# UNITED STATES <br> 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): April 20, 2011

## HUNTINGTON BANCSHARES INCORPORATED

(Exact name of registrant as specified in its charter)


## Item 2.02. Results of Operations and Financial Condition.

On April 20, 2011, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended March 31, 2011. Also on April 20, 2011, Huntington made a Quarterly Performance Discussion and Financial Review available on its web site, www.huntington-ir.com.

Huntington's senior management will host an earnings conference call April 20, 2011, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at 800-267-7495, conference ID 52894827 . Slides will be available at www.huntington-ir.com just prior to the call. A replay of the web cast will be archived in the Investor Relations section of Huntington's web site at www.huntington.com. A telephone replay will be available two hours after the completion of the call through April 29, 2011, at 800-642-1687; conference call ID 52894827.

The information contained or incorporated by reference in this Current Report on Form 8-K 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; (8) the final outcome of significant litigation; and (9) 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 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 2010 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 Current Report on Form 8-K are based on information available at the time of the Report. Huntington assumes no obligation to update any forward-looking statement.

Exhibit 99.3 includes certain ratios, specifically the tangible common equity ratio, and the Tier 1 common risk-based capital ratio, which are non-GAAP financial measures. These non-GAAP financial measures are included in this report because the Federal Reserve indicated that as part of their Supervisory Capital Assessment Program (SCAP), a year-end 2010 Tier 1 common risk-based capital ratio of $4.0 \%$ would be needed. Although Huntington is not one of the SCAP bank holding companies, the market has accepted this as a "de facto" standard for being adequately capitalized since 10 of the 19 bank holding companies included in SCAP were directed to increase their capital levels to meet this targeted threshold. Other companies may calculate these financial measures differently. Risk-weighted assets are calculated under regulatory capital rules applicable to us as discussed more fully on page 7 of our Form 10-K. The tangible common equity ratio, tangible assets, and Tier 1 common risk-based capital ratio were calculated as follows:

Capital Adequacy Reconciliations

| (in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  | December 31, |  | September 30, |  | June 30, |  | March 31, |  |
| Tangible common equity to asset ratio: |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 5,039 | \$ | 4,981 | \$ | 5,567 | \$ | 5,438 | \$ | 5,370 |
| Shareholders' preferred equity |  | (363) |  | (363) |  | $(1,700)$ |  | $(1,696)$ |  | $(1,692)$ |
|  |  | 4,676 |  | 4,618 |  | 3,867 |  | 3,742 |  | 3,678 |
| Goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Intangible assets |  | (215) |  | (229) |  | (244) |  | (259) |  | (274) |
| Intangible asset deferred tax liability (1) |  | 75 |  | 80 |  | 85 |  | 91 |  | 95 |
| Total tangible common equity | \$ | 4,092 | \$ | 4,025 | \$ | 3,264 | \$ | 3,130 | \$ | 3,055 |
| Total assets | \$ | 52,949 | \$ | 53,820 | \$ | 53,247 | \$ | 51,771 | \$ | 51,867 |
| Goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Other intangible assets |  | (215) |  | (229) |  | (244) |  | (259) |  | (274) |
| Intangible asset deferred tax liability (1) |  | 75 |  | 80 |  | 85 |  | 91 |  | 95 |
| Total tangible assets | \$ | 52,365 | \$ | 53,227 | \$ | 52,644 | \$ | 51,159 | \$ | 51,244 |
| Tangible common equity to asset ratio |  | 7.81\% |  | 7.56\% |  | 6.20\% |  | 6.12\% |  | 5.96\% |
| Tier 1 common risk-based capital ratio (2) |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 5,179 | \$ | 5,022 | \$ | 5,480 | \$ | 5,317 | \$ | 5,090 |
| Shareholders' preferred equity |  | (363) |  | (363) |  | $(1,700)$ |  | $(1,696)$ |  | $(1,692)$ |
| Trust preferred securities |  | (570) |  | (570) |  | (570) |  | (570) |  | (570) |
| REIT preferred stock |  | (50) |  | (50) |  | (50) |  | (50) |  | (50) |
| Tier 1 common | \$ | 4,196 | \$ | 4,039 | \$ | 3,160 | \$ | 3,001 | \$ | 2,778 |
| Risk weighted assets | \$ | 43,025 | \$ | 43,471 | \$ | 42,759 | \$ | 42,486 | \$ | 42,522 |
| Tier 1 common risk-based capital ratio |  | 9.75\% |  | 9.29\% |  | 7.39\% |  | 7.06\% |  | 6.53\% |

(1) Intangible assets are net of deferred tax liability, and calculated assuming a 35\% tax rate.
(2) March 31, 2011 figures are estimated.

The information contained or incorporated by reference in Item 2.02 of this Form 8-K shall be treated as "furnished" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

Item 9.01. Financial Statements and Exhibits.
The exhibits referenced below shall be treated as "furnished" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.
(d) Exhibits.

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated April 20, 2011.
Exhibit 99.2 - Quarterly Performance Discussion, March 2011.
Exhibit 99.3 - Quarterly Financial Review, March 2011.

## SIGNATURES

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

HUNTINGTON BANCSHARES INCORPORATED

Date: April 20, 2011
By: /s/ Donald R. Kimble
Donald R. Kimble
Senior Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No. Description
Exhibit 99.1 News release of Huntington Bancshares Incorporated, April 20, 2011.
Exhibit 99.2 Quarterly Performance Discussion, March 2011.
Exhibit $99.3 \quad$ Quarterly Financial Review, March 2011.

## NEWS

FOR IMMEDIATE RELEASE -
Date: April 20, 2011
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## HUNTINGTON BANCSHARES REPORTS

\$126.4 MILLION OF NET INCOME OR \$0.14 PER COMMON SHARE FOR THE 2011 FIRST QUARTER

CONTINUED GROWTH IN AVERAGE TOTAL LOANS AND CORE DEPOSITS

## CONTINUED SIGNIFICANT IMPROVEMENT IN CREDIT QUALITY

## Specific highlights compared with 2010 Fourth Quarter:

- $6 \%$, or $\$ 38.0$ million, decline in fully-taxable equivalent revenue, reflecting a $\$ 30.5$ million decline in mortgage banking income
- $\mathbf{3 . 4 2 \%}$ net interest margin, up 5 basis points
- 3\% annualized growth in average total loans
- 3\% annualized growth in average total core deposits
- $\mathbf{1 8 \%}$ decline in nonaccrual loans
- $\mathbf{1 8 5 \%}$ allowance for credit losses coverage of nonaccrual loans, up from $\mathbf{1 6 6 \%}$
- $\mathbf{0 . 9 6 \%}$ return on average assets, up from $\mathbf{0 . 9 0 \%}$
- $\mathbf{1 2 . 7 \%}$ return on average tangible common shareholders' equity
- $\quad \mathbf{9 . 7 5 \%}$ Tier 1 common risk-based capital
- $\quad \mathbf{7 . 8 1} \%$ tangible common equity ratio, up from $7.56 \%$

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN; www.huntington.com) reported 2011 first quarter net income of $\$ 126.4$ million, or $\$ 0.14$ per common share. The current quarter included a reduction of $\$ 0.01$ per common share related to additions to litigation reserves. This compared with net income of $\$ 122.9$ million, or $\$ 0.05$ per common share, in the 2010 fourth quarter. The prior quarter included a reduction of $\$ 0.07$ per common share for the deemed dividend resulting from that quarter's repurchase of TARP capital. Net income in the year-ago quarter was $\$ 39.7$ million, or $\$ 0.01$ per common share.

## Summary Performance Discussion Compared with 2010 Fourth Quarter

"First quarter results were consistent with our expectations and set the stage for continued earnings growth throughout this year," said Stephen D. Steinour, chairman, president, and chief executive. "Throughout last year, and continuing into this year, we are taking advantage of what we view as a moment in time to make significant investments in strategic initiatives to position us for more profitable and sustainable long-term growth. Reflecting these factors and the reality of certain near-term revenue headwinds, we previously noted that the primary driver of earnings growth in early 2011 would be lower provision for credit losses as credit quality continued to improve. As such, we are very pleased with this quarter's continued, significant improvement in our credit quality. Nonaccrual and criticized loans again saw significant declines. Net charge-offs improved. As a result, our provision for credit losses declined. Nevertheless, our allowance for credit losses relative to the level of nonaccrual loans strengthened further."

The provision for credit losses declined $\$ 37.6$ million, or $43 \%$, from the 2010 fourth quarter. This reflected an $18 \%$ decline in nonaccrual loans from the end of the prior quarter, commensurate with a $19 \%$ decrease in the level of new nonaccrual loans. Total criticized commercial loans declined $13 \%$ during the quarter and reflected a $41 \%$ decrease in new criticized commercial loans. While the period end allowance for credit losses (ACL) as a percentage of total loans and leases declined to $3.07 \%$ from $3.39 \%$, the ACL as a percentage of total nonaccrual loans (NALs) increased to $185 \%$ from $166 \%$. Net charge-offs were $\$ 165.1$ million, or an annualized $1.73 \%$ of average total loans and leases, down from $\$ 172.3$ million, or $1.82 \%$, in the 2010 fourth quarter.

Net interest income declined $\$ 11.0$ million, or $3 \%$, from the fourth quarter. This reflected a $2 \%$ ( $8 \%$ annualized) decrease in average earning assets partially offset by a 5 basis point increase in the fully-taxable equivalent net interest margin to $3.42 \%$ from $3.37 \%$. The decrease in average earning assets reflected a combination of factors including a $\$ 0.6$ billion, or $6 \%$ ( $25 \%$ annualized), decrease in average available-for-sale and other securities. Contributing to this decline were sales of $\$ 0.2$ billion of investment securities that partially funded the 2010 fourth quarter repurchase of TARP capital. The negative impact of the available-for-sale and other securities decline was partially offset by a $\$ 0.3$ billion, or $1 \%$ ( $3 \%$ annualized), increase in average total loans and leases. Loan growth in commercial and industrial loans (C\&I) as well as automobile loans was strong, up $11 \%$ and $13 \%$ annualized, respectively. Noncore commercial real estate (CRE) loans continued its planned decline. Importantly, the core deposit mix continued to improve given strong 2\% (8\% annualized) growth in noninterest-bearing demand deposits.
"The linked-quarter decline in net interest income reflected the impact of fewer days and a decline in average available-for-sale and other securities, as the fully-taxable equivalent net interest margin increased," Steinour commented. "We are optimistic that net interest income will increase in coming quarters as we expect loan and core deposits to continue to grow with our net interest margin remaining relatively stable. We are especially pleased with this quarter's increase in our net interest margin as this primarily reflected the benefit of continued growth in low cost noninterest bearing demand deposits. These deposits are our most profitable and represent the primary customer banking relationship. During the quarter, consumer checking account households grew at a $9 \%$ annualized rate, reflecting the traction we are gaining with customers in our markets as they increasingly embrace the benefits offered through our 'Fair Play' banking philosophy with programs such as 24 -Hour Grace ${ }^{\text {TM }}$ on overdrafts."

Total noninterest income declined $\$ 27.3$ million, or $10 \%$. This reflected a $\$ 30.5$ million, or $57 \%$, decline in mortgage banking income from the fourth quarter primarily related to a $49 \%$ decline in mortgage originations. Trust services income increased 5\% and brokerage income grew 21\% from the 2010 fourth quarter.
"The decline in noninterest income was driven by the anticipated decrease in mortgage banking income due to expected lower originations as mortgage interest rates increased late in the fourth quarter and mortgage originations slowed," Steinour noted. "Given recent origination data, we believe mortgage banking income will likely stabilize at the first quarter's run rate. Aside from mortgage banking, we are encouraged by the growth in trust services and brokerage income, two areas in which we have been making strategic investments."

