# Welcome

## Huntington Bancshares Incorporated

2019 Second Quarter
Earnings Review

July 25, 2019



# 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; 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; 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 2018 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 represent Top 10 shareholder



# 2019 Full-Year Expectations

## Two expected rate cuts in the second half of the year

| | As of 5/29/2019 | Updated (Flat Rate) | Updated (Implied Forward) |
|---|---|---|---|
| Revenue Growth<br>2018 = $4.540 billion | 4% - 6.5% | 4% - 5.5% | **3% - 4.5%** |
| Net Interest Margin<br>2018 = 3.33% | Flat | 3.30% - 3.33% | **3.25% - 3.30%** |
| Noninterest Expense Growth<br>2018 = $2.647 billion | 2% - 3.5% | 1.5% - 3% | **1% - 2.5%** |
| Average Loan Growth<br>2018 = $72.2 billion | 4% - 5.5% | 4% - 5% | **4% - 5%** |
| Average Deposit Growth<br>2018 = $80.2 billion | 2% - 4% | 2% - 3% | **2% - 3%** |
| Net Charge-offs | < 35 bp | < 35 bp | **< 35 bp** |

# 2019 Second Quarter Financial Highlights

## Strong earnings momentum, including double-digit EPS growth

| Revenue (FTE) | EPS | TBVPS |
|---|---|---|
| $1,193 million | $0.33 | $7.97 |
| ⬆ 6% Y/Y | ⬆ 10% Y/Y | ⬆ 10% Y/Y |

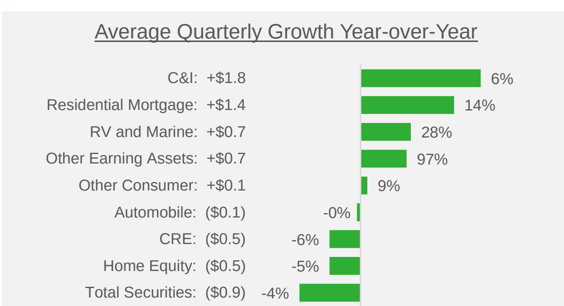
| ROA | ROCE | ROTCE |
|---|---|---|
| 1.36% | 13.5% | 17.7% |
| ⬆ 0 basis points Y/Y | ⬆ 29 basis points Y/Y | ⬆ 13 basis points Y/Y |

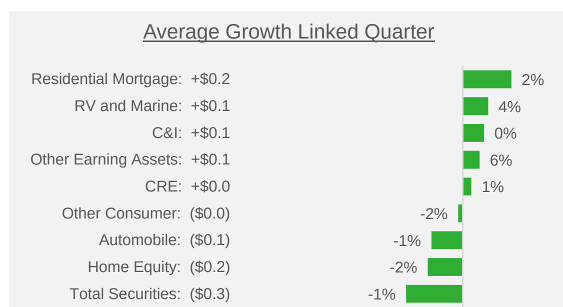
- Average loans increased $3.0 billion, or 4%, year-over-year
- Average core deposits increased $3.3 billion, or 4%, year-over-year
- Net interest margin of 3.31%, up 2 basis points from the year-ago quarter
- Efficiency ratio of 57.6% versus 56.6% during the year-ago quarter
- Net charge-offs of 25 basis points, up from 16 basis points during the year-ago quarter
- Repurchased $152 million of common stock, representing 11.3 million shares

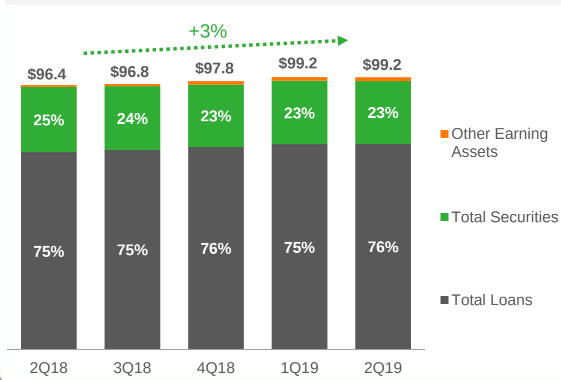


# Average Earning Assets

## Continued year-over-year C&I and residential mortgage loan growth reflects underlying economic strength of the footprint



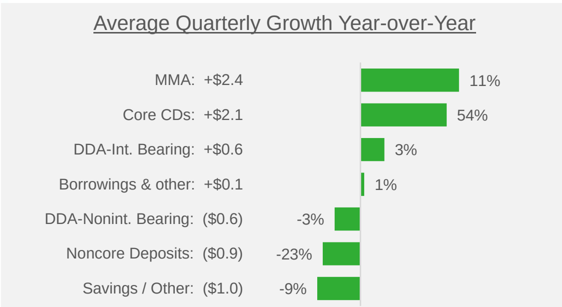

vs. Year-Ago Quarter Average

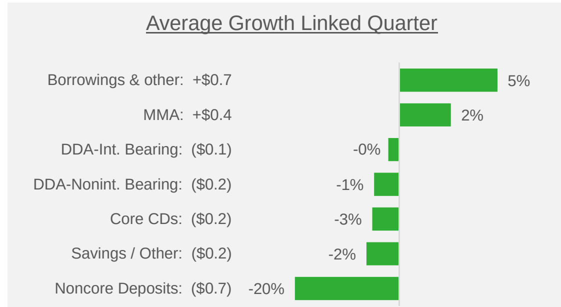
- C&I increased 6% reflecting growth in corporate banking, asset finance, and dealer floorplan
- Residential mortgage increased 14%, driven by the successful expansion of our home lending business within our existing markets
- RV and marine increased 28%, reflecting market share increases across our markets, while maintaining our commitment to super prime originations

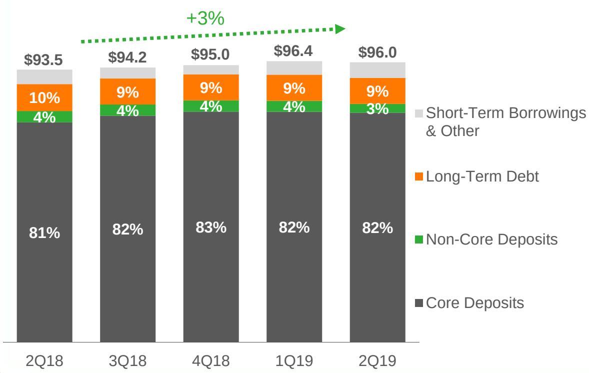
Note: $ in billions unless otherwise noted

# Average Non-Equity Funding

## Continued year-over-year growth in core deposits




### vs. Year-Ago Quarter Average

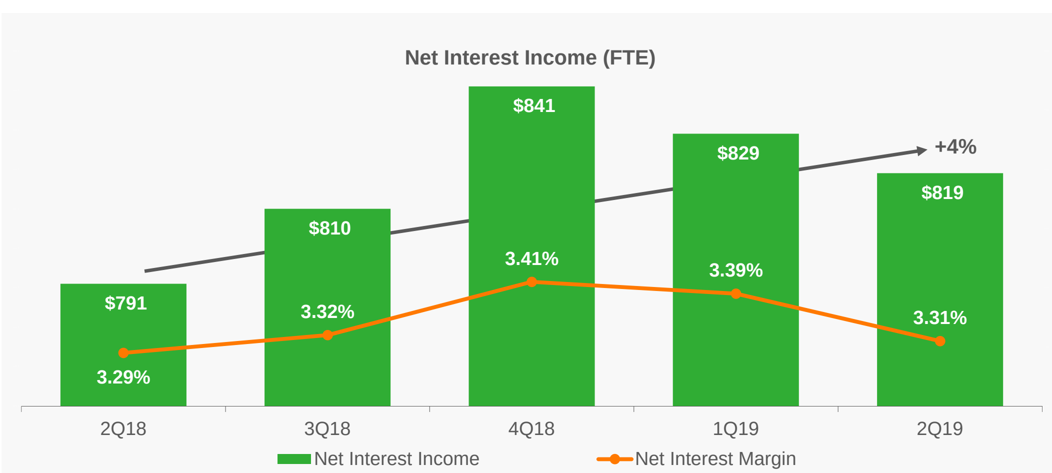
- Money market increased 11%, reflecting the shift in promotional pricing to consumer money market in mid-2018
- Core CDs increased 54%, reflecting consumer deposit growth initiatives primarily in the first three quarters of 2018
- Savings and other domestic deposits decreased 9%, reflecting a continued shift in consumer product mix

Note: $ in billions unless otherwise noted



# Net Interest Income

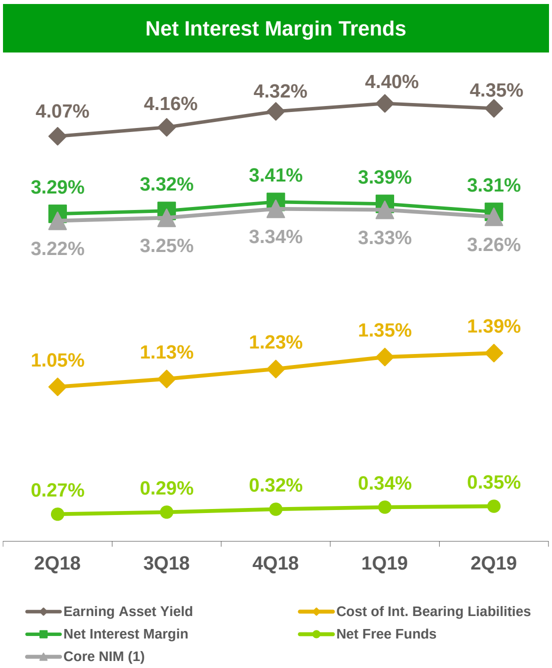
## Earning asset growth drove increased spread revenues

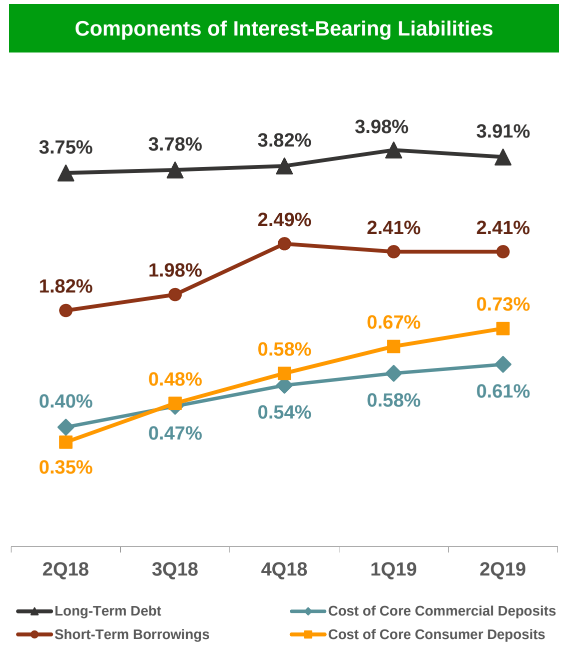



- Benefit from 3% year-over-year increase in average earning assets and a 2 basis point increase in NIM
- Year-over-year net interest margin was negatively impacted by 3 basis points due to the impact of purchase accounting

