



# 2021 First Quarter Investor Presentation

February 1, 2021



The Huntington National Bank is Member FDIC. ®, Huntington® and  Huntington. Welcome.® are federally registered service marks of Huntington Bancshares Incorporated. ©2021 Huntington Bancshares Incorporated.

# Table of Contents

<b>Franchise and Leadership</b>	<b>3</b>	<b>Balance Sheet</b>	<b>39</b>
Economic Footprint	4	Earning Assets	40
Leadership Team	5	Loan Composition	41
Board of Directors	6	Commercial Loans	43
Environmental, Social, & Governance	10	Consumer Loans	47
<b>Strategy</b>	<b>13</b>	Investment Securities	56
Purpose Drives Performance	15	Non-Equity Funding	58
Digital Strategy	16	Deposit Composition	59
<b>Financial Update</b>	<b>24</b>	Wholesale Funding	61
2020 and 4Q20 Highlights	25	<b>Capital</b>	<b>63</b>
<b>Income Statement</b>	<b>30</b>	<b>Credit Quality</b>	<b>66</b>
Net Interest Income	31	Allowance for Credit Losses	68
Net Interest Margin	32	Financial Accommodations	70
Hedging Program Overview	33	Asset Quality and Reserve Trends	72
Noninterest Income	34	<b>Appendix</b>	<b>78</b>
Noninterest Expense	37	Non-GAAP Reconciliations	81
		Notes	84

# Franchise and Leadership

# Huntington Overview

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



### OUR GEOGRAPHIC FOOTPRINT

#### RETAIL FOOTPRINT PRODUCTS:

- Consumer
- Business Banking
- Commercial
- Wealth Management
- Trust
- Insurance

#### EXTENDED FOOTPRINT PRODUCTS:

- Asset Finance
- Auto
- Corporate
- Huntington Business Credit
- Huntington Public Capital
- Huntington Technology Finance
- National Settlements
- RV and Marine
- Specialty Banking Verticals

**15,477**

FTE Colleagues

**839**

Branches<sup>(1)</sup>

**\$123B**

Assets

**1,322**

ATMs

**Over 150 years**  
of serving the  
financial needs of  
our customers

See notes on slide 83

# Experienced, Diverse Executive Leadership Team



**8 new**

ELT members  
since 2016

**9 years**

average  
Huntington  
experience

**46%**

Executive  
Leadership Team  
diversity

**29 years**

average industry  
experience



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

# Deeply Engaged, Diverse Board of Directors

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



\*Photo includes Kathleen Ransier, who retired from the Board in 2020

# 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 83

# 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

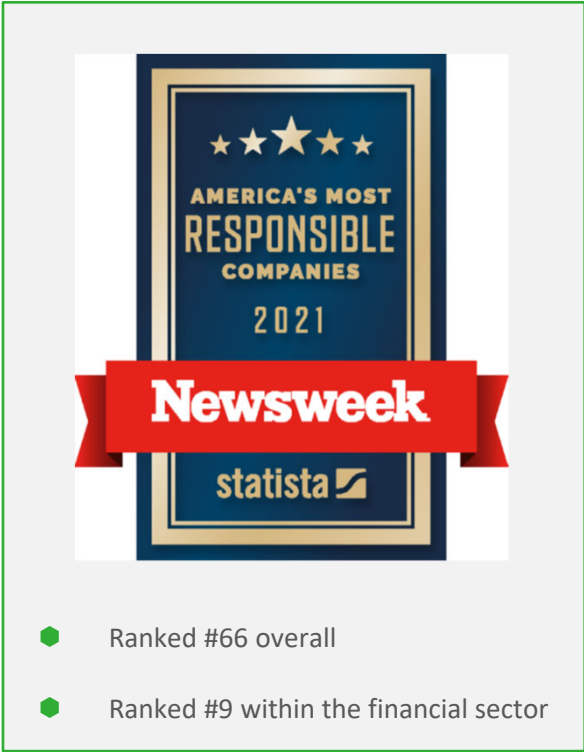
## Our Commitment to Environmental, Social, & Governance (ESG)

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.

2019 ESG Report



Recent ESG Recognition



# Our ESG Journey

**2016**

Issued our first ESG report

**2018**

Enhanced our ESG disclosures while grounding our report in materiality

**2020**

Finalize our ESG goals and formalize our ESG policy & integration into business planning

**2017**

Conducted a materiality assessment to determine issues of greatest importance to Huntington's stakeholders and importance to the business

**2019**

Established a formal ESG committee and began defining clear goals

# ESG Highlights

## Our Approach

- Our colleague-first investment drives our performance
- We're for People: Making a difference for our colleagues, customers, and communities
- We are committed to environmental responsibility and creating a sustainable future

## Our Priorities

- Financial performance
- Corporate governance and transparency
- Enterprise risk management
- Customer service, satisfaction, and advocacy
- Diversity and inclusion
- Ethical practices and purpose-driven culture
- Data security and customer privacy
- Fair and responsible banking

## Our Impact

**#1** originator of SBA 7(a) loans

**93%** to goal in year 3 of 5-year \$16 billion community development plan; announced new \$20 billion, five-year plan

**43%** middle and executive management diversity

**698** active sites in the U.S. Environmental Protection Agency ENERGY STAR® program

**66%** total workforce diversity

**41%** year over year membership growth of our Green Team colleague affinity group

Strategy

# Building the Leading *People-First, Digitally-Powered* Bank

Creating a sustainable competitive advantage with focused investment in customer experience, product differentiation, and key growth initiatives

## We are a Purpose-driven company

- ◆ Our Purpose is to make people's lives better, help businesses thrive, and strengthen the communities we serve

## Drive organic growth across all business segments

- ◆ Deliver a superior customer experience through differentiated products, digital capabilities, market segmentation, and tailored expertise
- ◆ Leverage the value of our brand, our deeply-rooted leadership in our communities, and our market-leading convenience to efficiently acquire, deepen, and retain client relationships

## Deliver sustainable, top quartile financial performance and efficiency

- ◆ Drive diversified revenue growth while maintaining rigorous expense management discipline and maximizing returns on organic growth investments
- ◆ Minimize earnings volatility through the cycle
- ◆ Deliver top quartile returns on capital

## Be a source of stability and resilience through enterprise risk management & balance sheet strength

- ◆ Maintain an aggregate moderate-to-low, through-the-cycle risk profile
- ◆ Disciplined capital allocation and priorities (first fund organic growth, second maintain the dividend, and then other capital uses)

# Purpose Drives Performance

Huntington's approach to shareholder value creation

The best way to achieve our long-term financial goals and generate sustainable, through-the-cycle returns is to fulfill **our purpose** to make people's lives better, help businesses thrive, and strengthen the communities we serve.

**Our success is deeply interconnected with the success of the people and communities we serve.**



# Huntington's Digital Evolution

## Digital Differentiation and Transformation

Driving engagement and profitability through digital tools, AI, segmentation, and mobility

## Building our Core

Owning our online, mobile, and alerts platforms, leveraging agile development, and partnering to further enhance customer experience

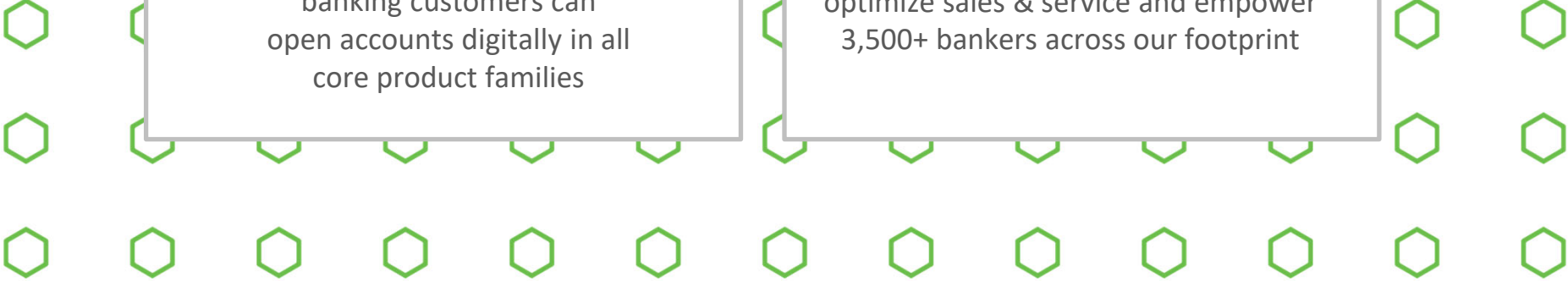


## Digital Origination Expansion

Ensuring our consumer and business banking customers can open accounts digitally in all core product families

## Branch Experience


Leveraging digital technology to optimize sales & service and empower 3,500+ bankers across our footprint





# Differentiating with Digital & Product

100+ digital projects launched over 2 years, driving value

 Customers that are engaged with The Hub tools demonstrate higher levels of satisfaction, lower levels of attrition, and higher profitability

## Differentiated Digital Services

### Money Management



### The Hub

Track and analyze your spending and help you create and reach your financial goals

E.g.

Spend Analysis, Savings Goals, & Budgets

### Personalized Insights



Leveraging AI to provide personalized and proactive insights

E.g.

Duplicate charges, Returned check, Refund received

### Savings Automation



### Money Scout™

Use AI to analyze your spending habits, income, and upcoming expenses to find money you're not using in your account

September '20

## 2 New Products

# 24-Hour Grace™

Now for Businesses

# & \$50 Safety Zone

for Consumers and Businesses

When you overdraw your account, you have a \$50 Safety Zone before you incur an overdraft fee. If you overdraw your account by more than \$50, you have 24-Hour Grace giving you more time to make a deposit and avoid a fee.

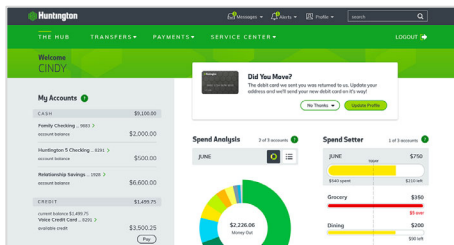
September '20

# Digital Transformation



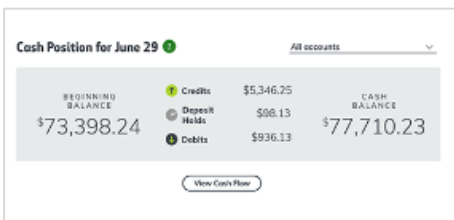
## Tailored Customer Experiences

**Customer centric** experiences designed to support the **unique needs** of our Consumer, Business Banking, Private Bank, and Commercial customers



**Private Bank**

- My Team
- Insights
- Credit & ID Monitoring



## Mobility

**Invest in mobile as the platform of choice** for our customers while leveraging new technology and AI to enhance self service

**Payments**

- Bank to Bank Transfers
- Zelle

**Self Help**

- ChatBot (AI)
- Schedule a Call Back

**Enhanced Servicing**

- Card Controls
- Enhanced Mortgage Servicing

# Extending Digital Origination Capabilities



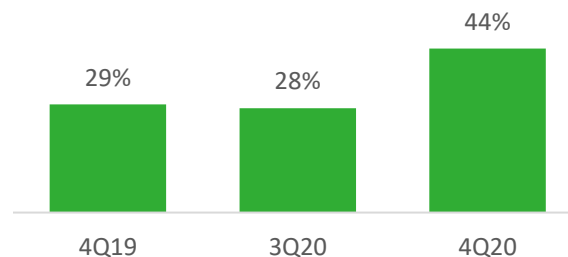
In 2020, Huntington aggressively extended origination capabilities to ensure **all core product families** within consumer and business banking can originate digitally

Digital Capabilities	2019	2020
Consumer Checking	✓	✓
Consumer Savings	✓	✓
Consumer Credit Card	✓	✓
Mortgage		✓
Home Equity		✓
Business Checking		✓
Business Savings		✓
Business Lending		✓

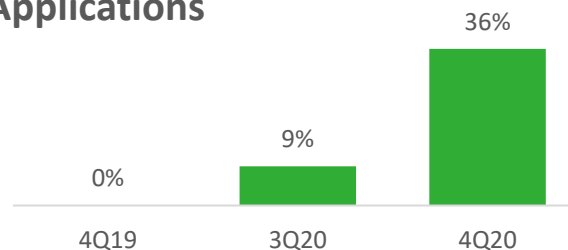
## Digital Originations

### New Consumer Deposit Accounts

Includes Checking, Savings, MMA

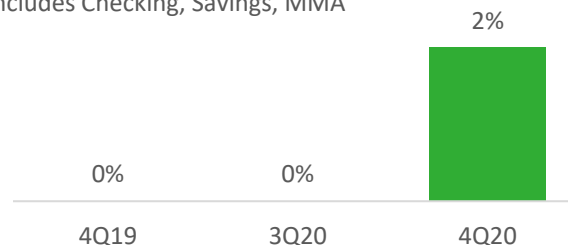


### Digitally-Assisted Mortgage Applications

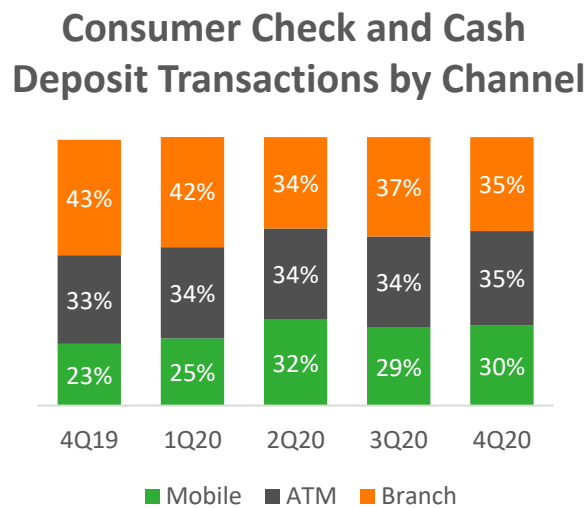
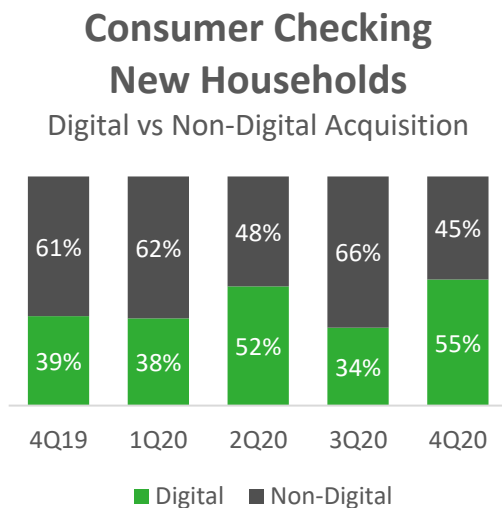
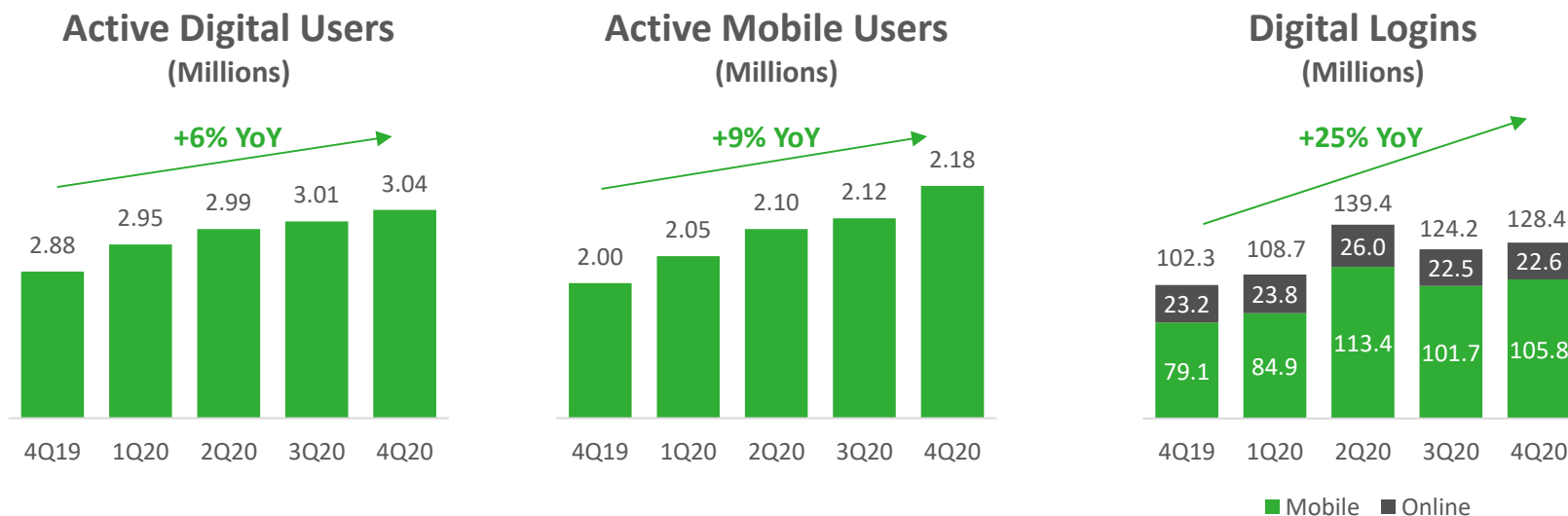


### New Business Deposit Accounts

Includes Checking, Savings, MMA



# Consumer and Business Digital Engagement Metrics



# Industry-leading Mobile and Online Customer Satisfaction

Honored for the second consecutive year for consumer mobile and digital banking customer satisfaction

August 1, 2019



## Huntington Online Banking and Mobile App Rank Highest in Two J.D. Power 2019 Banking Satisfaction Studies

*Awards reflect focus on listening to customers and delivering an exceptional digital experience*

**COLUMBUS, Ohio** – Huntington Bank (Nasdaq: HBAN; www.huntington.com) has claimed the top spots in the J.D. Power 2019 U.S. Banking App Satisfaction Study and the U.S. Online Banking Satisfaction Study.

August 19, 2020



## Huntington Mobile App Ranks Highest Among Regional Banks in the J.D. Power 2020 U.S. Banking Mobile App Satisfaction Study for the Second Year in a Row

*Award reflects Huntington's continued focus on listening to customers and delivering exceptional digital tools*

**COLUMBUS, Ohio** – Huntington Bank (Nasdaq: HBAN; www.huntington.com) has claimed the top spot among regional banks in the J.D. Power 2020 U.S. Banking Mobile App Satisfaction Study for the second year in a row.



