

# 2020 First Quarter **Earnings Review**

April 23, 2020



The Huntington National Bank is Member FDIC. 🕍, Huntington® and 🕼 Huntington. Welcome.® are federally registered service marks of Huntington Bancshares Incorporated. ©2020 Huntington Bancshares Incorporated.

### Disclaimer

#### **CAUTION REGARDING FORWARD-LOOKING STATEMENTS**

This communication contains certain forward-looking statements, including, but not limited to, certain plans, expectations, goals, projections, and statements, which are not historical facts and are subject to numerous assumptions, risks, and uncertainties. Statements that do not describe historical or current facts, including statements about beliefs and expectations, are forward-looking statements. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations. The forward-looking statements are intended to be subject to the safe harbor provided by Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the Private Securities Litigation Reform Act of 1995.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: changes in general economic, political, or industry conditions; the magnitude and duration of the COVID-19 pandemic and its impact on the global economy and financial market conditions and our business, results of operations and financial condition; uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board; volatility and disruptions in global capital and credit markets; movements in interest rates; reform of LIBOR; competitive pressures on product pricing and services; success, impact, and timing of our business strategies, including market acceptance of any new products or services implementing our "Fair Play" banking philosophy; the nature, extent, timing, and results of governmental actions, examinations, reviews, reforms, regulations, and interpretations, including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Basel III regulatory capital reforms, as well as those involving the OCC, Federal Reserve, FDIC, and CFPB; and other factors that may affect our future results. Additional factors that could cause results to differ materially from those described above can be found in our 2019 Annual Report on Form 10-K, as well as our subsequent Securities and Exchange Commission ("SEC") filings, which are on file with the SEC and available in the "Investor Relations" section of our website, http://www.huntington.com, under the heading "Publications and Filings."

All forward-looking statements speak only as of the date they are made and are based on information available at that time. We do not assume any obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements were made or to reflect the occurrence of unanticipated events except as required by federal securities laws. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.

### Pandemic Update: Living our Purpose

Amid the current COVID-19 pandemic, we are living our purpose to make people's lives better, help businesses thrive, and strengthen the communities we serve. We recognize this is a health crisis, first and foremost, but it has also created enormous economic challenges.

#### **Looking Out for Our Colleagues**

- Expanded employee benefits (emergency Paid Time Off, emergency childcare leave)
- · Expanded wellness and safety efforts
- Implemented a work-from-home policy (over 80% of colleagues)
- · Updated policies, including social distancing, to ensure the safety and wellbeing for colleagues working on-site and performing critical functions to continue meeting customer needs
- Increased communication with colleagues through internal calls, e-mails, and intranet postings
- Enacted travel restrictions for all colleagues

#### **Looking Out for Our Customers**

- SBA Paycheck Protection Program (PPP)
  - Over 25,820 loans input into the SBA E-Tran system as of April 15, totaling \$6.1 billion
- · Working with our customers to provide relief, including loan deferrals and modifications
  - Assisted 51,000 consumers
  - Assisted 3,000 small business customers
  - Assisted 700 commercial clients
- · Additional customer relief actions
  - Suspended late fees on consumer and business banking loans
  - Suspended foreclosures and repossessions

2020 First Quarter Earnings Review 3 | Huntington



### 2020 First Quarter Financial Highlights

Tangible book value per common share increased 8% year-over-year

Revenue (FTE)	EPS	TBVPS
\$1,157 million	\$0.03	\$8.28
<b>1</b> % Y/Y	<b>↓</b> 91% Y/Y	<b>1</b> 8% γ/γ
ROA	ROCE	ROTCE
ROA 0.17%	ROCE 1.1%	ROTCE 1.8%

- Average loans increased \$0.9 billion, or 1%, year-over-year
- Average core deposits increased \$0.5 billion, or 1%, year-over-year
- Net interest margin of 3.14%, down 25 basis points from the year-ago quarter
- Efficiency ratio of 55.4%, down from 55.8% in the year-ago quarter
- Net charge-off ratio of 62 basis points, up from 38 basis points in the year-ago quarter
- Provision for credit losses of \$441 million in addition to CECL Day 1 adjustment of \$393 million

### Pretax, Pre-Provision Earnings (PTPP)

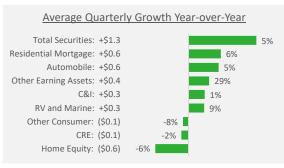
Solid growth in PPTP in face of challenging environment illustrates underlying earnings power; PTPP exceeds elevated credit provisioning

(\$ in millions)	1020	1019	Year-Over-Year Change		
(\$ III IIIIIIIIIII)	1020	1019	\$	%	
Net interest income (FTE)	\$796	\$829	(\$33)	-4%	
Noninterest income	\$361	\$319	\$42	13%	
Total revenue	\$1,157	\$1,148	\$9	1%	
Noninterest Expense	\$652	\$653	(\$1)	0%	
Pretax, Pre-Provision Earnings (PTPP)* - Non-GAAP	\$505	\$495	\$10	2%	
Credit provision	\$441	\$67	\$374	558%	
Net income available to common	\$30	\$339	(\$309)	-91%	

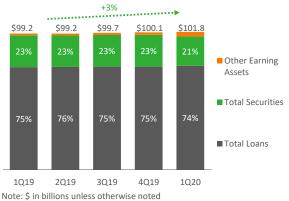
2020 First Quarter Earnings Review | 5 | **# Huntington** 

### **Average Earning Assets**

Securities, residential mortgage, and automobile loan growth drive year-overyear earning asset growth







#### vs. Year-Ago Quarter Average

- Total securities increased 5%, reflecting portfolio growth and the mark-to-market of the available-for-sale portfolio
- Residential mortgage increased 6%, reflecting robust portfolio mortgage production over the past four quarters
- Automobile loans increased 5%, driven by strong production over the past two quarters
- Home equity loans and lines of credit decreased 6%, reflecting a shift in consumer preferences

2020 First Quarter Earnings Review 6 | Huntington

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

### Average Non-Equity Funding

Money market and interest-bearing demand drive continued year-over-year growth in core deposits



# Capital and Liquidity

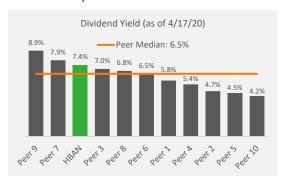
Managing capital and liquidity conservatively within uncertain economic outlook and consistent with our aggregate moderate-to-low risk appetite