# Net Interest Margin (FTE)

## GAAP NIM up 2 basis points year-over-year; Core NIM up 4 basis points year-over-year



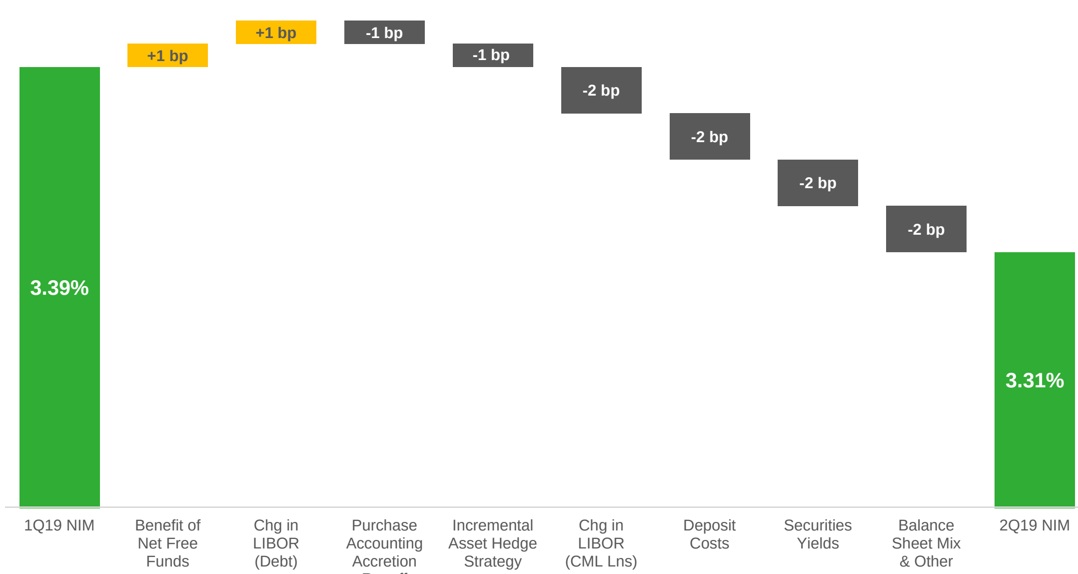






(1) Net of purchase accounting adjustments; see reconciliation on slide 19

# Net Interest Margin (FTE) Linked-Quarter Walk

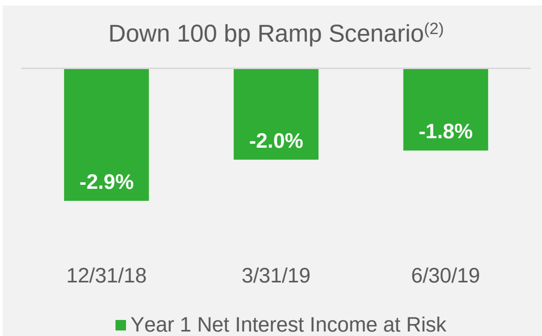
## Second quarter NIM negatively impacted by lower / inverted yield curve and continued deposit repricing

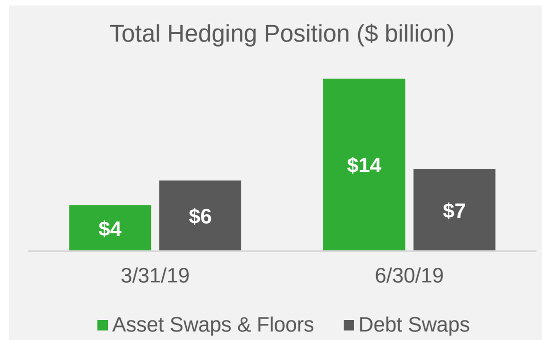


# Positioning the Balance Sheet to Remain Nimble with Lower Interest Rate Outlook

## Actions taken to reduce risk from lower interest rates

- Expanded hedging strategy to gradually reduce Net Interest Income at risk in the -100 bp interest rate ramp scenario
- Strategy included purchase of interest rate floors, asset swaps, and $1 billion of additional securities
- Targeted 1 to 2 year duration on floors and 3 to 4 year duration on asset swaps
- The incremental hedges[1] are expected to have a 1 bp negative impact to full year 2019 NIM



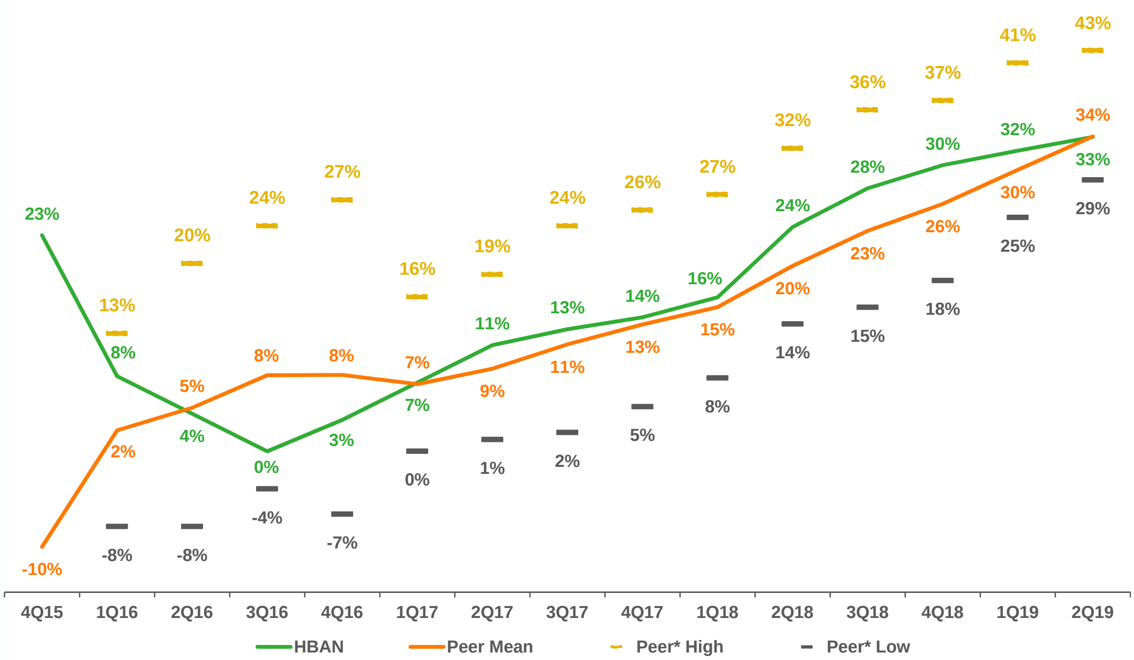




(1) Includes $14.1 billion of asset swaps/floors and $2.0 billion of liability swaps
(2) Historical yield curves on slide 20



# Cycle-to-Date Cumulative Deposit Beta

## Interest-bearing deposit beta in line with peer average



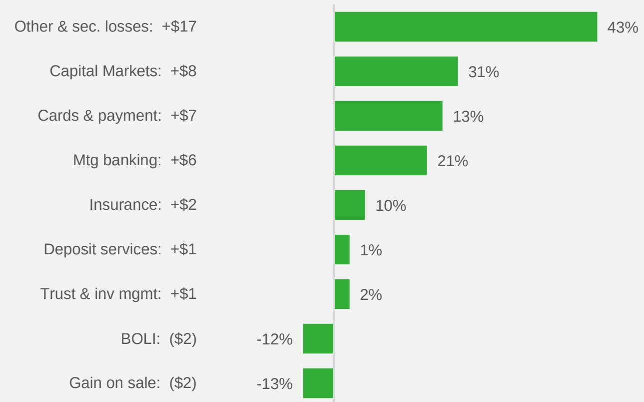



*MTB and CIT excluded from the High – Low range

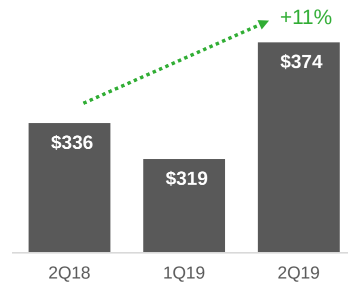
# Noninterest Income

## Broad-based noninterest income growth and a $15 million gain on the sale of Wisconsin retail branches drove year-over-year growth

Change in Quarterly Noninterest Income Year-over-Year



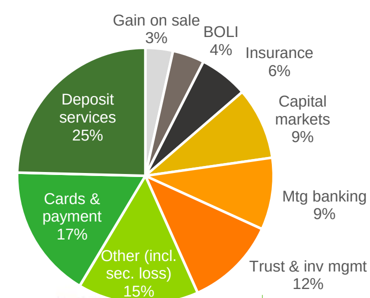

Total Noninterest Income




vs. Year-Ago Quarter

- Other income increased 48%, as a result of the $15 million gain on the sale of the Wisconsin retail branches and a $5 million mark-to-market adjustment on economic hedges
- Capital markets fees increased 31%, driven by increased underwriting activity primarily due to the Hutchinson, Shockey, Erley & Co. acquisition

2Q19 Noninterest Income



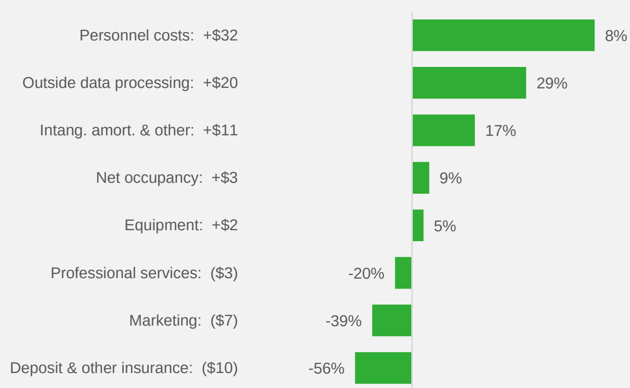



Note: $ in millions unless otherwise noted

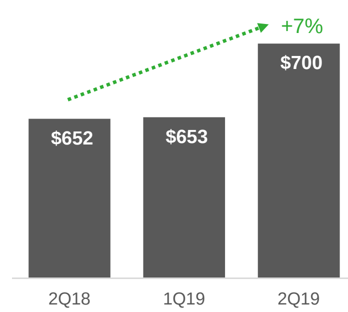
# Noninterest Expense

## Continued thoughtful investment in colleagues and technology

Change in Quarterly Noninterest Expense Year-over-Year



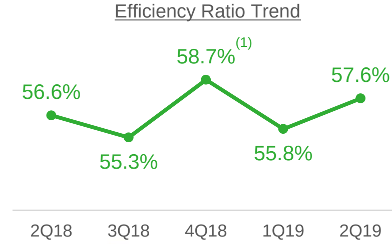

Total Expense




vs. Year-Ago Quarter

- Personnel costs increased 8%, primarily reflecting strategic hiring and the implementation of annual merit increases during the quarter
- Outside data processing and other services increased 29%, primarily driven by higher technology investment costs
- Other expense increased 24%, primarily as a result of a $5 million Columbus Foundation donation in 2Q19 and the impact of the new lease accounting standard on personal property tax expense

