slide 64

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Credit Update (including PPP)

Actions Taken

- Proactive customer outreach program across all portfolios
- Frequent reviews of at-risk portfolios
 - Commercial portfolio reviews continued in 3Q20
 - o Emphasis on liquidity and cashflow
 - Over \$400MM reduction in criticized assets in 3Q20
- Continued focus on oil and gas non-core portfolio
 - Non-core customers represent 52% of portfolio borrowings and 100% of both crit/class and NPAs
 - \$127MM of loans sold or under sale contract during 3Q20
 - $\,\circ\,$ ACL coverage on the oil and gas portfolio at 3Q20 remains strong at 30%

Exposure to High Impact Industries (Includes \$2.1B of PPP)

		% of	9/30 PPP		Criticized %			
Selected Commercial Loan Categories (\$B)	9/30 Total Balances	Total Loans	Balances (Incl. in Total)	NPL %	6/30	9/30	No Material Lending Exposure:	
Accommodations and Food Services	\$3.1	3.8%	\$0.8	0.82%	11%	15%	0	
Other Services (Parking, Haircare, Universities, Recreation, Religious Organizations, et al)	\$2.2	2.7%	\$0.3	0.69%	14%	17%	AirlinesCasinos	
Healthcare Services (Dental, Elective Surgery)	\$2.1	2.6%	\$0.5	0.40%	8%	5%	Student Loans	
Transportation and Warehousing	\$1.4	1.7%	\$0.2	0.76%	6%	4%	• Term B	
Sensitive Retail (Clothing, Jewelry, Office Supply)	\$1.3	1.6%	\$0.2	0.60%	8%	8%	Leveraged Loans	
Mining, Quarrying, and Oil & Gas	\$0.7	0.8%	\$0.1	21.40%	50%	44%	Oilfield Services	
TOTAL	\$10.9	13.2%	\$2.1					

Asset Quality and Reserve Trends

Asset quality metrics stable despite broader economic considerations









2020 Full-Year Expectations

	2020 vs. 2019	Commentary
Avg Loans	~ +6.0%	 Commercial loan growth driven largely by PPP for full year; expectation for 4Q20 stabilization and return to modest growth as utilization rates rebound Consumer loan growth driven by residential mortgage, indirect auto, and RV/marine; continuation of these trends expected in 4Q20
Avg Deposits	~ +10.0%	 Double digit commercial deposit growth and mid-single digit consumer deposit growth, reflecting government stimulus, increased consumer and business banking production, and reduced attrition Expectation for elevated deposit levels to remain for several quarters
Revenue	+ 3.0 - 3.5%	 Net interest income up 1-2% benefitting from higher average earning assets, partially offset by NIM compression Fee income up 8-10% driven by robust mortgage banking income
Expense	+ 2.0 - 2.5%	 Continued investment in technology and strategic initiatives, partially offset by benefit of expense management plan Expect to deliver positive operating leverage for 8th consecutive year
NCOs	50 – 55 bp	 NCOs to remain elevated, impacted by the oil and gas portfolio as well as broader economic conditions

Reconciliation

Tangible common equity, ROTCE, and ACL ratio ex. PPP loans

(\$ in millions)	3Q20	2Q20	3Q19
Average common shareholders' equity	\$10,701	\$10,590	\$10,510
Less: intangible assets and goodwill	2,195	2,206	2,240
Add: net tax effect of intangible assets	43	45	53
Average tangible common shareholders' equity (A)	\$8,549	\$8,429	\$8,323
Net income available to common	\$275	\$131	\$354
Add: amortization of intangibles	10	10	12
Add: net of deferred tax	(2)	(2)	(3)
Adjusted net income available to common	283	139	363
Adjusted net income available to common (annualized) (B)	\$1,132	\$558	\$1,452
Return on average tangible shareholders' equity (B/A)	13.2%	6.7%	17.3%

(\$ in millions)	6/30 GAAP	PPP Adjustment	6/30 ex. PPP	9/30 GAAP	PPP Adjustment	9/30 ex. PPP
Allowance for credit losses (ACL) (C)	\$1,821	\$3	\$1,818	\$1,878	\$3	\$1,875
Total loans and leases (D)	\$80,139	\$6,054	\$74,085	\$81,156	\$6,211	\$74,945
ACL as % of total loans and leases (C/D)	2.27%		2.45%	2.31%		2.50%

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Appendix

(A) Huntington Welcome:

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.

