



# 2020 RBC Capital Markets Fixed Income Symposium

April 28-30, 2020



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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.

# 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

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# 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

## Michigan

Branches: 278  
Deposits: \$17.9 billion  
Loans<sup>(1)</sup>: \$17.1 billion

## Indiana

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

## West Virginia

Branches: 25  
Deposits: \$2.2 billion  
Loans<sup>(1)</sup>: \$2.0 billion

## Ohio

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

## Pennsylvania

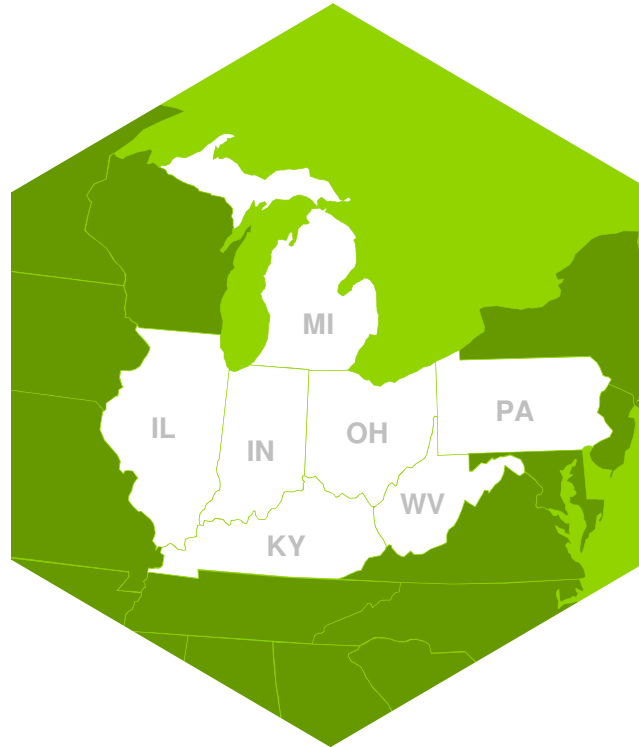
Branches: 45  
Deposits: \$4.6 billion  
Loans<sup>(1)</sup>: \$7.3 billion

## Illinois

Branches: 35  
Deposits: \$2.6 billion  
Loans<sup>(1)</sup>: \$6.4 billion

## Kentucky

Branches: 10  
Deposits: \$0.6 billion  
Loans<sup>(1)</sup>: \$2.8 billion



## Retail Footprint Products

Consumer  
Business Banking  
Commercial  
Wealth Management  
Trust  
Insurance

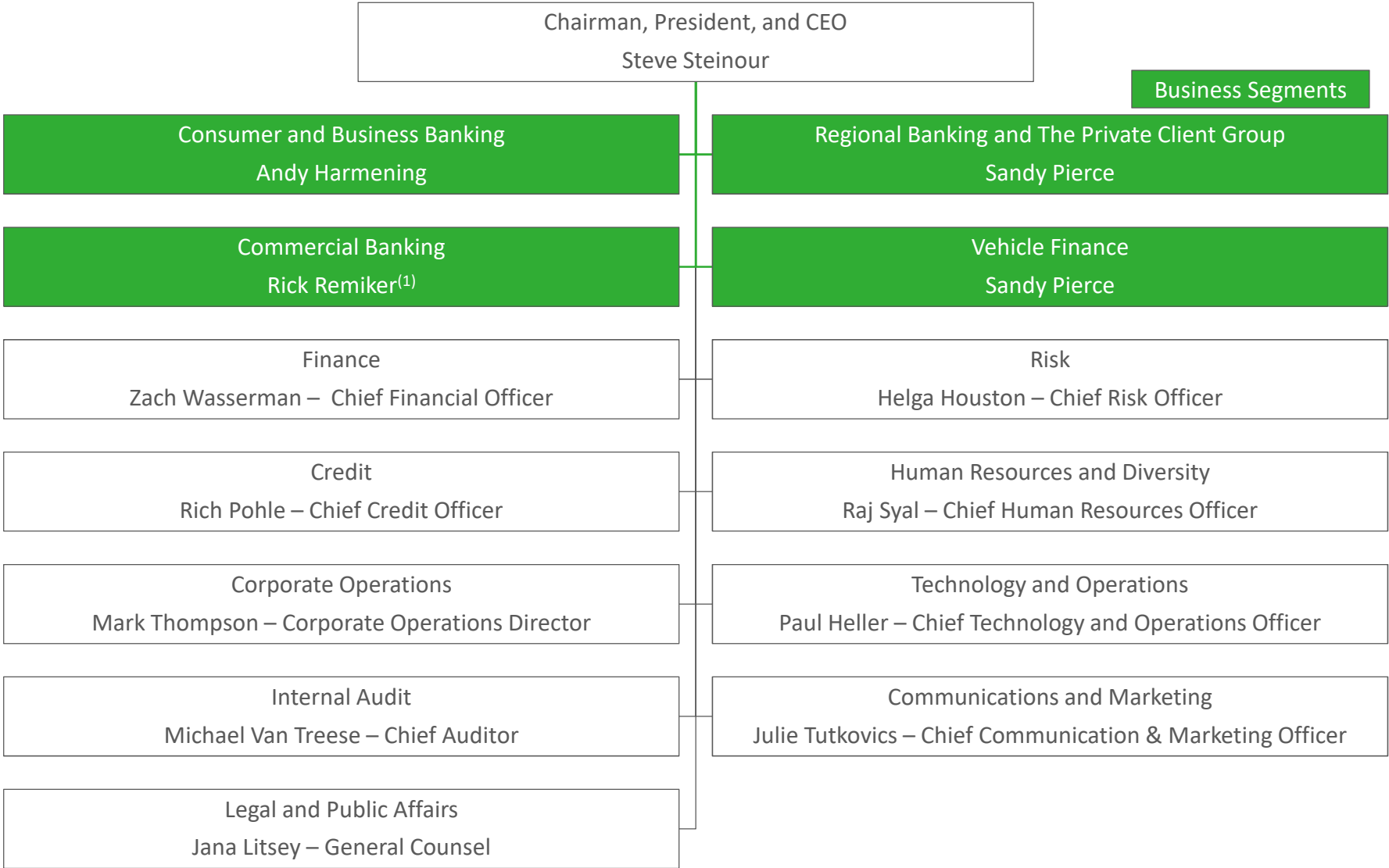
## Extended Footprint Products

Asset Finance  
Auto  
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 70

# Leadership Team



See notes on slide 70

# Deeply Engaged, Diverse Board of Directors



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

<p><b>Lizabeth Ardisana</b> Owner and CEO, ASG Renaissance LLC</p>	<p><b>Gina D. France</b> Founder, President and CEO, France Strategic Partners LLC</p>	<p><b>Kenneth J. Phelan</b> Former Chief Risk Officer of the U.S. Department of Treasury</p>
<p><b>Alanna Cotton</b> Senior Vice President and General Manager, Samsung Electronics America, Inc.</p>	<p><b>J. Michael Hochschwender</b> President and CEO, The Smithers Group</p>	<p><b>David L. Porteous</b> Attorney, McCurdy Wotila &amp; Porteous, P.C.; Lead Director, Huntington Bancshares</p>
<p><b>Ann ("Tanny") B. Crane</b> President and CEO, Crane Group Company</p>	<p><b>Chris Inglis</b> Retired Deputy Director, National Security Agency</p>	<p><b>Stephen D. Steinour</b> Chairman, President, and CEO, Huntington Bancshares Incorporated</p>
<p><b>Robert S. Cubbin</b> Retired President and CEO, Meadowbrook Insurance Group</p>	<p><b>Katherine M. A. (Allie) Kline</b> Former Chief Marketing and Communications Officer for Oath Incorporated</p>	
<p><b>Steven G. Elliott</b> Retired Senior Vice Chairman, BNY Mellon</p>	<p><b>Richard W. Neu</b> Retired Chairman, MCG Capital Corporation; Retired Treasurer and Director, Charter One Financial</p>	



# Board Commitment to Strong Corporate Governance and Engagement

Meetings	2010	2011	2012	2013	2014 <sup>(1)</sup>	2015	2016	2017	2018	2019
HBI Board Meeting	12	9	13	16	12	15	15	16	17	12
HBI Audit Committee <sup>(2)</sup>	16	15	11	13	11	12	10	11	19	17
HBI Capital Planning Committee <sup>(3)</sup>	8	8								
HBI Community Development Committee	4	4	4	4	4	7	4	4	4	4
HBI Compensation Committee	8	8	7	6	7	6	7	6	4	5
HBI Executive Committee	11	11	3	2	1	8		2	5	1
HBI NCG Committee	9	6	7	5	5	5	8	6	5	7
HBI Risk Oversight Committee <sup>(2)</sup>	20	16	24	20	21	15	20	18	18	16
HBI Technology Committee					5	4	4	4	4	4
Other <sup>(4)</sup>	33						14	7		
<b>TOTAL</b>	<b>121</b>	<b>77</b>	<b>69</b>	<b>66</b>	<b>66</b>	<b>72</b>	<b>82</b>	<b>74</b>	<b>76</b>	<b>66</b>

See notes on slide 70

# Board Skills, Knowledge, and Experience

Directors embody a well-rounded variety of skills, knowledge, and experience, as demonstrated in the chart below

Experience/Background	# of Directors
Audit / Financial Reporting	8
Client / Consumer Marketing, Branding & Communication	5
Technology / Cybersecurity	6
Compensation & Human Capital Management	10
Financial Services	8
Government, Public Policy & Regulatory	12
Risk Management	9
Legal	3
Strategic Planning / M&A	12
Public Company Executive	6
ESG (Environmental, Social, and Governance)	7
Payments	2

# Management / Shareholder Alignment

Driving reduced earnings volatility, more stable returns, higher capital generation, and stronger shareholder value creation

Board and CEO  
set the  
“Tone at the Top”

Significant  
investment in  
risk management

“Everyone  
Owns Risk”  
culture

Disciplined  
management  
of credit risk

HBAN has instituted mechanisms to drive a high level of management and shareholder alignment, focusing decision making on **long-term returns** while maintaining our Board-defined **aggregate moderate-to-low risk appetite**.

- ✓ **Hold-to-retirement requirements** on equity grants and awards
- ✓ **Clawback provisions** in all incentive compensation plans
- ✓ **Equity ownership targets** for CEO, ELT, and next ~50 managers
- ✓ Directors / Colleagues collectively represent **top 10 shareholder** (~28 million shares)

# Delivering on Our Purpose

Our Commitment to Environmental, Social, & Governance (ESG)

Our commitment to ESG, or **Corporate Sustainability**, is a reaffirmation of our long-held commitment to do the right thing for our shareholders, customers, colleagues, and communities.

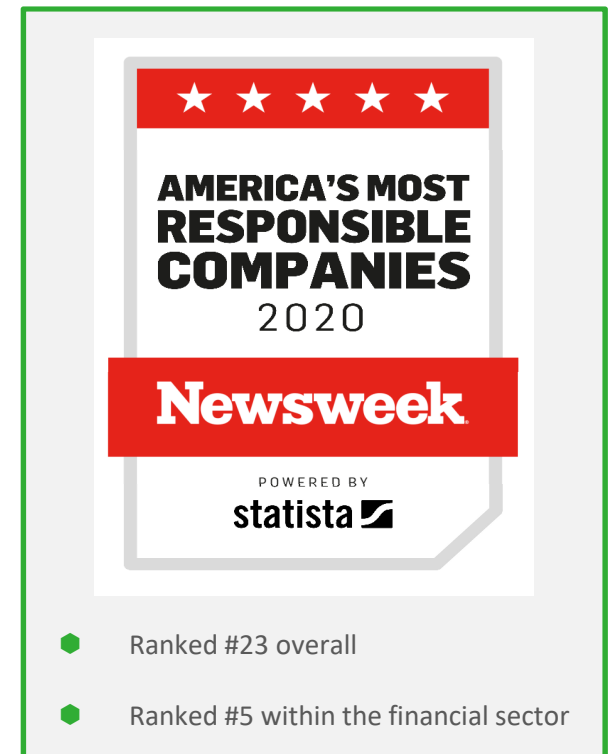
2018 ESG Report



Upcoming 2019 ESG Report



Recent ESG Recognition



# 2018 ESG Highlights

We look out for people

## Building economically inclusive communities

**\$986 million** in community development loans and investments

**5,251** community development loans supporting affordable housing

**\$16.1 billion** community development plan

**1,655 families** in mortgage distress assisted through the Home Savers program

**24.3%** of branches located in low-to-moderate income neighborhoods

**32,314 hours** of volunteer services

**\$10.6 million** in philanthropic investments

**#1** originator of loans to small business through the Small Business Administration<sup>(1)</sup>

## Reducing our impact

Made progress toward **10% reduction** in emissions, paper and water use, and waste to landfill by 2022

**596** environmental sustainability projects completed with over **\$16 million invested**

**50 → 117** increased our ENERGY STAR certified facilities

## Commitment to diversity and inclusion

**43%**  
middle and executive management diversity



**50%**  
middle and executive management diversity by 2021

**33%** board of directors diversity

**26%** of spending with diverse suppliers

**67%** total workforce diversity

## Investing in our colleagues

### Increased:

- **Minimum starting wage** from \$15 to \$16 per hour (effective May 2019)
- **Access to healthcare** through lowered deductible and enhanced plans
- **Family leave** from 1 week to 4 weeks

Implemented **caregiver leave**

Enhanced **military benefits**

**48** learning hours per colleague

# 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

# Strategically Positioning For a Digital Future

Continue tech enhancements driving modernized delivery model and recognition

## Improving and Simplifying Sales and Service

### Transforming Branch Efficiency

- ✓ Reduced time to open an account by 30% - 50%
- ✓ Paperless origination
- ✓ Active migration of branch deposits to self service
- ✓ New ATM vendor and capabilities

### Customer Segmentation

- ✓ Personalized communication
- ✓ Bundled products

### Next Gen Acquisition and Deepening

- ✓ Data-driven targeted offers
- ✓ Improved, real-time sales leads
- ✓ Digitally-enabled acquisition including mobile capabilities
- ✓ New sales process

### Robotic Processing / AI

#### Chatbots

- ✓ Full scale deployment in 1Q20

We Listen to Customers & Colleagues.

We Add Value to Our Customers.

We Make Banking Easier.