### **Strong Capital Management**

1Q20 CET1 and total risk-based capital ratios above peer median





		Cor	mmon Equit	y Tier 1 (CET1) Ra	tios		
20	17	20	18	20	19	Post-	
Peer 3	14.6%	Peer 3	12.0%	Peer 3	12.0%	Peer 2	10.0%
Peer 2	12.1%	Peer 2	11.7%	Peer 2	10.2%	Peer 3	9.7%
Peer 9	11.7%	Peer 9	11.1%	Peer 9	10.1%	Peer 9	9.5%
Peer 7	11.2%	Peer 7	10.6%	Peer 7	10.0%	HBAN	9.5%
Peer 6	11.1%	Peer 1	10.2%	HBAN	9.9%	Peer 7	9.4%
Peer 10	11.0%	Peer 4	10.2%	Peer 1	9.8%	Peer 5	9.4%
Peer 1	10.6%	Peer 10	10.1%	Peer 10	9.7%	Peer 6	9.4%
Peer 5	10.4%	Peer 8	9.9%	Peer 6	9.7%	Peer 1	9.4%
Peer 4	10.2%	Peer 6	9.9%	Peer 5	9.5%	Peer 4	9.3%
Peer 8	10.2%	HBAN	9.7%	Peer 4	9.5%	Peer 10	9.2%
HBAN	10.0%	Peer 5	9.6%	Peer 8	9.4%	Peer 8	9.0%

See notes on slide 65

2017

2020 First Quarter Earnings Review 9 | Huntington

# Strategic Credit Risk Management Actions Since 2009

Positioned for top quartile through-the-cycle performance

•	Established	clear credit	risk appetite and	d 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 • 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 **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

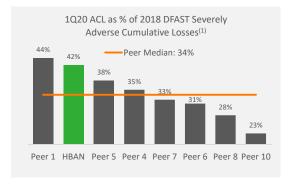
Implemented FICO score adjustments in HELOC (as well as construction limits) and RV/Marine

Tightened limits on policy exceptions, particularly in middle market

### Strong Credit Risk Management

1Q20 ACL coverage above peer median





#### DFAST Cumulative Loan Losses as a % of Average Total Loans

	2015 (pr	e-FIVIER)	20.	I b	20.	L/	
	HBAN	4.2%	Peer 9	4.4%	Peer 9	4.2%	
ı	Peer 9	4.5%	HBAN	4.8%	Peer 5	4.3%	
	Peer 4	4.6%	Peer 7	4.8%	HBAN	4.6%	
	Peer 5	4.7%	Peer 8	5.1%	Peer 4	4.7%	_
	Peer 8	5.0%	Peer 5	5.3%	Peer 7	4.8%	
	Peer 7	5.1%	Peer 4	5.3%	Peer 10	5.4%	
	Peer 10	5.2%	Peer 1	5.8%	Peer 1	5.6%	
	Peer 1	5.6%	Peer 10	5.8%	Peer 8	5.9%	
	Peer 2	6.5%	Peer 6	6.1%	Peer 6	6.1%	
	Peer 6	6.9%	Peer 2	6.3%	Peer 2	6.4%	
	Peer 3	NA	Peer 3	NA	Peer 3	8.6%	

See notes on slide 65

2020 First Quarter Earnings Review 11

2018

5.2%

5.3%

5.8%

6.1% 6.1%

6.1%

6.5%

6.7%

NΑ

NA

NA

Peer 5

HBAN

Peer 4

Peer 7

Peer 8

Peer 6

Peer 10

Peer 3

Peer 9

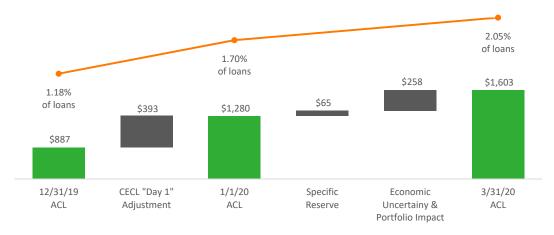
Peer 2

**Huntington** 

# Current Expected Credit Losses (CECL) Adoption

CECL reserve impact on provision for credit losses

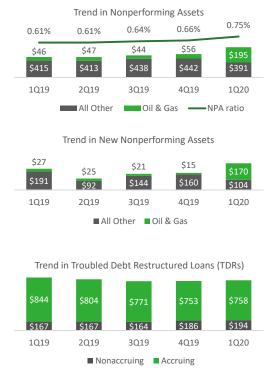
- Elected to forego CECL delay and implemented on January 1, 2020
- Economic outlook was deteriorating rapidly toward the end of the quarter, resulting in an incremental increase to the quarterly credit provision
- Allocated additional reserves to the oil and gas portfolio due to significant declines in crude oil and natural gas prices



### Credit Quality – NPAs and TDRs

Proactive and conservative approach to identifying impaired loans

Nonaccrual Loans and Leases (NALs):	1Q20	4Q19	Q/Q Change
Commercial and Industrial	\$396	\$323	\$73
Oil & Gas within C&I	195	56	139
Commercial real estate	30	10	20
Automobile	6	4	2
Home equity	58	59	(1)
Residential mortgage	66	71	(5)
RV and marine	2	1	1
Other consumer			
Total NALs	\$558	\$468	\$90
Total other real estate, net	10	11	(1)
Other NPAs	18	19	(1)
Total NPAs	\$586	\$498	\$88



2020 First Quarter Earnings Review | 13 | **# Huntington** 

### **Balance Sheet Concentrations**

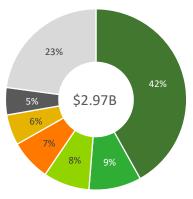
Modest exposure to COVID-19 high impact industries

Selected Commerc	cial Loan Categories	\$8.3 billion outstanding (10.6% of total loans)
Accommodations and Food Services	<ul> <li>Accommodations: \$0.5 billion, 95% hotel exposure</li> <li>Restaurants: \$1.5 billion, 67% centrally managed with QSR focus</li> </ul>	\$2.1 billion (2.7% of total loans)
Other Services	Includes religious institutions, education, and recreation	\$1.8 billion (2.3% of total loans)
Mining, Quarrying, and Oil & Gas	<ul> <li>Oil &amp; gas extraction: \$1.2 billion</li> <li>Exploration / production: \$0.9 billion, 61% utilization</li> <li>Midstream: \$0.2 billion, 47% utilization</li> <li>Services: &lt;\$0.1 billion</li> </ul>	\$1.2 billion (1.5% of total loans)
Transportation and Warehousing	<ul> <li>Truck – general freight: \$0.6 billion</li> <li>Air transportation: \$0.2 billion</li> <li>Pipeline transportation: \$0.2 billion</li> <li>Support for transportation: \$0.2 billion</li> </ul>	\$1.2 billion (1.5% of total loans)
Healthcare services	Includes private practices, dentists, and elective surgery	\$1.1 billion (1.4% of total loans)
Sensitive Retail	<ul><li>Excludes gas, consumer staples, etc.</li><li>Excludes loans to auto dealers</li></ul>	\$0.9 billion (1.2% of total loans)

