## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): August 16, 2010

## HUNTINGTON BANCSHARES INCORPORATED

(Exact name of registrant as specified in its charter)


## Item 7.01 Regulation FD Disclosure.

The attached Analyst Handout contains information that members of Huntington Bancshares Incorporated ("Huntington") management will use from time to time through September 30, 2010, during visits with investors, analysts, and other interested parties to assist their understanding of Huntington. This handout is available in the Investor Relations section of Huntington's web site at www.huntington-ir.com.

The Analyst Handout is attached as Exhibit 99.1 to this report and is incorporated herein by reference.
The Analyst Handout is attached as Exhibit 99.1 and is being furnished, not filed, under item 7.01 of this Form 8-K.
Item 9.01 Financial Statements and Exhibits.
(d) Exhibits.

The following exhibit is being furnished herewith:
Exhibit 99.1 - Analyst Handout

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## HUNTINGTON BANCSHARES INCORPORATED

Date: August 17, 2010
By: /s/ Richard A.Cheap
Richard A. Cheap,
Executive Vice President and Secretary

## EXHIBIT INDEX

Exhibit No. Description
$\overline{\text { Exhibit } 99.1 \quad \text { Analyst Handout }}$


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## Earnings Performance Assessment

- Return to profitability
- 1Q10 - \$39.7 MM reported net income \$0.01 EPS
- Included $\$ 38.2 \mathrm{MM}$, or $\$ 0.05 \mathrm{EPS}$, net tax benefit
- 2Q10 - \$48.8 MM reported net income \$0.03 EPS
- Included \$(75.5) MM, or \$0.07 EPS, negative impact from Franklin loans transferred to held for sale
- Pre-tax, pre-provision income growing
- 6 consecutive quarterly improvements
- 2Q10 - \$270.5 MM, up 7\% LQ and 18\% YOY
- PTPP earnings power is expanding; i.e., more return per dollar assets deployed
- Implies $1.10 \%-1.20 \%$ ROA in normalized credit environment


## Pre-Tax, Pre-Provision Income


(1) See Basis of Presentation for definition, as well as reconciliation on slide \#39
(2) Annualized

## Pre-Tax, Pre-Provision Earnings Power

## Sensitivity Analysis on \$270 MM

| (\$ MM) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PTPP <br> Less: Intangible amortization | \$ | $\begin{array}{r} 270 \\ 15 \\ \hline \end{array}$ | Net Charge-off As sumption ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |
|  |  |  | 0.35\% |  | 0.40\% |  | 0.45\% |  | 0.50\% |  | 0.55\% |  |
|  | \$ | 255 | \$ | 255 | \$ | 255 | \$ | 255 | \$ | 255 | \$ | 255 |
| Less: Net charge-offs |  |  |  | 32 |  | 37 |  | 42 |  | 46 |  | 51 |
| Pre-tax income |  |  |  | 223 |  | 218 |  | 213 |  | 209 |  | 204 |
| Less: Taxes |  | 30\% |  | 67 |  | 65 |  | 64 |  | 63 |  | 61 |
| Net income |  |  | \$ | 156 | \$ | 153 | \$ | 149 | \$ | 146 | \$ | 143 |
| ROA |  |  |  | 1.20\% |  | 1.17\% |  | 1.15\% |  | 1.12\% |  | 1.10\% |
| Average loans/leases | \$ 37,000 |  |  |  |  |  |  |  |  |  |  |  |
| Av erage total assets | 52,000 |  |  |  |  |  |  |  |  |  |  |  |
| (1) Annualized |  |  |  |  |  |  |  |  |  |  |  |  |
| 10 year average (1997-2006) | 0.55\% |  |  |  |  |  |  |  |  |  |  |  |
| 3 year av erage (2004-2006) | 0.33\% |  |  |  |  |  |  |  |  |  |  |  |

## Balance Sheet Assessment

- Liquidity position is strong
- $\$ 9.9$ billion in cash and investment securities
- Loan growth is emerging
- Auto loan growth is strong
- Residential mortgages up slightly
- Core C\&I up slightly
- Funding is balanced
- Strong growth of low-cost core deposits
- 93\% loan-to-deposit ratio


## Loan and Lease Trends

## Linked Quarter

| (in billions) | 2010 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First Quarter |  |  |
|  |  |  | Amount | \% |
| A verage Loans and Leases |  |  |  |  |
| Commercial and industrial | \$ 12.2 | \$ 12.3 | \$ (0.1) | (1) \% |
| Commercial real estate | 7.4 | 7.7 | (0.3) | (4) |
| Total commercial | 19.6 | 20.0 | (0.4) | (2) |
| Automobile loans and leases | 4.6 | 4.3 | 0.4 | 9 |
| Home equity | 7.5 | 7.5 | 0.0 | 0 |
| Residential mortgage | 4.6 | 4.5 | 0.1 | 3 |
| Other consumer | 0.7 | 0.7 | (0.0) | (4) |
| Total consumer | 17.5 | 17.0 | 0.5 | 3 |
| Total loans and leases | \$ 37.1 | \$ 37.0 | \$ 0.1 | 0\% |

## Total Core Deposit Trends

| Average (\$ ${ }^{\text {d }}$ |  | Annualized Grow th ${ }^{\text {(1) }}$ |  | $\begin{gathered} 2 \mathrm{Q10v} \\ 2009 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | $\begin{gathered} 2010 \mathrm{~V} \\ 1010 \end{gathered}$ | 1010 v <br> 4009 |  |
| Commercial |  |  |  |  |
| Demand deposits - non-int. bearing | \$ 5.8 | 13 \% | 7 \% | 16 \% |
| Demand deposits - int. bearing | 1.7 | 21 | 22 | 70 |
| Other core deposits ${ }^{\text {a) }}$ | 4.4 | 14 | 20 | 29 |
| Total | 11.9 | 15 | 14 | 26 |
| Consumer |  |  |  |  |
| Demand deposits - non-int. bearing | 1.1 | 13 | 24 | 3 |
| Demand deposits - int. bearing | 4.3 | 17 | 15 | 21 |
| Other core deposits ${ }^{\text {a) }}$ | 20.6 | (2) | (2) | - |
| Total | 25.9 | 2 | 2 | 3 |
| Total |  |  |  |  |
| Demand deposits - non-int. bearing | 6.8 | 13 | 10 | 14 |
| Demand deposits - int. bearing | 6.0 | 18 | 17 | 31 |
| Other core deposits ${ }^{\text {(2) }}$ | 25.0 | 1 | 2 | 5 |
| Total ${ }^{3}$ | \$37.8 | 6 \% | 5 \% | $10 \%$ |

(1) Lirked-quarter percent change annualized
(2) Includes core CDs,savings, and other deposits
(3) 4009 v $3009=B \%$ gronth excluding 4009 arer age tot al deposits of $\$ 261 \mathrm{MM}$ fromiff arren Bark acquisition

## Net Interest Income Trends

## Net Interest Margin

- Positives
- Roll-off of higher priced CDs
- Mix shift to lower cost deposits
- Loan pricing opportunities
- Positioning for higher interest rates
- Negatives
- Growth in low-margin investments securities vs. loans as excess deposit cash flows are redeployed
- Flattening yield curve


## Earning Assets

- Loans
- Opportunities: C\&I, small business, and auto
- Challenges: CRE, home equity, residential mortgage
- Investment securities
- Expected to increase until loan demand is stronger


## Net Interest Income \& Margin ${ }^{(1)}$



## Deposits

> CD Maturities \&

Avg. Rate on Maturities



## Fee Income Trends

Drivers of Growth

- Trust income
- Brokerage income
- Treasury management

Challenges

- Mortgage banking income
- Deposit service charge outlook (Reg E)
- Electronic service charges (Interchange fee income)


## Noninterest Income Trends

## Linked Quarter

| (in milions) | 2010 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First Quarter |  |  |
|  |  |  | Amount | \% |
| Noninterest Income |  |  |  |  |
| Service charges on deposit accounts | \$ 75.9 | \$ 69.3 | \$ 6.6 | $10 \%$ |
| Brokerage and insurance income | 36.5 | 35.8 | 0.7 | 2 |
| Mortgage banking income | 45.5 | 25.0 | 20.5 | 82 |
| Trust services | 28.4 | 27.8 | 0.6 | 2 |
| Electronic banking income | 28.1 | 25.1 | 3.0 | 12 |
| Bank ow ned life insurance income | 14.4 | 16.5 | (2.1) | (13) |
| Automobile operating lease income | 11.8 | 12.3 | (0.5) | (4) |
| Securities gains (losses) | 0.2 | (0.0) | 0.2 | NM |
| Other income | 23.8 | 29.1 | (0.3) | (1) |
| Total noninterest income | \$269.6 | \$ 240.9 | \$ 28.8 | 12 \% |

## Impact of Regulatory Changes

## Implementation of Reg $E$

- $\sim \$ 90 \mathrm{MM}$ of annual personal NSF/OD service charges impacted
- Mitigate impact via opt-in outreach and other strategies
- Very proactive outreach efforts began in early April
- Opt-in results to date are surpassing expectations and are higher than most peers
- $20 \%$ opt-in to date for all customers, with a nearly $50 \%$ opt-in rate for those customers that use this service most often
Dodd-Frank Act
- Interchange Fee Legislation
- $\sim \$ 90 \mathrm{MM}$ of annual debit card transaction fee income could be impacted
- Most of our transactions are "signature" based
- Timing of final specific regulation is uncertain so it's too early to estimate any impact


## Noninterest Expense Trends

Investments in Growth

- Retail and Business Banking
- Commercial Banking
- Private Financial Group
- Technology
- Marketing

Opportunities for Reductions

- Collection expense
- ORE and foreclosure expense
- Sourcing initiatives


## Noninterest Expense Trends

## Linked Quarter

| (in millions) | 2010 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First <br> Quarter |  |  |  |
|  |  |  |  | ount | \% |
| Noninterest Expense |  |  |  |  |  |
| Pers onnel costs | \$ 194.9 | \$ 183.6 | \$ | 11.2 | 6 \% |
| Outside data processing and other services | 40.7 | 39.1 |  | 1.6 | 4 |
| Deposit and other insurance expense | 26.1 | 24.8 |  | 1.3 | 5 |
| Net occupancy | 25.4 | 29.1 |  | (3.7) | (13) |
| OREO and foreclosure expense | 5.0 | 11.5 |  | (6.6) | (57) |
| Equipment | 21.6 | 20.6 |  | 1.0 | 5 |
| Professional services | 24.4 | 22.7 |  | 1.7 | 7 |
| Amortization of intangibles | 15.1 | 15.1 |  | (0.0) | (0) |
| Automobile operating lease expense | 9.7 | 10.1 |  | (0.4) | (4) |
| Marketing | 17.7 | 11.2 |  | 6.5 | 59 |
| Telecommunications | 6.2 | 6.2 |  | 0.0 | 1 |
| Printing and supplies | 3.9 | 3.7 |  | 0.2 | 6 |
| Other expense | 23.3 | 20.5 |  | 2.8 | 14 |
| Total noninterest expense | \$413.8 | \$ 398.1 | \$ | 15.7 | 4 \% |

## Credit Quality Assessment

Loan Portfolio Significantly De-Risked

- Commercial "criticized" loans trending down
- Total criticized
- New criticized
2Q10 (11)\% 2Q10 (8)\%
1Q10 (7)\% 1Q10 (68)\%
- Delinquencies trending down
- Total commercial 30+DPD 2Q100.95\% +4 bp 1Q100.91\% (9) bp
- Total consumer 30+ DPD 2Q10 3.04\% (23) bp 1Q10 3.27\% (35) bp
- Charge-offs peaked in 2009
- Commercial NCOs tren ding down 2Q10 2.85\% (37) bp 1Q10 3.22\% (378) bp
- Consumer NCOs are stabilized excluding 2Q10 Franklin-related with run rates well below in dustry averages and consistentwith expectations
- Nonperforming assets trending down
- Total NPAs 2Q10 (17)\%
1Q10 (7)\%
- NewNPAs 2Q10 (28)\% 1Q10 (52)\%
- Reserves remain strong
- $3.90 \%$ period-end allowance for credit losses (ACL)
- $120 \%$ ACL coverage of NALs



(1) Period end; Exclude Franklin


## Relative Performance - NAL/NPL Coverage (1)


(1) Period end: Exclude Franklin

## Capital Assessment

## - Solid capital

- $12.51 \%$ and $14.79 \%$ Tier 1 and Total risk-based capital ratios, respectively... $\$ 2.8$ billion and $\$ 2.0$ billion, respectively, above "well capitalized" thresholds
- $6.12 \%$ tangible common equity ratio, up 16 bps
- $7.06 \%$ Tier 1 common risk-based capital ratio, up 51 bps
- Generating capital organically
- \$362.5 MM of contingent capital in convertible preferred stock


## Capital ${ }^{(1)}$

|  | 2 Q 10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total risk-weighted assets (\$B) | \$42.5 | \$42.5 | \$43.2 | \$44.1 | \$45.5 |
| Tier 1 leverage | 10.45\% | 10.05\% | 10.09\% | 11.30\% | 10.62\% |
| Tier 1 risk-based capital | 12.51 | 11.97 | 12.03 | 13.04 | 11.85 |
| Total risk-based capital | 14.79 | 14.28 | 14.41 | 16.23 | 14.94 |
| Tangible common equity/assets | 6.12 | 5.96 | 5.92 | 6.46 | 5.68 |
| Tangible equity/assets | 9.43 | 9.26 | 9.24 | 9.71 | 8.99 |
| Tier 1 common risk-based capital ratio | 7.06 | 6.53 | 6.69 | 7.82 | 6.80 |
| Double leverage ${ }^{(2)}$ | 76 | 75 | 68 | 71 | 74 |

(1) Period end
(2) (Parent company investments in subsidiaries + goodnuill/ equity

## Capital Analysis - 6/30/10




Source: SNL, Company reports.
(1) Regulatony"Well-capitalized" threshold (2) Repaid TARP

## Capital Analysis - 6/30/10



Source: SNL, Company reports
(1) Includes imp act of convertible preferred (2) Repaid TARP

䅋 Huntington

## TARP Repayment

## Better positioned for repayment

- Strong balance sheet liquidity
- Current regulatory capital in excess of existing "well capitalized" thresholds
- Returned to generating capital internally

Factors for consideration before repayment

- Consistent demonstrated profitable performance with growth in earnings
- Evidence of a sustained economic recovery
- Clarity regarding new regulatory capital thresholds


## Impact of Regulatory Changes

## Dodd-Frank Act

- Trust Preferred Capital Legislation
- \$570 MM of trust preferred securities
- $\sim 1.34 \%$ potential impact to regulatory Tier 1 capital
- 3 -year phase in period beginning on $1 / 1 / 13$ provides time to strategize around new legislation


## Staged Strategic Plan Implementation



## A Comprehensive, Integrated Strategy



## Positioning for Growth

## 2Q10 Highlights

- Hired / appointed new key executives in revenue generating businesses
- Commercial Banking - Central Ohio, Cleveland, Equipment Finance
- PFG - Huntington Asset Services, Huntington Insurance, Dayton trust and private banking team
- Expanded / upgraded distribution
- Retail and Business Banking - Launched Huntington rebranding and office refurbishment and initiated in-store and retirement center expansion
- PFG - New offices - Wheeling (WV), Columbus Family office
- Launched sales force referral automation - MAX
- Kicked-off strategic plan refresh for 2011-2013


## 2Q10 Transfer of Franklin Loans to Held for Sale

## Description

- Transferred \$397.7 MM of loans to held for sale
- Established value at $\$ 323.4 \mathrm{MM}$
- \$75.5 MM of charge-offs
- \$75.5 MM of provision expense ( $\$ 0.07$ per share)
- On July 20, we sold $\$ 274$ MM of the residential mortgages

Rationale

- Moves our credit metrics toward top quartile performance
- Renewed buyer interest in distressed debt
- Economic outlook today is more uncertain than 3 months ago
- Concerns that the expiration of the home purchase tax credit and that increased GSE foreclosures could further dampen residential real estate values
- Earnings accretive based on reinvestment of sales proceeds and elimination of portfolio servicing and other related costs


## Transfer of Franklin Loans to Held for Sale


(1) impact associated with the transfer of Frankin-related loans to held for sale
(2) Charge-off percentages annualized

## 2010 Second Half Expectations

- Economy remains relatively unchanged / borrower confidence remains low
- No significant change in interest rates
- Pre-tax, pre-provision income in-line with reported 2Q performance
- Net interest margin that approximates 1H10 performance
- Modest loan growth... modest C\&l loan growth and strong automobile loan growth, partially offset by CRE decline... home equity and residential mortgages flattish
- Strong demand deposit and savings account balance growth
- Fee income mixed... growth from strategic initiatives mitigated by lower mortgage banking and implementation of Reg E
- Noninterest expense stable... growth from strategic initiatives mitigated by lower credit-related expenses, including Franklin-related servicing and other
- Credit quality trends remain positive
- NPAs and NCOs continue to decline
- Provision for credit losses consistent with 2Q10 performance excluding Franklin impact


## 2010 Objectives

- Grow revenue and profitability
- Improve cross sell and share-of-wallet profitability across all business segments
- Grow key fee businesses... existing and new
- Lower NCOs and NPAs
- Reduce CRE "noncore" exposure
- Continue to explore opportunities to further de-risk the balance sheet


## Important Messages

- Balance sheet is strong
- Sufficient capital with expectation for sustained internal capital generation
- Substantially improved credit quality performance is positioning us towards top quartile performance
- Underlying earnings and profitability are growing
- Increased opportunities and attention on growing revenue
- Making investments to grow key fee businesses