## Mobile and Digital Initiatives to Enhance Customer Experience

Highest in Customer Satisfaction with Online Banking and Mobile Banking Apps

For J.D. Power 2019 award information, visit [jdpower.com/awards](http://jdpower.com/awards)



- ✓ Introduced “the Hub” portal (digital and mobile tools, alerts, and insights)
- ✓ Introduced digital card lock for credit and debit cards
- ✓ Partnered with third-party fintech on spend categorization
- ✓ Partnered with third-party firm on updated leads generation capability
- ✓ Launching AI on Huntington Heads Up (push notification service)
- ✓ Robotic Process Automation – Center of Excellence established across the bank

# Financial Update



# 2020 First Quarter Financial Highlights

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

<b>Revenue (FTE)</b>	<b>EPS</b>	<b>TBVPS</b>
\$1,157 million ↑ 1% Y/Y	\$0.03 ↓ 91% Y/Y	\$8.28 ↑ 8% Y/Y
<b>ROA</b>	<b>ROCE</b>	<b>ROTCE</b>
0.17% ↓ 118 basis points Y/Y	1.1% ↓ 12.7 percentage pts Y/Y	1.8% ↓ 16.5 percentage pts Y/Y

- ◆ 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

# Near-Term Outlook

Withdrawing prior 2020 expectations due to uncertain economic outlook

## 2Q20 Expectations (vs. 1Q20)

### Loans

- 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)
- Average consumer loans flat to modestly lower as continued growth in residential mortgage offset by home equity and indirect auto runoff

### Deposits

- 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
- Average short-term borrowings and long-term debt used to fund gap between loan and core deposit growth

### Revenue

- 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

### Expense

- 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
- 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

### Credit

- Continued elevated net charge-offs near the high end of average through-the-cycle target range (35-55 bp)
- Continued reserve build as credit provision expected to remain elevated, driven by economic outlooks

# Pretax, Pre-Provision Earnings (PTPP)

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

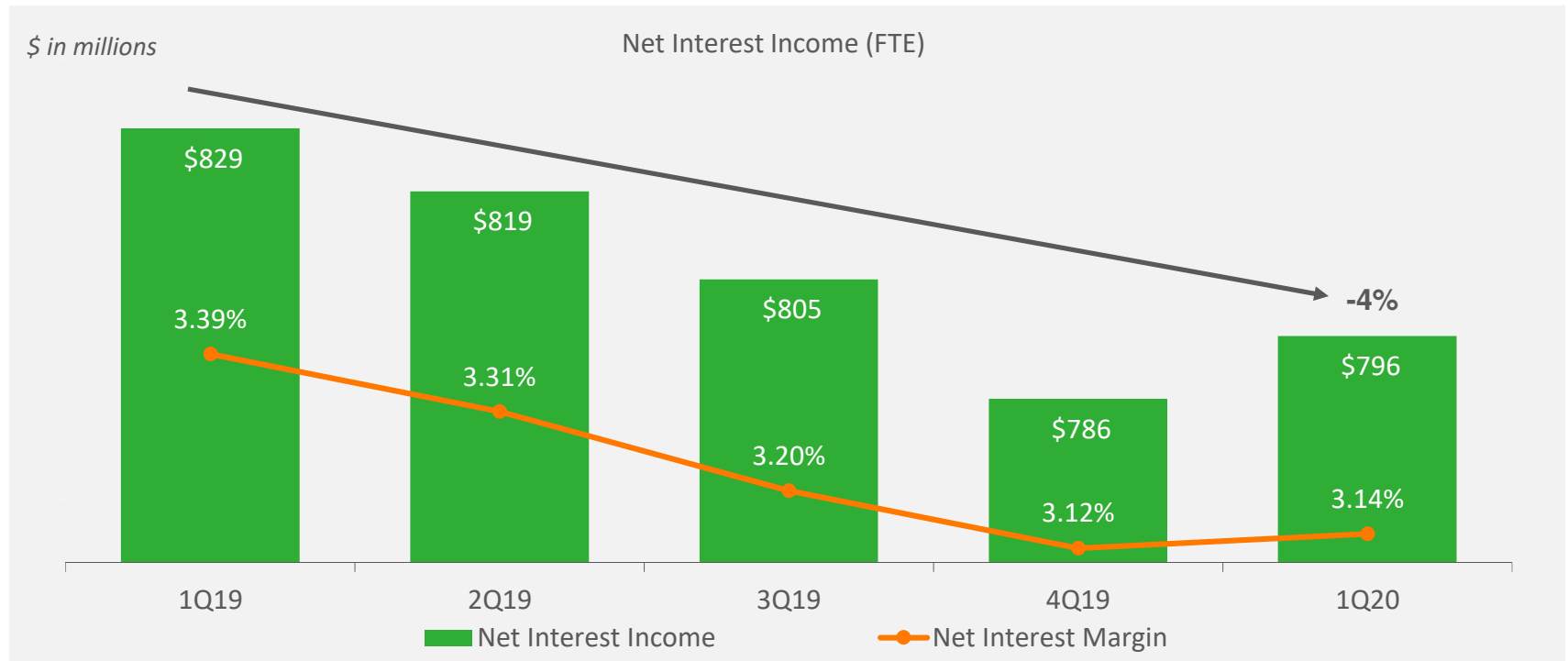
(\$ in millions)	1Q20	1Q19	Year-Over-Year Change	
			\$	%
Net interest income (FTE)	\$796	\$829	(\$33)	-4%
Noninterest income	\$361	\$319	\$42	13%
Total revenue	\$1,157	\$1,148	\$9	1%
Noninterest Expense	\$652	\$653	(\$1)	0%
<b>Pretax, Pre-Provision Earnings (PTPP)* - Non-GAAP</b>	<b>\$505</b>	<b>\$495</b>	<b>\$10</b>	<b>2%</b>
Credit provision	\$441	\$67	\$374	558%
Net income available to common	\$30	\$339	(\$309)	-91%

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

# Income Statement

# Net Interest Income

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

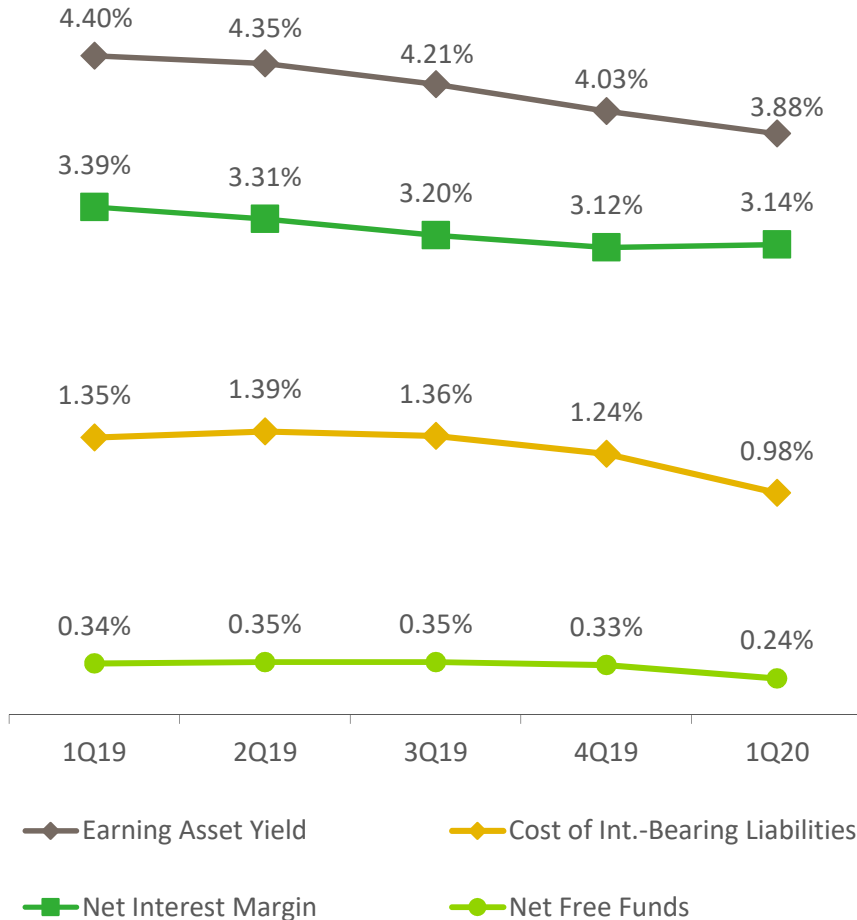


- Net interest income decreased 4% year-over-year, reflecting a 25 basis point decrease in the FTE net interest margin, partially offset by the benefit from a 3% increase in average earning assets
- FTE net interest margin includes a 4 basis point benefit from the impact of long-term debt derivative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

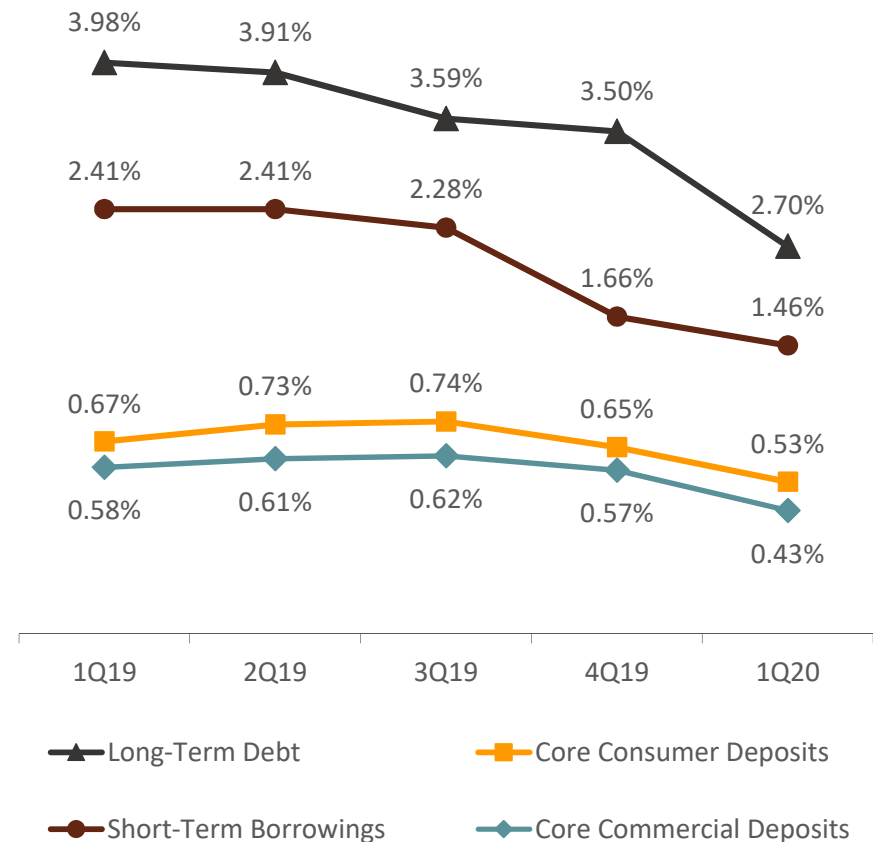
# Net Interest Margin (FTE)

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

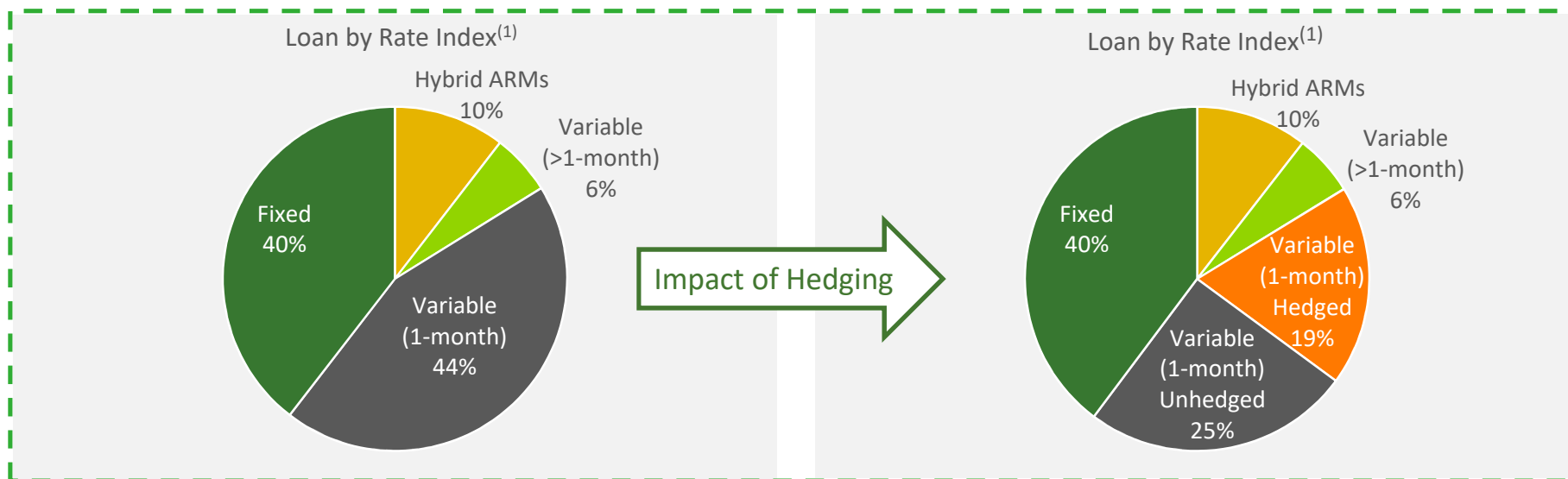
### Net Interest Margin Trends



### Components of Cost of Interest-Bearing Liabilities



# Hedging Program Overview



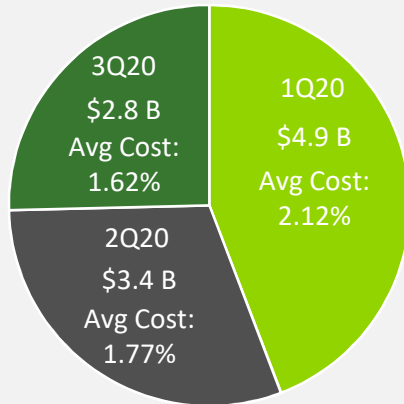
Active Hedges <sup>(1)</sup>	Notional (\$B)	Wtd Avg. Receive Rate / Floor Strike	Wtd. Avg. Pay Rate/LIBOR Reset Rate
Asset Swaps – 1mL	\$6.0	1.82%	0.97%
Asset Floors	\$8.2	1.84%	1.26%
Floor Spreads <sup>(2)</sup>	\$0.4	2.50% / 1.50%	0.92%
Debt Swaps – 1mL	\$5.8	2.29%	1.00%
Debt Swaps – 3mL	\$2.3	1.80%	1.20%
<b>Total</b>	<b>\$22.6</b>	<b>1.96%</b>	<b>1.10%</b>