### Leveraged Lending Portfolio

### \$2.97B in outstanding balances

#### Outstandings by Industry



- Manufacturing: 42%
- Accommodation and Food Services: 9%
- Professional, Scientific, and Technical Services: 8%
- Wholesale Trade: 7%
- Finance and Insurance: 5%
- Retail Trade: 5%
- Other (Less than 3% of Leveraged Outstandings): 23%

### **HNB Leveraged Lending Definition**

- · Aggregate exposure greater than \$5MM
- · Senior leverage 2.5x, total leverage 4.0x
  - · Greater than \$500MM revenue: Senior leverage 3.0x
- Includes collateral test
- Includes both investment grade & non-investment grade borrowers

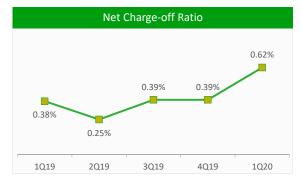
### **Key Notes**

- · Not a strategic growth area; highly focused client and sponsor selection
- Nominal exposure to Covenant Lite and no exposure to Term Loan B leveraged loans and their associated liquidity facilities
- 42% of leveraged loan exposure is in the manufacturing industry; this exposure is well diversified by sub-industries
- Approximately 60% of leveraged borrowings are classified Shared National Credit (SNC)

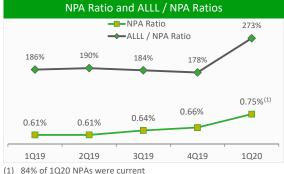
2020 First Quarter Earnings Review | 15 | **# Huntington** 

### **Asset Quality and Reserve Trends**

CECL implementation and deteriorating economic outlook drive material increase in allowance for credit losses









### Near-Term Outlook

Withdrawing prior 2020 expectations due to uncertain economic outlook

	2Q20 Expectations (vs. 1Q20)
Loans	<ul> <li>Average commercial loan growth of 4-5% linked-quarter reflecting full quarter impact of recent \$3.2B CML line draws but excluding \$6B SBA PPP lending (both CML line draws and PPP expected to be short term)</li> <li>Average consumer loans flat to modestly lower as continued growth in residential mortgage offset by home equity and indirect auto runoff</li> </ul>
Deposits	<ul> <li>Average core deposit growth of 2-3% linked-quarter, reflective of full quarter impact of recent deposit inflows and modest organic growth; excludes impact of PPP</li> <li>Average short-term borrowings and long-term debt used to fund gap between loan and core deposit growth</li> </ul>
Revenue	<ul> <li>Total revenue down 4-5% linked-quarter, as benefit from larger balance sheet is more than offset by NIM compression and COVID-19 related fee income declines; excludes impact of PPP</li> </ul>
Expense	<ul> <li>Total expenses approximately 2% lower year-over-year and approximately 5-6% higher linked-quarter.     Normal seasonal increase in compensation expense, offset by expense management actions</li> <li>Expense management focus on reducing short-term discretionary expenses, accelerating long-term structural cost reduction programs, while continuing to invest in long-term technology and digital capabilities</li> </ul>
Credit	<ul> <li>Continued elevated net charge-offs near the high end of average through-the-cycle target range (35-55 bp)</li> <li>Continued reserve build as credit provision expected to remain elevated, driven by economic outlooks</li> </ul>

2020 First Quarter Earnings Review 17 | Huntington



### **Important Messages**

### **Building long-term shareholder value**

- Consistent organic growth
- Maintain aggregate moderate-to-low risk appetite
- Minimize earnings volatility through the cycle
- Disciplined capital allocation



### Focus on top quartile financial performance relative to peers

### **Strategic focus on Customer Experience**

#### High level of colleague and shareholder alignment

Board, management, and colleague ownership collectively represent top 10 shareholder

### Reconciliation

### Tangible common equity and ROTCE

(\$ in millions)	1Q20	4Q19	1Q19
Average common shareholders' equity	\$10,433	\$10,681	\$9,953
Less: intangible assets and goodwill	2,217	2,228	2,265
Add: net tax effect of intangible assets	48	50	58
Average tangible common shareholders' equity (A)	\$8,264	\$8,503	\$7,746
Net income available to common	\$30	\$298	\$339
Add: amortization of intangibles	11	12	13
Add: net of deferred tax	(2)	(3)	(3)
Adjusted net income available to common	38	308	349
Adjusted net income available to common (annualized) (B)	\$153	\$1,230	\$1,396
Return on average tangible shareholders' equity (B/A)	1.8%	14.3%	18.3%

2020 First Quarter Earnings Review | 19 | **# Huntington** 



### **Historical Yield Curves**

Yield curve moved lower and inverted



Rate	1 month LIBOR	2 year Swap	4 year swap	10 year swap	
12/31/19	1.76%	1.70%	1.70%	1.90%	
3/6/20	0.86	0.64	0.70	0.84	
3/31/20	0.99	0.49	0.48	0.72	Mortga
vs. YE19	77 bp	121 bp	122 bp	<b>↓</b> 118 bp —	banking as natu
	Well hedged for LIBOR movement		origination rates and nvestment yields		hedge

2020 First Quarter Earnings Review | 20 | **# Huntington** 



### **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**

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decisionmaking 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 Significant Items. Earnings per share equivalents are usually calculated by applying an effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

### **Basis of Presentation**

#### Rounding

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

#### **Significant Items**

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

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

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

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

2020 First Quarter Earnings Review | 23 | **# Huntington** 



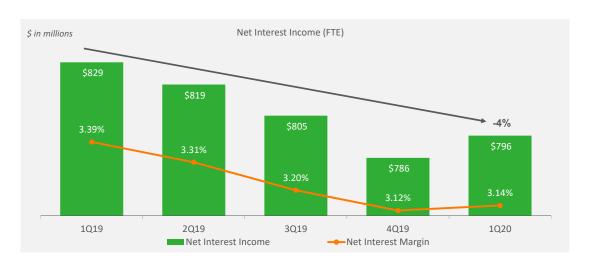
### **Table of Contents**

Income Statement	25
Net Interest Income	26
Hedging Program Overview	28
Deposit Repricing Overview	29
Noninterest Income	30
Noninterest Expense	31
Mortgage Banking Noninterest Income	32
Tax Rate Summary	33
Balance Sheet	34
Deposit Composition	35
Loan Composition	37
Investment Securities	40
Commercial Loan Detail	42
Consumer Loan Detail	46
Credit Quality Review	55
Delinquencies	57
Net Charge-offs	59
Franchise and Leadership	62
Leadership Team	64