Total noninterest expense declined $\$ 3.9$ million, or $1 \%$, reflecting declines in legal costs as collection activities declined, consulting expenses, OREO and foreclosure costs, and a number of other expense categories. Partially offsetting these declines was $\$ 17.0$ million in additions to litigation reserves, seasonal increase in certain expenses, most notably personnel costs related to the annual FICA and other benefit expense resets, as well as March's annual merit increases for nonexecutives.
"We were very pleased to see a reduction in noninterest expense despite additions to litigation reserves, the usual seasonal increases, and expenses related to making strategic investments," Steinour continued.

On January 19, 2011, we repurchased for $\$ 49.1$ million the warrant to purchase 23.6 million common shares issued to the U.S. Department of the Treasury in connection with the Capital Purchase Program under the Troubled Asset Relief Program (TARP). While the repurchase of this warrant had the positive effect of removing any possible future share dilutive impact, it negatively impacted our capital ratios. For example, the warrant repurchase negatively impacted our tangible common equity ratio by 9 basis points. Nevertheless, due to the first quarter's earnings growth our March 31, 2011, capital ratios increased from the end of last year.
"The repurchase of this warrant closed our relationship with the U.S. Department of the Treasury with regard to the TARP capital. Our strong capital ratios and expectation for continued growth in earnings and capital positions us to actively explore capital management opportunities, including raising the dividend," Steinour concluded.

The Tier 1 common risk-based capital ratio at March 31, 2011, was $9.75 \%$, up from $9.29 \%$ at the end of the prior quarter, and the tangible common equity ratio increased to $7.81 \%$ from $7.56 \%$. The regulatory Tier 1 and Total capital ratios were $12.04 \%$ and $14.85 \%$, respectively, up from $11.55 \%$ and $14.46 \%$, respectively, at the end of last year.

## Pre-Tax, Pre-Provision Income Trends

One metric that Management believes is useful in analyzing performance is the level of earnings adjusted to exclude provision expense, securities gains or losses, and amortization of intangibles. In addition, earnings are adjusted for items identified 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 the time to be infrequent or short-term in nature, which Management believes may distort the company's underlying performance trends (see Pre-Tax, Pre-Provision Income in Basis of Presentation for a full discussion).

Pre-Tax, Pre-Provision Income (1)

|  | $\mathbf{2 0 1 1}$ |  |  | 2010 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

(1) See Basis of Presentation for definition

Pre-tax, pre-provision income was $\$ 240.9$ million in the 2011 first quarter, down $\$ 19.1$ million, or $7 \%$, from the prior quarter. From a run-rate basis, the decline reflected:

- $\quad \$ 8.8$ million seasonal reduction in revenue as the current quarter had less days than the fourth quarter. This included a $\$ 7.0$ million reduction in net interest income and a $\$ 1.8$ million reduction in service charge and electronic banking income, and
- $\quad \$ 6.9$ million seasonal increase in noninterest expense primarily associated with the annual reset of FICA and other payroll taxes.


## Expectations

We are optimistic about our prospects for continued earnings growth for the rest of the year.
Borrower and consumer confidence and the sustainability of the slow economic recovery remain major factors impacting growth opportunities for the rest of 2011. Unfortunately, during the 2011 first quarter a number of issues have emerged, however, that could negatively impact the recovery. These include the continued instability in the Middle East with its ramifications on the cost of oil, and the crisis in Japan that could negatively impact the production of consumer goods and services, most notably the electronics and auto sectors. For now, we continue to believe that the economy will remain relatively stable throughout the coming year, with the potential for improvement in the latter half.

Net income is expected to grow from the first quarter level throughout the rest of the year as pre-tax, pre-provision income rebounds from this quarter's level.

We believe the momentum we are seeing in loan and deposit growth, coupled with a stable net interest margin, will contribute to growth in net interest income. Our C\&I portfolio is expected to continue to show meaningful growth with much of this reflecting the positive impact from strategic initiatives to expand our commercial lending expertise into areas like specialty banking, asset based lending, and equipment financing, in addition to our long-standing continued support of small business lending. Growth in automobile loans is also expected to remain strong, aided by our expansion into new markets. Home equity and residential mortgages are likely to show only modest growth until there is more consumer confidence in the sustainability of the economic recovery.

We anticipate our core deposits will continue to grow, reflecting growth in consumer households and business relationships. Further, we expect the shift toward lower-cost noninterest bearing demand deposit accounts will continue.

From a fee income perspective, first quarter results reflect for the most part the negative run rate impacts from the decline in mortgage banking income and deposit service charges. Mortgage banking income will likely show only modest, if any, growth throughout the rest of this year. Service charge income should begin to show modest growth later in this year as the benefits from our "Fair Play" banking philosophy continue to gain momentum commensurate with consumer household growth and increased product penetration.

Electronic banking income in the second half of the year could be negatively impacted by as much as $\$ 45$ million if the Federal Reserve's currently proposed interchange fee structure is implemented July 21, 2011 as planned. There are some congressional movements to block or postpone the implementation, but any outcome is uncertain at this time. We also expect to see continued growth in the earnings contribution from other key fee income activities including capital markets, treasury management services, and brokerage, reflecting the impact of our cross-sell and product penetration initiatives throughout the company, as well as the positive impact from strategic initiatives.

Expense levels are expected to remain relatively stable with declines resulting from continued low credit costs and improved expense efficiencies, offset by continued investments in strategic initiatives.

Nonaccrual loans are expected to continue to decline meaningfully throughout the year.
We anticipate the effective tax rate for the remainder of the year to approximate $35 \%$ of income before income taxes less approximately $\$ 60.0$ million of permanent tax differences over the remainder of 2011 primarily related to tax-exempt income, tax-advantaged investments, and general business credits.

Please see the 2011 First Quarter Performance Discussion for an additional detailed review of this quarter's performance. This document can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on Wednesday, April 20, 2011, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at (800) 267-7495; conference ID 52894827 . Slides will be available at www.huntington-ir.com about an hour prior to the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's web site www.huntington.com. A telephone replay will be available two hours after the completion of the call through April 29, 2011 at (800) 642-1687; conference ID 52894827.

## Forward-looking Statement

This document 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; (8) the final outcome of significant litigation; and (9) 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 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 2010 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 document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

This document may contain GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2011 first quarter Quarterly Performance Discussion and Quarterly Financial Review supplements to this document, the 2011 first quarter earnings conference call slides, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.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;
- available-for-sale and other 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 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 the time to be infrequent or short-term in nature, 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.

## Fully-taxable equivalent interest income and net interest margin

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

## Earnings per share equivalent data

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying 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 disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

## About Huntington

Huntington Bancshares Incorporated is a $\$ 53$ billion regional bank holding company headquartered in Columbus, Ohio. Founded in 1866, Huntington provides full-service commercial, small business, and consumer banking services; mortgage banking services; treasury management and foreign exchange services; equipment leasing; wealth and investment management services; trust services; brokerage services; customized insurance brokerage and service programs; and other financial product and services. The principal markets for these services are Huntington's six-state banking franchise: Ohio, Michigan, Pennsylvania, Indiana, West Virginia, and Kentucky. The primary distribution channels include a banking network of over 600 traditional branches and convenience branches located in grocery stores and retirement centers, and through an array of alternative distribution channels including internet and mobile banking, telephone banking, and over 1,300 ATMs. Through automotive dealership relationships within its six-state banking franchise area and selected New England states, Huntington also provides commercial banking services to the automotive dealers and retail automobile financing for dealer customers

## HUNTINGTON BANCSHARES

## 2011 FIRST QUARTER PERFORMANCE DISCUSSION

Date: April 20, 2011
The following provides detailed earnings performance discussion that complements the summary review contained in Huntington Bancshares Incorporated's (NASDAQ: HBAN) 2011 First Quarter Earnings Press Release, which can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

## Earnings Performance Summary

Table 1 - Earnings Performance Summary

| (in millions) | 2011 |  | 2010 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  | Fourth Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Net interest income | \$ | 404.3 |  |  | \$ | 415.3 | \$ | (11.0) | (3)\% |
| Provision for credit losses |  | 49.4 |  | 87.0 |  | (37.6) | (43) |
| Noninterest income |  | 236.9 |  | 264.2 |  | (27.3) | (10) |
| Noninterest expense |  | 430.7 |  | 434.6 |  | (3.9) | (1) |
| Income before income taxes |  | 161.2 |  | 157.9 |  | 3.2 | 2 |
| Provison for income taxes |  | 34.7 |  | 35.0 |  | (0.3) | (1) |
| Net income |  | 126.4 |  | 122.9 |  | 3.5 | 3 |
| Dividends on preferred shares |  | 7.7 |  | 83.8 |  | (76.1) | (91) |
| Net income applicable to common shares | \$ | 118.7 | \$ | 39.1 | \$ | 79.6 | 203\% |
| Net income per common share-diluted | \$ | 0.14 | \$ | 0.05 | \$ | 0.09 | 180\% |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$ | 404.3 | \$ | 415.3 | \$ | (11.0) | (3)\% |
| FTE adjustment |  | 3.9 |  | 3.7 |  | 0.2 | 6 |
| Net interest income - FTE |  | 408.3 |  | 419.0 |  | (10.7) | (3) |
| Noninterest income |  | 236.9 |  | 264.2 |  | (27.3) | (10) |
| Total revenue - FTE | \$ | 645.2 | \$ | 683.2 | \$ | (38.0) | (6) $\%$ |

## Significant Items Influencing Financial Performance Comparisons

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. Management believes the disclosure of "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance trends. (See Significant Items under the Basis of Presentation for a full discussion.)

Significant Items impacting reported results for the 2011 first quarter and 2010 fourth and first quarters are shown in Table 2 below:

Table 2 - Significant Items Influencing Earnings Performance Comparisons

| Three Months Ended <br> (in millions, except per share) | Impact |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount (1) |  | EPS (2) |  |
| March 31, 2011 - GAAP income | \$ | 126.4 | \$ | 0.14 |
| - Additions to litigation reserves |  | (17.0) |  | (0.01) |
| December 31, 2010 - GAAP income | \$ | 122.9 | \$ | 0.05 |
| - Deemed dividend |  | NA |  | (0.07) |
| March 31, 2010 - GAAP income | \$ | 39.7 | \$ | 0.01 |
| - Net tax benefit recognized |  | 38.2(2) |  | 0.05 |

(1) Favorable (unfavorable) impact on GAAP earnings; pre-tax unless otherwise noted
(2) After-tax; EPS reflected on a fully diluted basis

NA- Not applicable

## Net Interest Income, Net Interest Margin, and Average Balance Sheet

## 2011 First Quarter versus 2010 Fourth Quarter

Fully-taxable equivalent net interest income decreased $\$ 10.7$ million, or $3 \%$, from the 2010 fourth quarter. This reflected a $2 \%$ ( $8 \%$ annualized) decrease in average earning assets as the fully-taxable equivalent net interest margin increased to $3.42 \%$ from $3.37 \%$. The decrease in average earning assets reflected a combination of factors including:

- $\quad \$ 0.6$ billion, or $6 \%$ ( $25 \%$ annualized), decrease in average available-for-sale and other securities, primarily related to two funding requirements. The first was the repurchase of the TARP preferred capital and related warrants. The second was the $\$ 0.4$ billion decline in noncore deposits.
- $\quad \$ 0.4$ billion decline in loans held for sale as our mortgage pipeline slowed considerably during the quarter.