Forward-Starting Hedges <sup>(1)</sup>	Notional (\$B)	Wtd Avg. Receive Rate / Floor Strike	Active Dates
Asset Swaps – 1mL	\$1.3	1.45%	Jun '20 - Jun '24
Asset Floors	-	-	-
Floor Spreads <sup>(2)</sup>	\$3.5	1.68% / 0.79%	May '20 - May '26
Debt Swaps – 1mL	-	-	-
Debt Swaps – 3mL	-	-	-
<b>Total</b>	<b>\$4.8</b>	<b>1.62%</b>	<b>-</b>

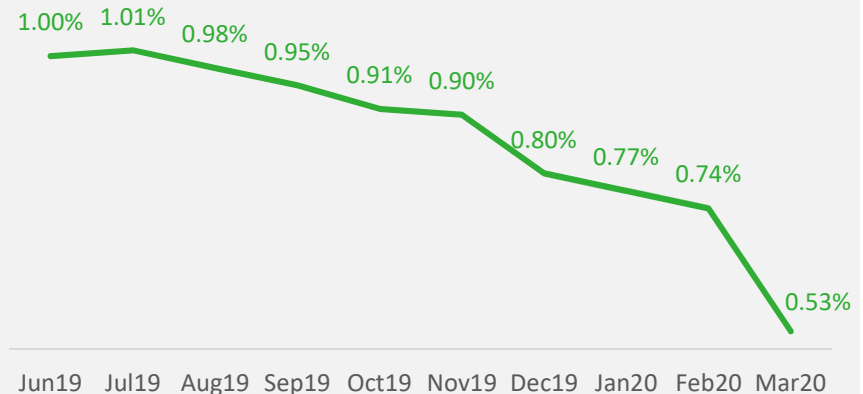
See notes on slide 70

# Deposit Repricing Overview

CD and MMA Promo Rate Maturities



Monthly Interest-Bearing Deposit Cost



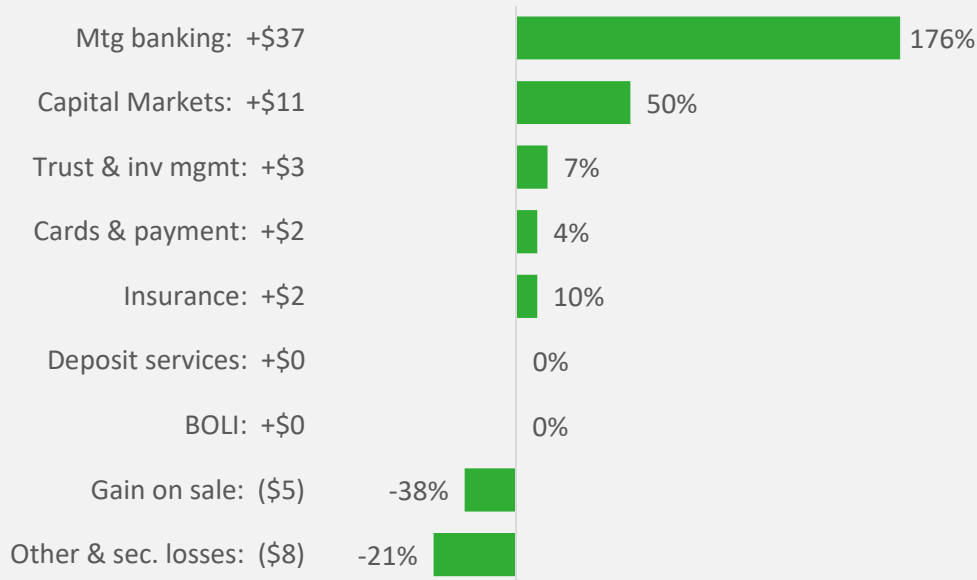
- Leveraging market- and customer-specific playbooks utilized following each rate cut in 2019
- Implementing additional pricing reductions correlated to market interest rate movements across consumer and commercial products
- Rational and disciplined approach to optimizing interest costs
  - Consumer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



# Noninterest Income

Mortgage banking and capital markets fuel growth in noninterest income

Change in Quarterly Noninterest Income Year-over-Year

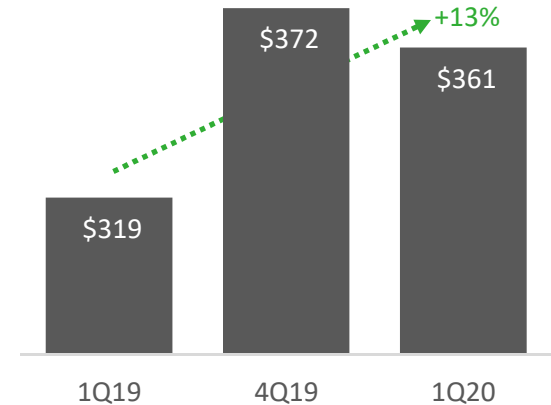


vs. Year-Ago Quarter

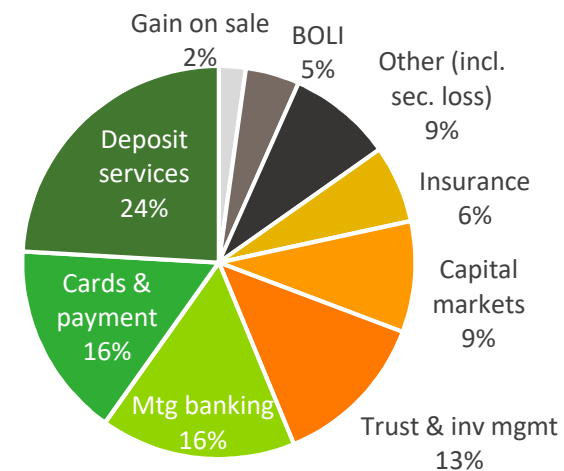
- ◆ Mortgage banking increased 176%, reflecting an 86% increase in salable mortgage originations, higher secondary marketing spreads, and a \$7 million increase in income from net mortgage servicing rights (MSR) risk management
- ◆ Capital markets fees increased 50%, driven by increases in commodities derivatives and interest rate derivatives activity
- ◆ Gain on sale of loans and leases decreased 38% due to lower SBA loan sales

Note: \$ in millions unless otherwise noted

Total Noninterest Income



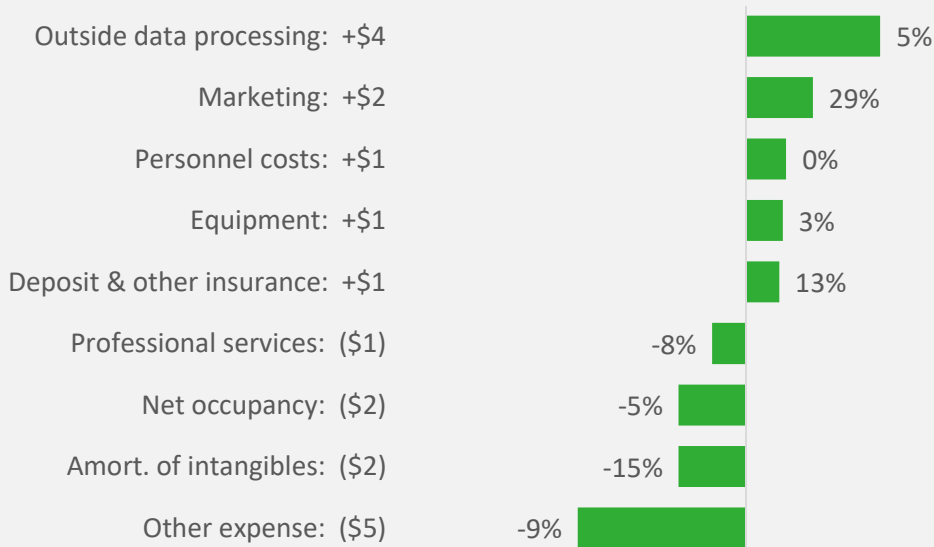
1Q20 Noninterest Income



# Noninterest Expense

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

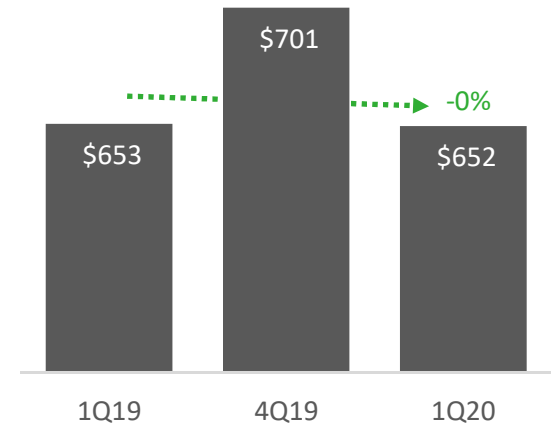
Change in Quarterly Noninterest Expense Year-over-Year



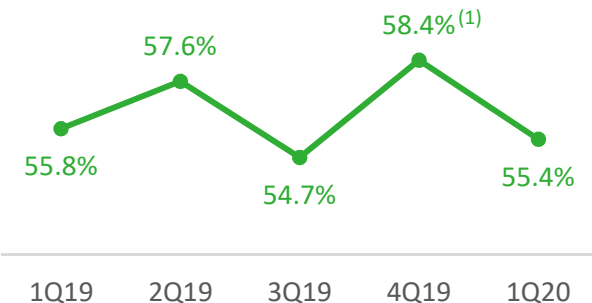
vs. Year-Ago Quarter

- Other noninterest expense decreased \$5 million, primarily as a result of higher operational losses in the first quarter 2019
- Currently implementing contingency expense management plans
  - Managing discretionary spend (marketing, travel, entertainment, etc.)
  - Pacing and prioritizing our investments
  - Reviewing structural costs (branch footprint)
  - Reviewing organization size and compensation levels

Total Expense

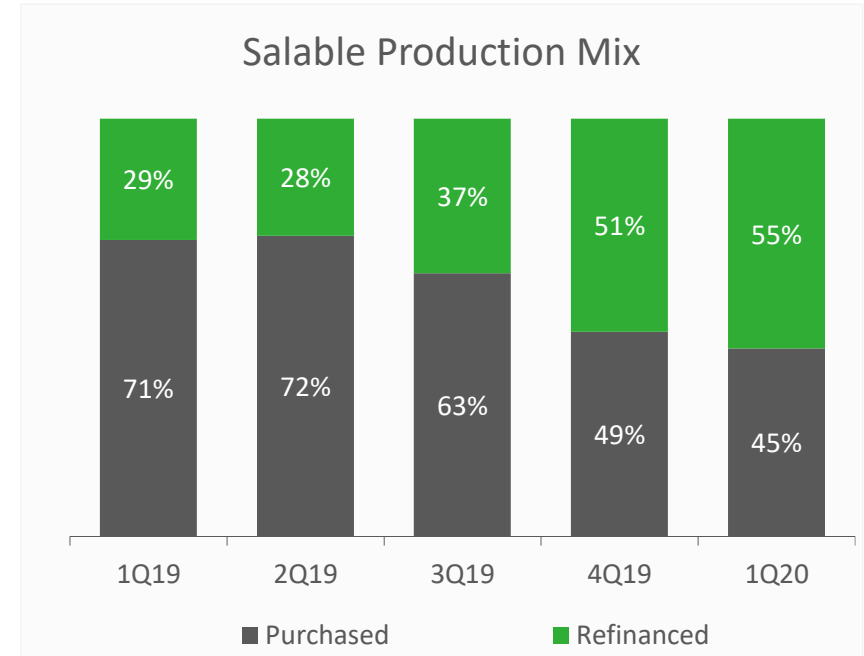
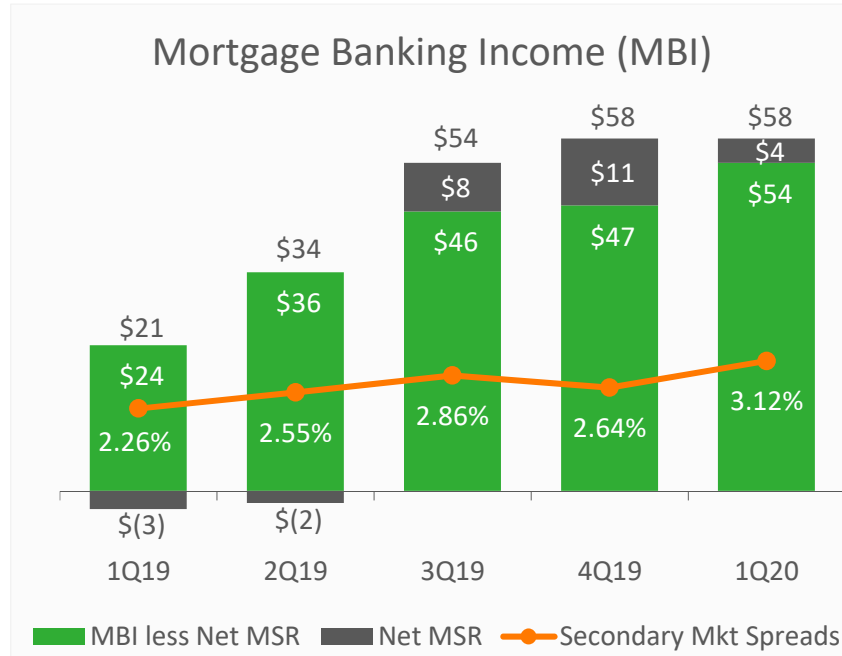


Efficiency Ratio Trend



Note: \$ in millions unless otherwise noted; see notes on slide 70

# Mortgage Banking Noninterest Income Summary



*(\$ in billions)*

	1Q20	4Q19	3Q19	2Q19	1Q19
Mortgage origination volume for sale	1.4	1.5	1.5	1.2	0.8
Third party mortgage loans serviced <sup>(1)</sup>	22.8	22.4	21.7	21.5	21.3
Mortgage servicing rights <sup>(1)</sup>	0.2	0.2	0.2	0.2	0.2
MSR % of investor servicing portfolio <sup>(1)</sup>	0.72%	0.95%	0.83%	0.90%	0.99%