### Net Interest Income

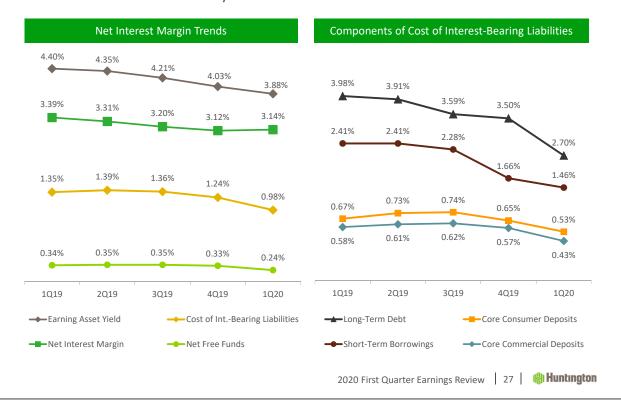
Year-over-year net interest margin compression outpaced increase in average earning assets



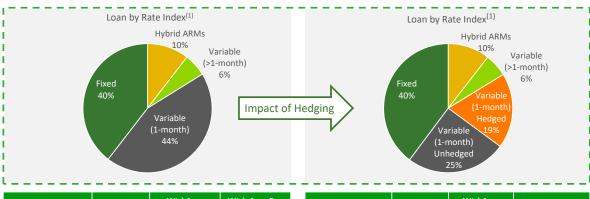
- Net interest income decreased 4% year-over-year, reflecting a 25 basis point decrease in the FTE net interest margin, partially offset by the benefit from a 3% increase in average earning assets
- FTE net interest margin includes a 4 basis point benefit from the impact of long-term debt derivative ineffectiveness

### Net Interest Margin (FTE)

NIM down 25 basis points year-over-year reflecting lower market interest rates and inherent asset sensitivity of balance sheet



# **Hedging Program Overview**



Active Hedges <sup>(1)</sup>	Notional (\$B)	Wtd Avg. Receive Rate / Floor Strike	Wtd. Avg. Pay Rate/LIBOR Reset Rate	Forward-Starting Hedges <sup>(1)</sup>	Notional (\$B)	Wtd Avg. Receive Rate / Floor Strike	Active Da
Asset Swaps – 1mL	\$6.0	1.82%	0.97%	Asset Swaps – 1mL	\$1.3	1.45%	Jun '20 - Jui
Asset Floors	\$8.2	1.84%	1.26%	Asset Floors	-	-	-
Floor Spreads (2)	\$0.4	2.50% / 1.50%	0.92%	Floor Spreads <sup>(2)</sup>	\$3.5	1.68% / 0.79%	May '20 - Ma
Debt Swaps – 1mL	\$5.8	2.29%	1.00%	Debt Swaps – 1mL	-	-	-
Debt Swaps – 3mL	\$2.3	1.80%	1.20%	Debt Swaps – 3mL	-	-	-
Total	\$22.6	1.96%	1.10%	Total	\$4.8	1.62%	-

See notes on slide 65

### **Deposit Repricing Overview**





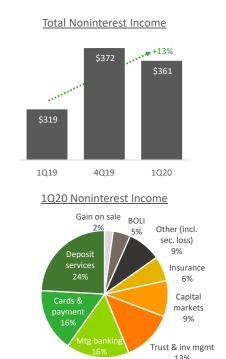
- Leveraging market- and customer-specific playbooks utilized following each rate cut in 2019
- Implementing additional pricing reductions correlated to market interest rate movements across consumer and commercial products
- Rational and disciplined approach to optimizing interest costs
  - Consumer deposit balances consistently exceeding our expectations while reducing pricing
  - Being measured with commercial deposit pricing; focused on profitability versus growth

2020 First Quarter Earnings Review | 29 | **# Huntington** 

### Noninterest Income

Mortgage banking and capital markets fuel growth in noninterest income

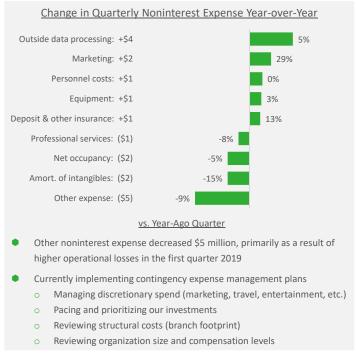




Note: \$ in millions unless otherwise noted

### Noninterest Expense

Disciplined expense management while continuing to invest in digital and mobile technology



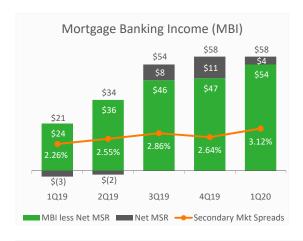


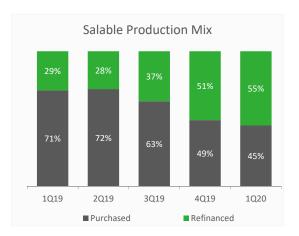


Note: \$ in millions unless otherwise noted; see notes on slide 65

2020 First Quarter Earnings Review 31 | Huntington

# Mortgage Banking Noninterest Income Summary





(\$ in billions)
Mortgage origination volume for sale
Third party mortgage loans serviced <sup>(1)</sup>
Mortgage servicing rights <sup>(1)</sup>
MSR % of investor servicing portfolio <sup>(1)</sup>

1Q20	4Q19	3Q19	2Q19	1Q19
1.4	1.5	1.5	1.2	0.8
22.8	22.4	21.7	21.5	21.3
0.2	0.2	0.2	0.2	0.2
0.72%	0.95%	0.83%	0.90%	0.99%

# Tax Rate Summary Reported vs. FTE adjusted

(\$ in millions)	1Q20	4Q19	1Q19
Reported (GAAP)			
Income before income taxes	\$58	\$372	\$421
Provision for income taxes	\$10	\$55	\$63
Effective tax rate	17.0%	14.8%	15.0%
FTE Adjustment			
Income before income taxes	\$6	\$6	\$7
Provision for income taxes	\$6	\$6	\$7
Adjusted (Non-GAAP)			
Income before income taxes	\$64	\$378	\$428
Provision for income taxes	\$16	\$61	\$70
Effective tax rate	24.6%	16.2%	16.4%