Moving to a Higher Performance / Execution Level

## Quarterly Performance Highlights

|  | 2010 | 1 Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EPS | \$0.03 | \$0.01 | \$(0.56) | \$(0.33) | \$(0.40) |
| Pre-tax pre-provision income (\$MM) ${ }^{\text {(1) }}$ | \$270.5 | \$251.8 | \$242.1 | \$237.1 | \$229.3 |
| Netinterest margin | 3.46\% | 3.47\% | 3.19\% | 3.20\% | 3.10\% |
| Efficiency ratio ${ }^{(2)}$ | 59.4\% | 60.1\% | 49.0\% | 61.4\% | 51.0\% |
| Loan \& lease growth ${ }^{(3)}$ | 1\% | (1) \% | (8)\% | (12) \% | (18)\% |
| Core deposit growth (4) | 6\% | 5\% | 16\% | 10\% | 17\% |
| Net charge-off ratio | 3.01\% | 2.58\% | 4.80\% | 3.76\% | 3.43\% |
| Net charge-off ratio: non-Franklin ${ }^{(5)}$ | 2.17\% | 2.48\% | 4.84\% | 3.85\% | 3.58\% |
| Period End Ratios |  |  |  |  |  |
| NPA ratio | 4.24\% | 5.17\% | 5.57\% | 6.26\% | 5.18\% |
| ALLL'loans \& leases | 3.79\% | 4.00\% | 4.03\% | 2.77\% | 2.38\% |
| ACLiloans\&leases | 3.90\% | 4.14\% | 4.16\% | 2.90\% | 2.51\% |
| Tier 1 risk-based capital ratio | 12.51\% | 11.97\% | 12.03\% | 13.04\% | 11.85\% |
| Total risk-based capital ratio | 14.79\% | 14.28\% | 14.41\% | 16.23\% | 14.94\% |
| Tangible common equitylassets | 6.12\% | 5.96\% | 5.92\% | 6.46\% | 5.68\% |
| Noninterest expense less amortization of intangibles divided by the sum of FTE net interest income and noninterest income excluding securities (losses) gains |  |  |  |  |  |
| 4) Linked-quarter annualized average balance grouth rates |  |  |  |  |  |

## Quarterly Earnings

| (\$MM) | $2 \mathrm{Q10}$ | 1010 | 2009 |  | Change Better (Worse) vs. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $\begin{array}{\|l\|} \hline 1 \mathrm{Q} 10 \\ \text { Ant. } \\ \hline \end{array}$ |  | 2009 |  |  |  |
|  |  |  |  |  | Ant. | Fct. |  |
| Net interest income | \$ 399.7 | \$ 393.9 | 9 | 349.9 |  |  |  | 5.8 | \$ | 49.8 | 14 | \% |
| Provision | (193.4) ${ }^{\text {n }}$ | (235.0) |  | (413.7) |  | 41.6 |  | 220.3 | 53 |  |
| Noninterest income | 269.6 | 240.9 |  | 265.9 |  | 28.8 |  | 3.7 | 1 |  |
| Noninterest expense | (413.8) | (398.1) |  | (340.0) |  | (15.7) |  | (73.8) | (22) |  |
| Fre-tax income/(loss) | 62.1 | 1.6 |  | (137.8) |  | 60.4 |  | 199.9 | NM |  |
| Net Income/(loss) | \$ 48.8 | \$ 39.7 | $\$$ | (125.1) |  | 9.0 | \$ | 173.9 | NM |  |
| EPS | \$ 0.03 | \$ 0.01 |  | (0.40) |  | 0.02 | \$ | 0.43 | NM |  |

(1) includes $\$ 75.5$ MM related to transfer of Franklin loans to held for sale and $\$ 4.5$ of other Franklin-related
MM - not meaningfu'

## Pre-Tax, Pre-Provision Income (1)

| (in millions) | 2010 |  | 2009 |  |  |  | $\begin{gathered} 2008 \\ \hline \text { Fourth } \\ \text { Quarter } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First <br> Quarter | Fourth Quarter | Third Quarter | Second <br> Quarter | First Quarter |  |
| Income (Loss) Before Income Taxes | \$ 62.1 | \$ 1.6 | S (598.0) | S (257.4) | S (137.8) | \$ ( $2,685.0$ ) | S (669.2) |
| Add: Provision for credit losses | 193.4 | 235.0 | 894.0 | 475.1 | 413.7 | 291.8 | 722.6 |
| Less: Securites (losses) gains | 0.2 | (0.0) | (2.6) | (2.4) | (7.3) | 2.1 | (127.1) |
| Add: Amortization of intangibles | 15.1 | 15.1 | 17.1 | 17.0 | 17.1 | 17.1 | 19.2 |
| Less: Significant items ${ }^{\text {() }}$ |  |  |  |  |  |  |  |
| Gain on early extinguishment of debt ${ }^{2}$ | - | - | 73.6 | - | 67.4 | - | - |
| Goodwill impairment | - | - | - | - | (4.2) | $(2,602.7)$ | - |
| Gain related to Visa ${ }^{\text {a }}$ stock | - | - | - | - | 31.4 | - | - |
| FDIC special assessment | - | - | - | - | (23.6) | - | - |
| Visa ${ }^{\text {a }}$ anti-trust indemnification | - | - | - | - | - | - | 4.6 |
| Pre-Tax, Pre-Provision Income ${ }^{(1)}$ | \$ 270.5 | \$ 251.8 | \$ 242.1 | \$ 237.1 | \$ 229.3 | \$ 224.6 | \$ 195.1 |
| Linked-quarter change - amount | \$ 18.6 | \$ 9.8 | \$ 4.9 | \$ 7.8 | \$ 4.7 | \$ 29.5 | \$ (94.3) |
| Linked-quarter change - percent | 7.4\% | 4.0\% | 2.1\% | 3.4\% | 2.1\% | 15.1\% | -32.6\% |
| ${ }^{\text {(1) }}$ See Basis of Presentation for definition |  |  |  |  |  |  |  |
| ${ }^{2}$ ) Only includes transactions deemed sign |  |  |  |  |  |  |  |

## Significant Items ${ }^{(1)}$ Impacting Financial Performance

## Comparisons - Reconciliation

2010 - 2009 Quarterly

| (Inmmions, except pershare amounts) |  |  |  |  | 2010 |  | 1Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Atter-tax | Exs | Aftertax | EPS |
| Net income - reporte dearnings |  |  |  |  | 548.762 |  | \$ 39.737 |  |
| Net income ap plicable to common shares |  |  |  |  | $5 \quad 19.336$ | \$0.08 | \$ 10380 | \$ 0.01 |
| Significant ite ms - favorable (un favorable) Im pact: |  |  |  |  | Eamhes (1) EPs |  | Earnings (1) | EPS |
| Frankn-related |  |  |  |  | ¢ (75.500) | \$ (0.07) | s | \$ |
| Net tax beneftrecognzed (2) |  |  |  |  | - | - | 382 | 0.05 |
| (inmmlons, except pershare amounts) | 4009 |  | 3009 |  | 2009 |  | 1009 |  |
|  | Aftertax | ERS | Aftertax | EPs | Aftertax | ERS | Aftertax | ERS |
| Net income - reporte dearnings <br> Nat income ap plicabla to common shares | \$ (365.687) |  | \$ (165.150) | $\$(0.33)$ | $\begin{array}{ll} \text { s } & (125.095) \\ \text { s } & (132.546) \end{array}$ | $\$(0.40)$ | \$ (2.433207) |  |
|  | \$ (398.976) | \$(0.56) | 5 (195.413) |  |  |  | \$ $(2.492000)$ | 3 (6.79) |
| Significant ite ms - favorable (un favorable) im pact: | Eamnga (1) | ERS | Eamings (1) | Prs | Eamhgs (1) | ERS | Eamings (1) | EPS |
| Gooow 11 impa rment | - | - | - | - | (4231) | (0.01) | (2.602.713) | (7.09) |
| Deemes olvideno | - | - | - | - | - | (0.05) | - | (0.08) |
| Frankin reationanp restructurng (2) | - | - | - | - | - | - | 159.395 | 0.44 |
| Gah reated to Vlas/master Card stock | - | - | - | - | 31.362 | 0.04 | - | - |
| Deterred tax valuation alow anoe deneft (2) | 11.341 | 0.02 | (2205) | (0.00) | 2.388 | 0.01 | 1.323 | 0.00 |
| Gahonearly ex thgus nmert of debt | 73.615 | 0.07 | 0.060 | 0.00 | 73.038 | 0.10 | 0.729 | 0.00 |
| FDCspeclal 35 sessment | - | - | - | - | (23.555) | (0.03) | - | - |
| (1) Fre-tax unless othenuse noteo <br> (2) Aftertax |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | - |  | 40 |



## Net Interest Margin - Yields \& Rates



## Earning Assets and Funding Composition (1)



## Managing Interest Rate Risk


(1) Estimated impact on annualized net interest income over the next 12 -month period assuming a gradual change in rates over the next 12 -month period above and bevond any rate change alre ady implied in the current vield cunce.


## Noninterest Income Trends

Prior-Year Quarter

| (in milions) | Second Quarter |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |
| Service charges on deposit accounts | \$ 75.9 | \$ 75.4 | \$ | 0.6 | 1 \% |
| Brokerage and insurance income | 36.5 | 32.1 |  | 4.4 | 14 |
| Mortgage banking income (loss) | 45.5 | 30.8 |  | 14.7 | 48 |
| Trust services | 28.4 | 25.7 |  | 2.7 | 10 |
| Electronic banking income | 28.1 | 24.5 |  | 3.6 | 15 |
| Bank ow ned life insurance income | 14.4 | 14.3 |  | 0.1 | 1 |
| Automobile operating lease income | 11.8 | 13.1 |  | (1.3) | (10) |
| Securities gains (losses) | 0.2 | (7.3) |  | 7.5 | NM |
| Other income | 28.8 | 57.5 |  | (28.7) | (50) |
| Total noninterest income | \$269.6 | \$265.9 | \$ | 3.7 | 1 \% |

## Mortgage Banking Income

$\quad$ (\$MM)
Origination \& secondary marketing
Servicing fees
Amortization of capitalized servicing
Other mortgage banking income
$\quad$ Sub-total
MSR recovery (impairment)
Net trading gains (Iosses)
$\quad$ Total
Investor servicing portfolio ${ }^{(1)}$ (\$8)
Weighted average coupon
Originations (\$B)
Mortgage servicing rights ${ }^{(1)}$
MSR \% of investor servicing portfolio (i)
(1) End-of-period

| 2Q10 | 1 Q 10 | $4 Q 09$ | $3 Q 09$ | $2 Q 09$ |
| :---: | :---: | :---: | :---: | :---: |
| $\$ 19.8$ | $\$ 13.6$ | $\$ 16.5$ | $\$ 16.5$ | $\$ 31.8$ |
| $\mathbf{1 2 . 1}$ | 12.4 | 12.3 | 12.3 | 12.0 |
| $(10.1)$ | $(10.1)$ | $(10.8)$ | $(10.1)$ | $(14.4)$ |
| $\mathbf{3 . 7}$ | 3.2 | 4.5 | 4.1 | 5.4 |
| $\mathbf{2 5 . 5}$ | 19.1 | 22.4 | 22.9 | 34.8 |
| $(\mathbf{2 6 . 2})$ | $(5.8)$ | 15.5 | $(17.3)$ | 46.6 |
| $\mathbf{4 6 . 2}$ | 11.7 | $(13.3)$ | 15.9 | $(50.5)$ |
| $\mathbf{\$ 4 5 . 5}$ | $\$ 25.0$ | $\$ 24.6$ | $\$ 21.4$ | $\$ 30.8$ |
|  |  |  |  |  |
| $\mathbf{\$ 1 6 . 0}$ | $\$ 16.0$ | $\$ 16.0$ | $\$ 16.1$ | $\$ 16.2$ |
| $\mathbf{5 . 5 5 \%}$ | $5.61 \%$ | $5.68 \%$ | $5.73 \%$ | $5.78 \%$ |
| $\mathbf{\$ 1 . 2}$ | $\$ 0.9$ | $\$ 1.1$ | $\$ 1.0$ | $\$ 1.6$ |
| $\mathbf{\$ 1 7 9 . 1}$ | $\$ 207.6$ | $\$ 214.6$ | $\$ 201.0$ | $\$ 219.3$ |
| $\mathbf{1 . 1 2 \%}$ | $1.30 \%$ | $1.34 \%$ | $1.24 \%$ | $1.35 \%$ |

## Noninterest Expense Trends

Prior-Year Quarter

| (in millions) | Second Quarter |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 |  | Amount |  | \% |
| Noninterest Expense |  |  |  |  |  |  |
| Personnel costs | \$ 194.9 | \$ | 171.7 | \$ | 23.1 | 13 \% |
| Outside data processing and other services | 40.7 |  | 40.0 |  | 0.7 | 2 |
| Deposit and other insurance expense | 26.1 |  | 48.1 |  | (22.1) | (46) |
| Net occupancy | 25.4 |  | 24.4 |  | 1.0 | 4 |
| OREO and foreclosure expense | 5.0 |  | 26.5 |  | (21.6) | (81) |
| Equipment | 21.6 |  | 21.3 |  | 0.3 | 1 |
| Professional services | 24.4 |  | 16.7 |  | 7.7 | 46 |
| Amortization of intangibles | 15.1 |  | 17.1 |  | (2.0) | (12) |
| Automobile operating lease expense | 9.7 |  | 11.4 |  | (1.7) | (15) |
| Marketing | 17.7 |  | 7.5 |  | 10.2 | NM |
| Telecommunications | 6.2 |  | 6.1 |  | 0.1 | 2 |
| Printing and supplies | 3.9 |  | 4.2 |  | (0.3) | (6) |
| Goodw ill impairment | - |  | 4.2 |  | (4.2) | NM |
| Gain on early extinguishment of debt | - |  | (73.0) |  | 73.0 | NM |
| Other expense | 23.3 |  | 13.8 |  | 9.5 | 69 |
| Total noninterest expense | \$413.8 | \$ | 340.0 | \$ | 73.8 | 22 \% |

## Noninterest Expense



## Operating Leverage \& Efficiency Ratio Trends

| (3 MM) | 2 ClO | 1210 | 4009 | 3009 | 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total revenue - FTE-reported | \$671.789 | \$636.993 | \$621.107 | \$623.048 | \$ 617.060 |
| Clange \%-YOY-reported | 15.8\% | 42.5\% | 38.9\% | -1.4\% | -0.2\% |
| Clange \%-LQ-reported | 0.2\% | 2.2\% | -0.3\% | 7.4\% | 38.0\% |
| Alt operathg lease exense | (3.647) | (10.066) | (10.440) | (10.589) | (11.400) |
| Secuittes (gatus) bsses -otier | (0.156) | 0.031 | 2.500 | 2.374 | 7.340 |
| AClustineittems (1): |  |  |  |  |  |
|  | - | - | - | - | (31.362) |
| Total revenue - FTE-adusted | \$651.986 | \$626.958 | \$ 613.269 | \$614.833 | \$581.638 |
|  | 16.7\% | 43.5\% | 40.5* | -1.3** | -0.4* |
| Crange **-Le -adusted | 7.9\% | 2.0\% | -0.3* | 8.4\% | 33.2\% |
| Total moninterestespense -reported | 8413.812 | \$398.093 | \$ 722.596 | \$ 401.097 | \$339.982 |
| Clange \%-Yor-reporte d | \$8.1\% | 2.1\% | -17.3\% | 6.2\% | -8.2\% |
| Clange \%-LQ-reported | 28.3\% | -0.7\% | -19.6\% | -8.5.5 | -12.8\% |
| Att operatig tease experse | (3.667) | (10.066) | (10.4 40) | (10.589) | (11.400) |
| Am ortrats orintagbles and grodwill mpalmert | (15.141) | (15.146) | (17.060) | (16.995) | (21.348) |
| Adustinertitims (1): |  |  |  |  |  |
| Galt on sak or\|ubrs bordinat debt | - | - | 73.615 | - | 67.409 |
| FDC speclal assessmeit | - | - | - | - | (23.555) |
| Total nonintere stespense -adusted | 9389.004 | \$372.881 | \$ 368.711 | \$ 373.513 | \$351.088 |
|  | 14.0\% | 2.2* | 1.0\% | 10.9\% | -0.4* |
| Clarge *-L0 -adusted | 5.5\% | -0.2\% | -1.3* | 10.2\% | -3.8\% |
| Operating leverage -yoy-reported | 101.9\% | 40.4\% | 56.2\% | -7.6\% | 8.1\% |
| Operatig teverage - Le-reported | 20.1\% | 3.0* | 19.3* | 93.9\% | 50.9\% |
| Operating leverage -yov-adus ted | 2.0\% | 41.4\% | 39.4\% | -12.2\% | 0.0\% |
| Operatig leve rage - Lo-adisted | 2.4\% | 2.1\% | 1.0\% | -1.8\% | $37.0 \%$ |
| Eticlency ratio -reported (2) | 59.4\% | 60.1\% | 49.0\% | 61.4\% | 51.0\% |
| Eticlency ratlo-adjus te d (3) | 50.0\% | 59.5\% | 60.1\% | 60.8\% | 60.4\% |

 (2) Noilitex.-amort oflitagbles/FTE revene-securtits galis (bsses)
(3) Nor in texp ad./FTE reverre adl.

## Efficiency Ratio


(1) Reported revenue and expenses adjustedfor automobile operatingle ase experse and other items affecting comp arability including merger costs. See Operating Leverage $\mathcal{Z}$ Efficiency Ratio Trend slide for a reconciliation between GAAP and adjusted revenue and expenses.