Efficiency Ratio Trend

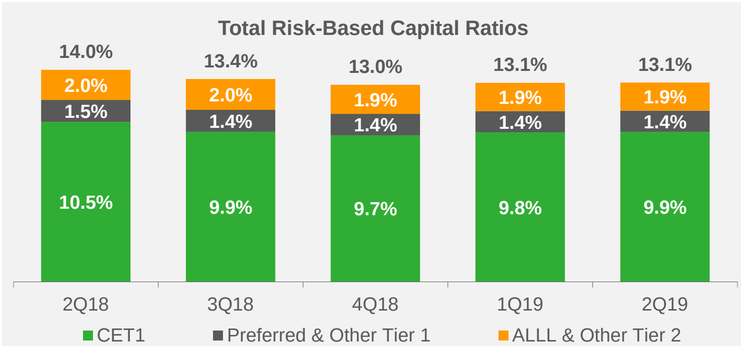





Note: $ in millions unless otherwise noted; (1) Includes $35 million of branch and facility consolidation-related expense

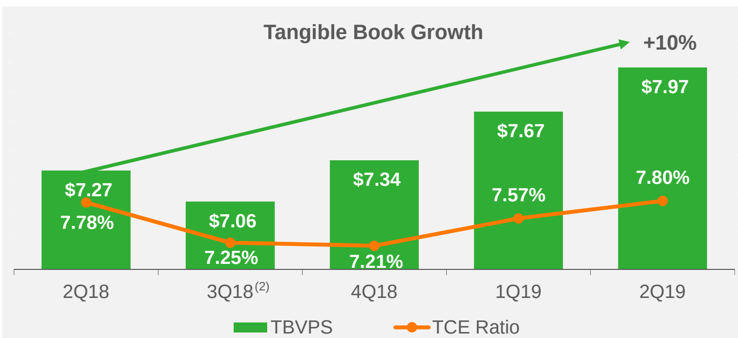
# Capital

## Dividend increase and buyback activity demonstrate strong capital management and commitment to stated capital priorities




2019 Capital Plan Actions

- Increased quarterly common dividend 7% to $0.15 per share in 3Q19, marking the 9th consecutive year of increased annual dividend
- Board approval for repurchase of $513 million of common stock




Top-Quartile Capital Distribution

- Dividend yield of 4.1% versus peer average of 3.0%[1]
- Total YTD payout ratio of 66%
- Repurchased $152 million of common stock during 2Q19, representing 11.3 million shares

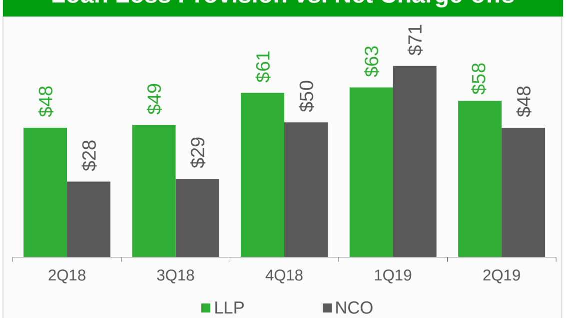
(1) As of June 30, 2019 (2) Impacted by $400 million accelerated share repurchase program



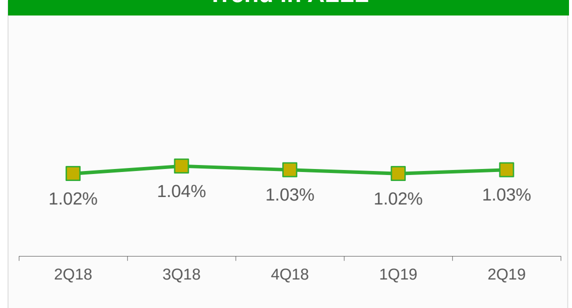
# Asset Quality and Reserve Trends

## Overall credit metrics remain stable

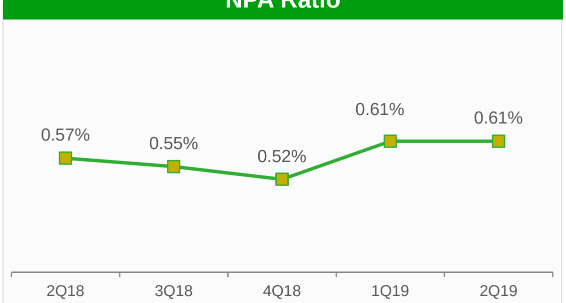
### Loan Loss Provision vs. Net Charge-offs



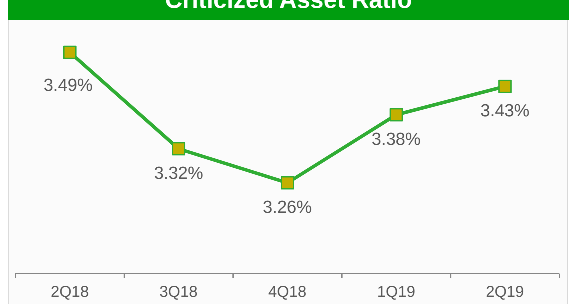

### Trend in ALLL




### NPA Ratio



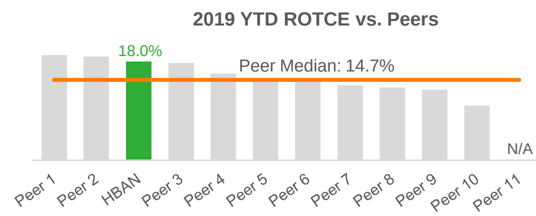

### Criticized Asset Ratio

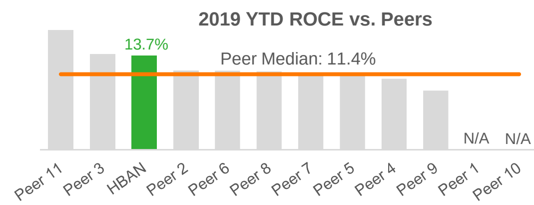


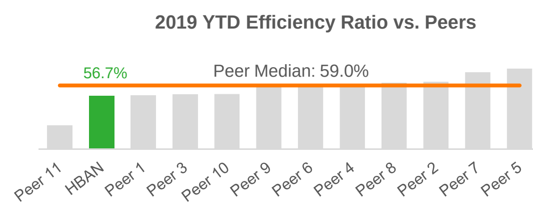
# Driving Toward a Best-in-Class Return Profile

## Actions taken since 2009 accelerated performance

- Focused the Business Model
- Built the Brand
- Invested in the Franchise
- Disciplined Execution
- Aggregate Moderate-to-Low Risk Appetite
- Strong Management / Shareowner Alignment






Source: S&P Global Market Intelligence and company reports

# 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 represent Top 10 shareholder

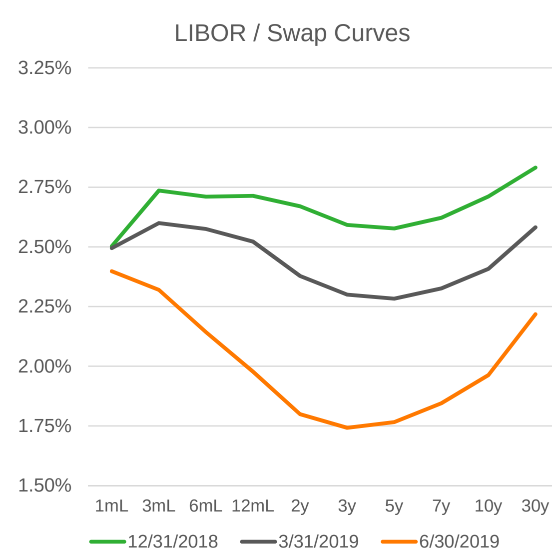
# Reconciliation
## Net Interest Margin

| ($ in millions) | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| **Net Interest Income (FTE) – reported** | $819 | $829 | $841 | $810 | $791 |
| Purchase accounting impact (performing loans) | 8 | 8 | 11 | 12 | 13 |
| Purchase accounting impact (credit impaired loans) | 4 | 6 | 5 | 5 | 5 |
| **Total Loan Purchase Accounting Impact** | 12 | 14 | 16 | 16 | 18 |
| Debt | 1 | 1 | 1 | 1 | 1 |
| Deposit accretion | 0 | 0 | 0 | 0 | 0 |
| **Total Net Purchase Accounting Adjustments** | $13 | $15 | $17 | $17 | $19 |
| **Net Interest Income (FTE) - core** | $806 | $815 | $823 | $793 | $772 |
| | | | | | |
| Average Earning Assets ($ in billions) | $99.2 | $99.2 | $97.8 | $96.8 | $96.4 |
| **Net Interest Margin - reported** | 3.31% | 3.39% | 3.41% | 3.32% | 3.29% |
| **Net Interest Margin - core** | 3.26% | 3.33% | 3.34% | 3.25% | 3.22% |



# Historical Yield Curves
## Yield curve moved lower and inverted

| Rate | As of 12/31/2018 | As of 3/31/2019 | As of 6/30/2019 |
|---|---|---|---|
| 1 month LIBOR | 2.50% | 2.49% | 2.40% |
| 3 month LIBOR | 2.74 | 2.60 | 2.32 |
| 6 month LIBOR | 2.71 | 2.58 | 2.14 |
| 12 month LIBOR | 2.71 | 2.52 | 1.98 |
| 2 yr swap | 2.67 | 2.38 | 1.80 |
| 3 yr swap | 2.59 | 2.30 | 1.74 |
| 5 yr swap | 2.58 | 2.28 | 1.77 |
| 7 yr swap | 2.62 | 2.33 | 1.85 |
| 10 yr swap | 2.71 | 2.41 | 1.96 |
| 30 yr swap | 2.83 | 2.58 | 2.22 |