2020 First Quarter Earnings Review | 33 | **# Huntington** 

# **Balance Sheet**



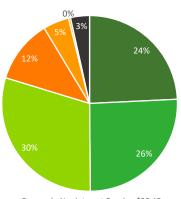




# Average Deposit Composition: \$82.7 Billion

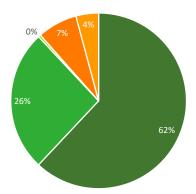
### 1Q20 average balances

#### Average Balance by Type



- Demand Noninterest Bearing \$20.1B
- Demand Interest Bearing \$21.2B
- Money Market \$24.7B
- Savings \$9.6B
- Core CDs \$3.9B
- Other Domestic Deps >\$250,000 \$0.3B
- Brokered Deps & Negotiable CDs \$2.9B

#### Average Balance by Segment



- Consumer and Business Banking: \$51.3B
- Commercial Banking: \$21.5B
- Vehicle Finance: \$0.4B
- Regional Banking and Private Client Group: \$6.1B
- Treasury/Other: \$3.4B

2020 First Quarter Earnings Review | 35 | **# Huntington** 



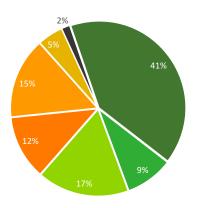
# **Total Core Deposit Trends**

Average (\$ in billions)	1Q20	1Q20 vs 4Q19 <sup>(1)</sup>	1Q20 vs 1Q19
Commercial			
Demand deposits – noninterest bearing	\$ 14.9	(21) %	(1) %
Demand deposits – interest bearing	12.5	28	11
Total commercial DDA	27.4	(0)	4
Other core deposits <sup>(2)</sup>	7.9	(4)	(6)
Total commercial core deposits	35.3	(1)	2
Consumer			
Demand deposits – noninterest bearing	5.1	20	5
Demand deposits – interest bearing	8.7	12	2
Total consumer DDA	13.8	15	3
Other core deposits <sup>(2)</sup>	30.4	(7)	(2)
Total consumer core deposits	44.2	(1)	(0)
Total			
Demand deposits – noninterest bearing	20.1	(11)	1
Demand deposits – interest bearing	21.2	21	7
Other core deposits <sup>(2)</sup>	38.3	(7)	(3)
Total core deposits	\$ 79.5	(1) %	1 %

# Average Loan Composition: \$75.7 Billion

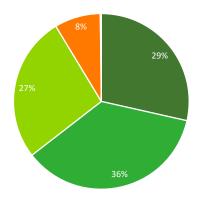
### 1Q20 average balances





- C&I \$30.8B
- Commercial Real Estate \$6.7B
- Auto \$12.9B
- Home Equity \$9.0B
- Residential Mortgage \$11.4B
- RV/Marine \$3.6B
- Other Consumer \$1.2B

#### Average Balance by Segment



- Consumer and Business Banking: \$21.6B
- Commercial Banking: \$27.2B
- Vehicle Finance: \$20.3B
- Regional Banking and Private Client Group: \$6.4B
- Treasury/Other: \$0.1B

2020 First Quarter Earnings Review 37 | Huntington



### **Consumer and Commercial Asset Trends**

Average (\$ in billions)	1Q20	1Q20 vs 4Q19 <sup>(1)</sup>	1Q20 vs 1Q19		
Commercial					
Commercial and industrial loans	\$ 30.8	6 %	1 %		
Commercial real estate:					
Construction loans	1.2	(5)	(1)		
Commercial loans	5.6	(4)	(2)		
Total commercial loans	37.6	4	0		
Commercial bonds <sup>(2)</sup>	3.0	(2)	(4)		
Total commercial assets <sup>(2)</sup>	40.6	4	0		
Consumer					
Automobile loans	12.9	10	5		
Home equity loans	9.0	(7)	(6)		
Residential mortgage loans	11.4	2	6		
RV and marine loans	3.6	3	9		
Other consumer loans	1.2	(15)	(8)		
Total consumer assets	38.1	2	2		
Total	\$ 78.7	3 %	1 %		

# Change in Common Shares Outstanding

- Repurchased \$88 million of common shares in 1Q20
  - Represents 7.1 million common shares at an average cost of \$12.38 per share

Share count in millions	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18
Beginning shares outstanding	1,020	1,033	1,038	1,046	1,047	1,062	1,104
Employee equity compensation	1	0	0	3	2	0	2
Share repurchases	(7)	(13)	(5)	(11)	(2)	(15)	(44)
Ending shares outstanding	1,014	1,020	1,033	1,038	1,046	1,047	1,062
Average basic shares outstanding	1,018	1,029	1,035	1,045	1,047	1,054	1,085
Average diluted shares outstanding	1,035	1,047	1,051	1,060	1,066	1,073	1,104