Rounding

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

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Net Interest Margin (FTE)

NIM down 24 basis points year-over-year reflecting lower market interest rates and inherent asset sensitivity of balance sheet



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Noninterest Income

Record quarter for mortgage banking drives growth in noninterest income



- \$391 \$389 3019 2Q20 3Q20 Noninterest Income Gain on sale BOLI 4% Mortgage banking income increased 126%, primarily reflecting higher Mtg banking 28%
- secondary marketing spreads and a 73% increase in salable mortgage originations
- Service charges on deposit accounts decreased 22%, primarily reflecting reduced customer activity and elevated deposits
- Capital markets fees decreased 25%, primarily reflecting reduced customer derivatives activity



Total Noninterest Income

.▼ +11%

\$430

3Q20

Insurance

6% Capital

markets

6%

Trust & inv mgmt

11%

Other (incl. sec. loss)

9%

Noninterest Expense

Continued investment in talent and technology drive expense growth



Other noninterest expense decreased 18%, primarily as a result of lower travel and business development expense and an insurance recovery

Note: \$ in millions unless otherwise noted; see notes on slide 64

3019

Mortgage Banking Noninterest Income Summary





4Q19

1020

..... +7%

3Q20

55.9%

2020

56.1%

3020

(\$ in billions)	3Q20	2Q20	1Q20	4Q19	3Q19	
Mortgage origination volume for sale	2.6	2.3	1.4	1.5	1.5	
Third party mortgage loans serviced ⁽¹⁾	23.3	23.2	22.8	22.4	21.7	
Mortgage servicing rights ⁽¹⁾	0.2	0.2	0.2	0.2	0.2	
MSR % of investor servicing portfolio ⁽¹⁾	0.82%	0.74%	0.72%	0.95%	0.83%	

(1) End of period

²⁰²⁰ Third Quarter Earnings Review | 27 | 👘 Huntington

Historical Yield Curves

Yield curve moved lower and inverted



Tax Rate Summary

Reported vs. FTE adjusted

(\$ in millions)	3Q20	2Q20	3Q19	2020 YTD	2019 YTD
Reported (GAAP)					
Income before income taxes	\$358	\$181	\$439	\$597	\$1,287
Provision for income taxes	\$55	\$31	\$67	\$96	\$193
Effective tax rate	15.2%	17.2%	15.4%	16.0%	15.0%
FTE Adjustment					
Income before income taxes	\$5	\$5	\$6	\$16	\$20
Provision for income taxes	\$5	\$5	\$6	\$16	\$20
Adjusted (Non-GAAP)					
Income before income taxes	\$363	\$186	\$446	\$613	\$1,308
Provision for income taxes	\$59	\$36	\$74	\$111	\$214
Effective tax rate	16.4%	19.4%	16.6%	18.2%	16.3%



Total Core Deposit Trends

Average (\$ in billions)	YTD 2020	YTD vs PYTD	3Q20	3Q20 vs 2Q20 ⁽¹⁾	3Q20 vs 3Q19	
Commercial						
Demand deposits – noninterest bearing	\$ 18.4	23 %	\$ 20.8	33 %	38 %	
Demand deposits – interest bearing	13.5	19	13.7	(16)	19	
Total commercial DDA	31.8	21	34.5	12	30	
Other core deposits ⁽²⁾	8.2	(0)	8.2	(20)	(2)	
Total commercial core deposits	40.1	16	42.7	6	22	
Consumer						
Demand deposits – noninterest bearing	6.0	23	6.6	11	36	
Demand deposits – interest bearing	9.5	12	10.2	23	22	
Total consumer DDA	15.6	16	16.8	18	28	
Other core deposits ⁽²⁾	30.9	(1)	31.2	6	(0)	
Total consumer core deposits	46.3	4	48.0	10	8	
Total						
Demand deposits – noninterest bearing	24.4	23	27.4	28	38	
Demand deposits – interest bearing	23.0	16	23.9	(0)	21	
Other core deposits ⁽²⁾	36.4	(1)	39.4	1	(1)	
Total core deposits	\$ 86.4	9 %	\$ 90.7	8 %	14 %	

