## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION <br> 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): February 25, 2011

# HUNTINGTON BANCSHARES <br> INCORPORATED 

(Exact name of registrant as specified in its charter)

| Maryland | 1-34073 | 31-0724920 |
| :---: | :---: | :---: |
| (State or other Jurisdiction of Incorporation) | (Commission File Number) | (IRS Employer Identification No.) |
| Huntington Center 41 South High Street Columbus, Ohio |  | 43287 |
| (Address of Principal Executive |  | (Zip Code) |

Registrant's telephone number, including area code: (614) 480-8300
Not Applicable
(Former name or former address if changed since last report.)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## 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 March 31, 2011, 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

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

By: $/$ s/ Donald R. Kimble
Donald R. Kimble,
Sr. Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

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


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Total consumer loans and leases ..... 90
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## Huntington - A Break Away Opportunity

We are...

- Investing in revenue-generating businesses
- Going beyond the expected overdraft revenue decline to offer transparency and fair value to our customers
- Gaining share-of-wallet
- Taking market share


## Driving Customer and Revenue Growth

1. Deeper service and product penetration of existing customers

- Rigorous and disciplined sales management and sales process
- Robust sales/ cross-referral technology - MAX
- Broad array of services and products


## Driving Customer and Revenue Growth

2. Grow customer base and take market share

- "Fair Play" - a compelling banking philosophy


## Our "Fair Play" Banking Philosophy

- Deliver a Category of One customer experience that drives higher relative customer satisfaction and acquisition and retention

1. Simple / compelling products priced fairly and transparently... our version of Southwest Airline's successful "The Bags Fly Free" ${ }^{\circledR}$ market positioning
2. Best customer service
3. Relationship driven

## "Fair Play" Banking Roll Out 24-Hour Grace ${ }^{\text {TM }}$

Berantingtion<br>wecome

- Trademark Registration and Patent

Now, It you owerdow your acceent, just make a deposit during
 24-Hour Graci conly from. Hurtintton. Talk to a bunker todyr.

[^0]More time,
not more fees, with 24 -Hour Grace:

Pending - A Huntington exclusive

- Customers just need to make a deposit during the next business day to make it right
- Automatically provided for free on all consumer accounts
- Research showed broad and strong appeal to all customer segments


## "Fair Play" Philosophy Early Stage Observations

- \$10.1 MM Linked quarter decline in service charges on deposit accounts. Included the impact from:
- 3Q10 implementation of changes to Regulation E
- 3Q10 introduction of our "Fair Play" banking philosophy
- Continued change in customer behavior
- $6.6 \%, 2010$ household growth...1\% higher than estimated
- Opt-in rates have continued to improve and are higher than initial estimates


## Driving Customer and Revenue Growth

2. Grow customer base and take market share

- "Fair Play" - a compelling banking philosophy
- Increase convenience and multiply the effective size of our existing footprint


## Increase Convenience - Cleveland

67 hrs/week More than Other Banks More Hours = More Revenue<br>Leverages Existing Distribution<br>- 53 Cleveland branches<br>- M-F, 8a-7p; Sat, 8a-4p; Sun, 12-4p

Creates Revenue Lift

- Checking sales $28 \%$ higher
- Balance growth

- Higher service charge income
- Majority of new accounts from largest competitors


## Increase Convenience - Ohio

Giant Eagle / Huntington Partnership \#1 in Ohio Branches


|  | \% of Branches |  |  |
| :--- | ---: | ---: | ---: |
| MSA | $6 / 10$ | Pro Forma (1) |  |
| Akron | $7.8 \%$ | $\mathbf{1 4 . 1 \%}$ | \#2 |
| Canton | $18.0 \%$ | $\mathbf{2 3 . 1 \%}$ | \#1 |
| Cleveland | $8.8 \%$ | $\mathbf{1 5 . 0 \%}$ | \#1 |
| Columbus | $12.2 \%$ | $\mathbf{1 5 . 6 \%}$ | \#1 |
| Youngstown | $18.1 \%$ | $\mathbf{2 2 . 9 \%}$ | \#1 |

## - I I 1 Huntington $\square$ GIANTE

372 Branches +101 In Store $=473$ Branches Over Time

## Driving Customer and Revenue Growth

2. Grow customer base and take market share

- "Fair Play" - a compelling banking philosophy
- Increase convenience and multiply the effective size of our existing footprint
- Selective out-of-footprint expansion
- Auto Finance and Dealer Service
- Central and Eastern Pennsylvania
- New England states - MA, ME, VT, NH, RI


## Building Revenue Streams Auto Pennsylvania Expansion



## Auto Lending - Deep Relationships Drive Value

- Deep relationships with high quality Dealers
- Consistently in the market for over 50 years
- Floorplan and dealership real estate lending, core deposit relationship, full Treasury Management and private banking etc
- That deep relationship adds value ...buy rates are " 20 to 50 basis points higher compared with other banks competing in the prime space"
- Relationships creates the flow of auto loans
- Super-prime customers, average FICO 760-770
- Low LTVs, averaging <90\%
- Custom Score, utilized to further segment FICO eligible applications and continues to enhance predictive modeling
- Operational efficiency and scale leverages expertise
- Highly scalable decisions engine evaluates $>75 \%$ of applications
- Over 1,000 point pricing matrix based on FICO and custom score
- Underwriters directly compensated on credit performance by vintage
- Indirect auto segment has less than 140 full time equivalent employees

Market Leader ${ }^{(1)}$


## Driving Customer and Revenue Growth

3. Build a powerful brand

- The Bank committed to the Midwest
- Full commitment
- Making investments
- Sourcing locally
- Big enough to make an impact on our communities


## Driving Customer and Revenue Growth

4. Invest in revenue-generating businesses like...

- Treasury management services
- Foreign exchange and derivatives
- Commercial large corporate


## Building Revenue Streams -



(1) Historical data restated due to change in internal reporting

## Building Revenue Streams Commercial Banking Large Corporate



## Rapid Improvement in Credit Quality



Rapid Improvement in Credit Quality Nonaccrual Loans Ratio


Source: SNL; company reports
㸷Huntington

```
Rapid Improvement in Credit Quality -
Loan Loss Reserves / Nonaccrual Loans
```

12/31/10










Source: SNL; company reports

Change from 12/31/09


潎Huntington

## Capital (1)

|  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total risk-weighted assets (\$B) | \$43.5 | \$42.7 | \$42.5 | \$42.5 | \$43.2 |
| Tier 1 leverage | 9.41\% | 10.54\% | 10.45\% | 10.05\% | 10.09\% |
| Tier 1 risk-based capital | 11.55 | 12.82 | 12.51 | 12.00 | 12.15 |
| Total risk-based capital | 14.46 | 15.08 | 14.79 | 14.31 | 14.55 |
| Tang. common equity/ tang. assets | 7.56 | 6.20 | 6.12 | 5.96 | 5.92 |
| Tang. equity/tang. assets | 8.24 | 9.43 | 9.43 | 9.26 | 9.24 |
| Tier 1 common risk-based capital | 9.29 | 7.39 | 7.06 | 6.55 | 6.76 |
| Double leverage ${ }^{(2)}$ | 87 | 78 | 76 | 75 | 68 |
| (1) Period end <br> (2) (Parent company investments in subsidiaries + goodwill) / equity |  |  |  |  |  |
|  |  |  |  | lunkingt | 24 |

## Capital Analysis - 12/31/10



Source: SNL, Company reports.

## ROA Opportunity

Sensitivity Analysis on \$260MM - 4Q10
(\$ MM)

| PTPP | $\begin{array}{r} \mathbf{2 6 0} \\ \\ \\ \hline \end{array}$ |  | Net Charge-off Assumption ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less: Intangible amortization |  |  | 0.35\% |  | 0.40\% |  | 0.45\% |  | 0.50\% |  | 0.55\% |  |
|  | \$ | 245 | \$ | 245 | \$ | 245 | \$ | 245 | \$ | 245 | \$ | 245 |
| Less: Net charge-offs |  |  |  | 33 |  | 38 |  | 43 |  | 47 |  | 52 |
| Pre-tax income |  |  |  | 212 |  | 207 |  | 203 |  | 198 |  | 193 |
| Less: Taxes |  | 30\% |  | 64 |  | 62 |  | 61 |  | 59 |  | 58 |
| Net income |  |  | \$ | 148 | \$ | 145 | \$ | 142 | \$ | 138 | \$ | 135 |
| ROA |  |  |  | 1.10\% |  | 1.07\% |  | 1.05\% |  | 1.02\% |  | .00\% |

Average loans/leases
Average total assets
\$ 37,801
54,146
${ }^{(1)}$ Annualized
10 year average (1997-2006) 0.55\%
3 year average (2004-2006) 0.33\%

## 2011 Expectations (1)

- Economy remains relatively stable with the potential for improvement
- Continued growth in earnings, initially driven by improvement in credit and reductions in provisions for credit losses
- Pre-tax, pre-provision income in line with reported 2H10 performance
- Net interest margin... flat to up slightly, reflecting the impact of continued deposit repricing and deposit growth to be more in line with loan growth
- Modest loan growth... strong automobile loan growth, growth in C\&I, and modest growth in home equity and residential mortgages partially offset by CRE decline.
- Demand deposit and savings account balance growth continuing
- Fee income mixed... reductions due to lower interchange fees and declines in mortgage banking. Other fee categories driven by increased cross-sell and the impact of strategic initiatives
- Noninterest expense ... in line with 4Q10 performance, with small increases due to continued investments to grow the core business


## Important Messages

- Strong balance sheet
- Capital
- Generating capital internally
- Capacity to consider capital management activities
- Substantially improved credit quality performance... the timeframe of returning to "normal" is shortening
- Strategic initiatives continue to gain traction though revenue growth will continue to lag investments
- Earnings growth driven by continued improvement in credit quality

Making Progress on Break Away Strategy


## 2010 Fourth Quarter, Seeing Results

- \$122.9 MM reported net income \$0.05 EPS
- Including \$0.07 impact for the TARP related deemed dividend
- \$260.1 MM pre-tax, pre-provision income ${ }^{(1)}$, down \$5.2 MM, or 1.9\%
- \$3.5 MM, or $0.5 \%$, increase in fully-taxable equivalent revenue
- $\$ 6.4 \mathrm{MM}$, or $1.6 \%$, increase in fully-taxable equivalent net interest income
- $6 \%$ annualized growth in loans
- $10 \%$ annualized growth in core deposits
- $3.37 \%$ net interest margin, down from $3.45 \%$
- \$2.9 MM, or $1 \%$, decrease in noninterest income
- \$7.3 MM, or 1.7\%, increase in noninterest expense
- Continued significant improvement in credit quality trends
- $21 \%$ decline in total NALs
- 7\% decrease in NCOs
- \$87.0 MM provision for credit losses, down \$32.2 MM


## 2010 Fourth Quarter, Seeing Results

 (continued)
## - Strong reserves

- $3.39 \%$ period-end allowance for credit losses to total loans and leases, down from 3.67\%.
- $166 \%$ ACL coverage of NALs, up from $140 \%$
- Solid capital
- Repurchased \$1.4 B of TARP related preferred capital
- $7.56 \%$ tangible common equity ratio, up 136 bps
- 9.29\% Tier 1 common risk-based capital ratio, up 190 bps
- $11.55 \%$ and $14.46 \%$ Tier 1 and Total risk-based capital ratios, respectively... $\$ 2.4 \mathrm{~B}$ and $\$ 1.9 \mathrm{~B}$ above the "well-capitalized" thresholds
- Subsequently repurchased TARP related warrant (23.6 MM shares) for $\$ 49.1$ MM on 1/19/11


## 2010 Fourth Quarter, Significant Capital Impacts

- $12 / 14-\$ 920.0 \mathrm{MM}$ of common stock, 146.0 MM shares @ \$6.30/share
- 12/17 - \$300.0 MM of 10-year, 7.0\% fixed-rate subordinated debt
- 12/22 - Completed repurchase of \$1.4 B of TARP capital Selected Impacts
- Tangible common equity ratio $7.56 \%$, +136 bp
- Common equity issuance (\$883.9 MM net proceeds) +168
- Net income less dividends +16
- \$169.1 MM reduction in OCI primarily reflecting the impact of changing interest rates
- \$56.3 MM deemed dividend impacted
- Asset growth and other
- Regulatory capital
- \$538.3 MM deferred tax asset with \$161.3 disallowed


## Quarterly Performance Highlights

## EPS

Pre-tax pre-provision income (\$MM) (t)
Net interest margin
Efficiency ratio (2)
Loan \& lease growth (3)
Core deposit growth ${ }^{(4)}$
Net charge-off ratio
Net charge-off ratio: non-Franklin (5)
Period End Ratios
NPA ratio
ALLL/loans \& leases
ACL/loans \& leases
Tier 1 risk-based capital ratio
Total risk-based capital ratio
Tangible common equity/tangible assets

| 4 Q 10 | $3 Q 10$ | 2 Q 10 | 1 Q 10 | 4 Q 09 |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 0.05$ | $\$ 0.10$ | $\$ 0.03$ | $\$ 0.01$ | $\$(0.56)$ |
| $\$ 260.1$ | $\$ 265.2$ | $\$ 270.5$ | $\$ 251.8$ | $\$ 242.1$ |
|  |  |  |  |  |
| $3.37 \%$ | $3.45 \%$ | $3.46 \%$ | $3.47 \%$ | $3.19 \%$ |
| $61.4 \%$ | $60.6 \%$ | $59.4 \%$ | $60.1 \%$ | $49.0 \%$ |
|  |  |  |  |  |
| $6 \%$ | $1 \%$ | $1 \%$ | $(1) \%$ | $(8) \%$ |
| $10 \%$ | $1 \%$ | $6 \%$ | $5 \%$ | $16 \%$ |
|  |  |  |  |  |
| $1.82 \%$ | $1.98 \%$ | $3.01 \%$ | $2.58 \%$ | $4.80 \%$ |
| $1.87 \%$ | $1.98 \%$ | $2.17 \%$ | $2.48 \%$ | $4.84 \%$ |
|  |  |  |  |  |
|  |  |  |  |  |
| $2.21 \%$ | $2.94 \%$ | $4.24 \%$ | $5.17 \%$ | $5.57 \%$ |
| $3.28 \%$ | $3.56 \%$ | $3.79 \%$ | $4.00 \%$ | $4.03 \%$ |
| $3.39 \%$ | $3.67 \%$ | $3.90 \%$ | $4.14 \%$ | $4.16 \%$ |
|  |  |  |  |  |
| $11.55 \%$ | $12.82 \%$ | $12.51 \%$ | $12.00 \%$ | $12.15 \%$ |
| $14.46 \%$ | $15.08 \%$ | $14.79 \%$ | $14.31 \%$ | $14.55 \%$ |
| $7.56 \%$ | $6.20 \%$ | $6.12 \%$ | $5.96 \%$ | $5.92 \%$ |

(1) See PTPP Income slide for reconciliation
(2) Noninterest expense less amortization of intangibles divided by the sum of FTE net interest income and noninterest income excluding securities (losses) gains
(3) Linked-quarter annualized average balance growth rate; impacted by loan sales
(4) Linked-quarter annualized average balance growth rates
(5) See non-Franklin credit metrics reconciliation