2020 First Quarter Earnings Review 39 | **Huntington** 



# Securities Mix and Yield(1)





See notes on slide 65

2020 First Quarter Earnings Review | 40 | **# Huntington** 

### AFS and HTM Securities Overview<sup>(1)</sup>

	March 31, 2020						er 31, 2019		March 31, 2019			
(\$mm)		% of	Remaining			% of	Remaining	(2)		% of	Remaining	(2)
AFS Portfolio	Carry Value	Portfolio	Life to Maturity	Yield <sup>(3)</sup>	Carry Value	Portfolio	Life to Maturity	Yield <sup>(3)</sup>	Carry Value	Portfolio	Life to Maturity	Yield <sup>(3)</sup>
U.S. Treasuries	8	0.0%	0.6	1.56%	10	0.0%	0.3	1.68%	5	0.0%	0.5	2.59%
Agency Debt	147	0.6%	3.6	2.53%	165	0.7%	3.3	2.53%	117	0.5%	3.4	2.52%
Agency P/T	4,304	17.0%	26.8	2.70%	4,223	17.8%	27.4	2.94%	1,374	5.9%	25.7	3.47%
Agency CMO	5,723	22.6%	25.7	2.52%	5,085	21.5%	25.8	2.59%	7,011	30.2%	25.7	2.55%
Agency Multi-Family	849	3.4%	31.3	2.43%	976	4.1%	31.7	2.45%	1,553	6.7%	30.9	2.44%
Municipal Securities (2)	63	0.2%	5.6	3.40%	64	0.3%	5.8	2.83%	290	1.2%	7.5	2.87%
Other Securities	599	2.4%	13.6	2.96%	635	2.7%	13.2	3.18%	405	1.7%	12.3	3.49%
Total AFS Securities	11,693	46.2%	25.5	2.60%	11,158	47.2%	25.7	2.72%	10,754	46.3%	25.2	2.73%
HTM Portfolio												
Agency Debt	280	1.1%	10.6	2.49%	293	1.2%	10.9	2.49%	338	1.5%	11.5	2.49%
Agency P/T	3,705	14.6%	27.4	2.68%	2,463	10.4%	27.2	2.95%	2,093	9.0%	27.6	3.13%
Agency CMO	2,315	9.2%	23.1	2.58%	2,351	9.9%	23.2	2.63%	2,125	9.2%	23.2	2.59%
Agency Multi-Family	3,889	15.4%	33.7	2.69%	3,959	16.7%	34.0	2.61%	4,187	18.0%	34.6	2.51%
Municipal Securities	4	0.0%	22.7	2.63%	4	0.0%	22.9	3.32%	5	0.0%	23.7	3.32%
Total HTM Securities	10,193	40.3%	28.4	2.66%	9,070	38.3%	28.6	2.70%	8,747	37.7%	29.2	2.68%
Other AFS Equities	488	1.9%	N/A	N/A	441	1.9%	N/A	N/A	486	2.1%	N/A	N/A
AFS Direct Purchase												
Municipal Instruments (2)	2,929	11.6%	5.4	3.32%	2,991	12.6%	5.4	3.60%	3,228	13.9%	5.6	4.03%
Grand Total	25,302	100.0%	23.8	2.71%	23,659	100.0%	23.8	2.83%	23,215	100.0%	23.5	2.90%

See notes on slide 66

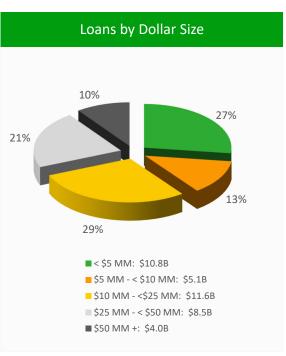
2020 First Quarter Earnings Review 41 | Huntington



# Total Commercial Loans – Granularity

End of period outstandings of \$39.9 billion





# Commercial and Industrial: \$33.0 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	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$33.0	\$30.7	\$30.4	\$30.6	\$31.0
30+ days PD and accruing	0.33%	0.24%	0.31%	0.18%	0.16%
90+ days PD and accruing <sup>(1)</sup>	0.03%	0.04%	0.03%	0.02%	0.01%
NCOs <sup>(2)</sup>	1.09%	0.47%	0.52%	0.27%	0.41%
NALs	1.20%	1.05%	0.96%	0.92%	0.88%
ALLL	2.54%	1.53%	1.45%	1.48%	1.41%

See notes on slide 66

2020 First Quarter Earnings Review 43 | **Huntington** 



### C&I – Auto Industry

End of period balances

1Q20	4Q19	3Q19	2Q19	1Q19
\$ 883	\$ 759	\$ 809	\$ 807	\$ 861
0	0	0	0	0
883	759	809	807	861
2,309	2,370	1,983	2,060	2,132
1,207	986	763	828	798
3,516	3,356	2,746	2,888	2,930
593	467	812	817	751
4,109	3,823	3,558	3,705	3,681
\$ 4,992	\$ 4,582	\$ 4,367	\$ 4,512	\$ 4,542
1.53%	2.71%	4.60%	4.85%	4.48%
0.01	0.01	0.01	0.01	0.01
0.00%	0.00%	0.08%	0.02%	0.01%
0.00	0.00	0.00	0.00	0.00
	\$ 883 0 883 2,309 1,207 3,516 593 4,109 \$ 4,992 1.53% 0.01	\$ 883 \$ 759 0 0 883 759 2,309 2,370 1,207 986 3,516 3,356 593 467 4,109 3,823 \$ 4,992 \$ 4,582 1.53% 2.71% 0.01 0.01	\$ 883  \$ 759  \$ 809  0  0  0  0  883  759  809  809  809  809  809  809  809  8	\$ 883  \$ 759  \$ 809  \$ 807  0  0  0  0  0  883  759  809  807  809  807  809  807  809  807  809  807  809  807  809  807  809  807  809  809

# Commercial Real Estate: \$7.0 Billion

- Long-term, meaningful relationships with opportunities for additional cross-sell
  - o Primarily Midwest footprint projects generating adequate return on capital
  - o Proven CRE participants... 28+ years average CRE experience
  - >80% of the loans have personal guarantees
  - o >65% is within our geographic footprint
  - o Portfolio remains within the Board established concentration limit

Credit Quality Review	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$7.0	\$6.7	\$6.9	\$6.9	\$6.8
30+ days PD and accruing	0.18%	0.06%	0.13%	0.14%	0.02%
90+ days PD and accruing <sup>(1)</sup>	0.00%	0.00%	0.00%	0.00%	0.00%
NCOs <sup>(2)</sup>	-0.03%	0.00%	-0.14%	-0.12%	0.08%
NALs	0.42%	0.16%	0.17%	0.25%	0.13%
ALLL	2.28%	1.24%	1.75%	1.53%	1.59%

See notes on slide 66

2020 First Quarter Earnings Review 45 | Huntington



# Automobile: \$12.9 Billion

### Extensive relationships with high quality dealers

- Huntington consistently in the market for nearly 70 years
- Dominant market position in the Midwest with ~4,300 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
- LTVs average <93%</li>
- Custom Score utilized in conjunction with FICO to enhance predictive modeling
- 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

Credit Quality Review	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$12.9	\$12.8	\$12.3	\$12.2	\$12.3
30+ days PD and accruing	0.88%	0.95%	0.84%	0.81%	0.67%
90+ days PD and accruing	0.06%	0.07%	0.06%	0.06%	0.05%
NCOs	0.22%	0.30%	0.26%	0.17%	0.32%
NALs	0.05%	0.03%	0.04%	0.03%	0.03%
ALLL	1.15%	0.45%	0.44%	0.43%	0.44%