Partially offset by:

- $\quad \$ 0.3$ billion, or $1 \%$ ( $3 \%$ annualized), increase in average total loans and leases.

The net interest margin increased 5 basis points, reflecting the positive impacts of increases in low cost deposits, improved deposit pricing, and day count, partially offset by the negative impacts of a reduction in swap income, lower loan yields, and the issuance of subordinated debt.

## Table 3 - Loans and Leases - 1Q11 vs. 4Q10

| (in billions) | 2011 |  | 2010 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  | Fourth Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.1 |  |  | \$ | 12.8 | \$ | 0.4 | 3\% |
| Commercial real estate |  | 6.5 |  | 6.8 |  | (0.3) | (4) |
| Total commercial |  | 19.6 |  | 19.6 |  | 0.1 | 0 |
| Automobile |  | 5.7 |  | 5.5 |  | 0.2 | 3 |
| Home equity |  | 7.7 |  | 7.7 |  | 0.0 | 0 |
| Residential mortgage |  | 4.5 |  | 4.4 |  | 0.0 | 1 |
| Other consumer |  | 0.6 |  | 0.6 |  | (0.0) | (3) |
| Total consumer |  | 18.5 |  | 18.2 |  | 0.2 | 1 |
| Total loans and leases | \$ | 38.1 | \$ | 37.8 | \$ | 0.3 | 1\% |

Average total loans and leases increased $\$ 0.3$ billion or $1 \%$ ( $3 \%$ annualized) from the 2010 fourth quarter, reflecting:

- $\quad \$ 0.4$ billion, or $3 \%$ ( $11 \%$ annualized), growth in average commercial and industrial (C\&I) loans. The growth in first quarter C\&I loans came from several business lines including large corporate, middle market, asset based lending, automobile floor plan lending, and equipment finance. On a geographic basis, nine of our eleven regions experienced loan growth in the quarter, adding to the diversity of the portfolio growth. Line utilization rates remained low and little changed from the end of the prior quarter.
- $\quad \$ 0.2$ billion, or $3 \%$ ( $13 \%$ annualized), growth in average automobile loans and leases. We continue to originate very high quality loans with very acceptable returns. To date, we have seen no material change in our outlook for automobile originations as a result of the crisis in Japan. While the crisis in Japan has resulted in a selective slowdown in auto production, we currently do not see this having a material negative impact on our auto finance business. We focus on larger, multifranchised, well-capitalized dealers that are rarely reliant on the success of one franchise to generate profitability. In addition, the slowdown is only impacting new vehicle production, which is providing support to used vehicle pricing. More than half of our loan production represents used vehicle financing.


## Partially offset by:

- $\quad \$ 0.3$ billion, or $4 \%$ ( $16 \%$ annualized), decline in average commercial real estate loans (CRE), primarily as a result of our ongoing strategy to reduce our exposure to the commercial real estate market. The decline in noncore CRE accounted for $63 \%$ of the decline in the total CRE portfolio. The noncore CRE declines reflected paydowns, refinancing, and charge-offs. The core CRE portfolio continued to exhibit high quality characteristics with minimal downgrade or charge-off activity.

Table 4 - Deposits - 1Q11 vs. 4Q10

| (in billions) | First Quarter |  | Fourth Quarter |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 7.3 |  |  | \$ | 7.2 | \$ | 0.1 | 2\% |
| Demand deposits - interest bearing |  | 5.4 |  | 5.3 |  | 0.0 | 1 |
| Money market deposits |  | 13.5 |  | 13.2 |  | 0.3 | 3 |
| Savings and other domestic deposits |  | 4.7 |  | 4.6 |  | 0.1 | 1 |
| Core certificates of deposit |  | 8.4 |  | 8.6 |  | (0.3) | (3) |
| Total core deposits |  | 39.3 |  | 38.9 |  | 0.3 | 1 |
| Other domestic deposits of \$250,000 or more |  | 0.6 |  | 0.7 |  | (0.1) | (18) |
| Brokered deposits and negotiable CDs |  | 1.4 |  | 1.6 |  | (0.2) | (10) |
| Other deposits |  | 0.4 |  | 0.4 |  | (0.1) | (16) |
| Total deposits | \$ | 41.7 | \$ | 41.7 | \$ | (0.0) | (0)\% |

Average total deposits were unchanged from the 2010 fourth quarter reflecting:

- $\quad \$ 0.3$ billion, or $1 \%$ ( $3 \%$ annualized), growth in average total core deposits. The primary drivers of this growth were a $3 \%$ ( $10 \%$ annualized) increase in average money market deposits, reflecting in part funds from maturing CDs flowing into money market accounts given the low absolute level of rates on new CD offerings. The growth in average total core deposits also reflected $2 \%$ ( $8 \%$ annualized) growth in average noninterest bearing demand deposits. Contributing to the growth in noninterest bearing demand deposits was $9 \%$ annualized linked quarter growth in consumer checking account households.

Partially offset by:

- $\$ 0.2$ billion, or $10 \%$ ( $42 \%$ annualized), decline in average brokered deposits and negotiable CDs, reflecting a strategy of reducing such noncore funding.


## 2011 First Quarter versus 2010 First Quarter

Fully-taxable equivalent net interest income increased $\$ 12.1$ million, or $3 \%$, from the year-ago quarter. This reflected the benefit of a $\$ 2.1$ billion, or $5 \%$, increase in average total earning assets as the fully-taxable equivalent net interest margin declined to $3.42 \%$ from $3.47 \%$. The increase in average earning assets reflected a combination of factors including:

- $\quad \$ 1.1$ billion, or $3 \%$, increase in average total loans and leases.
- $\$ 1.1$ billion, or $13 \%$, increase in average total available-for-sale and other securities, reflecting the deployment of cash from core deposit growth.

The 5 basis point decline in the fully-taxable equivalent net interest margin reflected the impact of stronger deposit growth funding investment security purchases at a lower incremental spread.

## Table 5 - Loans and Leases - 1Q11 vs. 1 Q10

| (in billions) | First Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.1 | \$ | 12.3 | \$ | 0.8 | 7\% |
| Commercial real estate |  | 6.5 |  | 7.7 |  | (1.2) | (15) |
| Total commercial |  | 19.6 |  | 20.0 |  | (0.3) | (2) |
| Automobile |  | 5.7 |  | 4.3 |  | 1.5 | 34 |
| Home equity |  | 7.7 |  | 7.5 |  | 0.2 | 3 |
| Residential mortgage |  | 4.5 |  | 4.5 |  | (0.0) | (0) |
| Other consumer |  | 0.6 |  | 0.7 |  | (0.2) | (23) |
| Total consumer |  | 18.5 |  | 17.0 |  | 1.5 | 9 |
| Total loans and leases | \$ | 38.1 | \$ | 37.0 | \$ | 1.1 | 3\% |

Average total loans and leases increased $\$ 1.1$ billion, or $3 \%$, from the year-ago quarter reflecting:

- $\quad \$ 1.5$ billion, or $34 \%$, increase in average automobile loans and leases. Automobile lending is a core competency and continued to be an area of growth. The growth from the year-ago quarter exhibited further penetration within our historical geographic footprint, as well as the positive impacts of our expansion into Eastern Pennsylvania and five New England states. Origination quality remained high.
- $\quad \$ 0.8$ billion, or $7 \%$, increase in average C\&I loans reflected a combination of factors. Growth from the year-ago quarter reflected the benefits from our strategic initiatives including large corporate, asset based lending, and equipment finance. In addition, we continued to see growth in more traditional middle-market loans. This growth is evident despite utilization rates that remain well below historical norms.
- $\$ 0.2$ billion, or $3 \%$, increase in average home equity loans, reflecting higher loan originations and continued slower runoff.

Partially offset by:

- $\$ 1.2$ billion, or $15 \%$, decrease in average CRE loans reflecting the continued execution of our plan to reduce the CRE exposure, primarily in the noncore CRE segment. This reduction will continue through 2011, reflecting normal amortization, pay downs, and refinancing.

Table 6 - Deposits - 1Q11 vs. 1Q10

| (in billions) | First Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 7.3 | \$ | 6.6 | \$ | 0.7 | 11\% |
| Demand deposits - interest bearing |  | 5.4 |  | 5.7 |  | (0.4) | (6) |
| Money market deposits |  | 13.5 |  | 10.3 |  | 3.2 | 30 |
| Savings and other domestic deposits |  | 4.7 |  | 4.6 |  | 0.1 | 2 |
| Core certificates of deposit |  | 8.4 |  | 10.0 |  | (1.6) | (16) |
| Total core deposits |  | 39.3 |  | 37.3 |  | 2.0 | 5 |
| Other domestic deposits of \$250,000 or more |  | 0.6 |  | 0.7 |  | (0.1) | (13) |
| Brokered deposits and negotiable CDs |  | 1.4 |  | 1.8 |  | (0.4) | (23) |
| Other deposits |  | 0.4 |  | 0.4 |  | (0.0) | (9) |
| Total deposits | \$ | 41.7 | \$ | 40.2 | \$ | 1.4 | 4\% |

Average total deposits increased $\$ 1.4$ billion, or $4 \%$, from the year-ago quarter reflecting:

- $\$ 2.0$ billion, or $5 \%$, growth in average total core deposits. The drivers of this change were a $\$ 3.2$ billion, or $30 \%$, growth in average money market deposits, and a $\$ 0.7$ billion, or $11 \%$, growth in average noninterest bearing demand deposits. These increases were partially offset by a $\$ 1.6$ billion, or $16 \%$, decline in average core certificates of deposit and a $\$ 0.4$ billion, or $6 \%$, decrease in average interest bearing demand deposits. Contributing to the growth in noninterest bearing demand deposits was $4 \%$ growth in consumer checking account households from the year-ago quarter.


## Partially offset by:

- $\$ 0.4$ billion, or $23 \%$, decline in average brokered deposits and negotiable CDs, reflecting a strategy of reducing such noncore funding.


## Provision for Credit Losses

The provision for credit losses in the 2011 first quarter was $\$ 49.4$ million, down $\$ 37.6$ million, or $43 \%$, from the prior quarter and down $\$ 185.6$ million, or $79 \%$, from the year-ago quarter. Reflecting the resolution of problem credits for which reserves had been previously established, the current quarter's provision for credit losses was $\$ 115.7$ million less than total net charge-offs (see Credit Quality discussion).

## Noninterest Income

2011 First Quarter versus 2010 Fourth Quarter
Table 7 - Noninterest Income - 1Q11 vs. 4Q10

| (in millions) | 2011 |  | 2010 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FirstQuarter |  | Fourth Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 54.3 |  |  | \$ | 55.8 | \$ | (1.5) | (3)\% |
| Mortgage banking income |  | 22.7 |  | 53.2 |  | (30.5) | (57) |
| Trust services |  | 30.7 |  | 29.4 |  | 1.3 | 5 |
| Electronic banking income |  | 28.8 |  | 28.9 |  | (0.1) | (0) |
| Insurance income |  | 17.9 |  | 19.7 |  | (1.7) | (9) |
| Brokerage income |  | 20.5 |  | 17.0 |  | 3.6 | 21 |
| Bank ow ned life insurance income |  | 14.8 |  | 16.1 |  | (1.3) | (8) |
| Automobile operating lease income |  | 8.8 |  | 10.5 |  | (1.6) | (15) |
| Securities (losses) gains |  | 0.0 |  | (0.1) |  | 0.1 | 139 |
| Other income |  | 38.2 |  | 33.8 |  | 4.4 | 13 |
| Total noninterest income | \$ | 236.9 | \$ | 264.2 | \$ | (27.3) | (10) $\%$ |

## Noninterest income decreased $\$ 27.3$ million, or 10\%, from the 2010 fourth quarter reflecting:

- $\quad \$ 30.5$ million, or $57 \%$, decline in mortgage banking income. The decrease primarily resulted from a $\$ 28.4$ million, or $59 \%$, reduction in origination and secondary marketing income. Mortgage originations declined to $\$ 0.9$ billion, or $49 \%$, from $\$ 1.8$ billion in the prior quarter, reflecting a rise in mortgage interest rates late in the 2010 fourth quarter, thus decreasing refinancing and purchase activity. The decline also reflected a $\$ 6.2$ million reduction associated with MSR hedging activities as the current quarter reflected $\$ 3.6$ million of MSR net hedging losses compared with $\$ 2.6$ million of such gains in the prior quarter.