**#1 in Regional Bank Mobile App Customer Satisfaction<sup>(1)</sup>**

Visit [jdpower.com/awards](https://www.jdpower.com/awards) for more details

# COVID Has Not Changed the Importance of Branches, But It Has Changed the Branch Experience



## Branch Toolset

Built on the premise of the customer physically being present in branch



## Digital Capabilities

Built to drive **Product Selection**, self service, and satisfaction



We leverage digital technology to optimize **sales & service** and **empower 3,500+ bankers** across our footprint

Virtual  
Collaboration

Digital Sales  
Collateral

Remote  
Authentication

Appointment  
Setting

Remote Account  
Opening

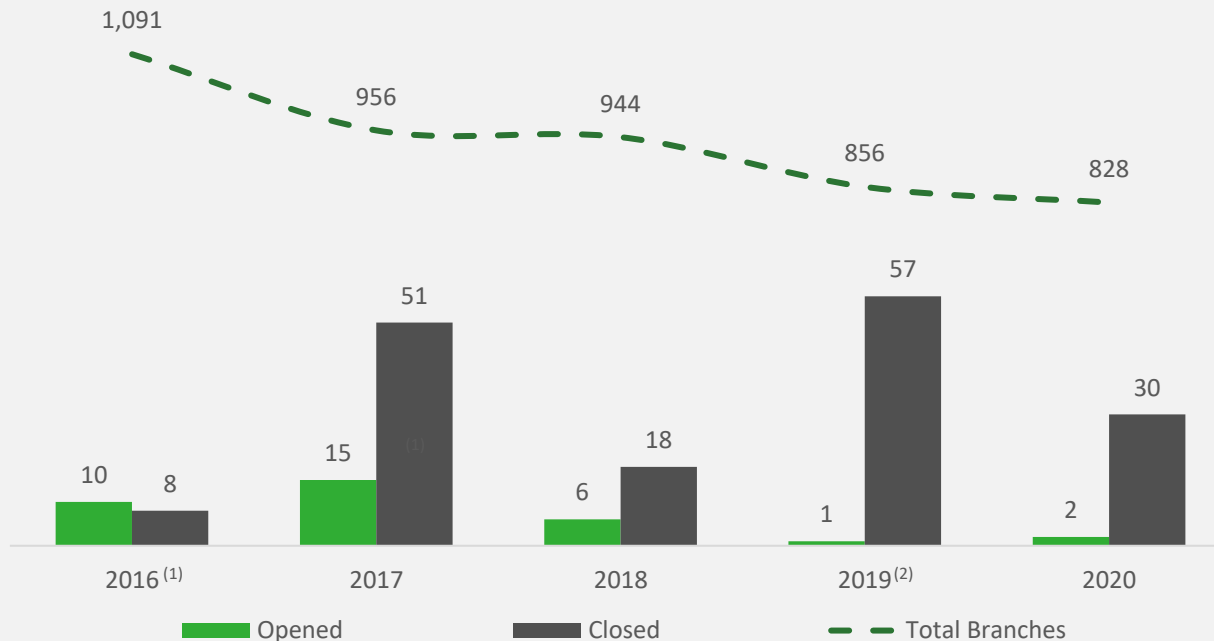
eSign  
Integration

Building the Leading **People First, Digitally Powered** Bank

# Delivering a Multi-Channel Customer Experience

Digital and mobile adoption accelerating without diminishing branch importance

## Physical Retail Full-Service Branch Distribution Network



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

# Financial Update



# 2020 Full Year Financial Highlights

Delivered positive operating leverage for the 8th consecutive year

<b>Revenue (FTE)</b>	<b>EPS</b>	<b>TBVPS</b>
\$4.8 billion ↑ 3% Y/Y	\$0.69 ↓ 46% Y/Y	\$8.51 ↑ 3% Y/Y
<b>ROA</b>	<b>ROCE</b>	<b>ROTCE</b>
0.70% ↓ 61 basis points Y/Y	6.8% ↓ 6.1 percentage pts Y/Y	8.9% ↓ 8.0 percentage pts Y/Y

- ◆ Average loans increased \$4.4 billion, or 6%, year-over-year
- ◆ Average core deposits increased \$8.7 billion, or 11%, year-over-year
- ◆ Net interest margin of 2.99%, down 27 basis points from the prior year
- ◆ Efficiency ratio of 56.9%, up from 56.6% in the prior year
- ◆ Net charge-off ratio of 57 basis points, up from 35 basis points in the prior year
- ◆ Provision for credit losses of \$1.0 billion, up from \$287 million in the prior year

# 2020 Fourth Quarter Financial Highlights

Revenue growth of 7% year-over-year supporting continued investment

<b>Revenue (FTE)</b>	<b>EPS</b>	<b>TBVPS</b>
\$1.2 billion ↑ 7% Y/Y	\$0.27 ↓ 4% Y/Y	\$8.51 ↑ 3% Y/Y
<b>ROA</b>	<b>ROCE</b>	<b>ROTCE</b>
1.04% ↓ 11 basis points Y/Y	10.4% ↓ 0.7 percentage pts Y/Y	13.3% ↓ 1.0 percentage pts Y/Y

- ◆ Average loans increased \$6.0 billion, or 8%, year-over-year
- ◆ Average core deposits increased \$12.6 billion, or 16%, year-over-year
- ◆ Net interest margin of 2.94%, down 18 basis points from the year-ago quarter
- ◆ Efficiency ratio of 60.2%, up from 58.4% in the year-ago quarter
- ◆ Net charge-off ratio of 55 basis points, up from 39 basis points in the year-ago quarter
- ◆ Provision for credit losses of \$103 million, up from \$79 million in the year-ago quarter

# Pretax, Pre-Provision Earnings (PTPP)

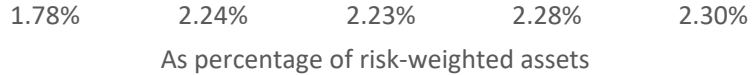
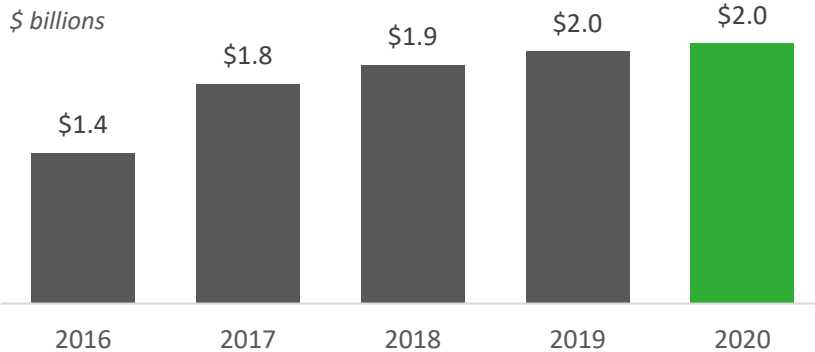
Solid growth in PTPP in face of challenging environment illustrates underlying earnings power

(\$ in millions)	4Q20	4Q19	Y/Y Change		2020	2019	Y/Y Change	
			\$	%			\$	%
Net interest income (FTE)	\$830	\$786	\$44	6%	\$3,245	\$3,239	\$6	0%
Noninterest income	\$409	\$372	\$37	10%	\$1,591	\$1,454	\$137	9%
Total revenue	\$1,239	\$1,158	\$81	7%	\$4,836	\$4,693	\$143	3%
Noninterest expense	\$756	\$701	\$55	8%	\$2,795	\$2,721	\$74	3%
<b>Pretax, Pre-Provision Earnings (PTPP)* - Non-GAAP</b>	<b>\$483</b>	<b>\$457</b>	<b>\$26</b>	<b>6%</b>	<b>\$2,041</b>	<b>\$1,972</b>	<b>\$69</b>	<b>4%</b>
Provision for credit losses	\$103	\$79	\$24	30%	\$1,048	\$287	\$761	265%
Net income available to common	\$281	\$298	(\$17)	-6%	\$717	\$1,337	(\$620)	-46%

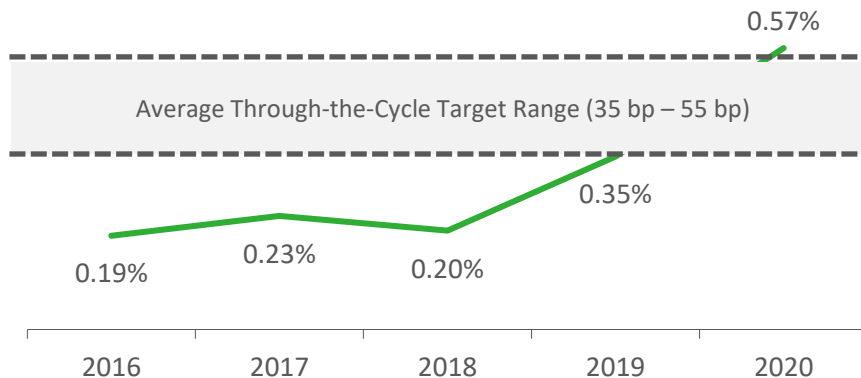
\*Note: Pretax, pre-provision earnings is a non-GAAP financial metric – reconciliation in table above

# Positioned for Strong Relative Performance Through-the-Cycle

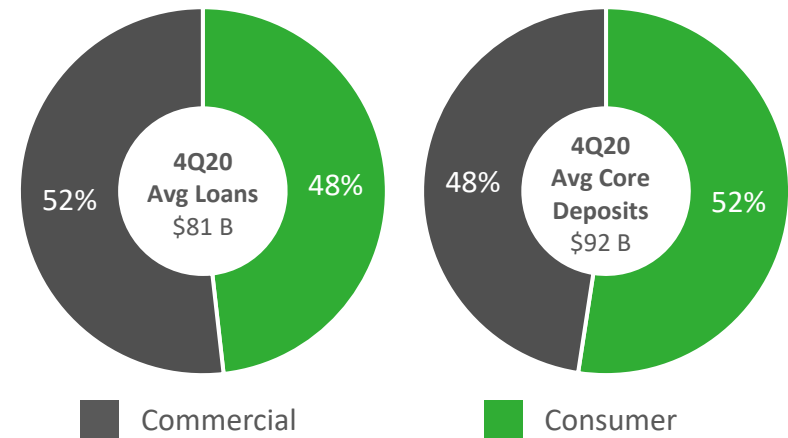
## Strengthened Pretax Pre-Provision Net Revenue <sup>(1)</sup>



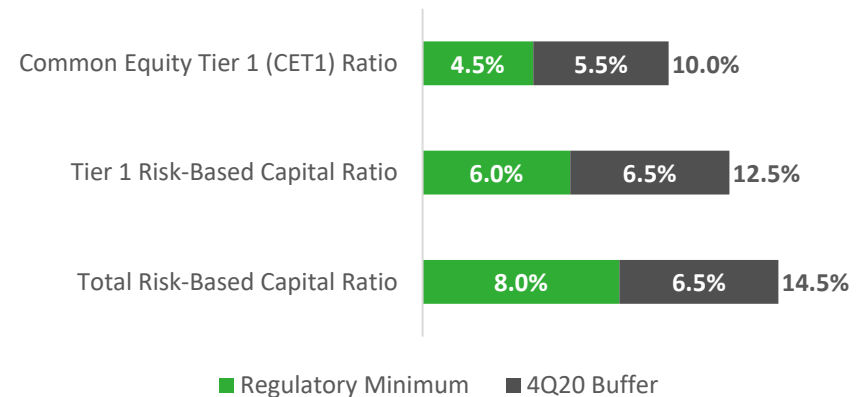
## Culture of Disciplined Credit Underwriting



## Well-Diversified Balance Sheet



## Strong Capital Base and Capital Management



See reconciliation on slide 81

# Strategic Portfolio Mix

Thoughtful diversification is a vital component of our credit risk management

## Consumer Bank

Period End  
As of 12/31/21:

48% of  
Loans

53% of  
Core  
Deposits

- Continued steady consumer loan production, particularly in home lending and vehicle finance
- Record annual mortgage originations during 2020
- Focus on household acquisition and continued growth in consumer noninterest-bearing deposits
- Targeting prime and super prime consumers aligned with our high-FICO portfolios

## Commercial and Business Bank

Period End  
As of 12/31/21:

52% of  
Loans

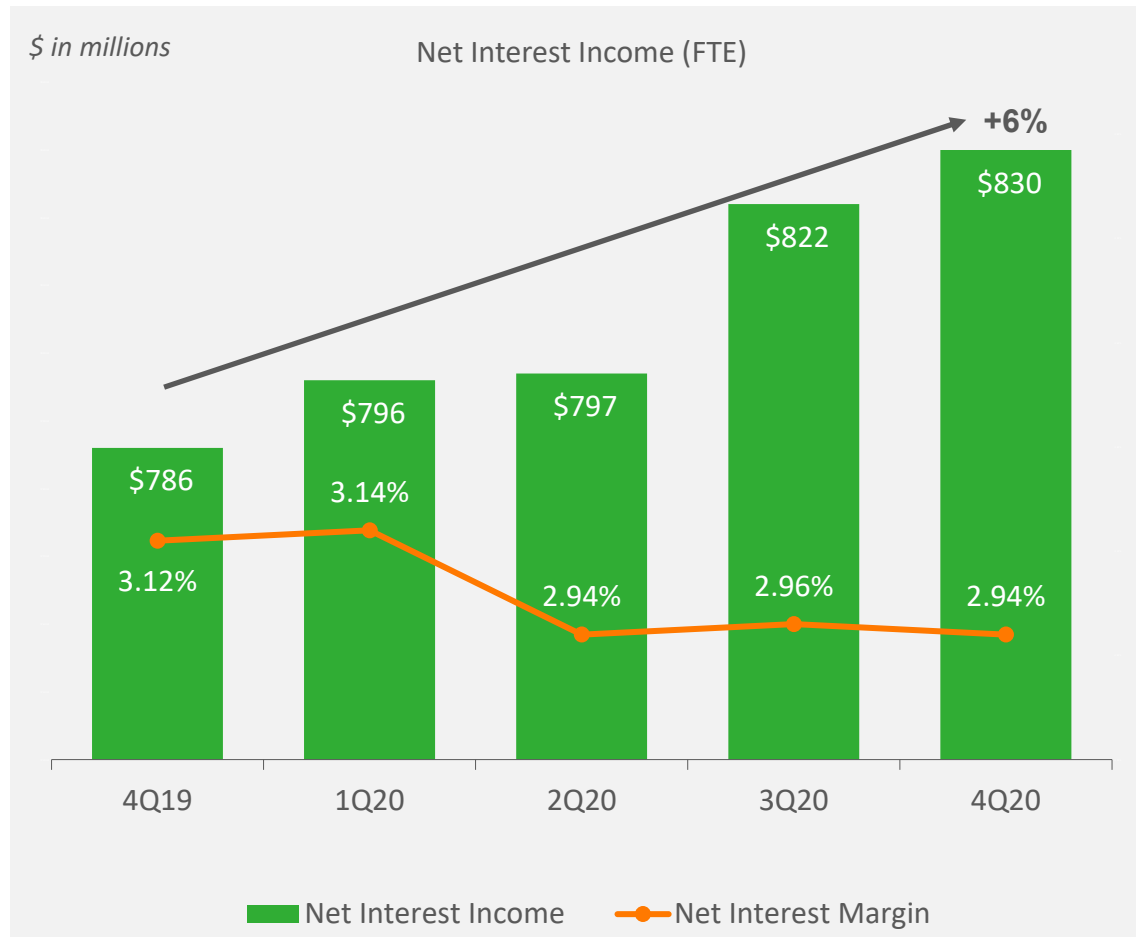
47% of  
Core  
Deposits

- Strengthening commercial loan activity; pipelines higher than the year-ago level
- Excluding PPP, both utilization rates and new loan production being materially impacted by current economic environment
- Targeting large corporations as well as secured businesses
- Focus on deepening relationships (fee opportunities)

# Income Statement

# Net Interest Income

Year-over-year 12% increase in average earning assets outpaced 18 basis points of net interest margin compression

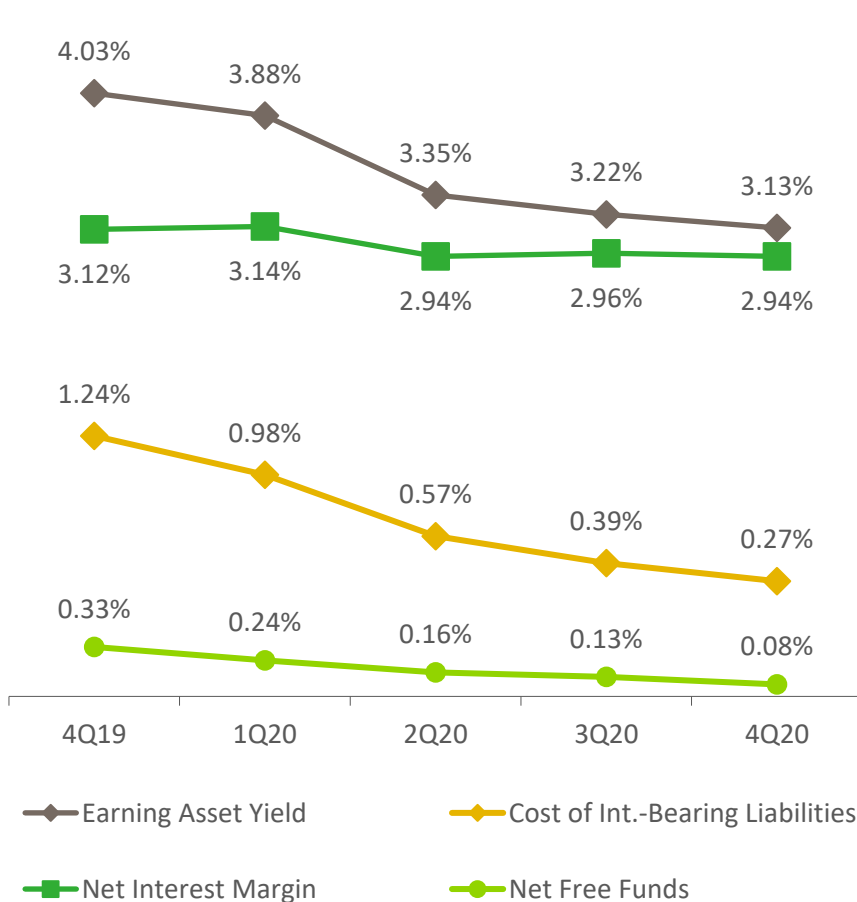


NIM change LQ	3Q20:	2.96%
Rates / mix / other		(0.03)
Hedging / derivatives		+0.02
PPP forgiveness		+0.02
PPP fee amortization		(0.03)
<b>Total change</b>		<b>(0.02)</b>
	4Q20:	2.94%