# Auto Loans – Production and Credit Quality

	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
Originations								
Amount (\$ in billions)	\$1.6	\$1.9	\$1.6	\$1.3	\$1.2	\$1.4	\$1.4	\$1.6
% new vehicles	47%	52%	46%	40%	42%	49%	45%	47%
Avg. LTV	89%	88%	90%	92%	90%	90%	91%	89%
Avg. FICO	778	781	773	766	764	767	763	766
Portfolio Performance								
30+ days PD and accruing %	0.88%	0.95%	0.84%	0.81%	0.67%	0.98%	0.81%	0.74%
NCO %	0.22%	0.30%	0.26%	0.17%	0.32%	0.30%	0.26%	0.22%
Vintage Performance <sup>(1)</sup>								
6-month losses			0.03%	0.04%	0.03%	0.03%	0.03%	0.03%
9-month losses				0.11%	0.10%	0.10%	0.10%	0.09%
12-month losses					0.17%	0.16%	0.17%	0.15%

(1) Annualized

2020 First Quarter Earnings Review 47 | Huntington



# Auto Loans – Origination Trends

Loan originations from 2013 through 1Q20 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 (A)

(\$ in billions)	1Q20	2019	2018	2017	2016	2015	2014	2013
Originations	\$1.6	\$6.1	\$5.8	\$6.2	\$5.8	\$5.2	\$5.2	\$4.
% new vehicles	47%	46%	47%	50%	49%	48%	49%	469
Avg. LTV <sup>(1)</sup>	89%	90%	89%	88%	89%	90%	89%	899
Avg. FICO	778	772	766	767	765	764	764	76
Weighted avg. original term (months)	70	70	69	69	68	68	67	6
Avg. Custom Score	414	410	409	409	396	396	397	39
Charge-off % (annualized)	0.22%	0.26%	0.27%	0.36%	0.30%	0.23%	0.23%	0.199

# Home Equity: \$9.0 Billion

- Focused on geographies within our Midwest footprint with relationship customers
- Focused on high quality borrowers... portfolio as of 1Q20:
  - Average weighted FICO scores of 750+
  - o Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - o Approximately 55% 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	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$9.0	\$9.1	\$9.3	\$9.4	\$9.6
30+ days PD and accruing	0.80%	0.87%	0.81%	0.84%	0.79%
90+ days PD and accruing	0.13%	0.16%	0.14%	0.16%	0.16%
NCOs	0.19%	0.02%	0.11%	0.07%	0.12%
NALs	0.61%	0.61%	0.61%	0.61%	0.65%
ALLL	1.33%	0.55%	0.51%	0.50%	0.55%

2020 First Quarter Earnings Review 49 Huntington



# 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... 1Q20 originations:
  - Average weighted FICO scores of 750+
  - o Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - o Approximately 49% are 1st-liens

(\$ in billions)	1Q20	2019	2018	2017	2016	2015	2014	2013
Originations <sup>(1)</sup>	\$0.7	\$3.7	\$4.2	\$4.3	\$3.3	\$2.9	\$2.6	\$2.2
Avg. LTV	75%	75%	77%	77%	78%	77%	76%	72%
Avg. FICO	776	778	773	775	781	781	780	780
Charge-off % (annualized)	0.19%	0.08%	0.06%	0.05%	0.06%	0.23%	0.44%	0.99%
HPI Index <sup>(2)</sup>	235.0	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate <sup>(3)</sup>	3.8%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%



# Residential Mortgages: \$11.4 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	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$11.4	\$11.4	\$11.2	\$11.2	\$10.9
30+ days PD and accruing	2.10%	2.40%	2.50%	2.49%	2.41%
90+ days PD and accruing	1.15%	1.13%	1.11%	1.07%	1.06%
NCOs	0.02%	0.04%	0.03%	0.05%	0.10%
NALs	0.58%	0.62%	0.62%	0.55%	0.62%
ALLL	0.46%	0.20%	0.20%	0.19%	0.21%

2020 First Quarter Earnings Review 51 | Huntington



# 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 1Q20 portfolio origination: purchased / refinance mix of 41% / 59%

(\$ in billions)	1Q20	2019	2018	2017	2016	2015	2014	2013
Portfolio originations	\$0.6	\$2.9	\$2.9	\$2.7	\$1.9	\$1.5	\$1.2	\$1.4
Avg. LTV	86.9%	80.7%	82.9%	84.0%	84.0%	83.2%	82.6%	77.8%
Avg. FICO	766	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 <sup>(1)</sup>	235.0	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate <sup>(2)</sup>	3.8%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%

# RV and Marine: \$3.6 Billion

- Indirect origination via established dealers with 2017-2018 expansion into new states, primarily in the Southeast and the West
- 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	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	\$3.6	\$3.6	\$3.6	\$3.5	\$3.3
30+ days PD and accruing	0.55%	0.52%	0.44%	0.36%	0.37%
90+ days PD and accruing	0.05%	0.05%	0.04%	0.03%	0.05%
NCOs	0.27%	0.39%	0.23%	0.25%	0.39%
NALs	0.04%	0.04%	0.03%	0.03%	0.04%
ALLL	2.67%	0.59%	0.57%	0.53%	0.60%

2020 First Quarter Earnings Review | 53 | Huntington



# 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 A

(\$ in billions)	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
Portfolio originations	\$0.3	\$0.2	\$0.3	\$0.3	\$0.2	\$0.2	\$0.5	\$0.5
Avg. LTV <sup>(1)</sup>	106.9%	107.3%	105.9%	105.1%	104.6%	103.4%	105.5%	106.1%
Avg. FICO	801	799	800	801	799	804	802	797
Weighted avg. original term (months)	198	198	189	189	194	199	194	189
Charge-off % (annualized)	0.27%	0.39%	0.23%	0.25%	0.39%	0.31%	0.25%	0.34%



# **Credit Quality Trends Overview**

	1Q20	4Q19	3Q19	2Q19	1Q19
Net charge-off ratio	0.62%	0.39%	0.39%	0.25%	0.38%
90+ days PD and accruing	0.21	0.23	0.22	0.20	0.20
NAL ratio <sup>(1)</sup>	0.72	0.62	0.58	0.57	0.56
NPA ratio <sup>(2)</sup>	0.75	0.66	0.64	0.61	0.61
Criticized asset ratio <sup>(3)</sup>	3.59	3.64	3.62	3.43	3.38
ALLL ratio	1.93	1.04	1.05	1.03	1.02
ALLL / NAL coverage	270	167	179	182	183
ALLL / NPA coverage	257	157	163	168	166
ACL ratio	2.05	1.18	1.18	1.17	1.15
ACL / NAL coverage	287	190	202	206	207
ACL / NPA coverage	273	178	184	190	186