See notes on slide 64

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Average Loan Composition: \$80.5 Billion

3Q20 average balances







Regional Banking and Private Client Group: \$6.6B

Treasury/Other: \$0.1B

Consumer and Commercial Asset Trends

Average (\$ in billions)	YTD 2020	YTD vs PYTD	3Q20	3Q20 vs 2Q20 ⁽¹⁾	3Q20 vs 3Q19
Commercial					
Commercial and industrial loans	\$ 33.6	10 %	\$ 34.7	(7) %	13 %
Commercial real estate:					
Construction loans	1.2	1	1.2	(9)	1
Commercial loans	5.8	2	6.0	11	5
Total commercial loans	40.6	8	41.9	(5)	12
Commercial bonds ⁽²⁾	3.1	(3)	3.1	10	(1)
Total commercial assets ⁽²⁾	43.7	7	45.0	(4)	11
Consumer					
Automobile loans	12.8	5	12.9	7	6
Home equity loans	8.9	(6)	8.9	(1)	(5)
Residential mortgage loans	11.6	5	11.8	12	5
RV and marine loans	3.8	11	4.0	34	14
Other consumer loans	1.1	(13)	1.0	(12)	(17)
Total consumer assets	38.2	2	38.7	9	3
Total	\$ 81.9	5 %	\$ 83.7	2 %	7 %

See notes on slide 65

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Change in Common Shares Outstanding

• There were no common shares repurchased in 3Q20

Share count in millions	3Q20	2Q20	1Q20	4Q19	3Q19	2Q19	1Q19
Beginning shares outstanding	1,017	1,014	1,020	1,033	1,038	1,046	1,047
Employee equity compensation	0	3	1	0	0	3	2
Share repurchases	0	0	(7)	(13)	(5)	(11)	(2)
Ending shares outstanding	1,017	1,017	1,014	1,020	1,033	1,038	1,046
Average basic shares outstanding	1,017	1,016	1,018	1,029	1,035	1,045	1,047
Average diluted shares outstanding	1,031	1,029	1,035	1,047	1,051	1,060	1,066

Securities Mix and Yield⁽¹⁾



AFS and HTM Securities Overview⁽¹⁾

		Septemb	er 30, 2020			June	30,2020			Septemb	er 30, 2019	
(\$mm)		% of	Remaining			% of	Remaining			% of	Remaining	
AFS Portfolio	Carry Value	Portfolio	Life to Maturity	Yield ⁽³⁾	Carry Value	Portfolio	Life to Maturity	Yield ⁽³⁾	Carry Value	Portfolio	Life to Maturity	Yield ⁽³⁾
U.S. Treasuries	5	0.0%	105.9	0.14%	8	0.0%	0.4	1.56%	10	0.0%	0.5	1.71%
Agency Debt	114	0.5%	2.8	2.51%	147	0.6%	3.3	2.53%	117	0.5%	3.2	2.55%
Agency P/T	5,761	24.2%	24.2	1.60%	3,839	16.6%	26.1	2.47%	2,393	10.3%	26.7	3.08%
Agency CMO	4,498	18.9%	25.2	2.08%	5,118	22.1%	25.6	2.40%	6,724	29.0%	25.7	2.48%
Agency Multi-Family	807	3.4%	31.4	2.30%	788	3.4%	31.0	2.39%	1,238	5.3%	31.7	2.47%
Municipal Securities ⁽²⁾	63	0.3%	5.4	2.64%	63	0.3%	5.7	2.63%	67	0.3%	6.0	2.90%
Other Securities	478	2.0%	12.4	2.27%	185	0.8%	14.7	3.50%	651	2.8%	12.9	5.09%
Total AFS Securities	11,725	49.3%	24.3	1.84%	10,148	43.8%	25.5	2.43%	11,201	48.3%	25.5	2.77%
HTM Portfolio												
Agency Debt	256	1.1%	10.1	2.50%	269	1.2%	10.4	2.49%	316	1.4%	11.0	2.49%
Agency P/T	2,926	12.3%	26.9	2.12%	3,361	14.5%	27.2	2.54%	2,065	8.9%	27.1	3.07%
Agency CMO	1,959	8.2%	22.6	2.56%	2,151	9.3%	22.8	2.60%	1,970	8.5%	22.7	2.62%
Agency Multi-Family	3,413	14.3%	33.2	2.91%	3,631	15.7%	33.5	2.84%	4,075	17.6%	34.3	2.53%
Municipal Securities	3	0.0%	22.2	2.63%	3	0.0%	22.4	2.63%	4	0.0%	23.2	2.63%
Total HTM Securities	8,557	36.0%	27.9	2.55%	9,416	40.7%	28.1	2.67%	8,430	36.4%	28.9	2.68%
Other AFS Equities	421	1.8%	N/A	N/A	438	1.9%	N/A	N/A	455	2.0%	N/A	N/A
AFS Direct Purchase												
Municipal Instruments ⁽²⁾	3,082	13.0%	5.4	2.60%	3,150	13.6%	5.5	2.62%	3,085	13.0%	5.5	3.83%
Grand Total	23,785	100.0%	22.7	2.20%	23,151	100.0%	23.4	2.56%	23,171	100.0%	23.6	2.88%