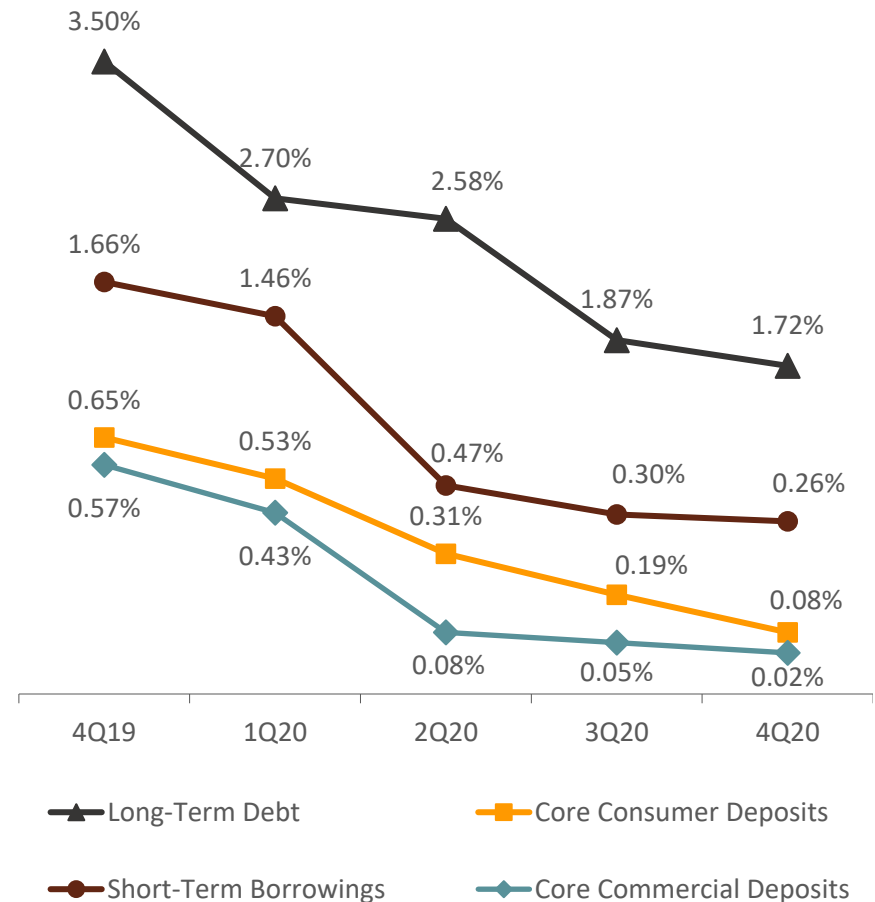
# Net Interest Margin (FTE)

NIM down 18 basis points year-over-year reflecting lower market interest rates and inherent asset sensitivity of balance sheet

## Net Interest Margin Trends

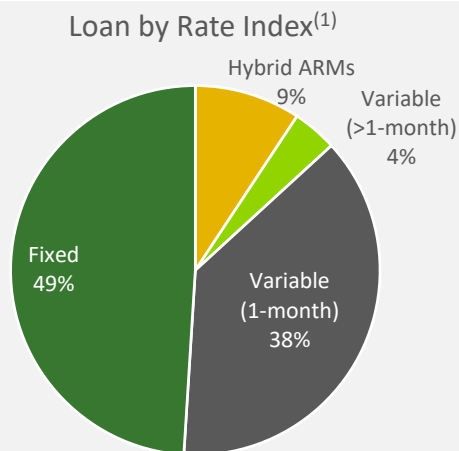


## Components of Cost of Interest-Bearing Liabilities

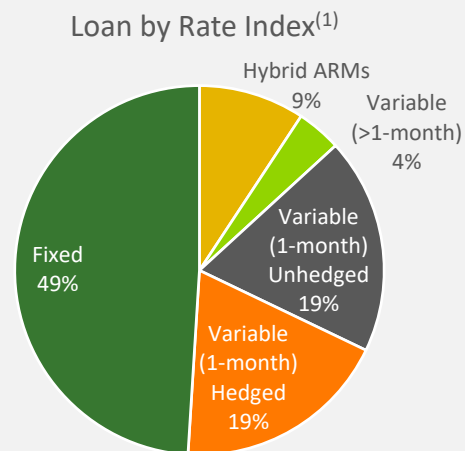




# Hedging Program Overview



Impact of Hedging



Active Hedges <sup>(1)</sup>	Notional (\$B)	Wtd. Avg. Receive Rate/ Strike	Wtd. Avg. Pay Rate
Asset Swap – Sec. Port. <sup>(2)</sup>	\$3.1	0.15%	0.17%
Asset Swaps – CML Lns	\$6.5	1.81%	0.15%
Asset Floors	\$7.2	1.81%	0.15%
Floor Spreads <sup>(3)</sup>	\$0.4	2.50% / 1.50%	0.15%
Debt Swaps – 1mL	\$5.4	2.28%	0.15%
Debt Swaps – 3mL	\$0.8	1.31%	0.22%
Economic Hedge-Floor Spreads <sup>(4)</sup>	\$1.0	1.75% / 1.00%	0.16%
Economic Hedge-Caps	\$5.0	0.98%	0.15%
Economic Hedge-Basis Swap	\$0.3	0.09%	0.10%
<b>Total</b>	<b>\$29.7</b>	<b>1.56%</b>	<b>0.15%</b>

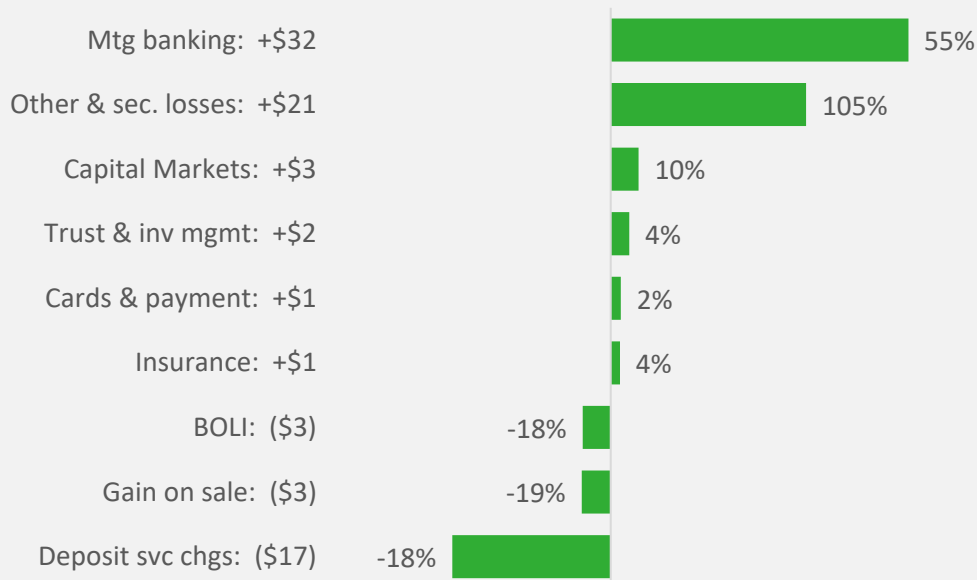
Forward-Starting Hedges <sup>(1)</sup>	Not. (\$B)	Wtd Avg. Rec. Rate/ Floor Strike	Wtd. Avg. Pay Rate	Active Dates
Asset Swap – Sec. Port. <sup>(2)</sup>	\$0.4	-	0.68%	Jan '21 – Dec '33
Asset Swaps – CML Lns	\$0.8	1.24%	-	Apr '21 – Jun '24
Asset Floors	-	-	-	-
Floor Spreads <sup>(3)</sup>	\$2.5	1.65% / 0.70%	-	Mar '21 – May '26
Debt Swaps – 1mL	-	-	-	-
Debt Swaps – 3mL	-	-	-	-
<b>Total</b>	<b>\$3.7</b>	<b>1.38%</b>	<b>0.68%</b>	-

See notes on slide 83

# Noninterest Income

Mortgage banking income remained robust

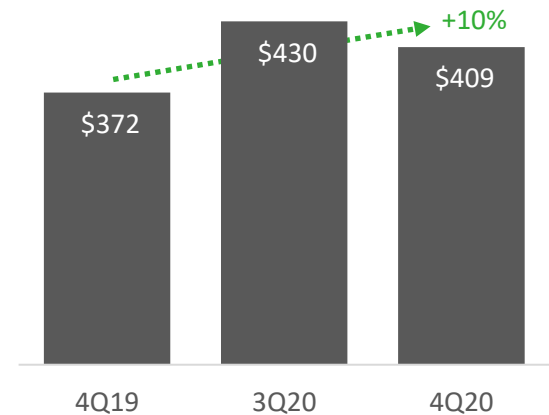
Change in Quarterly Noninterest Income Year-over-Year



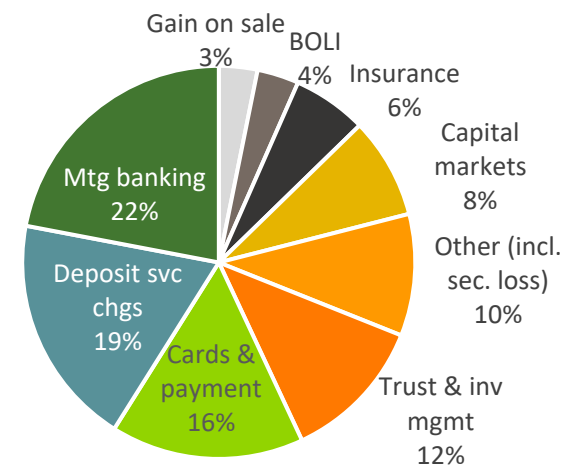
vs. Year-Ago Quarter

- ◆ Mortgage banking income increased 55%, reflecting higher volume and overall salable spreads, partially offset by a \$16 million decrease in income from net mortgage servicing rights (MSR) risk management
- ◆ The 2020 fourth quarter included no net gains or losses on sales of securities, while the year-ago quarter included \$22 million of net losses
- ◆ Deposit service charges decreased 18%, primarily reflecting reduced customer activity and elevated deposits

Total Noninterest Income

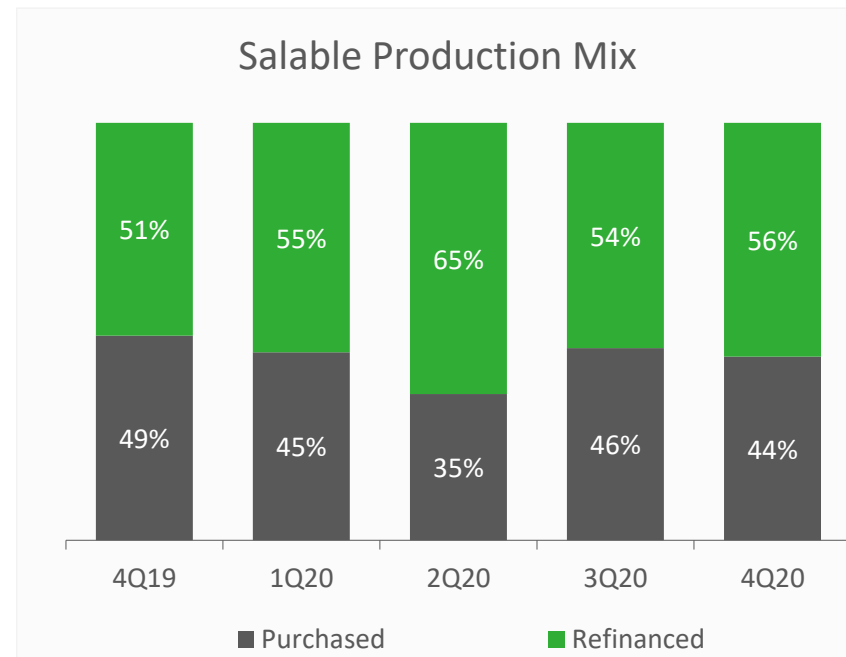
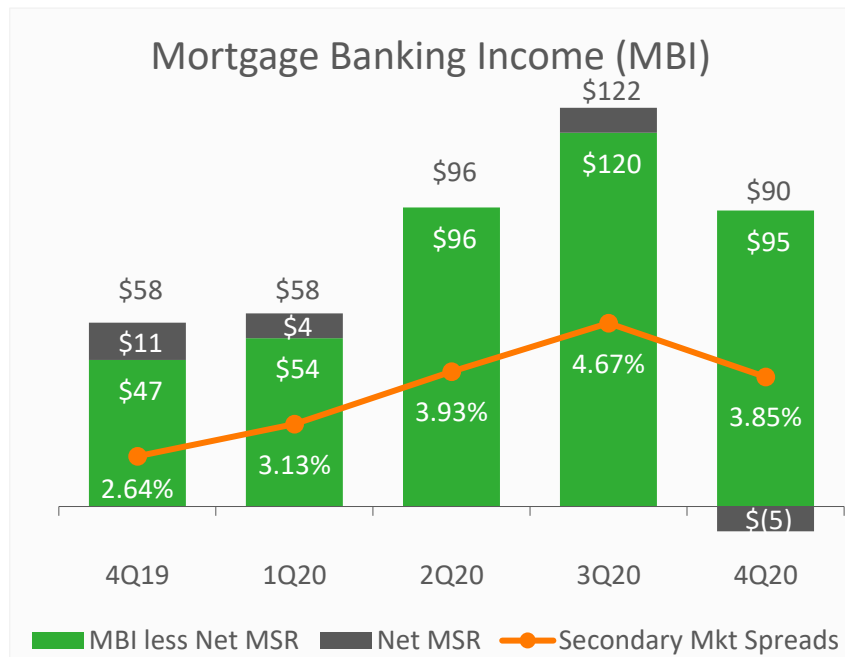


4Q20 Noninterest Income



Note: \$ in millions unless otherwise noted

# Mortgage Banking Noninterest Income Summary



(\$ in billions)

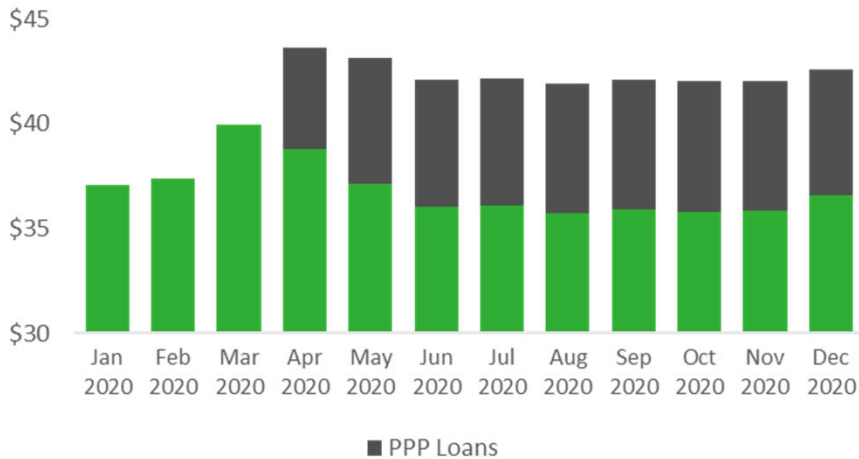
	4Q20	3Q20	2Q20	1Q20	4Q19
Mortgage origination volume for sale	2.4	2.6	2.3	1.4	1.5
Third party mortgage loans serviced <sup>(1)</sup>	23.5	23.3	23.2	22.8	22.4
Mortgage servicing rights <sup>(1)</sup>	0.2	0.2	0.2	0.2	0.2
MSR % of investor servicing portfolio <sup>(1)</sup>	0.89%	0.82%	0.74%	0.72%	0.95%

(1) End of period

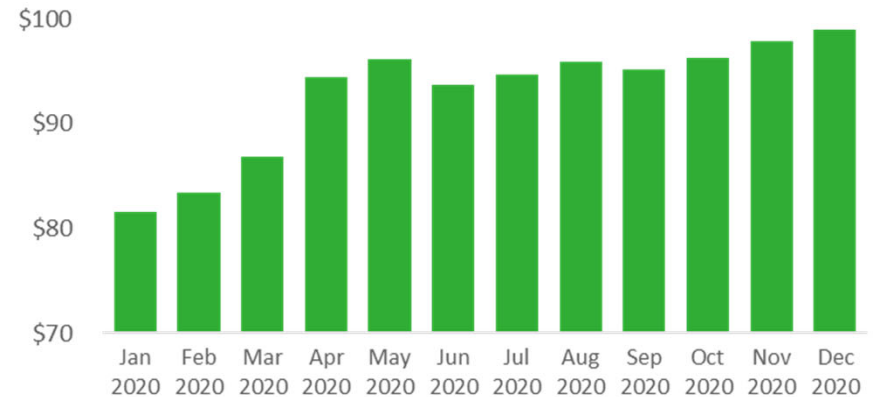
# Balance Sheet & Key Fee Income Drivers Trends

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

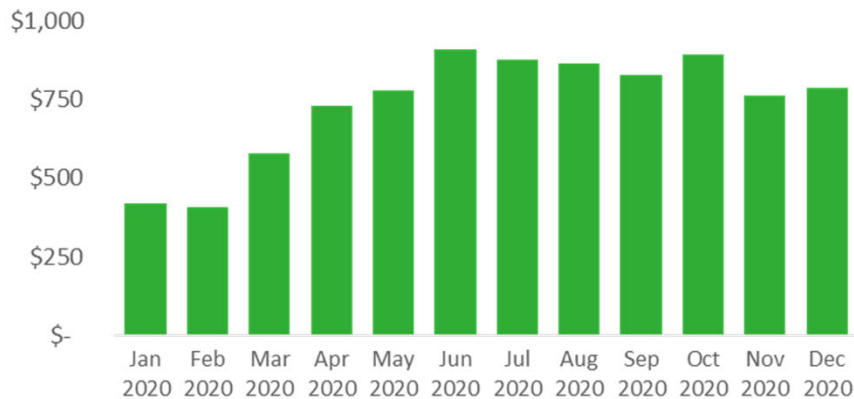
Period-End Total Commercial Loan Balances (\$ billions)



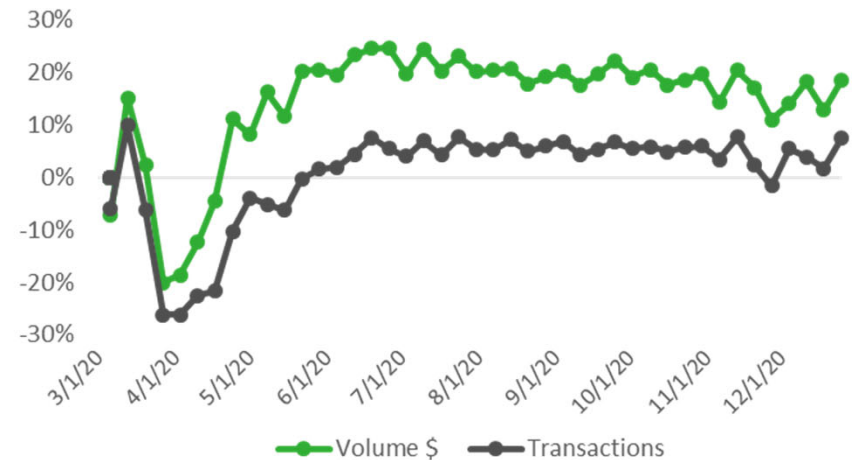
Period-End Total Deposit Balances (\$ billions)



Salable Mortgage Origination Volume (\$ millions)



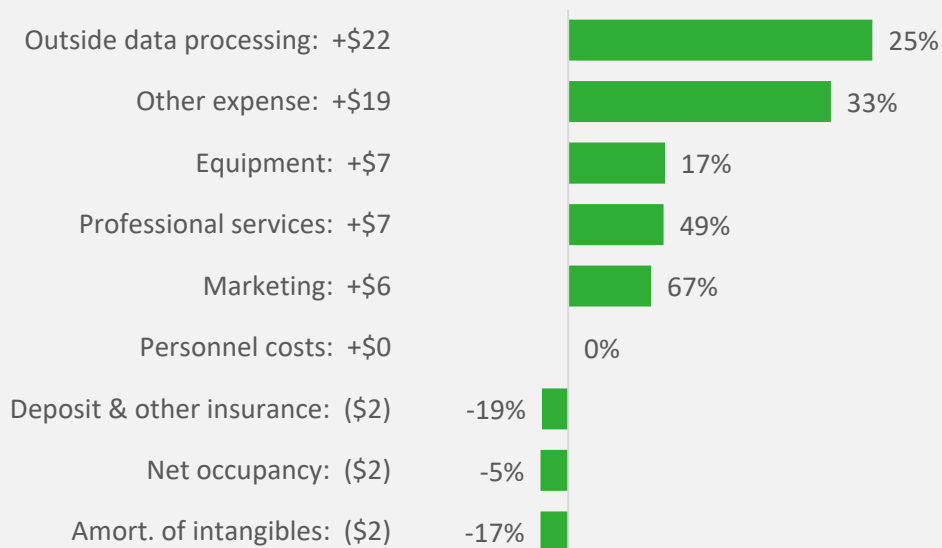
Debit Card Volume (YoY Change)