Partially offset by:

- $\quad \$ 4.4$ million, or $13 \%$, growth in other income, reflecting a $\$ 4.8$ million increase in gains on the sale of SBA loans.
- $\quad \$ 3.6$ million, or $21 \%$, growth in brokerage income, reflecting increased annuity sales.


## 2011 First Quarter versus 2010 First Quarter

## Table 8 - Noninterest Income - 1Q11 vs. 1Q10

| (in millions) | First Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 54.3 | \$ | 69.3 | \$ | (15.0) | (22)\% |
| Mortgage banking income |  | 22.7 |  | 25.0 |  | (2.4) | (9) |
| Trust services |  | 30.7 |  | 27.8 |  | 3.0 | 11 |
| Electronic banking income |  | 28.8 |  | 25.1 |  | 3.6 | 15 |
| Insurance income |  | 17.9 |  | 18.9 |  | (0.9) | (5) |
| Brokerage income |  | 20.5 |  | 16.9 |  | 3.6 | 21 |
| Bank ow ned life insurance income |  | 14.8 |  | 16.5 |  | (1.7) | (10) |
| Automobile operating lease income |  | 8.8 |  | 12.3 |  | (3.5) | (28) |
| Securities (losses) gains |  | 0.0 |  | (0.0) |  | 0.1 | 229 |
| Other income |  | 38.2 |  | 29.1 |  | 9.2 | 32 |
| Total noninterest income | \$ | 236.9 | \$ | 240.9 | \$ | (3.9) | (2) $\%$ |

## Noninterest income declined $\$ 3.9$ million, or $2 \%$, from the year-ago quarter reflecting:

- $\quad \$ 15.0$ million, or $22 \%$, decline in service charges on deposit accounts, reflecting lower personal service charges due to a combination of factors including the implementation of the amendment to Regulation E, our "Fair Play" banking philosophy, and lower underlying activity levels.
- $\$ 3.5$ million, or $28 \%$, decline in automobile operating lease income reflecting the impact of a declining portfolio as a result of having exited that business in 2008.
- $\quad \$ 2.4$ million, or $9 \%$, decrease in mortgage banking income. This primarily reflected a $\$ 9.5$ million reduction in MSR net hedging income (losses), as the current quarter reflected a $\$ 3.6$ million net loss, partially offset by a $\$ 6.2$ million, or $46 \%$, increase in origination and secondary marketing income, as originations increased $7 \%$ from the year-ago quarter.


## Partially offset by:

- $\quad \$ 9.2$ million, or $32 \%$, increase in other income, of which $\$ 7.5$ million was associated with increased gains from the sale of SBA loans. Also contributing to the growth were increases from the sale of interest rate protection products, and capital markets activities.
- $\$ 3.6$ million, or $15 \%$, increase in electronic banking income, reflecting an increase in debit card transaction volume and new account growth.
- $\$ 3.6$ million, or $21 \%$, increase in brokerage income, primarily reflecting increased sales of investment products.
- $\quad \$ 3.0$ million, or $11 \%$, increase in trust services income, due to an $\$ 8.9$ billion increase in total trust assets, including a $\$ 1.7$ billion increase in assets under management. This increase reflected improved market values and net growth in accounts, as well as higher fees for income tax preparation.


## Noninterest Expense

## 2011 First Quarter versus 2010 Fourth Quarter

## Table 9 - Noninterest Expense - 1Q11 vs. 4 Q10

| (in millions) | 2011 |  | 2010 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FirstQuarter |  | Fourth Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 219.0 |  |  | \$ | 212.2 | \$ | 6.8 | 3\% |
| Outside data processing and other services |  | 40.3 |  | 40.9 |  | (0.7) | (2) |
| Net occupancy |  | 28.4 |  | 26.7 |  | 1.8 | 7 |
| Deposit and other insurance expense |  | 17.9 |  | 23.3 |  | (5.4) | (23) |
| Professional services |  | 13.5 |  | 21.0 |  | (7.6) | (36) |
| Equipment |  | 22.5 |  | 22.1 |  | 0.4 | 2 |
| Marketing |  | 16.9 |  | 16.2 |  | 0.7 | 4 |
| Amortization of intangibles |  | 13.4 |  | 15.0 |  | (1.7) | (11) |
| OREO and foreclosure expense |  | 3.9 |  | 10.5 |  | (6.6) | (63) |
| Automobile operating lease expense |  | 6.8 |  | 8.1 |  | (1.3) | (16) |
| Other expense |  | 48.1 |  | 38.5 |  | 9.5 | 25 |
| Total noninterest expense | \$ | 430.7 | \$ | 434.6 | \$ | (3.9) | (1) $\%$ |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.3 |  | 11.3 |  | (0.0) | (0)\% |

Noninterest expense declined $\$ 3.9$ million, or $1 \%$, from the 2010 fourth quarter reflecting:

- $\quad \$ 7.6$ million, or $36 \%$, decline in professional services, reflecting a decline in legal expenses, as collection activities decreased, and consulting costs.
- $\$ 6.6$ million, or $63 \%$, decline in OREO and foreclosure expenses as OREO balances declined $18 \%$ in the current quarter.
- $\$ 5.4$ million, or $23 \%$, decline in deposit and other insurance expenses.

Partially offset by:

- $\$ 9.5$ million, or $25 \%$, increase in other expense. This reflected the current quarter's $\$ 17.0$ million of expense associated with additions to litigation reserves, partially offset by the benefit of declines in fraud losses, expenses related to representations and warranties losses made on mortgage loans sold, and travel expense.
- $\quad \$ 6.8$ million, or $3 \%$, increase in personnel costs, primarily reflecting $\$ 6.9$ million of seasonal increase in FICA and other employment taxes.


## 2011 First Quarter versus 2010 First Quarter

Table 10 - Noninterest Expense - 1 Q11 vs. 1 Q10

| (in millions) | First Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 219.0 | \$ | 183.6 | \$ | 35.4 | 19\% |
| Outside data processing and other services |  | 40.3 |  | 39.1 |  | 1.2 | 3 |
| Net occupancy |  | 28.4 |  | 29.1 |  | (0.7) | (2) |
| Deposit and other insurance expense |  | 17.9 |  | 24.8 |  | (6.9) | (28) |
| Professional services |  | 13.5 |  | 22.7 |  | (9.2) | (41) |
| Equipment |  | 22.5 |  | 20.6 |  | 1.9 | 9 |
| Marketing |  | 16.9 |  | 11.2 |  | 5.7 | 51 |
| Amortization of intangibles |  | 13.4 |  | 15.1 |  | (1.8) | (12) |
| OREO and foreclosure expense |  | 3.9 |  | 11.5 |  | (7.6) | (66) |
| Automobile operating lease expense |  | 6.8 |  | 10.1 |  | (3.2) | (32) |
| Other expense |  | 48.1 |  | 30.3 |  | 17.8 | 59 |
| Total noninterest expense | \$ | 430.7 | \$ | 398.1 | \$ | 32.6 | 8\% |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.3 |  | 10.7 |  | 0.6 | 6\% |

Noninterest expense increased $\$ 32.6$ million, or $8 \%$, from the year-ago quarter reflecting:

- $\quad \$ 35.4$ million, or $19 \%$, increase in personnel costs, primarily reflecting a $6 \%$ increase in full-time equivalent staff in support of strategic initiatives, as well as higher benefit related expenses, including the reinstatement of our 401(k) plan matching contribution in the second quarter of last year.
- $\quad \$ 17.8$ million, or $59 \%$, increase in other expense, primarily reflecting $\$ 17.0$ million of expense associated with additions to litigation reserves in the current quarter.
- $\quad \$ 5.7$ million, or $51 \%$, increase in marketing expense, reflecting increases in branding and product advertising activities in support of strategic initiatives.


## Partially offset by:

- $\quad \$ 9.2$ million, or $41 \%$, decrease in professional services, reflecting lower legal costs, as collection activities declined, and consulting expenses.
- $\$ 7.6$ million, or $66 \%$, decline in OREO and foreclosure expense, reflecting a $64 \%$ decline in OREO from the year-ago quarter.
- $\quad \$ 6.9$ million, or $28 \%$, decline in deposit and other insurance expenses.
- $\$ 3.2$ million, or $32 \%$, decline in automobile operating lease expense as that portfolio continued to run-off.


## Income Taxes

The provision for income taxes in the 2011 first quarter was $\$ 34.7$ million. The effective tax rate for the 2011 first quarter was $21.6 \%$. At March 31, 2011, we had a net deferred tax asset of $\$ 532.6$ million. Based on both positive and negative evidence and our level of forecasted future taxable income, there was no impairment to the deferred tax asset at March 31, 2011. The total disallowed deferred tax asset for regulatory capital purposes decreased to $\$ 89.9$ million at March 31, 2011 from \$161.3 million at December 31, 2010.

We anticipate the effective tax rate for the remainder of the year to approximate $35 \%$ of income before income taxes less approximately $\$ 60.0$ million of permanent tax differences over the remainder of 2011 primarily related to tax-exempt income, tax-advantaged investments, and general business credits.

## Credit Quality Performance Discussion

Credit quality performance in the 2011 first quarter was in line with expectations with continued improvement in C\&I charge-offs, and some noticeable improvement in consumer charge-offs, even after considering a change in our residential mortgage charge-off policy.

Other key credit quality metrics also showed improvement, including an $18 \%$ decline in nonperforming assets (NPAs) and a $13 \%$ decline in the level of criticized commercial loans. We continued to see a reduction in the inflow of new NPAs, as well as criticized assets. Upgrades, payments, and charge-offs resulted in substantially lower ending NPA and criticized asset balances. All credit indicators point to these solid trends continuing. Delinquency trends continued to improve, on both a linked-quarter and year-over-year basis. Risk characteristics point to solid credit quality across originations for all loan types.

This quarter's net charge-offs were primarily related to borrowers with reserves established in prior periods. Our allowance for credit losses (ACL) declined $\$ 115.7$ million, or $9 \%$, to $\$ 1,175.4$ million, or $3.07 \%$ of period-end total loans and leases, from $\$ 1,291.1$ million, or $3.39 \%$, at December 31, 2010. Importantly, our ACL as a percent of period-end NALs increased to $185 \%$ from $166 \%$, along with improved coverage ratios associated with NPAs and criticized assets. These improved coverage ratios indicate a strengthening of our reserves relative to troubled assets from the end of the prior quarter.