## Balance Sheet - Assets

| (fin mimions) | 2010 |  |  | 2009 | June '10 us. '09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | tune 30, | March31, |  | June 30, | Amount |  | Percent |
| Assets |  |  |  |  |  |  |  |
| Cash and due frombanks | \$ 1,126 | \$ | 1,311 | \$ 2,093 |  | (967) | .48.2\% |
| Interest bearing deposits in banks | 289 |  | 364 | 383 |  | (94) | -24.4\% |
| Trading accounts ecurities | 107 |  | 150 | 96 |  | 11 | 11.4\% |
| Loans held fors ale | 778 |  | 327 | 559 |  | 219 | 39.1\% |
| Investments ecurities | 8,804 |  | 8,946 | 5935 |  | 2,889 | 48.3\% |
| Loans and leases: |  |  |  |  |  |  |  |
| Commercial and industial loars and leases | 12,392 |  | 12,245 | 13,320 |  | (928) | -7.0\% |
| Commercial real estate loans | 7,184 |  | 7.456 | 8,946 |  | (1,762) | -19.7\% |
| Total Cormercial | 19,576 |  | 19,701 | 22,266 |  | (2,690) | -12.1\% |
| Automoble bans | 4,712 |  | 4,212 | 2,856 |  | 1,857 | 65.0\% |
| Automobie leases | 135 |  | 191 | 383 |  | (248) | -64.8\% |
| Home equity loars | 7,510 |  | 7.514 | 7,631 |  | (121) | -1.6\% |
| Residential mortgage loars | 4,364 |  | 4,614 | 4,646 |  | (292) | -6.3\% |
| Other corsumer bans | 883 |  | 700 | 714 |  | (31) | -4.3\% |
| Total Cors umer | 17,394 |  | 17,231 | 16,229 |  | 1,165 | 7.2\% |
| Loans and leases | 38,970 |  | 36.932 | 38,495 |  | (1,525) | -4.0\% |
| Allow ance for loan and lease losses | $(1,402)$ |  | (1.478) | (918) |  | (484) | 52.8\% |
| Net loans and leases | 35,568 |  | 35,454 | 37.577 |  | (2,010) | -5.3\% |
| Bark owned lie insurance | 1,436 |  | 1,423 | 1,391 |  | 45 | 3.3\% |
| Premises and equipment | 493 |  | 482 | 504 |  | (11) | -2.2\% |
| Goodus ill | 444 |  | 444 | 448 |  | (4) | -0.8\% |
| Other intangible assets | 259 |  | 274 | 322 |  | (64) | -19.7\% |
| Accrued income and other asset | 2,457 |  | 2,681 | 2,089 |  | 378 | 18.1\% |
| Total assets | \$ 51,771 | \$ | 51,887 | \$ 51,397 | \$ | 374 | 0.7\% |

## Balance Sheet - Liabilities \& Shareholders' Equity

|  | 2010 |  |  | 2009 | June '10 ws. '09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| finmilions) | June 30, | March 31, |  | June 30, |  | mount | Percent |
| Liabilities |  |  |  |  |  |  |  |
| Demand deposits - norrinterest bearing | \$. 6,463 | \$ | 6.938 | \$ 6,169 | \$ | 294 | 4.8\% |
| Demand deposits - interest bearing | 5,850 |  | 5,948 | 4842 |  | 1,008 | 20.8\% |
| Money market deposits | 11,437 |  | 10,644 | 6.622 |  | 4,815 | 72.7\% |
| Savings and other domestic depos its | 4,652 |  | 4,686 | 4859 |  | (207) | -4.3\% |
| Core certificates of depos it | 8,974 |  | 9.441 | 12,197 |  | (3,223) | .26.4\% |
| Total core deposits | 37,376 |  | 37.637 | 34,689 |  | 2,687 | 7.7\% |
| Other domestic depos is of $\$ 250,000$ or more | 678 |  | 684 | 846 |  | (188) | -19.9\% |
| Brokered depos its and negotiable CDs | 1,373 |  | 1,605 | 3,229 |  | (1,856) | .57.5\% |
| Deposits in foreign offices | 422 |  | 377 | 401 |  | 21 | 5.2\% |
| Total deposits | 89,849 |  | 40,303 | 39.165 |  | 683 | 1.7\% |
| Short-term borrow ings | 1,093 |  | 981 | 862 |  | 231 | 26.8\% |
| Federal Home Loan Bank advances | 600 |  | 158 | 927 |  | (327) | -35.3\% |
| Other long-term debt | 2,570 |  | 2,728 | 2,508 |  | 62 | 2.5\% |
| Subordinated notes | 1,195 |  | 1,267 | 1,673 |  | (478) | -28.6\% |
| Accrued expenses and other liabilities | 1,026 |  | 1,060 | 1,042 |  | (16) | -1.5\% |
| Total lizbilities | 45,332 |  | 43,497 | 46,177 |  | 156 | 0.3\% |
| Shareholders' equity |  |  |  |  |  |  |  |
| Preferredstock | 1,696 |  | 1,692 | 1,679 |  | 17 | 1.0\% |
| Common stock | 7 |  | 7 | 6 |  | 1 | 26.0\% |
| Capital s urplus | 6,739 |  | 6.735 | 6,135 |  | 604 | 9.9\% |
| Less teas ury shares, at cost | (9) |  | (9) | (12) |  | 3 | -24.4\% |
| Accurmuted other comprehers we loss | (84) |  | (133) | (274) |  | 189 | -69.1\% |
| Retained earnings | (2,910) |  | (2,922) | (2,313) |  | (597) | 25.8\% |
| Total shareholders' equity | 5,438 |  | 5,370 | 5,221 |  | 218 | 4.2\% |
| Total liabilities and shareholders' equity | \$ 51,771 | \$ | 51,887 | \$51,397 | \$ | 374 | 0.7\% |



## Investment Securities



## Investment Securities Trends ${ }^{(1)}$

Linked Quarter - Average

| (in millions) | 2010 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter |  | First Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| U.S. Treasury \& agency debt | \$ | 2,889 |  |  | \$ | 2,952 | \$ | (63) | (2.1) \% |
| Agency CMOs |  | 2,795 |  | 2,513 |  | 282 | 11.2 |
| Agency MBS |  | 920 |  | 913 |  | 7 | 0.8 |
| Auto loan ABS |  | 718 |  | 568 |  | 150 | 26.4 |
| Non agency MBS |  | 574 |  | 586 |  | (12) | (2.0) |
| Munis ${ }^{(1)}$ |  | 125 |  | 125 |  | - | 0.0 |
| Pooled trust preferred |  | 105 |  | 106 |  | (1) | (0.9) |
| Other |  | 369 |  | 390 |  | (21) | (5.4) |
| Sub-total | \$ | 8,495 | \$ | 8,153 | \$ | 342 | 4.2 \% |
| Variable rate demand notes (1) |  | 263 |  | 317 |  | (54) | NM |
| Total securities available for sale | \$ | 8,758 | \$ | 8,470 | \$ | 288 | 3.4 \% |

${ }^{(1)}$ Variable rate demand notes included in municipal securities in external reporting

- Treasury/Agency debt with weighted average life of < 2 years
- Agency CMOs with weighted average life of 3.5 years


## AFS Securities Overview ${ }^{(1)}$ - 6/30/10

| US Treasury (\$MM) | Fair Value |  | Average Credit Rating of Fair Value Amount ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | A.A. |  |  |  |  |  |  |  |  |  | ated |
|  | \$ | 50 | \$ | 50 | \$ | --- | \$ | --- | \$ | --- | \$ | --- | \$ | --- |
| Agency (Debt, PrT, \& CMO's) |  | 6,409 |  | 6,356 |  | 54 |  | --- |  | --- |  | --- |  | --- |
| TLGP Debt |  | 185 |  | 185 |  | --- |  | --- |  | --- |  | --- |  | --- |
| Asset Backed |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Att-A mortgage-backed securities |  | 112 |  | 20 |  | 28 |  | --- |  | --- |  | 63 |  | --- |
| Auto loan backed securities |  | 655 |  | 655 |  | --- |  | --- |  | --- |  | --- |  | --- |
| Pooled-trust-preterred securities ${ }^{\text {a }}$ |  | 107 |  | --- |  | 24 |  | --- |  | 12 |  | 70 |  | --- |
| Floorplan backed securities |  | 146 |  | 146 |  | --- |  | --- |  | --- |  | --- |  | --- |
| Private label CMO securities |  | 395 |  | 31 |  | 22 |  | 6 |  | 21 |  | 315 |  | --- |
| Municipal securities ${ }^{\circ}$ |  | 125 |  | 77 |  | 31 |  | 4 |  | --- |  | --- |  | 12 |
| FHLB.FRE Stock |  | 305 |  | --- |  | --- |  | --- |  | --- |  | --- |  | 305 |
| Other |  | 63 |  | --- |  | --- |  | --- |  | --- |  | --- |  | 63 |
| Total | \$ | 8,553 |  | 7,521 | \$ | 160 | \$ | 10 | \$ | 33 | \$ | 448 | \$ | 381 |
| Variable rate demand notes ${ }^{\circ}$ |  | 251 |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Investment Securities | \$ | 8,804 |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(1)}$ Variable rate demand notes inc iuded in municipal securities in externa/ reporting |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(2)}$ Primarijy trust preferred for banks/insurance companies |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (3) Credit ratings reflect the lowest | e | rating | ned | by a na | on | recos | ni | red | ra | agen |  |  |  |  |

## Investment Securities - Assessment ${ }^{(1)}$

|  | Par Value |  |  | Book Value | Market Value |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Trust preferred | 298 | 238 | 107 | (131) |
| :---: | :---: | :---: | :---: | :---: |
| - Purchased 2003-2005 |  | \% to Par Value | 36\% |  |
| -16 poolswith 480 separate issues |  |  |  |  |
| $-87 \%=1^{\text {st }} / 2^{\text {td }}$ tier banktrust preferred securities with no REIT trust preferreds |  |  |  |  |
| - Cash flow analy sis performed quarterly to test for OTTI with third-party validation |  |  |  |  |



[^0]

## Investment Securities - Credit Quality ${ }^{(1)}$


(1) Percent calculation excludes FRB/FHLB stock required to be held by regulation
(2) Excludes $\$ 251 \mathrm{MM}$ of variable rate demand notes


## Credit Exposure Composition



## Total Loans and Leases - By Business Segment

| 2Q10 | Avg. Outstandings - \$37.1 Billion |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail \& Business Banking | Comm'l <br> Banking | Comm' Real Estate | AFDS | PFG | Treas./ Other | Total |
| C\& | \$2.9 | \$7.1 | \$0.6 | \$1.0 | \$0.6 | \$-- | \$12.2 |
| CRE | 0.6 | 0.2 | 6.4 | 0.1 | 0.1 | -- | 7.4 |
| Total commercial | 3.5 | 7.3 | 7.0 | 1.1 | 0.7 | -- | 19.6 |
| Automobile loans / leases | -- | -- | -- | 4.7 | -- | -- | 4.7 |
| Home equity loans/lines | 6.8 | -- | -- | -- | 0.7 | -- | 7.5 |
| Residential mortgage | 3.6 | -- | -- | -- | 0.6 | 0.4 | 4.6 |
| Other | 0.5 | -- | -- | 0.2 | -- | -- | 0.7 |
| Total consumer | 10.9 | -- | -- | 4.9 | 1.3 | 0.4 | 17.5 |
| Total loans | \$14.4 | \$7.3 | \$7.0 | \$6.0 | \$2.0 | \$0.4 | \$37.1 |

## Total Loans and Leases Portfolio Overview



## Loan and Lease Trends

Prior-Year Quarter

| (in bilions) | Second Quarter |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |
| A verage Loans and Leases |  |  |  |  |  |
| Commercial and industrial | \$ 12.2 | \$13.5 | \$ | (1.3) | (9) \% |
| Commercial real estate | 7.4 | 9.2 |  | (1.8) | (20) |
| Total commercial | 19.6 | 22.7 |  | (3.1) | (14) |
| Automobile loans and leases | 4.6 | 3.3 |  | 1.3 ( ${ }^{\text {a }}$ | 41 |
| Home equity | 7.5 | 7.6 |  | (0.1) | (1) |
| Residential mortgage | 4.6 | 4.7 |  | (0.0) | (1) |
| Other consumer | 0.7 | 0.7 |  | (0.0) | (0) |
| Total consumer | 17.5 | 16.3 |  | 1.2 | 7 |
| Total loans and leases | \$ 37.1 | \$39.0 | \$ | (1.9) | (5) \% |



## Total Commercial Loans



## Commercial Loans - Risk Grade Distribution

Percent of End of Period Balances


## Total Commercial Loans



## Total Commercial Loan - Delinquencies ${ }^{(1)}$



## Total Commercial Loans - Criticized Loan

 Flow Analysis| Period End |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (SMM) | 2 Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| Criticized beginning-of-period | \$4,608 | \$4,972 | \$4,855 | \$4,679 | \$3,174 |
| Additions / increases | 280 | 306 | 950 | 795 | 2,086 |
| Advances | 79 | 91 | 110 | 71 | 73 |
| Upgrades to "Pass" | (409) | (273) | (134) | (136) | (151) |
| Paydowns | (331) | (324) | (428) | (298) | (223) |
| Charge-offs | (121) | (164) | (381) | (256) | (277) |
| Criticized end-of-period | \$4,106 | \$4,608 | \$4,972 | \$4,855 | \$4,679 |
| Percent change | (11)\% | (7)\% | 2\% | 4\% | 48\% |
|  |  |  | 掃\| Huntıngton |  | - 71 |

## C\&I - Overview

## EOP Outstandings - \$12.4 Billion ${ }^{(1)}$

- Diversified by sector and geographically within our Midwest footprint
- Granular
- 7 loans $>\$ 50$ million ... $4 \%$ of portfolio
- 40 loans $\$ 20-\$ 50$ million ... $9 \%$ of the portfolio
- Focus on middle market companies with $\$ 10-\$ 100$ million in sales
- 4Q09 portfolio originations associated with new loans to existing customers

Credit Quality Trends

|  | 2 Q 10 | 1 Q 10 | 4 Q 09 | 3 Q 09 | 2 Q 09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 30+ days PD \& accruing ${ }^{(2)}$ | $\mathbf{0 . 7 4 \%}$ | $0.63 \%$ | $0.65 \%$ | $0.90 \%$ | $0.88 \%$ |
| $90+$ days PD \& accruing ${ }^{(2)}$ | -- | -- | -- | -- | -- |
| NCOs ${ }^{(3)}$ | $1.90 \%$ | $2.45 \%$ | $3.49 \%$ | $2.13 \%$ | $2.91 \%$ |
| NALs ${ }^{(2)}$ | $3.47 \%$ | $4.18 \%$ | $4.49 \%$ | $4.88 \%$ | $3.43 \%$ |
| ACL ${ }^{(2)}$ | $3.67 \%$ | $4.02 \%$ | $4.09 \%$ | $3.31 \%$ | $2.86 \%$ |

- Higher 2009 NCOs consistent with 2008 ACL build
(1) $6 / 30 / 10$ (2) End of period (3) Annualized


## C\&I - Credit Risk Management Strategies

## What We Do

- Lendwithin ourfootprint
- Len ding to defined relation ship oriented clients
- Disciplined credit policies and processes
- Understan ding our client's market/industry and their durable competitive advantage
- Undenwriting to historical cash flows with collateral as a secon dary repayment source
- Recourse to owners of closely held businesses
- Emphasis on risk/return structure and pricing

What We Don't Do

- Out-of-market or transactional-based opportunities
- Participate in loan syndications for borrowers outside of our footprint or for those with in our footprint where we do not have opportunities to obtain significant non-credit revenue
- High riskindustries and highly leveraged transactions (HLTs)
- Lend to relationships overly reliant on speculative cash flows or start-up operations


## C\&I - Credit Risk Management Strategies

## Outlook

- Target segments include
- Homebuilder-related entities - moderating stress based on improving economic conditions
- Construction and specialty contractors - continued higher risk
- Manufacturing - could be opportunity for measured growth
- Enhanced focus on portfolio management and development of action plans in the problem and emerging problem portfolios
- Continued monthly review of all criticized and classified loans
- Stress testing for lower earnings / higher interest rates
- Increased focus on concentration management
- Significant risk assessment project focused on the higher risk segments


## C \& I - Portfolio Composition



## C\&I - Trends




## C \& I - Portfolio Composition

EOP Outstandings - $\$ 12.4$ Billion ${ }^{(1)}$
By Loan Outstanding Obligor Size \& Number of Obligors



## Total C \& I Loan Portfolio Composition

Industry By Collateral Quality Assessment - 6/30/10


## C\&I - Change Analysis

| $\quad(\$ M M)$ | 2Q10 | 1Q10 |
| :--- | ---: | ---: |
| Beginning of period | $\mathbf{\$ 1 2 , 2 4 5}$ | $\$ 12,888$ |
| Originations | $\mathbf{3 3 1}$ | 287 |
| Net payments / payoffs / <br> takedowns | $\mathbf{( 1 3 0 )}$ | $(547)$ |
| Net reclassifications | $\mathbf{1 4}$ | $(300)$ |
| Charge-offs | $\mathbf{( 6 8 )}$ | $(83)$ |
| End of period | $\mathbf{\$ 1 2 , 3 9 2}$ | $\$ 12,245$ |
|  |  |  |

## C \& I-Credit Quality

| By Industry - 2Q10 ${ }^{(1)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ MM) | Net Charge-offs |  |  | Nonaccrual Loans |  |
|  | Amount | Pct. ${ }^{(2)}$ | \% of Total | Amount | Pct. ${ }^{(3)}$ |
| Services | \$22.8 | 2.47\% | 39.2\% | \$109.5 | 3.0\% |
| Manufacturing | 10.5 | 2.04 | 18.0 | 132.9 | 6.1 |
| Finance, insurance \& real estate | 8.2 | 1.74 | 14.2 | 54.0 | 3.7 |
| Retail trade - other | 7.8 | 3.01 | 13.5 | 53.8 | 4.4 |
| Retail trade - auto dealers | 0.9 | 0.37 | 1.6 | 3.0 | 0.3 |
| Wholesale trade | 0.9 | 0.46 | 1.5 | 21.3 | 2.5 |
| Transport., comm. \& utilities | 4.6 | 2.73 | 7.9 | 18.3 | 2.5 |
| Contractors \& construction | 2.0 | 1.70 | 3.5 | 22.8 | 4.1 |
| Energy | 0.1 | 0.07 | 0.1 | 9.9 | 2.3 |
| Agriculture \& forestry | 0.1 | 0.21 | 0.2 | 3.9 | 1.7 |
| Public administration \& other | 0.2 | 0.84 | 0.3 | 0.2 | 0.1 |
| Total | \$58.1 | 1.90\% | 100.0\% | \$429.6 | 3.5\% |
| $\begin{array}{llll}\text { (1) Listed by pottfoliosize } & \text { (2) Annualized } & \text { (3) \% of related outstandings }\end{array}$ |  |  |  |  |  |
|  |  |  |  | atington | 83 |