# Noninterest Expense

Continued investment in talent and technology drive expense growth

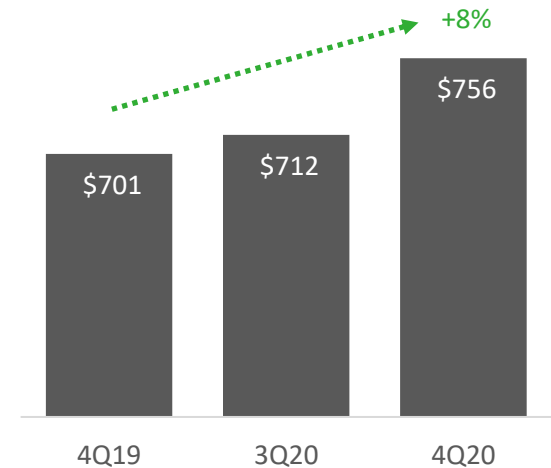
## Change in Quarterly Noninterest Expense Year-over-Year



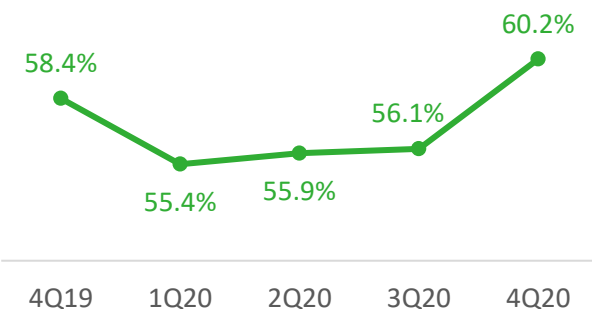
### vs. Year-Ago Quarter

- Outside data processing and other services increased 25%, primarily driven by expenses related to technology investments
- Other noninterest expense increased 33%, primarily reflecting a \$20 million donation to the Columbus Foundation
- Equipment expense increased 17%, primarily reflecting increased depreciation expense related to technology investments

## Total Expense



## Efficiency Ratio Trend



Note: \$ in millions unless otherwise noted

# Tax Rate Summary

## Reported vs. FTE adjusted

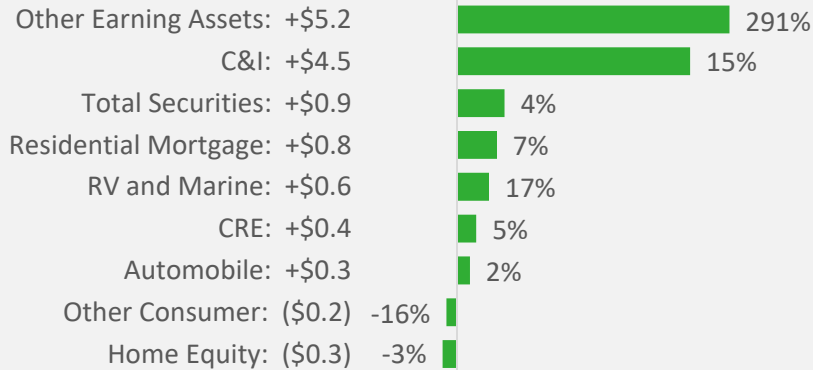
<i>(\$ in millions)</i>	4Q20	3Q20	4Q19	2020	2019
<b>Reported (GAAP)</b>					
Income before income taxes	\$375	\$358	\$372	\$972	\$1,659
Provision for income taxes	\$59	\$55	\$55	\$155	\$248
Effective tax rate	15.8%	15.2%	14.8%	15.9%	15.0%
<b>FTE Adjustment</b>					
Income before income taxes	\$5	\$5	\$6	\$21	\$26
Provision for income taxes	\$5	\$5	\$6	\$21	\$26
<b>Adjusted (Non-GAAP)</b>					
Income before income taxes	\$380	\$363	\$378	\$993	\$1,685
Provision for income taxes	\$65	\$59	\$61	\$176	\$275
Effective tax rate	17.0%	16.4%	16.2%	17.7%	16.3%

# Balance Sheet

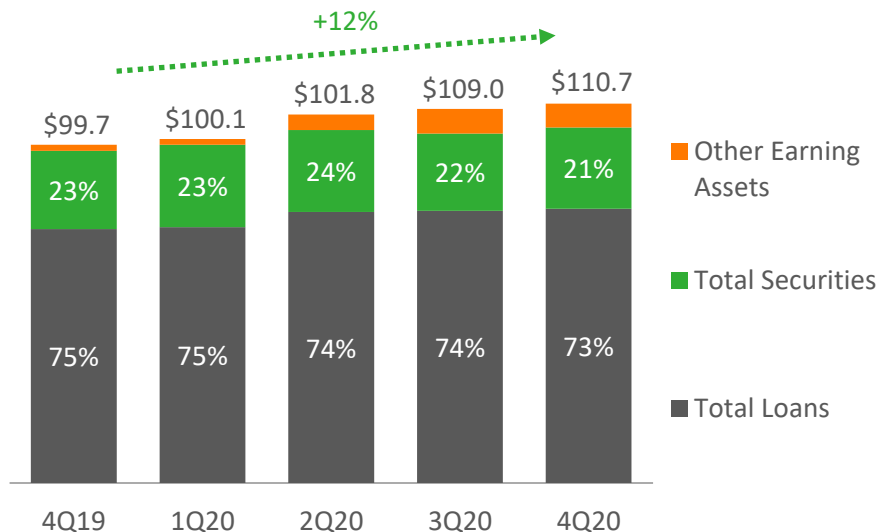
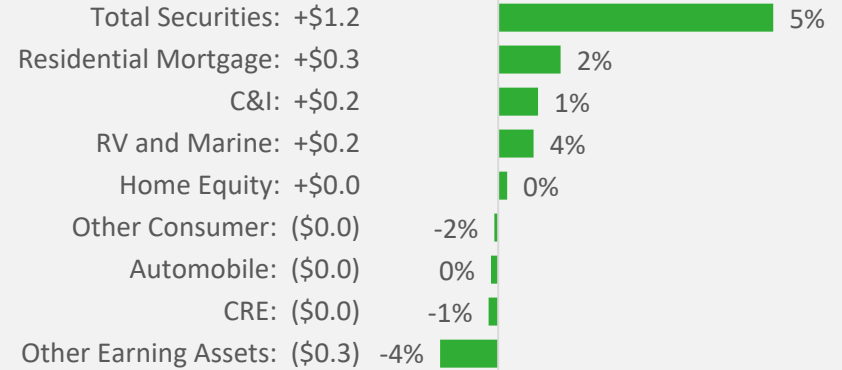
# Average Earning Assets

Commercial & industrial loans and elevated deposits at the Federal Reserve drive year-over-year earning asset growth

## Average Quarterly Growth Year-over-Year



## Average Growth Linked Quarter



## vs. Year-Ago Quarter Average

- Other earning assets increased 291%, driven by elevated deposits at the Federal Reserve Bank
- C&I loans increased 15%, primarily reflecting the \$6.2B of average Payroll Protection Program (PPP) loans
- Residential mortgage increased 7%, reflecting robust mortgage production in the second half of 2020
- RV and marine increased 17%, reflecting strong consumer demand and continued strong production levels

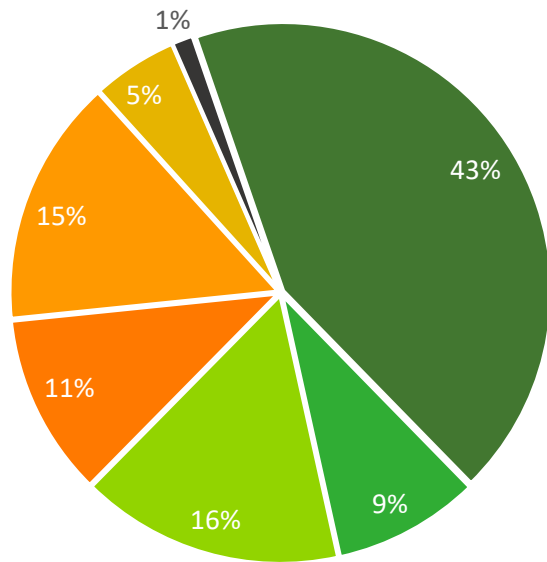
Note: \$ in billions unless otherwise noted



# Average Loan Composition: \$81.1 Billion

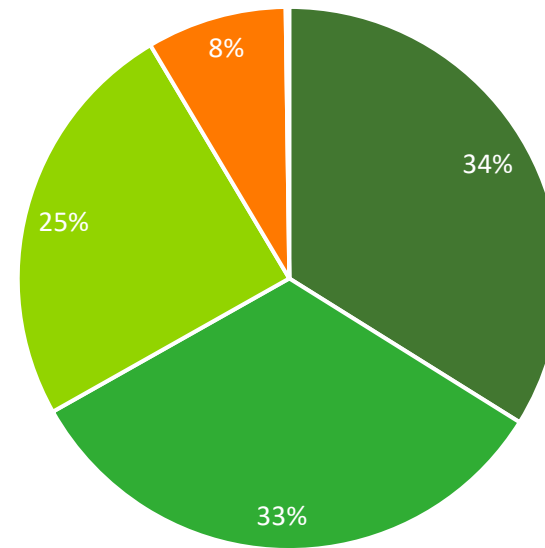
4Q20 average balances

Average Balance by Type



- C&I \$34.9B
- Commercial Real Estate \$7.2B
- Auto \$12.9B
- Home Equity \$8.9B
- Residential Mortgage \$12.1B
- RV/Marine \$4.2B
- Other Consumer \$1.0B

Average Balance by Segment



- Consumer and Business Banking: \$27.5B
- Commercial Banking: \$26.7B
- Vehicle Finance: \$20.0B
- Regional Banking and Private Client Group: \$6.8B
- Treasury/Other: \$0.2B

# Consumer and Commercial Asset Trends

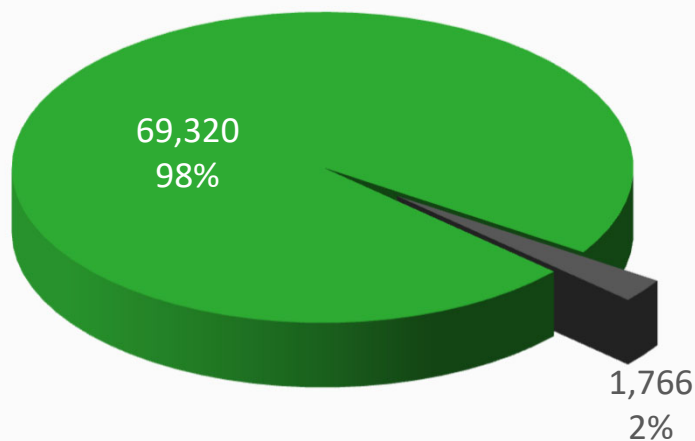
Average (\$ in billions)	2020	2020 vs 2019	4Q20	4Q20 vs 3Q20 <sup>(1)</sup>	4Q20 vs 4Q19
<b>Commercial</b>					
Commercial and industrial loans	\$ 33.9	11 %	\$ 34.9	2 %	15 %
Commercial real estate:					
Construction loans	1.2	(1)	1.1	(31)	(8)
Commercial loans	5.9	3	6.1	3	8
Total commercial loans	41.0	9	42.0	1	13
Commercial bonds <sup>(2)</sup>	3.1	(2)	3.1	(9)	0
Total commercial assets <sup>(2)</sup>	44.0	9	45.1	1	12
<b>Consumer</b>					
Automobile loans	12.8	4	12.9	(1)	2
Home equity loans	8.9	(5)	8.9	2	(3)
Residential mortgage loans	11.7	5	12.1	10	7
RV and marine loans	3.9	12	4.2	16	17
Other consumer loans	1.1	(14)	1.0	(6)	(16)
Total consumer assets	38.4	2	39.1	5	3
<b>Total</b>	<b>\$ 82.5</b>	<b>6 %</b>	<b>\$ 84.2</b>	<b>2 %</b>	<b>8 %</b>

See notes on slide 84

# Total Commercial Loans – Granularity

End of period outstandings of \$42.6 billion

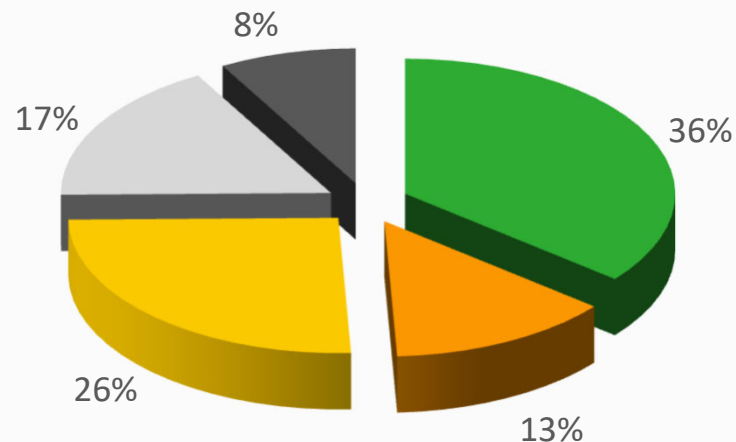
## # of Loans by Size



■ < \$5 MM    ■ \$5+ MM

\$5 MM - < \$10 MM	810
\$10 MM - < \$25 MM	690
\$25 MM - < \$50 MM	219
> \$50 MM	47
<b>Total</b>	<b>1,766</b>

## Loans by Dollar Size



■ < \$5 MM: \$15.3B  
 ■ \$5 MM - < \$10 MM: \$5.7B  
 ■ \$10 MM - < \$25 MM: \$10.9B  
 ■ \$25 MM - < \$50 MM: \$7.2B  
 ■ \$50 MM +: \$3.5B

# Commercial and Industrial: \$35.4 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	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance ( <i>\$ in billions</i> )	<b>\$35.4</b>	\$34.9	\$34.9	\$33.0	\$30.7
30+ days PD and accruing	<b>0.18%</b>	0.20%	0.17%	0.33%	0.24%
90+ days PD and accruing <sup>(1)</sup>	<b>0.03%</b>	0.03%	0.04%	0.03%	0.04%
NCOs <sup>(2)</sup>	<b>0.67%</b>	0.90%	0.90%	1.09%	0.47%
NALs	<b>1.00%</b>	1.11%	1.39%	1.20%	1.05%
ALLL	<b>2.65%</b>	2.61%	2.65%	2.54%	1.53%

# C&I – Auto Industry

## End of period balances

<b>Outstandings (\$ in millions)</b>	<b>4Q20</b>	3Q20	2Q20	1Q20	4Q19
<b><u>Suppliers</u><sup>(1)</sup></b>					
Domestic	\$ 923	\$ 910	\$ 977	\$ 883	\$ 759
Foreign	0	0	0	0	0
Total suppliers	923	910	977	883	759
<b><u>Dealers</u></b>					
Floorplan-domestic	1,725	1,593	1,562	2,309	2,370
Floorplan-foreign	944	810	883	1,207	986
Total floorplan	2,669	2,403	2,445	3,516	3,356
Other	444	468	475	593	467
Total dealers	3,113	2,871	2,920	4,109	3,823
<b>Total auto industry</b>	<b>\$ 4,036</b>	<b>\$ 3,781</b>	<b>\$ 3,897</b>	<b>\$ 4,992</b>	<b>\$ 4,582</b>
<b>NALs</b>					
Suppliers	0.05 %	2.48 %	0.03 %	1.53 %	2.71 %
Dealers	0.01	0.01	0.01	0.01	0.01
<b>Net charge-offs<sup>(2)</sup></b>					
Suppliers	-0.77 %	7.12 %	0.01 %	0.00 %	0.00 %
Dealers	0.00	0.00	0.00	0.00	0.00

See notes on slide 84

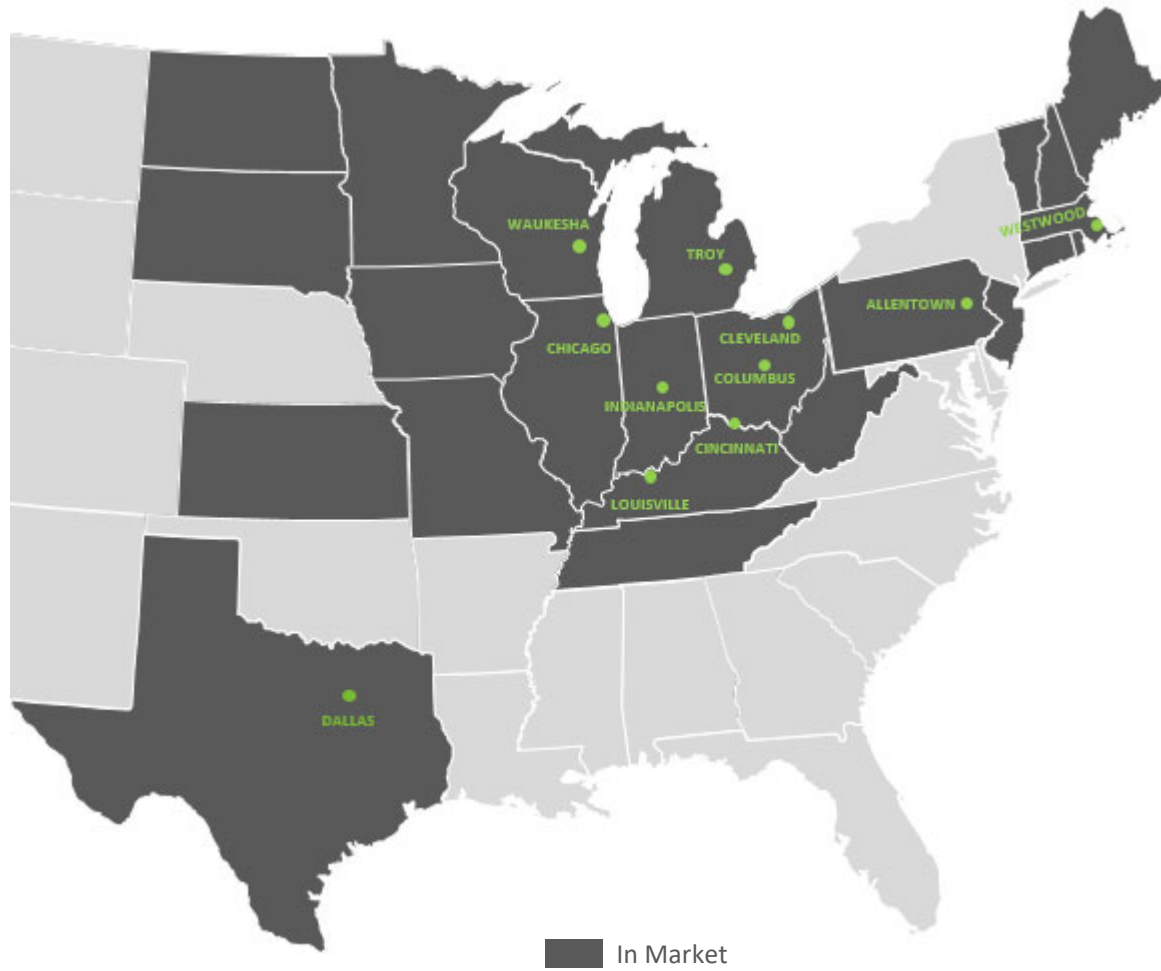
# Commercial Real Estate: \$7.2 Billion

- ◆ 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	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance ( <i>\$ in billions</i> )	<b>\$7.2</b>	\$7.2	\$7.2	\$7.0	\$6.7
30+ days PD and accruing	<b>0.11%</b>	0.13%	0.04%	0.18%	0.06%
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>1.81%</b>	0.63%	-0.03%	-0.03%	0.00%
NALs	<b>0.20%</b>	0.21%	0.38%	0.42%	0.16%
ALLL	<b>4.13%</b>	4.87%	3.43%	2.28%	1.24%