## 4Q10 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net income | \$122.9 MM |  |
| Net income applicable to common shares | \$39.1 MM | \$0.05 ${ }^{(1)}$ |
| Significant Items | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(2)}$ | EPS |
| - Deemed dividend | NA | \$(0.07) |
| (1) EPS reflected on a fully diluted basis <br> (2) Impact on pre-tax GAAP earnings NA Not applicable |  |  |

## Quarterly Earnings

| (\$MM) | 4Q10 | 3Q10 |  | 4Q09 |  | Change vs. |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3Q10 | 4Q09 |  |  |
|  |  |  |  | Amt. | Pct. |  | Amt. |  | Pct. |
| Net interest income | \$ 415.3 | \$ | 410.0 |  |  | \$ | 374.1 |  | 5.3 | 1 | \% | \$ | 41.2 | 11 \% |
| Provision | 87.0 |  | 119.2 |  |  |  | 894.0 |  | 32.2 | (27) |  |  | 807.0 | 90 |
| Noninterest income | 264.2 |  | 267.1 |  | 244.5 |  | (2.9) | (1) |  |  | 19.7 | 8 |
| Noninterest expense | 434.6 |  | 427.3 |  | 322.6 |  | (7.3) | 2 |  |  | (112.0) | (35) \% |
| Pre-tax income/(loss) | 157.9 |  | 130.6 |  | (598.0) |  | 27.3 | 21 |  |  | 755.9 | NR |
| Net Income/(loss) | \$ 122.9 | \$ | 100.9 | \$ | (369.7) | \$ | 22.0 | 22 |  | \$ | 492.6 | NR |
| EPS | \$ 0.05 | \$ | 0.10 | \$ | (0.56) |  | (0.05) | (50) | \% | \$ | 0.61 | NR |

NR - Not relevant, as denominator of calculation is aloss in prior period compared with income in current period

## Significant Items Impacting Financial Performance Comparisons - Reconciliation

2010 - 2009 Quarterly

| (in millions, except per share amounts) | $4 \mathrm{Q10}$ |  | 3Q10 |  |  | 2Q10 |  |  | 1 Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | After-tax | Ef's | After-tax |  | EPS | After-tax |  | EPS | After-tax | EPS |
| Net income - reported earnings | \$ 1722.900 |  | \$ | 100.946 |  | \$ | 48.764 |  | \$ 39.737 |  |
| Net income applicable to common shares | \$ 39.146 | \$ 0.08 | \$ | 71.451 | \$ 0.10 | \$ | 19.338 | \$ 0.03 | \$ 10.380 | \$ 0.01 |
| Significant items - favorable (unfavorable) impact: Deemed dividend (2) | Earnings (1) | EPs | Earnings (1) |  | EPS | Earnings (1) |  | EPS | Earnings (1) | EPS |
|  | \$ | \$(0.07) | \$ | - | \$ | \$ | - |  | \$ | \$ |
| Frankin-related | - | - |  | - | - |  | (75.5) | (0.07) | - | - |
| Net tax beneft recognized (2) | - | - |  | - | - |  | - | - | 38.2 | 0.05 |
| (in millions, except per share amounts) | 4009 |  | 3009 |  |  | 2009 |  |  | 1009 |  |
|  | After-tax | EPS | After-tax |  | EPS | After-tax |  | EPS | After-tax | EPS |
| Net income - reported earnings | \$ (369.687) | $\$(0.56)$ |  | \$ (166.190) |  | \$ (125.095) |  | $\$(0.40)$ | \$ (2,433.207) |  |
| Net income applicable to common shares | \$ (398.976) |  | \$ | (195.413) | \$(0.33) | \$ | (182.546) |  | \$ (2,492.000) | \$ (6.79) |
| Significant items - favorable (unfavorable) impact: | Earnings (1) | EPS | Earnings (1) |  | EPS | Earnings (1) |  | EPS | Earnings (1) | EPS |
| Goodw ili impairment | \$ | \$ | \$ | - | \$ | \$ | (4.231) | \$(0.01) | \$(2,602.713) | \$ (7.09) |
| Deemed dividend (2) | - | - |  | - | - |  | - | (0.06) | $159.895$ | (0.08) |
| Frankilin relationship restructuring (2) | - | - |  | - | - |  | - | . |  | 0.44 |
| Gain related to Visa stock | * | * |  | - | - |  | 31.362 | 0.04 | - | - |
| Deferred tax valuation allow ance benefit (2) | 11.341 | 0.02 |  | - | - |  | - | - | - | - |
| Gain on early extinguishment of debt | 73.615 | 0.07 |  | - | - |  | 73.038 | 0.10 | - | - |
| FDIC special assessment | - | - |  | - | - |  | (23.555) | (0.03) | - | - |
| (1) Pre-tax unless otherwise noted <br> (2) After-tax |  |  |  |  |  |  |  |  |  |  |



## Revenue and PTPP Growth ${ }^{(1)}$



## Pre-Tax, Pre-Provision Income ${ }^{(1)}$

| (in millions) | 2010 |  |  |  |  |  |  |  | 2009 |  |  |  |  |  | 2008 <br> Fourth <br> Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  | Fourth <br> Quarter |  | Third Quarter | Second Quarter | First Quarter |  |  |
| Income (Loss) Before Income Taxes | S | 157.9 | \$ | 130.6 | \$ | 62.1 | \$ | 1.6 |  | (598.0) | \$ (257.4) | \$ (137.8) |  | 5.0) | \$ (669.2) |
| Add: Provision for credit losses |  | 87.0 |  | 119.2 |  | 193.4 |  | 235.0 |  | 894.0 | 475.1 | 413.7 |  | 291.8 | 722.6 |
| Less: Securities (losses) gains |  | (0.1) |  | (0.3) |  | 0.2 |  | (0.0) |  | (2.6) | (2.4) | (7.3) |  | 2.1 | (127.1) |
| Add: Amortization of intangibles |  | 15.0 |  | 15.1 |  | 15.1 |  | 15.1 |  | 17.1 | 17.0 | 17.1 |  | 17.1 | 19.2 |
| Less: Significant items () |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain on early extinguishment of debt (2) |  | - |  | * |  | * |  | * |  | 73.6 | - | 67.4 |  | - | - |
| Goodw il impairment |  | - |  | - |  | * |  | - |  | - | - | (4.2) |  | 2.7) | - |
| Gain related to Visa ${ }^{\text {a }}$ stock |  | - |  | * |  | * |  | * |  | - | - | 31.4 |  | . | - |
| FDIC special assessment |  | - |  | - |  | - |  | - |  | - | - | (23.6) |  | - | - |
| Pre-Tax, Pre-Provision Income (1) | \$ | 260.1 | \$ | 265.2 | \$ | 270.5 | \$ | 251.8 | \$ | 242.1 | \$ 237.1 | \$ 229.3 | \$ | 224.6 | \$ 195.1 |
| Linked-quarter change - amount | \$ | (5.2) | \$ | (5.2) | \$ | 18.6 | \$ | 9.8 | \$ | 4.9 | \$ 7.8 | \$ 4.7 | \$ | 29.5 | \$ (94.3) |
| Linked-quarter change - percent |  | -1.9\% |  | -1.9\% |  | 7.4\% |  | 4.0\% |  | 2.1\% | 3.4\% | 2.1\% |  | 5.1\% | -32.6\% |
| (1) See Basis of Presentation for definition |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) Only includes transactions deemed sign |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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

(1) Fully-taxable equivalent basis

## Net Interest Margin - Yields \& Rates



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 beyond any rate change already implied in the current yield curve.

## Noninterest Income Trends

Linked Quarter

| (in millions) | 2010 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter | Third Quarter |  |  |
|  |  |  | Amount | \% |
| Noninterest Income |  |  |  |  |
| Service charges on deposit accounts | \$ 55.8 | \$ 65.9 | \$ (10.1) | (15) \% |
| Mortgage banking income | 53.2 | 52.0 | 1.1 | 2 |
| Trust services | 29.4 | 27.0 | 2.4 | 9 |
| Eectronic banking income | 28.9 | 28.1 | 0.8 | 3 |
| Insurance income | 19.7 | 19.8 | (0.1) | (1) |
| Brokerage income | 17.0 | 16.6 | 0.4 | 2 |
| Bank ow ned life insurance income | 16.1 | 14.1 | 2.0 | 14 |
| Automobile operating lease income | 10.5 | 11.4 | (0.9) | (8) |
| Securities (losses) gains | (0.1) | (0.3) | 0.2 | (65) |
| Other income | 33.8 | 32.6 | 1.3 | 4 |
| Total noninterest income | \$ 264.2 | \$ 267.1 | \$ (2.9) | (1) \% |

## Noninterest Income Trends

| (in millions) | Fourth Quarter |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |
| Service charges on deposit accounts | \$ 55.8 | \$ 76.8 | \$ | (20.9) | (27) \% |
| Mortgage banking income | 53.2 | 24.6 |  | 28.6 | 116 |
| Trust services | 29.4 | 27.3 |  | 2.1 | 8 |
| Eectronic banking income | 28.9 | 25.2 |  | 3.7 | 15 |
| Insurance income | 19.7 | 16.1 |  | 3.6 | 22 |
| Brokerage income | 17.0 | 16.0 |  | 0.9 | 6 |
| Bank ow ned life insurance income | 16.1 | 14.1 |  | 2.1 | 15 |
| Automobile operating lease income | 10.5 | 12.7 |  | (2.2) | (17) |
| Securities (losses) gains | (0.1) | (2.6) |  | 2.5 | (96) |
| Other income | 33.8 | 34.4 |  | (0.6) | (2) |
| Total noninterest income | \$ 264.2 | \$ 244.5 | \$ | 19.7 | 8 \% |

## Interchange Update

- Estimate in September
- Signature rate goes to pin rate

| Annual revenue at risk | $\sim \$ 90 \mathrm{MM}$ |
| :--- | :---: |
| Estimated annual reduction | $\frac{\sim \$ 54 \mathrm{MM}}{60 \%}$ |

- Estimate based on Federal Reserve $12 / 16 / 10$ proposal
- $\$ 0.07$ would be an $\sim 85 \%$ reduction
- $\$ 0.12$ would be a $\sim 75 \%$ reduction


## Mortgage Banking Income

| (\$MM) | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Origination \& secondary marketing | \$48.2 | \$35.8 | \$19.8 | \$13.6 | \$16.5 |
| Servicing fees | 11.5 | 12.1 | 12.2 | 12.4 | 12.3 |
| Amortization of capitalized servicing | (14.0) | (13.0) | (10.1) | (10.1) | (10.8) |
| Other mortgage banking income | 4.8 | 5.0 | 3.7 | 3.2 | 4.5 |
| Sub-total | 50.5 | 39.9 | 25.5 | 19.1 | 22.4 |
| MSR recovery (impairment) | 31.3 | (12.0) | (26.2) | (5.8) | 15.5 |
| Net trading gains (losses) | (28.7) | 24.2 | 46.2 | 11.7 | (13.3) |
| Total | \$53.2 | \$52.0 | \$45.5 | \$25.0 | \$24.6 |
| Investor servicing portfolio ${ }^{(1)}$ (\$B) | \$15.9 | \$15.7 | \$16.0 | \$16.0 | \$16.0 |
| Weighted average coupon | 5.35\% | 5.48\% | 5.55\% | 5.61\% | 5.68\% |
| Originations (\$B) | \$1.8 | \$1.6 | \$1.2 | \$0.9 | \$1.1 |
| Mortgage servicing rights ${ }^{(1)}$ | \$196.2 | \$161.6 | \$179.1 | \$207.6 | \$214.6 |
| MSR \% of investor servicing portfolio (1) <br> (1) End-of-period | 1.23\% | 1.03\% | 1.12\% | 1.30\% | 1.34\% |
|  |  |  | 䵎Huntington |  | 46 |

## Noninterest Expense Trends

Linked Quarter

| (in millions) | 2010 |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth <br> Quarter | Third Quarter |  |  |  |  |
|  |  |  | Amount |  | \% |  |
| Noninterest Expense |  |  |  |  |  |  |
| Personnel costs | \$ 212.2 | \$ 208.3 | \$ | 3.9 | 2 | \% |
| Outside data processing and other services | 40.9 | 38.6 |  | 2.4 | 6 |  |
| Net occupancy | 26.7 | 26.7 |  | (0.0) | (0) |  |
| Deposit and other insurance expense | 23.3 | 23.4 |  | (0.1) | (0) |  |
| Professional services | 21.0 | 20.7 |  | 0.3 | 2 |  |
| Equipment | 22.1 | 21.7 |  | 0.4 | 2 |  |
| Marketing | 16.2 | 20.9 |  | (4.8) | (23) |  |
| Amortization of intangibles | 15.0 | 15.1 |  | (0.1) | (1) |  |
| OREO and foreclosure expense | 10.5 | 12.0 |  | (1.5) | (13) |  |
| Automobile operating lease expense | 8.1 | 9.2 |  | (1.0) | (11) |  |
| Other expense | 38.5 | 30.8 |  | 7.8 | 25 |  |
| Total noninterest expense | \$434.6 | \$ 427.3 | \$ | 7.3 | 2 | \% |

(in thousands)

| Number of employees (full-time equivalent) | 11.3 | 11.3 | 0.1 | $1 \%$ |
| :--- | :--- | :--- | :--- | :--- |

## Noninterest Expense Trends

Prior-Year Quarter

| (in millions) | Fourth Quarter |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 |  | Amount |  | \% |  |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ 212.2 | \$ | 180.7 | \$ | 31.5 | 17 | \% |
| Outside data processing and other services | 40.9 |  | 36.8 |  | 4.1 | 11 |  |
| Net occupancy | 26.7 |  | 26.3 |  | 0.4 | 2 |  |
| Deposit and other insurance expense | 23.3 |  | 24.4 |  | (1.1) | (5) |  |
| Professional services | 21.0 |  | 25.1 |  | (4.1) | (16) |  |
| Equipment | 22.1 |  | 20.5 |  | 1.6 | 8 |  |
| Marketing | 16.2 |  | 9.1 |  | 7.1 | 78 |  |
| Amortization of intangibles | 15.0 |  | 17.1 |  | (2.0) | (12) |  |
| OREO and foreclosure expense | 10.5 |  | 18.5 |  | (8.0) | (43) |  |
| Automobile operating lease expense | 8.1 |  | 10.4 |  | (2.3) | (22) |  |
| Gain on early extinguishment of debt | - |  | (73.6) |  | 73.6 | (100) |  |
| Other expense | 38.5 |  | 27.3 |  | 11.2 | 41 |  |
| Total noninterest expense | \$ 434.6 | \$ | 322.6 | \$ | 112.0 | 35 | \% |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) | 11.3 |  | 10.3 |  | 1.1 | 10 | \% |