## Net Charge-Offs (NCOs)

Table 11 - Net Charge-Offs

| (in millions) |  |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |
| Net Charge-offs |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 42.2 | \$ | 59.1 | \$ | 62.2 | \$ | 58.1 | \$ | 75.4 |
| Commercial real estate |  | 67.7 |  | 44.9 |  | 63.7 |  | 81.7 |  | 85.3 |
| Total commercial |  | 109.9 |  | 104.0 |  | 125.9 |  | 139.9 |  | 160.7 |
| Automobile |  | 4.7 |  | 7.0 |  | 5.6 |  | 5.4 |  | 8.5 |
| Home equity |  | 26.7 |  | 29.2 |  | 27.8 |  | 44.5 |  | 37.9 |
| Residential mortgage |  | 18.9 |  | 26.8 |  | 19.0 |  | 82.8 |  | 24.3 |
| Other consumer |  | 4.9 |  | 5.3 |  | 6.3 |  | 6.6 |  | 7.0 |
| Total consumer |  | 55.2 |  | 68.3 |  | 58.6 |  | 139.4 |  | 77.7 |
| Total net charge-offs | \$ | 165.1 | \$ | 172.3 | \$ | 184.5 | \$ | 279.2 | \$ | 238.5 |


| Net Charge-offs - annualized percentages |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | 1.29\% | 1.85\% | 2.01\% | 1.90\% | 2.45\% |
| Commercial real estate | 4.15 | 2.64 | 3.60 | 4.44 | 4.44 |
| Total commercial | 2.24 | 2.13 | 2.59 | 2.85 | 3.22 |
| Automobile | 0.33 | 0.51 | 0.43 | 0.47 | 0.80 |
| Home equity | 1.38 | 1.51 | 1.47 | 2.36 | 2.01 |
| Residential mortgage | 1.70 | 2.42 | 1.73 | 7.19 | 2.17 |
| Other consumer | 3.47 | 3.66 | 3.83 | 3.81 | 3.87 |
| Total consumer | 1.20 | 1.50 | 1.32 | 3.19 | 1.83 |
| Total net charge-offs | 1.73 $\%$ | 1.82\% | 1.98\% | 3.01\% | 2.58\% |


| MEMO: Franklin-Related Net Charge-offs |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | \$ | - | \$ | (0.1) | \$ | (4.5) | \$ | (0.2) | \$ | (0.3) |
| Home equity |  | - |  | - |  | 1.2 |  | 15.9 |  | 3.7 |
| Residential mortgage |  | (3.1) |  | (4.4) |  | 3.4 |  | 64.2 |  | 8.1 |
| Total net charge-offs | \$ | (3.1) | \$ | (4.6) | \$ | 0.0 | \$ | 80.0 | \$ | 11.5 |

Total net charge-offs for the 2011 first quarter were $\$ 165.1$ million, or an annualized $1.73 \%$ of average total loans and leases. This was down $\$ 7.2$ million, or $4 \%$, from $\$ 172.3$ million, or an annualized $1.82 \%$, in the 2010 fourth quarter.

Total C\&I net charge-offs for the 2011 first quarter were $\$ 42.2$ million, or an annualized $1.29 \%$, down 29\% from $\$ 59.1$ million, or an annualized $1.85 \%$ of related loans, in the 2010 fourth quarter.

Current quarter CRE net charge-offs were $\$ 67.7$ million, or an annualized $4.15 \%$ of average total CRE loans. This was up $\$ 22.8$ million, or $51 \%$, from $\$ 44.9$ million, or an annualized $2.64 \%$, in the prior quarter. The increase in CRE net chargeoffs reflected continued proactive treatment of problem loans and an increase in note sale activity in the current quarter. We expect to see lower CRE net charge-offs in future quarters.

Total consumer net charge-offs in the current quarter were $\$ 55.2$ million, or an annualized $1.20 \%$ of average total consumer loans, down $\$ 13.1$ million, or $19 \%$, from $\$ 68.3$ million, or an annualized $1.50 \%$, in the 2010 fourth quarter.

Automobile loan and lease net charge-offs were $\$ 4.7$ million, or an annualized $0.33 \%$ of related average balances, down $33 \%$ from $\$ 7.0$ million, or an annualized $0.51 \%$, in the 2010 fourth quarter. The level of net charge-offs and delinquencies were better than expected, and also benefitted from $\$ 0.5$ million of recoveries associated with a previously charged-off loan sale. Origination quality remains high as measured by our vintage analysis.

Home equity net charge-offs were $\$ 26.7$ million, or an annualized $1.38 \%$ of related average balances, down $9 \%$ from $\$ 29.2$ million, or an annualized $1.51 \%$, in the 2010 fourth quarter. This performance was consistent with expectations given the current economic environment in our markets.

Residential mortgage net charge-offs in the current quarter were $\$ 18.9$ million, or an annualized $1.70 \%$ of related loans, down $29 \%$ from $\$ 26.8$ million, or an annualized $2.42 \%$, in the prior quarter. In the 2011 first quarter, we implemented a change regarding net charge-offs in our residential mortgage portfolio by accelerating the timing for when a charge-off is recognized. In addition, we established an immediate charge-off process regardless of the delinquency status for short sale situations. Both of these policy changes resulted in the recognition $\$ 6.8$ million of charge-offs in the 2011 first quarter.

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

Table 12 - Nonaccrual Loans and Nonperforming Assets

| (in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 |  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 260.4 | \$ | 346.7 | \$ | 398.4 | \$ | 429.6 | \$ | 511.6 |
| Commercial real estate |  | 305.8 |  | 363.7 |  | 478.8 |  | 663.1 |  | 826.8 |
| Residential mortgage |  | 44.8 |  | 45.0 |  | 83.0 |  | 86.5 |  | 373.0 |
| Home equity |  | 25.3 |  | 22.5 |  | 21.7 |  | 22.2 |  | 54.8 |
| Total nonaccrual loans and leases (NALs) |  | 636.3 |  | 777.9 |  | 981.8 |  | 1,201.3 |  | 1,766.1 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 28.7 |  | 31.6 |  | 65.8 |  | 71.9 |  | 68.3 |
| Commercial |  | 26.0 |  | 35.2 |  | 57.3 |  | 67.2 |  | 84.0 |
| Total other real estate, net |  | 54.6 |  | 66.8 |  | 123.1 |  | 139.1 |  | 152.3 |
| Impaired loans held for sale (l) |  | - |  | - |  | - |  | 242.2 |  | - |
| Total nonperforming assets (NPAs) | \$ | 690.9 | \$ | 844.8 | \$ | 1,104.9 | \$ | 1,582.7 | \$ | 1,918.4 |
| Nonperforming Frankin assets |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 298.0 |
| Home equity |  | - |  | - |  | - |  | - |  | 31.1 |
| OREO |  | 6.0 |  | 9.5 |  | 15.3 |  | 24.5 |  | 24.4 |
| Impaired loans held for sale(l) |  | - |  | - |  | - |  | 242.2 |  | - |
| Total nonperforming Franklin assets | \$ | 6.0 | \$ | 9.5 | \$ | 15.3 | \$ | 266.7 | \$ | 353.5 |
| NAL ratio (2) |  | 1.66\% |  | 2.04\% |  | 2.62\% |  | 3.25\% |  | 4.78\% |
| NPA ratio (3) |  | 1.80 |  | 2.21 |  | 2.94 |  | 4.24 |  | 5.17 |

(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.

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

Total nonaccrual loans and leases (NALs) were $\$ 636.3$ million at March 31, 2011, and represented $1.66 \%$ of total loans and leases. This was down $\$ 141.6$ million, or $18 \%$, from $\$ 777.9$ million, or $2.04 \%$ of total loans and leases, at December 31, 2010.

C\&I NALs decreased $\$ 86.3$ million, or $25 \%$, from the end of the prior quarter, reflecting both charge-offs and problem credit resolutions including payments and payoffs. The improvement was broad based within our geographic footprint. Improvement in the manufacturing-related segment accounted for a significant portion of the decline.

CRE NALs decreased $\$ 57.9$ million, or $16 \%$, from December 31, 2010, reflecting both charge-offs and problem credit resolutions including borrower payments and payoffs. Trends in CRE NALs continue to reflect our on-going proactive management of these credits. Also key to this improvement was the lower level of inflows, or migration, which is an important indicator of the future trend for the portfolio.

Nonperforming assets (NPAs), which include NALs, were $\$ 690.9$ million at March 31, 2011, and represented $1.80 \%$ of related assets. This was down $\$ 153.9$ million, or $18 \%$, from $\$ 844.8$ million, or $2.21 \%$, of related assets at the end of the prior quarter.

Table 13 - 90 Days Past Due and Accruing Restructured Loans

| (in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 |  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Total excluding loans guaranteed by the U.S. Government | \$ | 73.6 | \$ | 87.7 | \$ | 95.4 | \$ | 83.4 | \$ | 113.2 |
| Loans guaranteed by the U.S. Government |  | 94.4 |  | 98.3 |  | 94.2 |  | 95.4 |  | 96.8 |
| Total loans and leases | \$ | 168.0 | \$ | 185.9 | \$ | 189.6 | \$ | 178.8 | \$ | 210.0 |
| Ratios (1) |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the |  |  |  |  |  |  |  |  |  |  |
| Guaranteed by U.S. government |  | 0.25 |  | 0.26 |  | 0.26 |  | 0.26 |  | 0.26 |
| Including loans guaranteed by the U.S. government |  | 0.44 |  | 0.49 |  | 0.51 |  | 0.49 |  | 0.57 |
| Accruing restructured loans (ARLs): |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 206.5 | \$ | 222.6 | \$ | 158.0 | \$ | 141.4 | \$ | 117.7 |
| Residential mortgages |  | 333.5 |  | 328.4 |  | 287.5 |  | 269.6 |  | 242.9 |
| Other |  | 78.5 |  | 76.6 |  | 73.2 |  | 65.1 |  | 62.1 |
| Total accruing restructured loans | \$ | 618.4 | \$ | 627.6 | \$ | 518.7 | \$ | 476.0 | \$ | 422.7 |

(1) Percent of related loans and leases

Total accruing loans and leases over 90 days past due, excluding loans guaranteed by the U.S. Government, were $\$ 73.6$ million at March 31, 2011, down $\$ 14.1$ million, or $16 \%$, from the end of the prior quarter, and down $\$ 39.6$ million, or $35 \%$, from the end of the year-ago period. On this same basis, the over 90 -day delinquency ratio was $0.19 \%$ at March 31, 2011, down from $0.23 \%$ at the end of the 2010 fourth quarter, and down 12 basis points from a year earlier. For total consumer loans, and on this same basis, the over 90-day delinquency ratio was $0.39 \%$ at March 31, 2011, down from $0.48 \%$ at the end of the prior quarter.

## Allowances for Credit Losses (ACL)

We maintain two reserves, both of which are available to absorb inherent credit losses: the allowance for loan and lease losses (ALLL) and the allowance for unfunded loan commitments and letters of credit (AULC). When summed together, these reserves constitute the total ACL.

## Table 14 - Allowances for Credit Losses (ACL)

| (in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 |  | Dec. 31, |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  |
| Allow ance for loan and lease losses (ALLL) | \$ | 1,133.2 | \$ | 1,249.0 | \$ | 1,336.4 | \$ | 1,402.2 | \$ | 1,478.0 |
| Allow ance for unfunded loan commitments and letters of credit |  | 42.2 |  | 42.1 |  | 40.1 |  | 39.7 |  | 49.9 |
| Allowance for credit losses (ACL) | \$ | 1,175.4 | \$ | 1,291.1 | \$ | 1,376.4 | \$ | 1,441.8 | \$ | 1,527.9 |
| ALLL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.96\% |  | 3.28\% |  | 3.56\% |  | 3.79\% |  | 4.00\% |
| Nonaccrual loans and leases (NALs) |  | 178 |  | 161 |  | 136 |  | 117 |  | 84 |
| Nonperforming assets (NPAs) |  | 164 |  | 148 |  | 121 |  | 89 |  | 77 |
| ACL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 3.07\% |  | 3.39\% |  | 3.67\% |  | 3.90\% |  | 4.14\% |
| Nonaccrual loans and leases (NALs) |  | 185 |  | 166 |  | 140 |  | 120 |  | 87 |
| Nonperforming assets (NPAs) |  | 170 |  | 153 |  | 125 |  | 91 |  | 80 |

At March 31, 2011, the ALLL was $\$ 1,133.2$ million, down $\$ 115.8$ million, or $9 \%$, from $\$ 1,249.0$ million at the end of the prior quarter. Expressed as a percent of period-end loans and leases, the ALLL ratio at March 31, 2011, was $2.96 \%$, down from $3.28 \%$ at December 31, 2010. The ALLL as a percent of NALs was $178 \%$ at March 31, 2011, up from $161 \%$ at December 31, 2010.