Total Commercial Loans – Granularity

End of period outstandings of \$42.1 billion



Commercial and Industrial: \$34.9 Billion

- Diversified by sector and geographically within our Midwest footprint; asset finance and specialty lending in extended footprint
- Strategic focus on middle market companies with \$20 \$500 million in sales and Business Banking customers with <\$20 million in sales
- Lend to defined relationship-oriented clients where we understand our client's market / industry and their durable competitive advantage
- Underwrite to historical cash flows with collateral as a secondary repayment source while stress testing for lower earnings / higher interest rates
- Follow disciplined credit policies and processes with quarterly review of criticized and classified loans

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$34.9	\$34.9	\$33.0	\$30.7	\$30.4
30+ days PD and accruing	0.20%	0.17%	0.33%	0.24%	0.31%
90+ days PD and accruing ⁽¹⁾	0.03%	0.04%	0.03%	0.04%	0.03%
NCOs ⁽²⁾	0.90%	0.90%	1.09%	0.47%	0.52%
NALs	1.11%	1.39%	1.20%	1.05%	0.96%
ALLL	2.61%	2.65%	2.54%	1.53%	1.45%

C&I – Auto Industry

End of period balances

Outstandings (\$ in millions)					
	3Q20	2Q20	1Q20	4Q19	3Q19
<u>Suppliers(1)</u>					
Domestic	\$ 910	\$ 977	\$ 883	\$ 759	\$ 809
Foreign	0	0	0	0	0
Total suppliers	910	977	883	759	809
<u>Dealers</u>					
Floorplan-domestic	1,593	1,562	2,309	2,370	1,983
Floorplan-foreign	810	883	1,207	986	763
Total floorplan	2,403	2,445	3,516	3,356	2,746
Other	468	475	593	467	812
Total dealers	2,871	2,920	4,109	3,823	3,558
Total auto industry	\$ 3,781	\$ 3,897	\$ 4,992	\$ 4,582	\$ 4,367
NALs					
Suppliers	2.48%	0.03%	1.53%	2.71%	4.60%
Dealers	0.01	0.01	0.01	0.01	0.01
Net charge-offs ⁽²⁾					
Suppliers	7.12%	0.01%	0.00%	0.00%	0.08%
Dealers	0.00	0.00	0.00	0.00	0.00

See notes on slide 65

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Commercial Real Estate: \$7.2 Billion

Long-term, meaningful relationships with opportunities for additional cross-sell

- o Primarily Midwest footprint projects generating adequate return on capital
- Proven CRE participants... 28+ years average CRE experience
- >80% of the loans have personal guarantees
- >65% is within our geographic footprint
- Portfolio remains within the Board established concentration limit