# Huntington Auto Finance

Significant presence in our markets and in our industry



11 strategically located regional offices servicing our dealer partners in 23 states:

- |                      |               |
|----------------------|---------------|
| <b>Ohio</b>          | New Hampshire |
| <b>Indiana</b>       | Tennessee     |
| <b>Michigan</b>      | Minnesota     |
| <b>West Virginia</b> | New Jersey    |
| <b>Pennsylvania</b>  | Connecticut   |
| <b>Kentucky</b>      | Iowa          |
| <b>Illinois</b>      | North Dakota  |
| Wisconsin            | South Dakota  |
| Massachusetts        | Texas         |
| Maine                | Kansas        |
| Vermont              | Missouri      |
| Rhode Island         |               |

Huntington is the **18<sup>th</sup> largest auto loan lender** and **9<sup>th</sup> largest auto loan bank lender** in the U.S.<sup>(1)</sup>

Huntington is the **#1 auto loan lender** in the states of Ohio and Kentucky <sup>(1)</sup>

# Automobile: \$12.8 Billion

## Extensive relationships with high quality dealers

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

## Relationships create the consistent flow of auto loans

- Prime customers, average FICO >760
- 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	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance (\$ in billions)	\$12.8	\$12.9	\$12.7	\$12.9	\$12.8
30+ days PD and accruing	0.90%	0.69%	0.54%	0.88%	0.95%
90+ days PD and accruing	0.07%	0.07%	0.06%	0.06%	0.07%
NCOs	0.21%	0.31%	0.31%	0.22%	0.30%
NALs	0.03%	0.04%	0.06%	0.05%	0.03%
ALLL	1.30%	1.26%	1.40%	1.15%	0.45%



# Auto Loans – Origination Trends

Loan originations from 2013 through 2020 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

<i>(\$ in billions)</i>	2020	2019	2018	2017	2016	2015	2014	2013
Originations	\$5.9	\$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	775	772	766	767	765	764	764	760
Weighted avg. original term (months)	70	70	69	69	68	68	67	67
Avg. Custom Score	411	410	409	409	396	396	397	395
Charge-off % (annualized)	0.26%	0.26%	0.27%	0.36%	0.30%	0.23%	0.23%	0.19%

# Home Equity: \$8.9 Billion

- ◆ Focused on geographies within our Midwest footprint with relationship customers
- ◆ Focused on high quality borrowers... portfolio as of 4Q20:
  - Average weighted FICO scores of 750+
  - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - Approximately 60% 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	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance ( <i>\$ in billions</i> )	<b>\$8.9</b>	\$8.9	\$8.9	\$9.0	\$9.1
30+ days PD and accruing	<b>0.68%</b>	0.47%	0.51%	0.80%	0.87%
90+ days PD and accruing	<b>0.16%</b>	0.12%	0.12%	0.13%	0.16%
NCOs	<b>0.01%</b>	-0.02%	0.08%	0.19%	0.02%
NALs	<b>0.75%</b>	0.69%	0.60%	0.56%	0.58%
ALLL	<b>1.41%</b>	1.07%	1.10%	1.24%	0.50%

# 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... 4Q20 originations:
  - Average weighted FICO scores of 750+
  - Average weighted LTVs of <85% for junior liens and <75% for 1st-liens
  - Approximately 66% are 1st-liens

<i>(\$ in billions)</i>	2020	2019	2018	2017	2016	2015	2014	2013
Originations <sup>(1)</sup>	\$3.8	\$3.7	\$4.2	\$4.3	\$3.3	\$2.9	\$2.6	\$2.2
Avg. LTV	68%	75%	77%	77%	78%	77%	76%	72%
Avg. FICO	784	778	773	775	781	781	780	780
Charge-off % (annualized)	0.07%	0.08%	0.06%	0.05%	0.06%	0.23%	0.44%	0.99%
HPI Index <sup>(2)</sup>	241.9	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate <sup>(3)</sup>	8.1%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%

See notes on slide 84

# Residential Mortgages: \$12.1 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	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance ( <i>\$ in billions</i> )	<b>\$12.1</b>	\$12.0	\$11.6	\$11.4	\$11.4
30+ days PD and accruing	<b>2.29%</b>	2.28%	2.18%	2.10%	2.40%
90+ days PD and accruing	<b>1.09%</b>	1.18%	1.36%	1.15%	1.13%
NCOs	<b>0.05%</b>	0.03%	0.02%	0.02%	0.04%
NALs	<b>0.72%</b>	0.73%	0.57%	0.58%	0.62%
ALLL	<b>0.65%</b>	0.57%	0.38%	0.46%	0.20%

# Residential Mortgages – Origination Trends

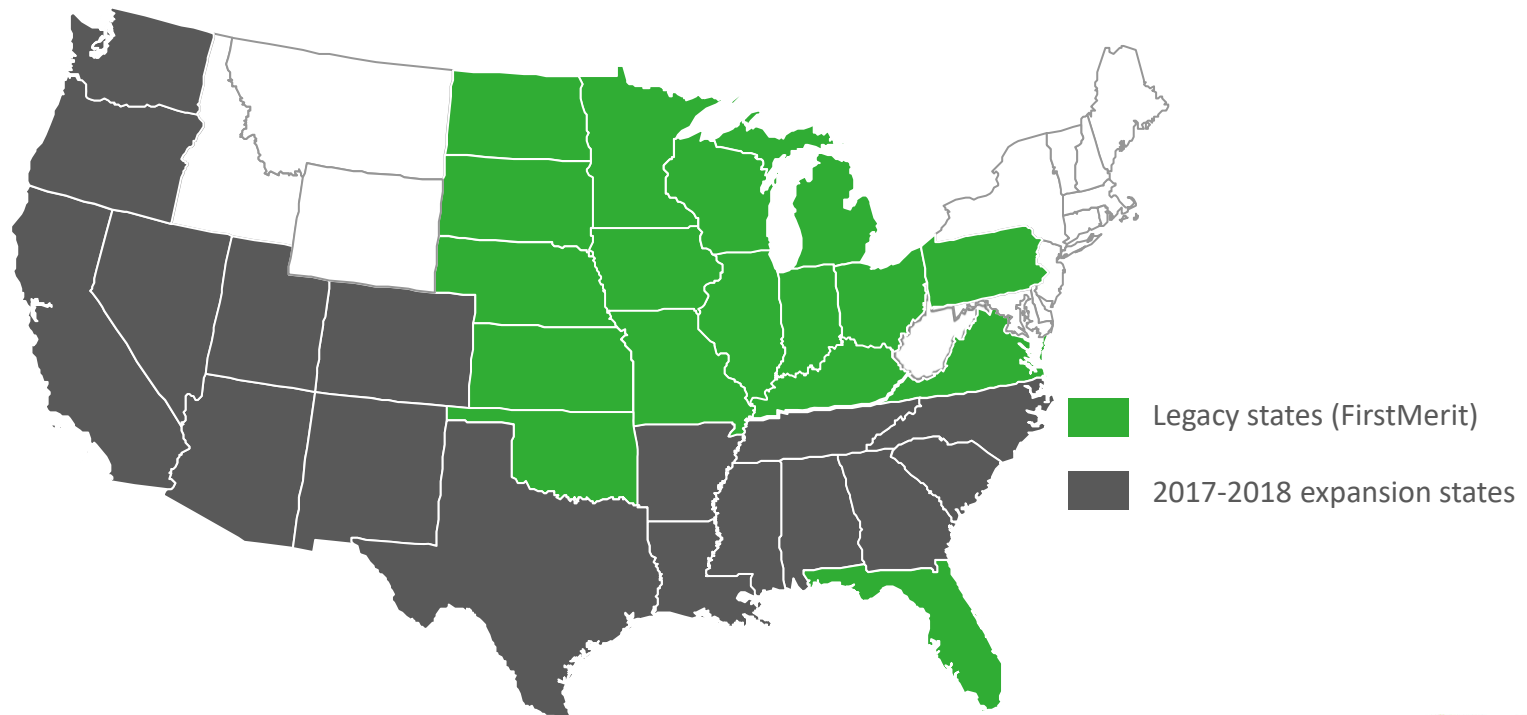
- Consistent origination strategy since 2010
- HPI Index is at highest level since pre-2007 – consistent with general assessment of the overall market
- Average 4Q20 portfolio origination: purchased / refinance mix of 40% / 60%

<i>(\$ in billions)</i>	2020	2019	2018	2017	2016	2015	2014	2013
Portfolio originations	\$4.7	\$2.9	\$2.9	\$2.7	\$1.9	\$1.5	\$1.2	\$1.4
Avg. LTV	76.8%	80.7%	82.9%	84.0%	84.0%	83.2%	82.6%	77.8%
Avg. FICO	767	761	758	760	751	756	754	759
Charge-off % (annualized)	0.03%	0.06%	0.06%	0.08%	0.09%	0.17%	0.35%	0.52%
HPI Index <sup>(1)</sup>	241.9	228.5	218.6	208.5	198.2	187.7	179.6	170.7
Unemployment rate <sup>(2)</sup>	8.1%	3.7%	3.9%	4.4%	4.9%	5.3%	6.2%	7.4%

See notes on slide 84

# Recreational Vehicle & Marine

- ◆ Expansion of legacy FirstMerit product leveraging additional industry and regional credit and relationship manager expertise and Huntington Auto Finance's existing infrastructure
- ◆ Experienced team with 20+ years average industry experience
- ◆ Centrally underwritten with focus on high super prime borrowers
- ◆ Tightened underwriting standards to align with Huntington's origination standards and risk appetite
- ◆ Indirect origination via established dealers across 34 state footprint
  - Entered business in 2016; 2017-2018 expansion into new states primarily the Southeast and West



# RV and Marine: \$4.2 Billion

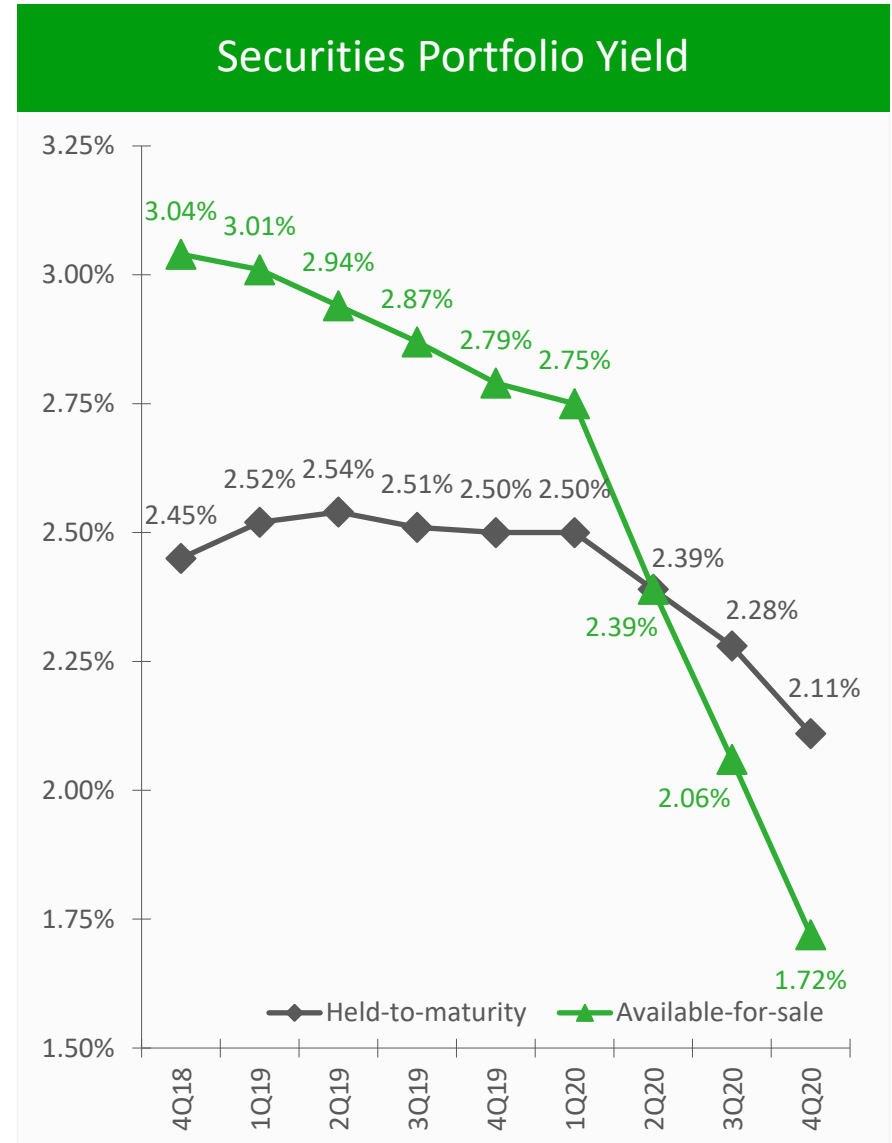
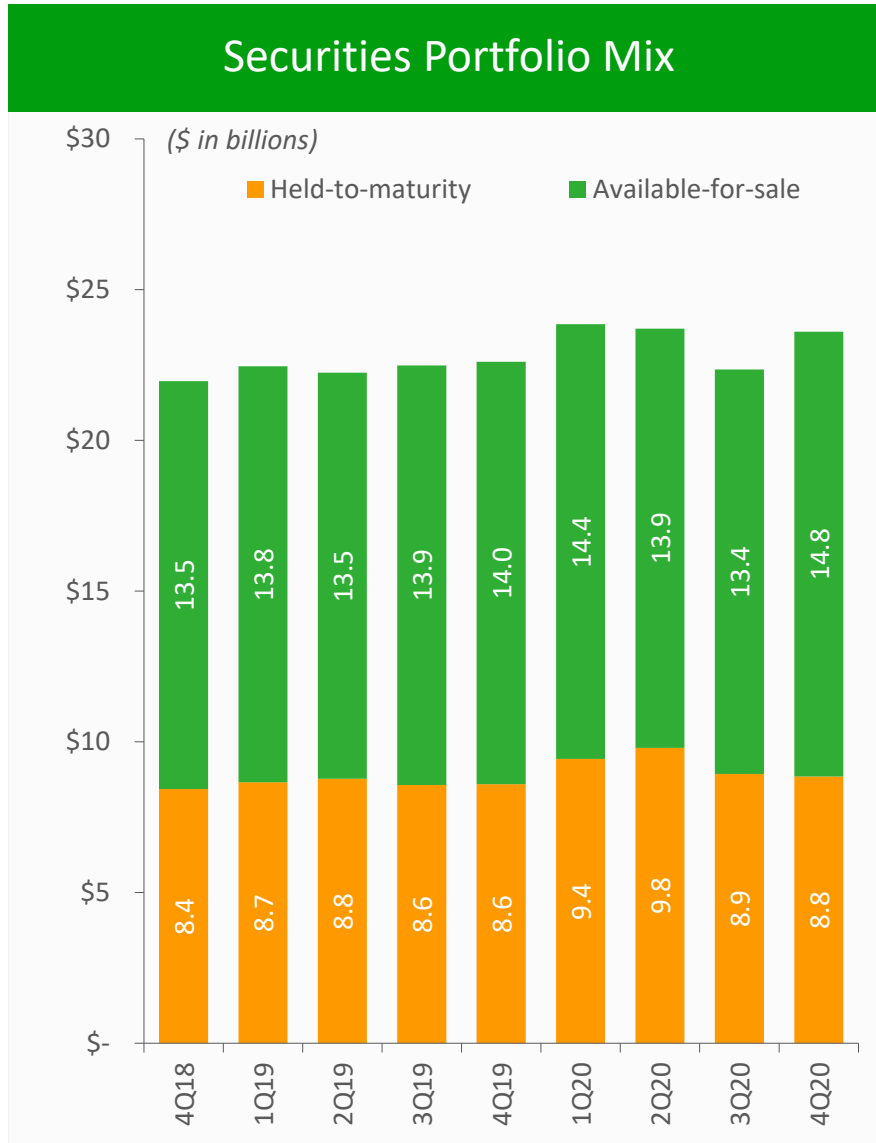
## Credit Quality Review

	4Q20	3Q20	2Q20	1Q20	4Q19
Period end balance ( <i>\$ in billions</i> )	\$4.2	\$4.1	\$3.8	\$3.6	\$3.6
30+ days PD and accruing	0.54%	0.39%	0.33%	0.55%	0.52%
90+ days PD and accruing	0.06%	0.05%	0.05%	0.05%	0.05%
NCOs	0.21%	0.38%	0.37%	0.27%	0.39%
NALs	0.04%	0.03%	0.05%	0.04%	0.04%
ALLL	3.09%	2.80%	3.25%	2.67%	0.59%

## Origination Trends

<i>(\$ in billions)</i>	2020	2019	2018	2017
Portfolio originations	\$1.6	\$1.0	\$1.4	\$1.0
Avg. LTV <sup>(1)</sup>	108.0%	105.5%	105.6%	109.0%
Avg. FICO	808	800	799	791
Weighted avg. original term (months)	193	192	192	181
Charge-off % (annualized)	0.31%	0.31%	0.32%	0.48%