## C \& I - Credit Quality

| By Segment - 6/30/10 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | OIS | $30+P D$ <br> Accruing | Class. | NAL's | ACL |
| C\&I <br> (Excluding segments below) | \$11,121 | 0.72\% | 9.07\% | 3.30\% | 3.61\% |
| Residential homebuilder related | 555 | 0.38 | 21.74 | 5.27 | 4.84 |
| Construction \& contractors | 557 | 1.35 | 12.18 | 4.10 | 3.24 |
| Auto in dustry suppliers | 160 | 0.64 | 27.32 | 6.24 | 5.23 |
| Total C \& I | \$12,392 | 0.63\% | 10.72\% | 3.47\% | 4.02\% |

## C \& I - Auto Industry

| Outstandings ${ }^{(2)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | $2 \mathrm{Q10}$ | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| Suppliers |  |  |  |  |  |
| Domestic | \$ 136 | \$ 147 | \$ 163 | \$ 184 | \$ 196 |
| Foreign | 24 | 24 | 24 | 31 | 33 |
| Total suppliers | 160 | 171 | 187 | 215 | 229 |
| Dealers |  |  |  |  |  |
| Floorplan-domestic | 411 | 363 | 388 | 298 | 444 |
| Floorplan-foreign | 292 | 296 | 283 | 252 | 339 |
| Total floorplan | 703 | 659 | 671 | 550 | 783 |
| Other | 360 | 354 | 373 | 351 | 354 |
| Total dealers | 1,063 | 1,012 | 1,044 | 901 | 1,137 |
| Total auto industry | \$1,223 | \$1,183 | \$1,231 | \$1,115 | \$1,366 |
| NALs |  |  |  |  |  |
| Suppliers | 6.24\% | 12.75\% | 16.27\% | 15.97\% | 11.00\% |
| Dealers | 0.09 | 0.18 | -- | -- | 0.10 |
| Net charge-offs (3) |  |  |  |  |  |
| Suppliers | 5.13\% | 1.56\% | 18.83\% | 2.97\% | 4.19\% |
| Dealers | 0.37 | -- | -- | -- | -- |
| (2) Companies with $>25 \%$ of their revenue from the auto industry (3) Annualized |  |  |  |  |  |

## CRE - Overview

## EOP Outstandings - \$7.2 Billion ${ }^{(1)}$

- Granular portfolio with geographic and project diversification throughout our footprint
- Construction lending targeted to major metro markets

CRE - Retail ( $\$ 2.0$ billion)

- Loans originated with quality developers that have experience and financial capacity to support projects underwritten to appropriate standards regarding LTV, DSC, and equity requirements
- Enforced standard pre-leasing requirements for office and retail property types

Single Family Homebuilder (\$0.7 Billion)

* No longer a significant concern as the issues have been substantially addressed
- Diversified geographically within our Midwest footprint

Credit Quality Trends
$30+$ daysPD $^{2}$ accruing ${ }^{(2)}$
$90+$ daysPD \& accruing ${ }^{(2)}$
NCOs - construction (3)
NCOS- nonconstruction (3)
NALS ${ }^{(2)}$
$A C L$ (2)

| $\mathbf{2 Q 1 0}$ | $1 Q 10$ | $4 Q 09$ | $3 Q 09$ | $2 Q 09$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 . 3 0 \%}$ | $1.36 \%$ | $1.57 \%$ | $1.47 \%$ | $1.81 \%$ |
| $\mathbf{-}$ | -- | -- | $0.03 \%$ | -- |
| $\mathbf{1 4 . 2 5 \%}$ | $9.77 \%$ | $20.68 \%$ | $11.14 \%$ | $6.45 \%$ |
| $\mathbf{2 . 3 8 \%}$ | $3.25 \%$ | $10.15 \%$ | $6.72 \%$ | $7.79 \%$ |
| $\mathbf{9 . 2 3 \%}$ | $11.09 \%$ | $12.17 \%$ | $13.01 \%$ | $9.51 \%$ |
| $\mathbf{9 . 8 1 \%}$ | $10.12 \%$ | $9.94 \%$ | $5.17 \%$ | $4.25 \%$ |

- Higher 2009 NCOs consistent with ACL build
(1)6/30/10 (2) End of period (3) Annualized

瑂 1 Huntington

## CRE - Portfolio Composition

## EOP Outstandings - \$7.2 Billion ${ }^{(1)}$



## CRE - Trends



## CRE - Change Analysis



## CRE - Credit Quality Overview

| By Segment - 6/30/10 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | O/S | $30+\mathrm{PD}$ <br> Accruing | Class. | NAL's | Current Coverage |  |  |
|  |  |  |  |  | ACL | Writedowns ${ }^{(1)}$ | Credit <br> Mark ${ }^{(2)}$ |
| CRE <br> (Exc. SFHB \& Retail) | \$4,539 | 1.39\% | 16.36\% | 7.24\% | 8.21\% | 3.65\% | 11.4\% |
| SFHB | 684 | 2.43 | 57.90 | 21.92 | 17.83 | 20.39 | 31.7 |
| Retail | 1,960 | 0.72 | 23.36 | 9.42 | 10.71 | 13.68 | 21.5 |
| Total CRE | \$7,184 | 1.30\% | 22.23\% | 9.23\% | 9.81\% | 7.98\% | 16.5\% |

(1) Write downs represent prior charge-offs associated dwith loans in the portfolio as of 12,31,09
(2) Credit mark $=($ ACL + prior charge-offs $) /$ (outstandings + prior charge-offs $)$

## CRE - Credit Quality - NCOs

By Property Type (1)

| (SMM) |  | $2 \mathrm{Q10}$ |  | 1010 |  |  | 4009 |  |  | 3009 |  |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail properties | \$ | 41.7 | \$ | 26.0 |  | \$ | 118.7 |  | \$ | 52.5 |  | \$ | 53.8 |  |
| Multif amily |  | 8.2 |  | 9.0 |  |  | 20.5 |  |  | 27.2 |  |  | 17.4 |  |
| Single family home builder |  | 14.5 |  | 18.4 |  |  | 68.5 |  |  | 62.0 |  |  | 52.2 |  |
| Office |  | 6.8 |  | 3.1 |  |  | 17.5 |  |  | 2.5 |  |  | 6.5 |  |
| Industrial and w ar ehouse |  | 6.6 |  | 19.3 |  |  | 20.0 |  |  | 18.6 |  |  | 14.0 |  |
| Lines to real estate companies |  | (0.2) |  | 5.5 |  |  | 7.7 |  |  | 3.3 |  |  | 24.2 |  |
| Hotel |  | (0.1) |  | 1.9 |  |  | 2.1 |  |  | 0.6 |  |  | - |  |
| Heath care |  | - |  | 0.2 |  |  | - |  |  | - |  |  | - |  |
| Raw land and other land uses |  | 4.2 |  | 1.8 |  |  | 2.7 |  |  | 2.4 |  |  | 4.5 |  |
| Other |  | - |  | 0.1 |  |  | 0.4 |  |  | 0.1 |  |  | - |  |
| Total | \$ | 81.7 | \$ | 85.3 |  | \$ | 258.1 |  | \$ | 169.2 |  | \$ | 172.6 |  |
| Retail properties |  | 8.29 \% |  | 4.94 | \% |  | 21.70 | \% |  | 9.22 | \% |  | 9.35 | \% |
| Multif amily |  | 2.55 |  | 2.69 |  |  | 6.24 |  |  | 7.67 |  |  | 4.72 |  |
| Single family home builder |  | 7.84 |  | 8.78 |  |  | 29.05 |  |  | 22.67 |  |  | 17.98 |  |
| Office |  | 2.39 |  | 1.08 |  |  | 3.31 |  |  | 0.86 |  |  | 2.19 |  |
| Industrial and w arehouse |  | 2.99 |  | 8.48 |  |  | 8.10 |  |  | 7.03 |  |  | 5.04 |  |
| Lines to real estate companies |  | (0.16) |  | 3.35 |  |  | 2.50 |  |  | 1.26 |  |  | 9.28 |  |
| Hotel |  | (0.10) |  | 2.00 |  |  | 2.19 |  |  | 0.64 |  |  | - |  |
| Health care |  | - |  | 0.73 |  |  | - |  |  | - |  |  | - |  |
| Raw land and other land uses |  | 12.83 |  | 5.18 |  |  | 9.78 |  |  | 8.09 |  |  | 9.82 |  |
| Other |  | 0.30 |  | 0.64 |  |  | 3.00 |  |  | 1.05 |  |  | - |  |
| Total |  | 4.44 \% |  | 4.44 | \% |  | 12.21 | \% |  | 7.62 | \% |  | 7.51 | \% |
| (1) Listed by portfolio size: Annualizeder | d \% |  |  |  |  |  |  |  | Whantington |  |  |  |  |  |

## CRE - Credit Quality - NALs

By Property Type ${ }^{(1)}$

| (\$MM) |  | 2010 |  | 1 Q10 |  |  | 4Q09 |  |  | 3Q09 |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail properties | \$ | 184.6 | \$ | 250.8 |  | \$ | 253.6 |  | \$ | 331.1 |  | \$ | 263.9 |  |
| Multif amily |  | 105.5 |  | 104.4 |  |  | 129.0 |  |  | 98.8 |  |  | 104.5 |  |
| Single farrily home builder |  | 150.0 |  | 218.4 |  |  | 262.4 |  |  | 340.0 |  |  | 290.0 |  |
| Office |  | 62.6 |  | 75.1 |  |  | 87.3 |  |  | 110.4 |  |  | 53.3 |  |
| Industrial andw arehouse |  | 93.1 |  | 99.0 |  |  | 120.8 |  |  | 138.8 |  |  | 76.0 |  |
| Lines to real estate companies |  | 18.5 |  | 21.7 |  |  | 22.7 |  |  | 64.6 |  |  | 29.9 |  |
| Hotel |  | 18.0 |  | 8.4 |  |  | 10.9 |  |  | 14.7 |  |  | 6.3 |  |
| Heath care |  | 0.5 |  | 0.4 |  |  | 0.7 |  |  | 0.9 |  |  | 0.7 |  |
| Raw land and other land uses |  | 23.6 |  | 42.7 |  |  | 42.4 |  |  | 27.6 |  |  | 20.2 |  |
| Other |  | 6.7 |  | 5.9 |  |  | 6.0 |  |  | 6.8 |  |  | 6.0 |  |
| Total | \$ | 663.1 | \$ | 826.8 |  | \$ | 935.8 |  | \$ | 1,133.7 |  | \$ | 850.8 |  |
| Retail properties |  | 9.42 \% |  | 12.15 | \% |  | 11.99 | \% |  | 14.80 | \% |  | 11.47 | \% |
| Multif amrily |  | 8.06 |  | 7.91 |  |  | 9.43 |  |  | 7.05 |  |  | 7.39 |  |
| Single farrily home builder |  | 21.92 |  | 27.13 |  |  | 30.62 |  |  | 32.74 |  |  | 24.97 |  |
| Office |  | 5.39 |  | 6.56 |  |  | 7.82 |  |  | 9.77 |  |  | 4.68 |  |
| Industrial and warehouse |  | 10.60 |  | 11.40 |  |  | 12.96 |  |  | 13.33 |  |  | 7.15 |  |
| Lines to real estate companies |  | 3.24 |  | 3.47 |  |  | 3.56 |  |  | 6.32 |  |  | 3.01 |  |
| Hotel |  | 4.69 |  | 2.18 |  |  | 2.91 |  |  | 4.03 |  |  | 1.79 |  |
| Heath care |  | 0.67 |  | 0.64 |  |  | 0.58 |  |  | 0.30 |  |  | 0.24 |  |
| Raw land and other land uses |  | 19.50 |  | 30.70 |  |  | 32.12 |  |  | 23.17 |  |  | 11.65 |  |
| Other |  | 16.71 |  | 17.39 |  |  | 15.79 |  |  | 13.06 |  |  | 11.32 |  |
| Total |  | 9.23 \% |  | 11.09 | \% |  | 12.17 | \% |  | 13.01 | \% |  | 9.51 | \% |

(1) Listed by portfolio size: \% of related outstandings

## CRE - Credit Quality

By Loan Type - 6/30/10

|  | 30+PD |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | O/S | Accruing | Class. | NAL's | ACL |
| Construction | $\$ 1,107$ | $0.06 \%$ | $35.35 \%$ | $22.60 \%$ | $28.59 \%$ |
| Lines / letters of credit | 222 | 3.04 | 40.61 | 6.64 | 4.41 |
| Non projectloans | 559 | 0.93 | 6.49 | 2.90 | 4.22 |
| Mini-perm traditional | 2,650 | 2.31 | 26.10 | 9.69 | 37.43 |
| Permanent qualified | 568 | 1.25 | 16.08 | 3.57 | 6.12 |
| Permanent | 2,077 | 0.62 | 14.26 | 5.05 | 19.22 |
| Total CRE | $\mathbf{\$ 7 , 1 8 4}$ | $\mathbf{1 . 3 0 \%}$ | $\mathbf{2 2 . 2 3 \%}$ | $\mathbf{9 . 2 3 \%}$ | $\mathbf{9 . 8 1 \%}$ |

## CRE - Maturity Schedule

| By Loan Type - 6/30/10 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Within 12 Mos. | $\begin{aligned} & 1-2 \\ & \text { Years } \end{aligned}$ | $\begin{aligned} & 2-5 \\ & \text { Years } \end{aligned}$ | 5+Years | Total |
| Construction | \$ 752 | \$ 223 | \$ 121 | \$ 11 | \$1,106 |
| Lines / letters of credit | 162 | 37 | 8 | 15 | 222 |
| Non projectloans | 233 | 122 | 130 | 73 | 559 |
| Mini-perm traditional | 1,798 | 505 | 347 | -- | 2,650 |
| Perman ent qualified | -- | 78 | 311 | 179 | 568 |
| Permanent | 335 | 268 | 692 | 783 | 2,077 |
| Total CRE | \$3,280 | \$1,232 | \$1,610 | \$1,061 | \$7,184 |
| Core | \$1,707 | \$726 | \$1,010 | \$521 | \$3,965 |
| Noncore SAD | 956 | 264 | 208 | 189 | 1,618 |
| Noncore Other | 618 | 243 | 391 | 350 | 1,601 |

## CRE - Retail

## EOP Outstanding - \$2.0 Billion ${ }^{(1)}$

## Portfolio Characteristics

- Pre-leasing requirements with construction loans generate adequate NOI to cover interest expense at full funded project loan
- Intensive monitoring with loan rebalancing if new appraisals indicate LTV exceeds policy requirements
( $\$ M M$ )
Community centers ${ }^{(2)}$
Mixed / lifestyle ${ }^{(2)}$
Regional centers ${ }^{(2)}$
Credit/ freestanding ${ }^{(2)}$
Other (2)
Retail exposure trends (2)

| 2Q10 | 1Q10 | 4Q09 | $3 \mathrm{Q09}$ | 2 Q 09 |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 979$ | $\$ 1,011$ | $\$ 1,037$ | $\$ 1,127$ | $\$ 1,180$ |
| $\mathbf{2 3 9}$ | 255 | 253 | 274 | 262 |
| $\mathbf{1 7 2}$ | 175 | 174 | 181 | 191 |
| $\mathbf{2 4 6}$ | 252 | 266 | 278 | 294 |
| $\mathbf{3 2 5}$ | 371 | 385 | 376 | 374 |
| $\$ 1,960$ | $\$ 2,064$ | $\$ 2,115$ | $\$ 2,237$ | $\$ 2,301$ |


| EOP Outstandings - \$2.0 Billion ${ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) |  | 2 Q10 | 1 Q10 | 4Q09 | 3Q09 | 2Q09 |
| $30+$ days PD ${ }^{(2)}$ | -\$ | \$139 | \$190 | \$197 | \$220 | \$217 |
|  | - \% | 7.08\% | 9.20\% | 9.32\% | 9.84\% | 9.43\% |
| $30+$ days PD \& accruing ${ }^{(2)}$ | -\$ | \$14 | \$22 | \$42 | \$20 | \$48 |
|  | - \% | 0.72 | 1.06 | 1.98\% | 0.90\% | 2.10\% |
| Classified ${ }^{(2)}$ | -\$ | \$458 | \$525 | \$461 | \$498 | \$410 |
|  | - \% | 23.4\% | 25.4\% | 21.8\% | 22.3\% | 17.8\% |
| NALs (inculed in Classified) ${ }^{(2)}$ | - \$ | \$185 | \$251 | \$254 | \$331 | \$264 |
|  | - \% | 9.4\% | 12.2\% | 12.0\% | 14.8\% | 11.5\% |
| $A C L$ (2) | -\$ | \$210 | \$235 | \$245 | \$130 | \$110 |
|  | - \% | 10.7\% | 11.4\% | 11.6\% | 5.8\% | 4.8\% |
| Net charge-offs ${ }^{\text {(annualized) }}$ | - \$ | 41.7 | 26.0 | \$118.7 | \$52.5 | \$53.8 |
|  | - \% | 8.50\% | 4.94\% | 22.44\% | 9.22\% | 9.35\% |
| (1) 630/10 (2) End of period |  |  |  |  | tno |  |

## CRE - Single Family Homebuilders

## EOP Outstandings - $\$ 0.7$ Billion ${ }^{(1)}$

Portfolio Characteristics

- Granular portfolio - only 9 projects over \$10 million
- Geographic diversification
- Primary customers are middle market builders building 50-100 homes per year, limited production builder exposure
- Continuous monitoring