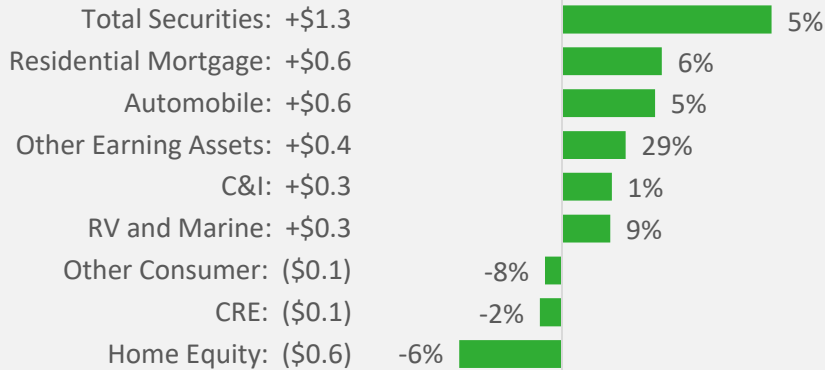
(1) End of period

# Balance Sheet

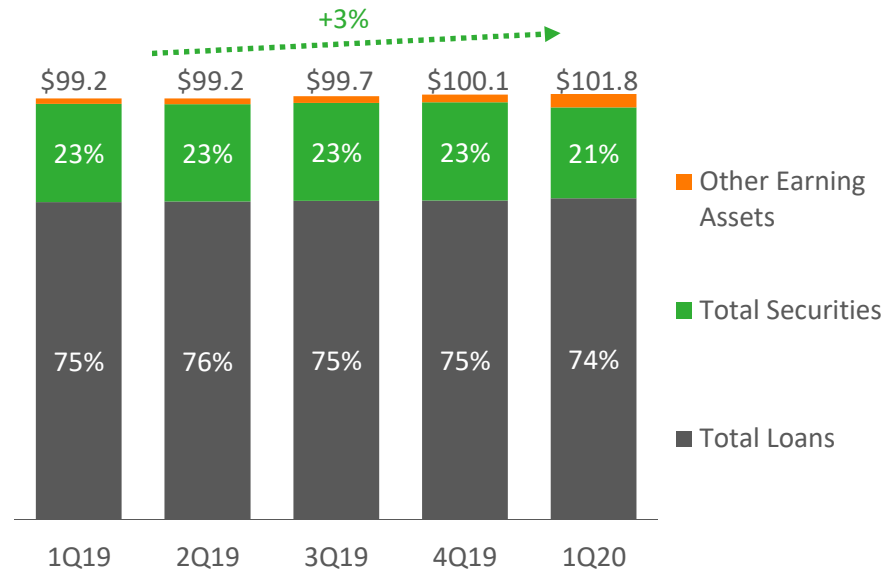
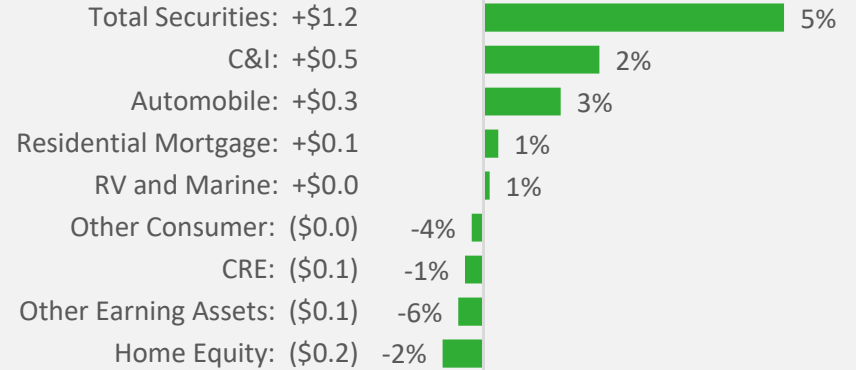
# Average Earning Assets

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

## Average Quarterly Growth Year-over-Year



## Average Growth Linked Quarter



## vs. Year-Ago Quarter Average

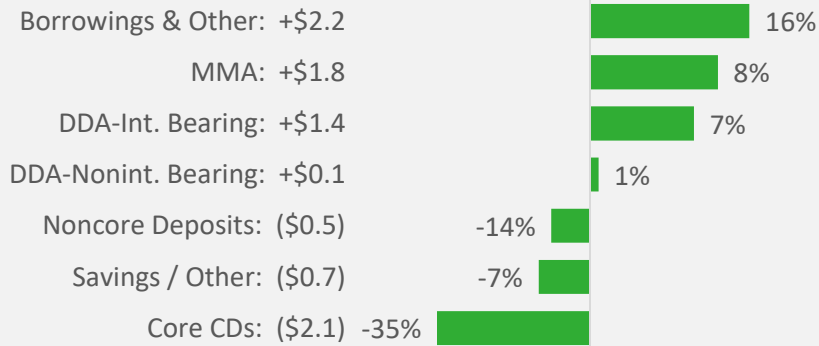
- Total securities increased 5%, reflecting portfolio growth and the mark-to-market of the available-for-sale portfolio
- Residential mortgage increased 6%, reflecting robust portfolio mortgage production over the past four quarters
- Automobile loans increased 5%, driven by strong production over the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

Note: \$ in billions unless otherwise noted

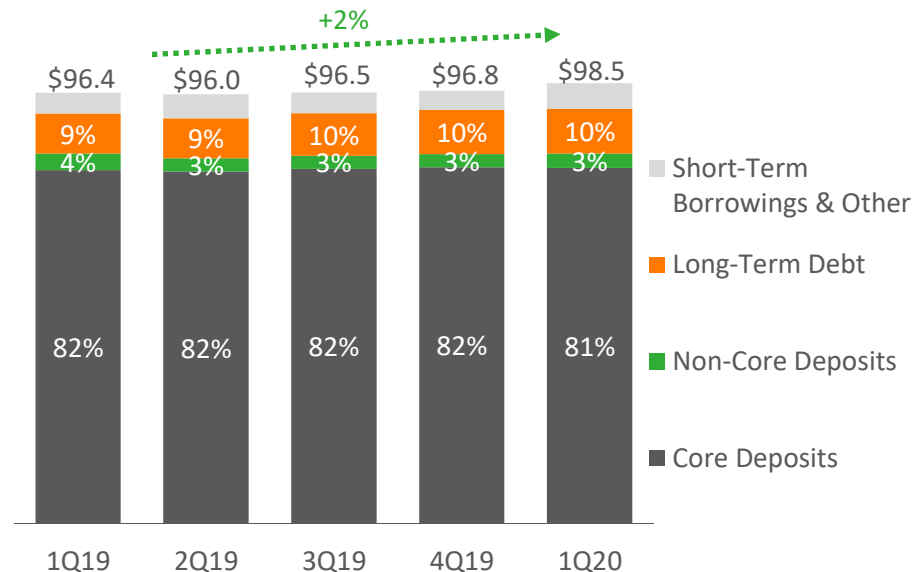
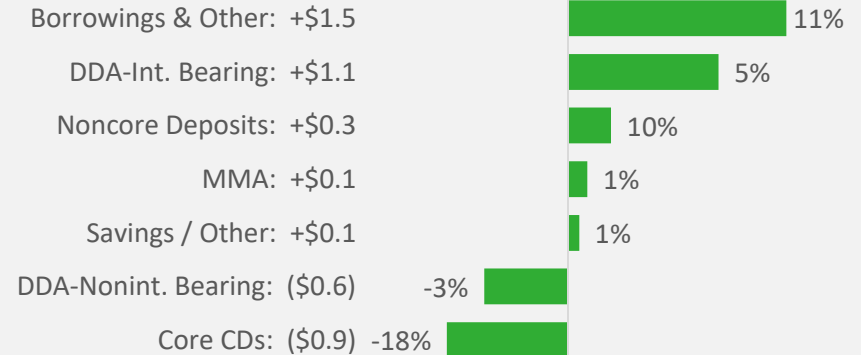
# Average Non-Equity Funding

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

## Average Quarterly Growth Year-over-Year



## Average Growth Linked Quarter



## vs. Year-Ago Quarter Average

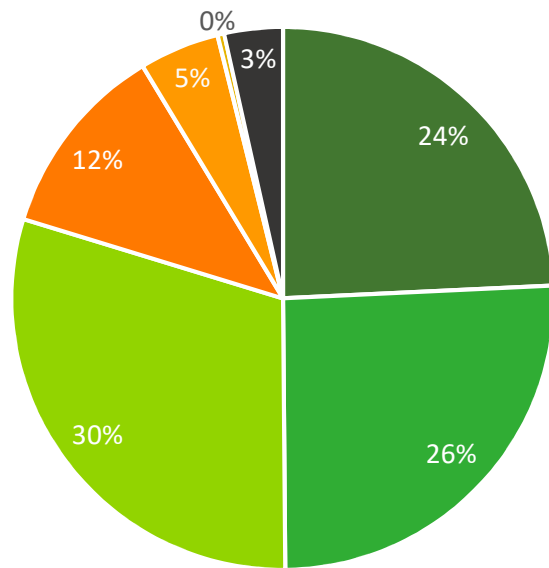
- Total debt increased 19% to fund the increase in the size of our securities portfolio as part of our interest rate hedging strategy
- Money market deposits increased 8%, reflecting growth driven by promotional pricing and a continued shift in consumer product mix
- Core certificates of deposit decreased 35%, reflecting the maturity of the balances related to the 2018 consumer deposit growth initiatives

Note: \$ in billions unless otherwise noted

# Average Deposit Composition: \$82.7 Billion

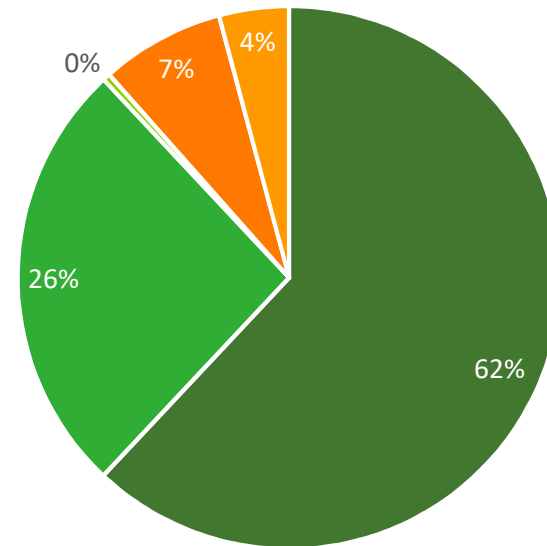
1Q20 average balances

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

# Total Core Deposit Trends

Average (\$ in billions)	1Q20	1Q20 vs 4Q19 <sup>(1)</sup>	1Q20 vs 1Q19
<b>Commercial</b>			
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
<b>Consumer</b>			
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)
<b>Total</b>			
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 %

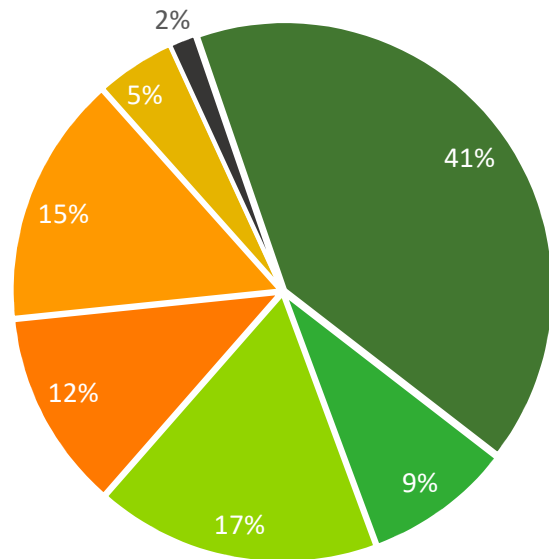
See notes on slide 70



# Average Loan Composition: \$75.7 Billion

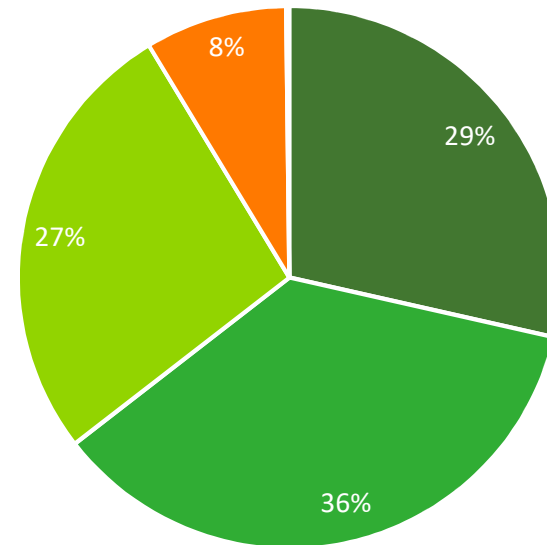
1Q20 average balances

Average Balance by Type



- 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

# Consumer and Commercial Asset Trends

Average (\$ in billions)	1Q20	1Q20 vs 4Q19 <sup>(1)</sup>	1Q20 vs 1Q19
<b>Commercial</b>			
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
<b>Consumer</b>			
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
<b>Total</b>	\$ 78.7	3 %	1 %