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$7.2	\$7.2	\$7.0	\$6.7	\$6.9
30+ days PD and accruing	0.13%	0.04%	0.18%	0.06%	0.13%
90+ days PD and accruing ⁽¹⁾	0.00%	0.00%	0.00%	0.00%	0.00%
NCOs ⁽²⁾	0.63%	-0.03%	-0.03%	0.00%	-0.14%
NALs	0.21%	0.38%	0.42%	0.16%	0.17%
ALLL	4.87%	3.43%	2.28%	1.24%	1.75%

Automobile: \$12.9 Billion

Extensive relationships with high quality dealers

- Huntington consistently in the market for nearly 70 years 0
- Dominant market position in the Midwest with ~4,200 dealers
- Floorplan and dealership real estate lending, core deposit relationship, full Treasury Management, Private Banking, etc.

Relationships create the consistent flow of auto loans

- Prime customers, average FICO >760 0
- LTVs average <93% 0
- Custom Score utilized in conjunction with FICO to enhance predictive modeling 0
- No auto leasing (exited leasing in 2008)

Operational efficiency and scale leverages expertise

- Highly scalable auto-decision engine evaluates >70% of applications based on FICO and custom score
- Underwriters directly compensated on credit performance by vintage 0

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$12.9	\$12.7	\$12.9	\$12.8	\$12.3
30+ days PD and accruing	0.69%	0.54%	0.88%	0.95%	0.84%
90+ days PD and accruing	0.07%	0.06%	0.06%	0.07%	0.06%
NCOs	0.31%	0.31%	0.22%	0.30%	0.26%
NALs	0.04%	0.06%	0.05%	0.03%	0.04%
ALLL	1.26%	1.40%	1.15%	0.45%	0.44%

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Auto Loans – Production and Credit Quality

	3Q20	2Q20	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18
Originations								
Amount (\$ in billions)	\$1.7	\$1.2	\$1.6	\$1.9	\$1.6	\$1.3	\$1.2	\$1.4
% new vehicles	48%	36%	47%	52%	46%	40%	42%	49%
Avg. LTV	89%	90%	89%	88%	90%	92%	90%	90%
Avg. FICO	777	770	778	781	773	766	764	767
Portfolio Performance								
30+ days PD and accruing %	0.69%	0.54%	0.88%	0.95%	0.84%	0.81%	0.67%	0.98%
NCO %	0.31%	0.31%	0.22%	0.30%	0.26%	0.17%	0.32%	0.30%
Vintage Performance ⁽¹⁾								
6-month losses			0.02%	0.02%	0.04%	0.03%	0.04%	0.04%
9-month losses				0.06%	0.07%	0.09%	0.09%	0.09%
12-month losses					0.13%	0.13%	0.15%	0.15%

Auto Loans – Origination Trends

Loan originations from 2013 through 3Q20 demonstrate strong characteristics and continued improvements from pre-2010

- Credit scoring model most recently updated in January 2017
- 2016-2019 net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio

(\$ in billions)	YTD 2020	2019	2018	2017	2016	2015	2014	2013
Originations	\$4.5	\$6.1	\$5.8	\$6.2	\$5.8	\$5.2	\$5.2	\$4.2
% new vehicles	44%	46%	47%	50%	49%	48%	49%	46%
Avg. LTV ⁽¹⁾	89%	90%	89%	88%	89%	90%	89%	89%
Avg. FICO	775	772	766	767	765	764	764	760
Weighted avg. original term (months)	70	70	69	69	68	68	67	67
Avg. Custom Score	411	410	409	409	396	396	397	395
Charge-off % (annualized)	0.28%	0.26%	0.27%	0.36%	0.30%	0.23%	0.23%	0.19%

See notes on slide 65

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Home Equity: \$8.9 Billion

- Focused on geographies within our Midwest footprint with relationship customers
- Focused on high quality borrowers... portfolio as of 3Q20:
 - Average weighted FICO scores of 750+
 - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
 - Approximately 58% are 1st-liens
- Conservative underwriting manage the probability of default with increased interest rates used to ensure affordability on variable rate HELOCs