Increased reserves based on increasing risks in the portfolio

| (\$MM) | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vertical construction ${ }^{(2)}$ | \$451 | \$553 | \$577 | \$718 | \$802 |
| Land under development ${ }^{(2)}$ | 105 | 117 | 130 | 155 | 180 |
| Land held for development (2) | 128 | 135 | 151 | 166 | 180 |
| Total | \$684 | \$805 | \$857 | \$1,039 | \$1,162 |

## CRE - Single Family Homebuilder - Credit Quality

| EOP Outstandings - \$0.7 Billion ${ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) |  | 2 Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| $30+$ days $\mathrm{PD}{ }^{(2)}$ | - \$ | \$143 | \$209 | \$201 | \$296 | \$263 |
|  | - \% | 20.8\% | 26.0\% | 23.5\% | 28.5\% | 22.6\% |
| $30+$ days PD \& accruing ${ }^{(2)}$ | - \$ | \$17 | \$28 | \$22 | \$29 | \$42 |
|  | - \% | 2.43\% | 3.47\% | 2.57\% | 2.81\% | 3.65\% |
| Classified ${ }^{(2)}$ | -\$ | \$396 | \$476 | \$513 | \$577 | \$539 |
|  | - \% | 57.9\% | 59.1\% | 59.9\% | 55.6\% | 46.4\% |
| NALs (included in Classified) ${ }^{(2)}$ | - \$ | \$150 | \$218 | \$262 | \$340 | \$290 |
|  | - \% | 21.9\% | 27.1\% | 30.6\% | 32.7\% | 25.0\% |
| $\mathrm{ACL}{ }^{(2)}$ | -\$ | \$122 | \$150 | \$171 | \$110 | \$102 |
|  | - \% | 17.8\% | 18.6\% | 19.9\% | 10.6\% | 8.8\% |
| Netcharge-offs ${ }^{\text {(annualized) }}$ | - \$ | 14.5 | 18.4 | \$68.4 | \$62.0 | \$52.2 |
|  | - \% | 8.48\% | 8.78\% | 31.93\% | 22.67\% | 17.98\% |

## CRE - Portfolio Positioning

Segmented Into "Core" and "Noncore" Portfolios

## Core

- Well-seasoned regional or institutional owners, developers, and organizations
- Meaningful relationship in place - opportunities for additional crosssell
- Primarily Midwest footprint projects generating adequate return on capital
Noncore
- Limited opportunity to gain overall banking relationship

Includes numerous performing, pass-rated loans not meeting desired return on capital
Includes most "criticized" loans from the overall CRE portfolio

## CRE - Core vs. Noncore

| (\$MM) | O/S | ACL | Criticized | NAL's | Prior Charge-offs | ACL | Credit <br> Mark ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3/31/10 |  |  |  |  |  |  |  |
| Core Total | \$3,970 | \$165 | \$535 | \$16 | \$ -- | 4.16\% | 4.16\% |
| Noncore SAD | \$1,702 | 413 | \$1,413 | \$733 | 519 | 24.47\% | 42.12\% |
| Noncore Other | 1,784 | 176 | 638 | 78 | 29 | 9.87\% | 11.31\% |
| Noncore Total | \$3,487 | \$589 | \$2,051 | \$811 | \$548 | 16.90\% | 28.27\% |
| CRE Total | \$7,456 | \$754 | \$2,586 | \$827 | \$548 | 10.12\% | 16.31\% |


| $6 / 30 / 10$ | $\$ 3,965$ | $\$ 165$ | $\$ 519$ | $\$ 39$ | $\$-$ | $\mathbf{4 . 1 6} \%$ | $\mathbf{4 . 1 6} \%$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Core Total | $\$ 1,618$ | $\$ 390$ | $\$ 1,390$ | $\$ 564$ | $\$ 549$ | $24.09 \%$ | $43.33 \%$ |  |
| Noncore SAD | 1,601 | 150 | 363 | 60 | 24 | $9.37 \%$ | $10.71 \%$ |  |
| Noncore Other | $\$ 3,219$ | $\$ 540$ | $\$ 1,753$ | $\$ 624$ | $\$ 573$ | $\mathbf{1 6 . 7 8} \%$ | $\mathbf{2 9 . 3 5} \%$ |  |
| Noncore Total | $\$ 7,184$ | $\$ 705$ | $\$ 2,272$ | $\$ 663$ | $\$ 573$ | $\mathbf{9 . 8 1} \%$ | $\mathbf{1 6 . 4 8} \%$ |  |
| CRE Total |  |  |  |  |  |  |  |  |

(1) Prior charge-offs represent activity on existing account as of $12 / 31 / 09$, not cumulative for the portfolio
(2) Credit mark $=(A C L+p r i o r$ charge-offs $) /$ (outstandings + prior charge-offs $)$

## CRE - Core vs. Noncore Change Analysis

| 1Q10 $\quad$ (\$MM) | Core | Noncore | Total CRE |
| :--- | :---: | :---: | :---: |
| December 31, 2009 | $\$ 4,038$ | $\$ 3,651$ | $\$ 7,689$ |
| Originations | -- | - | -- |
| Net payments / pay-offs / takedowns | $(68)$ | $(67)$ | $(135)$ |
| Charge-offs | - | $(90)$ | $(90)$ |
| Net reclassifications | -- | $(8)$ | $(8)$ |
| March 31,2010 | $\$ 3,970$ | $\$ 3,487$ | $\$ 7,456$ |
| Net change | $\$(68)$ | $\$(164)$ | $\$(232)$ |


| 2Q10 | Core | Noncore | Total CRE |
| :--- | :---: | :---: | :---: |
| March 31, 2010 | $\$ 3,970$ | $\mathbf{\$ 3 , 4 8 7}$ | $\mathbf{\$ 7 , 4 5 6}$ |
| Originations | 6 | - | 6 |
| Net payments / pay-offs / takedowns | $(52)$ | $(125)$ | $(176)$ |
| Charge-offs | $(1)$ | $(89)$ | $(89)$ |
| Net reclassifications | 41 | $(54)$ | $(13)$ |
| June 30, 2010 | $\$ 3,965$ | $\$ 3,219$ | $\$ 7,184$ |
| Net change | $\$(6)$ | $\$(268)$ | $\$(272)$ |

## CRE - Portfolio Composition - 6/30/10

## By Property Type and Property Location

| (\$MM) | OH | Ml | PA | NN | WN | FL | KY | Other | Total | \% |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Retail properties | $\$$ | 462 | $\$$ | 108 | $\$$ | 83 | $\$$ | 84 | $\$$ | 39 | $\$$ | 42 | $\$$ |

## CRE - Core Characteristics

## EOP Outstandings - \$4.0 Billion ${ }^{(1)}$

- Long-term relationships... many have been customers for 20+ years.
- Proven CRE participants... 28+ years average CRE experience
- $95 \%$ of the loans have personal guarantees
- Income producing loans have weighted average debt service coverage of
- 1.30X ... based on $7 \%$ rate and 25-year amortization
- $1.52 \times \ldots$ based on average contractual rate and 20-year amortization
$-<5 \%$ of these projects have negative cash flow


## CRE - Noncore Portfolio Composition - 6/30/10

By Property Type and Property Location

| (\$MM) | OH | Ml | PA | $\mathbb{N}$ | WN | FL | KY | Other | Total | $\%$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Retail properties | $\$$ | 324 | $\$$ | 82 | $\$$ | 67 | $\$$ | 117 | $\$$ | 7 | $\$$ | 24 | $\$$ |

## CRE - Noncore Characteristics

## EOP Outstandings - \$3.2 Billion ${ }^{(1)}$

Noncore-Overall

- 29\% aggressive credit mark
- Updated values to incorporate current market conditions
- Limited future funding requirements... $\sim \$ 150$ million
- $95 \%+$ have guarantors
- $99 \%$ is secured debt
- $89 \%$ is within our geographic footprint
- $46 \%$ are "pass" grade or better


## CRE - Noncore Segment Characteristics

## Special Assets Division (SAD) ( $\$ 1.6$ billion)

- 43\% aggressive credit mark
- Actively working to exit... more aggressive terms - e.g., higher pricing, shorter amortization, sale, etc.
- The majority of "criticized" loans are managed within SAD

Other ( $\$ 1.6$ billion)

- $11 \%$ credit mark represents... $3 \times$ coverage of NALs
- $30+$ days past due of only $\$ 60$ million ( $3.77 \%$ )
- Includes $\$ 609$ million of small dollar Investment Real Estate loans
- Not a strategic focus going forward
- Very granular risk assessment
- Actively managing within a context of an exit orientation... though may have opportunities to develop some into fuller, more profitable relationships



## Consumer Loans and Leases - 6/30/10

## By Loan Type

| $\quad(\$ B)$ | Amt. | Pct. |
| :--- | ---: | :---: |
| Autoloans | $\$ 4.7$ | $27 \%$ |
| Autoleases | 0.1 | 1 |
| Home equity* | 7.5 | 43 |
| Residential RE | 4.4 | 25 |
| Other consumer | 0.7 | 4 |
| Total consumer | $\mathbf{\$ 1 7 . 4}$ | $\mathbf{1 0 0 \%}$ |


| * Home equity lines | $\$ 5.1$ |
| :--- | ---: |
| Home equityloans | 2.4 |



| - Auto loans | $■$ Auto leases |
| :--- | :--- |
| - Home equity | -Residential mortgage |

## Total Consumer Loan Delinquencies ${ }^{(1)}$



## Consumer Loan Delinquencies ${ }^{(1)}$



## Consumer Loan Credit Risk Management Objective

## Manage the Probability of Default

1. Footprint Portfolio... markets we know and understand
2. Client Selection... bias for high quality customers and relationship lending vs. third-party originations
3. Disciplined Underwriting... borrower ability to repay, collateral value, and stress testing when appropriate


## Auto Loans / Leases - Overview

EOP Outstandings $-\$ 4.8$ Billion ${ }^{(1)}$

- Consistency of strategy and commitment to dealers
- Focus on high service quality and high quality full dealer relation ships
- Since 2001 focused on super-prime customers $>750$ FICOs in 2009
- Fully automated origination and booking system


## Credit Quality Trends

|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $30+$ days PD \& accruing ${ }^{(2)}$ | 1.25\% | 1.36\% | 2.06\% | 2.12\% | 2.14\% |
| $90+$ days PD \& accruing ${ }^{(2)}$ | 0.15\% | 0.18\% | 0.31\% | 0.34\% | 0.32\% |
| NCOs-loans ${ }^{(3)}$ | 0.47\% | 0.76\% | 1.49\% | 1.25\% | 1.73\% |
| NCOs-leases ${ }^{(3)}$ | 0.54\% | 1.58\% | 2.25\% | 2.04\% | 2.11\% |
| NALS ${ }^{(2)}$ | -- | -- | -- | -- | -- |

- Credit quality continues to perform with in expectations
- Lease portfolio is declining due to the strategic exit of the business in 4 Q 08 ; the declining portfolio balance creates a high er loss rate with more volatility
(1) $6 / 30 / 10$ (2) End of period (3) Annualized


## Auto Lending - Credit Risk Management Strategies

## Performance Drivers

- Borrower quality - as measured at origination by
- FICO score - Super Prime with consistent increasing trend
- FICO score distribution - consistent decline in <670 levels
- Custom Score - utilized to further segment FICO eligible applications - continues to enhance predictive modeling
. Loan to value - Significantly reduced LTV across all origination segments
- Geography - Eliminated national markets, focusing on footprint
- Decision type - Significantly reduced the level of undenwriter overrule decisions
- Used car values - Stabilization in the Manheim Market Index

Risk Recognition

- $80 \%$ of losses recognized in first 24 months on books
- Shape of cumulative loss curves has remained steady
- Loss trends are predictable

Outlook

* Active portfolio management and policy development over the past 5 years
* Origination quality has moderated losses even in the face of more difficult economic conditions
- Expect to see continued decline in losses


## Auto Loans - Production and Credit Quality Overview

|  | $2 \mathrm{Q10}$ | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q09 | 4Q08 | 3Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Originations |  |  |  |  |  |  |  |  |
| Amount (\$MM) | \$ 944 | \$ 678 | \$ 516 | \$ 394 | \$ 277 | \$399 | \$ 360 | \$ 501 |
| \% new vehicles | 49\% | 42\% | 41\% | 44\% | 30\% | $31 \%$ | 41\% | 41\% |
| Avg. LTV ${ }^{(1)}$ | 88\% | 87\% | 89\% | 91\% | 95\% | 93\% | 93\% | 96\% |
| Avg. FICO (1) | 770 | 769 | 771 | 763 | 759 | 756 | 751 | 751 |
| Expected cumulative loss | 0.72\% | 0.70\% | 0.65\% | 0.74\% | 0.92\% | 1.00\% | 1.01\% | 1.19\% |
| Portfolio Performance |  |  |  |  |  |  |  |  |
| $30+$ days PD \& accruing \% | 1.20\% | 1.30\% | 1.98\% | 2.02\% | 2.06\% | 2.20\% | 2.09\% | 1.68\% |
| Year-to-Date NCO \% | 0.61\% | 0.76\% | 1.51\% | 1.52\% | 1.63\% | 1.56\% | 1.12\% | 0.98\% |
| Vintage Performance |  |  |  |  |  |  |  |  |
| 6 -month losses ( ${ }^{(1)}$ |  |  | 0.03\% | 0.02\% | 0.02\% | 0.07\% | 0.16\% | 0.13\% |
| 9-month losses (1) |  |  |  | 0.10\% | 0.17\% | 0.16\% | 0.36\% | 0.31\% |
| 12-month losses ${ }^{(1)}$ <br> (1) Annualized |  |  |  |  | 0.35\% | 0.40\% | 0.60\% | 0.59\% |

## Auto Loans



## Auto Loans - Loss Rates

- Early stage delinquency and loss performance of 2009 and 2010 vintages are best performing in the last decade
- Losses peak in the $18-24$ month range, and as the 2009 vintage make up a greater portion of the portfolio and reach their peak loss months, portfolio losses should decline



## Home Equity Loans \& Lines - Overview

## EOP Outstandings - \$7.5 Billion ${ }^{(1)}$

- Focused on geographies with in our Midwest footprint
- Focused on high quality borrowers ... $>730$ FICOs
- Began exit of broker channel in $2005 \ldots<10 \%$ of outstan dings today
- Conservative undenwriting - manage the probability of default
- $70 \%+$ of HELOC borrowers consistently make monthly principal payments
- High risk borrower actions
- Updated collateral values
- Proactive contact via servicing group
- Cappedlines

Credit Quality Trends

|  | 2 Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $30+$ days PD \& accruing ${ }^{(2)}$ | 1.28\% | 1.41\% | 1.76\% | 1.73\% | 1.54\% |
| $90+$ days PD \& accruing ${ }^{(2)}$ | 0.36\% | 0.40\% | 0.71\% | 0.60\% | 0.46\% |
| NCOs ${ }^{(3)}$ | 2.36\% | 2.01\% | 1.89\% | 1.48\% | 1.29\% |
| NALs ${ }^{(2)}$ | 0.30\% | 0.73\% | 0.53\% | 0.58\% | 0.46\% |

- Credit quality continues to perform with in expectations


## Home Equity Loans \& Lines -

## Credit Risk Management Strategies

Performance Drivers

- Borrower quality - as measured at origination by
- Custom Score - utilized to further segment FICO eligible applications - continues to enhance predictive modeling
- FICO score - consistent increasing trend, with very limited under 670 production
- Updated borrower quality based on quarterly re-score is consistent
- Lien Position $\mathbf{- 4 0 \%}$ of the portfolio is secured by a $1^{\text {st }}$ mortgage
- Payments - 70\% of borrowers consistently make more than required payment
- Geography-Footprint lender with limited investor property exposure
- Broker Channel - Eliminated beginning in 2006 based on risk profile
- Customer relationship orientation - not one-off transactions
- Estimated collateral value model - identifies higher potential risk customers
- Utilization \% - Consistent with expectations, limited increase in utilization rate over 2008


## Home Equity Loans \& Lines -

## Credit Risk Management Strategies

## Risk Recognition

- Major focus on loss mitigation in 2008-2009 - rewrites performance <25\% 30+ DPD
- Write-down to discounted current value less selling costs at 120 days past due
- Non-accrual balances represent the realizable value estimate in future periods
Outlook
- Expect losses to be consistent to slightly lower throughout 2010
- Consistent to improved borrower quality based on updated FICO scores
- Significant focus on loss mitigation in 2008-2009-75\% of loan modifications are paying as agreed

Home Equity Loans \& Lines - LTV, FICO, Originations

Loans ${ }^{(1)}$
Ending balance ( $\$ B$ )
Average LTV ${ }^{(2)}$
Average $\mathrm{FICO}{ }^{(3)}$
Originations (\$MM)
Average LTV ${ }^{(4)}$
Average $\mathrm{FICO}{ }^{(4)}$
Lines ${ }^{(5)}$
Ending balance ( $\$ 8$ )
Average LTV ${ }^{(2)}$
Average $\mathrm{FICO}{ }^{(3)}$
Originations (\$MM)
Average LTV ${ }^{(4)}$
Average FICO (4)

| $\mathbf{2 Q 1 0}$ | $1 Q 10$ | $4 Q 09$ | $3 Q 09$ | $2 Q 09$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| $\$ 2.4$ | $\$ 2.5$ | $\$ 2.6$ | $\$ 2.7$ | $\$ 2.8$ |
| $\mathbf{7 1 \%}$ | $71 \%$ | $71 \%$ | $71 \%$ | $71 \%$ |
| $\mathbf{7 2 6}$ | 726 | 716 | 718 | 720 |
|  |  |  |  |  |
| $\$ 119$ | $\$ 100$ | $\$ 80$ | $\$ 54$ | $\$ 28$ |
| $\mathbf{6 3 \%}$ | $59 \%$ | $60 \%$ | $63 \%$ | $61 \%$ |
| $\mathbf{7 6 2}$ | 763 | 761 | 753 | 749 |
|  |  |  |  |  |
|  |  |  |  |  |
| $\$ 5.1$ | $\$ 5.0$ | $\$ 4.9$ | $\$ 4.9$ | $\$ 4.8$ |
| $\mathbf{7 7 \%}$ | $77 \%$ | $77 \%$ | $78 \%$ | $78 \%$ |
| $\mathbf{7 3 9}$ | 737 | 723 | 724 | 723 |
|  |  |  |  |  |
| $\$ 399$ | $\$ 262$ | $\$ 251$ | $\$ 338$ | $\$ 357$ |
| $\mathbf{7 4 \%}$ | $72 \%$ | $71 \%$ | $73 \%$ | $74 \%$ |
| $\mathbf{7 6 5}$ | 766 | 767 | 766 | 766 |
|  |  |  |  |  |