# Consumer Loan Delinquencies(1)



# **Total Commercial Loan Delinquencies**



# **Net Charge-Offs**





2020 First Quarter Earnings Review | 59 |

(#) Huntington

# Nonperforming Asset Flow Analysis

End of Period					
(\$ in millions)	1Q20	4Q19	3Q19	2Q19	1Q19
NPA beginning-of-period	\$498	\$482	\$460	\$461	\$387
Additions / increases	274	175	165	117	218
Return to accruing status	(18)	(20)	(24)	(16)	(33)
Loan and lease losses	(91)	(48)	(66)	(34)	(46)
Payments	(70)	(63)	(38)	(54)	(33)
Sales and other	(7)	(28)	(15)	(14)	(32)
NPA end-of-period	\$586	\$498	\$482	\$460	\$461
Percent change (Q/Q)	18%	3%	5%	(0)%	19%

# Criticized Commercial Loan Analysis

End of Period					
(\$ in millions)	1Q20	4Q19	3Q19	2Q19	1Q19
Criticized beginning-of-period	\$2,394	\$2,365	\$2,256	\$2,216	\$2,054
Additions / increases	510	479	523	524	462
Advances	187	109	106	129	93
Upgrades to "Pass"	(100)	(174)	(153)	(236)	(97)
Paydowns	(435)	(359)	(303)	(359)	(250)
Charge-offs	(82)	(38)	(39)	(21)	(41)
Moved to HFS	(0)	13	(25)	4	(4)
Criticized end-of-period	\$2,473	\$2,394	\$2,365	\$2,256	\$2,216
Percent change (Q/Q)	3%	1%	5%	2%	7%

2020 First Quarter Earnings Review | 61 | **Whuntington** 



# Franchise and Leadership





### **Huntington Bancshares Overview**

\$114 billion asset regional bank holding company

#### Consolidated

Branches: 827 Deposits: \$86.8 billion Loans<sup>(1)</sup>: \$110.5 billion

#### Michiaan

Branches: 278 Deposits: \$17.9 billion Loans(1): \$17.1 billion

#### Indiana

Branches: 40 Deposits: \$3.5 billion Loans<sup>(1)</sup>: \$5.7 billion

#### West Virainia

Branches: 25 Deposits: \$2.2 billion Loans(1): \$2.0 billion

#### Ohio

Branches: 394 Deposits: \$55.3 billion Loans<sup>(1)</sup>: \$40.0 billion

#### Pennsylvania

Branches: 45 Deposits: \$4.6 billion Loans(1): \$7.3 billion

#### Illinois

Branches: 35 Deposits: \$2.6 billion Loans(1): \$6.4 billion

#### Kentuckv

Branches: 10 Deposits: \$0.6 billion Loans(1): \$2.8 billion



#### **Retail Footprint Products**

Consumer Business Banking Commercial Wealth Management Insurance

#### **Extended Footprint Products**

Asset Finance Specialty Banking Verticals Corporate RV and Marine National Settlements

**Huntington Technology Finance** 

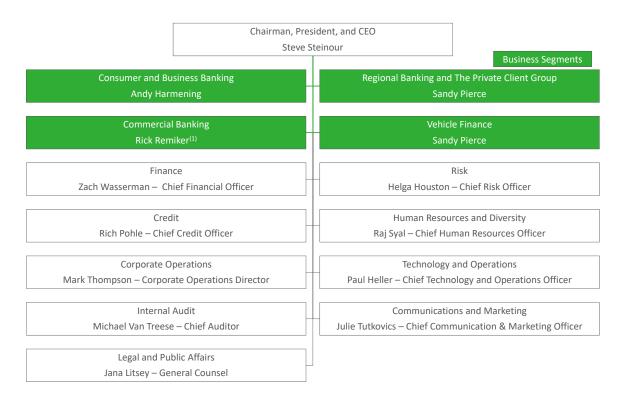
- Huntington's top 10 deposit MSAs represent ~80% of total deposits
- Ranked #1 in deposit market share in 14% of total footprint MSAs and top 3 in 47%
- Ranked #4 in US for percentage of top 3 deposit share company MSAs
- Combined GDP of 7 state core footprint represents 5th largest economy in the world<sup>(2)</sup>

See notes on slide 67

2020 First Quarter Earnings Review | 63 | **# Huntington** 



# Leadership Team



### Notes

#### Slide 8:

(1) The estimated March 31, 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 9:

Peer group includes CFG, CIT, CMA, FITB, KEY, MTB, PNC, RF, TFC (formerly BBT), and ZION Source: S&P Global Market Intelligence and company filings

#### Slide 11:

(1) TFC 2018 DFAST losses include both BBT and STI on combined basis

Peer group includes CFG, CIT, CMA, FITB, KEY, MTB, PNC, RF, TFC (formerly BBT), and ZION; 3 peers were below \$100 billion in assets and not required to participate in 2018 DFAST

Source: S&P Global Market Intelligence and company filings

#### Slide 28:

- (1) As of 3/31/20
- (2) Upper strike (%) / lower strike (%)

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

#### Slide 36:

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

#### Slide 38:

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

#### Slide 40:

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

2020 First Quarter Earnings Review | 65 | **# Huntington** 



### **Notes**

#### Slide 41:

- (1) End of period
- (2) Tax-equivalent yield on municipal securities calculated as of March 31, 2020 using 21% corporate tax rate
- (3) Weighted average yields were calculated using carry value

#### Slide 43:

- (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

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

#### Slide 45:

- (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 48:

(1) Auto LTV based on retail value

#### Slide 50:

- (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 52:

- (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



### **Notes**

#### Slide 54:

(1) RV/Marine LTV based on wholesale value

- (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 57:

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

#### Slide 58:

- (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 63:

- (1) Funded and unfunded loan commitments
- (2) 2018 IMF and US Bureau of Economic Analysis

#### Slide 64:

(1) Rick Remiker announced his retirement effective May 2020; will be succeeded by Scott Kleinman

2020 First Quarter Earnings Review | 67 | **(#) Huntington** 





Mark A. Muth **Director of Investor Relations** 

Office: 614.480.4720

E-mail: mark.muth@huntington.com



Brian M. Vereb

Asst. Dir. of Investor Relations

Office: 614.480.5098

E-mail: brian.m.vereb@huntington.com

For additional information, please visit: http://www.huntington.com

The Huntington National Bank is Member FDIC. 🕪, Huntington® and 🖟 Huntington. Welcome.® are federally registered service marks of Huntington Bancshares Incorporated. ©2020 Huntington Bancshares Incorporated. (Nasdaq: HBAN)