# Appendix



# Basis of Presentation

**Use of Non-GAAP Financial Measures**

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

**Annualized Data**

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

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

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

**Earnings per Share Equivalent Data**

*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 the company's 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.*

**Rounding**

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

# Basis of Presentation

**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 its 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.*



# Table of Contents

# Income Statement

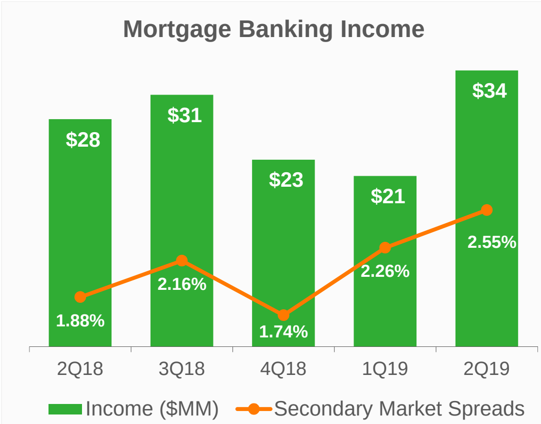


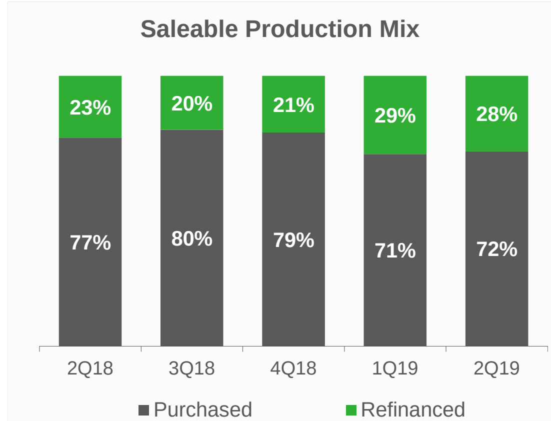
# Positive Operating Leverage

## Managing towards seventh consecutive year of positive operating leverage

| *(in millions)* | 2019 YTD Actual | | 2018 YTD Actual | | Y/Y Change | | |
|---|---|---|---|---|---|---|---|
| Net interest income | **$** | **1,634** | $ | 1,554 | | | |
| FTE adjustment | | **14** | | 14 | | | |
| **FTE net interest income** | **$** | **1,648** | $ | 1,568 | $ | 80 | 5% |
| Noninterest income | **$** | **693** | $ | 650 | | | |
| Securities gains (losses) | | **(2)** | | -- | | | |
| Net gain (loss) MSR hedging | | **(5)** | | -- | | | |
| **Adjust noninterest income** | **$** | **700** | $ | 650 | $ | 50 | 8% |
| **Adjusted total revenue** | **$** | **2,348** | $ | 2,218 | $ | 130 | 6% |
| **Noninterest expense** | **$** | **1,353** | $ | 1,285 | $ | 68 | 5% |

# Mortgage Banking Noninterest Income Summary



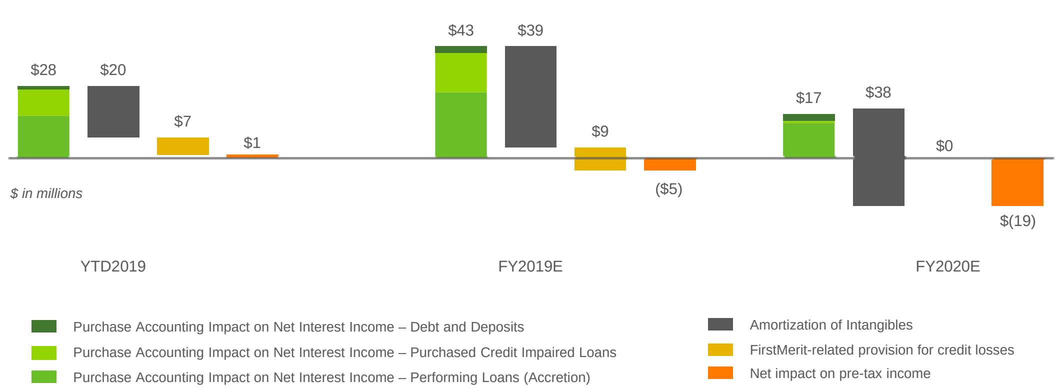

| *($ in billions)* | **2Q19** | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| Mortgage origination volume for sale | **1.2** | 0.8 | 0.9 | 1.1 | 1.1 |
| Third party mortgage loans serviced(1) | **21.5** | 21.3 | 21.1 | 20.6 | 20.4 |
| Mortgage servicing rights(1) | **0.2** | 0.2 | 0.2 | 0.2 | 0.2 |
| MSR % of investor servicing portfolio(1) | **0.90%** | 0.99% | 1.05% | 1.06% | 1.05% |



(1) End of period

# Net Impact of FirstMerit-Related Purchase Accounting and Provision

## Purchase accounting impact on Net Interest Income continues to diminish



# Tax Rate Summary
## Reported vs. FTE adjusted

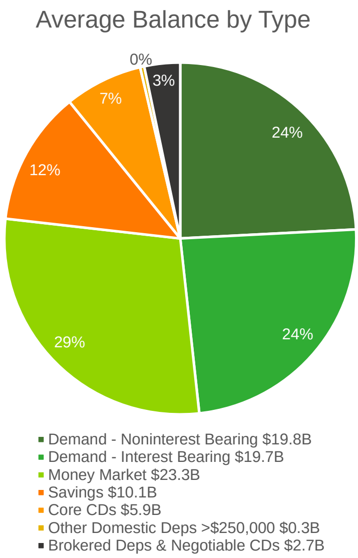
| *($ in millions)* | 2Q19 | 1Q19 | 2Q18 | 2019 YTD | 2018 YTD |
|---|---|---|---|---|---|
| **Reported (GAAP)** | | | | | |
| Income before income taxes | $427 | $421 | $413 | $848 | $797 |
| Provision for income taxes | $63 | $63 | $57 | $126 | $116 |
| Effective tax rate | 14.6% | 15.0% | 13.8% | 14.8% | 14.6% |
| **FTE Adjustment** | | | | | |
| Income before income taxes | $7 | $7 | $7 | $14 | $14 |
| Provision for income taxes | $7 | $7 | $7 | $14 | $14 |
| **Adjusted (Non-GAAP)** | | | | | |
| Income before income taxes | $434 | $428 | $420 | $862 | $812 |
| Provision for income taxes | $69 | $70 | $64 | $140 | $130 |
| Effective tax rate | 16.0% | 16.4% | 15.3% | 16.2% | 16.1% |

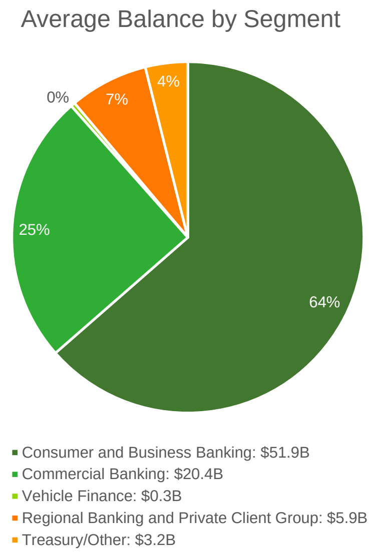


# Balance Sheet

# Deposit Composition

## 2Q19 average balances






# Total Core Deposit Trends

| Average ($ in billions) | 2Q19 | 2Q19 vs 1Q19[1] | 2Q19 vs 2Q18 |
|---|---|---|---|
| **Commercial** | | | |
| Demand deposits – noninterest bearing | $ 14.7 | (8) % | (5) % |
| Demand deposits – interest bearing | 11.1 | (5) | 6 |
| Total commercial DDA | 25.8 | (7) | (1) |
| Other core deposits[2] | 8.0 | (21) | (7) |
| Total commercial core deposits | 33.8 | (10) | (2) |
| **Consumer** | | | |
| Demand deposits – noninterest bearing | 5.0 | 11 | 5 |
| Demand deposits – interest bearing | 8.6 | 3 | (1) |
| Total consumer DDA | 13.6 | 6 | 1 |
| Other core deposits[2] | 31.3 | 5 | 15 |
| Total consumer core deposits | 44.9 | 5 | 10 |
| **Total** | | | |
| Demand deposits – noninterest bearing | 19.8 | (4) | (3) |
| Demand deposits – interest bearing | 19.7 | (2) | 3 |
| Other core deposits[2] | 39.3 | (1) | 9 |
| Total core deposits | $ 78.7 | (2) % | 4 % |

(1) Linked-quarter percent change annualized

(2) Money market deposits, savings / other deposits, and core certificates of deposit

# Change in Common Shares Outstanding

- Repurchased $152 million of common shares in 2Q19
  - Represents 11.3 million common shares at an average cost of $13.40 per share
  - Authorized $513 million of share repurchase under 2019 capital plan

| *Share count in millions* | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 |
|---|---|---|---|---|---|---|---|
| Beginning shares outstanding | 1,046 | 1,047 | 1,062 | 1,104 | 1,102 | 1,072 | 1,081 |
| Employee equity compensation | 3 | 2 | 0 | 2 | 2 | 3 | 1 |
| Acquisition / other(1) | - | - | - | - | - | 30 | - |
| Share repurchases | (11) | (2) | (15) | (44) | - | (3) | (10) |
| Ending shares outstanding | 1,038 | 1,046 | 1,047 | 1,062 | 1,104 | 1,102 | 1,072 |
| | | | | | | | |
| Average basic shares outstanding | 1,045 | 1,047 | 1,054 | 1,085 | 1,103 | 1,084 | 1,077 |
| Average diluted shares outstanding | 1,060 | 1,066 | 1,073 | 1,104 | 1,123 | 1,125 | 1,130 |

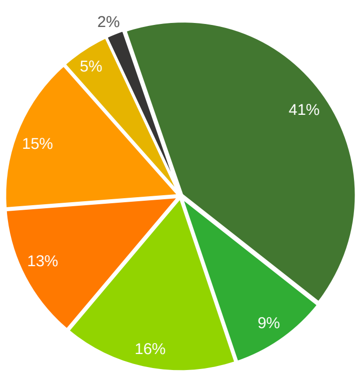
(1) Includes conversion of preferred equity and other net share-related activity



# Loan Portfolio Composition

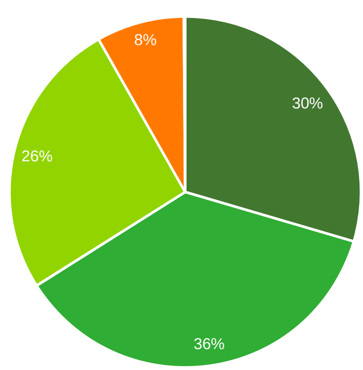
## 2Q19 average balances

Average Balance by Type




- C&I $30.6B
- Commercial Real Estate $6.9B
- Auto $12.2B
- Home Equity $9.5B
- Residential Mortgage $11.0B
- RV/Marine $3.4B
- Other Consumer $1.3B