## Balance Sheet - Assets

| (in millions) | 2010 |  | 2009 | Dec. '10 vs. '09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, | Sep. 30, | Dec. 30, | Amount |  | Percent |
| Assets |  |  |  |  |  |  |
| Cash and due frombanks | \$ 848 | \$ 1,139 | \$ 1,521 | \$ | (673) | -44.3\% |
| Interest bearing deposits in banks | 135 | 274 | 319 |  | (184) | -57.7\% |
| Trading account securities | 185 | 139 | 84 |  | 102 | 121.6\% |
| Loans held for sale | 793 | 744 | 462 |  | 332 | 71.8\% |
| Investment securities | 9,895 | 9,724 | 8,588 |  | 1,307 | 15.2\% |
| Loans and leases: |  |  |  |  |  |  |
| Commercial and industrial loans and leases | 13,063 | 12,425 | 12,888 |  | 175 | 1.4\% |
| Cormercial real estate loans | 6,651 | 6,912 | 7,689 |  | $(1,038)$ | -13.5\% |
| Total Commercial | 19,714 | 19,337 | 20,577 |  | (863) | -4.2\% |
| Automobile loans and leases | 5,614 | 5,385 | 3,390 |  | 2,224 | 65.6\% |
| Home equity loans | 7,713 | 7.690 | 7,563 |  | 150 | 2.0\% |
| Residential mortgage loans | 4,500 | 4,511 | 4,510 |  | (10) | -0.2\% |
| Other consumer loans | 566 | 578 | 751 |  | (185) | -24.6\% |
| Total Consumer | 18,393 | 18,164 | 16,214 |  | 2,179 | 13.4\% |
| Loans and leases | 38,107 | 37,501 | 36,791 |  | 1,316 | 3.6\% |
| Allow ance for loan and lease losses | $(1,249)$ | $(1,336)$ | $(1,482)$ |  | 233 | -15.7\% |
| Net loans and leases | 36,857 | 36,164 | 35,309 |  | 1,549 | 4.4\% |
| Bank ow ned life insurance | 1,458 | 1,450 | 1,412 |  | 46 | 3.2\% |
| Premises and equipment | 492 | 489 | 496 |  | (4) | -0.9\% |
| Goodw ill | 444 | 444 | 444 |  | 0 | 0.1\% |
| Other intangible assets | 229 | 244 | 289 |  | (60) | -20.9\% |
| Accrued income and other assets | 2,483 | 2,435 | 2,631 |  | (148) | -5.6\% |
| Total assets | \$ 53,820 | \$53,247 | \$51,555 | \$ | 2,265 | 4.4\% |

## Balance Sheet - Liabilities \& Shareholders' Equity

|  | 2010 |  | 2009 | Dec. '10 vs. '09 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | Dec. 31, | Sep. 30, | Dec. 30, |  | mount | Percent |
| Liabilities |  |  |  |  |  |  |
| Demand deposits - non-interest bearing | \$ 7,217 | \$ 6,926 | \$ 6,907 | \$ | 310 | 4.5\% |
| Demand deposits - interest bearing | 5,469 | 5,347 | 5,890 |  | (421) | -7.1\% |
| Money market deposits | 13,410 | 12,679 | 9,485 |  | 3,925 | 41.4\% |
| Savings and other domestic deposits | 4,643 | 4,613 | 4,652 |  | (9) | -0.2\% |
| Core certificates of deposit | 8,525 | 8,765 | 10,453 |  | $(1,928)$ | -18.4\% |
| Total core deposits | 39,264 | 38,330 | 37,387 |  | 1,877 | 5.0\% |
| Other domestic deposits of \$250,000 or more | 675 | 730 | 652 |  | 23 | 3.5\% |
| Brokered deposits and negotiable CDs | 1,532 | 1,576 | 2,098 |  | (566) | -27.0\% |
| Deposits in foreign offices | 383 | 436 | 357 |  | 26 | 7.3\% |
| Total deposits | 41,854 | 41,072 | 40,494 |  | 1,360 | 3.4\% |
| Short-term borrow ings | 2,041 | 1,859 | 876 |  | 1,164 | 132.9\% |
| Federal Home Loan Bank advances | 173 | 24 | 169 |  | 4 | 2.1\% |
| Other long-term debt | 2,144 | 2,393 | 2,369 |  | (225) | -9.5\% |
| Subordinated notes | 1,497 | 1,203 | 1,264 |  | 233 | 18.4\% |
| Accrued expenses and other labilities | 1,131 | 1,129 | 1,046 |  | 85 | 8.1\% |
| Total liabilities | 48,839 | 47,679 | 46,219 |  | 2,620 | 5.7\% |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock | 363 | 1,700 | 1,688 |  | $(1,325)$ | -78.5\% |
| Common stock | 9 | 7 | 7 |  | 1 | 20.6\% |
| Capital surplus | 7,630 | 6,744 | 6,732 |  | 898 | 13.3\% |
| Less treasury shares, at cost | (9) | (9) | (11) |  | 3 | -23.5\% |
| Accumulated other comprehensive loss | (197) | (28) | (157) |  | (41) | 25.8\% |
| Retained earnings | $(2,814)$ | $(2,846)$ | $(2,922)$ |  | 108 | -3.7\% |
| Total shareholders' equity | 4,981 | 5,567 | 5,336 |  | (355) | -6.7\% |
| Total liabilities and shareholders' equity | \$ 53,820 | \$53,247 | \$51,555 | \$ | 2,265 | 4.4\% |

## Earning Assets and Funding Composition (1)



[^1]

## Investment Securities



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

Linked Quarter - Average

| (in millions) | 2010 |  |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |  |
|  |  |  | Amount | \% |  |
| U.S. Treasury \& agency debt | \$ | 2,649 |  |  | \$ | 2,446 | \$ | 203 | 8.3 | \% |
| Agency CMOs |  | 3,773 |  | 3,506 |  | 267 | 7.6 |  |
| Agency MBS |  | 968 |  | 1,085 |  | (117) | (10.8) |  |
| Auto loan ABS |  | 1,030 |  | 873 |  | 157 | 18.0 |  |
| Non agency MBS |  | 272 |  | 467 |  | (195) | (41.8) |  |
| Munis ${ }^{(1)}$ |  | 249 |  | 127 |  | 122 | 96.1 |  |
| Pooled trust preferred |  | 100 |  | 107 |  | (7) | (6.5) |  |
| Other |  | 957 |  | 394 |  | 563 | 142.9 |  |
| Sub-total | \$ | 9,997 |  | 9,004 | \$ | 993 | 11.0 | \% |
| Variable rate demand notes ${ }^{(1)}$ |  | 199 |  | 237 |  | (38) | (16.0) |  |
| Total securities available for sale | S | 10,196 | \$ | 9,241 | \$ | 955 | 10.3 | \% |

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

- Treasury/Agency debt with weighted average life of approximately 2.5 years
- Agency CMOs with weighted average life of approximately 3.2 years
- Cash from asset sales and deposit growth was invested in comparable duration securities
- Sold $\$ 188$ MM of lower rated Non Agency MBS to improve portfolio credit quality
- Purchased high rated covered bond and corporate debt securities to diversify portfolio


## AFS Securities Overview ${ }^{(1)}$ - 12/31/10

| (SMM) | Fair Value |  | Average Credit Rating of Fair Value Amount ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | AA |  |  |  |  |  |  |  |  |  | ated |
| US Treasury | \$ | 52 | \$ | 52 | \$ | --- | \$ | --- | \$ | --- | \$ | --- | \$ | --- |
| Agency (Debt, PIT, \& CMO's) |  | 6,813 |  | 6,760 |  | 53 |  | --- |  | --- |  | $\cdots$ |  | $\cdots$ |
| TLGP Debt |  | 183 |  | 183 |  | --- |  | --- |  | --- |  | --- |  | -- |
| Asset Backed |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alt-A mortgage-backed securities |  | 60 |  | 16 |  | 27 |  | --- |  | --- |  | 17 |  | 0 |
| Auto loan backed securities |  | 817 |  | 817 |  | --- |  | -.. |  | -- |  | -- |  | -.. |
| Pooled-trust-preferred securities ${ }^{(2)}$ |  | 102 |  | --- |  | $\cdots$ |  | 25 |  | --- |  | 78 |  | --- |
| Floorplan backed securities |  | 228 |  | 228 |  | -- |  | --- |  | --- |  | -- |  | -- |
| Private label CMO securities |  | 122 |  | 25 |  | 7 |  | 5 |  | 15 |  | 70 |  | --- |
| Municipal securities ${ }^{(1)}$ |  | 317 |  | 199 |  | 103 |  | --- |  | 4 |  | $\cdots$ |  | 11 |
| FHLB/FRB stock |  | 309 |  | --- |  | --- |  | --- |  | --- |  | --- |  | 309 |
| Other |  | 754 |  | 397 |  | 295 |  | 5 |  | --- |  | --- |  | 57 |
| Total | \$ | 9,757 | \$ | 8,677 | \$ | 484 | \$ | 34 | \$ | 19 | \$ | 165 | \$ | 377 |
| Variable rate demand notes ${ }^{(1)}$ |  | 139 |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Investment Securities | \$ | 9,895 |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(1)}$ Variable rate demand notes included in municipal securities in external reporting |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(2)}$ Primarily trust preferred for banks/insurance companies |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (3) Credit ratings reflect the lowest |  | rating |  | bya na |  | reco |  | redi |  | agen |  |  |  |  |

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

|  | Par Value | Book Value | Market Value | OCl |
| :---: | :---: | :---: | :---: | :---: |
| Alt-A mortgage backed | \$72 MM | \$69 MM | \$60 MM | \$(9) MM |
| - Purchased 2006 | \% to Par Value |  | 84\% |  |
| - 3 securities - senior tranche |  |  |  |  |
| - 10/1 ARMs or 30 year fixed; no option ARMs |  |  |  |  |
| - Cash flow analysis performed monthly to test for OTTI with third-party validation |  |  |  |  |


| Trust preferred | 295 | 232 | 102 |
| :--- | :---: | :---: | :---: |
| - Purchased 2003-2005 |  | \% to Par Value | (130) |
| - 16 pools with 410 separate issuers |  |  |  |
| - Cash flow analysis performed quarterly to test for OTTI with third-party validation |  |  |  |



## Available for Sale Securities Mix



[^2]

## Credit Exposure Composition

| (\$B) | 12/31/10 |  | 12/31/09 |  | 12/31/08 |  | 12/31/07 |  | 12/31/06 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amt | Pct | Amt | Pct | Amt | Pct | Amt | Pct | Amt | Pct |
| Commercial \& industrial | \$13.1 | $34 \%$ | \$12.9 | 35 \% | \$13.5 | 33 \% | \$13.1 | 33 \% | \$7.8 | $30 \%$ |
| Commercial real estate | 6.7 | 18 | 7.7 | $21^{(1)}$ | 10.1 | 24 | 9.2 | 23 | 4.5 | 17 |
| Total commercial | 19.7 | 52 | 20.6 | 56 | 23.6 | 58 | 22.3 | 56 | 12.4 | 47 |
| Auto loans \& leases | 5.6 | 15 | 3.5 | 11 | 4.7 | 12 | 4.4 | 11 | 3.9 | 15 |
| Home equity | 7.7 | 20 | 7.6 | 20 | 7.6 | 18 | 7.3 | 18 | 4.9 | 19 |
| Residential real estate | 4.5 | 12 | 4.5 | 12 | 4.8 | 12 | 5.4 | 14 | 4.5 | 17 |
| Other consumer | 0.6 | 1 | 0.8 | 2 | 0.7 | 2 | 0.7 | 2 | 0.4 | 2 |
| Total consumer | 18.4 | 48 | 16.2 | 44 | 17.5 | 42 | 17.7 | 44 | 13.8 | 53 |
| Total loans \& leases | \$38.1 | $100 \%$ | \$37.0 | $100 \%$ | \$41.3 | $100 \%$ | \$40.1 | 100 \% | \$26.2 | $100 \%$ |

[^3]
## Total Loans and Leases Portfolio Overview <br> EOP Outstandings - \$38.1 Billion ${ }^{(1)}$


(1) $12 / 31 / 10$

## Loan and Lease Trends

Linked Quarter

| (in billions) | 2010 |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth <br> Quarter | Third Quarter |  |  |  |  |  |
|  |  |  |  | Amount |  | \% |  |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 12.8 | \$ | 12.4 | \$ | 0.4 | 3 | \% |
| Commercial real estate | 6.8 |  | 7.1 |  | (0.3) | (4) |  |
| Total commercial | 19.6 |  | 19.5 |  | 0.1 | 1 |  |
| Automobile loans and leases | 5.5 |  | 5.1 |  | 0.4 | 7 |  |
| Home equity | 7.7 |  | 7.6 |  | 0.1 | 2 |  |
| Residential mortgage | 4.4 |  | 4.4 |  | 0.0 | 1 |  |
| Other consumer | 0.6 |  | 0.7 |  | (0.1) | (12) |  |
| Total consumer | 18.2 |  | 17.7 |  | 0.5 | 3 |  |
| Total loans and leases | \$ 37.8 | \$ | 37.2 | \$ | 0.6 | 2 | \% |

## Loan and Lease Trends

Prior-Year Quarter

| (in billions) | Fourth Quarter |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |  |
| Average Loans and Leases |  |  |  |  |  |  |
| Commercial and industrial | \$ 12.8 | \$ 12.6 | \$ | 0.2 | 2 | \% |
| Commercial real estate | 6.8 | 8.5 |  | (1.7) | (20) |  |
| Total commercial | 19.6 | 21.0 |  | (1.5) | (7) |  |
| Automobile loans and leases ${ }^{(1)}$ | 5.5 | 3.3 |  | 2.2 | 66 |  |
| Home equity | 7.7 | 7.6 |  | 0.1 | 2 |  |
| Residential mortgage | 4.4 | 4.4 |  | 0.0 | 0 |  |
| Other consumer | 0.6 | 0.8 |  | (0.2) | (24) |  |
| Total consumer | 18.2 | 16.1 |  | 2.2 | 14 |  |
| Total loans and leases | \$ 37.8 | \$37.1 | \$ | 0.7 | 2 | \% |



## Total Commercial Loans - Granularity



## Commercial Loans - Risk Grade Distribution

## Percent of End of Period Balances




## C\&I - Overview

## EOP Outstandings - \$13.1 Billion ${ }^{(1)}$

- Diversified by sector and geographically within our Midwest footprint
- Granular
- 7 loans >\$50 million... 4\% of portfolio
- 52 loans $\$ 20-\$ 50$ million... $11 \%$ of the portfolio
- Focus on middle market companies with $\$ 15-\$ 100$ million in sales

| Credit Quality Trends | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $30+$ days PD \& accruing ${ }^{(2)}$ | 0.33\% | 0.97\% | 0.74\% | 0.63\% | 0.65\% |
| $90+$ days PD \& accruing ${ }^{(2)}$ | -- | -- | -- | -- | -- |
| NCOs ${ }^{(3)}$ | 1.85\% | 2.01\% | 1.90\% | 2.45\% | 3.49\% |
| NALs ${ }^{(2)}$ | 2.65\% | 3.21\% | 3.47\% | 4.18\% | 4.49\% |
| ACL ${ }^{(2)}$ | 2.86\% | 3.07\% | 3.67\% | 4.02\% | 4.09\% |

## C\&I - Credit Risk Management Strategies

## What We Do

- Lend to defined relationship oriented clients
- Follow disciplined credit policies and processes
- Understand our client's market / industry and their durable competitive advantage
- Underwrite to historical cash flows with collateral as a secondary repayment source
- Emphasize risk / return structure and pricing
- Stress testing for lower earnings / higher interest rates
- Monthly review of criticized and classified loans