See notes on slide 71

# Credit Update

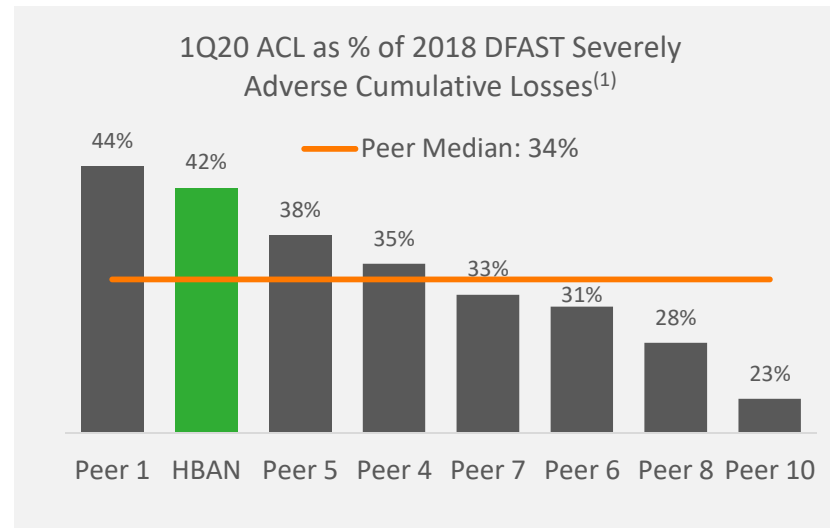
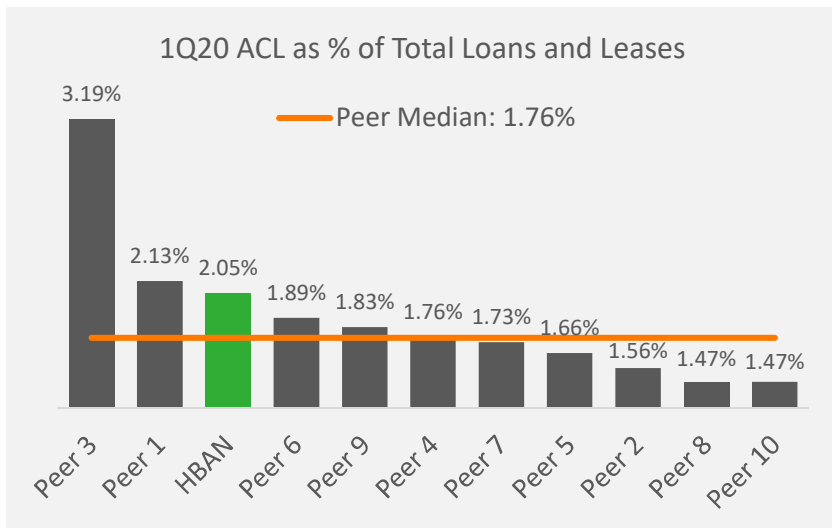
# Strategic Credit Risk Management Actions Since 2009

Positioned for top quartile through-the-cycle performance

- |             |   |
|-------------|---|
| 2009        | <ul style="list-style-type: none"><li>• Established clear credit risk appetite and aligned credit strategy and policy</li><li>• Centralized credit and risk management (versus delegation to each region)</li><li>• Established credit concentration limits</li><li>• Identified core CRE customers based on financial strength and performance; began exiting non-core borrowers (greater than 90% of CRE customers)</li></ul> |
| 2010 – 2011 | <ul style="list-style-type: none"><li>• Tightened consumer lending standards</li><li>• Eliminated HELOC requiring balloon payments</li></ul>  |
| 2015        | <ul style="list-style-type: none"><li>• Established leveraged lending policies and underwriting standards</li></ul>   |
| 2016        | <ul style="list-style-type: none"><li>• Increased equity requirements on CRE, particularly construction, retail, and multi-family</li><li>• Deep credit due diligence on FirstMerit acquisition (expectations met since)</li></ul>  |
| 2017        | <ul style="list-style-type: none"><li>• Heightened underwriting standards for leveraged lending</li><li>• Began leveraging well-established Auto Finance underwriting infrastructure and standards in the RV &amp; Marine business</li><li>• Curtailed new construction originations in long-term care segment of healthcare</li></ul>  |
| 2018 – 2019 | <ul style="list-style-type: none"><li>• Reduced exposure to 2nd-lien high LTV home equity</li><li>• Implemented FICO score adjustments in HELOC (as well as construction limits) and RV/Marine</li><li>• Tightened limits on policy exceptions, particularly in middle market</li></ul>   |

# Strong Credit Risk Management

## 1Q20 ACL coverage above peer median



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

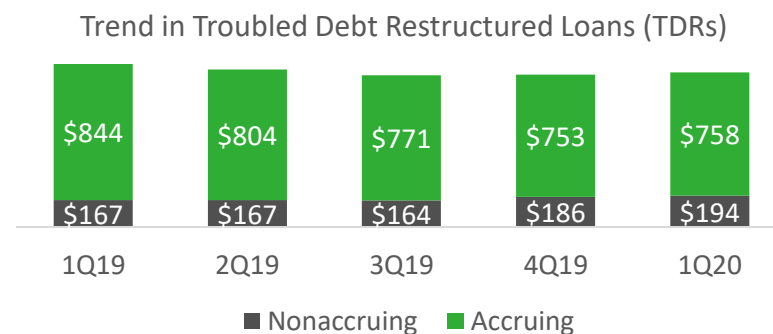
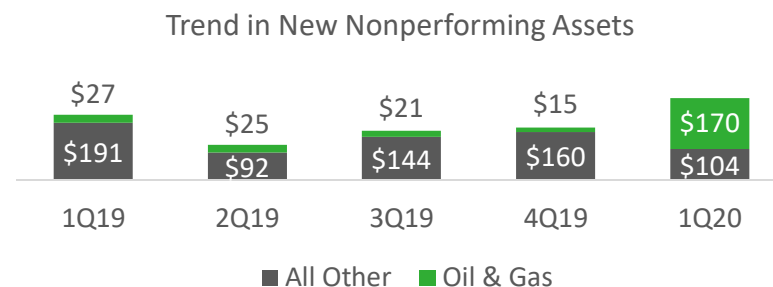
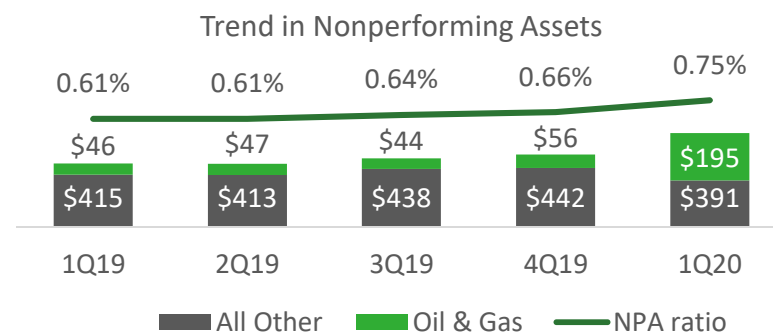
2015 (pre-FMER)		2016		2017		2018	
HBAN	4.2%	Peer 9	4.4%	Peer 9	4.2%	Peer 5	5.2%
Peer 9	4.5%	HBAN	4.8%	Peer 5	4.3%	HBAN	5.3%
Peer 4	4.6%	Peer 7	4.8%	HBAN	4.6%	Peer 4	5.8%
Peer 5	4.7%	Peer 8	5.1%	Peer 4	4.7%	Peer 7	6.1%
Peer 8	5.0%	Peer 5	5.3%	Peer 7	4.8%	Peer 1	6.1%
Peer 7	5.1%	Peer 4	5.3%	Peer 10	5.4%	Peer 8	6.1%
Peer 10	5.2%	Peer 1	5.8%	Peer 1	5.6%	Peer 6	6.5%
Peer 1	5.6%	Peer 10	5.8%	Peer 8	5.9%	Peer 10	6.7%
Peer 2	6.5%	Peer 6	6.1%	Peer 6	6.1%	Peer 3	NA
Peer 6	6.9%	Peer 2	6.3%	Peer 2	6.4%	Peer 9	NA
Peer 3	NA	Peer 3	NA	Peer 3	8.6%	Peer 2	NA

See notes on slide 71

# Credit Quality – NPAs and TDRs

Proactive and conservative approach to identifying impaired loans

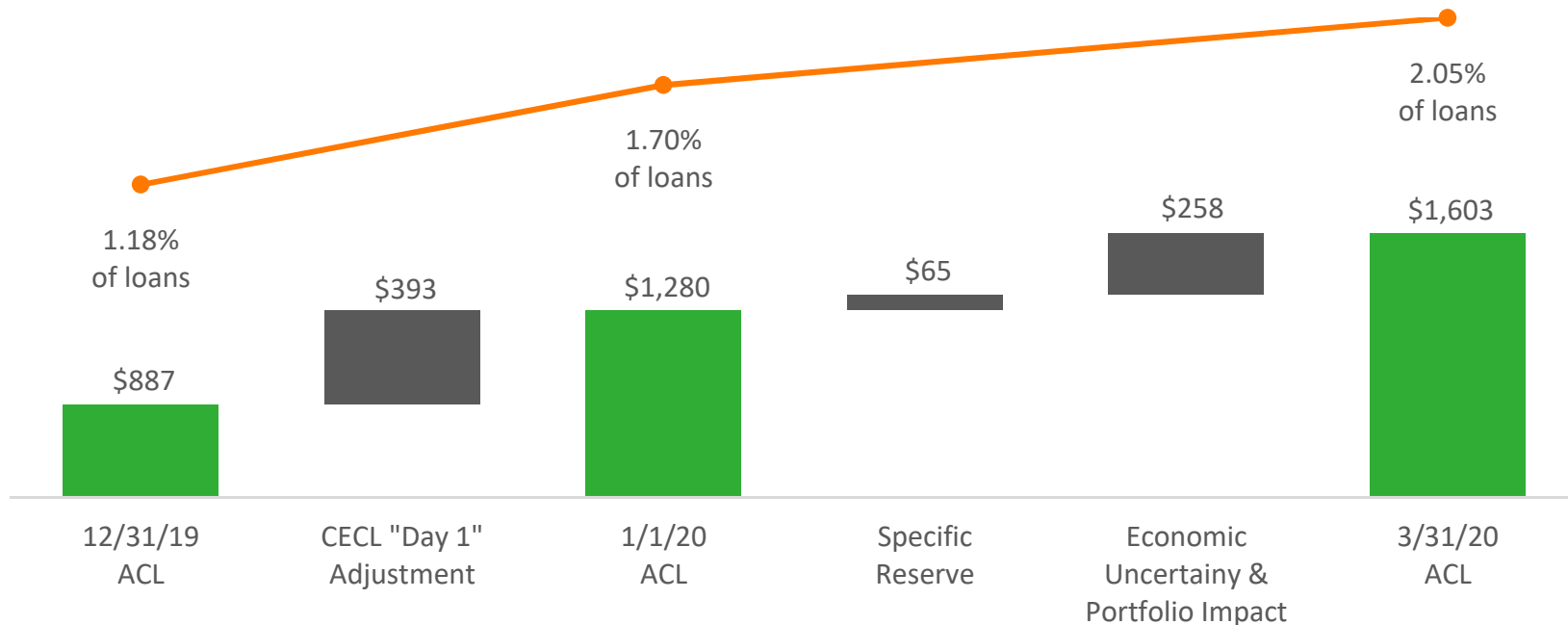
Nonaccrual Loans and Leases (NALs):	1Q20	4Q19	Q/Q Change
Commercial and Industrial	\$396	\$323	\$73
<i>Oil &amp; Gas within C&amp;I</i>	<i>195</i>	<i>56</i>	<i>139</i>
Commercial real estate	30	10	20
Automobile	6	4	2
Home equity	58	59	(1)
Residential mortgage	66	71	(5)
RV and marine	2	1	1
Other consumer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



# 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



# Balance Sheet Concentrations

Modest exposure to COVID-19 high impact industries

## Selected Commercial Loan Categories

**\$8.3 billion outstanding  
(10.6% of total loans)**

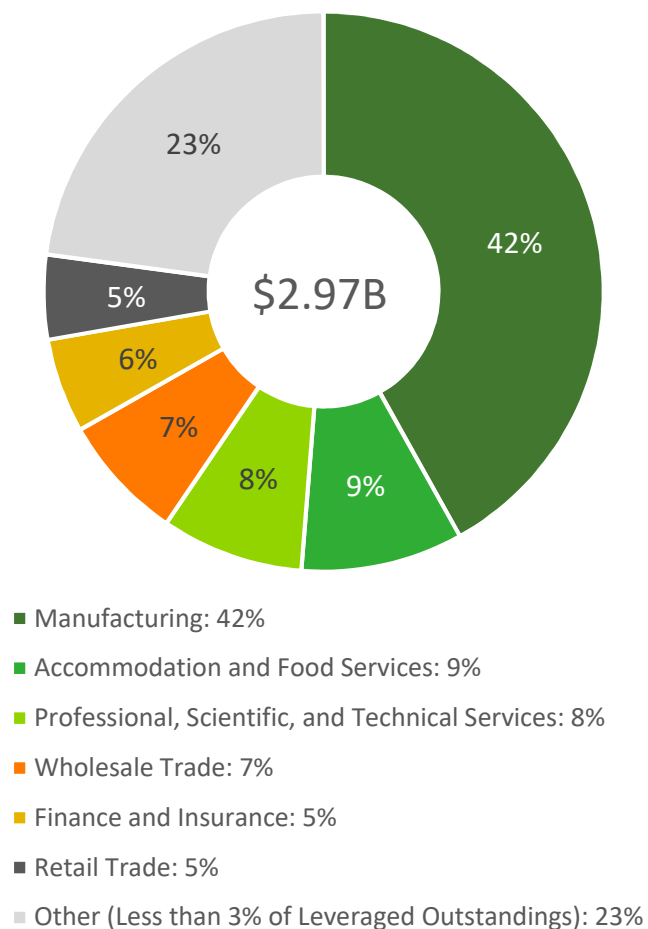
Accommodations and Food Services	<ul style="list-style-type: none"><li>• Accommodations: \$0.5 billion, 95% hotel exposure</li><li>• Restaurants: \$1.5 billion, 67% centrally managed with QSR focus</li></ul>	<b>\$2.1 billion (2.7% of total loans)</b>
Other Services	<ul style="list-style-type: none"><li>• Includes religious institutions, education, and recreation</li></ul>	<b>\$1.8 billion (2.3% of total loans)</b>
Mining, Quarrying, and Oil & Gas	<ul style="list-style-type: none"><li>• Oil &amp; gas extraction: \$1.2 billion<ul style="list-style-type: none"><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></li></ul>	<b>\$1.2 billion (1.5% of total loans)</b>
Transportation and Warehousing	<ul style="list-style-type: none"><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>	<b>\$1.2 billion (1.5% of total loans)</b>
Healthcare services	<ul style="list-style-type: none"><li>• Includes private practices, dentists, and elective surgery</li></ul>	<b>\$1.1 billion (1.4% of total loans)</b>
Sensitive Retail	<ul style="list-style-type: none"><li>• Excludes gas, consumer staples, etc.</li><li>• Excludes loans to auto dealers</li></ul>	<b>\$0.9 billion (1.2% of total loans)</b>