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$8.9	\$8.9	\$9.0	\$9.1	\$9.3
30+ days PD and accruing	0.47%	0.51%	0.80%	0.87%	0.81%
90+ days PD and accruing	0.12%	0.12%	0.13%	0.16%	0.14%
NCOs	-0.02%	0.08%	0.19%	0.02%	0.11%
NALs	0.69%	0.60%	0.56%	0.58%	0.57%
ALLL	1.07%	1.10%	1.24%	0.50%	0.46%

Home Equity – Origination Trends

- Consistent origination strategy since 2010
- HPI Index is at highest level since pre-2007 consistent with general assessment of the overall market
- Focused on high quality borrowers... 3Q20 originations:
 - Average weighted FICO scores of 750+
 - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
 - Approximately 66% are 1st-liens

(\$ in billions)	YTD 2020	2019	2018	2017	2016	2015	2014	2013
Originations ⁽¹⁾	\$2.7	\$3.7	\$4.2	\$4.3	\$3.3	\$2.9	\$2.6	\$2.2
Avg. LTV	69%	75%	77%	77%	78%	77%	76%	72%
Avg. FICO	783	778	773	775	781	781	780	780
Charge-off % (annualized)	0.09%	0.08%	0.06%	0.05%	0.06%	0.23%	0.44%	0.99%
HPI Index ⁽²⁾	238.8	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate ⁽³⁾	8.6%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%

See notes on slide 66

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Residential Mortgages: \$12.0 Billion

- Traditional product mix focused on geographies within our Midwest footprint
- Early identification of at-risk borrowers. "Home Savers" program has a 75% success rate

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$12.0	\$11.6	\$11.4	\$11.4	\$11.2
30+ days PD and accruing	2.28%	2.18%	2.10%	2.40%	2.50%
90+ days PD and accruing	1.18%	1.36%	1.15%	1.13%	1.11%
NCOs	0.03%	0.02%	0.02%	0.04%	0.03%
NALs	0.73%	0.57%	0.58%	0.62%	0.62%
ALLL	0.57%	0.38%	0.46%	0.20%	0.20%

Residential Mortgages – Origination Trends

- Consistent origination strategy since 2010
- HPI Index is at highest level since pre-2007 consistent with general assessment of the overall market
- Average 3Q20 portfolio origination: purchased / refinance mix of 50% / 50%

(\$ in billions)	YTD 2020	2019	2018	2017	2016	2015	2014	2013
Portfolio originations	\$3.3	\$2.9	\$2.9	\$2.7	\$1.9	\$1.5	\$1.2	\$1.4
Avg. LTV	77.4%	80.7%	82.9%	84.0%	84.0%	83.2%	82.6%	77.8%
Avg. FICO	767	761	758	760	751	756	754	759
Charge-off % (annualized)	0.02%	0.06%	0.06%	0.08%	0.09%	0.17%	0.35%	0.52%
HPI Index ⁽¹⁾	238.8	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate ⁽²⁾	8.6%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%

See notes on slide 66

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RV and Marine: \$4.1 Billion

- Indirect origination via established dealers in 34 states
 - o Entered business in 2016 via FirstMerit acquisition; 2017-2018 expansion into new states
- Centrally underwritten with focus on super prime borrowers
- Underwriting aligns with Huntington's origination standards and risk appetite
 - o Leveraging Huntington Auto Finance's existing infrastructure and standards

Credit Quality Review	3Q20	2Q20	1Q20	4Q19	3Q19
Period end balance (\$ in billions)	\$4.1	\$3.8	\$3.6	\$3.6	\$3.6
30+ days PD and accruing	0.39%	0.33%	0.55%	0.52%	0.44%
90+ days PD and accruing	0.05%	0.05%	0.05%	0.05%	0.04%
NCOs	0.38%	0.37%	0.27%	0.39%	0.23%
NALs	0.03%	0.05%	0.04%	0.04%	0.03%
ALLL	2.80%	3.25%	2.67%	0.59%	0.57%

RV and Marine – Origination Trends

- Tightened underwriting standards post-FirstMerit acquisition along with geographic expansion, primarily into the Southeast and the West
- Net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio

(\$ in billions)	YTD 2020	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
Portfolio originations	\$1.3	\$0.2	\$0.3	\$0.3	\$0.2	\$0.2	\$0.5	\$0.5
Avg. LTV ⁽¹⁾	107.4%	107.3%	105.9%	105.1%	104.6%	103.4%	105.5%	106.1%
Avg. FICO	808	799	800	801	799	804	802	797
Weighted avg. original term (months)	193	198	189	189	194	199	194	189
Charge-off % (annualized)	0.34%	0.39%	0.23%	0.25%	0.39%	0.31%	0.25%	0.34%

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Credit Quality Review



Strategic Credit Risk Management Actions Since 2009 Positioned for top quartile through-the-cycle performance Established clear credit risk appetite and aligned credit strategy and policy Centralized credit and risk management (versus delegation to each region) 2009 Established credit concentration limits Identified core CRE customers based on financial strength and performance; began exiting non-core borrowers (greater than 90% of CRE customers) • Tightened consumer lending standards 2010 - 2011 Eliminated HELOC requiring balloon payments _ _ _ _ _ _ 2015 • Established leveraged lending policies and underwriting standards Increased equity requirements on CRE, particularly construction, retail, and multi-family 2016 Deep credit due diligence on FirstMerit acquisition (expectations met since) Heightened underwriting standards for leveraged lending · Began leveraging well-established Auto Finance underwriting infrastructure and standards in the 2017 **RV & Marine business** Curtailed new construction originations in long-term care segment of healthcare • Reduced exposure to 2nd-lien high LTV home equity 2018 - 2019 • Implemented FICO score adjustments in HELOC (as well as construction limits) and RV/Marine · Tightened limits on policy exceptions, particularly in middle market

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Credit Quality Trends Overview

	3Q20	2Q20	1Q20	4Q19	3Q19
Net charge-off ratio	0.56%	0.54%	0.62%	0.39%	0.39%
90+ days PD and accruing	0.22	0.24	0.21	0.23	0.22
NAL ratio ⁽¹⁾	0.70	0.81	0.72	0.62	0.58
NPA ratio ⁽²⁾	0.74	0.89	0.75	0.66	0.64
Criticized asset ratio ⁽³⁾	4.35	4.95	3.59	3.64	3.62
ALLL ratio	2.21	2.12	1.93	1.04	1.05
ALLL / NAL coverage	316	263	270	167	179
ALLL / NPA coverage	298	239	257	157	163
ACL ratio	2.31	2.27	2.05	1.18	1.18
ACL / NAL coverage	330	281	287	190	202
ACL / NPA coverage	311	255	273	178	184

Consumer Loan Delinquencies⁽¹⁾



Total Commercial Loan Delinquencies



Net Charge-Offs



Nonperforming Asset Flow Analysis

End of Period

(\$ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19
NPA beginning-of-period	\$713	\$586	\$498	\$482	\$460
Additions / increases	190	279	274	175	165
Return to accruing status	(47)	(25)	(18)	(20)	(24)
Loan and lease losses	(102)	(61)	(91)	(48)	(66)
Payments	(77)	(63)	(70)	(63)	(38)
Sales and other	(75)	(3)	(7)	(28)	(15)
NPA end-of-period	\$602	\$713	\$586	\$498	\$482
Percent change (Q/Q)	(16)%	22%	18%	3%	5%

Criticized Commercial Loan Analysis

End of Period

(\$ in millions)	3Q20	2Q20	1Q20	4Q19	3Q19
Criticized beginning-of-period	\$3,601	\$2,473	\$2,394	\$2 <i>,</i> 365	\$2,256
Additions / increases	355	1,411	510	479	523
Advances	120	329	187	109	106
Upgrades to "Pass"	(407)	(111)	(100)	(174)	(153)
Paydowns	(429)	(352)	(435)	(359)	(303)
Charge-offs	(92)	(24)	(82)	(38)	(39)
Moved to HFS	25	(125)	(0)	13	(25)
Criticized end-of-period	\$3,173	\$3,601	\$2,473	\$2,394	\$2,365
Percent change (Q/Q)	(12)%	46%	3%	1%	5%

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Franchise and Leadership



Huntington Overview

We serve our customers through a banking network of over 800 retail branches as well as digital, telephone, and ATM banking capabilities.