## C\&I Loan Portfolio Composition



## C\&I - Trends



Change Analysis

| $(\$ M M)$ | 4Q10 vs. | 4Q10 vs. |
| :--- | :---: | :---: |
|  | 3Q10 | 4Q09 |
| Originations | $\$ 1,074$ | $\$ 2301$ |
| Net payments / payoffs | $(232)$ | $(1,693)$ |
| / takedowns | $(133)$ | $(133)$ |
| Net reclassifications | $(72)$ | $(300)$ |
| Charge-offs | $\$ 638$ | $\$ 175$ |
| Net change | $5.1 \%$ | $1.4 \%$ |

## C\&I - Auto Industry

| Outstandings ${ }^{(2)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (SMM) | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| Suppliers |  |  |  |  |  |
| Domestic | \$ 127 | \$ 135 | \$ 136 | \$ 147 | \$ 163 |
| Foreign | 22 | 22 | 24 | 24 | 24 |
| Total suppliers | 149 | 157 | 160 | 171 | 187 |
| Dealers |  |  |  |  |  |
| Floorplan-domestic | 599 | 470 | 411 | 363 | 388 |
| Floorplan-foreign | 457 | 302 | 292 | 296 | 283 |
| Total floorplan | 1056 | 772 | 703 | 659 | 671 |
| Other | 373 | 363 | 360 | 354 | 373 |
| Total dealers | 1,429 | 1,135 | 1,063 | 1,012 | 1,044 |
| Total auto industry | \$1,578 | \$1,292 | \$1,223 | \$1,183 | \$1,231 |
| NALs |  |  |  |  |  |
| Suppliers | 5.31\% | 5.82\% | 6.24\% | 12.75\% | 16.27\% |
| Dealers | 0.07 | 0.09 | 0.09 | 0.18 | -- |
| Net charge-offs ${ }^{(3)}$ |  |  |  |  |  |
| Suppliers | 2.54\% | 1.19\% | 5.13\% | 1.56\% | 18.83\% |
| Dealers | 0.0 | 0.0 | 0.37 | 0.0 | 0.0 |
| $\begin{array}{ll}\text { (1) End of period } & \text { (2) Companies with }>25 \% \text { of their revenue from the auto industry } \\ \text { (3) Annualized }\end{array}$ |  |  |  |  |  |



## CRE - Overview

## EOP Outstandings - \$6.7 Billion ${ }^{(1)}$

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

CRE - Retail ( $\$ 1.8$ 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 retail property types

Single Family Homebuilder (\$0.6 Billion)

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

| Credit Quality Trends | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $30+$ days PD \& accruing ${ }^{(2)}$ | 1.45\% | 1.26\% | 1.30\% | 1.36\% | 1.57\% |
| $90+$ days PD \& accruing ${ }^{(2)}$ | -- | -- | - | -- | -- |
| NCOs - construction ${ }^{(3)}$ | 6.19\% | 7.25\% | 14.25\% | 9.77\% | 20.68\% |
| NCOs - nonconstruction ${ }^{(3)}$ | 2.22\% | 3.01\% | 2.38\% | 3.25\% | 10.15\% |
| NALs ${ }^{(2)}$ | 5.47\% | 6.93\% | 9.23\% | 11.09\% | 12.17\% |
| ACL ${ }^{(2)}$ | 8.94\% | 9.58\% | 9.81\% | 10.12\% | 9.94\% |

- Higher 2009 NCOs consistent with ACL build
$\begin{array}{lll}\text { (1) } 12 / 31 / 2010 & \text { (2) End of period } & \text { (3) Annualized }\end{array}$


## CRE - Portfolio Composition

EOP Outstandings - $\$ 6.7$ Billion ${ }^{(1)}$


## CRE - Trends



Change Analysis

| (\$MM) | $\begin{gathered} \text { 4Q10 vs. } \\ \text { 3Q10 } \end{gathered}$ | $\begin{gathered} \text { 4Q10 vs. } \\ \text { 4Q09 } \end{gathered}$ |
| :---: | :---: | :---: |
| Originations | \$ 55 | \$ 167 |
| Takedowns | 169 | 738 |
| Net payments / payoffs / other | (570) | $(1,794)$ |
| Net reclassifications | 138 | (161) |
| Charge-offs | (53) | (309) |
| Net change | \$(261) | \$(1,038) |
|  | (3.8)\% | (13.5)\% |

## CRE - Change Analysis

| 3Q10 | Retail | Other | Total CRE |
| :--- | ---: | ---: | :---: |
| June 30, 2010 | $\$ 1,960$ | $\$ 5224$ | $\$ 7,184$ |
| New originations | 30 | 76 | 106 |
| Net pay-offs / takedowns / other | $(106)$ | $(195)$ | $(301)$ |
| Charge-offs | $(18)$ | $(59)$ | $(77)$ |
| September 30, 2010 | $\$ 1,867$ | $\$ 5,044$ | $\$ 6,912$ |
| Net change | $\$(93)$ | $\$(178)$ | $\$(272)$ |
| 4Q10 | Retail | Other | Total CRE |
| September 30, 2010 | $\$ 1,867$ | $\$ 5,044$ | $\$ 6,912$ |
| New originations | 7 | 48 | 55 |
| Net pay-offs / takedowns / other | $(97)$ | $(166)$ | $(263)$ |
| Charge-offs | $(16)$ | $(38)$ | $(53)$ |
| December 31, 2010 | $\$ 1,762$ | $\$ 4,888$ | $\$ 6,651$ |
| Net change | $\$(105)$ | $\$(156)$ | $\$(261)$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

## CRE - Credit Quality - By Property Type

## $\mathrm{NCOs}{ }^{(1)}$

| (SMM) | $4 \mathrm{Q10}$ |  | 3 Q10 |  |  | 2Q10 |  |  | 1 Q 10 |  |  | 4009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail properties | S | 14.4 | \$ | 17.1 |  | \$ | 41.7 |  | \$ | 26.0 |  | \$ | 118.7 |  |
| Multi famly |  | 15.3 |  | 8.3 |  |  | 8.2 |  |  | 9.0 |  |  | 20.5 |  |
| Office |  | 5.4 |  | 5.7 |  |  | 6.8 |  |  | 3.1 |  |  | 17.5 |  |
| Industrial and w arehouse |  | (3.6) |  | (0.3) |  |  | 6.6 |  |  | 19.3 |  |  | 20.0 |  |
| Other |  | 13.4 |  | 32.8 |  |  | 18.4 |  |  | 27.8 |  |  | 79.6 |  |
| Total | \$ | 44.9 | \$ | 63.7 |  | \$ | 81.7 |  | \$ | 85.3 |  | \$ | 288.1 |  |
| Retail properties |  | 3.17 \% |  | 3.55 | \% |  | 8.29 | \% |  | 4.94 | \% |  | 21.70 | \% |
| Multi famly |  | 5.16 |  | 2.63 |  |  | 2.55 |  |  | 2.69 |  |  | 6.24 |  |
| Office |  | 1.92 |  | 1.97 |  |  | 2.39 |  |  | 1.08 |  |  | 3.31 |  |
| Industrial and w arehouse |  | (1.69) |  | (0.13) |  |  | 2.99 |  |  | 8.48 |  |  | 8.10 |  |
| Other |  | 2.97 |  | 7.10 |  |  | 3.71 |  |  | 5.10 |  |  | 11.97 |  |
| Total |  | 2.64 \% |  | 3.60 | \% |  | 4.44 | \% |  | 4.44 | \% |  | 12.21 | \% |

NALs ${ }^{(2)}$

| (SMM) |  | 4Q10 |  |  | 3Q10 |  |  | 2Q10 |  |  | 1 Q 10 |  |  | 4Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail properties | \$ | 96.6 |  | \$ | 124.7 |  | \$ | 184.6 |  | \$ | 250.8 |  | \$ | 253.6 |  |
| Mutit famly |  | 44.8 |  |  | 67.9 |  |  | 105.5 |  |  | 104.4 |  |  | 129.0 |  |
| Office |  | 48.0 |  |  | 38.7 |  |  | 62.6 |  |  | 75.1 |  |  | 87.3 |  |
| Industrial and warehouse |  | 39.8 |  |  | 61.4 |  |  | 93.1 |  |  | 99.0 |  |  | 120.8 |  |
| Other |  | 134.5 |  |  | 186.1 |  |  | 217.3 |  |  | 297.5 |  |  | 344.9 |  |
| Total | \$ | 363.7 |  | \$ | 478.8 |  | \$ | 663.1 |  | \$ | 826.8 |  | \$ | 935.6 |  |
| Retail properties |  | 5.48 | \% |  | 6.68 | \% |  | 9.42 | \% |  | 12.15 | \% |  | 11.99 | \% |
| Muti famly |  | 4.00 |  |  | 5.53 |  |  | 8.06 |  |  | 7.91 |  |  | 9.43 |  |
| Office |  | 4.27 |  |  | 3.36 |  |  | 5.39 |  |  | 6.56 |  |  | 7.82 |  |
| Industrial and w arehouse |  | 4.66 |  |  | 7.13 |  |  | 10.60 |  |  | 11.40 |  |  | 12.96 |  |
| Other |  | 7.51 |  |  | 10.30 |  |  | 10.94 |  |  | 14.44 |  |  | 15.98 |  |
| Total |  | 5.47 | \% |  | 6.93 | \% |  | 9.00 | \% |  | 11.09 | \% |  | 12.17 | \% |

(1) Annualized \%
(2) \% of related EOP outstandings

## CRE - Credit Quality

By Loan Type - 12/31/10

| (\$MM) | O/S | $30+P D$ <br> Accruing | Class. | NAL's | ACL |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Construction | \$651 | 0.37\% | 33.22\% | 18.84\% | 23.33\% |
| Lines / letters of credit | 196 | 8.86 | 28.07 | 8.20 | 10.55 |
| Non project loans | 544 | 0.23 | 7.98 | 2.50 | 5.30 |
| Mini-perm traditional | 2,725 | 0.95 | 18.34 | 4.35 | 7.78 |
| Permanent qualified | 609 | 6.12 | 19.50 | 2.47 | 9.03 |
| Permanent | 1927 | 0.65 | 15.01 | 4.04 | 6.55 |
| Total CRE | \$6,651 | 1.45\% | 18.37\% | 5.47\% | 8.94\% |
|  |  |  |  | 惯Huntıngton | n 79 |

## CRE - Retail

## EOP Outstanding - \$1.8 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

| (\$MM) | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Community centers | \$870 | \$932 | \$979 | \$1,011 | \$1,037 |
| Mixed / lifestyle | 216 | 219 | 239 | 255 | 253 |
| Regional centers | 168 | 177 | 172 | 175 | 174 |
| Credit / freestanding | 203 | 230 | 246 | 252 | 266 |
| Other | 307 | 309 | 325 | 371 | 385 |
| Retail exposure trends | \$1,762 | \$1,867 | \$1,960 | \$2,064 | \$2,115 |

## CRE - Retail - Credit Quality

| EOP Outstandings - \$1.8 Billion ${ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) |  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| $30+$ days PD ${ }^{(2)}$ | - \$ | 97 | 101 | 139 | 190 | 197 |
|  | - \% | 5.52 | 5.43 | 7.08 | 9.20 | 9.32 |
| $30+$ days PD \& accruing ${ }^{(2)}$ | - \$ | 22 | 15 | 14 | 22 | 42 |
|  | - \% | 1.24 | 0.83 | 0.72 | 1.06 | 1.98 |
| Classified ${ }^{(2)}$ | - \$ | 351 | 414 | 458 | 525 | 461 |
|  | - \% | 19.89 | 22.2 | 23.4 | 25.4 | 21.8 |
| NALs (included in Classified) ${ }^{(2)}$ | - \$ | 97 | 125 | 185 | 251 | 254 |
|  | - \% | 5.5 | 6.7 | 9.4 | 12.2 | 12.0 |
| ACL (2) | - \$ | 195 | 210 | 210 | 235 | 245 |
|  | - \% | 11.1 | 11.3 | 10.7 | 11.4 | 11.6 |
| Net charge-offs | - \$ | 14.4 | 17.1 | 41.7 | 26.0 | 118.7 |
|  | - \% | 3.27 | 3.55 | 8.50 | 4.94 | 22.44 |

[^4]
## 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 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 $\ldots$ based on $7 \%$ rate and 25 -year amortization
- 1.52X... based on average contractual rate and 20-year amortization
- < $5 \%$ of these projects have negative cash flow


## CRE - Noncore Characteristics

## EOP Outstandings - \$2.6 Billion (1)

Overall

- 27\% aggressive credit mark
- Updated values to incorporate current market conditions
- Limited future funding requirements... $\sim \$ 75 \mathrm{MM}$
- 95+\% have guarantors
- $99 \%$ is secured debt
- $93 \%$ is within our geographic footprint
- $49 \%$ are "pass" grade or better


## CRE - Noncore Characteristics

## Special Assets Department (SAD) (\$1.4 Billion)

- 40\% 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 (\$1.2 Billion)

- $9 \%$ credit mark represents... 2.6X coverage of NALs
- $30+$ days past due of only $\$ 66$ MM (5.44\%)
- Includes $\$ 551$ MM of small dollar Investment Real Estate loans
- Not a strategic focus going forward
- Very granular risk assessment
- Actively managing within the context of an exit orientation... though may have opportunities to develop some into fuller, more profitable relationships


## CRE - Core vs. Noncore

| (\$MM) | O/S | ACL | Criticized | NAL's | Prior Charge-offs ${ }^{(1)}$ | ACL | Credit <br> Mark (2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/30/10 |  |  |  |  |  |  |  |
| Core Total | \$3,989 | \$165 | \$532 | \$51 | \$ 2 | 4.14\% | 4.18\% |
| Noncore SAD | \$1,394 | \$360 | \$1,084 | \$353 | \$469 | 25.80\% | 44.50\% |
| Noncore Other | 1,529 | 138 | 359 | 75 | 33 | 9.02\% | 10.95\% |
| Noncore Total | \$2,923 | \$498 | \$1,443 | \$427 | \$502 | 17.04\% | 29.20\% |
| CRE Total | \$6,912 | \$663 | \$1,975 | \$479 | \$504 | 9.59\% | 15.74\% |


| $12 / 31 / 10$ |
| :--- |
| Core Total |
| Noncore SAD |
| Noncore Other |

(1) Prior charge-offs represent activity on existing accounts as of date shown, not cumulative for the portfolio
(2) Credit mark $=(\mathrm{ACL}+$ prior charge-offs) $/$ ( outstandings + prior charge-offs)

## CRE - Portfolio Composition - 12/31/10

By Property Type and Property Location

| $(\$ M M)$ | OH | Ml | PA | IN | WW | FL | KY | Other | Total | $\%$ |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Retail properties | $\$ 458$ | $\$$ | 90 | $\$$ | 72 | $\$$ | 75 | $\$$ | 30 | $\$$ | 38 | $\$$ |