(1) Primarily fixed-rate
(2) Weighted average LTVs are cumulative LTVs reflecting the balance of anysenior loans
(3) Wheighted average FICOs reflect currently updated customer credit scores
(4) Wreighted average at origination
(5) Primarily variable-rate

## Home Equity Loans \& Lines - Originations



## Home Equity Loans \& Lines



Home Equity Loans \& Lines - Delinquencies (1)


## Residential Mortgages - Overview

$$
\text { EOP Outstandings - \$4.4 Billion }{ }^{(1)}
$$

- Focused on geographies with in our Midwest footprint
- Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- $\$ 577$ million of Interest Only loans... targeted with in executive relocation activities
- $\$ 337$ million of Alt-A mortgages... exited in 2007


## Credit Quality Trends

|  | $2 \mathrm{Q10}$ | 1 Q 10 | 4 Q 09 | $3 Q 09$ | 2 Q 09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 30+ days PD \& accruing ${ }^{(2)}$ | $\mathbf{5 . 5 5 \%}$ | $5.81 \%$ | $5.40 \%$ | $5.84 \%$ | $6.92 \%$ |
| 90+ days PD \& accruing ${ }^{(2)}$ | $\mathbf{1 . 0 8 \%}$ | $1.58 \%$ | $1.75 \%$ | $1.47 \%$ | $2.11 \%$ |
| NCOs $^{(3)}$ | $\mathbf{7 . 1 9 \%}$ | $2.17 \%$ | $1.61 \%$ | $6.15 \%$ | $1.47 \%$ |
| NALs $^{(2)}$ | $\mathbf{1 . 9 9 \%}$ | $\mathbf{1 . 7 6 \%}$ | $1.52 \%$ | $1.66 \%$ | $3.15 \%$ |

- Credit quality continues to perform with in expectations
(1) $6 / 30 / 10$ : periods prior to $2 Q 10$ include Franklin loans
(2) End of period; excludes GNMA loans - no additional risk as they are approved for repurchase
(3) Annualize d; 3000 would have been $1.73 \%$. excluding imp act due to implementation of more conservative loss recognition and loansale; $1.74 \%$ in 2010 excluding $\$ 642$ MMFranklin-related
(4) End of period


## Residential Mortgages -

## Credit Risk Management Strategies

## Performance Drivers

- Standard products and borrower quality - as measured at origination by
- Secondary market underwriting
- FICO score - consistent in creasing trend
- FICO score distribution - consistent decline in low score levels
- Non-standard product structures
- $\$ 577$ million of Interest Only loans ... targeted with in executive relocation activities ... continues to perform well
- $\$ 337$ million of Alt-A mortgages ... exited in 2007... represents $<10 \%$ of total residential portfolio with majority of cumulative losses likely recognized with in 24 months.
- Decision type - Significantly reduced the level of underwriter overrule decisions
- Geography - Primarily a footprint lender


## Residential Mortgages -

## Credit Risk Management Strategies

## Risk Recognition

- Write down to discounted current value less selling costs at 180 days past due
- Nonaccrual balances represent the realizable value estimate in future periods
Continued Focus on Borrower's Ability to Pay for New Originations
- All loans are fully documented
- Underwritten to Secondary Market standards

Enhanced Loss Mitigation

- Changed the reporting structure to take advantage of our successful home equity loss mitigation program
- Early identification of Loss Mitigation candidates - i.e., pre-delinquency via predictive modeling
- Decrease foreclosure activity in favor of Loan Modifications and short sales
- Rewrite / modify customers with a focus on reducing principal quickly
- Create saleable structures where possible
- Income verification in all cases to maximize re-performance probability


## Residential Mortgages -

## Credit Risk Management Strategies

## Account Management

- Proactive contact six months prior to ARM resets

Outlook

- Foreclosure process
- We are reviewing all foreclosure situations under the revised loss mitigation strategies to minimize actual foreclosures
- Foreclosure process is slow in our markets, with an average time frame of 18 months
- Expect delinquency and overall performance to remain under stress through 2010
- Loan sales of high quality paper has increased the ratio
- Dollar level in 90+ DPD continues to increase


## Residential Mortgages - LTV, FICO, Originations

|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ending balance (\$B) | \$4.4 | \$4.6 | \$4.5 | \$4.5 | \$4.6 |
| Average LTV | 77\% | 76\% | 77\% | 77\% | 77\% |
| Average FICO (1) | 717 | 716 | 698 | 699 | 700 |
| Originations ${ }^{(2)}$ (\$MM) | \$452 | \$242 | \$244 | \$127 | \$94 |
| Average LTV (3) | 83\% | 73\% | 71\% | 84\% | 92\% |
| Average FICO (3) | 760 | 764 | 757 | 749 | 717 |

(1) Wheighted average FICOs reflect currenthy up dated customer credit scores
(2) Only owned-portfolio originations
(3) Wreighted average at origination

## Residential Mortgages



## Residential Mortgages - Delinquencies

By Original FICO Range



## Other Consumer Ioans

$$
\text { EOP Outstandings }-\$ 0.7 \text { Billion }{ }^{(1)}
$$

- $80 \%$ collateralized
- Autos, untitled vehicles, small boats, mobile homes and other miscellaneous
- Primarily for existing customers
- Performed within expectations over the past year though varies by collateral type


## Credit Quality Trends Overview

|  | 2010 | $1 \mathrm{Q10}$ | 4@09 | 3009 | 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NALratio ${ }^{(1)}$ | 3.25\% | 4.78\% | 5.21\% | 5.85\% | 4.72\% |
| NPAratio ${ }^{(2)}$ | 4.24 | 5.17 | 5.57 | 6.26 | 5.18 |
| Criticized asset ratio ${ }^{(3)}$ | 13.09 | 14.80 | 15.86 | 15.41 | 14.79 |
| Net charge-off ratio | 3.01 | 2.58 | 4.80 | 3.76 | 3.43 |
| Net charge-off ratio excld. Franklin | 2.17 | 2.48 | 4.84 | 3.85 | 3.58 |
| $90+$ daysPD \& accruing ${ }^{(4)}$ | 0.23 | 0.31 | 0.40 | 0.34 | 0.38 |
| ALLL ratio | 3.79 | 4.00 | 4.03 | 2.77 | 2.38 |
| ALLL/NAL coverage | 117 | 84 | 77 | 47 | 50 |
| ALLL/NAL coverage excld. Franklin | 117 | 103 | 93 | 56 | 62 |
| ALLL/NPA coverage | 89 | 77 | 72 | 44 | 46 |
| ALLL/ NPA coverage excld. Franklin | 107 | 94 | 86 | 52 | 57 |
| ACLratio | 3.90 | 4.14 | 4.16 | 2.90 | 2.51 |
| ACL/Criticized assets | 29.70 | 27.83 | 26.14 | 18.75 | 16.87 |
| ACL/NAL coverage | 120 | 87 | 80 | 50 | 53 |
| ACL/NAL coverage excld. Franklin | 120 | 106 | 96 | 59 | 65 |
| ACL/NPA coverage | 91 | 80 | 74 | 46 | 48 |
| ACL/NPA coverage excld. Franklin | 110 | 98 | 89 | 55 | 60 |

(1) NALs divided by total loans and leases
(2) NPAs divided by the sum of loans and leases, impaired loans held forsale, net other real estate 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, impaired loans held forsale, netother real estate and other NPAs
4) Excludes government guaranteed loars

## Net Charge-offs



## Net Charge-offs

| (\$MMM) | 2 Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | \$58.1 | \$75.4 | \$109.8 | \$68.8 | \$98.3 |
| Commercial real estate | 81.7 | 85.3 | 258.1 | 169.2 | 172.6 |
| Total commercial | 139.9 | 160.7 | 367.9 | 238.1 | 270.9 |
| Autoloans | 5.2 | 7.7 | 11.4 | 9.0 | 12.4 |
| Autoleases | 0.2 | 0.9 | 1.6 | 1.8 | 2.2 |
| Home equity loans/lines | $44.5{ }^{(8)}$ | 37.9 | 35.8 | 28.0 | 24.7 |
| Residential mortgages | $82.8{ }^{(4)}$ | 24.3 | 17.8 | $69.0{ }^{\text {a }}$ | 17.2 |
| Other | 6.6 | 7.0 | 10.3 | 10.1 | 7.0 |
| Total consumer | 139.4 | 77.7 | 76.8 | 117.9 | 63.5 |
| Total | \$279.2 ${ }^{\text {(a) }}$ | \$238.5 | \$444.7 | \$355.9 ${ }^{(2)}$ | \$334.4 |

(1) $\$ 19.4 \mathrm{MM}$ excluding $\$ 32.0 \mathrm{MM}$ impact due to implementation ofmore conservative lossrecognition
(4) $\$ 18.6 \mathrm{MM}$ excluding $\$ 64.2 \mathrm{MM}$ Franklin-related (5) $\$ 199.2 \mathrm{MM}$ excluding $\$ 80.0 \mathrm{MM}$ Franklin-related
(2) $\$ 306.3 \mathrm{MM}$ excluding residential mortgage impacts
(3) $\$ 28.5 \mathrm{MM}$ excluding $\$ 15.9 \mathrm{MM}$ Franklin-related

|  | 2 Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | 1.90\% | 2.45\% | 3.49\% | 2.13\% | 2.91\% |
| Commercial real estate | 4.44 | 4.44 | 12.21 | 7.62 | 7.51 |
| Total commercial | 2.85 | 3.22 | 7.00 | 4.37 | 4.77 |
| Auto loans | 0.47 | 0.76 | 1.49 | 1.25 | 1.73 |
| Auto leases | 0.54 | 1.58 | 2.25 | 2.04 | 2.11 |
| Home equity loans/lines | $2.36{ }^{1 / 1}$ | 2.01 | 1.89 | 1.48 | 1.29 |
| Residential mortgages | $7.19{ }^{\text {c1 }}$ | 2.17 | 1.61 | $6.15{ }^{(2)}$ | 1.47 |
| Other | 3.81 | 3.87 | 5.47 | 5.36 | 4.03 |
| Total consumer | 3.19 | 1.83 | 1.91 | 2.94 | 1.56 |
| Total | 3.01\% ${ }^{\text {m }}$ | 2.58\% | 4.80\% | $3.76 \%{ }^{(8)}$ | 3.43\% |
| (1) Annualized <br> (2) $1.73 \%$, exluduing inpad dueto implementation of ofmere <br> (5) $1.74 \%$ excluding Frankin <br> (6) $2.17 \%$ excluding Frankkinconservative lossrecognition and loan sale <br> (3) $3.24 \%$, excluciding resididertial mortgage inmeacts |  |  |  |  |  |

## Nonaccrual Loans \& Nonperforming Assets



## Nonperforming Asset Flow Analysis

| (\$MM) | 2Q10 | 1Q10 | 4Q09 | 3009 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NPA beginning of period | \$1,918.4 | \$2,058.1 | \$2,344.0 | \$2,002.6 | \$1,775.7 |
| Additions / increases | 171.6 | 237.9 | 494.6 | 899.9 | 750.3 |
| Franklin - net impact | (86.7) | 15.0 | (31.0) | (18.8) | (57.4) |
| Return to accruing status | (78.7) | (80.8) | (85.9) | (52.5) | (40.9) |
| Loan and lease losses | (173.2) | (185.4) | (391.6) | (305.4) | (282.7) |
| OREO gains (losses) | 2.5 | (4.2) | (7.4) | (30.6) | (20.6) |
| Payments | (140.9) | (107.6) | (222.8) | (117.7) | (95.1) |
| Sales | (30.2) | (14.6) | (41.9) | (33.4) | (26.7) |
| NPA end-of-period | \$1,582.7 | \$1,918.4 | \$2,058.1 | \$2,344.0 | \$2,002.6 |
|  |  |  | 桠Huntington |  | 143 |

## Nonaccrual Loans (NALs) and Nonperforming Assets (NPAs)

| (fin millions) | 2010 |  |  |  |  | 2009 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 |  | Mar. 31 |  |  | Dec. 31 |  | Sep. 30 |  |  |  | Jun. 30 |  |  |
| Nonacorual loans andleases (NALs): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corrmercial and industial | $\$$ | 428.6 | $\$$ | 511.6 |  | \$ | 578.4 |  |  | 612.7 |  | \$ | 456.7 |  |
| Corrmercial real estate |  | 85.1 |  | 826.8 |  |  | 9558 |  |  | 1,133.7 |  |  | 850.8 |  |
| Res idential mortgage |  | 86.5 |  | 373.0 |  |  | 362.6 |  |  | 390.5 |  |  | 475.5 |  |
| Horre equity |  | 222 |  | 54.8 |  |  | 40.1 |  |  | 44.2 |  |  | 35.3 |  |
| Total nonacorual loans and leases (NALs) |  | 1,2013 |  | 1,766.1 |  |  | 1,917 0 |  |  | 2,181.1 |  |  | 1.818.4 |  |
| Other real estate, net : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Res idential |  | 719 |  | 68.3 |  |  | 71.4 |  |  | 81.8 |  |  | 108.0 |  |
| Cormercial |  | 672 |  | 84.0 |  |  | 68.7 |  |  | 60.8 |  |  | 65.0 |  |
| Total other real estate, net |  | 139.1 |  | 152.3 |  |  | 140.1 |  |  | 142.6 |  |  | 172.9 |  |
| Impaired loans held for sale ${ }^{(1)}$ |  | 242.2 |  | - |  |  | 10 |  |  | 20.4 |  |  | 11.3 |  |
| Total nonperfor ming assets (NPAs) |  | 1,582.7 |  | 1.918 .4 |  |  | 2,058.1 |  |  | 2,344.0 |  |  | ,002.6 |  |
| NAL ratio ${ }^{(2)}$ |  | 325 |  | 4.78 | \% |  | 5.21 | \% |  | 585 | \% |  | 4.72 | \% |
| NPA ratio ${ }^{(3)}$ |  | 4.24 |  | 5.17 |  |  | 5.57 |  |  | 626 |  |  | 5.18 |  |
| Nonperforming Frankin assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Res idential mortgage | $\$$ |  | $\$$ | 298.0 |  | $\$$ | 290.7 |  | $\$$ | 322.8 |  | $\$$ | 342.2 |  |
| Horre equity |  |  |  | 31.1 |  |  | 15.0 |  |  | 15.7 |  |  | 2.4 |  |
| OREO |  | 24.5 |  | 24.4 |  |  | 23.8 |  |  | 31.0 |  |  | 43.6 |  |
| Impaired bans held for sale |  | 2422 |  | - |  |  | - |  |  | - |  |  | - |  |
| Total nonperfor ming Franklin assets | \$ | 285.7 | d | 353.5 |  | \$ | 3385 |  | \$ | 389.5 |  | 9 | 388.3 |  |

${ }^{01}$ June 30, 2010, figure regresents NALs associated with the tanster of Franklin-related residertial mordage and home equity loans to foans hald' tor sale. The septem ber 30,2009 , there prim arily represents impaired residendial mortgage loans hetd for sale.
All cther presented igures represent impaired loans obtained in the Shy Financial acquisition.
Heldor sate loans are carried' at the lower of cost or fair value less costs to sell.
Total MALs as a \% oftotal loans and leases
(a) Total MPAs as a \% of sum ofloans and leases, impained hams hald for sale, and nat other real estate

## Nonaccrual Loans (NAL) - by Sector



## Accruing Restructured Loans

| (in miluions) | 2010 |  |  |  |  | 2009 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 |  | Mar. 31 |  |  | Dec. 31 |  |  | Sep. 30 |  |  | Jun. 30 |  |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans guaranteed by the U.S. Government |  | 95.4 |  | 96.8 |  |  | 101.6 |  |  | 102.9 |  |  | 99.4 |  |
| Total loans and leases | \$ | 178.8 | S | 210.0 |  | S | 247.3 |  | S | 230.7 |  | S | 248.1 |  |
| Ratios ${ }^{*}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Excluding government guaranteed |  | 0.23 |  | 0.31 | \% |  | 0.40 | \% |  | 0.34 | \% |  | 0.38 | \% |
| Government guaranteed |  | 0.26 |  | 0.28 |  |  | 0.28 |  |  | 0.28 |  |  | 0.26 |  |
| Total loans and leases |  | 0.49 |  | 0.57 |  |  | 0.88 |  |  | 0.62 |  |  | 0.64 |  |
| Accruing restructured loans (ARLs): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 141.4 | S | 117.7 |  | \$ | 157.0 |  | S | 153.0 |  | S | 288.0 |  |
| Residential mortgages |  | 269.6 |  | 242.9 |  |  | 219.8 |  |  | 204.5 |  |  | 158.6 |  |
| Other |  | 65.1 |  | 82.1 |  |  | 52.9 |  |  | 42.4 |  |  | 35.7 |  |
| Total accruing restructured loans | 5 | 476.0 | S | 422.7 |  | S | 429.6 |  | S | 399.9 |  | S | 482.3 |  |