At December 31, 2010, the AULC was $\$ 42.2$ million, up $\$ 0.1$ million, from the end of the prior quarter.
On a combined basis, the ACL as a percent of total loans and leases at March 31, 2011, was 3.07\%, down from 3.39\% at December 31, 2010. The ACL as a percent of NALs was $185 \%$ at March 31, 2011, up from $166 \%$ at December 31, 2010, indicating additional strength in the reserve level relative to the level of problem credits.

## Capital

Table 15 - Capital Ratios

| (in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dec. 31, |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  |
| Tangible common equity / tangible assets ratio |  | 7.81\% |  | 7.56\% |  | 6.20\% |  | 6.12\% |  | 5.96\% |
| Tier 1 common risk-based capital ratio |  | 9.75\% |  | 9.29\% |  | 7.39\% |  | 7.06\% |  | 6.53\% |
| Regulatory Tier 1 risk-based capital ratio <br> Excess over 6.0\% (1) | \$ | $\begin{aligned} & \mathbf{1 2 . 0 4 \%} \\ & 2,599 \end{aligned}$ | \$ | $\begin{aligned} & 11.55 \% \\ & 2,413 \end{aligned}$ | \$ | $\begin{aligned} & 12.82 \% \\ & 2,916 \end{aligned}$ | \$ | $\begin{aligned} & 12.51 \% \\ & 2,766 \end{aligned}$ | \$ | $\begin{aligned} & 11.97 \% \\ & 2,539 \end{aligned}$ |
| Regulatory Total risk-based capital ratio Excess over $10.0 \%$ (l) | \$ | $\begin{aligned} & \mathbf{1 4 . 8 5 \%} \\ & 2,087 \end{aligned}$ | \$ | $\begin{aligned} & 14.46 \% \\ & 1,939 \end{aligned}$ | \$ | $\begin{aligned} & 15.08 \% \\ & 2,172 \end{aligned}$ | \$ | $\begin{aligned} & 14.79 \% \\ & 2,035 \end{aligned}$ | \$ | $\begin{aligned} & 14.28 \% \\ & 1,820 \end{aligned}$ |
| Total risk-w eighted assets | \$ | 43,025 | \$ | 43,471 | \$ | 42,759 | \$ | 42,486 | \$ | 42,522 |

(1) "Well-capitalized" regulatory threshold

The tangible common equity to asset ratio at March 31, 2011, was $7.81 \%$, up 25 basis points from $7.56 \%$ at the end of the prior quarter, despite a 9 basis point negative impact related to the repurchase of the TARP warrants.

Our Tier 1 common risk-based capital ratio at quarter end was $9.75 \%$, up from $9.29 \%$ at the end of the prior quarter.
At March 31, 2011, our regulatory Tier 1 and Total risk-based capital ratios were $12.04 \%$ and $14.85 \%$, respectively, up from $11.55 \%$ and $14.46 \%$, respectively, at December 31, 2010.

## Forward-looking Statement

This document 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; (8) the final outcome of significant litigation; and (9) 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 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 2010 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 document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

This document may contain GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2011 first quarter Earnings Press Release and Quarterly Financial Review, the 2011 first quarter earnings conference call slides, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

## 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, litigation actions, 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/losses 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, quarterly performance discussions, investor presentations, Forms 10-Q and 10$\mathrm{K})$.
"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2010 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.

## Annualized data

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

## Fully-taxable equivalent interest income and net interest margin

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

## Earnings per share equivalent data

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying 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 disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

## HUNTINGTON BANCSHARES INCORPORATED <br> Quarterly Financial Review

March 2011
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| The preparation of financial statement data in conformity with accounting principles generally accepted in the United States requires <br> management to make estimates and assumptions that affect amounts reported. Actual results could differ from those estimates. Certain <br> prior period amounts have been reclassified to conform to the current period's presentation. |  |

## HUNTINGTON BANCSHARES INCORPORATED

## Quarterly Key Statistics( ${ }^{1)}$

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | $\begin{aligned} & 2011 \\ & \hline \text { First } \end{aligned}$ |  | 2010 |  |  |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Fourth |  | First | 4Q10 | 1Q10 |
| Net interest income | \$ | 404,330 | \$ | 415,294 | \$ | 393,893 | (3)\% | 3\% |
| Provision for credit losses |  | 49,385 |  | 86,973 |  | 235,008 | (43) | (79) |
| Noninterest income |  | 236,945 |  | 264,220 |  | 240,852 | (10) | (2) |
| Noninterest expense |  | 430,699 |  | 434,593 |  | 398,093 | (1) | 8 |
| Income before income taxes |  | 161,191 |  | 157,948 |  | 1,644 | 2 | 9,705 |
| Provision (benefit) for income taxes |  | 34,745 |  | 35,048 |  | $(38,093)$ | (1) | N.R. |
| Net income | \$ | 126,446 | \$ | 122,900 | \$ | 39,737 | 3\% | 218\% |
| Dividends on preferred shares |  | 7,703 |  | 83,754 |  | 29,357 | (91) | (74) |
| Net income applicable to common shares | \$ | 118,743 | \$ | 39,146 | \$ | 10,380 | 203\% | 1,044\% |
| Net income per common share - diluted | \$ | 0.14 | \$ | 0.05 | \$ | 0.01 | 180\% | 1,300\% |
| Cash dividends declared per common share |  | 0.01 |  | 0.01 |  | 0.01 | - | - |
| Book value per common share at end of period |  | 5.42 |  | 5.35 |  | 5.13 | 1 | 6 |
| Tangible book value per common share at end of period |  | 4.74 |  | 4.66 |  | 4.26 | 2 | 11 |
| Average common shares - basic |  | 863,359 |  | 757,924 |  | 716,320 | 14 | 21 |
| Average common shares - diluted(2) |  | 867,237 |  | 760,582 |  | 718,593 | 14 | 21 |
| Return on average assets |  | 0.96\% |  | 0.90\% |  | 0.31\% |  |  |
| Return on average common shareholders' equity |  | 10.3 |  | 3.8 |  | 1.1 |  |  |
| Return on average common tangible shareholders' equity(3) |  | 12.7 |  | 5.6 |  | 2.7 |  |  |
| Net interest margin (4) |  | 3.42 |  | 3.37 |  | 3.47 |  |  |
| Efficiency ratio(5) |  | 64.7 |  | 61.4 |  | 60.1 |  |  |
| Effective tax rate |  | 21.6 |  | 22.2 |  | $(2,317.1)$ |  |  |
|  |  | 8,097,210 |  | 37,800,546 |  | 36,979,996 | 1 | 3 |
| Average loans and leases - linked quarter annualized growth rate |  | 3.1\% |  | 6.3\% |  | (1.2)\% |  |  |
| Average earning assets |  | 8,344,961 |  | 49,290,186 |  | 46,240,486 | (2) | 5 |
| Average total assets |  | 3,368,554 |  | 54,146,249 |  | 51,702,032 | (1) | 3 |
| Average core deposits (6) |  | 9,274,265 |  | 38,949,046 |  | 37,271,725 | 1 | 5 |
| Average core deposits - linked quarter annualized growth rate |  | 3.3\% |  | 9.9\% |  | 5.4\% |  |  |
| Average shareholders' equity | \$ | 5,022,146 |  | 5,645,445 |  | 5,363,719 | (11) | (6) |
| Total assets at end of period |  | 2,948,509 |  | 53,819,642 |  | 51,866,798 | (2) | 2 |
| Total shareholders' equity at end of period |  | 5,038,599 |  | 4,980,542 |  | 5,369,686 | 1 | (6) |
| Net charge-offs (NCOs) |  | 165,083 |  | 172,251 |  | 238,481 | (4) | (31) |
| NCOs as a \% of average loans and leases |  | 1.73\% |  | 1.82\% |  | 2.58\% |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 636,257 | \$ | 777,948 | \$ | 1,766,108 | (18) | (64) |
| NAL ratio |  | 1.66\% |  | 2.04\% |  | 4.78\% |  |  |
| Nonperforming assets (NPAs) | \$ | 690,886 | \$ | 844,752 |  | 1,918,368 | (18) | (64) |
| NPA ratio |  | 1.80\% |  | 2.21\% |  | 5.17\% |  |  |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 2.96 |  | 3.28 |  | 4.00 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a $\%$ of total loans and leases at the end of period |  | 3.07 |  | 3.39 |  | 4.14 |  |  |
| ACL as a \% of NALs |  | 185 |  | 166 |  | 87 |  |  |
| ACL as a \% of NPAs |  | 170 |  | 153 |  | 80 |  |  |
| Tier 1 leverage ratio (7) |  | 9.80 |  | 9.41 |  | 10.05 |  |  |
| Tier 1 common risk-based capital ratio(7) |  | 9.75 |  | 9.29 |  | 6.53 |  |  |
| Tier 1 risk-based capital ratio (7) |  | 12.04 |  | 11.55 |  | 11.97 |  |  |
| Total risk-based capital ratio (7) |  | 14.85 |  | 14.46 |  | 14.28 |  |  |
| Tangible common equity / risk-weighted assets ratio |  | 9.51 |  | 9.26 |  | 7.19 |  |  |
| Tangible equity / tangible assets ratio ${ }^{(8)}$ |  | 8.51 |  | 8.24 |  | 9.26 |  |  |
| Tangible common equity / tangible assets ratio ${ }^{9}$ ) |  | 7.81 |  | 7.56 |  | 5.96 |  |  |

N.R. - Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.

See Notes to the Quarterly Key Statistics.