## CRE - Core vs. Noncore Change Analysis

| 3Q10 $\quad(\$ M M)$ | Core | Noncore | Total CRE |
| :--- | :---: | :---: | :---: |
| June 30, 2010 | $\$ 3,965$ | $\$ 3,219$ | $\$ 7,184$ |
| Originations | 106 | - | 106 |
| Net payments / takedowns / other | $(80)$ | $(221)$ | $(301)$ |
| Charge-offs | $(2)$ | $(75)$ | $(77)$ |
| September 30, 2010 | $\$ 3,989$ | $\$ 2,923$ | $\$ 6,912$ |
| Net change | $\$ 25$ | $\$(296)$ | $\$(271)$ |


| 4Q10 | Core | Noncore | Total CRE |
| :--- | :---: | :---: | :---: |
| September 30, 2010 | $\$ 3,989$ | $\$ 2,923$ | $\$ 6,912$ |
| Originations | 55 | - | 55 |
| Net payments / takedowns / other | 3 | $(266)$ | $(263)$ |
| Charge-offs | $(5)$ | $(48)$ | $(53)$ |
| December 31, 2010 | $\$ 4,042$ | $\$ 2,609$ | $\$ 6,651$ |
| Net change | $\$ 53$ | $\$(314)$ | $\$(261)$ |

## CRE - Maturity Schedule

By Loan Type - 12/31/10

| (\$MM) | Within 12 Mos. | $1-2$ <br> Years | $2-5$ <br> Years | 5+Years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Construction | \$ 421 | \$ 146 | \$ 77 | \$ 6 | \$ 651 |
| Lines / letters of credit | 141 | 33 | 11 | 11 | 196 |
| Non project loans | 262 | 104 | 118 | 60 | 544 |
| Mini-perm traditional | 1,603 | 539 | 583 | -- | 2,725 |
| Permanent qualified | -- | 95 | 344 | 171 | 609 |
| Permanent | 408 | 271 | 672 | 576 | 1,927 |
| Total CRE | \$2,835 | \$1,188 | \$1,804 | \$824 | \$6,651 |
| Core | \$1,534 | \$804 | \$1,223 | \$480 | \$4,042 |
| Noncore SAD | 909 | 234 | 170 | 87 | 1,400 |
| Noncore Other | 392 | 150 | 411 | 257 | 1,209 |



## Consumer Loans and Leases - 12/31/10

## By Loan Type

| $(\$ B)$ | Amt. | Pct. |
| :--- | ---: | :---: |
| Auto loans \& leases | $\$ 5.6$ | $31 \%$ |
| Home equity | 7.7 | 42 |
| Residential RE | 4.5 | 25 |
| Other consumer | 0.6 | 3 |
| $\quad$ Total consumer | $\$ 18.4$ | $\mathbf{1 0 0 \%}$ |



- Auto loans \& leases $\quad$ Home equity
- Residential mortgage $=$ Other consumer


## 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 - \$5.6 Billion ${ }^{(1)}$

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

| Credit Quality Trends $^{\text {Cr }}$ | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 30+ days PD \& accruing ${ }^{(2)}$ | $1.21 \%$ | $1.17 \%$ | $1.25 \%$ | $1.36 \%$ | $2.06 \%$ |
| 90+ days PD \& accruing ${ }^{(2)}$ | $0.14 \%$ | $0.17 \%$ | $0.15 \%$ | $0.18 \%$ | $0.31 \%$ |
| NCOs $^{(3)}$ | $0.51 \%$ | $0.43 \%$ | $0.47 \%$ | $0.76 \%$ | $1.49 \%$ |
| NALs $^{(2)}$ | -- | -- | -- | -- | -- |

- Credit quality continues to perform within expectations
- Lease portfolio is declining due to the strategic exit of the business in 4Q08; the declining portfolio balance creates a higher loss rate with more volatility
(1) $12 / 31 / 10$
(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
- Decision type - Significantly reduced the level of underwriter 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

|  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Originations |  |  |  |  |  |  |  |  |
| Amount (\$MM) | \$ 796 | \$ 1,010 | \$ 944 | \$ 678 | \$ 516 | \$ 394 | \$ 277 | \$ 399 |
| \% new vehicles | 48\% | 50\% | 49\% | 42\% | 41\% | 44\% | 30\% | 31\% |
| Avg. LTV ${ }^{(1)}$ | 88\% | 89\% | 88\% | 87\% | 89\% | 91\% | 95\% | 93\% |
| Avg. FICO ${ }^{(1)}$ | 764 | 767 | 770 | 769 | 771 | 763 | 759 | 756 |
| Expected cumulative loss | 0.78\% | 0.77\% | 0.72\% | 0.70\% | 0.65\% | 0.74\% | 0.92\% | 1.00\% |
| Portfolio Performance |  |  |  |  |  |  |  |  |
| $30+$ days PD \& accruing \% | 1.18\% | 1.12\% | 1.20\% | 1.30\% | 1.98\% | 2.02\% | 2.06\% | 2.20\% |
| Year-to-Date NCO \% | 0.53\% | 0.53\% | 0.61\% | 0.76\% | 1.51\% | 1.52\% | 1.63\% | 1.56\% |
| Vintage Performance |  |  |  |  |  |  |  |  |
| 6 -month losses ${ }^{(1)}$ |  |  | 0.03\% | 0.03\% | 0.04\% | 0.03\% | 0.02\% | 0.08\% |
|  |  |  |  | 0.08\% | 0.08\% | 0.10\% | 0.10\% | 0.19\% |
| 12-month losses (1) |  |  |  |  | 0.15\% | 0.18\% | 0.16\% | 0.32\% |
| (1) Annualized |  |  |  |  |  |  |  |  |



## Home Equity - Overview

## EOP Outstandings - \$7.7 Billion ${ }^{(1)}$

- Focused on geographies within our Midwest footprint
- Focused on high quality borrowers... $>730$ FICOs
- Began exit of broker channel in $2005 \ldots<8 \%$ of outstandings today
- Conservative underwriting - manage the probability of default
- High risk borrower actions
- Updated collateral values
- Proactive contact via servicing group
- Capped lines

Credit Quality Trends

|  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 30+ days PD \& accruing ${ }^{(2)}$ | $1.29 \%$ | $1.39 \%$ | $1.28 \%$ | $1.41 \%$ | $1.76 \%$ |
| 90+ days PD \& accruing ${ }^{(2)}$ | $0.30 \%$ | $0.35 \%$ | $0.36 \%$ | $0.40 \%$ | $0.71 \%$ |
| NCOs $^{(3)}$ | $1.51 \%$ | $1.47 \%$ | $2.36 \%$ | $2.01 \%$ | $1.89 \%$ |
| NALs $^{(2)}$ | $0.29 \%$ | $0.28 \%$ | $0.30 \%$ | $0.73 \%$ | $0.53 \%$ |

- Credit quality continues to perform within expectations

[^5]
## Home Equity -

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
- Payments $-70 \%$ of borrowers consistently make more than required payment
- Geography - Footprint lender with limited investor property exposure
- Broker Channel - Eliminated in 2006 based on risk profile
- Customer relationship orientation - not one-off transactions

Risk Recognition

- Major focus on loss mitigation in 2008-2010-75\% of loan modifications are paying as agreed
- 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

Originations

- Average FICO scores of 750+ with average LTVs of $<80 \%$ for 2 nd-liens and $<70 \%$ for 1 st-liens.

Outlook

- Expect losses to be elevated compared to historical norms throughout 2011
- Consistent to improved borrower quality based on updated FICO scores



## Residential Mortgages - Overview

## EOP Outstandings - \$4.5 Billion ${ }^{(1)}$

- Focused on geographies within our Midwest footprint
- Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- $\$ 527 \mathrm{MM}$ of Interest Only loans... targeted within executive relocation activities
- $\$ 307$ MM of Alt-A mortgages ... exited in 2007

| Credit Quality Trends ${ }^{(2)}$ | 4Q10 | 3 Q10 | 2 Q10 | 1 Q10 | 4Q09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 30+ days PD \& accruing ${ }^{(3)}$ | $4.6 \%$ | $5.24 \%$ | $5.55 \%$ | $5.81 \%$ | $5.40 \%$ |
| $90+$ days PD \& accruing ${ }^{(3)}$ | $1.20 \%$ | $1.26 \%$ | $1.08 \%$ | $1.58 \%$ | $1.75 \%$ |
| NCOs ${ }^{(4)}$ | $2.42 \%$ | $1.73 \%$ | $7.19 \%$ | $2.17 \%$ | $1.61 \%$ |
| NALs ${ }^{(3)}$ | $1.00 \%$ | $1.84 \%$ | $1.99 \%$ | $1.76 \%$ | $1.52 \%$ |

- Credit quality continues to perform within expectations
(1) End of period
(2) $12 / 31 / 10$; periods prior to $2 Q 10$ include Franklin loans
(3) End of period; excludes GNMA loans - no additional risk as they are approved for repurchase
(4) 4 Q 10 includes $\$ 16.4 \mathrm{MM}$ related to loans sold and $\$ 4.6 \mathrm{MM}$ Franklin-related recovery; 2 Q 10 including $\$ 64.2 \mathrm{MM}$ Franklin-related


## Residential Mortgages Credit Risk Management Strategies

## Performance Drivers

- Standard products and borrower quality - as measured at origination by:
- Secondary market underwriting
- FICO score - consistent increasing trend
- FICO score distribution - consistent decline in low score levels
- Non-standard product structures
- \$527 MM of Interest Only loans... targeted within executive relocation activities... continues to perform well
- \$307 MM of Alt-A mortgages... exited in 2007... represents < 10\% of total residential portfolio with majority of cumulative losses likely recognized within 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 (Home Savers 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

Account Management

- Proactive contact six months prior to ARM resets


## Residential Mortgages - LTV, FICO, Originations

|  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ending balance (\$B) | \$4.5 | \$4.5 | \$4.4 | \$4.6 | \$4.5 |
| Average LTV | 77\% | 77\% | 77\% | 76\% | 77\% |
| Average FICO (1) | 721 | 719 | 717 | 716 | 698 |
| Originations ${ }^{(2)}$ (\$MM) | \$427 | \$485 | \$452 | \$242 | \$244 |
| Average LTV ${ }^{(3)}$ | 81\% | 83\% | 83\% | 73\% | 71\% |
| Average FICO (3) | 759 | 758 | 760 | 764 | 757 |
| (1) Weighted average FICOs refeet currently updated customer credit scores <br> (2) Only owned.porttolio originations <br> (3) Weighted average at orignation |  |  |  |  |  |
|  |  |  |  | 桃Huntington |  |



## Other Consumer Ioans

## EOP Outstandings - \$0.6 Billion ${ }^{(1)}$

- 60\% 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

|  | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net charge-off ratio | 1.82\% | 1.98\% | 3.01\% | 2.58\% | 4.80\% |
| $90+$ days PD \& accruing ${ }^{(1)}$ | 0.23 | 0.25 | 0.23 | 0.31 | 0.40 |
| NAL ratio ${ }^{(2)}$ | 2.04\% | 2.62 | 3.25 | 4.78 | 5.21 |
| NPA ratio ${ }^{(3)}$ | 2.21 | 2.94 | 4.24 | 5.17 | 5.57 |
| Criticized asset ratio ${ }^{(4)}$ | 9.15 | 11.02 | 13.09 | 14.80 | 15.86 |
| ALLL ratio | 3.28 | 3.56 | 3.79 | 4.00 | 4.03 |
| ALLL / NAL coverage | 161 | 136 | 117 | 84 | 77 |
| ALLL / NPA coverage | 148 | 121 | 89 | 77 | 72 |
| ACL ratio | 3.39 | 3.67 | 3.90 | 4.14 | 4.16 |
| ACL/ Criticized assets ${ }^{(4)}$ | 37.70 | 33.20 | 29.70 | 27.83 | 26.14 |
| ACL / NAL coverage | 166 | 140 | 120 | 87 | 80 |
| ACL / NPA coverage | 153 | 125 | 91 | 80 | 74 |
| (1) Excludes loans guaranteed by the U.S. Government <br> (2) NALs divided by total loans and leases <br> (3) NPAs divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPA <br> (4) Criticized assets $=$ commercial criticized loans + consumer loans $>60 \mathrm{DPD}+$ classified investment securities + OREO; Total criticized |  |  |  |  |  |

Net Charge-offs


## Net Charge-offs

(\$MM)
Commercial and industrial
Commercial real estate
Total commercial
Auto loans \& leases
Home equity
Residential mortgages ${ }^{(1)}$
Other
Total consumer
Total

| 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 59.1$ | $\$ 62.2$ | $\$ 58.1$ | $\$ 75.4$ | $\$ 109.8$ |
| 44.9 | 63.7 | 81.7 | 85.3 | 258.1 |
| 104.0 | 125.9 | 139.9 | 160.7 | 367.9 |
| 7.0 | 5.6 | 5.4 | 8.5 | 12.9 |
| 29.2 | 27.8 | 44.5 | 37.9 | 35.7 |
| 26.8 | 19.0 | 82.8 | 24.3 | 17.8 |
| 5.3 | 6.3 | 6.6 | 7.0 | 10.3 |
| 68.3 | 58.6 | 139.4 | 77.7 | 76.7 |
| $\$ 172.3$ | $\$ 184.5$ | $\$ 279.2$ | $\$ 238.5$ | $\$ 444.7$ |

Memo: Excluding Franklin-related NCOs ${ }^{(2)}$

| Commercial and industrial | $\$ 104.1$ | $\$ 66.8$ | $\$ 58.3$ | $\$ 75.8$ | $\$ 109.7$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Home equity | 29.2 | 26.7 | 28.5 | 34.2 | 35.7 |
| Residential mortgages ${ }^{(1)}$ | 31.2 | 15.6 | 18.6 | 16.2 | 16.7 |
| Total | 176.8 | 184.5 | 199.2 | 227.0 | 443.5 |

(1) 4 Q10 Includes $\$ 16.4$ million related to the sale of $\$ 39.8$ million of residential mortgages
(2) See non-Franklin credit metrics reconciliation


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



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



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



## Nonaccrual Loans \& Nonperforming Assets



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

| (in millions) | 2010 |  |  |  |  |  |  |  |  |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  | Sep. 30 |  |  | Jun. 30 |  |  | Mar. 31 |  |  | Dec. 31 |  |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 346.7 | \$ | 398.4 |  | \$ | 429.6 |  | \$ | 511.6 |  | \$ | 578.4 |  |
| Commercial real estate |  | 363.7 |  | 478.8 |  |  | 663.1 |  |  | 826.8 |  |  | 935.8 |  |
| Residential mortgage |  | 45.0 |  | 83.0 |  |  | 86.5 |  |  | 373.0 |  |  | 362.6 |  |
| Home equity |  | 22.5 |  | 21.7 |  |  | 22.2 |  |  | 54.8 |  |  | 40.1 |  |
| Total nonaccrual loans and leases (NALs) |  | 777.9 |  | 981.8 |  |  | 1,201.3 |  |  | 1,766.1 |  |  | 1,917.0 |  |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 31.6 |  | 65.8 |  |  | 71.9 |  |  | 68.3 |  |  | 71.4 |  |
| Cormmercial |  | 35.2 |  | 57.3 |  |  | 67.2 |  |  | 84.0 |  |  | 68.7 |  |
| Total other real estate, net |  | 66.8 |  | 123.1 |  |  | 139.1 |  |  | 152.3 |  |  | 140.1 |  |
| Impaired loans held for sale () |  | - |  | - |  |  | 242.2 |  |  | - |  |  | 1.0 |  |
| Total nonperforming assets (NPAs) | S | 844.8 |  | ,104.9 |  |  | 1,582.7 |  |  | 1,918.4 |  |  | 2,058.1 |  |
| NAL ratio (2) |  | 2.04 \% |  | 2.62 | \% |  | 3.25 | \% |  | 4.78 | \% |  | 5.21 | \% |
| NPA ratio ${ }^{(3)}$ |  | 2.21 |  | 2.94 |  |  | 4.24 |  |  | 5.17 |  |  | 5.57 |  |
| Nonperforming Frankin assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | - | \$ | - |  | \$ | - |  | \$ | 298.0 |  | \$ | 299.7 |  |
| Home equity |  | - |  | - |  |  | - |  |  | 31.1 |  |  | 15.0 |  |
| OREO |  | 9.5 |  | 15.3 |  |  | 24.5 |  |  | 24.4 |  |  | 23.8 |  |
| Impaired loans held for sale (1) |  | - |  | - |  |  | 242.2 |  |  | - |  |  | - |  |
| Total nonperforming Franklin assets | S | 9.5 | \$ | 15.3 |  | \$ | 266.7 |  | S | 353.5 |  | \$ | 338.5 |  |