# Securities Mix and Yield<sup>(1)</sup>



See notes on slide 85



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

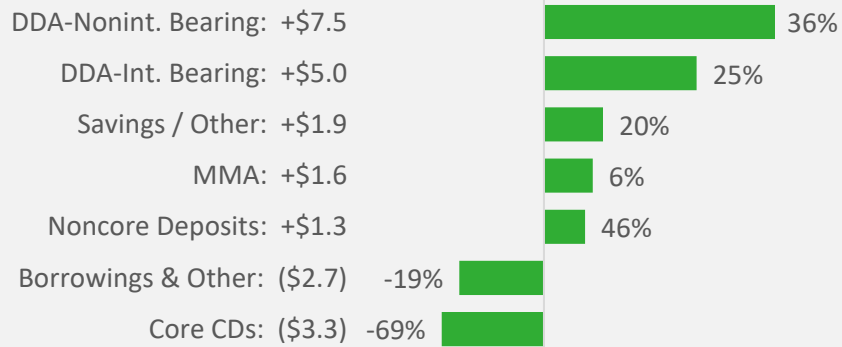
(\$mm)	December 31, 2020				September 30, 2020				December 31, 2019			
	Carry Value	% of Portfolio	Remaining Life to Maturity	Yield <sup>(3)</sup>	Carry Value	% of Portfolio	Remaining Life to Maturity	Yield <sup>(3)</sup>	Carry Value	% of Portfolio	Remaining Life to Maturity	Yield <sup>(3)</sup>
<b>AFS Portfolio</b>												
U.S. Treasuries	5	0.0%	1.7	0.14%	5	0.0%	105.9	0.14%	10	0.0%	0.3	1.68%
Agency Debt	62	0.2%	2.9	2.53%	114	0.5%	2.8	2.51%	165	0.7%	3.3	2.53%
Agency P/T	7,935	30.8%	22.5	1.59%	5,761	24.2%	24.2	1.60%	4,223	17.8%	27.4	2.94%
Agency CMO	3,666	14.2%	25.1	2.39%	4,498	18.9%	25.2	2.08%	5,085	21.5%	25.8	2.59%
Agency Multi-Family	1,163	4.5%	30.7	2.17%	807	3.4%	31.4	2.30%	976	4.1%	31.7	2.45%
Municipal Securities <sup>(2)</sup>	60	0.2%	5.2	2.60%	63	0.3%	5.4	2.64%	64	0.3%	5.8	2.83%
Other Securities	650	2.5%	11.6	2.18%	478	2.0%	12.4	2.27%	635	2.7%	13.2	3.18%
<b>Total AFS Securities</b>	<b>13,541</b>	<b>52.6%</b>	<b>23.2</b>	<b>1.87%</b>	<b>11,725</b>	<b>49.3%</b>	<b>24.3</b>	<b>1.84%</b>	<b>11,158</b>	<b>47.2%</b>	<b>25.7</b>	<b>2.72%</b>
<b>HTM Portfolio</b>												
Agency Debt	246	1.0%	9.9	2.50%	256	1.1%	10.1	2.50%	293	1.2%	10.9	2.49%
Agency P/T	3,715	14.4%	25.8	2.01%	2,926	12.3%	26.9	2.12%	2,463	10.4%	27.2	2.95%
Agency CMO	1,778	6.9%	22.4	2.67%	1,959	8.2%	22.6	2.56%	2,351	9.9%	23.2	2.63%
Agency Multi-Family	3,118	12.1%	33.0	2.97%	3,413	14.3%	33.2	2.91%	3,959	16.7%	34.0	2.61%
Municipal Securities	3	0.0%	21.9	2.63%	3	0.0%	22.2	2.63%	4	0.0%	22.9	3.32%
<b>Total HTM Securities</b>	<b>8,861</b>	<b>34.4%</b>	<b>27.2</b>	<b>2.50%</b>	<b>8,557</b>	<b>36.0%</b>	<b>27.9</b>	<b>2.55%</b>	<b>9,070</b>	<b>38.3%</b>	<b>28.6</b>	<b>2.70%</b>
<b>Other AFS Equities</b>	<b>418</b>	<b>1.6%</b>	<b>N/A</b>	<b>N/A</b>	<b>421</b>	<b>1.8%</b>	<b>N/A</b>	<b>N/A</b>	<b>441</b>	<b>1.9%</b>	<b>N/A</b>	<b>N/A</b>
<b>AFS Direct Purchase</b>												
Municipal Instruments <sup>(2)</sup>	2,944	11.4%	5.4	2.58%	3,082	13.0%	5.4	2.60%	2,991	12.6%	5.4	3.60%
<b>Grand Total</b>	<b>25,765</b>	<b>100.0%</b>	<b>22.2</b>	<b>2.17%</b>	<b>23,785</b>	<b>100.0%</b>	<b>22.7</b>	<b>2.20%</b>	<b>23,659</b>	<b>100.0%</b>	<b>23.8</b>	<b>2.83%</b>

See notes on slide 85

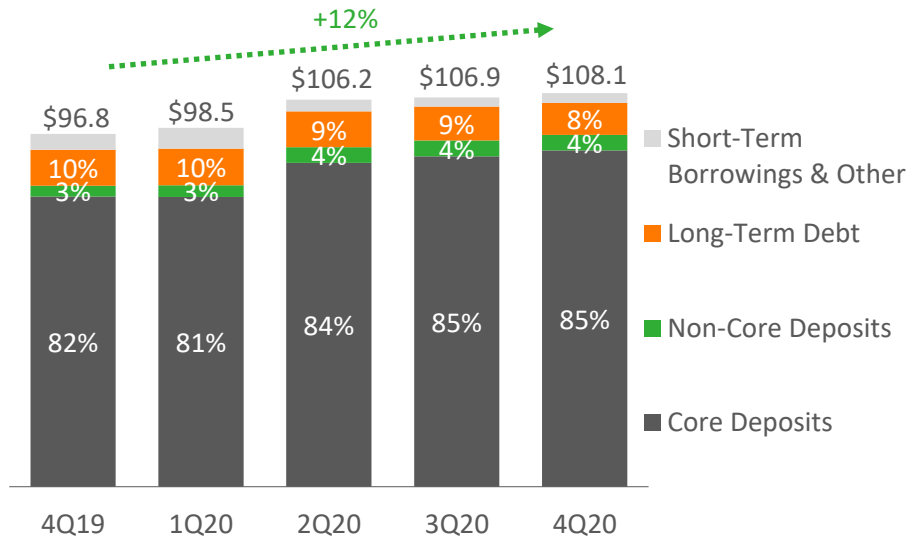
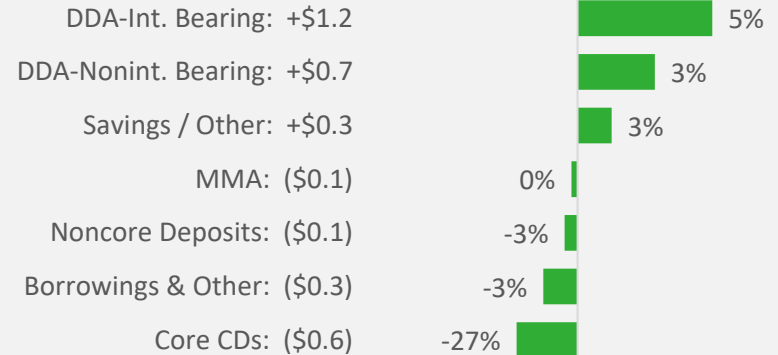
# Average Non-Equity Funding

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

## Average Quarterly Growth Year-over-Year



## Average Growth Linked Quarter



Note: \$ in billions unless otherwise noted

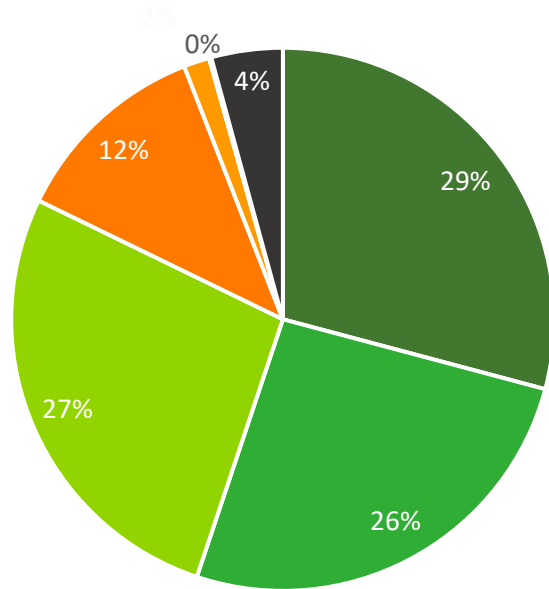
## vs. Year-Ago Quarter Average

- Total core deposits increased 16%, primarily driven by business and commercial growth related to the PPP loans and increased liquidity levels in reaction to the economic downturn, consumer growth largely related to government stimulus, increased consumer and business banking account production, and reduced attrition
- Core CDs decreased 69%, reflecting the maturity of balances related to the 2018 consumer deposit growth initiatives
- Total debt decreased 24%, reflecting the repayment of short-term borrowings, the maturity and issuance of long-term debt, and the purchase of long-term debt in 4Q20

# Average Deposit Composition: \$96.6 Billion

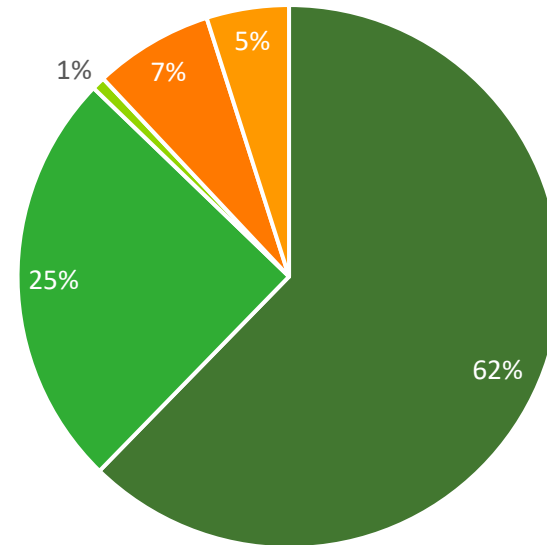
4Q20 average balances

Average Balance by Type



- Demand - Noninterest Bearing \$28.1B
- Demand - Interest Bearing \$25.1B
- Money Market \$26.1B
- Savings \$11.5B
- Core CDs \$1.5B
- Other Domestic Deps >\$250,000 \$0.1B
- Brokered Deps & Negotiable CDs \$4.1B

Average Balance by Segment



- Consumer and Business Banking: \$60.2B
- Commercial Banking: \$24.1B
- Vehicle Finance: \$0.8B
- Regional Banking and Private Client Group: \$6.9B
- Treasury/Other: \$4.7B

# Total Core Deposit Trends

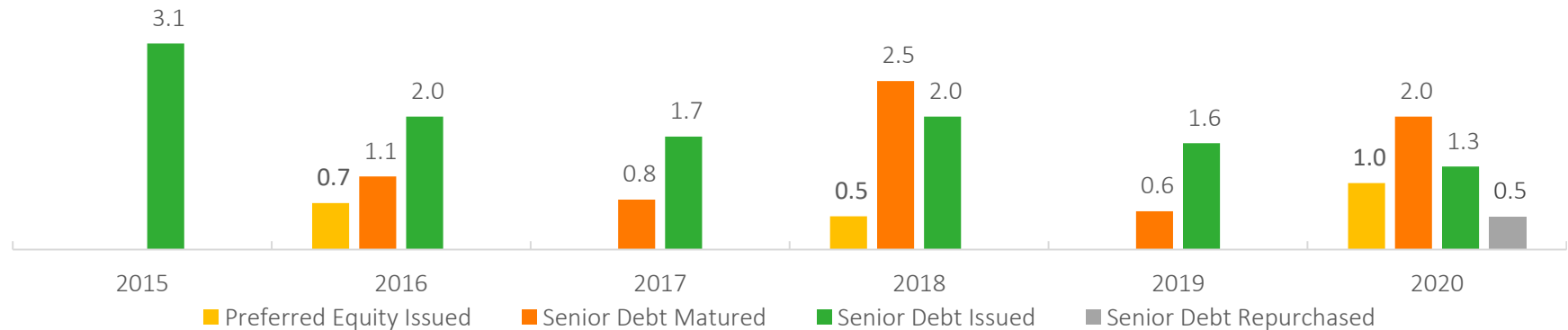
Average (\$ in billions)	2020	2020 vs 2019	4Q20	4Q20 vs 3Q20 <sup>(1)</sup>	4Q20 vs 4Q19
<b>Commercial</b>					
Demand deposits – noninterest bearing	\$ 19.2	27 %	\$ 21.7	16 %	37 %
Demand deposits – interest bearing	13.7	20	14.4	21	23
Total commercial DDA	32.9	24	36.1	18	31
Other core deposits <sup>(2)</sup>	8.2	(0)	7.9	(17)	(1)
Total commercial core deposits	41.0	18	43.9	11	24
<b>Consumer</b>					
Demand deposits – noninterest bearing	6.2	26	6.5	(7)	33
Demand deposits – interest bearing	9.8	16	10.7	20	27
Total consumer DDA	16.0	19	17.2	10	29
Other core deposits <sup>(2)</sup>	30.9	(1)	31.2	1	1
Total consumer core deposits	46.8	5	48.4	4	9
<b>Total</b>					
Demand deposits – noninterest bearing	25.3	26	28.1	10	36
Demand deposits – interest bearing	23.5	18	25.1	21	25
Other core deposits <sup>(2)</sup>	39.0	(1)	39.1	(3)	0
Total core deposits	\$ 87.9	11 %	\$ 92.3	7 %	16 %

See notes on slide 85

# Stable, Diversified Sources of Wholesale Funds

Historical issuance and current ratings

## Wholesale Funding Issuances and Maturities (\$ in billions)



## Debt Credit Ratings

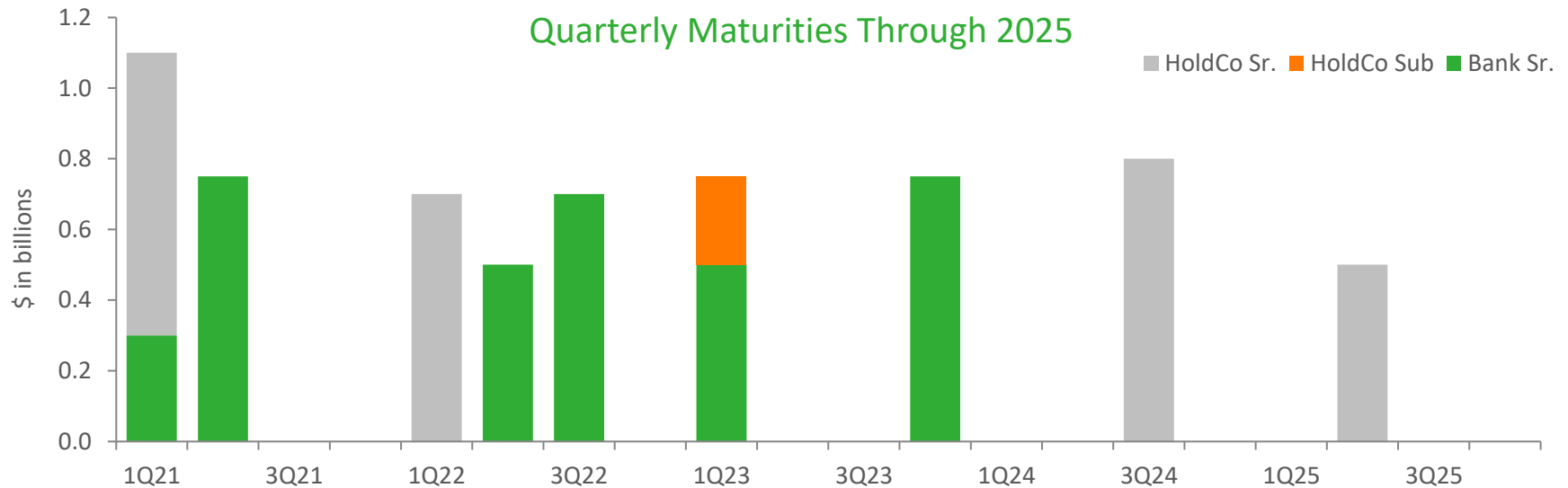
Rating Agency	Senior HoldCo	Senior Bank	HoldCo Outlook	Preferred Equity
Moody's	Baa1	A3	Stable	Baa3
Standard & Poor's	BBB+	A-	Negative	BB+
Fitch	A-	A-	Negative	BB+
DBRS Morningstar	A	A (high)	Negative	BBB

## Recent Highlights

- Issued \$500 million 4.45% fixed rate reset non-cumulative perpetual preferred stock in August 2020
- Issued \$500 million 5.625% fixed rate reset non-cumulative perpetual preferred stock in May 2020
- 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 2020
- Total long term unsecured debt outstanding at Dec. 31, 2020 was \$7.8B exclusive of non-cumulative preferred.

# Stable, Diversified Sources of Wholesale Funds

Smooth runoff profile and optimization of funding costs



## Objectives

- 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

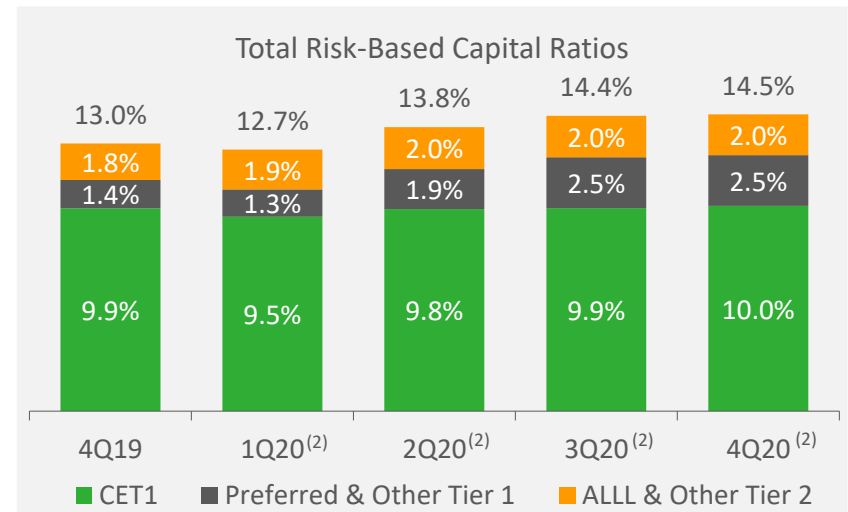
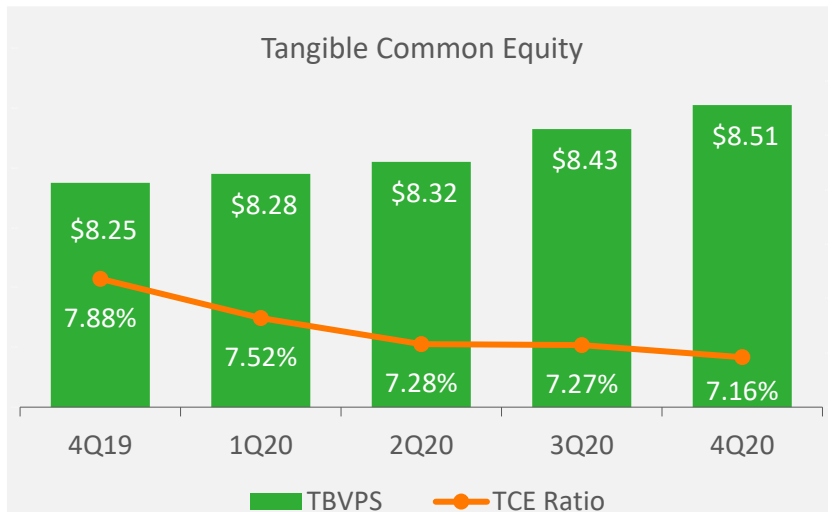
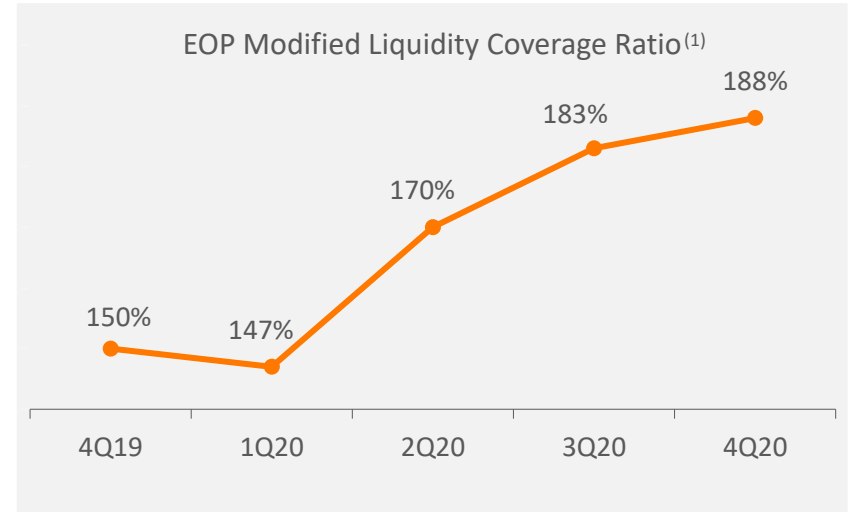
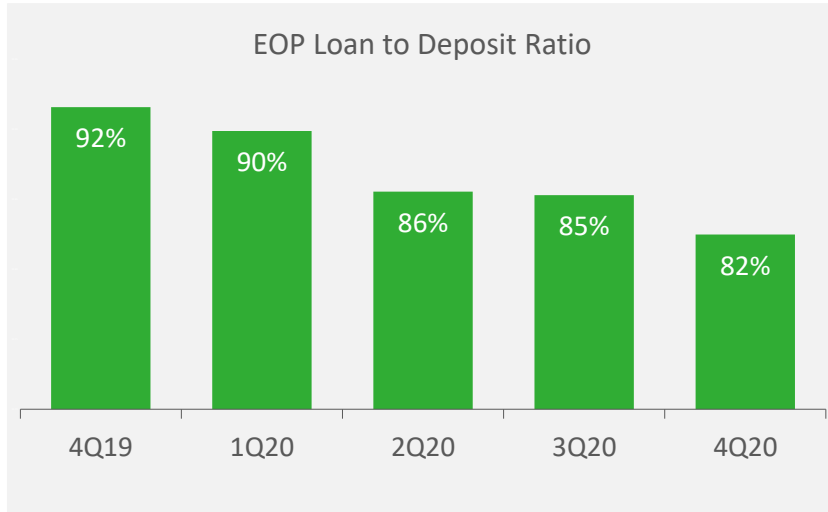
## Annual Maturities (\$ in millions)