${ }^{\text {w }}$ Fercent of related loans and leases

## Allowances for Credit Losses (ACL) ${ }^{(1)}$

| (\$MM) | 2 Q 10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (ALLL) | \$1,402.2 | \$1,478.0 | \$1,482.5 | \$1,032.0 | \$917.7 |
| Allowance for unfunded loan commitments and LOCs (AULC) | 39.7 | 49.9 | 48.9 | 50.1 | 47.1 |
| Total allowance for credit losses (ACL) | \$1,441.8 | \$1,527.9 | \$1,531.4 | \$1,082.1 | \$964.8 |
| ALLL as \% of <br> Total loans and leases | 3.79 \% | 4.00 \% | 4.03 \% | \% 2.77 \% | 2.38 \% |
| Total NALS | 117 | 84 | 77 | 47 | 50 |
| Total NALs exld. Franklin-related | 117 | 103 | 93 | 56 | 62 |
| ACLas \% of |  |  |  |  |  |
| Total loans and leases | 3.90 \% | 4.14 \% | $4.16 \%$ | \% $2.90 \%$ | 2.51 \% |
| Total NALs | 120 | 87 | 80 | 50 | 53 |
| Total NALs excld. Franklin-related | 120 | 106 | 96 | 59 | 60 |

## Non-Franklin Credit Metrics Reconciliation


(0 NALs/totaliome and leases
(2) NPAs/ total loars and lenses - impared loars heid for sale - OREO - other NPA

| (incmilions) | Fourth Quarter 2009 |  |  |  |  |  | Third Quarter 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | Franldin |  | NonFranldin |  | Reported |  | Franhlin |  | Non-Franldin |  |
| Loan loss provision | \$ | 8940 |  |  | \$ 892.8 |  | \$ | 475.1 |  | (3.5) | \$ 478.7 |  |
| Total net charge-offs - \$ | \$ | 444.7 |  |  | \$ 443.5 |  | \$ | 355.9 | \$ | (3.5) | \$ 3595 |  |
| Total net charge-offs - \% |  | 480 \% |  |  | 4.84 | \% |  | 3.76 |  |  | 3.85 | \% |
| Rovision > net charge offs | \$ | 4493 | \$ | - | \$ 449.3 |  | \$ | 1192 | \$ | - | \$ 1192 |  |
| ALLL- $\$$ | \$ | 1,4825 | \$ | - | \$1,482.5 |  | \$ | 1,032.0 | \$ | - | \$1,032 0 |  |
| ALLL - \% bans/leases |  | $403 \%$ |  |  | 4.08 | x |  | 2.77 |  |  | 2.80 | \% |
| NAL coverage ratio |  | $77 \%$ |  |  |  | \% |  | 47 |  |  | 56 | \% |
| NPA co verage ratio |  | $72 \%$ |  |  | 86 | \% |  | 44 |  |  | 52 | $x$ |
| ACL $\$$ | \$ | 1,531.4 | \$ | - | \$1,531.4 |  | \$ | $1,082.1$ | \$ | - | \$1,082.1 |  |
| ACL-\% loansieases |  | $4.16 \%$ |  |  | 4.21 | * |  | 2.90 |  |  | 2.94 | $x$ |
| NAL co verage ratio |  | $80 \%$ |  |  |  | \% |  | 50 |  |  | 59 | $x$ |
| NPA co verage ratio |  | $74 \%$ |  |  | 89 |  |  | 46 |  |  | 55 | \% |
| Total loans and leases - EOP | \$ | 36,791 |  |  | \$ 36,347 |  | \$ | 37,304 | \$ |  | \$ 36.839 |  |
| Total loans and leases - Avg | \$ | 37.089 |  |  | \$ 36,634 |  | \$ | 37.855 | \$ |  | \$ 37,385 |  |
| Nonaccrual loans ( $\mathrm{NQ} . \mathrm{L}$ ) - EOP |  | 19170 |  | 14.7 | \$1,602.3 |  | \$ | 2,181.1 |  | 338.5 | \$1,842.6 |  |
| OREO |  | 140.1 |  | 23.3 | 116.9 |  |  | 142.6 |  | 31.0 | 111.6 |  |
| Itpared bans held for sale |  | 1.0 |  | . | 1.0 |  |  | 20.4 |  | . | 20.4 |  |
| Oher NPAs |  | - |  | - | - |  |  | - |  | - | - |  |
| Nonperformingassets (NPA: | \$ | 2,058.1 |  | 380 | \$1,720.1 |  |  | 2,3440 |  | 69.5 | \$1,9745 |  |
| NALratio ${ }^{\text {a }}$ |  | $521 \%$ |  |  | 4.41 | * |  | 5.85 |  |  | 5.00 | \% |
| NPA ratio ${ }^{\text {a }}$ |  | 5.57 |  |  | 4.72 |  |  | 626 |  |  | 5.34 | $x$ |




## Non-Franklin Credit Metrics Reconciliation

| (in millions) | Second Quarter 2009 |  |  |  |  |  |  |  | First Quarter 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  |  | Frankin |  | Non-Frankin |  |  | Reported |  |  | Frankin | Non-Frankin |  |  |
| Loan loss provision | \$ | 413.7 |  |  | (10.1) |  | 423.8 |  | \$ | 291.8 |  | \$ (1.7) |  | 293.5 |  |
| Total net charge-offs - $\$$ | \$ | 334.4 |  |  | (10.1) | \$ | 344.5 |  | \$ | 341.5 |  | \$ 128.3 |  | 213.2 |  |
| Total net charge-offs - \% |  | 3.43 | \% |  |  |  | 3.58 | \% |  | 3.34 | \% |  |  | 2.12 | \% |
| Provision > net charge offs | \$ | 79.3 |  |  | - |  | 79.3 |  | \$ | (49.7) |  | \$(130.0) |  | 80.3 |  |
| ALLL - \$ | \$ | 917.7 |  |  | - |  | 917.7 |  | \$ | 838.5 |  | \$ |  | 838.5 |  |
| ALLL - \% loansheases |  | 2.38 | \% |  |  |  | 2.41 | \% |  | 2.12 | \% |  |  | 2.15 | \% |
| NAL coverage ratio |  | 50 | \% |  |  |  | 62 | \% |  | 54 | \% |  |  | 71 | \% |
| NPA coverage ratio |  | 46 | \% |  |  |  | 57 | \% |  | 47 | \% |  |  | 63 | \% |
| ACL - \$ | \$ | 964.8 |  |  | - | \$ | 964.8 |  | \$ | 885.5 |  | \$ |  | 885.5 |  |
| ACL - \% loansfleases |  | 2.51 | \% |  |  |  | 2.54 | \% |  | 2.24 | \% |  |  | 2.27 | \% |
| NAL coverage ratio |  | 53 | \% |  |  |  | 65 | \% |  | 57 | \% |  |  | 75 | \% |
| NPA coverage ratio |  | 48 | \% |  |  |  | 60 | \% |  | 50 | \% |  |  | 67 | \% |
| Total loans and leases - EOP | \$ | 38,495 |  |  | 472 |  | 38,023 |  | \$ | 39,548 |  | \$ 494 |  | 39,055 |  |
| Total loans and leases - Avg | \$ | 39,007 |  |  | 489 |  | 38,518 |  | \$ | 40,866 |  | \$ 630 |  | 40,236 |  |
| Nonaccrual loans (NAL) - EOP | \$ | 1,818.4 |  |  | 344.6 |  | 1,473.7 |  | \$ | 1,553.1 |  | \$ 366.1 |  | 1,187.0 |  |
| OREO |  | 172.9 |  |  | 43.6 |  | 129.3 |  |  | 210.8 |  | 79.6 |  | 131.2 |  |
| Impaired loans held for sale |  | 11.3 |  |  | - |  | 11.3 |  |  | 11.9 |  | - |  | 11.9 |  |
| Other NPAs |  | - |  |  | - |  | - |  |  | - |  | $\square$ |  | - |  |
| Nonperforming assets (NPA) | \$ | 2,002.6 |  |  | 388.3 |  | 1,614.3 |  | \$ | 1,775.7 |  | \$ 445.7 |  | 1,330.0 |  |
| NAL ratio to |  | 4.72 | \% |  |  |  | 3.88 | \% |  | 3.93 | \% |  |  | 3.04 | \% |
| NPA ratio ${ }^{\circ}$ |  | 5.18 | \% |  |  |  | 4.23 | \% |  | 4.46 | \% |  |  | 3.39 | \% |

(จ NALs/ total loars ard lenses
(2) NPAs $/$ total loars and lamse + impared loars hed for sde + OREO + other NPAs


(1) Annualized

㢼 Huntington


Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)

| (in thousands) | June 30, 2010 |  |  |  |  | March 31, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | FOIIC | Non-FCNC |  | Total |  | FCMC | Non-FCMC |  |
| Nonaccrual loans and leases (MA Ls) |  |  |  |  |  |  |  |  |  |  |
| Comnercaland industral | \$ | 429,561 | \$ | \$ | 429,561 | \$ | 511.588 | \$ | \$ | 511,588 |
| Comnercalras estate |  | 663,103 | - |  | 603,103 |  | 826,781 | - |  | 826,781 |
| Pesidental nortgage |  | 86,486 | - |  | 86,488 |  | 372,950 | 297,967 |  | 74,983 |
| Home equity |  | 22,199 | - |  | 22,199 |  | 54,789 | 31,067 |  | 23,722 |
| Total NALs |  | 1,201,349 | - |  | 1,201,349 |  | 1,766,108 | 329,034 |  | 1,437,074 |
| Otherrealestate, net |  |  |  |  |  |  |  |  |  |  |
| Pesidental |  | 71,937 | 24,515 |  | 47,422 |  | 68,289 | 24,423 |  | 43,886 |
| Commercal |  | 67,189 | - |  | 67,189 |  | 83,971 | - |  | 83,971 |
| Total otherrealestate, net |  | 139,126 | 24,515 |  | 114,611 |  | 152,260 | 24,423 |  | 127,837 |
| Impaired loans held for sale |  | 242,227 | 242,227 |  | - |  | - | - |  | - |
| Other NPAs |  | $\checkmark$ | $\checkmark$ |  | - |  | - | - |  | - |
| Total nonperforming assets (IPAs) | \$ | 1,582,702 | \$286,742 | \$ | 1,315,960 | 5 | 1,918,368 | \$353,457 | \$ | 1,564,911 |
| A ccruing restructure d loans (ARLs) |  |  |  |  |  |  |  |  |  |  |
| Commercal | \$ | - | \$ | \$ | - | \$ | 117,667 | \$ | \$ | 117,867 |
| Pesidental nortgage |  | $\checkmark$ | - |  | - |  | 242,870 | - |  | 242,870 |
| Other |  | $\cdot$ | - |  | - |  | 62,148 | - |  | 62,148 |
| TotalARs |  | - | - |  | - |  | 422,685 | - |  | 422,885 |
| Total MPAs and A RLs | 5 | 1,582,702 | \$286,742 | 5 | 1,315,960 | 5 | 2,341,053 | \$353,457 | \$ | 1,987,596 |
| NAL ratio ${ }^{\text {m }}$ |  | 3.25\% |  |  | 3.25\% |  | 4.78\% |  |  | 3.94\% |
| NPA ratio ${ }^{(2)}$ |  | 4.24\% |  |  | 3.55\% |  | 5.17\% |  |  | 4.27\% |
| NPA + ARL rato ${ }^{(2)}$ |  | 4.24\% |  |  | 3.55\% |  | 6.31\% |  |  | 5.42\% |

${ }^{10} \mathrm{NaL} /$ total loans and leases
(2) NPA / (total loans and eases + impared loars hed for sae + net other real estate + other NPAs)
(2) (NPA + AR ) / (total loans and leases + impaired bans held for sale + netother real estate + other NPA s)

Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)

| (in thousands) | December 31, 2009 |  |  |  |  | September 30, 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | FCMC | Non-FOMC |  | Total |  | FCNC | Non-FOMC |  |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industral | \$ | 578,414 | \$ | \$ | 578,414 | \$ | 612,701 | \$ | \$ | 612,701 |
| Commercial real estate |  | 935,812 | - |  | 935.812 |  | 1,133,661 | - |  | 1,133,861 |
| Residental mortgage |  | 362,630 | 299,671 |  | 62,959 |  | 390,521 | 322,796 |  | 67,725 |
| Hone equity |  | 40,122 | 15,004 |  | 25,118 |  | 44,182 | 15,704 |  | 28,478 |
| Total NALs |  | 1,916,978 | 314,675 |  | 1,602,303 |  | 2,181,065 | 338,500 |  | 1,842,565 |
| Other real estate, net |  |  |  |  |  |  |  |  |  |  |
| Residertal |  | 71,427 | 23,828 |  | 47,801 |  | 81,807 | 30,996 |  | 50,811 |
| Commercial |  | 68,717 | - |  | 68,717 |  | 60,784 | - |  | 60,784 |
| Totalother real estate, net |  | 140,144 | 23,828 |  | 116,318 |  | 142,591 | 30,996 |  | 111,595 |
| Impaired loans held for 5 ale |  | 969 | - |  | 969 |  | 20,386 | - |  | 20,386 |
| Other IPAs |  | - | $\checkmark$ |  | - |  | - | $\checkmark$ |  | - |
| Total nonperforming as sets (NPA s) | 5 | 2,058,091 | \$338,501 | \$ | 1,719,590 | 5 | 2,344,042 | \$369,496 | \$ | 1,974,546 |
| A ccruing restructured loans (ARLs) |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 157,049 | \$ | \$ | 157,049 | \$ | 153,010 | \$ | \$ | 153,010 |
| Residental mortyage |  | 219,639 | - |  | 219,839 |  | 204,463 | - |  | 204.483 |
| Other |  | 52,871 | - |  | 52,871 |  | 42,406 | - |  | 42,406 |
| TotalAR.s |  | 429,559 | $\cdot$ |  | 429,569 |  | 399,879 | - |  | 399,879 |
| Total MPAs and ARLs | 5 | 2,487,650 | \$338,501 | 5 | 2,149,149 | 5 | 2,743,921 | \$369,496 | \$ | 2,374,425 |
| NAL rato ${ }^{\text {\% }}$ |  | 5.21\% |  |  | 4.41\% |  | 5.85\% |  |  | 5.00\% |
| NPA rato ${ }^{(2)}$ |  | 5.5\%\% |  |  | 4.72\% |  | $6.26 \%$ |  |  | 5.34\% |
| NPA + ARL rato ${ }^{(2)}$ |  | 6.74\% |  |  | 5.89\% |  | 7.32\% |  |  | 6.42\% |

[^1]Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)


[^2]| 2Q10 | Avg. Balances - \$40.4 Billion |  |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail \& Business Banking | Comm'l <br> Banking | Comm' Real Estate | AFDS | PFG | Treas./ Other |  |
| DDA-noninterest bearing | \$3.6 | \$2.2 | \$0.3 | \$0.1 | \$0.6 | \$0.1 | \$6.8 |
| DDA-interest bearing | 4.2 | 1.0 | -- | -- | 0.7 | -- | 6.0 |
| Money market deposits | 7.3 | 1.9 | 0.2 | -- | 1.7 | -- | 11.1 |
| Savings and other domestic time deposit | 4.5 | 0.1 | -- | -- | 0.1 | -- | 4.7 |
| Core certificates of deposit | 9.0 | -- | -- | -- | 0.2 | -- | 9.2 |
| Total core deposits | 28.6 | 5.2 | 0.5 | 0.1 | 3.3 | 0.1 | 37.8 |
| Other deposits | 0.2 | 1.2 | -- | -- | 0.1 | 1.1 | 2.6 |
| Total deposits | \$28.8 | \$6.4 | \$0.5 | \$0.1 | \$3.4 | \$1.2 | \$40.4 |
|  |  |  |  |  | 潎H | tington | 159 |

## Deposit Trends

## Linked Quarter

| (in billions) | 2010 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First Quarter |  |  |
|  |  |  | Amount | \% |
| Average Deposits |  |  |  |  |
| Demand deposits - noninterest bearing | \$ 6.8 | \$ 6.6 | \$ 0.2 | 3 \% |
| Demand deposits - interest bearing | 6.0 | 5.7 | 0.3 | 4 |
| Money market deposits | 11.1 | 10.3 | 0.8 | 7 |
| Savings and other domestic deposits | 4.7 | 4.6 | 0.1 | 1 |
| Core certificates of deposit | 9.2 | 10.0 | (0.8) | (8) |
| Total core deposits | 37.8 | 37.3 | 0.5 | 1 |
| Other domestic depos its of \$250,000 or more | 0.7 | 0.7 | (0.0) | (5) |
| Brokered deposits and negotiable CDs | 1.5 | 1.8 | (0.3) | (18) |
| Other deposits | 0.4 | 0.4 | (0.0) | (2) |
| Total deposits | \$ 40.4 | \$ 40.2 | \$ 0.1 | 0 \% |

## Deposit Trends

Prior-Year Quarter

| (in bilions) | Second Quarter |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |
| Average Deposits |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ 6.8 | \$ 6.0 | \$ | 0.8 | 14 \% |
| Demand deposits - interest bearing | 6.0 | 4.5 |  | 1.4 | 31 |
| Money market deposits | 11.1 | 6.4 |  | 4.7 | 75 |
| Savings and other domestic deposits | 4.7 | 5.0 |  | (0.4) | (7) |
| Core certificates of deposit | 9.2 | 12.5 |  | (3.3) | (26) |
| Total core deposits | 37.8 | 34.5 |  | 3.3 | 10 |
| Other domestic deposits of \$250,000 or more | 0.7 | 0.9 |  | (0.2) | (25) |
| Brokered deposits and negotiable CDs | 1.5 | 3.7 |  | (2.2) | (60) |
| Other deposits | 0.4 | 0.5 |  | (0.1) | (11) |
| Total deposits | \$ 40.4 | \$39.5 | \$ | 0.8 | 2 |

## Other Funding




## Capital Ratios


(1) End-of-period

## Capital



## Credit Ratings




## Huntington Bancshares Overview

Midwest financial services holding company
Founded - 1866
Headquarters - Columbus, Ohio
Total assets - $\$ 52$ billion
Employees ( ${ }^{\text {(1) }} \quad-11,117$
Franchise:

| Footprint | 6 states: OH, MI, PA, IN, WV, KY |
| :--- | :--- |
|  | 608 branches $/ 1,357$ ATMs |
| Retail and Business Banking | 5 Areas |
| - Mortgage banking | + MD, NJ |
| Commercial Banking | 11 Regions |
| Commercial Real Estate |  |
| Auto Finance \& Dealer Services | +FL |
| Private Financial Group |  |