# Leveraged Lending Portfolio

\$2.97B in outstanding balances

Outstandings by Industry



## HNB Leveraged Lending Definition

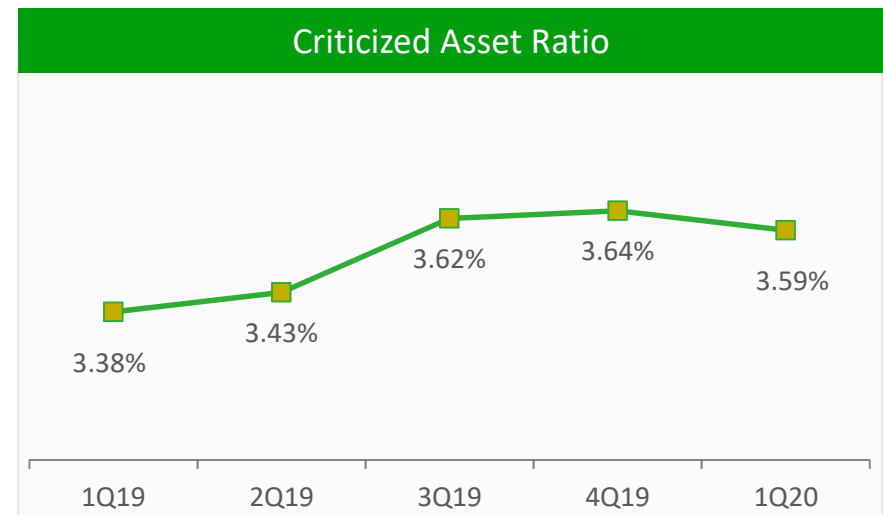
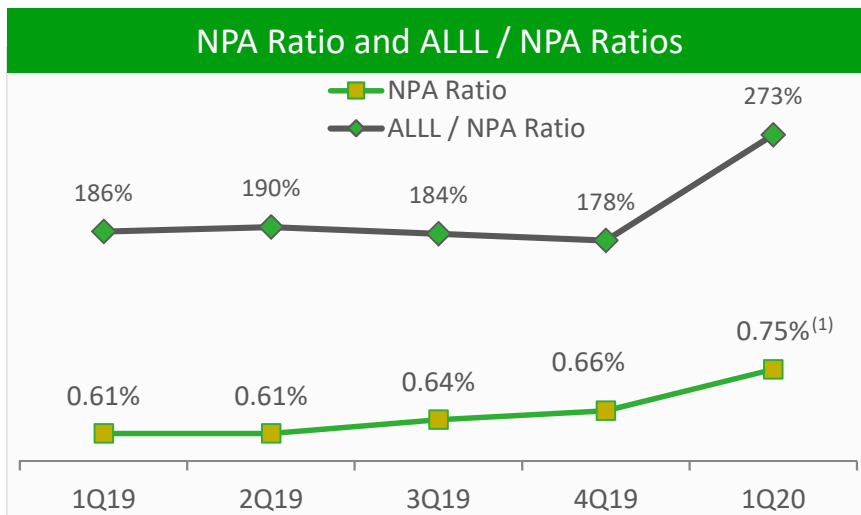
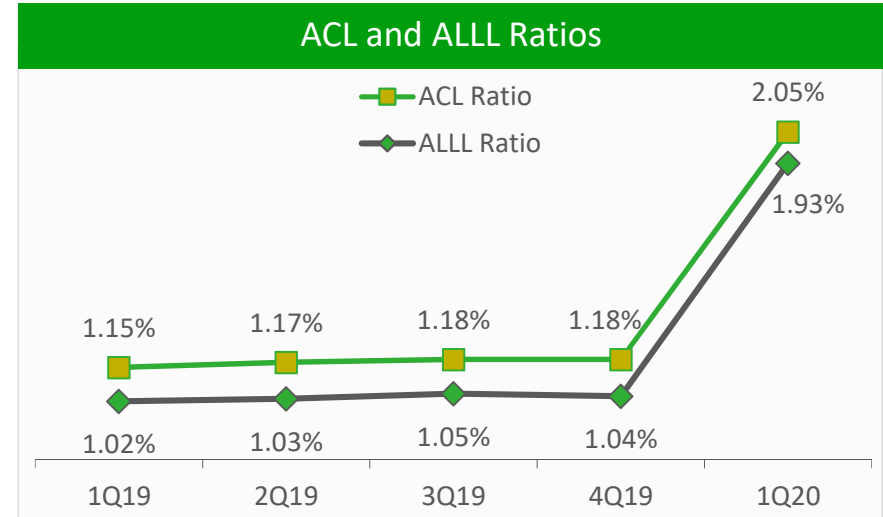
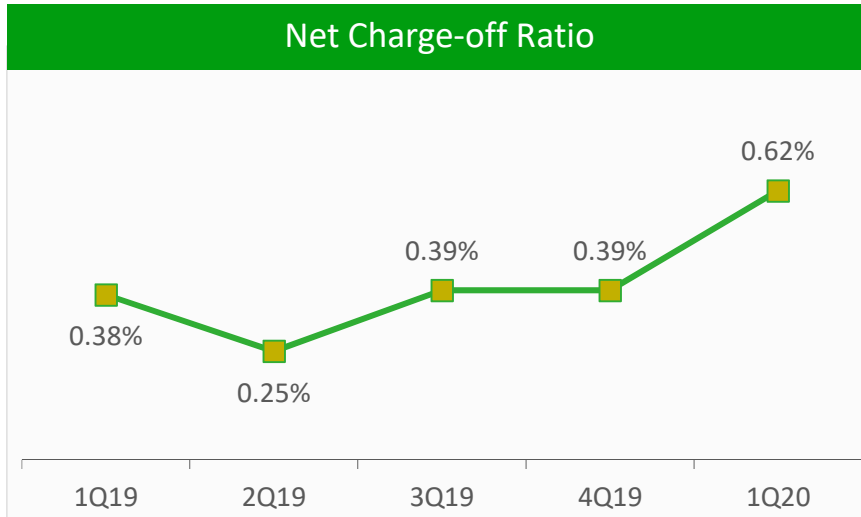
- Aggregate exposure greater than \$5MM
- Senior leverage 2.5x, total leverage 4.0x
  - Greater than \$500MM revenue: Senior leverage 3.0x
- Includes collateral test
- Includes both investment grade & non-investment grade borrowers