## Notes to the Quarterly Key Statistics

(1) Comparisons for all presented periods are impacted by a number of factors. Refer to "Significant Items".
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods.
(3) Net income excluding expense for amortization of intangibles for the period divided by average tangible shareholders' equity. Average tangible shareholders' equity equals average total shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).
(6) Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.
(7) March 31, 2011, figures are estimated. Based on an interim decision by the banking agencies on December 14, 2006, Huntington has excluded the impact of adopting ASC Topic 715, "Compensation - Retirement Benefits", from the regulatory capital calculations.
(8) Tangible equity (total equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(9) Tangible common equity (total common equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

## Huntington Bancshares Incorporated

Consolidated Balance Sheets

| (dollar amounts in thousands, except number of shares) |  |  | 2010 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | March ' 11 vs '10 |  |  |
|  |  | $\begin{gathered} \hline \text { March 31, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  | December 31, |  | $\begin{gathered} \hline \text { March 31, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  | Amount |  | $\underline{\text { Percent }}$ |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,208,820 | \$ | 847,888 | \$ | 1,310,640 | \$ | $(101,820)$ | (8)\% |
| Interest-bearing deposits in banks |  | 129,999 |  | 135,038 |  | 364,082 |  | $(234,083)$ | (64) |
| Trading account securities |  | 164,489 |  | 185,404 |  | 150,463 |  | 14,026 | 9 |
| Loans held for sale |  | 164,282 |  | 793,285 |  | 327,408 |  | $(163,126)$ | (50) |
| Available-for-sale and other securities |  | 9,322,434 |  | 9,895,244 |  | 8,946,364 |  | 376,070 | 4 |
| Loans and leases(1) |  | 38,245,836 |  | 38,106,507 |  | 36,931,681 |  | 1,314,155 | 4 |
| Allowance for loan and lease losses |  | $(1,133,226)$ |  | (1,249,008) |  | (1,477,969) |  | 344,743 | (23) |
| Net loans and leases |  | 37,112,610 |  | 36,857,499 |  | 35,453,712 |  | 1,658,898 | 5 |
| Bank owned life insurance |  | 1,471,099 |  | 1,458,224 |  | 1,422,874 |  | 48,225 | 3 |
| Premises and equipment |  | 500,736 |  | 491,602 |  | 491,573 |  | 9,163 | 2 |
| Goodwill |  | 444,268 |  | 444,268 |  | 444,268 |  | - | - |
| Other intangible assets |  | 215,251 |  | 228,620 |  | 273,952 |  | $(58,701)$ | (21) |
| Accrued income and other assets |  | 2,214,521 |  | 2,482,570 |  | 2,681,462 |  | $(466,941)$ | (17) |
| Total Assets | \$ | 52,948,509 | \$ | 53,819,642 | \$ | 51,866,798 | \$ | 1,081,711 | 2\% |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits(2) | \$ | 41,366,487 | \$ | 41,853,898 | \$ | 40,303,467 | \$ | 1,063,020 | 3\% |
| Short-term borrowings |  | 2,051,258 |  | 2,040,732 |  | 980,839 |  | 1,070,419 | 109 |
| Federal Home Loan Bank advances |  | 21,379 |  | 172,519 |  | 157,895 |  | $(136,516)$ | (86) |
| Other long-term debt |  | 1,900,555 |  | 2,144,092 |  | 2,727,745 |  | $(827,190)$ | (30) |
| Subordinated notes |  | 1,487,566 |  | 1,497,216 |  | 1,266,907 |  | 220,659 | 17 |
| Accrued expenses and other liabilities |  | 1,082,665 |  | 1,130,643 |  | 1,060,259 |  | 22,406 | 2 |
| Total Liabilities |  | 47,909,910 |  | 48,839,100 |  | 46,497,112 |  | 1,412,798 | 3 |

Preferred stock - authorized 6,617,808 shares-
$5.00 \%$ Series B Non-voting, Cumulative
Preferred Stock, par value of $\$ 0.01$ and liquidation value per share of $\$ 1,000$ -$1,329,186 \quad(1,329,186) \quad(100)$
$8.50 \%$ Series A Non-cumulative Perpetual Convertible Preferred Stock, par value and liquidation value per share of $\$ 1,000$ $\begin{array}{lll}\mathbf{3 6 2 , 5 0 7} & 362,507 & 362,507\end{array}$

Common stock -

(1) See page 2 for detail of loans and leases.
(2) See page 3 for detail of deposits.

## Huntington Bancshares Incorporated

Loans and Leases Composition

| (dollar amounts in millions) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, (Unaudited) |  | December 31, |  | September 30, |  | $\frac{\text { June }}{\text { (Unaı }}$ |  | Mar |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Commercial:(1) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$13,299 | 35\% | \$13,063 | 34\% | \$ 12,425 | 33\% | \$12,392 | 34\% | \$12,245 | 33\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 587 | 2 | 650 | 2 | 738 | 2 | 1,106 | 3 | 1,443 | 4 |
| Commercial | 5,711 | 15 | 6,001 | 16 | 6,174 | 16 | 6,078 | 16 | 6,013 | 16 |
| Commercial real estate | 6,298 | 17 | 6,651 | 18 | 6,912 | 18 | 7,184 | 19 | 7,456 | 20 |
| Total commercial | 19,597 | 52 | 19,714 | 52 | 19,337 | 51 | 19,576 | 53 | 19,701 | 53 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 5,802 | 15 | 5,614 | 15 | 5,385 | 14 | 4,847 | 13 | 4,403 | 12 |
| Home equity | 7,784 | 20 | 7,713 | 20 | 7,690 | 21 | 7,510 | 20 | 7,514 | 20 |
| Residential mortgage | 4,517 | 12 | 4,500 | 12 | 4,511 | 12 | 4,354 | 12 | 4,614 | 12 |
| Other consumer | 546 | 1 | 566 | 1 | 578 | 2 | 683 | 2 | 700 | 3 |
| Total consumer | 18,649 | 48 | 18,393 | 48 | 18,164 | 49 | 17,394 | 47 | 17,231 | 47 |
| Total loans and leases | \$38,246 | 100\% | \$38,107 | 100\% | \$37,501 | 100\% | \$36,970 | 100\% | \$36,932 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$11,786 | 31\% | \$11,717 | 31\% | \$ 11,804 | 31\% | \$11,772 | 32\% | \$11,751 | 32\% |
| Regional and Commercial |  |  |  |  |  |  |  |  |  |  |
| Banking | 7,917 | 21 | 7,792 | 20 | 7,373 | 20 | 7,317 | 20 | 7,227 | 20 |
| AFCRE | 13,154 | 34 | 13,283 | 35 | 13,167 | 35 | 12,931 | 35 | 12,739 | 34 |
| WGH | 5,255 | 14 | 5,176 | 14 | 5,066 | 14 | 4,864 | 13 | 4,722 | 13 |
| Treasury / Other(2) | 134 | - | 139 | - | 91 | - | 86 | - | 493 | 1 |
| Total loans and leases | \$38,246 | 100\% | \$38,107 | 100\% | \$37,501 | 100\% | \$36,970 | 100\% | \$36,932 | 100\% |
|  | 2011 |  | 2010 |  |  |  |  |  |  |  |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business |  |  |  |  |  |  |  |  |  |  |
| Regional and Commercial |  |  |  |  |  |  |  |  |  |  |
| Banking | 7,824 | 21 | 7,657 | 20 | 7,419 | 20 | 7,257 | 20 | 7,322 | 20 |
| AFCRE | 13,208 | 35 | 13,299 | 35 | 13,085 | 35 | 12,890 | 35 | 12,817 | 35 |
| WGH | 5,192 | 13 | 5,050 | 14 | 4,894 | 13 | 4,729 | 12 | 4,631 | 12 |
| Treasury / Other(2) | 94 | - | 520 | 1 | - | - | 404 | 1 | 431 | 1 |
| Total loans and leases | $\stackrel{\text { 838,098 }}{ }$ | 100\% | $\underline{\$ 37,800}$ | 100\% | \$37,215 | $\underline{100 \%}$ | \$37,089 | 100\% | $\underline{\text { \$36,980 }}$ | 100\% |

(1) There were no commercial loans outstanding that would be considered a concentration of lending to a particular industry.
(2) Comprised primarily of Franklin loans through the 2010 second quarter.

Huntington Bancshares Incorporated
Deposits Composition

| (dollar amounts in millions) | March 31, (Unaudited) |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  | September 30, (Unaudited) |  | $\begin{gathered} \hline \text { June 30, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits -noninterest-bearing | \$ 7,597 | 18\% | \$ 7,217 | 17\% | \$ 6,926 | 17\% | \$ 6,463 | 16\% | \$ 6,938 | 17\% |
| Demand deposits - interest-bearing | 5,532 | 13 | 5,469 | 13 | 5,347 | 13 | 5,850 | 15 | 5,948 | 15 |
| Money market deposits | 13,105 | 32 | 13,410 | 32 | 12,679 | 31 | 11,437 | 29 | 10,644 | 26 |
| Savings and other domestic deposits | 4,762 | 12 | 4,643 | 11 | 4,613 | 11 | 4,652 | 12 | 4,666 | 12 |
| Core certificates of deposit | 8,208 | 20 | 8,525 | 20 | 8,765 | 21 | 8,974 | 23 | 9,441 | 23 |
| Total core deposits | 39,204 | 95 | 39,264 | 93 | 38,330 | 93 | 37,376 | 95 | 37,637 | 93 |
| Other domestic deposits of $\$ 250,000$ or more | 531 | 1 | 675 | 2 | 730 | 2 | 678 | 2 | 684 | 2 |
| Brokered deposits and negotiable CDs | 1,253 | 3 | 1,532 | 4 | 1,576 | 4 | 1,373 | 3 | 1,605 | 4 |
| Deposits in foreign offices | 378 | 1 | 383 | 1 | 436 | 1 | 422 | - | 377 | 1 |
| Total deposits | \$41,366 | 100\% | \$41,854 | 100\% | \$41,072 | 100\% | \$39,849 | 100\% | \$40,303 | 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$12,785 | 33\% | \$ 12,476 | 32\% | \$ 12,262 | 32\% | \$11,515 | 31\% | \$11,844 | 31\% |
| Personal | 26,419 | 67 | 26,788 | 68 | 26,068 | 68 | 25,861 | 69 | 25,793 | 69 |
| Total core deposits | $\underline{\text { \$39,204 }}$ | 100\% | \$39,264 | 100\% | \$38,330 | 100\% | \$37,376 | 100\% | \$37,637 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$28,984 | 70\% | \$29,298 | 70\% | \$28,808 | 70\% | \$28,542 | 72\% | \$28,335 | 70\% |
| Regional and Commercial |  |  |  |  |  |  |  |  |  |  |
| AFCRE | 804 | 2 | 753 | 2 | 739 | 2 | 725 | 2 | 653 | 2 |
| WGH | 7,363 | 17 | 7,449 | 18 | 7,184 | 17 | 6,734 | 17 | 7,134 | 18 |
| Treasury / Other(1) | 626 | 2 | 816 | 2 | 1,096 | 3 | 987 | 2 | 1,178 | 3 |
| Total deposits | $\underline{\text { \$41,366 }}$ | 100\% | \$41,854 | 100\% | \$41,072 | 100\% | \$39,849 | 100\% | \$40,303 | 100\% |
|  | 2011 |  | 2010 |  |  |  |  |  |  |  |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking |  |  |  |  |  | 71\% | \$28,592 | 71\% | \$28,371 | 71\% |
| Regional and Commercial |  |  |  |  |  |  |  |  |  |  |
| AFCRE | 763 | 2 | 752 | 2 | 714 | 1 | 672 | 2 | 636 | 1 |
| WGH | 7,394 | 17 | 7,333 | 18 | 6,867 | 17 | 6,994 | 17 | 6,759 | 17 |
| Treasury / Other (1) | 702 | 2 | 907 | 2 | 1,101 | 3 | 1,108 | 3 | 1,327 | 3 |
| Total deposits | \$41,664 | $\underline{100 \%}$ | \$41,704 | 100\% | $\underline{\underline{\$ 40,646}}$ | 100\% | $\underline{\text { \$40,367 }}$ | 100\% | $\underline{\text { \$40,223 }}$ | $\underline{100 \%}$ |

(1) Comprised primarily of national market deposits.

## Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

(Unaudited)

(1) Includes nonaccrual loans.