## The Huntington Franchise - 6/30/10



## A Strong Regional Presence



Source: SNL Financial, comp any presentatiors and filings FDIC deposit data as of June 30,2000

| Deposits - Top 12 MSAs |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| MSA | Rank | BEs | Deposits | Share |
| Columbus, OH | 1 | 68 | \$10,231 | 27.6\% |
| Cleveland, OH | 5 | 60 | 3,613 | 5.5 |
| Detroit, MI | 8 | 45 | 2,874 | 3.1 |
| Toledo, OH | 2 | 42 | 2,186 | 20.6 |
| Pittsburgh, PA | 6 | 40 | 2,041 | 2.8 |
| Cincinnati, OH | 4 | 40 | 1,934 | 3.6 |
| Youngstown, OH | 1 | 36 | 1,843 | 19.9 |
| Indianapolis, IN | 4 | 45 | 1,705 | 6.1 |
| Canton, OH | 1 | 23 | 1,381 | 24.9 |
| Grand Rapids, MI | 3 | 21 | 1,223 | 10.0 |
| Akron, OH | 5 | 17 | 843 | 7.5 |
| Charleston, WV | 3 | 8 | 600 | 10.8 |

$\mathrm{BBs}=$ Banking Branches

| \#1 Share markets | \% Deposits <br> \#1 <br> \#1 |
| :--- | :---: |



## Leadership Team

| Stephen Steinour |
| :---: | :---: | :---: | :---: |
| Chairman, President, \& CE 0 |

## Senior Leadership Team

|  | Position A | Experience-Yrs |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Appointed | Banking | HBAN |
| Stephen Steinour | Chairman, President and CEO | 1Q09 | 29 | 1 |
| Dan Benhase | SEVP-Private Financial Group Director | 2Q06 | 28 | 10 |
| Kevin Blakely | SEVP-Chief Risk Officer | 3Q09 | 35 | $<1$ |
| Jim Dunlap | SEVP-Regional \& Commercial Banking Director | - 1Q06 | 31 | 31 |
| Don Kimble | SEVP-Chief Financial Officer | 3Q04 | 27 | 6 |
| Mary Navarro | SEVP-Retail \& Business Banking Director | 1Q06 | 33 | 8 |
| Daniel Neumeyer | SEVP-Chief Credit Officer | 3Q09 | 26 | $<1$ |
| Nick Stanutz | SEVP-Dealer Sales Group Director | 2Q06 | 31 | 24 |
| Randy Stickler | SEVP-Commercial Real Estate Director | 1Q09 | 29 | 1 |
| Mark Thompson | SEVP-Strategy \& Segment Performance Director | 2Q09 | 26 | 1 |
| Zahid Afzal | EVP-Chief Information Officer | 1Q06 | $26^{(1)}$ | 4 |
| Elizabeth Allen | EVP-Corporate PR \& Communic ations Director | 3Q09 | $30{ }^{(1)}$ | $<1$ |
| Dick Cheap | EVP-General Counsel and Secretary | 2Q98 | 33 (1) | 12 |
| Keith Sanders | EVP-Human Resources Director | 1Q10 | 28 (1) | $<1$ |
| Eric Sutphin | EVP-Chief Auditor | 3Q04 | 21 | 5 |
| Tim Barber | SVP-Credit Administration \& Policy Director | 1Q99 | 21 | 12 |

## Positioning to Grow Revenues - 2009

| Timing | Segment | Description | \#Staff |
| :---: | :---: | :---: | :---: |
| 3009 | PFG | Columbus investrment staffexpansion | 4 |
| 3009 | PFG | HIC newindependent advisorchannellaunched |  |
| 3009 | PFG | Three newmutual fundslaunched |  |
| 3009 | PFG | National Settlements Servicelaunched | 4 |
| 3Q09 | CorporateMarketing | Chiefmarketing officer | 1 |
| 3Q09-4009 | PFG | Brokerage sales | 14 |
| 4Q09 | Retail Banking | Warren Bank, MI FDIC-related acquisition |  |
| 4Q09 | Retail Banking | Citizens State Bank, MI FDIC-related liquidation |  |
| 4Q09 | Commercial Banking | Asset-based lending | 10 |
| 4Q09 | Commercial Banking | Foreign exchange /currencyrisk management expansion | 5 |
| 4Q09 | Auto Finance | Expand WesternPennsyvania presence | 4 |
| 4Q09 | PFG | Trust business development | 7 |
| 4Q09 | Commercial Banking | Treasury management directorhired | 1 |
| 4Q09 | Commercial Banking | Large corporate directorhired | 1 |

## Positioning to Grow Revenues - 1Q10

| Timing | Segment | Description | \#Staff |
| :---: | :---: | :--- | :---: |
| $1 Q 10$ | Corporate/Technology | Initiated development ofcross-sell system (MAX) | 1 |
| $1 Q 10$ | Retail Banking | Cleveland expanded hours/7 days a week banking service initiated | 130 |
| $1 Q 10$ | Commercial Banking | Hired East Michigan commercial bankingtearn | 8 |
| $1 Q 10$ | Retail Banking | \$4 billion, 3-year small businessbanking initiative | 150 |
| $1 Q 10$ | Ahto Finance | Launch Central and Eastern PA | 10 |
| $1 Q 10$ | PFG | Opened newoffices-Central Ohio (2); Kalamazoo, MI (1); <br> West Cleveland (1) | 12 |
| $1 Q 10$ | PFG | Wholesaler to distribute Huntington Funds throughthird-party <br> distributionchannels | 1 |

## Positioning to Grow Revenues - 2Q10

| Timing | Segment | Description | \#Staff |
| :---: | :---: | :--- | :---: |
| $2 Q 10$ | Retail Banking | Launched Huntington rebranding and office refurbishment |  |
| $2 Q 10$ | Commercial Banking | Director of Commercial Banking-Central Ohiohired | 1 |
| $2 Q 10$ | PFG | Opened newoffice-Wheeling, WV | 3 |
| $2 Q 10$ | PFG | Unified Fund Services-appoints newpresident |  |
| $2 Q 10$ | Commercial Banking | Greater Cleveland Region-appointsnewpresident | 1 |
| $2 Q 10$ | Commercial Banking | HuntingtonNational Bank becomes memberofNACHA | 2 |
| $2 Q 10$ | PFG | Family officeopened -Columbus |  |
| $2 Q 10$ | Retail Banking | Initiated distributionexpansion: in-store \& retirement centers |  |
| $2 Q 10$ | PFG | Hired Dayton trust and private bankerteam | 4 |
| $2 Q 10$ | PFG | HuntingtonInsurancehiresChiefOperating Officer | 1 |



## Banking Business Segments

## Commercial Banking <br> Executive - Jim Dunlap

- 11 Region Presidents
- Direct reporting responsibility for:

1. Commercial banking
2. Treasury management sales
3. Regional marketing / community affairs

- Increased responsibility around:

1. New business rainmaker
2. Portfolio and risk management
3. Community and political influence

- Shared fate for overall region results


## Retail and Business Banking

 Executive - Mary Navarro- 5 Areas
- Area retail sales and business banking managers report to Mary Navarro
- Area business banking sales managers report to Jeff Rosen
- Key support / center positions

1. Business Banking
2. Mortgage / Consumer
3. Administration
4. Deposit Pricing, Product and Fees
5. Payments \& Channel Delivery
6. Corporate Marketing/ Customer Experience

## 11 Commercial Banking Regions



## Regional Banking Presidents

|  | Region |  | Experience-Yrs |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Appointed | Banking | HBAN |
| Jim Dunlap* | West Michigan | 1Q06 | 31 | 31 |
| Jim Dunlap (interim) | East Michigan |  |  |  |
| Mike Newbold | Central Indiana | 4Q06 | 33 | 6 |
| Sharon Speyer | Northwest Ohio | 1Q01 | 21 | 17 |
| Daniel Walsh, Jr. | Greater Cleveland | 2Q10 | 14 | $<1$ |
| Frank Hierro | Mahoning Valley | 1Q00 | 30 | 23 |
| William Shivers | Greater Akron/Canton | 3Q09 | 17 | 2 |
| Jim Kunk | Central Ohio | 1Q94 | 27 | 27 |
| Mark Reites | Southem Ohio / KY | 1Q08 | 23 | 16 |
| David Hammer | Pittsburgh | 3Q09 | 20 | 1 |
| Clayton Rice | West Virginia | 3Q07 | 22 | 5 |

*Regional/Commercial Banking Executive

## 5 Retail and Business Banking Areas



## Retail and Business Banking Executives

|  | Area | Appointed | Experience - Yrs |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Banking | HBAN |
| Loretta Stanton | Northeast Area | 2Q10 | 20 | 20 |
| Deborah Stein | Central Area | 2Q09 | 26 | 6 |
| Robert Soroka | East Area | 2Q09 | 25 | 7 |
| Brian Bromley | Northwest Area | 2Q09 | 25 | 23 |
| Jonathan Greenwood | West Area | 2Q09 | 24 | 16 |
| Jeff Rosen | Business Banking | 2Q09 | 23 | 4 |

## Other Business Segments

Commercial Real Estate
Executive-Randy Stickler

- Financing needs of
professional real estate
developers and other
customers with project
financing
- CRE loans
- Cash management
- Interest rate risk
management
- Capital markets
alternatives
- Focus on Top Tier customers
- Most experienced
- Well-managed
- Well-capitalized
- Capable of operating in all
phases of the real estate
cycle
- 6 Franchise state focused

| Private Financial Group |
| :--- |
| Executive - Dan Benhase |
| - Trust - $\$ 53.2$ B in assets |
| - Asset management |
| - Brokerage |
| - Insurance |
| - National settlements |
| - Private banking |
| - Corporate / institutional |
| - Investment banking |
| - Securities sales/trading |
| - Interest rate risk |
| management |
| - Foreign exchange |
| - Corporate trust / retirement |
| - plans |
| - Huntington Asset Sewices |
| - Huntington funds |
| - 24 Proprietary mutual |
| funds |
| - 12 Variable annuity funds |
| - $\$ 12.6$ B Assets under Mgmt. |
| - 6 Franchise states + FL, NY, |
| MA |

## Auto Finance \& Dealer Services Executive - Nick Stanutz

- Retail indirect auto loan/lease financing
- Dealer services lending
- Floorplan
- Land \& buildings
- Working capital
- 2,200 automotive dealerships
- 6 Franchise states
- Asset-based lending
- Consumer collections
- Foreign exchange

Corporate trust / retirement

Huntington funds

- 24 Proprietary mutual funds
- 12 Variable annuity funds
- $\$ 12.6$ B Assets under Mgmt MA


## Business Segment Loans \& Deposits - 6/30/10

Total Loans - \$37.0 B


## Business Segment Contribution

| (SMM) | 2010 | 20096 Mo | Better (Worse) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenue FTE ${ }^{(1)}$ | 6 Mo. |  |  |  |  |
| Retail \& Business Banking | \$ 707.9 | \$ 710.4 | \$ | (2.5) | 0\% |
| Commercial Banking | 163.2 | 150.8 |  | 12.4 | 8\% |
| Commercial Real Estate | 83.8 | 68.8 |  | 15.0 | 22\% |
| AFDS | 116.4 | 98.8 |  | 17.6 | 18\% |
| PFG | 177.4 | 162.7 |  | 14.7 | 9\% |
| Treasury/Other | 60.2 | 5.8 |  | 54.4 | NM |
| Total | \$ 1,308.8 | \$ 1,197.2 | \$ | 111.5 | 9\% |
| Net Income (Loss) |  |  |  |  |  |
| Retail \& Business Banking | \$ 58.5 | \$ 51.7 | \$ | 6.8 |  |
| Commercial Banking | 19.1 | (21.2) |  | 40.4 |  |
| Commercial Real Estate | (75.3) | (181.5) |  | 106.2 |  |
| AFDS | 49.0 | (11.0) |  | 60.1 |  |
| PFG | 26.4 | 0.1 |  | 26.3 |  |
| Treasury/Other | 10.7 | 177.5 |  | (166.7) |  |
| Unallocated goodw ill impairment | - | (2,573.8) |  | 2,573.8 |  |
| Total | \$ 88.5 | \$ (2,558.3) | \$ | 2,646.8 |  |
| (p) Fully-taxable equilulent |  |  |  |  |  |

## Basis of Presentation

Use of non-GAAP financial measures
This presentation contains GAAP financialmeasures and non-GAAP financialmeasures where management believes it to be helpfu'in understanding Huntington's resu'ts of operations or financial position. Where nor-GAAP financial measures are used, the comparable GAAP financialmeasure, as well as the reconciliation to the comparable GAAP financial measure can be found in this presentation andyor in the most recent quarteriy earnings press release and related Quarteriy Financial Review supplement filed on Form $8-K$. This information can be found on Huntington's website athuntingtor-ir.com

Annualized data
Certain returns, yields, performance ratios, or quarteriygrowth rates are presentedon an "annualized" basis. This is done for analytical and decision-making purposes to betterdiscern underying performance trends when compared to fullyear or year-over-year amounts. For examole, ioan and depositgrowth rates, as wellas net charge-off percentages, are most oten expressed in terms of an annual rate like $8 \%$. As such, a $2 \%$ growth rate for a quarter wouldrepresent an annualized $8 \%$ growth rate.
Pre-Tax, Pre-Provision Income
One non-GAAP performance metric that Management believes is usefu'in anailying underjing performance trends, is pre-tax, pre-provision income. This is the levelof earnings adjusted to exclude the imoact of:
" provision expense, which is exchded because its absolute levelis elevated and volatile in times of economic stress;
" investment securities gains/losses, which are excluded because in times of economic stress securities market valuations may also become particulariy volatile;

- amortization of intangible expense, which is excluded because return on tangible common equity is a key metric used byManagement to gauge performance trends; and
- certain items identified byManagement(see Significant items slide) whichManagement believes may distort the comoany's underying performance trends.


## Basis of Presentation

Significant Items
Fromtime to time, revenue, expenses, or taxes are impacted by items judged by Management to be outside of ordinary banking activities andyor by items that, while they may be associated with ordinary banking activities, are so unusualiy large that their outsized impact is believed by Management at that time to be infrequentor short-term in nature. We refer to such items as "Significant items". Most often, these Significant items resuiffrom factors originating outside the company- e.g., regulatory actions/assessments, windfaligains, changes in accounting principes, onetime tax assessments/refunds, etc. in other cases they may resuit from Management decisions associated with significant corporate actions out of the ordinary course of business - e.g., mergerfrestructuring charges, recapitalization actions, goodwiil impairment, etc.

Even though certain revenue and expense items are naturaly subject to more volatiiity than others due to changes in market andeconomic environmentconditions, as a general rule volatiiity alone does not define a Significantitem. For example, changes in the provision for credit losses, gains/osses frominvestment activities, asset valuation writedowns, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant item.

Management believes the disciosure of "Significant titems" in current and prior period results aids analysts/investors in better understanding corporate performance andtrends so that they can ascertain which of such items, if any, they may wish to includefexclude 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., earmings press releases, investor presentations, and Forms $10-\mathrm{Q}$ and 10 K ).
"Significantitems" for any particular periodare not intended to be a complete list of items that may materiaily impact currentor future periodperformance. A number of factors could significantly impact these periods, including those described in Huntington's 2009 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.

## Basis of Presentation

Fully-taxable equivalent interest income and net interest margin
income from tax-exempt earning assets is increased by an amount quivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts allearming assets, most notabiy tax-exemot municipal securities and certain lease assets, on a common basis that faciintates comparison of resuits to results of competitors.
Rounding
Please note that columns of data in the following slides may not add due to rounding.
Earnings per share equivalent data
Significant income or expense items may be expressedon a per common share basis. This is done for analyticaland decision-making purpases to better discern underiying trend's in totaicorporate earnings per share performance exchuing the impact of suchitems. investors may also find this information helpfuin their evaluation of the company's financialperformance against published earnings per share consensus a mounts, which typically exciude the impact of significantitems. Earnings per share equivalents are usuaily calculated by appiying a $35 \%$ 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 iteminvoives specialtaxtreatment, the atter-tax amount is separately disclosed, with this then being the amount used to calculate the earnings per share equivalent. NM or nm
Percentchanges of $100 \%$ or more are typically shown as "nm" or "not meaningfu" uniess required. Such large percent changes typicalif reflect the impact of unusualor particulary volatile items within the measuredperiods. Since the primary purpose of showing a percent change is to discern underiying performance trends, suchiarge percent changes are typically "not meaningful" for such trend analysis purposes.

## Forward Looking Statements

This presentation contains certain forward-looking statements, incuding certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties.

Actual results couid differ materially from those contained or implied by such statements for a variety of factors including: (1) credit qualify performance could worsen due to a number of factors such as the underying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success and timing of other business strategies; (6) extended disruption of vita' infrastructure; and (7) the nature, extent, and timing of governmental actions and reforms, incuding the Dodd-Frank Wail Street Reform and Consumer Protection Act and future reguiations which will be adopted by the relevant reguiatory agencies to impiement the Act's provisions.

Additional factors that could cause results to differ materiaily from those described above can be found in Huntington's 2009 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission.

All forward-looking statements inchoded in this presentation are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.


[^0]:    1) $6 / 30 / 10$

    OCl -accumulated other comprehersive income; pre-tax OTTI - other-than-temporany imp airment

[^1]:    N NAL / total bans and eases
    2) $\mathrm{NPA} /$ (total bans and eases + inpared bans held for sale + net other real estate + other NFAs)
    ${ }^{2}$ (NPA + ARL) / (total bans and leases + inpared loans held for sale + net other real estate + other NPAs)

[^2]:    7 NAL/total bans and leases
    2) NPA/ (total bans and eases + inpared bans held for sale + net other real estate + other NFAs)
    2) (NPA + ARL) / (total bans and leases + inpared loars held for sale + net other real estate + other NPAs)