## 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)

# Asset Quality and Reserve Trends

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



(1) 84% of 1Q20 NPAs were current

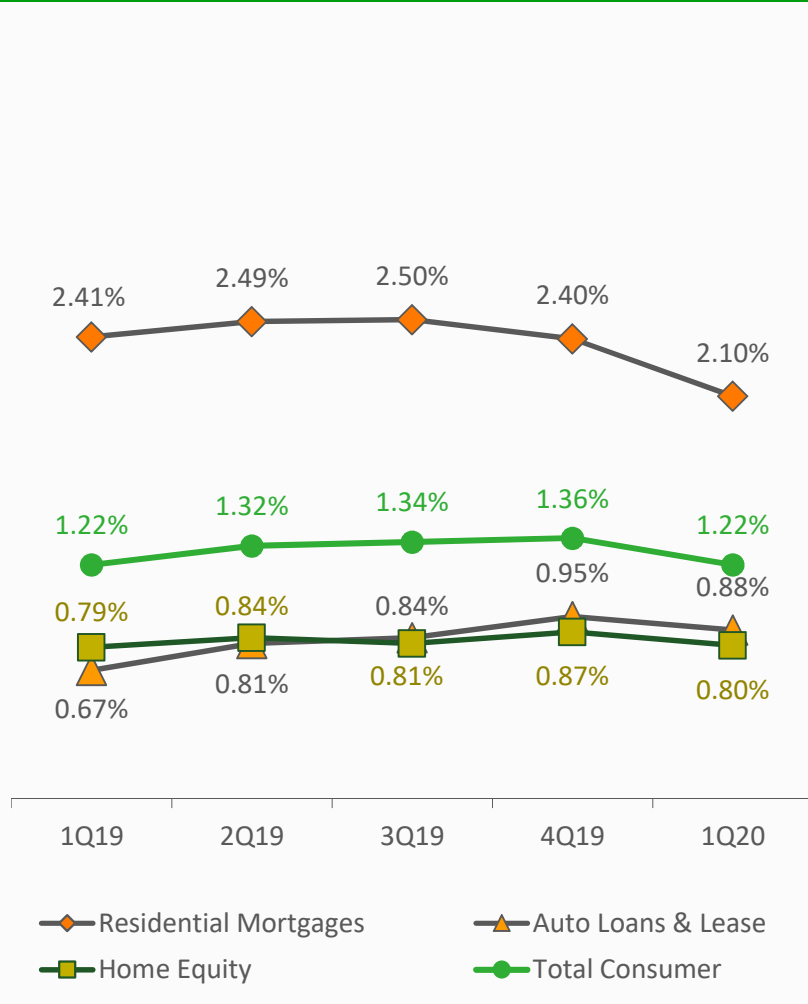
# Credit Quality Trends Overview

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

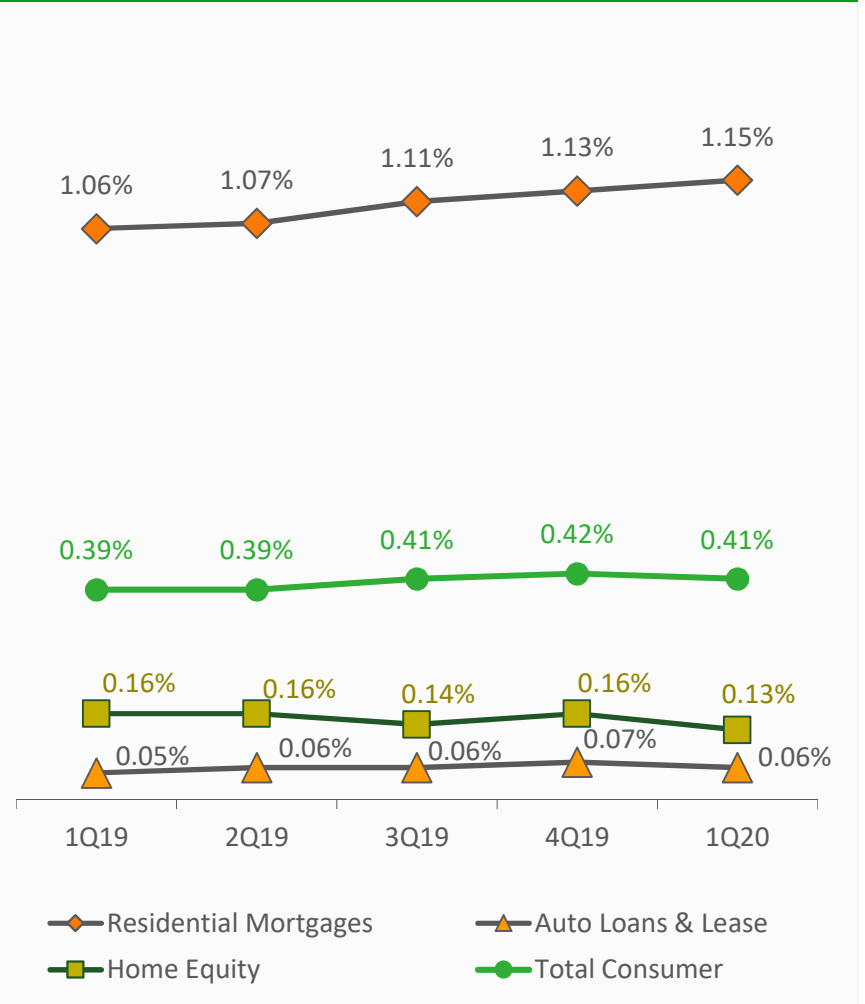
See notes on slide 71

# Consumer Loan Delinquencies<sup>(1)</sup>

## 30+ Days



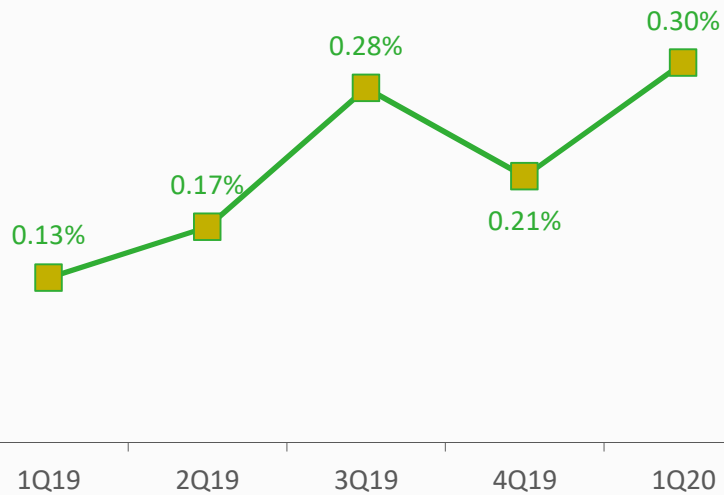
## 90+ Days



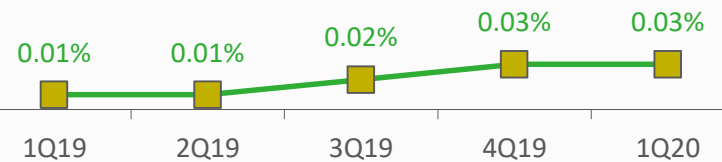
See notes on slide 71

# Total Commercial Loan Delinquencies

## 30+ Days<sup>(1)</sup>



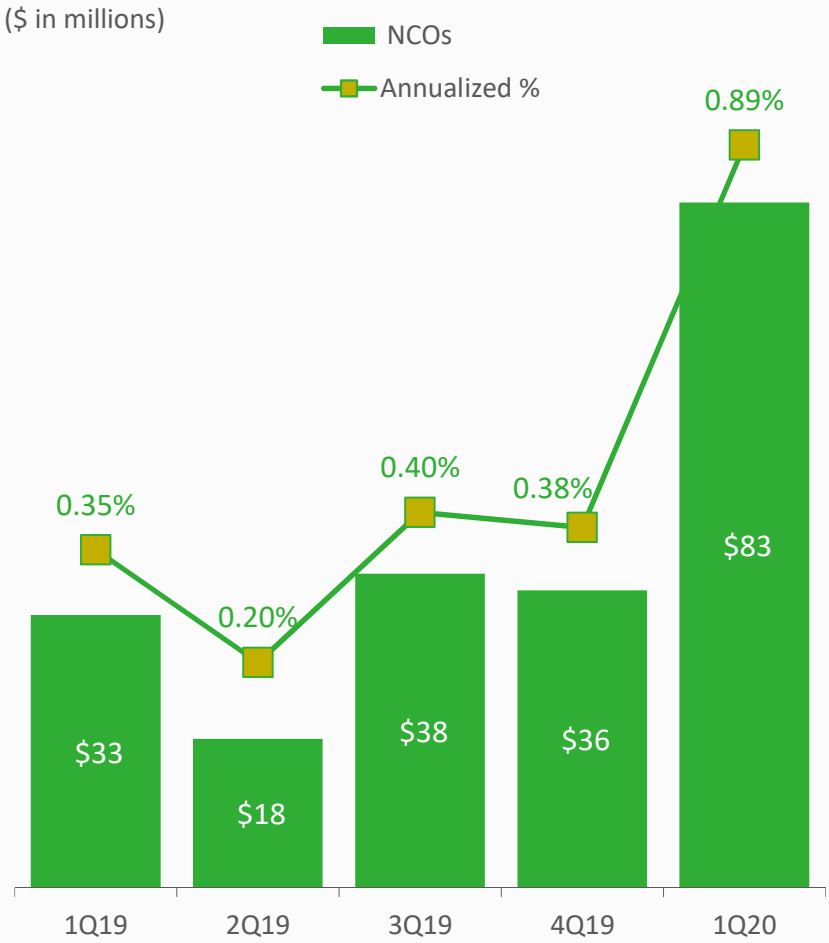
## 90+ Days<sup>(2)</sup>



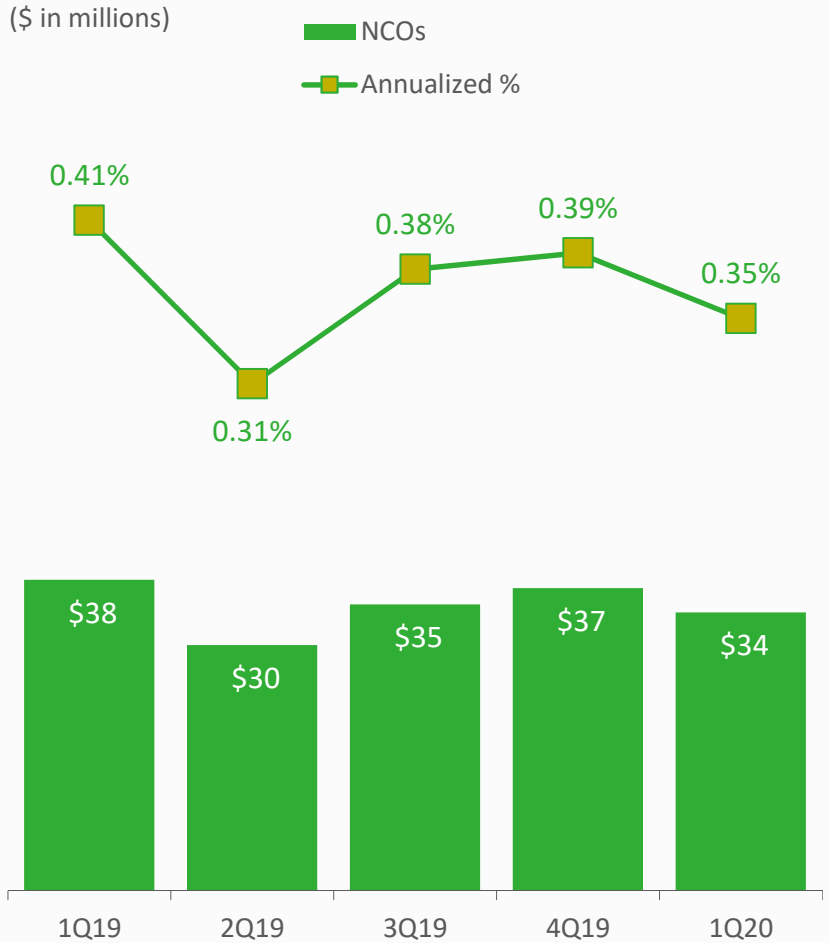
See notes on slide 71

# Net Charge-Offs

## Total Commercial Loans



## Total Consumer Loans



# 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

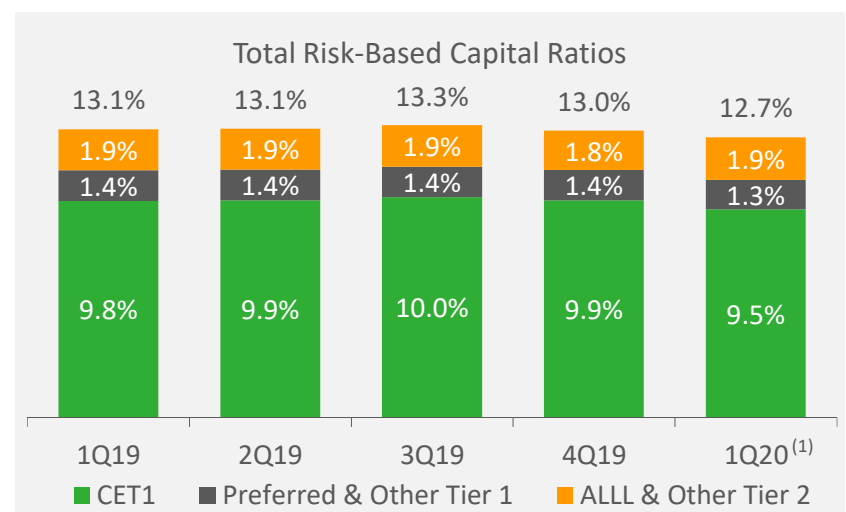
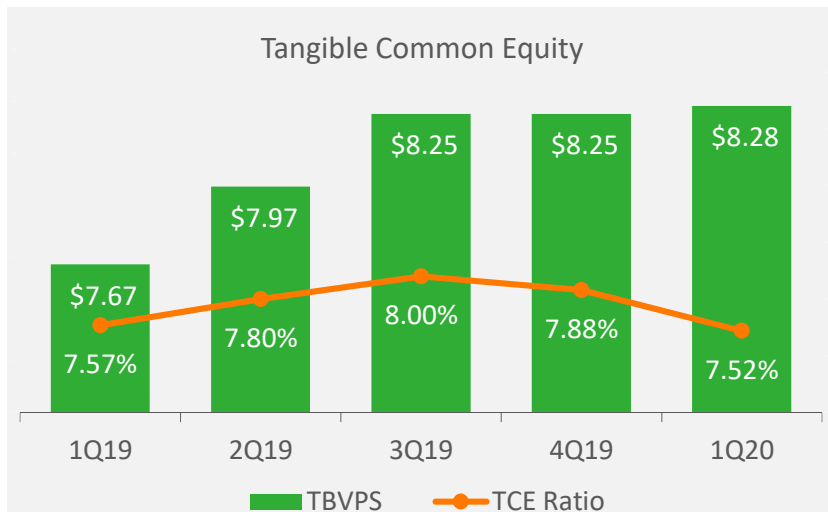
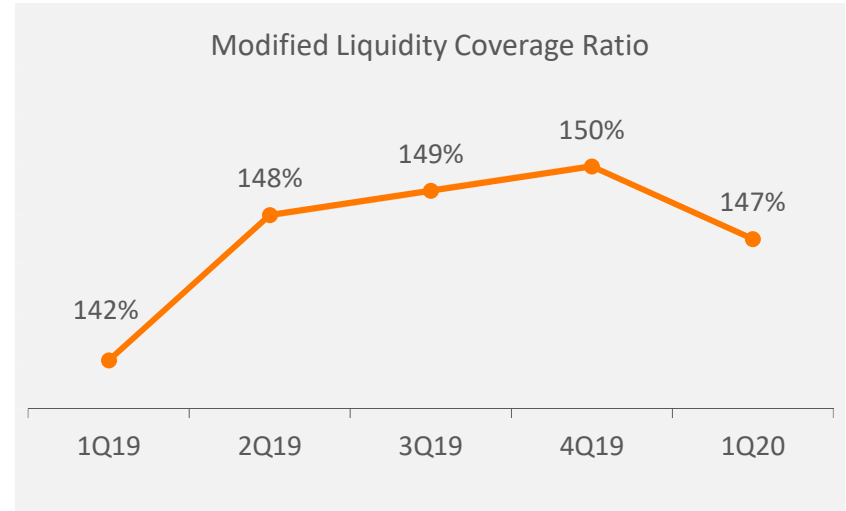
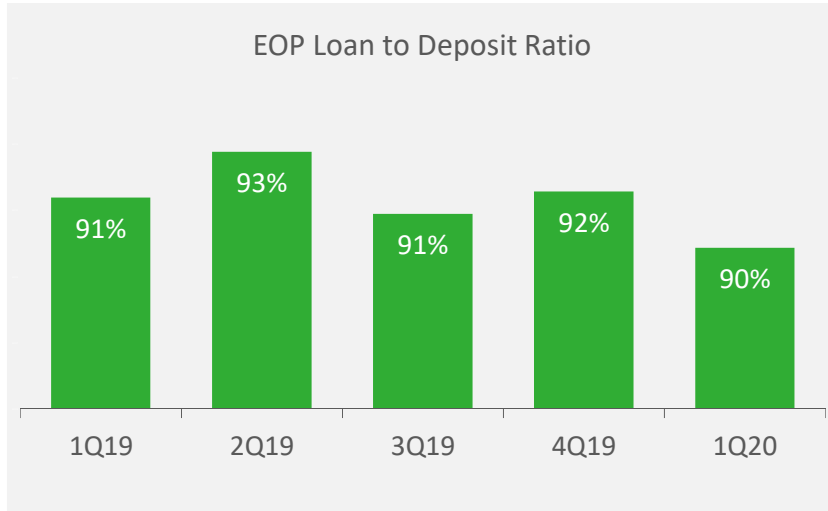
End of Period					
(\$ in millions)	1Q20	4Q19	3Q19	2Q19	1Q19
Criticized beginning-of-period	\$2,394	\$2,365	\$2,256	\$2,216	\$2,054
Additions / increases	510	479	523	524	462
Advances	187	109	106	129	93
Upgrades to "Pass"	(100)	(174)	(153)	(236)	(97)
Paydowns	(435)	(359)	(303)	(359)	(250)
Charge-offs	(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%



# Capital & Liquidity

# Capital and Liquidity

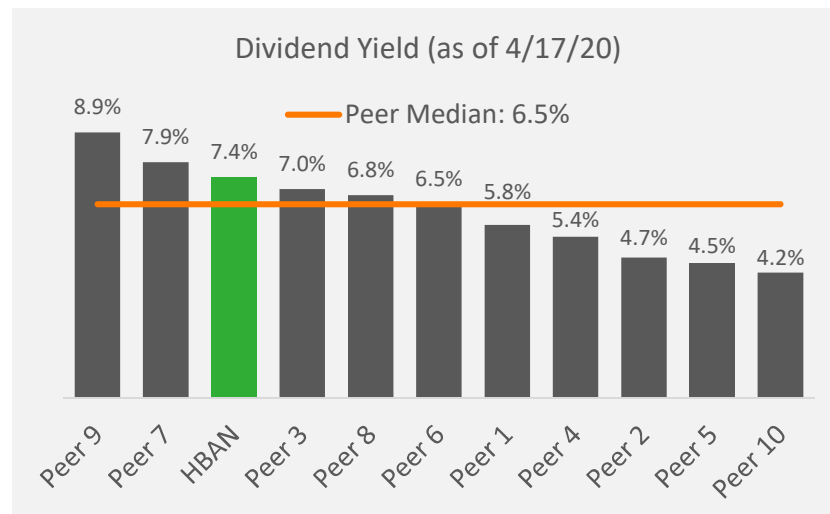
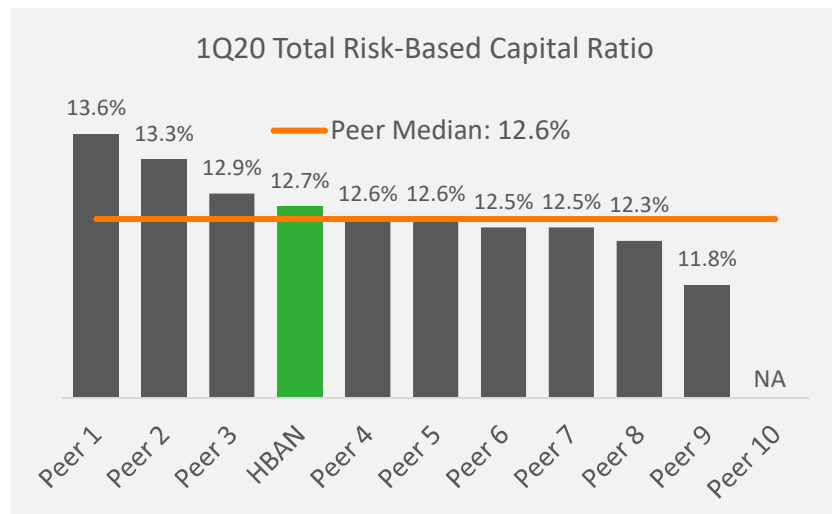
Managing capital and liquidity conservatively within uncertain economic outlook and consistent with our aggregate moderate-to-low risk appetite



See notes on slide 71

# Strong Capital Management

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



## Common Equity Tier 1 (CET1) Ratios

2017	
Peer 3	14.6%
Peer 2	12.1%
Peer 9	11.7%
Peer 7	11.2%
Peer 6	11.1%
Peer 10	11.0%
Peer 1	10.6%
Peer 5	10.4%
Peer 4	10.2%
Peer 8	10.2%
<b>HBAN</b>	<b>10.0%</b>

2018	
Peer 3	12.0%
Peer 2	11.7%
Peer 9	11.1%
Peer 7	10.6%
Peer 1	10.2%
Peer 4	10.2%
Peer 10	10.1%
Peer 8	9.9%
Peer 6	9.9%
<b>HBAN</b>	<b>9.7%</b>
Peer 5	9.6%

2019	
Peer 3	12.0%
Peer 2	10.2%
Peer 9	10.1%
Peer 7	10.0%
<b>HBAN</b>	<b>9.9%</b>
Peer 1	9.8%
Peer 10	9.7%
Peer 6	9.7%
Peer 5	9.5%
Peer 4	9.5%
Peer 8	9.4%