Experienced, Diverse Executive Leadership Team





*Photo includes Rick Remiker (succeeded by Mr. Kleinman) and Nate Herman (succeeded by Ms. Van Treese)

Deeply Engaged, Diverse Board of Directors

- Our Board sets the strategy, risk management culture, and ethical standards for the entire organization
- Our directors represent a well-rounded diversity of skills, knowledge, and experience aligned with our strategy.
 - Our Board is committed to board refreshment, ensuring fresh perspectives
- ESG oversight
 - The Nominating and Corporate Governance Committee oversees our ESG program
 - Our ESG performance management framework ensures ESG considerations are integrated into all relevant Board Committee agendas for meaningful discussion, awareness, and governance actions

*Photo includes Kathleen Ransier, who retired from the Board effective April 22, 2020



Notes

Slide 4:

- (1) Excludes branches related to the FirstMerit acquisition
- (2) Excludes 32 branches divested in Wisconsin branch network sale

Slide 11:

- (1) As of December 31, 2019, Huntington is no longer subject to the Federal Reserve's modified Liquidity Coverage Ratio.
- (2) September 30, 2020 figures are estimated. The 2020 capital ratios reflect Huntington's election of a five-year transition to delay for two years the full impact of CECL on regulatory capital, followed by a three-year transition period.

Slide 15:

- (1) Home Savers is Huntington's customer assistance team for residential properties that works with customers on repayment plans, modifications, and other options when a customer experiences a financial hardship.
- (2) Excludes GNMA guaranteed mortgage loans that entered forbearance and were subsequently repurchased. Includes 1st- and 2nd- lien home equity loans.
- (3) Excludes GNMA guaranteed mortgage loans that entered forbearance and were subsequently repurchased.

Slide 25:

- (1) As of 9/30/20
- (2) Pay fixed/receive float swap
- (3) Upper strike (%) / lower strike (%)
- (4) De-designated floor spreads

Slide 27:

(1) Includes \$25 million of unusual expense related to fourth quarter expense actions

Slide 33:

- (1) Linked quarter percent change annualized
- (2) Money market deposits, savings / other deposits, and core certificates of deposit

Notes

Slide 35:

- (1) Linked quarter percent changes annualized
- (2) Includes commercial bonds booked as investment securities under GAAP

Slide 37:

(1) Averages balances; Trading Account and Other securities excluded

Slide 38:

- (1) End of period
- (2) Tax-equivalent yield on municipal securities calculated as of September 30, 2020 using 21% corporate tax rate
- (3) Weighted average yields were calculated using carry value

Slide 40:

- (1) All amounts represent accruing purchased impaired loans; under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status
- (2) Annualized

Slide 41:

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

Slide 42:

- (1) All amounts represent accruing purchased impaired loans; under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status
- (2) Annualized

Slide 45:

(1) Auto LTV based on retail value

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Notes

Slide 47:

- (1) Originations are based on commitment amounts
- (2) FHFA Regional HPI ENC Season-Adj; U.S. and Census Division
- (3) Source: BLS.gov; average of monthly seasonally-adjusted unemployment rate for period

Slide 49:

- (1) FHFA Regional HPI ENC Season-Adj; U.S. and Census Division
- (2) Source: BLS.gov; average of monthly seasonally-adjusted unemployment rate for period

Slide 51:

(1) RV/Marine LTV based on wholesale value

Slide 54:

- (1) NALs divided by total loans and leases
- (2) NPAs divided by the sum of loans and leases, net other real estate owned, and other NPAs
- (3) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, net other real estate owned, and other NPAs

Slide 55:

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

Slide 56:

- (1) Amounts include Huntington Technology Finance administrative lease delinquencies
- (2) Amounts include Huntington Technology Finance administrative lease delinquencies and accruing purchased impaired loans acquired in the FirstMerit transaction. Under the applicable accounting guidance (ASC 310-30), the accruing purchased impaired loans were recorded at fair value upon acquisition and remain in accruing status.

Slide 61:

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