(1) June 30, 2010, figure represents NALs associated with the transfer of Franklin-related residential mortgage and home equity loans to loans held for sale. December 31, 2009 figure represents impaired loans obtained in the Sky Financial acquisition. Held for sale loans are carried at the lower of cost or fair value less costs to sell.
2) Total NALs as a \% of total loans and leases

Total NPAs as a \% of sum of loans and leases, impaired loans held for sale, and net other real estate

## Nonperforming Asset Flow Analysis

| (\$MM) | 4Q10 | 3Q10 | 2Q10 | 1Q10 | 4Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NPA beginning of period | \$1,104.9 | \$1,582.7 | \$1,918.4 | \$2,058.1 | \$2,344.0 |
| Additions / increases | 237.8 | 278.4 | 171.6 | 237.9 | 494.6 |
| Franklin - net impact | (5.9) | (244.4) | (86.7) | 15.0 | (31.0) |
| Return to accruing status | (100.1) | (111.2) | (78.7) | (80.8) | (85.9) |
| Loan and lease losses | (126.1) | (155.6) | (173.2) | (185.4) | (391.6) |
| OREO gains (losses) | (5.1) | (5.3) | 2.5 | (4.2) | (7.4) |
| Payments | (191.3) | (213.1) | (140.9) | (107.6) | (222.8) |
| Sales | (69.6) | (26.7) | (30.2) | (14.6) | (41.9) |
| NPA end-of-period | \$844.8 | \$1,104.9 | \$1,582.7 | \$1,918.4 | \$2,058.1 |
| Percent change | (24)\% | (30)\% | (17)\% | (7)\% | (12)\% |
|  |  |  | 惯 Huntington |  | 117 |

## Total Commercial Loans Criticized Loan Flow Analysis

Period End


## Accruing Trouble Debt Restructured Loans

| (in thousands) | 2010 |  |  |  |  |  |  |  |  |  |  |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  |  | Sep. 30 |  |  | Jun. 30 |  |  | Mar. 31 |  |  | Dec. 31 |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total excluding loans guaranteed by the U.S. Government | \$ | 87,657 |  | \$ | 95,386 |  | \$ | 83,366 |  | \$ | 113,213 |  | \$ | 145,658 |
| Loans guaranteed by the U.S. Government |  | 98,288 |  |  | 94,249 |  |  | 95,421 |  |  | 96,814 |  |  | 101,616 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. government | \$ | 185,945 |  | \$ | 189,635 |  | \$ | 178,787 |  | \$ | 210,027 |  | \$ | 247,274 |
| Ratios () |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. government |  | 0.23 | \% |  | 0.25 | \% |  | 0.23 | \% |  | 0.31 | \% |  | 0.40 |
| Guaranteed by U.S. government |  | 0.26 |  |  | 0.26 |  |  | 0.26 |  |  | 0.26 |  |  | 0.28 |
| Including loans guaranteed by the U.S. government |  | 0.49 |  |  | 0.51 |  |  | 0.49 |  |  | 0.57 |  |  | 0.68 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 171,830 |  | \$ | 157,971 |  | \$ | 141,353 |  | \$ | 117,667 |  | \$ | 157,049 |
| Residential mortgages |  | 313,020 |  |  | 287,481 |  |  | 269,570 |  |  | 242,870 |  |  | 219,639 |
| Other |  | 76,586 |  |  | 73,210 |  |  | 65,061 |  |  | 62,148 |  |  | 52,871 |
| Total accruing troubled debt restructured loans | \$ | 561,436 |  | \$ | 518,662 |  | \$ | 475,984 |  | \$ | 422,685 |  | S | 429,559 |

## Provision, NCO, and ACL



## Relative Performance - ALLL / NAL Coverage




## Non-Franklin Credit Metrics Reconciliation

| (in millions) | Fourth Quarter 2010 |  |  |  |  |  |  | Third Quarter 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | Franklin |  | NonFranklin |  |  | Reported |  | Franklin |  | NonFranklin |  |  |
| Loan loss provision | \$ | 87.0 | \$ | (4.6) | \$ | 91.5 |  | \$ | 119.2 | \$ | 0.0 | \$ | 119.1 |  |
| Total net charge-offs - $\mathbf{\$}$ | \$ | 172.3 | \$ | (4.6) | \$ | 176.8 |  | \$ | 184.5 | \$ | 0.0 | \$ | 184.5 |  |
| Total net charge-offs - \% |  | 1.82 |  |  |  | 1.87 | \% |  | $1.98 \%$ |  |  |  | 1.98 | \% |
| Provision > net charge offs | \$ | (85.3) | \$ | - | \$ | (85.3) |  | \$ | (65.4) | \$ | 0.0 | \$ | (65.4) |  |
| ALLL - \$ | \$ | 1,249.0 | \$ | - |  | 249.0 |  | \$ | 1,336.4 | \$ | - |  | , 336.4 |  |
| ALLL - \% loans/leases |  | $3.28 \%$ |  |  |  | 3.28 | \% |  | 3.56 \% |  |  |  | 3.56 | \% |
| NAL coverage ratio |  | 161 |  |  |  | 161 | \% |  | $136 \%$ |  |  |  | 136 | \% |
| NPA coverage ratio |  | 148 |  |  |  | 150 | \% |  | 121 \% |  |  |  | 123 | \% |
| ACL - \$ | \$ | 1,291.1 | \$ | - |  | ,291.1 |  | \$ | 1,376.4 | \$ | - |  | 376.4 |  |
| ACL - \% loans/leases |  | 3.39 |  |  |  | 3.39 | \% |  | 3.67 \% |  |  |  | 3.67 | \% |
| NAL coverage ratio |  | 166 |  |  |  | 166 | \% |  | 140 \% |  |  |  | 140 | \% |
| NPA coverage ratio |  | 153 |  |  |  | 155 |  |  | 125 \% |  |  |  | 126 | \% |
| Total loans and leases - EOP | \$ | 38,107 | \$ | - |  | 38,107 |  | \$ | 37,501 | \$ | - |  | 37,501 |  |
| Total loans and leases - Avg | \$ | 37,800 | \$ | - |  | 7,800 |  | \$ | 37,215 | \$ | - |  | 37,215 |  |
| Nonaccrual loans (NAL) - EOP | \$ | 777.9 | \$ | - | \$ | 777.9 |  | \$ | 981.8 | \$ | - | \$ | 981.8 |  |
| OREO |  | 66.8 |  | 9.5 |  | 57.3 |  |  | 123.1 |  | 15.3 |  | 107.8 |  |
| Impaired loans held for sale |  | - |  | - |  | - |  |  | - |  | - |  | - |  |
| Other NPAs |  | - |  | - |  | - |  |  | - |  | - |  | $-$ |  |
| Nonperforming assets (NPA) | \$ | 844.8 | \$ | 9.5 |  | 835.3 |  | \$ | 1,104.9 | \$ | 15.3 |  | 089.5 |  |
| NAL ratio (1) |  | $2.04 \%$ |  |  |  | 2.04 | \% |  | 2.62 \% |  |  |  | 2.62 | \% |
| NPA ratio ${ }^{(2)}$ |  | 2.21 \% |  |  |  | 2.19 | \% |  | 2.94 \% |  |  |  | 2.90 | \% |

[^6](2) NPAs / total loans and lesses + impared loans hed for sade + OREO + other NPAs

## Non-Franklin Credit Metrics Reconciliation

| (in millions) | Second Quarter 2010 |  |  |  |  |  | First Quarter 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | Franklin |  | NonFranklin |  | Reported |  | Frankin |  | NonFranklin |  |
| Loan loss provision | \$ | 193.4 | \$ | 80.0 | \$ 113.4 |  | \$ | 235.0 | \$ | 11.5 | \$ 223.5 |  |
| Total net charge-offs - | \$ | 279.2 | \$ | 80.0 | \$ 199.2 |  | \$ | 238.5 | \$ | 11.5 | \$ 227.0 |  |
| Total net charge-offs - \% |  | 3.01 |  |  | 2.17 | \% |  | 2.58 |  |  | 2.48 | \% |
| Provision > net charge offs | \$ | (85.8) | \$ |  | \$ (85.8) |  | \$ | (3.5) | \$ |  | \$ (3.5) |  |
| ALLL - \$ | \$ | 1,402.2 | \$ |  | \$1,402.2 |  | \$ | 1,478.0 | \$ |  | \$1,478.0 |  |
| ALL - \% loans/leases |  | 3.79 |  |  | 3.79 | \% |  | 4.00 |  |  | 4.05 | \% |
| NAL coverage ratio |  | 117 |  |  | 117 | \% |  | 84 |  |  | 103 | \% |
| NPA coverage ratio |  | 89 |  |  | 107 | \% |  | 77 |  |  | 94 | \% |
| ACL- $\$$ | \$ | 1,441.8 | \$ |  | \$1,441.8 |  | \$ | 1,527.9 | \$ | - | \$1,527.9 |  |
| ACL - \% loans/leases |  | 3.90 |  |  | 3.90 | \% |  | 4.14 |  |  | 4.18 | \% |
| NAL coverage ratio |  | 120 |  |  | 120 | \% |  | 87 |  |  | 106 | \% |
| NPA coverage ratio |  | 91 |  |  | 110 | \% |  | 80 |  |  | 98 | \% |
| Total loans and leases - EOP | \$ | 36,970 | \$ |  | \$ 36,970 |  | \$ | 36,932 | \$ | 419 | \$ 36,513 |  |
| Total loans and leases - Avg | \$ | 37,089 | \$ | 404 | \$ 36,685 |  | \$ | 36,980 | \$ | 431 | \$ 36,549 |  |
| Nonaccrual loans (NAL) - EOP | \$ | 1,201.3 | \$ |  | \$1,201.3 |  | \$ | 1,766.1 |  | 329.0 | \$1,437.1 |  |
| OREO |  | 139.1 |  | 24.5 | 114.6 |  |  | 152.3 |  | 24.4 | 127.8 |  |
| Impaired loans held for sale |  | 242.2 |  | 242.2 | - |  |  | - |  | - | - |  |
| Other NPAs |  | - |  | - | - |  |  | - |  | - | - |  |
| Nonperforming assets (NPA) | \$ | 1,582.7 |  | 266.7 | \$1,316.0 |  | \$ | 1,918.4 |  | 353.5 | \$1,564.9 |  |
| NAL ratio () |  | 3.25 |  |  | 3.25 | \% |  | 4.78 |  |  | 3.94 | \% |
| NPA ratio ${ }^{(2)}$ |  | 4.24 |  |  | 3.55 | \% |  | 5.17 |  |  | 4.27 | \% |

[^7](2) NPAs/tota loans and leases + impared loans hed for sade + OREO + other NPAs

## Non-Franklin Credit Metrics Reconciliation

| (in millions) | Fourth Quarter 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | Frankin |  | NonFrankin |  |
| Loan loss provision | \$ | 894.0 | \$ | 1.2 | \$ 892.8 |  |
| Total net charge-offs -s | \$ | 444.7 | \$ |  | \$ 443.5 |  |
| Total net charge-offs - \% |  | 4.80 |  |  | 4.84 | \% |
| Provision > net charge offs | \$ | 449.3 | \$ | - | \$ 449.3 |  |
| ALLL - \$ | \$ | 1,482.5 | \$ | - | \$1,482.5 |  |
| ALLL - \% loans/leases |  | 4.03 |  |  | 4.08 | \% |
| NAL coverage ratio |  | 77 |  |  | 93 | \% |
| NPA coverage ratio |  | 72 |  |  | 86 | \% |
| ACL - $\$$ | \$ | 1,531.4 | \$ | - | \$1,531.4 |  |
| ACL - \% loans/leases |  | 4.16 |  |  | 4.21 | \% |
| NAL coverage ratio |  | 80 |  |  | 96 | \% |
| NPA coverage ratio |  | 74 |  |  | 89 | \% |
| Total loans and leases - EOP | \$ | 36,791 | \$ |  | \$ 36,347 |  |
| Total loans and leases - Avg | \$ | 37,089 | \$ | 455 | \$ 36,634 |  |
| Nonaccrual loans (NAL) - EOP | s | 1,917.0 |  | 314.7 | \$1,602.3 |  |
| OREO |  | 140.1 |  | 23.3 | 116.9 |  |
| Impaired loans held for sale |  | 1.0 |  | - | 1.0 |  |
| Other NPAs |  | - |  | - | - |  |
| Nonperforming assets (NPA] | \$ | 2,058.1 |  | 338.0 | \$1,720.1 |  |
| NAL ratio () |  | 5.21 |  |  | 4.41 | \% |
| NPA ratio ${ }^{(2)}$ |  | 5.57 |  |  | 4.72 | \% |

[^8](2) NPAs/ total loans and lesees + impared loans hedd for sale + OREO + other NPAs