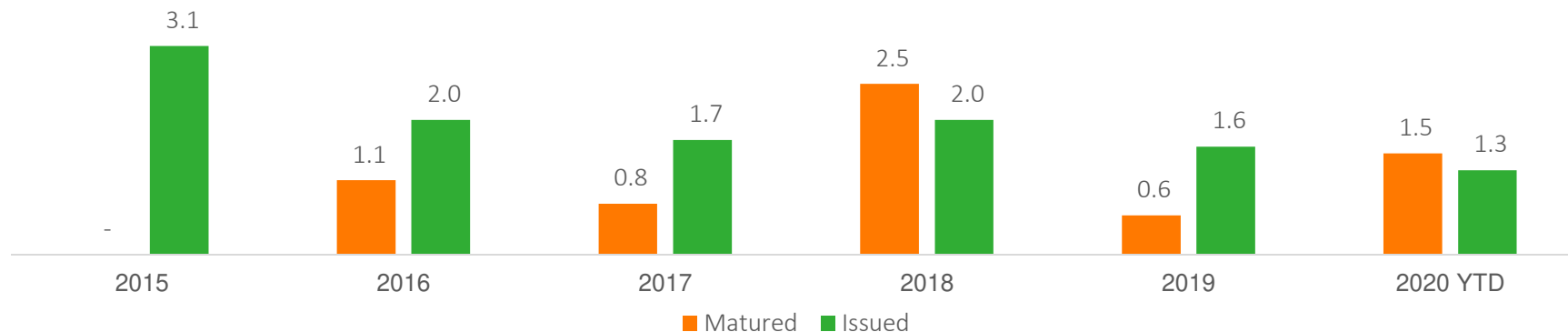
Post-CECL 1Q20	
Peer 2	10.0%
Peer 3	9.7%
Peer 9	9.5%
<b>HBAN</b>	<b>9.5%</b>
Peer 7	9.4%
Peer 5	9.4%
Peer 6	9.4%
Peer 1	9.4%
Peer 4	9.3%
Peer 10	9.2%
Peer 8	9.0%

See notes on slide 71

# Stable, Diversified Sources of Wholesale Funds

## Historical Issuance and Current Ratings

### Unsecured Debt Issuances and Maturities (\$B)



### Debt Credit Ratings

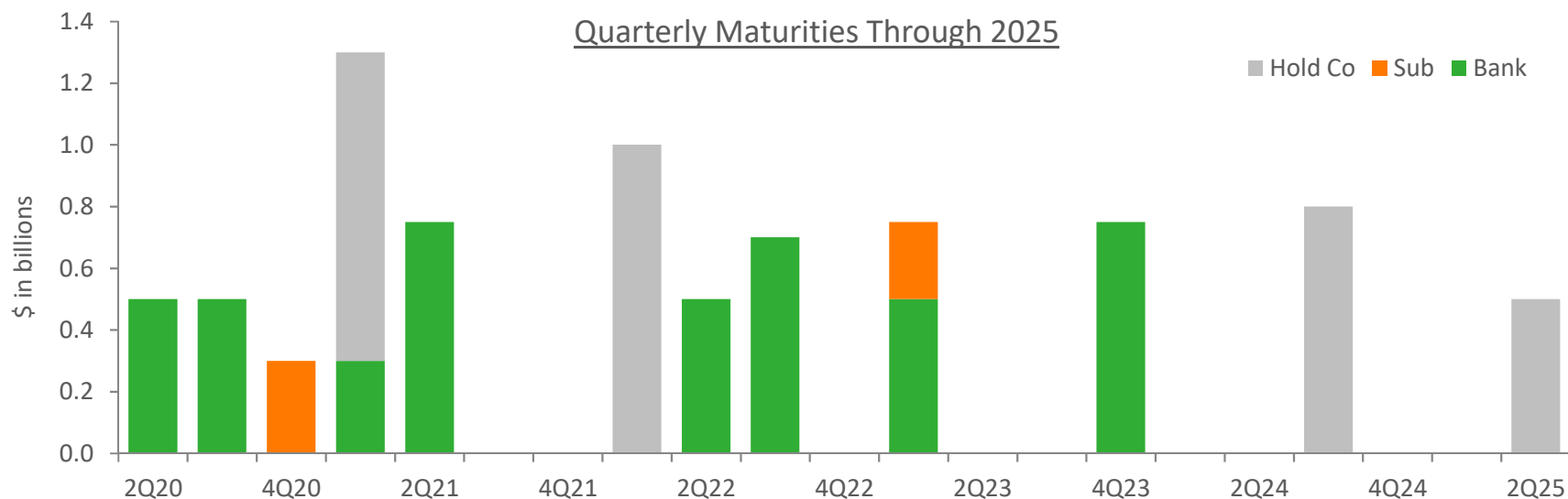
Rating Agency	Senior		Outlook	HoldCo
	HoldCo	Bank		Sub-debt
Moody's	Baa1	A3	Stable	Baa1
Standard & Poor's	BBB+	A-	Stable	BBB
Fitch	A-	A-	Stable	BBB+
DBRS Morningstar	A	A (high)	Stable	A (low)

### Recent Highlights

- Issued \$750 million fixed rate 10-year Holding Company at T+95 and \$500 million fixed rate 3-year bank notes at T+38 in January
- Diversified across tenors hitting 3-, 5-, 7, and 10-year maturity buckets
- Total long term unsecured debt outstanding at Mar. 31, 2020 was \$9.1B exclusive of non-cumulative preferred.

# Stable, Diversified Sources of Wholesale Funds

Smooth runoff profile and optimization of funding costs



## Objectives

- Maintain term wholesale liabilities equal to 13% of adjusted tangible banking assets (TBA)
- Maintain robust liquidity at the holding company
- Reduce reliance on wholesale liabilities to the extent possible
- Auto securitization also used as a source of funds and to reduce auto concentration

## Annual Maturities

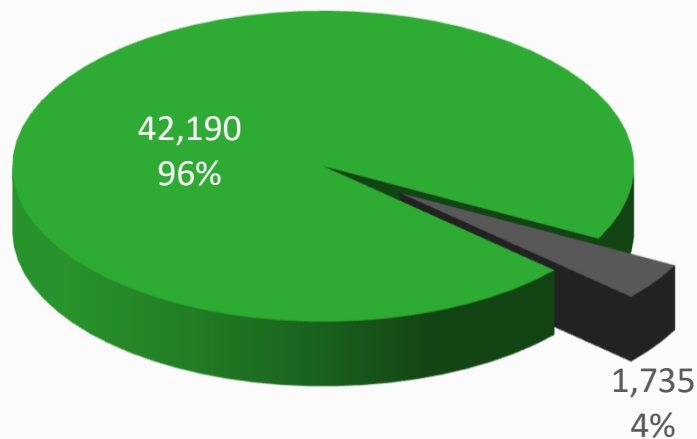
	Senior	Subordinated
2020	\$2,000mm	\$300mm
2021	\$2,050mm	--
2022	\$2,200mm	--
2023	\$1,250mm	\$250mm
2024	\$800mm	--

# Loan Portfolios

# Total Commercial Loans – Granularity

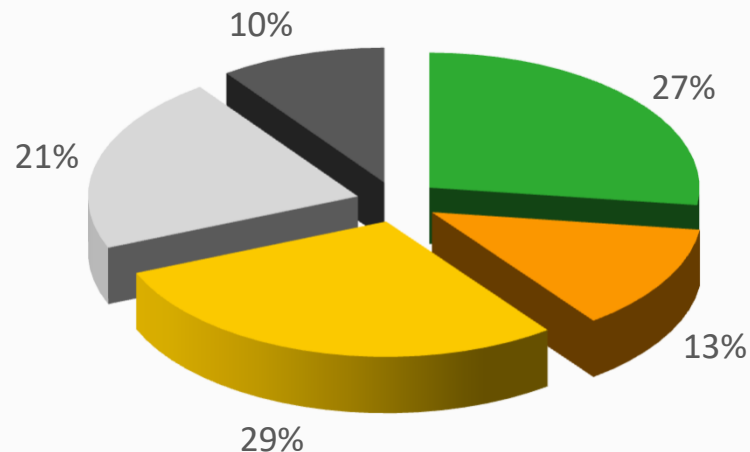
End of period outstandings of \$39.9 billion

## # of Loans by Size



Size Category	Count
< \$5 MM	42,190
\$5 MM - < \$10 MM	714
\$10 MM - < \$25 MM	718
\$25 MM - < \$50 MM	252
> \$50 MM	51
<b>Total</b>	<b>1,735</b>

## Loans by Dollar Size



< \$5 MM	\$10.8B
\$5 MM - < \$10 MM	\$5.1B
\$10 MM - < \$25 MM	\$11.6B
\$25 MM - < \$50 MM	\$8.5B
\$50 MM +	\$4.0B

# 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%



# C&I – Auto Industry

## End of period balances

<b>Outstandings (\$ in millions)</b>	<b>1Q20</b>	4Q19	3Q19	2Q19	1Q19
<b><i>Suppliers</i><sup>(1)</sup></b>					
Domestic	\$ 883	\$ 759	\$ 809	\$ 807	\$ 861
Foreign	0	0	0	0	0
Total suppliers	883	759	809	807	861
<b><i>Dealers</i></b>					
Floorplan-domestic	2,309	2,370	1,983	2,060	2,132
Floorplan-foreign	1,207	986	763	828	798
Total floorplan	3,516	3,356	2,746	2,888	2,930
Other	593	467	812	817	751
Total dealers	4,109	3,823	3,558	3,705	3,681
<b>Total auto industry</b>	<b>\$ 4,992</b>	<b>\$ 4,582</b>	<b>\$ 4,367</b>	<b>\$ 4,512</b>	<b>\$ 4,542</b>
<b>NALs</b>					
Suppliers	1.53%	2.71%	4.60%	4.85%	4.48%
Dealers	0.01	0.01	0.01	0.01	0.01
<b>Net charge-offs<sup>(2)</sup></b>					
Suppliers	0.00%	0.00%	0.08%	0.02%	0.01%
Dealers	0.00	0.00	0.00	0.00	0.00

See notes on slide 72

# Commercial Real Estate: \$7.0 Billion

- ◆ Long-term, meaningful relationships with opportunities for additional cross-sell
  - 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	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	<b>\$7.0</b>	\$6.7	\$6.9	\$6.9	\$6.8
30+ days PD and accruing	<b>0.18%</b>	0.06%	0.13%	0.14%	0.02%
90+ days PD and accruing <sup>(1)</sup>	<b>0.00%</b>	0.00%	0.00%	0.00%	0.00%
NCOs <sup>(2)</sup>	<b>-0.03%</b>	0.00%	-0.14%	-0.12%	0.08%
NALs	<b>0.42%</b>	0.16%	0.17%	0.25%	0.13%
ALLL	<b>2.28%</b>	1.24%	1.75%	1.53%	1.59%

# 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%
- 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
<b>Originations</b>								
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
<b>Portfolio Performance</b>								
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%
<b>Vintage Performance<sup>(1)</sup></b>								
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

# 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 <sup>A</sup>

(\$ 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	\$4.2
% new vehicles	47%	46%	47%	50%	49%	48%	49%	46%
Avg. LTV <sup>(1)</sup>	89%	90%	89%	88%	89%	90%	89%	89%
Avg. FICO	778	772	766	767	765	764	764	760
Weighted avg. original term (months)	70	70	69	69	68	68	67	67
Avg. Custom Score	414	410	409	409	396	396	397	395
Charge-off % (annualized)	0.22%	0.26%	0.27%	0.36%	0.30%	0.23%	0.23%	0.19%

# 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
  - Leveraging Huntington Auto Finance's existing infrastructure and standards

Credit Quality Review	1Q20	4Q19	3Q19	2Q19	1Q19
Period end balance (\$ in billions)	<b>\$3.6</b>	\$3.6	\$3.6	\$3.5	\$3.3
30+ days PD and accruing	<b>0.55%</b>	0.52%	0.44%	0.36%	0.37%
90+ days PD and accruing	<b>0.05%</b>	0.05%	0.04%	0.03%	0.05%
NCOs	<b>0.27%</b>	0.39%	0.23%	0.25%	0.39%
NALs	<b>0.04%</b>	0.04%	0.03%	0.03%	0.04%
ALLL	<b>2.67%</b>	0.59%	0.57%	0.53%	0.60%

# 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 <sup>A</sup>

(\$ 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) <sup>A</sup>	0.27%	0.39%	0.23%	0.25%	0.39%	0.31%	0.25%	0.34%

# 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+
  - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - 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)	<b>\$9.0</b>	\$9.1	\$9.3	\$9.4	\$9.6
30+ days PD and accruing	<b>0.80%</b>	0.87%	0.81%	0.84%	0.79%
90+ days PD and accruing	<b>0.13%</b>	0.16%	0.14%	0.16%	0.16%
NCOs	<b>0.19%</b>	0.02%	0.11%	0.07%	0.12%
NALs	<b>0.61%</b>	0.61%	0.61%	0.61%	0.65%
ALLL	<b>1.33%</b>	0.55%	0.51%	0.50%	0.55%



# 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+
  - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - 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%

See notes on slide 72

# 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%

# 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%

See notes on slide 72

# Appendix



# 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%

# Notes

## Slide 6:

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

## Slide 7:

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

## Slide 9:

- (1) Total does not include two 2020 Strategy Plan review sessions with the full Board
- (2) Total number of meetings for each of the Audit Committee and the Risk Oversight Committee include joint meetings of both committees
- (3) Function of Capital Planning Committee assumed by Risk Oversight Committee in 2012
- (4) Other includes HBI Special Committee (2010), Huntington Investment Company Oversight Committee (2016-2017), and Integration Oversight Committee (ad hoc 2016 & 2017)

## Slide 13:

- (1) SBA loans subject to SBA eligibility. Huntington is the #1 SBA 7(a) lender in the region made up of Illinois, Indiana, Kentucky, Ohio, Michigan, West Virginia, Western Pennsylvania and Wisconsin. Source: U.S. Small Business Administration (SBA) from October 1, 2008 to September 30, 2018. Huntington is #1 in the nation in number of SBA 7(a) loans for fiscal year ending September 30, 2018.

## Slide 23:

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

## Slide 26:

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

## Slide 32:

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

# Notes

## Slide 34:

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

## Slide 37:

- (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 43:

- (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 44:

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

## Slide 45:

- (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 50:

- (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 51:

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

# Notes

## Slide 56:

- (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 57:

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

## Slide 58:

- (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 61:

- (1) Auto LTV based on retail value

## Slide 63:

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

## Slide 65:

- (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 67:

- (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



# Basis of Presentation

## Use of Non-GAAP Financial Measures

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

## Annualized Data

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

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

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

## Earnings per Share Equivalent Data

*Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of 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.*



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