Average Balance by Segment




- Consumer and Business Banking: $22.1B
- Commercial Banking: $27.4B
- Vehicle Finance: $19.3B
- Regional Banking and Private Client Group: $6.1B
- Treasury/Other: $0.1B

# Consumer and Commercial Asset Trends

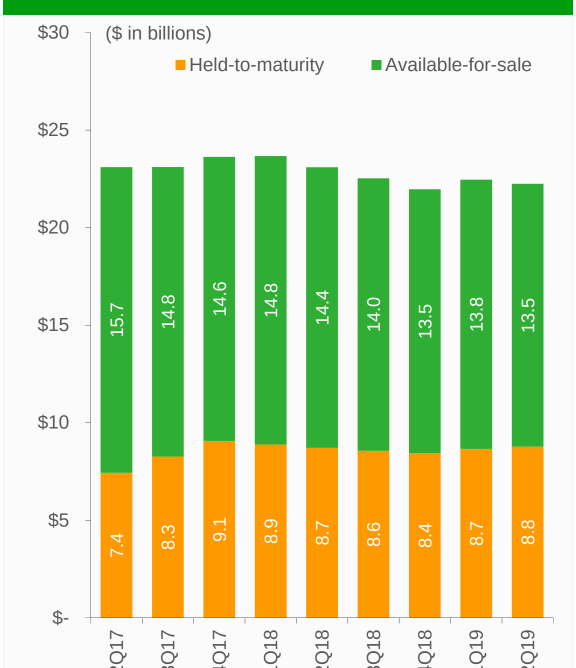
| Average ($ in billions) | 2Q19 | 2Q19 vs 1Q19[2] | 2Q19 vs 2Q18 |
|---|---|---|---|
| **Commercial** | | | |
| Commercial and industrial loans | $ 30.6 | 1 % | 6 % |
| Commercial real estate: | | | |
| Construction loans | 1.2 | (2) | 4 |
| Commercial loans | 5.7 | 3 | (8) |
| Total commercial loans | 37.5 | 1 | 4 |
| Commercial bonds[1] | 3.2 | 4 | 0 |
| Total commercial assets[1] | 40.7 | 2 | 3 |
| **Consumer** | | | |
| Automobile loans | 12.2 | (5) | 0 |
| Home equity loans | 9.5 | (7) | (5) |
| Residential mortgage loans | 11.0 | 8 | 14 |
| RV and marine loans | 3.4 | 14 | 28 |
| Other consumer loans | 1.3 | (6) | 9 |
| Total consumer assets | 37.4 | 0 | 5 |
| **Total** | $ 78.1 | 1 % | 4 % |

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

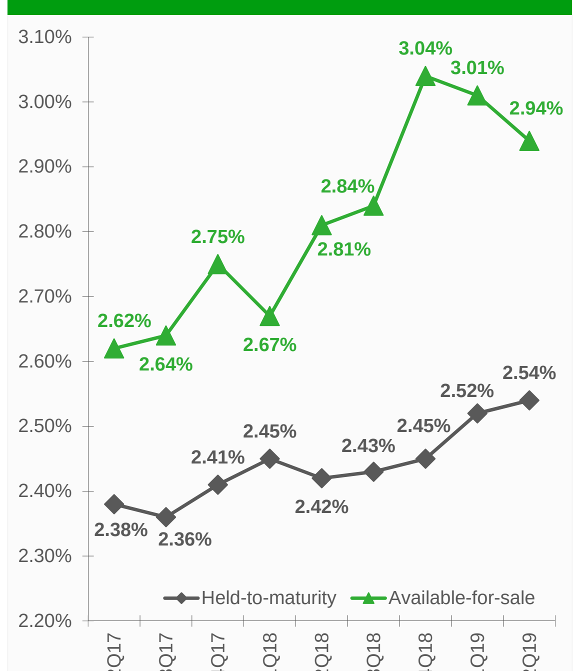


# Securities Mix and Yield[1]

## Securities Portfolio Mix




## Securities Portfolio Yield




(1) Average balances, Trading Account and Other securities excluded

# AFS and HTM Securities Overview(1)

| ($ in millions) | June 30, 2019 | | | | March 31, 2019 | | | | June 30, 2018 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AFS Portfolio | Carry Value | % of Portfolio | Estimated Duration | Yield | Carry Value | % of Portfolio | Estimated Duration | Yield | Carry Value | % of Portfolio | Estimated Duration | Yield |
| U.S. Treasuries | 5 | 0.0% | 0.3 | 2.59% | 5 | 0.0% | 0.5 | 2.59% | 5 | 0.0% | 0.5 | 1.67% |
| Agency Debt | 112 | 0.5% | 2.4 | 2.59% | 115 | 0.5% | 2.6 | 2.55% | 179 | 0.8% | 2.4 | 2.75% |
| Agency P/T | 1,872 | 8.2% | 4.6 | 3.22% | 1,365 | 5.9% | 4.9 | 3.43% | 650 | 2.8% | 6.8 | 3.00% |
| Agency CMO | 6,458 | 28.3% | 4.1 | 2.49% | 7,011 | 30.2% | 4.9 | 2.58% | 7,250 | 31.1% | 4.2 | 2.48% |
| Agency Multi-Family | 1,460 | 6.4% | 4.6 | 2.48% | 1,553 | 6.7% | 2.9 | 2.52% | 1,743 | 7.5% | 3.5 | 2.51% |
| Municipal Securities(2) | 58 | 0.3% | 5.7 | 2.75% | 281 | 1.2% | 6.9 | 2.82% | 587 | 2.5% | 5.3 | 2.60% |
| Other Securities | 538 | 2.4% | 4.2 | 3.39% | 424 | 1.8% | 3.0 | 3.50% | 488 | 2.1% | 3.7 | 3.20% |
| **Total AFS Securities** | **10,502** | **46.0%** | **4.3** | **2.67%** | **10,753** | **46.3%** | **4.6** | **2.72%** | **10,903** | **46.7%** | **4.2** | **2.56%** |
| **HTM Portfolio** | | | | | | | | | | | | |
| Agency Debt | 328 | 1.4% | 5.0 | 2.50% | 338 | 1.5% | 5.0 | 2.51% | 375 | 1.6% | 5.4 | 2.49% |
| Agency P/T | 2,153 | 9.4% | 4.5 | 3.09% | 2,093 | 9.0% | 5.6 | 3.10% | 1,676 | 7.2% | 6.7 | 2.85% |
| Agency CMO | 2,072 | 9.1% | 4.4 | 2.37% | 2,125 | 9.2% | 5.0 | 2.36% | 2,299 | 9.8% | 5.4 | 2.33% |
| Agency Multi-Family | 4,147 | 18.2% | 6.8 | 2.35% | 4,187 | 18.0% | 4.3 | 2.36% | 4,326 | 18.5% | 4.9 | 2.34% |
| Municipal Securities | 4 | 0.0% | 10.3 | 2.63% | 5 | 0.0% | 10.0 | 2.63% | 5 | 0.0% | 10.4 | 2.63% |
| **Total HTM Securities** | **8,704** | **38.1%** | **5.6** | **2.55%** | **8,747** | **37.7%** | **4.8** | **2.54%** | **8,682** | **37.2%** | **5.4** | **2.44%** |
| **Other AFS Equities** | **440** | **1.9%** | **N/A** | **N/A** | **486** | **2.1%** | **N/A** | **N/A** | **597** | **2.6%** | **N/A** | **N/A** |
| **AFS Direct Purchase Municipal Instruments(2)** | **3,193** | **14.0%** | **3.4** | **3.87%** | **3,228** | **13.9%** | **3.5** | **3.88%** | **3,167** | **13.6%** | **3.9** | **3.62%** |
| **Grand Total** | **22,839** | **100.0%** | **4.7** | **2.79%** | **23,215** | **100.0%** | **4.5** | **2.82%** | **23,348** | **100.0%** | **4.6** | **2.66%** |
| **Weighted Average Life** | | **5.3** | | | | **4.8** | | | | **4.8** | | |
| **Level 1 HQLA** | | **12,496** | | | | **13,663** | | | | **14,337** | | |
| **LCR (Quarterly Average)** | | **148%** | | | | **142%** | | | | **131%** | | |

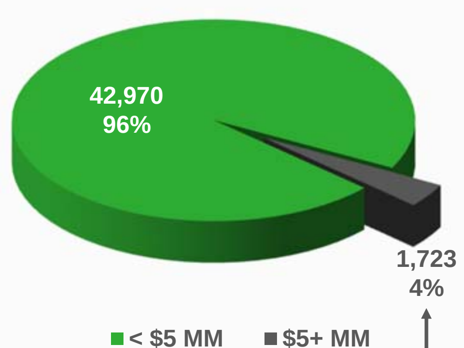
(1) End of period
(2) Tax-equivalent yield on municipal securities calculated using 21% corporate tax rate



# Total Commercial Loans – Granularity

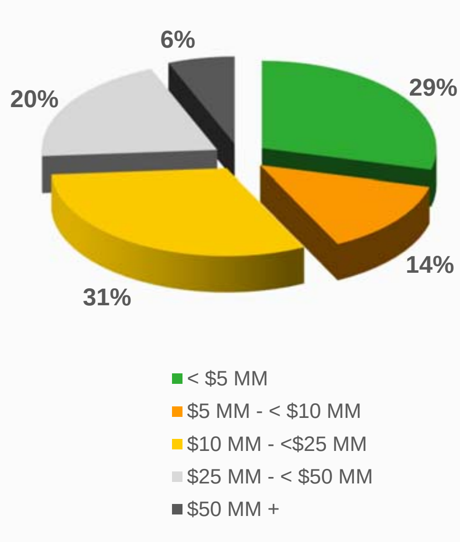
## End of period outstandings of $37.5 billion

### # of Loans by Size




| | |
|---|---|
| $5 MM - < $10 MM | 732 |
| $10 MM - < $25 MM | 734 |
| $25 MM - < $50 MM | 228 |
| > $50 MM | 29 |
| Total | 1,723 |