Quarterly Net Charge-off Reconciliation ${ }^{(1)}$

| (in millions) | Second Quarter 2010 |  |  |  |  |  | First Quarter 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net charge-offs (recoveries): | Reported |  | Frankin |  | Non-Franklin |  | Reported |  | Frankin |  | NonFrankin |  |  |
| Commercial and industrial | \$ | 58.1 | \$ | (0.2) | \$ | 58.3 | \$ | 75.4 | \$ | (0.3) |  | \$ 75.8 |  |
| Conmercial real estate |  | 81.7 |  | . |  | 81.7 |  | 85.3 |  | . |  | 85.3 |  |
| Total commercial |  | 139.9 |  | (0.2) |  | 140.0 |  | 160.7 |  | (0.3) |  | 161.1 |  |
| Automoble loans and leases |  | 5.4 |  | - |  | 5.4 |  | 8.5 |  | - |  | 8.5 |  |
| Home equity |  | 44.5 |  | 15.9 |  | 28.5 |  | 37.9 |  | 3.7 |  | 34.2 |  |
| Pesidential mortgage |  | 82.8 |  | 64.2 |  | 18.6 |  | 24.3 |  | 8.1 |  | 16.2 |  |
| Other consumer |  | 6.6 |  | - |  | 6.6 |  | 7.0 |  | - |  | 7.0 |  |
| Total consumer |  | 139.4 |  | 80.2 |  | 59.2 |  | 77.7 |  | 11.9 |  | 65.9 |  |
| Total net charge-offs | \$ | 279.2 | \$ | 80.0 | \$ | 199.2 | \$ | 238.5 | \$ | 11.5 |  | \$ 227.0 |  |
| Net charge-offs (recoveries) - an |  | d percenta |  |  |  |  |  |  |  |  |  |  |  |
| Commercial \& industrial |  | 1.90 \% |  | - |  | 1.90 \% |  | 2.45 \% |  | - | \% | 2.46 | \% |
| Conmercial real estate |  | 4.44 |  | . |  | 4.44 |  | 4.44 |  | - |  | 4.44 |  |
| Total commercial |  | 2.85 |  | - |  | 2.86 |  | 3.22 |  | - |  | 3.22 |  |
| Automobie loans and leases |  | 0.47 |  | - |  | 0.47 |  | 0.80 |  | - |  | 0.80 |  |
| Home equity |  | 2.36 |  | 95.98 |  | 1.53 |  | 2.01 |  | 21.26 |  | 1.83 |  |
| Pesidential mortgage |  | 7.19 |  | 76.12 |  | 1.74 |  | 2.17 |  | 8.99 |  | 1.57 |  |
| Other consumer |  | 3.81 |  | - |  | 3.81 |  | 3.87 |  | - |  | 3.87 |  |
| Total consumer |  | 3.19 |  | 79.38 |  | 1.39 |  | 1.83 |  | 10.99 |  | 1.59 |  |
| Total net charge-offs |  | 3.01 \% |  | 79.22 |  | $2.17 \%$ |  | 2.58 \% |  | 10.68 | \% | 2.48 | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial \& industrial | \$ | 12,244 | \$ | - |  | 12,244 | \$ | 12,314 | \$ | - |  | \$ 12,314 |  |
| Commercial real estate |  | 7,364 |  | - |  | 7,364 |  | 7,677 |  | - |  | 7,677 |  |
| Total commercial |  | 19,608 |  | $\cdot$ |  | 19,608 |  | 19,991 |  | - |  | 19,991 |  |
| Automoble loans and leases |  | 4,634 |  | * |  | 4,634 |  | 4,250 |  | - |  | 4,250 |  |
| Home equity |  | 7,544 |  | 66 |  | 7.478 |  | 7,539 |  | 70 |  | 7,469 |  |
| Pesidential mortgage |  | 4,608 |  | 338 |  | 4,270 |  | 4,477 |  | 361 |  | 4,116 |  |
| Other consumer |  | 695 |  | - |  | 695 |  | 723 |  | - |  | 723 |  |
| Total consumer |  | 17,481 |  | 404 |  | 17,077 |  | 16,989 |  | 431 |  | 16,558 |  |
| Total loans and leases | 5 | 37,089 | \$ | 404 |  | 36,685 | \$ | 36,980 | \$ | 431 |  | \$36,549 |  |

(1) Annualized

## Quarterly Net Charge-off Reconciliation

| (in millions) | Fourth Quarter 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beported |  | Franklin |  |  | NonFrankin |  |  |
| Net charge-offs (recoveries): <br> Commercial and industrial <br> Commercial real estate | \$ | $\begin{aligned} & 109.8 \\ & 258.1 \end{aligned}$ | \$ |  |  |  | $\begin{aligned} & 109.7 \\ & 258.1 \end{aligned}$ |  |
| Total cormmercial | \$ | 367.9 | \$ | 0.1 |  |  | 367.8 |  |
| Automobile loans and leases |  | 12.9 |  | - |  |  | 12.9 |  |
| Home equity |  | 35.7 |  | - |  |  | 35.7 |  |
| Pesidential mortgage |  | 17.8 |  | 1.1 |  |  | 16.7 |  |
| Other consumer |  | 10.3 |  | - |  |  | 10.3 |  |
| Total consumer |  | 76.7 |  | 1.1 |  |  | 75.7 |  |
| Total net charge-offs | \$ | 444.7 | \$ | 1.2 |  | \$ | 443.5 |  |
| Net charge-offs (recoveries) - annualized percentages: |  |  |  |  |  |  |  |  |
| Commercial \& industrial |  | 3.49 \% |  | - | \% |  | 3.49 | \% |
| Conmercial real estate |  | 12.21 |  | - |  |  | 12.21 |  |
| Total commercial |  | 7.00 |  | - |  |  | 7.00 |  |
| Automoble loans and leases |  | 1.55 |  | - |  |  | 1.55 |  |
| Home equity |  | 1.89 |  | - |  |  | 1.91 |  |
| Pesidential mortgage |  | 1.61 |  | 1.13 |  |  | 1.66 |  |
| Other consumer |  | 5.47 |  | - |  |  | 5.47 |  |
| Total consumer |  | 1.91 |  | 0.95 |  |  | 1.94 |  |
| Total net charge-offs |  | 4.80 \% |  | 1.03 | \% |  | 4.84 | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial \& industrial | \$ | 12,570 | \$ | - |  |  | 12,570 |  |
| Commercial real estate |  | 8,458 |  | - |  |  | 8,458 |  |
| Total commercial | \$ | 21,028 | \$ | - |  |  | 21,028 |  |
| Automobile loans and leases |  | 3,326 |  | - |  |  | 3,326 |  |
| Home equily |  | 7,561 |  | 72 |  |  | 7,489 |  |
| Pesidential mortgage |  | 4,417 |  | 383 |  |  | 4,034 |  |
| Other consumer |  | 757 |  | - |  |  | 757 |  |
| Total consumer |  | 16,061 |  | 455 |  |  | 15,606 |  |
| Total loans and leases | \$ | 37,089 | \$ | 455 |  |  | 36,634 |  |

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

| (in thousands) | December 31, 2010 |  |  |  |  |  | September 30, 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | FCMC |  | Non-FCMC |  | Total |  | FCMC |  | Non-FCMC |  |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |  |  |  |  |  |  |  |
| Cormercial and industrial | \$ | 346,720 | \$ | - | \$ | 346,720 | \$ | 398,353 | \$ | - | \$ | 398,353 |
| Commercial real estate |  | 363,692 |  | - |  | 363,692 |  | 478,754 |  | - |  | 478,754 |
| Residential mortgage |  | 45,010 |  | - |  | 45,010 |  | 82,984 |  | - |  | 82,984 |
| Home equity |  | 22,526 |  | - |  | 22,526 |  | 21,689 |  | - |  | 21,689 |
| Total NALs |  | 777,948 |  | - |  | 777,948 |  | 981,780 |  | - |  | 981,780 |
| Other real estate, net |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 31,649 |  | 9,477 |  | 22,172 |  | 65,775 |  | 15,330 |  | 50,445 |
| Commercial |  | 35,155 |  | - |  | 35,155 |  | 57,309 |  | - |  | 57,309 |
| Total other real estate, net |  | 66,804 |  | 9,477 |  | 57,327 |  | 123,084 |  | 15,330 |  | 107,754 |
| Impaired loans held for sale |  | - |  | - |  | - |  | - |  | - |  | - |
| Other NPAs |  | $\checkmark$ |  | $\checkmark$ |  | - |  | - |  | - |  | - |
| Total nonperforming assets (NPAs) | \$ | 844,752 | \$ | 9,477 | \$ | 835,275 | \$ | 1,104,864 | \$ | 15,330 | \$ | 1,089,534 |
| NAL ratio (1) |  | 2.04\% |  |  |  | 2.04\% |  | 2.62\% |  |  |  | 2.62\% |
| NPA ratio ${ }^{(2)}$ |  | 2.21\% |  |  |  | 2.19\% |  | 2.94\% |  |  |  | 2.90\% |

(1) NAL / total loans and leases
${ }^{2}$ 2) NPA / (total loans and leases + impaired loans held for sale + net other real estate + other NPAs)

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

| (in thousands) | June 30, 2010 |  |  |  |  | March 31, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | FCMC | Non-FCMC |  | Total |  | FCMC | Non-FCMC |  |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 429,561 | \$ | \$ | 429,561 | \$ | 511,588 | \$ - | \$ | 511,588 |
| Cormercial real estate |  | 663,103 | - |  | 663,103 |  | 826,781 | - |  | 826,781 |
| Residential mortgage |  | 86,486 | - |  | 86,486 |  | 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 |
| Other real estate, net |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 71,937 | 24,515 |  | 47,422 |  | 68,289 | 24,423 |  | 43,866 |
| Commercial |  | 67,189 | - |  | 67,189 |  | 83,971 | - |  | 83,971 |
| Total other real estate, net |  | 139,126 | 24,515 |  | 114,611 |  | 152,260 | 24,423 |  | 127,837 |
| Impaired loans held for sale |  | 242,227 | 242,227 |  | - |  | - | - |  | - |
| Other NPAs |  | - | - |  | - |  | - | - |  | - |
| Total nonperforming assets (NPAs) | \$ | 1,582,702 | \$266,742 | \$ | 1,315,960 | \$ | 1,918,368 | \$353,457 | \$ | 1,564,911 |
| NAL ratio (1) |  | 3.25\% |  |  | 3.25\% |  | 4.78\% |  |  | 3.94\% |
| NPA ratio ${ }^{(2)}$ |  | 4.24\% |  |  | 3.55\% |  | 5.17\% |  |  | 4.27\% |

[^9]
## Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)

| (in thousands) | December 31, 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | FCMC | Non-FCMC |  |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |
| Commercial and industrial | \$ | 578,414 | \$ - | \$ | 578,414 |
| Cormercial real estate |  | 935,812 | - |  | 935,812 |
| Residential mortgage |  | 362,630 | 299,671 |  | 62,959 |
| Home equity |  | 40,122 | 15,004 |  | 25,118 |
| Total NALs |  | 1,916,978 | 314,675 |  | 1,602,303 |
| Other real estate, net |  |  |  |  |  |
| Residential |  | 71,427 | 23,286 |  | 48,141 |
| Commercial |  | 68,717 | - |  | 68,717 |
| Total other real estate, net |  | 140,144 | 23,286 |  | 116,858 |
| Impaired loans held for sale |  | 969 | - |  | 969 |
| Other NPAs |  | - | - |  | - |
| Total nonperforming assets (NPAs) | \$ | 2,058,091 | \$337,961 | \$ | 1,720,130 |
| NAL ratio (1) |  | 5.21\% |  |  | 4.41\% |
| NPA ratio ${ }^{(2)}$ |  | 5.57\% |  |  | 4.72\% |
| (1) NAL / total loans and leases |  |  |  |  |  |
| ${ }^{(2)}$ NPA / (total loans and leases + impa + other NPAs) |  | ns held for | sale + net ot |  | real estate |



## Deposits



## Deposit Trends

Linked Quarter

| (in billions) | 2010 |  |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |  |
|  |  |  | Amount | \% |  |
| Average Deposits |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 7.2 |  |  | \$ | 6.8 | \$ | 0.4 | 6 | \% |
| Demand deposits - interest bearing |  | 5.3 |  | 5.3 |  | (0.0) | (0) |  |
| Money market deposits |  | 13.2 |  | 12.3 |  | 0.8 | 7 |  |
| Savings and other domestic deposits |  | 4.6 |  | 4.6 |  | 0.0 | 0 |  |
| Core certificates of deposit |  | 8.6 |  | 8.9 |  | (0.3) | (3) |  |
| Total core deposits |  | 38.9 |  | 38.0 |  | 0.9 | 2 |  |
| Other domestic deposits of \$250,000 or more |  | 0.7 |  | 0.7 |  | 0.0 | 7 |  |
| Brokered deposits and negotiable CDs |  | 1.6 |  | 1.5 |  | 0.1 | 5 |  |
| Other deposits |  | 0.4 |  | 0.5 |  | (0.0) | (2) |  |
| Total deposits | \$ | 41.7 | \$ | 40.6 | \$ | 1.1 | 3 | \% |

## Deposit Trends

Prior-Year Quarter

| (in billions) | Fourth Quarter |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | Amount |  | \% |  |
| Average Deposits |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ 7.2 | \$ 6.5 | \$ | 0.7 | 11 | \% |
| Demand deposits - interest bearing | 5.3 | 5.5 |  | (0.2) | (3) |  |
| Money market deposits | 13.2 | 9.3 |  | 3.9 | 42 |  |
| Savings and other domestic deposits | 4.6 | 4.7 |  | (0.0) | (1) |  |
| Core certificates of deposit | 8.6 | 10.9 |  | (2.2) | (20) |  |
| Total core deposits | 38.9 | 36.8 |  | 2.2 | 6 |  |
| Other domestic deposits of \$250,000 or more | 0.7 | 0.7 |  | 0.1 | 10 |  |
| Brokered deposits and negotiable CDs | 1.6 | 2.4 |  | (0.8) | (33) |  |
| Other deposits | 0.4 | 0.4 |  | 0.0 | 5 |  |
| Total deposits | \$ 41.7 | \$40.2 | \$ | 1.5 | 4 | \% |

## Total Core Deposit Trends

| Average (\$B) | 4Q10 | Annualized Grow th |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { 4Q10 v } \\ \text { 3Q10 (1) } \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} 10 \mathrm{v} \\ 4 \mathrm{Q} 09 \end{gathered}$ |
| Commercial |  |  |  |
| Demand deposits - non-int. bearing | \$ 6.1 | 29 \% | 12 \% |
| Demand deposits - int. bearing | 1.0 | (36) | (35) |
| Other core deposits ${ }^{(2)}$ | 5.4 | 28 | 34 |
| Total | 12.6 | 23 | 14 |
| Consumer |  |  |  |
| Demand deposits - non-int. bearing | 1.1 | - | 7 |
| Demand deposits - int. bearing | 4.3 | 9 | 9 |
| Other core deposits ${ }^{(2)}$ | 21.0 | 3 | 1 |
| Total | 26.4 | 4 | 3 |
| Total |  |  |  |
| Demand deposits - non-int. bearing | 7.2 | 25 | 11 |
| Demand deposits - int. bearing | 5.3 | - | (3) |
| Other core deposits ${ }^{(2)}$ | 26.4 | 8 | 7 |
| Total | \$38.9 | 10 \% | 7 \% |

(1) Linked-quarter percent change annualized
(2) Includes core CDs, savings, and other deposits


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



- 4Q10 - Raised $\$ 920 \mathrm{MM}$ of common equity and repurchased $\$ 1.4$ billion of TARP related preferred shares


## Capital




## Huntington Bancshares Overview

Midwest financial services holding company

Founded
Headquarters - Columbus, Ohio
Total assets - \$54 Billion
Employees ${ }^{(1)} \quad-11,341$
Franchise:

| Footprint | 6 states: OH, MI, PA, IN, WV, KY |
| :--- | :--- |
|  | 611 branches / 1,387 ATMs |
| Retail and Business Banking | 5 Areas |
| - Mortgage banking | + MD, NJ |
| Commercial Banking | 11 Regions |
| Commercial Real Estate |  |
| Auto Finance \& Dealer Services | + MA, RI, VT, NH, ME |
| Private Financial Group | +FL |

(1) Full-time equivalent (FTE)

6 states: OH, MI, PA, IN, WV, KY
611 branches / 1,387 ATMs
5 Areas

+ MD, NJ
11 Regions
+ MA, RI, VT, NH, ME
$+\mathrm{FL}$


## The Huntington Franchise


(1) Excludes 9 PFG offices ( 3 in FL) and 2 ATMs in MD. Market share at $6 / 30 / 10$