	Senior	Subordinated
2021	\$1,850	--
2022	\$1,900	--
2023	\$1,250	\$250
2024	\$800	--
2025	\$500	--

Capital

# Capital and Liquidity

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



See notes on slide 85



# Change in Common Shares Outstanding

- There were 0.4 million shares repurchased in 4Q20 to offset compensation plan-related share issuances

<i>Share count in millions</i>	4Q20	3Q20	2Q20	1Q20	4Q19	3Q19	2Q19	1Q19
Beginning shares outstanding	1,017	1,017	1,014	1,020	1,033	1,038	1,046	1,047
Employee equity compensation	0	0	3	1	0	0	3	2
Share repurchases	0	0	0	(7)	(13)	(5)	(11)	(2)
Ending shares outstanding	1,017	1,017	1,017	1,014	1,020	1,033	1,038	1,046
Average basic shares outstanding	1,017	1,017	1,016	1,018	1,029	1,035	1,045	1,047
Average diluted shares outstanding	1,036	1,031	1,029	1,035	1,047	1,051	1,060	1,066

# Credit Quality

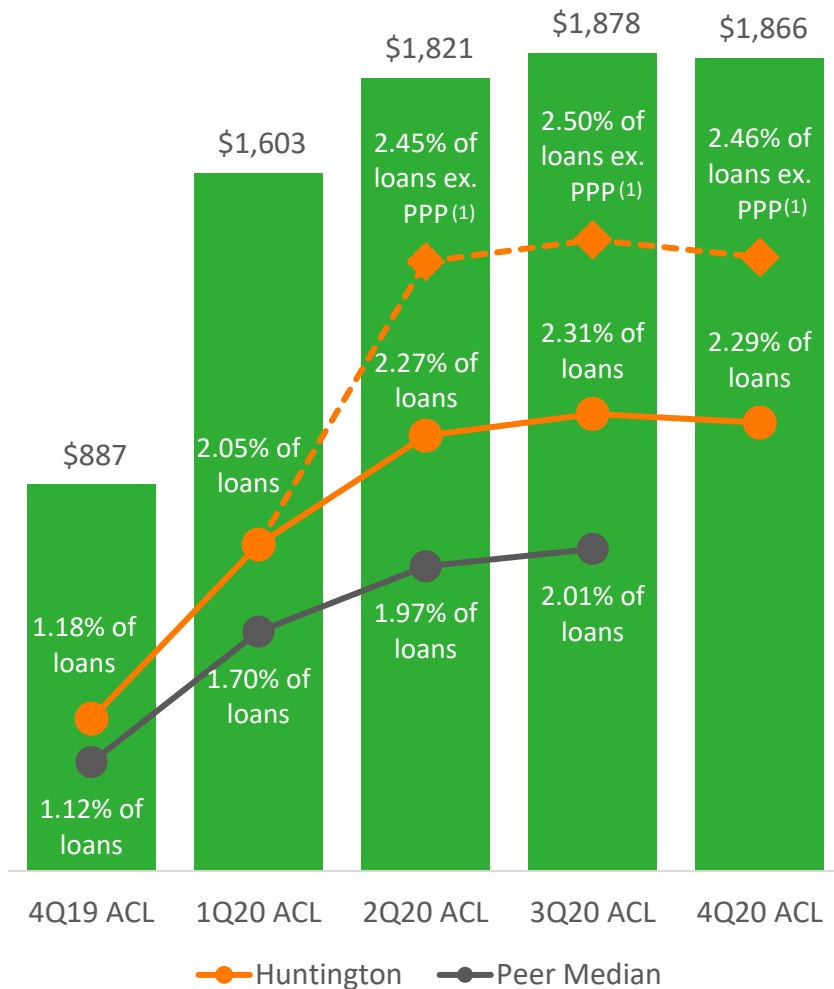
# Strategic Credit Risk Management Actions Since 2009

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>   |

# Allowance for Credit Losses (ACL)

Stable ACL coverage ratio



\$ in millions

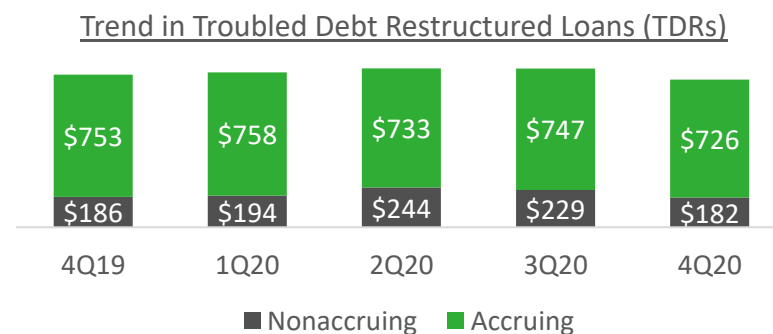
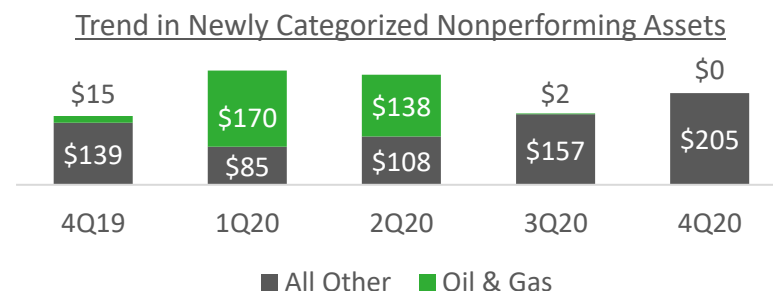
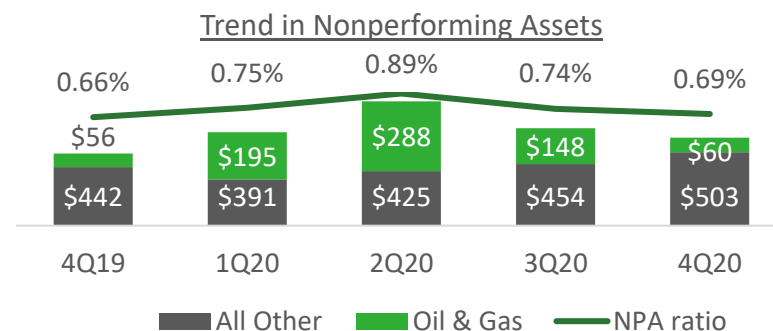
(1) See reconciliation on slide 82

- Multiple scenarios utilized while using November baseline as foundation
- While baseline outlook significantly improved quarter to quarter, current COVID impacts are a headwind
- The allowance reflects the ongoing sensitivity within impacted industries and subjective adjustments to reflect the current economic environment
- ACL coverage steady linked quarter with a prudent approach to the COVID uncertainty

# Credit Quality – NPAs and TDRs

Oil and gas impacts waning as aggressive reduction strategy takes hold

Nonperforming Assets (NPAs): (\$ in millions)	4Q20	3Q20	Q/Q Change
Commercial and Industrial	\$353	\$388	(\$35)
<i>Oil &amp; Gas within C&amp;I</i>	60	139	(79)
Commercial real estate	15	16	(1)
Automobile	4	5	(1)
Home equity	70	71	(1)
Residential mortgage	88	88	--
RV and marine	2	1	1
Other consumer	--	--	--
<b>Total NALs</b>	<b>\$532</b>	<b>\$569</b>	<b>(\$37)</b>
Total other real estate, net	4	5	(1)
Other NPAs	27	28	(1)
<i>Oil &amp; Gas within HFS NPAs</i>	0	9	(9)
<b>Total NPAs</b>	<b>\$563</b>	<b>\$602</b>	<b>(\$39)</b>



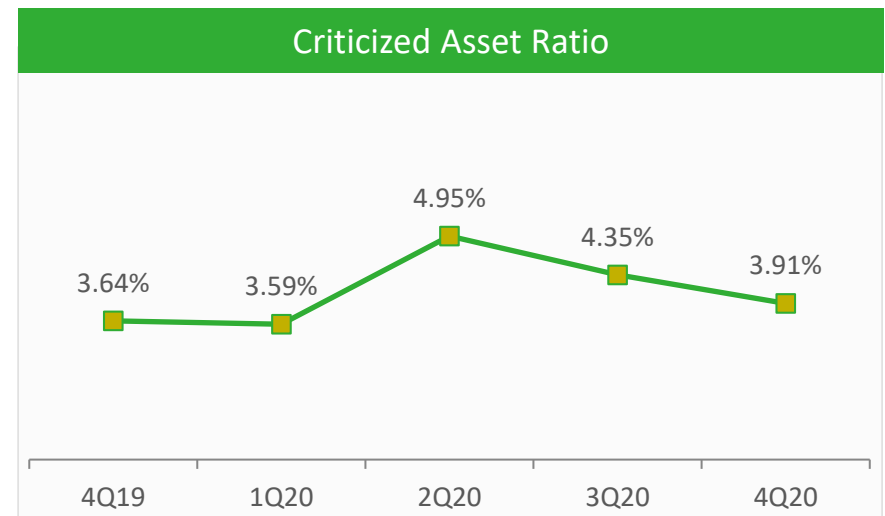
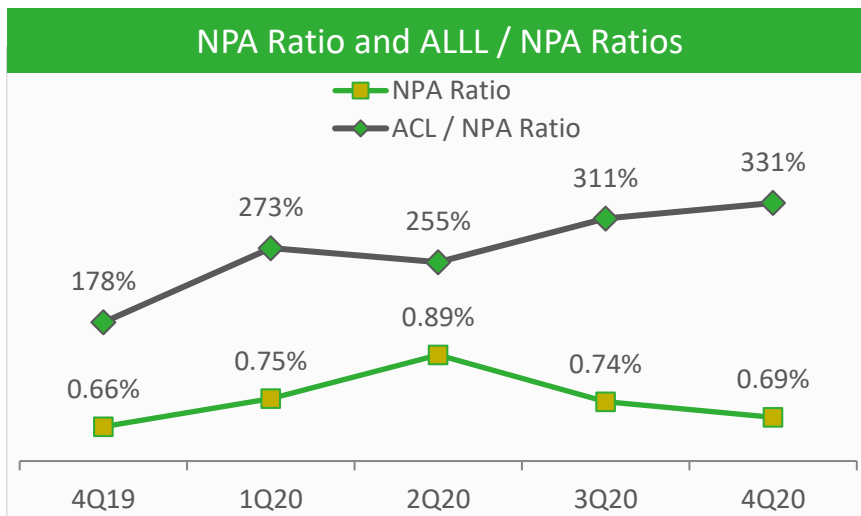
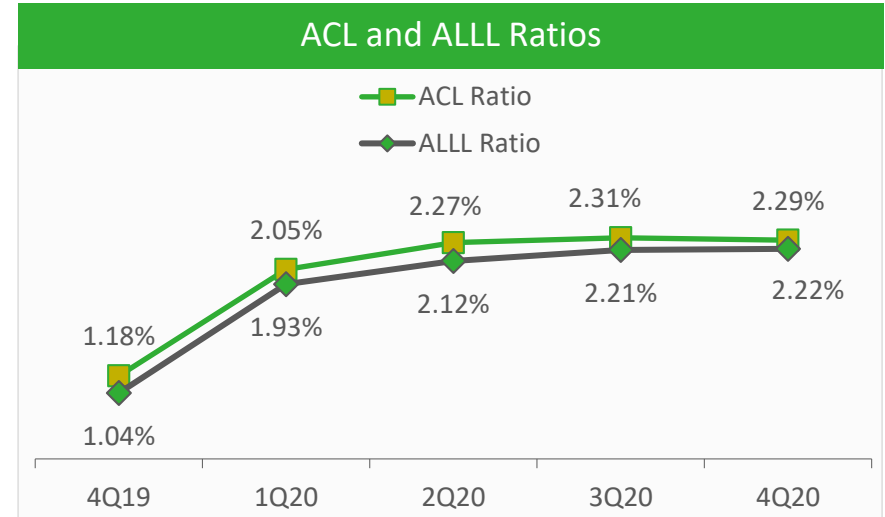
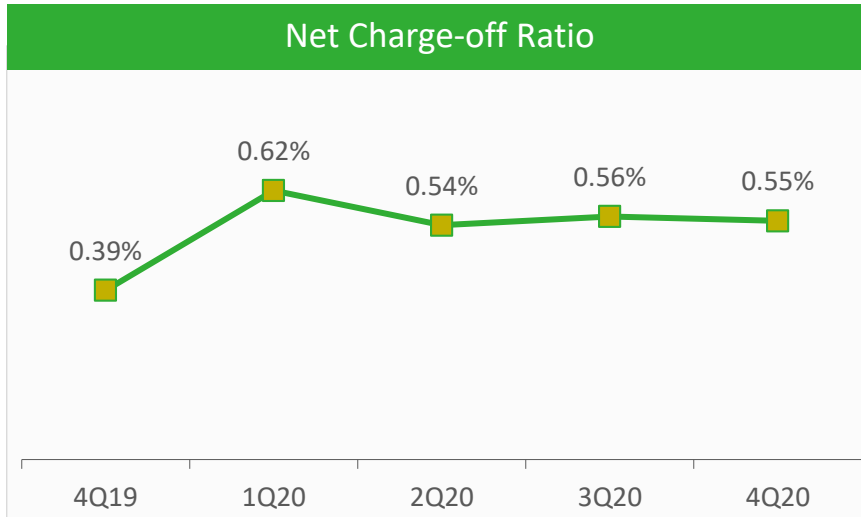
# COVID Related Financial Accommodations

- ◆ Remaining deferrals represent less than 1% of the loan portfolio, compared to 9% at the June 30 peak.
- ◆ Active Commercial deferrals are down \$4.8B from the June 30 peak. Only a modest amount of CRE and Business Banking deferrals remain.
  - Select Hospitality customers remain in deferral status, but nearly all have resumed making payments.
  - As expected, a modest amount of deferral requests within the total \$1B SBA portfolio in 4Q20.
- ◆ Active Consumer deferrals are down \$1.8B from June 30 with the remainder centered on residential mortgage.
- ◆ Working with our customers, we have removed any material forward risk from the deferral activity in 2020.