### Loans by Dollar Size



# Commercial and Industrial: $30.6 Billion(1)

- Diversified by sector and geographically within our Midwest 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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| Period end balance ($ in billions) | $30.6 | $31.0 | $30.6 | $29.2 | $28.9 |
| 30+ days PD and accruing | 0.18% | 0.16% | 0.26% | 0.19% | 0.25% |
| 90+ days PD and accruing(2) | 0.02% | 0.01% | 0.02% | 0.03% | 0.03% |
| NCOs(3) | 0.27% | 0.41% | 0.18% | -0.01% | 0.04% |
| NALs | 0.92% | 0.88% | 0.61% | 0.72% | 0.72% |
| ALLL | 1.48% | 1.41% | 1.38% | 1.43% | 1.43% |

(1) End of period
(2) 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
(3) Annualized



# C&I – Auto Industry
## End of period balances

**Outstandings** ($ in millions)

| | 2Q19 | 1Q19 | 3Q18 | 2Q18 | 1Q18 |
|---|---|---|---|---|---|
| ***Suppliers***(1) | | | | | |
| Domestic | $ 807 | $ 861 | $ 799 | $ 818 | $ 829 |
| Foreign | 0 | 0 | 0 | 0 | 0 |
| Total suppliers | 807 | 861 | 799 | 818 | 829 |
| ***Dealers*** | | | | | |
| Floorplan-domestic | 2,060 | 2,132 | 1,881 | 1,732 | 1,783 |
| Floorplan-foreign | 828 | 798 | 650 | 765 | 803 |
| Total floorplan | 2,888 | 2,930 | 2,531 | 2,497 | 2,586 |
| Other | 817 | 751 | 787 | 796 | 808 |
| Total dealers | 3,705 | 3,681 | 3,318 | 3,293 | 3,395 |
| **Total auto industry** | $ 4,512 | $ 4,542 | $ 4,116 | $ 4,111 | $ 4,224 |
| **NALs** | | | | | |
| Suppliers | 4.85% | 4.48% | 0.03% | 0.03% | 0.06% |
| Dealers | 0.01 | 0.01 | 0.03 | 0.02 | 0.00 |
| **Net charge-offs**(2) | | | | | |
| Suppliers | 0.02% | 0.01% | 0.01% | 0.06% | 0.00% |
| Dealers | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

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

# C&I Retail Exposure: $2.8 Billion(1)

- Retail exposure defined by NAICS – excludes automotive dealer floorplan exposure
- No direct exposure to retailers having filed for Bankruptcy protection

| Retail Industry Category ($ in millions) | Outstanding | Exposure |
|---|---|---|
| Motor Vehicle and Parts Dealers | $ 457 | $ 792 |
| Building Material and Garden Equipment and Supplies Dealers | 195 | 386 |
| Food and Beverage Stores | 157 | 321 |
| Gasoline Stations | 128 | 244 |
| Nonstore Retailers | 119 | 180 |
| Miscellaneous Store Retailers | 90 | 132 |
| Health and Personal Care Stores | 77 | 140 |
| Clothing and Clothing Accessories Stores | 74 | 221 |
| Electronics and Appliance Stores | 67 | 114 |
| Sporting Goods, Hobby, Musical Instrument, and Book Stores | 63 | 89 |
| Furniture and Home Furnishings Stores | 44 | 59 |
| General Merchandise Stores | 20 | 92 |
| **Grand Total** | **$ 1,492** | **$ 2,769** |



(1) End of Period

# Commercial Real Estate: $6.9 Billion(1)

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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| **Period end balance ($ in billions)** | $6.9 | $6.8 | $6.8 | $7.1 | $7.2 |
| **30+ days PD and accruing** | 0.14% | 0.02% | 0.14% | 0.09% | 0.11% |
| **90+ days PD and accruing(2)** | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| **NCOs(3)** | -0.12% | 0.08% | -0.01% | -0.15% | -0.08% |
| **NALs** | 0.25% | 0.13% | 0.21% | 0.27% | 0.34% |
| **ALLL** | 1.53% | 1.59% | 1.75% | 1.76% | 1.64% |

(1) End of period
(2) 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
(3) Annualized

# CRE Retail Exposure: $2.2 Billion(1)

## $1.4 billion retail properties, $0.8 billion REIT retail

- Total mall exposure is $327MM: all within REIT exposure, associated with 4 borrowers
  - Corporate leverage on these borrowers ranges from 33% to 58%
  - Fixed charge coverage on these borrowers ranges from 1.8x to 4.6x

| Property Type ($ in millions) | Outstanding | Exposure |
|---|---|---|
| Anchored Strip Center | $ 334 | $ 353 |
| Unanchored Strip Center | 143 | 168 |
| Power Center | 129 | 139 |
| Freestanding Single Tenant | 109 | 133 |
| Mixed Use – Retail | 105 | 141 |
| Restaurant | 91 | 113 |
| Grocery Anchored | 82 | 82 |
| Lifestyle Center | 78 | 86 |
| All Other (7 Retail Types Combined) | 172 | 177 |
| **Project Retail Exposure** | **$ 1,244** | **$ 1,391** |
| Retail REIT | 578 | 832 |
| **Grand Total** | **$ 1,822** | **$ 2,223** |



(1) End of Period

# Automobile: $12.2 Billion(1)

- **Extensive relationships with high quality dealers**
  - Huntington consistently in the market for over 60 years
  - Dominant market position in the Midwest with over 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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| **Period end balance ($ in billions)** | **$12.2** | $12.3 | $12.4 | $12.4 | $12.4 |
| **30+ days PD and accruing** | **0.81%** | 0.67% | 0.98% | 0.81% | 0.74% |
| **90+ days PD and accruing** | **0.06%** | 0.05% | 0.06% | 0.05% | 0.05% |
| **NCOs** | **0.17%** | 0.32% | 0.30% | 0.26% | 0.22% |
| **NALs** | **0.03%** | 0.03% | 0.04% | 0.04% | 0.04% |



(1) End of Period

# Auto Loans – Production and Credit Quality

| | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 |
|---|---|---|---|---|---|---|---|---|
| **Originations** | | | | | | | | |
| Amount ($ in billions) | **$1.3** | $1.2 | $1.4 | $1.4 | $1.6 | $1.4 | $1.5 | $1.6 |
| % new vehicles | **40%** | 42% | 49% | 45% | 47% | 48% | 53% | 49% |
| Avg. LTV | **92%** | 90% | 90% | 91% | 89% | 87% | 88% | 89% |
| Avg. FICO | **766** | 764 | 767 | 763 | 766 | 766 | 772 | 769 |
| Expected cumulative loss | **0.92%** | 0.88% | 0.84% | 0.92% | 0.82% | 0.80% | 0.80% | 0.79% |
| **Portfolio Performance** | | | | | | | | |
| 30+ days PD and accruing % | **0.81%** | 0.67% | 0.98% | 0.81% | 0.74% | 0.70% | 0.94% | 0.90% |
| NCO % | **0.17%** | 0.32% | 0.30% | 0.26% | 0.22% | 0.32% | 0.39% | 0.33% |
| **Vintage Performance**[1] | | | | | | | | |
| 6-month losses | | | 0.03% | 0.03% | 0.03% | 0.03% | 0.03% | 0.03% |
| 9-month losses | | | | 0.10% | 0.09% | 0.09% | 0.08% | 0.09% |
| 12-month losses | | | | | 0.15% | 0.14% | 0.14% | 0.16% |



(1) Annualized

# Auto Loans - Origination Trends

## Loan originations from 2010 through 2Q19 demonstrate strong characteristics and continued improvements from pre-2010

- Credit scoring model most recently updated in January 2017
- 2016-2Q19 net charge-offs impacted by acquisition of FirstMerit, including purchase accounting treatment of acquired portfolio 1

| ($ in billions) | YTD 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|---|---|---|---|---|---|---|---|---|---|---|
| Originations | $2.5 | $5.8 | $6.2 | $5.8 | $5.2 | $5.2 | $4.2 | $4.0 | $3.6 | $3.4 |
| % New Vehicles | 41% | 47% | 50% | 49% | 48% | 49% | 46% | 45% | 52% | 48% |
| Avg. LTV | 91% | 89% | 88% | 89% | 90% | 89% | 89% | 88% | 88% | 88% |
| Avg. FICO | 765 | 766 | 767 | 765 | 764 | 764 | 760 | 758 | 760 | 768 |
| Weighted Avg. Original Term (months) | 70 | 69 | 69 | 68 | 68 | 67 | 67 | 66 | 65 | 65 |
| Avg. Custom Score | 406 | 409 | 409 | 396 | 396 | 397 | 395 | 395 | 402 | 405 |
| Annualized risk expected loss | 0.24% | 0.22% | 0.22% | 0.25% | 0.27% | 0.26% | 0.28% | 0.27% | 0.22% | 0.37% |
| Charge-off % (annualized) | 0.24% | 0.27% | 0.36% | 0.30% | 0.23% | 0.23% | 0.19% | 0.21% | 0.26% | 0.54% |

# Home Equity: $9.4 Billion[1]

- Focused on geographies within our Midwest footprint with relationship customers
- Focused on high quality borrowers… 2Q19 originations:
  - Average FICO scores of 750+
  - Average (weighted) LTVs of <85% for junior liens and <75% for 1st-liens
  - Approximately 50% 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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| **Period end balance ($ in billions)** | **$9.4** | $9.6 | $9.7 | $9.9 | $9.9 |
| **30+ days PD and accruing** | **0.84%** | 0.79% | 0.88% | 0.76% | 0.76% |
| **90+ days PD and accruing** | **0.16%** | 0.16% | 0.18% | 0.15% | 0.16% |
| **NCOs** | **0.07%** | 0.12% | 0.05% | 0.06% | 0.01% |
| **NALs** | **0.61%** | 0.65% | 0.63% | 0.66% | 0.69% |



(1) End of Period

# 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
- Origination continues to be oriented toward 1st lien position HELOCs

| ($ in billions) | YTD 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|---|---|---|---|---|---|---|---|---|---|---|
| Originations[1] | $1.8 | $4.2 | $4.3 | $3.3 | $2.9 | $2.6 | $2.2 | $1.7 | $1.9 | $1.3 |
| Avg. LTV | 75% | 77% | 77% | 78% | 77% | 76% | 72% | 74% | 74% | 73% |
| Avg. FICO | 778 | 773 | 775 | 781 | 781 | 780 | 780 | 772 | 771 | 770 |
| Charge-off % (annualized) | 0.10% | 0.06% | 0.05% | 0.06% | 0.23% | 0.44% | 0.99% | 1.40% | 1.28% | 1.84% |
| HPI Index[2] | 226.8 | 218.6 | 208.5 | 198.2 | 187.7 | 179.6 | 170.7 | 162.4 | 159.6 | 165.6 |
| Unemployment rate[3] | 3.8% | 3.9% | 4.4% | 4.9% | 5.3% | 6.2% | 7.4% | 8.1% | 8.9% | 9.6% |