## A Strong Regional Presence

 FDIC deposit data as of June 30, 2010

| Deposits - Top 12 MSAs |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| MSA | Rank | BBs | Deposits | Share |
| Columbus, OH | 1 | 69 | \$9,124 | 22.2\% |
| Cleveland, OH | 5 | 62 | 3,941 | 7.8 |
| Detroit, MI | 8 | 50 | 3,607 | 4.2 |
| Toledo, OH | 1 | 42 | 2,306 | 22.9 |
| Pittsburgh, PA | 7 | 41 | 2,270 | 3.0 |
| Cincinnati, OH | 5 | 40 | 1,999 | 3.5 |
| Youngstown, OH | 1 | 36 | 1,877 | 20.4 |
| Indianapolis, IN | 4 | 45 | 1,902 | 6.2 |
| Canton, OH | 1 | 23 | 1,485 | 27.3 |
| Grand Rapids, MI | 3 | 21 | 1,280 | 9.5 |
| Akron, OH | 5 | 17 | 886 | 7.7 |
| Charleston, WV | 3 | 8 | 604 | 10.6 |

BBs = Banking Branches

|  | \# Deposits <br> \#1 Share markets <br> \#1- \#3 Share markets$\quad 56 \%$ |
| :--- | ---: |

## Leadership Team

| Stephen Steinour <br> Chairman, President, \& CEO |  |
| :---: | :---: |
| Retail and Business Banking Mary Navarro | Commercial Banking Jim Dunlap |
| Wealth Advisors, Government Finance, and Home Lending Dan Benhase | Automobile Finance and Commercial Real Estate Nick Stanutz |
| $\begin{gathered} \text { Operations, Insurance, Corporate Services } \\ \text { Mark Thompson } \end{gathered}$ | Finance, Strategy, Mergers \& Acquisitions Don Kimble - Chief Financial Officer |
| Risk, Legal, Audit Kevin Blakely - Chief Risk Officer | Credit, Collections, Special Assets Daniel Neumeyer - Chief Credit Officer |
| Technology \& Conversions Zahid Afzal | Communications, Public \& Government Relations Elizabeth Allen |
| Human Resources \& Diversity Keith Sanders |  |

## Senior Leadership Team

|  |  | Appointed | Experience - Yrs |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Banking | HBAN |
| Stephen Steinour | Chairman, President and CEO | 1Q09 | 30 | 2 |
| Dan Benhase | SEVP - Wealth Advisors, Government Finance, and Home Lending | 2Q06 | 28 | 10 |
| Kevin Blakely | SEVP - Chief Risk Officer - Risk, Legal, Audit | 3 Q 09 | 35 | 1 |
| Jim Dunlap | SEVP - Commercial Banking | 1Q06 | 31 | 31 |
| Don Kimble | SEVP - Chief Financial Officer - Finance, Strategy, M \& A | 3Q04 | 27 | 6 |
| Mary Navarro | SEVP - Retail and Business Banking | 1Q06 | 33 | 8 |
| Daniel Neumeyer | SEVP - Chief Credit Officer - Credit, Collections, Special Assets | 3Q09 | 26 | 1 |
| Nick Stanutz | SEVP - Automobile Finance and Commercial Real Estate | 2Q06 | 31 | 24 |
| Randy Stickler | SEVP - Commercial Real Estate | 1Q09 | 29 | 1 |
| Mark Thompson | SEVP - Operations, Insurance, Corporate Services | 2Q09 | 26 | 1 |
| Zahid Afzal | EVP - Technology \& Conversions | 1Q06 | $26{ }^{(1)}$ | 4 |
| Elizabeth Allen | EVP - Communications, Public \& Government Relations | 3Q09 | 30 (1) | 1 |
| Dick Cheap | EVP - General Counsel \& Secretary - Legal | 2Q98 | $33{ }^{(1)}$ | 12 |
| Keith Sanders | EVP - Human Resources \& Diversity | 1Q10 | $28{ }^{(1)}$ | 1 |
| (1) Includes related experience outside of banking |  | dillin Huntungton |  |  |



## Business Segment Loans \& Deposits - 4Q10

Total Loans - \$37.3 B Total Deposits - \$40.7 B


## Total Loans and Leases - By Business Segment

| $\begin{aligned} \text { 4Q10 } & \\ & (\$ B)\end{aligned}$ | Avg. Outstandings - \$37.3 Billion |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  <br> Business Banking | Comm'l <br> Banking | AFCRE | WGH | Treas. / Other | Total |
| C\& | \$2.9 | \$7.1 | \$1.7 | \$0.7 | \$-- | \$12.4 |
| CRE | 0.5 | 0.3 | 6.2 | 0.2 | -- | 7.2 |
| Total commercial | 3.4 | 7.4 | 8.0 | 0.9 | -- | 19.7 |
| Automobile loans \& leases | -- | -- | 4.9 | -- | -- | 4.9 |
| Home equity | 6.7 | 0.0 | -- | 0.7 | 0.1 | 7.6 |
| Residential mortgage | 1.2 | 0.0 | -- | 3.2 | 0.2 | 4.5 |
| Other consumer | 0.3 | 0.0 | 0.2 | 0.0 | 0.1 | 0.7 |
| Total consumer | 8.2 | 0.0 | 5.0 | 4.0 | 0.3 | 17.6 |
| Total loans | \$11.7 | \$7.4 | \$13.0 | \$4.8 | \$0.3 | \$37.3 |

## Total Deposits - By Business Segment

| 4Q10 | Avg. Balances - \$40.7 Billion |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail \& Business Banking | Comm'l <br> Banking | AFCRE | WGH | Treas. / Other | Total |
| DDA-noninterest bearing | \$3.3 | \$1.8 | \$0.4 | \$ 1.2 | \$0.1 | \$6.9 |
| DDA-interest bearing | 4.2 | 0.1 | 0.0 | 1.2 | 0.0 | 5.6 |
| Money market deposits | 7.6 | 0.9 | 0.2 | 3.0 | -- | 11.7 |
| Savings and other domestic time deposit | 4.5 | 0.1 | 0.0 | 0.1 | -- | 4.6 |
| Core certificates of deposit | 9.0 | 0.1 | 0.0 | 0.2 | 0.0 | 9.2 |
| Total core deposits | 28.5 | 2.9 | 0.7 | 5.8 | 0.1 | 38.0 |
| Other deposits | 0.2 | 0.3 | 0.0 | 1.2 | 1.0 | 2.7 |
| Total deposits | \$28.8 | \$3.2 | \$0.7 | \$7.0 | \$1.1 | \$40.7 |

## Business Segment Contribution

| (\$MM) | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: |
| Retail \& Business Banking | \$131.0 | \$(26.5) | \$257.8 |
| Commercial Banking | 38.5 | (158.7) | 80.3 |
| AFCRE | 46.5 | (5.88.2) | (14.2) |
| WGH | 34.8 | 1.8 | 43.0 |
| Treas. / Other | 61.6 | (251.3) | (480.8) |
| Unallocated goodwill impairment ${ }^{(1)}$ |  | $(2,573.8)$ |  |
| Total Net Income | \$312.3 | \$3,094.2 | \$(113.8) |
| (1) Represents the 2009 first quarter impairment charge, net of tax, associated with the former Regional Banking business segment. |  |  |  |

## Business Segment Overview

## Commercial Banking <br> Executive - Jim Dunlap

- 11 Region Presidents
- Middle Market Commercial Banking
- Specialty Banking
- Large Corporate
- Health-care
- Not-for-Profit
- Equipment / Technology Leasing
- International Services
- Treasury Management
- Capital Markets
- Derivatives
- Foreign Exchange
- Securities Trading


## Retail \& Business Banking Executive - Mary Navarro

- Branch Sales and Service
- 5 Retail Banking Areas
- Consumer Banking
- Business Banking
- In-Store Branches
- Deposit Product Pricing and Fees
- Marketing and Customer Experience
- Payments and Channels


## 11 Commercial Banking Regions



| Jim Dunlap |  |
| :---: | :---: |
| West Michigan | Greater <br> Akron/Canton |
| East Michigan | Central Ohio |
| Central Indiana | S. Ohio/KY |
| NW Ohio | Pittsburgh |
| Greater <br> Cleveland | West Virginia |

Mahoning Valley

## Regional Banking Presidents

|  |  | Experience - Yrs |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Region | Appointed | Banking | HBAN |
| Jim Dunlap | West Michigan | $1 Q 06$ | 32 | 32 |
| Mike Fezzey | East Michigan | $4 Q 10$ | $<1$ | $<1$ |
| Mike Newbold | Central Indiana | $4 Q 06$ | 34 | 7 |
| Sharon Speyer | Northwest Ohio | $1 Q 01$ | 23 | 19 |
| Daniel Walsh, Jr. | Greater Cleveland | $2 Q 10$ | 15 | 1 |
| Frank Hierro | Mahoning Valley | $1 Q 00$ | 33 | 28 |
| William Shivers | Greater Akron / Canton | $3 Q 09$ | 20 | 4 |
| Jim Kunk | Central Ohio | $1 Q 94$ | 30 | 30 |
| Mark Reitzes | Southern Ohio / Kentucky | $1 Q 08$ | 25 | 19 |
| David Hammer | Pittsburgh | WQ09 | 24 | 2 |
| Clayton Rice | West Virginia | $3 Q 07$ | 24 | 7 |

## 5 Retail and Business Banking Areas



## Retail \& Business Banking Executives

|  | Area | Experience - Yrs |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Appointed | Banking | HBAN |
| Jim Baron | Branch Sales \& Service | 4Q10 | 32 | 7 |
| Loretta Stanton | Northeast Retail Area | 2Q10 | 20 | 20 |
| Deborah Stein | Central Retail Area | 2Q09 | 26 | 6 |
| Robert Soroka | East Retail Area | 2Q09 | 26 | 8 |
| Brian Bromley | Northwest Retail Area | 2Q09 | 26 | 24 |
| Jonathan Greenwood | West Retail Area | 2Q09 | 25 | 17 |
| Steve Rhodes | Business Banking Director | 4Q10 | 23 | <1 |
| Cindy Keitch | In-Store Channel Director | 2Q10 | 36 | 16 |
| David Schamer | Deposit Products Pricing \& Fees Director | 2Q09 | 16 | 1 |
| David Clifton | Chief Customer \& Marketing Officer | 4Q09 | 26 | 1 |
| Mark Sheehan | Payments \& Channel Director | 4Q09 | 23 | 1 |
|  |  | - $\mathrm{F}_{1}$ | ntington | 155 |

## Business Segment Overview

Wealth Advisors, Government Finance, and Home Lending
Executive - Dan Benhase

- Wealth Advisors
- Trust / Portfolio Management
- Private Banking
- Retail Brokerage
- Government Finance
- Public Funds - Treasury Services and Lending
- Corporate Trust
- National Settlement
- Home Lending
- Mortgage Banking
- Consumer Lending
- Other
- Retirement Plan Services
- Huntington Asset Services
- Huntington Asset Advisors Huntington Funds

Automobile Finance and Commercial Real Estate
Executive - Nick Stanutz

- Auto Dealer Finance
- 8 Region Managers
- Consumer Indirect Auto Loans
- Dealer Commercial Loans
- Commercial Real Estate
- Asset Based Lending
- Mezzanine Lending



## Basis of Presentation

Use of non-GAAP financial measures
This presentation contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure can be found in this presentation and/or in the most recent quarterly earnings press release and related Quarterly Financial Review supplement filed on Form 8-K. This information can be found on Huntington's website at huntington-ir.com.
Pre-Tax, Pre-Provision Income
One non-GAAP performance metric that Management believes is useful in analyzing underlying performance trends, is pre-tax, pre-provision income. This is the level of earnings adjusted to exclude the impact of:
provision expense, which is excluded because its absolute level is 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 particularly volatile;
amortization of intangibles expense, which is excluded because return on tangible common equity is a key metric used by Management to gauge performance trends; and
certain items identified by Management (see Significant Items slide) which Management believes may distort the company's underlying performance trends.
Annualized data
Certain returns, yields, performance ratios, or quarterly growth rates are presented on an "annualized" basis. This is done for analytical and decision-making purposes to better discern underlying performance trends when compared to full year or year-over-year amounts. For example, loan and deposit growth rates, as well as net charge-off percentages, are most often expressed in terms of an annual rate like $8 \%$. As such, a $2 \%$ growth rate for a quarter would represent an annualized $8 \%$ growth rate.

## Basis of Presentation

Significant Items
From time to time, revenue, expenses, or taxes are impacted by items judged by Management to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at that time to be infrequent or short-term in nature. We refer to such items as "Significant Items". Most often, these Significant Items result from factors originating outside the company - e.g., regulatory actions/assessments, windfall gains, changes in accounting principles, one-time tax assessments/refunds, etc. In other cases they may result from Management decisions associated with significant corporate actions out of the ordinary course of business - e.g., merger/restructuring charges, recapitalization actions, goodwill impairment, etc.
Even though certain revenue and expense items are naturally subject to more volatility than others due to changes in market and economic environment conditions, as a general rule volatility alone does not define a Significant Item. For example, changes in the provision for credit losses, gains//osses from investment activities, asset valuation writedowns, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant Item.
Management believes the disclosure of "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance and trends so that they can ascertain which of such items, if any, they may wish to include/exclude from their analysis of the company's performance; i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly. To this end, Management has adopted a practice of listing "Significant Items" in its external disclosure documents (e.g., earnings press releases, investor presentations, and Forms 10-Q and 10-K).
"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of 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 equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.
Rounding
Please note that columns of data in the presentation may not add due to rounding
Earnings per share equivalent data
Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share consensus amounts, which typically exclude the impact of significant items. Earnings per share equivalents are usually calculated by applying 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 item involves special tax treatment, the after-tax amount is separately disclosed, with this then being the amount used to calculate the earnings per share equivalent.

## Forward Looking Statements

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

Actual results could differ materially from those contained or implied by such statements for a variety of factors including: (1) worsening of credit quality performance due to a number of factors such as the underlying 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, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our 'Fair Play' banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements;(7) extended disruption of vital infrastructure; and (8) the nature, extent, and timing of governmental actions and reforms, including the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the newly created Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions.

Additional factors that could cause results to differ materially 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 included in this release are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## (T) Hundigition Welcome'.


[^0]:    

[^1]:    (1) Average balances
    (2) Interest bearing liabilities + DDA noninterest bearing

[^2]:    (1) Excludes $\$ 139$ million of variable rate demand notes

[^3]:    (1) Decline reflects a net reclass from CRE to C\&I of $\$ 1.5$ billion

[^4]:    (1) $12 / 31 / 10$
    (2) End of period

[^5]:    (1) $12 / 31 / 10$; prior to $2 Q 10$ includes Franklin loans (2) End of period (3) Annualized; 2 Q 10 including $\$ 15.9 \mathrm{MM}$ Franklin-related

[^6]:    (3) NaLs $/$ total loars and leseen

[^7]:    (1) NaLs / total loars and leveen

[^8]:    7 NaLs / total loans and lases

[^9]:    (1) NAL / total loans and leases
    (2) NPA / (total loans and leases + impaired loans held for sale + net other real estate + other NPAs)