<i>\$ in millions</i>	As of 6/30/20		As of 9/30/20		As of 12/31/20		Change in Deferral Balance (vs. 6/30)
	Deferral Balance	% of Portfolio Deferred	Deferral Balance	% of Portfolio Deferred	Deferral Balance	% of Portfolio Deferred	
<b>Commercial</b>	\$4,995	12%	\$942	2%	\$151	< 1%	(\$4,844)
<b>Consumer<sup>(1)</sup></b>	\$1,824	5%	\$304	< 1%	\$66	< 1%	(\$1,758)
<b>Total</b>	<b>\$6,819</b>	<b>9%</b>	<b>\$1,246</b>	<b>2%</b>	<b>\$217</b>	<b>&lt; 1%</b>	<b>(\$6,602)</b>

# Asset Quality and Reserve Trends

Asset quality metrics improving despite challenging economic considerations



# Credit Quality Trends Overview

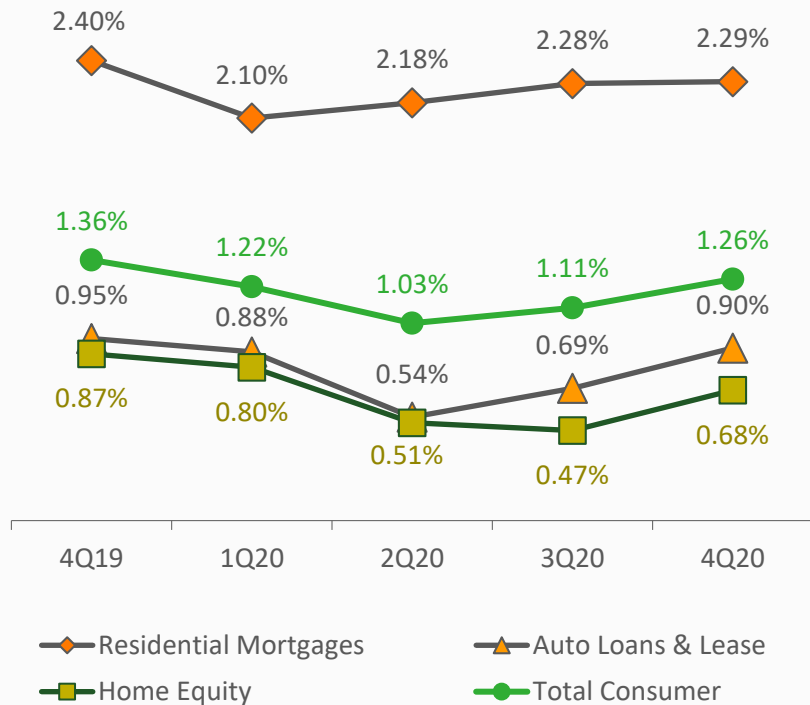
	4Q20	3Q20	2Q20	1Q20	4Q19
Net charge-off ratio	0.55%	0.56%	0.54%	0.62%	0.39%
90+ days PD and accruing	0.21	0.22	0.24	0.21	0.23
NAL ratio <sup>(1)</sup>	0.65	0.70	0.81	0.72	0.62
NPA ratio <sup>(2)</sup>	0.69	0.74	0.89	0.75	0.66
Criticized asset ratio <sup>(3)</sup>	3.91	4.35	4.95	3.59	3.64
ALLL ratio	2.22	2.21	2.12	1.93	1.04
ALLL / NAL coverage	341	316	263	270	167
ALLL / NPA coverage	323	298	239	257	157
ACL ratio	2.29	2.31	2.27	2.05	1.18
ACL / NAL coverage	351	330	281	287	190
ACL / NPA coverage	331	311	255	273	178

See notes on slide 85

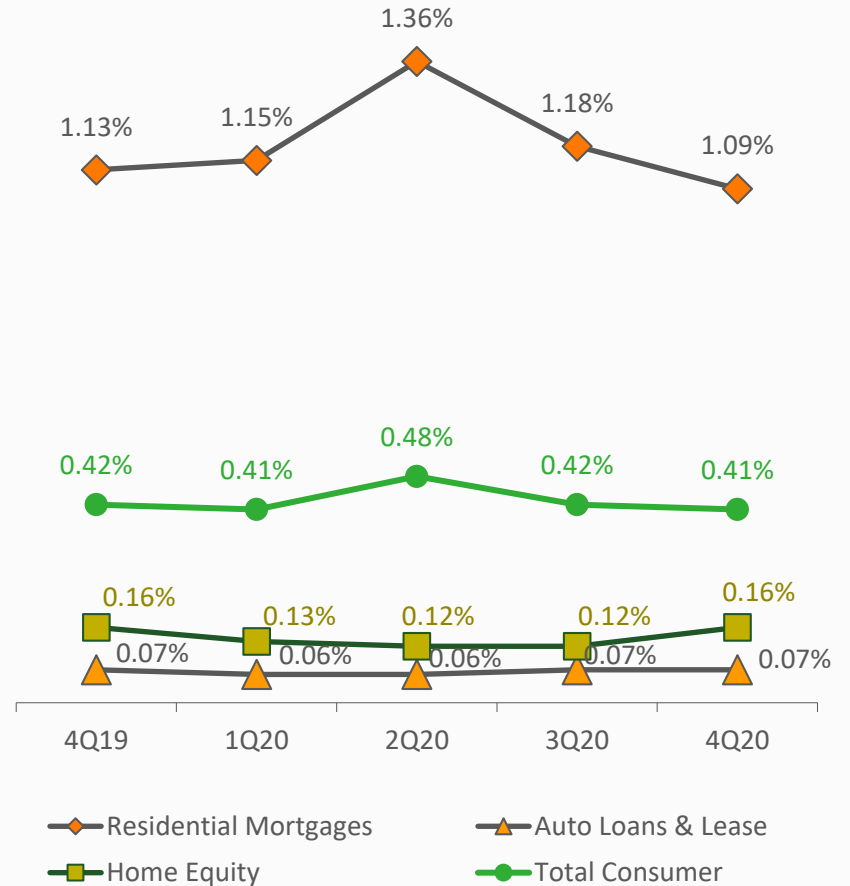


# Consumer Loan Delinquencies<sup>(1)</sup>

## 30+ Days



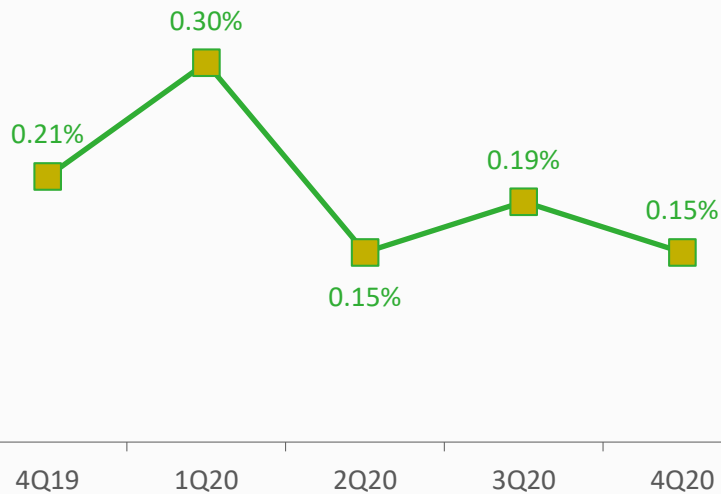
## 90+ Days



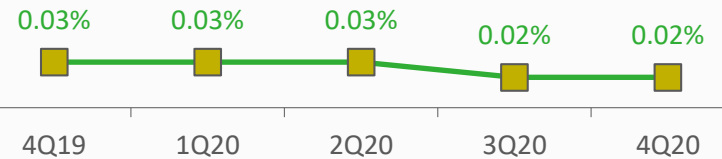
See notes on slide 85

# Total Commercial Loan Delinquencies

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



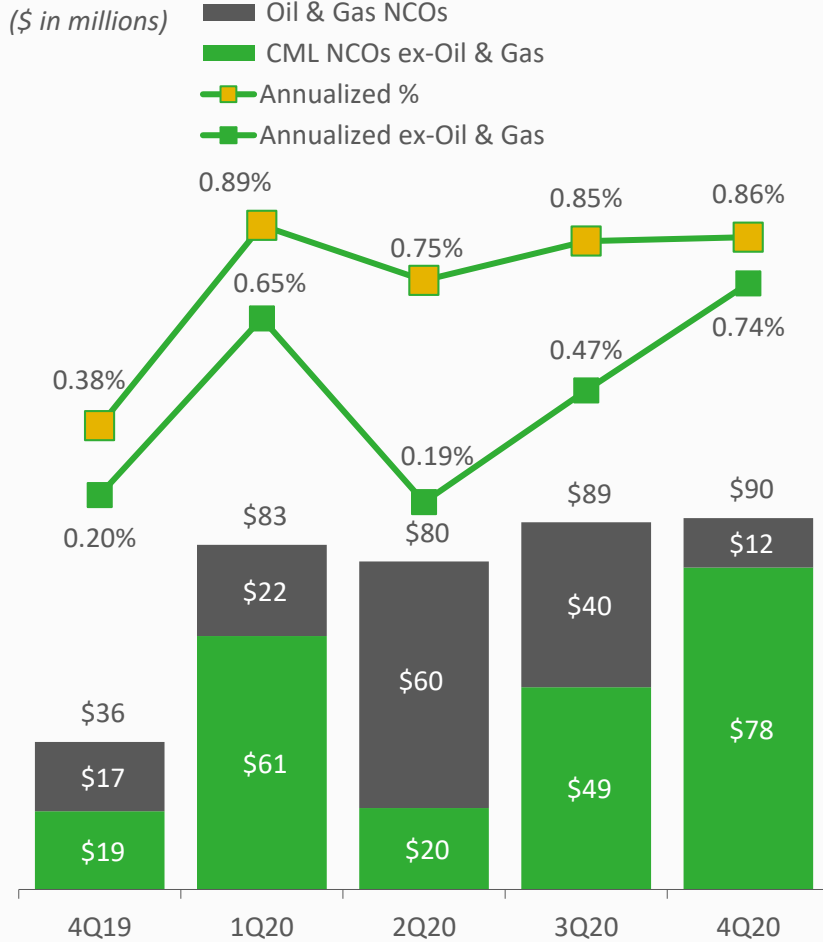
## 90+ Days<sup>(2)</sup>



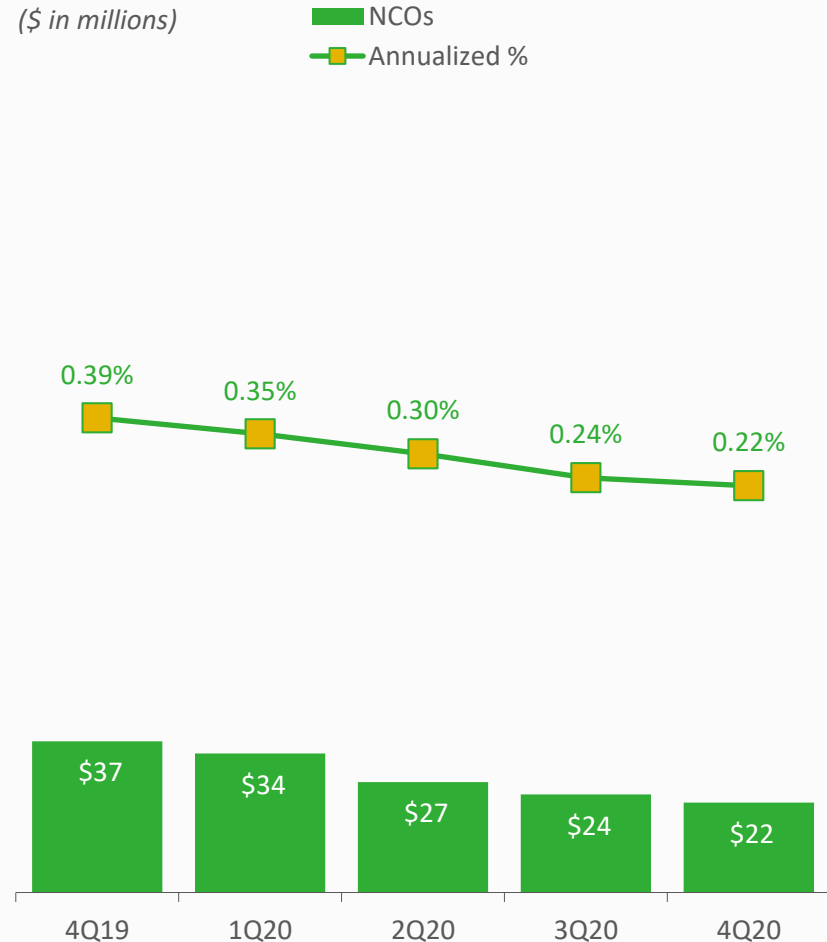
See notes on slide 85

# Net Charge-Offs

## Total Commercial Loans



## Total Consumer Loans



# Nonperforming Asset Flow Analysis

## End of Period

(\$ in millions)

	4Q20	3Q20	2Q20	1Q20	4Q19
NPA beginning-of-period	\$602	\$713	\$586	\$498	\$482
Additions / increases	248	190	279	274	175
Return to accruing status	(108)	(47)	(25)	(18)	(20)
Loan and lease losses	(73)	(102)	(61)	(91)	(48)
Payments	(82)	(77)	(63)	(70)	(63)
Sales and other	(24)	(75)	(3)	(7)	(28)
NPA end-of-period	\$563	\$602	\$713	\$586	\$498
Percent change (Q/Q)	(6)%	(16)%	22%	18%	3%

# Criticized Commercial Loan Analysis

End of Period	4Q20	3Q20	2Q20	1Q20	4Q19
<i>(\$ in millions)</i>					
Criticized beginning-of-period	<b>\$3,173</b>	\$3,601	\$2,473	\$2,394	\$2,365
Additions / increases	<b>473</b>	355	1,411	510	479
Advances	<b>86</b>	120	329	187	109
Upgrades to "Pass"	<b>(395)</b>	(407)	(111)	(100)	(174)
Paydowns	<b>(577)</b>	(429)	(352)	(435)	(359)
Charge-offs	<b>(61)</b>	(92)	(24)	(82)	(38)
Moved to HFS	<b>131</b>	25	(125)	(0)	13
Criticized end-of-period	<b>\$2,830</b>	\$3,173	\$3,601	\$2,473	\$2,394
Percent change (Q/Q)	<b>(11)%</b>	(12)%	46%	3%	1%

# Appendix



# Disclaimer

## CAUTION REGARDING FORWARD-LOOKING STATEMENTS

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

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: changes in general economic, political, or industry conditions; the magnitude and duration of the COVID-19 pandemic and its impact on the global economy and financial market conditions and our business, results of operations, and financial condition; uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board; volatility and disruptions in global capital and credit markets; movements in interest rates; reform of LIBOR; competitive pressures on product pricing and services; success, impact, and timing of our business strategies, including market acceptance of any new products or services including those 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; the occurrence of any event, change or other circumstances that could give rise to the right of one or both of the parties to terminate the merger agreement between Huntington and TCF; the outcome of any legal proceedings that may be instituted against Huntington or TCF; delays in completing the transaction; the failure to obtain necessary regulatory approvals (and the risk that such approvals may result in the imposition of conditions that could adversely affect the combined company or the expected benefits of the transaction); the failure to obtain shareholder approvals or to satisfy any of the other conditions to the transaction on a timely basis or at all; the possibility that the anticipated benefits of the transaction are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy and competitive factors in the areas where Huntington and TCF do business; the possibility that the transaction may be more expensive to complete than anticipated, including as a result of unexpected factors or events; diversion of management’s attention from ongoing business operations and opportunities; potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement or completion of the transaction; the ability to complete the transaction and integration of Huntington and TCF successfully; the dilution caused by Huntington’s issuance of additional shares of its capital stock in connection with the transaction; and other factors that may affect the future results of Huntington and TCF. Additional factors that could cause results to differ materially from those described above can be found in Huntington’s Annual Report on Form 10-K for the year ended December 31, 2019 and in its subsequent Quarterly Reports on Form 10-Q, including for the quarter ended September 30, 2020, each of which is on file with the Securities and Exchange Commission (the “SEC”) and available in the “Investor Relations” section of Huntington’s website, <http://www.huntington.com>, under the heading “Publications and Filings” and in other documents Huntington files with the SEC, and in TCF’s Annual Report on Form 10-K for the year ended December 31, 2019 and in its subsequent Quarterly Reports on Form 10-Q, including for the quarter ended September 30, 2020, each of which is on file with the SEC and available in the “Investor Relations” section of TCF’s website, <http://www.tcfbank.com>, under the heading “Financial Information” and in other documents TCF files with the SEC.

All forward-looking statements speak only as of the date they are made and are based on information available at that time. Neither Huntington nor TCF assumes 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.

# 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.*

## Rounding

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



# Reconciliation

## Pretax Pre-Provision Net Revenue (PPNR)

(\$ in millions)		2020	2019	2018	2017	2016
Net interest income – FTE		\$3,224	\$3,239	\$3,219	\$3,052	\$2,412
Noninterest income		1,591	1,454	1,321	1,307	1,151
Total revenue		4,836	4,693	4,540	4,359	3,563
Less: Significant Items		0	0	0	2	1
Less: gain / (loss) on securities		(1)	(24)	(21)	(4)	0
Total revenue – adjusted	A	4,837	4,717	4,561	4,361	3,562
Noninterest expense		2,795	2,721	2,647	2,714	2,408
Less: Significant Items		0	0	0	154	239
Noninterest expense – adjusted	B	2,795	2,721	2,647	2,560	2,169
<b>Pretax pre-provision net revenue (PPNR)</b>	<b>A - B</b>	<b>\$2,042</b>	<b>\$1,996</b>	<b>\$1,914</b>	<b>\$1,801</b>	<b>\$1,393</b>
<b>PPNR – Annualized</b>		<b>\$2,042</b>	<b>\$1,996</b>	<b>\$1,914</b>	<b>\$1,801</b>	<b>\$1,393</b>
Risk-weighted assets (RWA)		\$88,787	\$87,513	\$85,687	\$80,340	\$78,263
PPNR as % of RWA		2.30%	2.28%	2.23%	2.24%	1.78%

# Reconciliation

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

(\$ in millions)	4Q20	3Q20	4Q19
Average common shareholders' equity	\$10,749	\$10,701	\$10,681
Less: intangible assets and goodwill	2,185	2,195	2,228
Add: net tax effect of intangible assets	41	43	50
Average tangible common shareholders' equity (A)	\$8,605	\$8,549	\$8,503
Net income available to common	\$281	\$275	\$298
Add: amortization of intangibles	10	10	12
Add: net of deferred tax	(2)	(2)	(3)
Adjusted net income available to common	289	283	308
Adjusted net income available to common (annualized) (B)	\$1,156	\$1,132	\$1,232
Return on average tangible shareholders' equity (B/A)	13.3%	13.2%	14.3%

(\$ in millions)	6/30 GAAP	PPP Adj.	6/30 ex. PPP	9/30 GAAP	PPP Adj.	9/30 ex. PPP	12/31 GAAP	PPP Adj.	12/31 ex. PPP
Allowance for credit losses (ACL) (C)	\$1,821	\$3	\$1,818	\$1,878	\$3	\$1,875	\$1,866	\$3	\$1,863
Total loans and leases (D)	\$80,139	\$6,054	\$74,085	\$81,156	\$6,211	\$74,945	\$81,608	\$6,016	\$75,592
ACL as % of total loans and leases (C/D)	2.27%		2.45%	2.31%		2.50%	2.29%		2.46%

# Notes

## Slide 4:

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

## Slide 7:

- (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 17:

- (1) If your account is overdrawn, we'll give you more time to make it right to avoid the overdraft fee. To find out how 24-Hour Grace® works, visit [huntington.com/Grace](https://huntington.com/Grace). For the no overdraft fee \$50 Safety Zone, your account is automatically closed in 60 days if it remains negative.

## Slide 21:

- (1) Visit [jdpower.com/awards](https://jdpower.com/awards) for more details.

In 2020, Huntington received the highest score among regional banks (\$55B to \$150B in deposits) in the J.D. Power 2019-2020 U.S. Banking Mobile App Satisfaction Study of customers' satisfaction with their financial institution's mobile applications for banking account management.

In 2019, Huntington ranked #1 in both the J.D. Power 2019 U.S. Banking App Satisfaction and U.S. Online Banking Satisfaction studies, receiving the highest score among all banks (i.e., national banks and regional banks) in both surveys.

## Slide 23:

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

## Slide 33:

- (1) As of 12/31/20
- (2) Pay fixed/receive float swap
- (3) Upper strike (%) / lower strike (%)
- (4) De-designated floor spreads

# Notes

## Slide 42:

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

## Slide 44:

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

## Slide 45:

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

## Slide 46:

- (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 47:

- (1) Experian data from January 2020 through December 2020

## Slide 49:

- (1) Auto LTV based on retail value

## Slide 51:

- (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 53:

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

## Slide 55:

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

# Notes

## Slide 56:

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

## Slide 57:

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

## Slide 60:

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

## Slide 64:

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

## Slide 70:

- (1) Excludes GNMA guaranteed mortgage loans that entered forbearance and were subsequently repurchased.

## Slide 72:

- (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 73:

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

## Slide 74:

- (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.



Mark A. Muth

Director of Investor Relations

Office: 614.480.4720

E-mail: [mark.muth@huntington.com](mailto:mark.muth@huntington.com)



Adrienne Atkinson

Asst. Dir. of Investor Relations

Office: 614.480.6077

E-mail: [adrienne.atkinson@huntington.com](mailto:adrienne.atkinson@huntington.com)

For additional information, please visit:

<http://www.huntington.com>