(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

# Residential Mortgages: $11.2 Billion[1]

- 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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| Period end balance ($ in billions) | $11.2 | $10.9 | $10.7 | $10.5 | $10.0 |
| 30+ days PD and accruing | 2.49% | 2.41% | 2.60% | 2.56% | 2.36% |
| 90+ days PD and accruing | 1.07% | 1.06% | 1.22% | 1.12% | 0.96% |
| NCOs | 0.05% | 0.10% | 0.10% | 0.07% | 0.04% |
| NALs | 0.55% | 0.62% | 0.64% | 0.64% | 0.73% |

(1) End of Period



# 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 2Q19 portfolio origination: purchased / refinance mix of 81% / 19%

| ($ in billions) | YTD 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|---|---|---|---|---|---|---|---|---|---|---|
| Portfolio Originations | $1.1 | $2.9 | $2.7 | $1.9 | $1.5 | $1.2 | $1.4 | $0.9 | $1.4 | $1.1 |
| Avg. LTV | 83.3% | 82.9% | 84.0% | 84.0% | 83.2% | 82.6% | 77.8% | 81.3% | 80.5% | 82.0% |
| Avg. FICO | 758 | 758 | 760 | 751 | 756 | 754 | 759 | 756 | 760 | 757 |
| Charge-off % (annualized) | 0.08% | 0.06% | 0.08% | 0.09% | 0.17% | 0.35% | 0.52% | 0.92% | 1.20% | 1.54% |
| HPI Index (1) | 226.8 | 218.6 | 208.5 | 198.2 | 187.7 | 179.6 | 170.7 | 162.4 | 159.6 | 165.6 |
| Unemployment rate (2) | 3.8% | 3.9% | 4.4% | 4.9% | 5.3% | 6.2% | 7.4% | 8.1% | 8.9% | 9.6% |

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

# RV and Marine: $3.5 Billion[(1)]

- Indirect origination via established dealers with 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 | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| **Period end balance ($ in billions)** | **$3.5** | $3.3 | $3.3 | $3.2 | $2.8 |
| **30+ days PD and accruing** | **0.36%** | 0.37% | 0.51% | 0.41% | 0.36% |
| **90+ days PD and accruing** | **0.03%** | 0.05% | 0.04% | 0.04% | 0.03% |
| **NCOs** | **0.25%** | 0.39% | 0.31% | 0.25% | 0.34% |
| **NALs** | **0.03%** | 0.04% | 0.02% | 0.02% | 0.02% |



(1) End of Period

# 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 (see slide 53)

| ($ in billions) | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 | 1Q18 | 4Q17 | 3Q17 |
|---|---|---|---|---|---|---|---|---|
| Portfolio Originations | $0.3 | $0.2 | $0.2 | $0.5 | $0.5 | $0.2 | $0.2 | $0.3 |
| Avg. LTV | 105.1% | 104.6% | 103.4% | 105.5% | 106.1% | 106.5% | 106.4% | 109.4% |
| Avg. FICO | 801 | 799 | 804 | 802 | 797 | 793 | 794 | 792 |
| Weighted Avg. Original Term (months) | 189 | 194 | 199 | 194 | 189 | 188 | 185 | 179 |
| Annualized Risk Expected Loss | 0.31% | 0.33% | 0.31% | 0.30% | 0.31% | 0.35% | 0.36% | 0.36% |
| Charge-off % (annualized) | 0.25% | 0.39% | 0.31% | 0.25% | 0.34% | 0.42% | 0.46% | 0.59% |

# RV and Marine Charge-off Performance

## Reconciliation – non GAAP

- All recoveries associated with loans charged off prior to the date of FirstMerit acquisition are booked as noninterest income. This inflates the level of net charge-offs as the normal recovery stream is not included.

| | 2Q19 | | | 1Q19 | | | 2Q18 | | |
|---|---|---|---|---|---|---|---|---|---|
| ($ in millions) | Originated | Acquired | Total | Originated | Acquired | Total | Originated | Acquired | Total |
| Average Loans | $2,522 | $900 | $3,422 | $2,341 | $962 | $3,303 | $1,478 | $1,189 | $2,667 |
| Reported Net Charge-offs (NCOs) | $1.4 | $0.7 | $2.1 | $1.4 | $1.8 | $3.2 | $0.5 | $1.7 | $2.2 |
| FirstMerit-related Net Recoveries in Noninterest Income | -- | (0.1) | (0.1) | -- | (0.1) | (0.1) | -- | (0.1) | (0.1) |
| Adjusted Net Charge-offs | 1.4 | 0.6 | 2.0 | 1.4 | 1.7 | 3.1 | 0.5 | 1.7 | 2.0 |
| Reported NCOs as % of Avg Loans | 0.23% | 0.30% | 0.25% | 0.25% | 0.75% | 0.39% | 0.14% | 0.56% | 0.34% |
| Adjusted NCOs as % of Avg Loans | 0.23% | 0.26% | 0.24% | 0.25% | 0.71% | 0.38% | 0.14% | 0.51% | 0.31% |



# Credit Quality Review

# Credit Quality Trends Overview

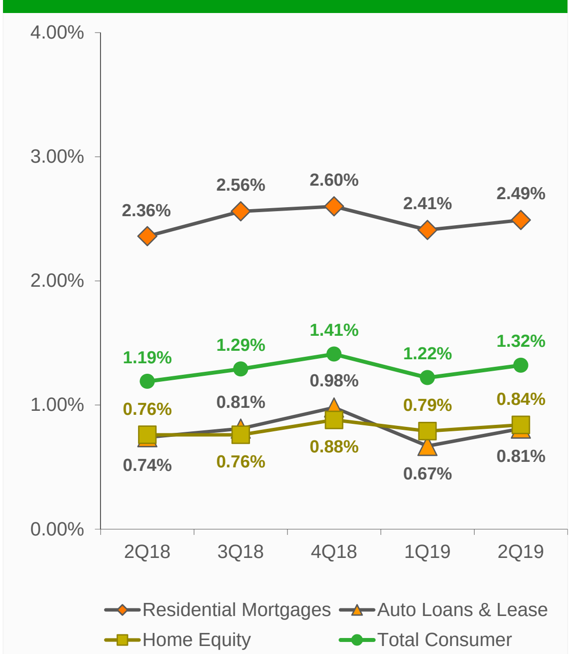
| | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| Net charge-off ratio | **0.25%** | 0.38% | 0.27% | 0.16% | 0.16% |
| 90+ days PD and accruing | **0.20** | 0.20 | 0.23 | 0.21 | 0.18 |
| NAL ratio[(1)] | **0.57** | 0.56 | 0.45 | 0.50 | 0.52 |
| NPA ratio[(2)] | **0.61** | 0.61 | 0.52 | 0.55 | 0.57 |
| Criticized asset ratio[(3)] | **3.43** | 3.38 | 3.25 | 3.32 | 3.49 |
| ALLL ratio | **1.03** | 1.02 | 1.03 | 1.04 | 1.02 |
| ALLL / NAL coverage | **182** | 183 | 228 | 206 | 197 |
| ALLL / NPA coverage | **168** | 166 | 200 | 189 | 180 |

(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

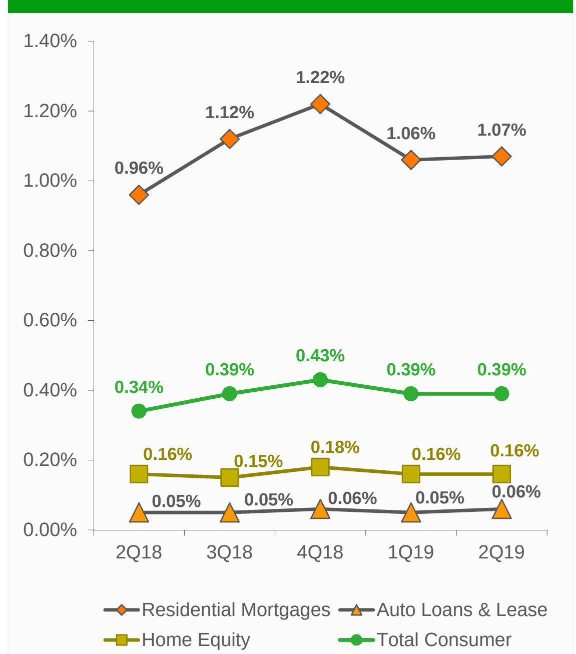


# Consumer Loan Delinquencies[(1)]

## 30+ Days




## 90+ Days

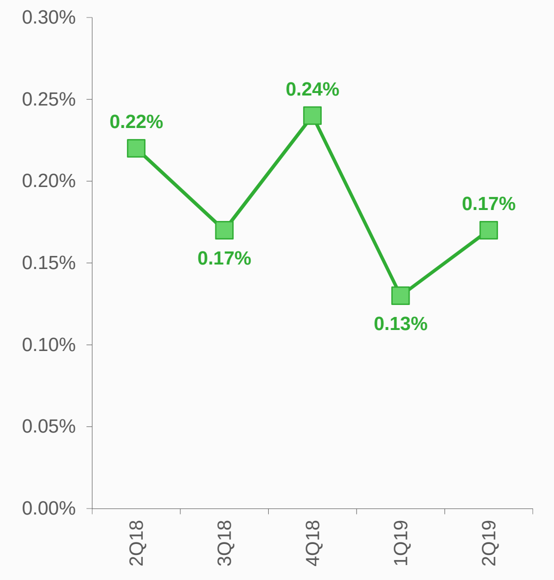




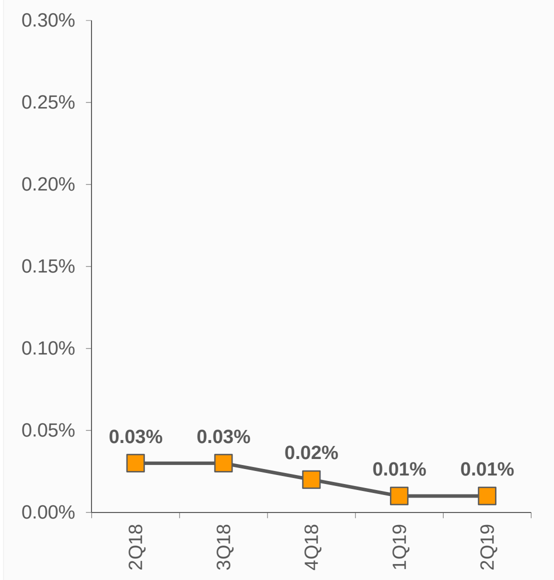

(1) End of period; delinquent but accruing as a % of related outstandings at end of period

# Total Commercial Loan Delinquencies

## 30+ Days(1)




## 90+ Days(2)



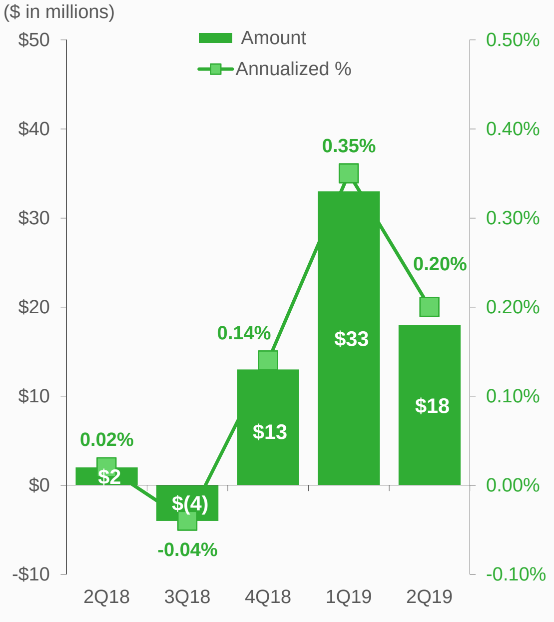

(1) Amounts include Huntington Technology Finance administrative lease delinquencies
(2) Amounts include Huntington Technology Finance administrative lease delinquencies and accruing purchased impaired loans acquired in the FirstMerit transaction. Under the applicable accounting guidance (ASC 310-30),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



# Net Charge-Offs

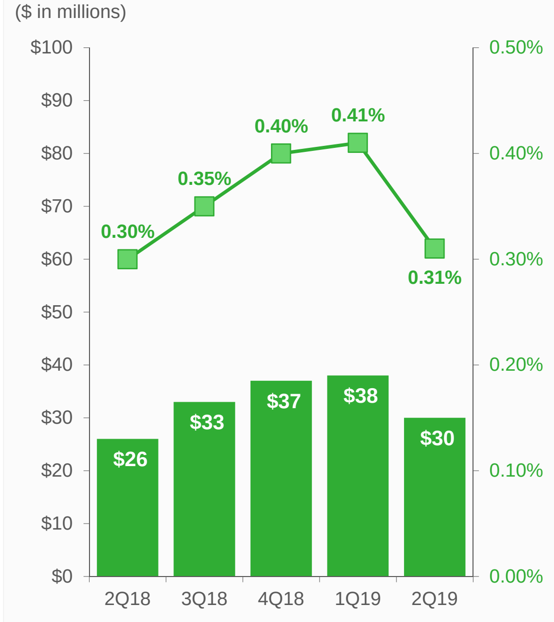
## Total Commercial Loans

($ in millions)




## Total Consumer Loans

($ in millions)



# Nonperforming Asset Flow Analysis

## End of Period

| ($ in millions) | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| NPA beginning-of-period | **$461** | $387 | $403 | $412 | $420 |
| Additions / increases | **117** | 218 | 109 | 114 | 96 |
| Return to accruing status | **(16)** | (33) | (21) | (24) | (25) |
| Loan and lease losses | **(34)** | (46) | (32) | (29) | (21) |
| Payments | **(54)** | (33) | (66) | (62) | (53) |
| Sales and other | **(14)** | (32) | (6) | (8) | (5) |
| NPA end-of-period | **$460** | $461 | $387 | $403 | $412 |
| Percent change (Q/Q) | **(0)%** | 19% | (4)% | (2)% | (2)% |



# Criticized Commercial Loan Analysis

## End of Period

| ($ in millions) | 2Q19 | 1Q19 | 4Q18 | 3Q18 | 2Q18 |
|---|---|---|---|---|---|
| Criticized beginning-of-period | **$2,216** | $2,054 | $2,132 | $2,214 | $2,266 |
| Additions / increases | **524** | 462 | 376 | 354 | 458 |
| Advances | **129** | 93 | 85 | 98 | 95 |
| Upgrades to “Pass” | **(236)** | (97) | (208) | (207) | (268) |
| Paydowns | **(359)** | (250) | (278) | (319) | (326) |
| Charge-offs | **(21)** | (41) | (29) | (8) | (10) |
| Moved to HFS | **4** | (4) | (24) | --- | --- |
| Criticized end-of-period | **$2,256** | $2,216 | $2,054 | $2,132 | $2,214 |
| Percent change (Q/Q) | **2%** | 7% | (4)% | (4)% | (2)% |

# Franchise and Leadership



# Huntington Bancshares Overview

Huntington is a $108 billion asset regional bank holding company headquartered in Columbus, Ohio. Founded in 1866, The Huntington National Bank and its affiliates provide consumer, small business, commercial, treasury management, capital markets, wealth management, and insurance services.

***Ohio***
Branches: 424
Deposits: $50.9 billion
Loans[1]: $40.8 billion

***Pennsylvania***
Branches: 45
Deposits: $4.1 billion
Loans[1]: $7.0 billion

***Illinois***
Branches: 35
Deposits: $2.4 billion
Loans[1]: $6.0 billion

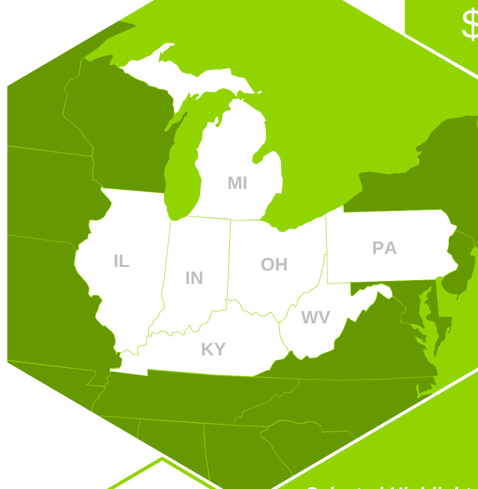
***Kentucky***
Branches: 10
Deposits: $0.7 billion
Loans[1]: $2.7 billion

***Michigan***
Branches: 277
Deposits: $16.9 billion
Loans[1]: $17.0 billion

***Indiana***
Branches: 40
Deposits: $3.8 billion
Loans[1]: $5.9 billion

***West Virginia***
Branches: 25
Deposits: $2.1 billion
Loans[1]: $2.1 billion

***2Q19 Avg Total Loans***
$75B




***Extended Footprint Products***

- Asset Finance
- Auto
- Corporate
- Franchise
- Food and Agriculture
- Healthcare
- RV and Marine
- National Settlements
- Sponsor Finance
- Huntington Technology Finance

***2Q19 Total Revenue***
$1.2B

***2Q19 Avg Total Deposits***
$82B

***Selected Highlights***

- **Combined GDP of 7 state core footprint represents $5^{th}$ largest economy in the world [2]**
- **Midwest region currently has more job openings than unemployed workers [3]**

- **Huntington's top 10 deposit MSAs represent ~80% of total deposits**
- **Ranked #1 in deposit market share in 13% of total footprint MSAs and top 3 in 41%**
- **Ranked #4 in US for percentage of top 3 deposit share company MSAs**

(1) Funded and unfunded loan commitments; (2) 2018 IMF and US Bureau of Economic Analysis; (3) As of May 2019 BLS JOLTS report and employment data; Note: State deposit / loan balances as of Jun. 30, 2019

# Leadership Team

**Chairman, President, and CEO**
**Steve Steinour**

Business Segments

| | |
|---|---|
| Consumer and Business Banking<br>Andy Harmening | Regional Banking and The Private Client Group<br>Sandy Pierce |
| Commercial Banking<br>Rick Remiker | Vehicle Finance<br>Sandy Pierce |
| Finance<br>Mac McCullough – Chief Financial Officer | Risk<br>Helga Houston – Chief Risk Officer |
| Credit<br>Rich Pohle – Chief Credit Officer | Human Resources and Diversity<br>Raj Syal – Chief Human Resources Officer |
| Corporate Operations<br>Mark Thompson – Corporate Operations Director | Technology and Operations<br>Paul Heller – Chief Technology and Operations Officer |
| Internal Audit<br>Nate Herman – Chief Auditor | Communications and Marketing<br>Julie Tutkovics – Chief Communication & Marketing Officer |
| Legal and Public Affairs<br>Jana Litsey – General Counsel | |

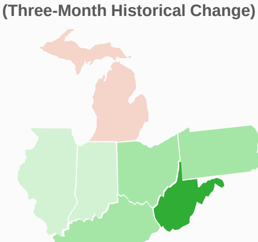


# Footprint Economic Indicators

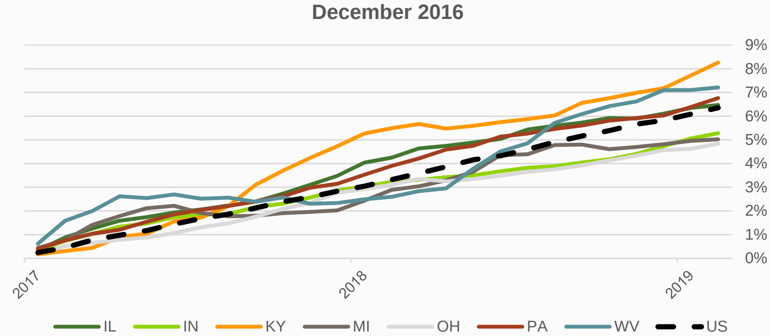
## Continued strength in Midwest markets

- The Job Openings Rate for the Midwest is the highest in the nation. From last in the last decade to the top in the last 2 years reflects reversal in growth paradigm from "Rust Belt" to "Resurgence Belt."
- Michigan joined Ohio, Illinois, Indiana, and Kentucky in receiving Top 10 in the nation accolades for 2018 by the Site Selection Governor's Cup.
- According to FHFA, Home Price Growth was especially strong in Michigan (+6.9%), Indiana (+7.1%) and Ohio (+5.9%) in the period Q1 2018 to Q1 2019. The national growth average was +5.5% as housing markets experienced a year of unusually tight supply overall. Home price gains in the other states were more moderate, but all of the Footprint states had positive home price appreciation.
- Despite recent volatility, Consumer Confidence in the East North Central region of the U.S. (OH, MI, IN, IL, WI) remained generally at its highest levels since 2000.

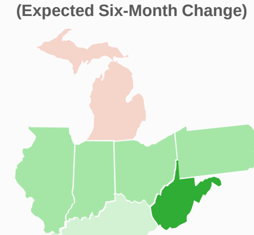
**May 2019 State Coincident Indexes (Three-Month Historical Change)**




**Philadelphia FRB Coincident Economic Activity Index Since December 2016**




**May 2019 State Leading Indexes (Expected Six-Month Change)**






Source: US Bureau of Labor Statistics; Federal Reserve Bank of Philadelphia; Haver Analytics