Huntington Bancshares Incorporated
Consolidated Quarterly Net Interest Margin Analysis
(Unaudited)

| Fully-taxable equivalent basis(1) | 2011 | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First | Fourth | Third | Second | First |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.11\% | 0.63\% | 0.21\% | 0.20\% | 0.18\% |
| Trading account securities | 1.37 | 1.98 | 1.20 | 1.74 | 2.15 |
| Loans held for sale | 4.08 | 4.01 | 5.75 | 5.02 | 4.98 |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.53 | 2.42 | 2.77 | 2.85 | 2.94 |
| Tax-exempt | 4.70 | 4.59 | 4.70 | 4.62 | 4.37 |
| Total available-for-sale and other securities | 2.63 | 2.52 | 2.84 | 2.93 | 3.01 |
| Loans and leases:(2)(3) |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 4.57 | 4.94 | 5.14 | 5.31 | 5.60 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 3.36 | 3.07 | 2.83 | 2.61 | 2.66 |
| Commercial | 3.93 | 3.92 | 3.91 | 3.69 | 3.60 |
| Commercial real estate | 3.88 | 3.83 | 3.76 | 3.49 | 3.43 |
| Total commercial | 4.34 | 4.56 | 4.64 | 4.63 | 4.76 |
| Consumer: |  |  |  |  |  |
| Automobile | 5.22 | 5.46 | 5.79 | 6.46 | 6.63 |
| Home equity | 4.54 | 4.64 | 4.74 | 5.26 | 5.59 |
| Residential mortgage | 4.76 | 4.82 | 4.97 | 4.70 | 4.89 |
| Other consumer | 7.85 | 7.92 | 7.10 | 6.84 | 7.00 |
| Total consumer | 4.90 | 5.04 | 5.19 | 5.49 | 5.73 |
| Total loans and leases | 4.61 | 4.79 | 4.90 | 5.04 | 5.21 |
| Total earning assets | 4.24\% | 4.29\% | 4.49\% | 4.63\% | 4.82\% |

Liabilities and Shareholders' Equity
Deposits:

| Demand deposits -noninterest-bearing | -\% | -\% | -\% | -\% | -\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits - interestbearing | 0.09 | 0.13 | 0.17 | 0.22 | 0.22 |
| Money market deposits | 0.50 | 0.77 | 0.86 | 0.93 | 1.00 |
| Savings and other domestic deposits | 0.81 | 0.90 | 0.99 | 1.07 | 1.19 |
| Core certificates of deposit | 2.07 | 2.11 | 2.31 | 2.68 | 2.93 |
| Total core deposits | 0.89 | 1.05 | 1.18 | 1.33 | 1.51 |
| Other domestic deposits of $\$ 250,000$ or more | 1.08 | 1.21 | 1.28 | 1.37 | 1.44 |
| Brokered deposits and negotiable CDs | 1.11 | 1.53 | 2.21 | 2.56 | 2.49 |
| Deposits in foreign offices | 0.20 | 0.17 | 0.22 | 0.19 | 0.19 |
| Total deposits | 0.90 | 1.06 | 1.21 | 1.37 | 1.55 |
| Short-term borrowings | 0.18 | 0.20 | 0.22 | 0.21 | 0.21 |
| Federal Home Loan Bank advances | 2.98 | 0.95 | 1.25 | 1.93 | 2.71 |
| Subordinated notes and other longterm debt | 2.34 | 2.15 | 2.15 | 2.05 | 2.25 |
| Total interest bearing liabilities | 0.99 | 1.11 | 1.25 | 1.41 | 1.60 |
| Net interest rate spread | 3.21 | 3.16 | 3.24 | 3.22 | 3.22 |
| Impact of noninterest-bearing funds on margin | 0.21 | 0.21 | 0.21 | 0.24 | 0.25 |
| Net interest margin | 3.42\% | 3.37\% | 3.45\% | 3.46\% | 3.47\% |

(1) Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 8 for the FTE adjustment.
(2) Loan, lease, and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
(3) Includes the impact of nonaccrual loans.

## Huntington Bancshares Incorporated

Selected Quarterly Income Statement Data(1)
(Unaudited)

|  | 2011 | 2010 |  |  |  | 1 Q 11 vs 1 Q 10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands, except per share amounts) | First | Fourth | Third | Second | First | Amount | Percent |
| Interest income | \$501,877 | \$ 528,291 | \$534,669 | \$ 535,653 | \$ 546,779 | \$ (44,902) | (8)\% |
| Interest expense | 97,547 | 112,997 | 124,707 | 135,997 | 152,886 | $(55,339)$ | (36) |
| Net interest income | 404,330 | 415,294 | 409,962 | 399,656 | 393,893 | 10,437 | 3 |
| Provision for credit losses | 49,385 | 86,973 | 119,160 | 193,406 | 235,008 | $(185,623)$ | (79) |
| Net interest income after provision for credit losses | 354,945 | 328,321 | 290,802 | 206,250 | 158,885 | 196,060 | 123 |
| Service charges on deposit accounts | 54,324 | 55,810 | 65,932 | 75,934 | 69,339 | $(15,015)$ | (22) |
| Mortgage banking income | 22,684 | 53,169 | 52,045 | 45,530 | 25,038 | $(2,354)$ | (9) |
| Trust services | 30,742 | 29,394 | 26,997 | 28,399 | 27,765 | 2,977 | 11 |
| Electronic banking | 28,786 | 28,900 | 28,090 | 28,107 | 25,137 | 3,649 | 15 |
| Insurance income | 17,945 | 19,678 | 19,801 | 18,074 | 18,860 | (915) | (5) |
| Brokerage income | 20,511 | 16,953 | 16,575 | 18,425 | 16,902 | 3,609 | 21 |
| Bank owned life insurance income | 14,819 | 16,113 | 14,091 | 14,392 | 16,470 | $(1,651)$ | (10) |
| Automobile operating lease income | 8,847 | 10,463 | 11,356 | 11,842 | 12,303 | $(3,456)$ | (28) |
| Securities (losses) gains | 40 | (103) | (296) | 156 | (31) | 71 | N.R. |
| Other income | 38,247 | 33,843 | 32,552 | 28,784 | 29,069 | 9,178 | 32 |
| Total noninterest income | 236,945 | 264,220 | 267,143 | 269,643 | 240,852 | $(3,907)$ | (2) |
| Personnel costs | 219,028 | 212,184 | 208,272 | 194,875 | 183,642 | 35,386 | 19 |
| Outside data processing and other services | 40,282 | 40,943 | 38,553 | 40,670 | 39,082 | 1,200 | 3 |
| Net occupancy | 28,436 | 26,670 | 26,718 | 25,388 | 29,086 | (650) | (2) |
| Deposit and other insurance expense | 17,896 | 23,320 | 23,406 | 26,067 | 24,755 | $(6,859)$ | (28) |
| Professional services | 13,465 | 21,021 | 20,672 | 24,388 | 22,697 | $(9,232)$ | (41) |
| Equipment | 22,477 | 22,060 | 21,651 | 21,585 | 20,624 | 1,853 | 9 |
| Marketing | 16,895 | 16,168 | 20,921 | 17,682 | 11,153 | 5,742 | 51 |
| Amortization of intangibles | 13,370 | 15,046 | 15,145 | 15,141 | 15,146 | $(1,776)$ | (12) |
| OREO and foreclosure expense | 3,931 | 10,502 | 12,047 | 4,970 | 11,530 | $(7,599)$ | (66) |
| Automobile operating lease expense | 6,836 | 8,142 | 9,159 | 9,667 | 10,066 | $(3,230)$ | (32) |
| Other expense | 48,083 | 38,537 | 30,765 | 33,377 | 30,312 | 17,771 | 59 |
| Total noninterest expense | 430,699 | 434,593 | 427,309 | 413,810 | 398,093 | 32,606 | 8 |
| Income before income taxes | 161,191 | 157,948 | 130,636 | 62,083 | 1,644 | 159,547 | 9,705 |
| Provision (benefit) for income taxes | 34,745 | 35,048 | 29,690 | 13,319 | $(38,093)$ | 72,838 | N.R |
| Net income | \$ 126,446 | \$ 122,900 | \$ 100,946 | \$ 48,764 | \$ 39,737 | \$ 86,709 | 218 |
| Dividends on preferred shares | 7,703 | 83,754 | 29,495 | 29,426 | 29,357 | $(21,654)$ | (74) |
| Net income applicable to common shares | \$ 118,743 | \$ 39,146 | \$ 71,451 | \$ 19,338 | \$ 10,380 | \$ 108,363 | 1,044\% |
| Average common shares - basic | 863,359 | 757,924 | 716,911 | 716,580 | 716,320 | 147,039 | 21\% |
| Average common shares - diluted(2) | 867,237 | 760,582 | 719,567 | 719,387 | 718,593 | 148,644 | 21 |
| Per common share |  |  |  |  |  |  |  |
| Net income - basic | \$ 0.14 | 0.05 | 0.10 | \$ 0.03 | \$ 0.01 | \$ 0.13 | 1,300\% |
| Net income - diluted | 0.14 | 0.05 | 0.10 | 0.03 | 0.01 | 0.13 | 1,300 |
| Cash dividends declared | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | - | - |
| Return on average total assets | 0.96\% | 0.90\% | 0.76\% | 0.38\% | 0.31\% | 0.65\% | 210 |
| Return on average common shareholders' equity | 10.3 | 3.8 | 7.4 | 2.1 | 1.1 | 9.2 | 836 |
| Return on average common tangible shareholders' equity(3) | 12.7 | 5.6 | 10.0 | 3.8 | 2.7 | 10.0 | 370 |
| Net interest margin(4) | 3.42 | 3.37 | 3.45 | 3.46 | 3.47 | (0.05) | (1) |
| Efficiency ratio(5) | 64.7 | 61.4 | 60.6 | 59.4 | 60.1 | 4.6 | 8 |
| Effective tax rate | 21.6 | 22.2 | 22.7 | 21.5 | $(2,317.1)$ | 2,338.7 | N.R |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$ 404,330 | \$ 415,294 | \$ 409,962 | \$ 399,656 | \$ 393,893 | \$ 10,437 | 3 |
| FTE adjustment | 3,945 | 3,708 | 2,631 | 2,490 | 2,248 | 1,697 | 75 |
| Net interest income(4) | 408,275 | 419,002 | 412,593 | 402,146 | 396,141 | 12,134 | 3 |
| Noninterest income | 236,945 | 264,220 | 267,143 | 269,643 | 240,852 | $(3,907)$ | (2) |
| Total revenue(4) | \$ 645,220 | \$683,222 | \$ 679,736 | \$671,789 | \$636,993 | \$ 8,227 | 1\% |

N.R. - Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.
(1) Comparisons for presented periods are impacted by a number of factors. Refer to "Significant Items" for additional discussion regarding these key factors.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010, and January 2011, respectively.
(3) Net income excluding expense for amortization of intangibles for the period divided by average tangible shareholders' equity. Average tangible shareholders' equity equals average total shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).

## Huntington Bancshares Incorporated

Quarterly Mortgage Banking Income
(Unaudited)

| (dollar amounts in thousands, except as noted) | $\begin{aligned} & 2011 \\ & \hline \text { First } \end{aligned}$ | 2010 |  |  |  | 1Q11 vs 1Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fourth | Third | Second | First | Amount | Percent |
| Mortgage Banking Income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ 19,799 | \$ 48,236 | \$ 35,840 | \$ 19,778 | \$ 13,586 | \$ 6,213 | 46\% |
| Servicing fees | 12,546 | 11,474 | 12,053 | 12,178 | 12,418 | 128 | 1 |
| Amortization of capitalized servicing | $(9,863)$ | $(13,960)$ | $(13,003)$ | $(10,137)$ | $(10,065)$ | 202 | (2) |
| Other mortgage banking income | 3,769 | 4,789 | 4,966 | 3,664 | 3,210 | 559 | 17 |
| Subtotal | 26,251 | 50,539 | 39,856 | 25,483 | 19,149 | 7,102 | 37 |
| MSR valuation adjustment(1) | 774 | 31,319 | $(12,047)$ | $(26,221)$ | $(5,772)$ | 6,546 | N.R. |
| Net trading (losses) gains related to MSR hedging | $(4,341)$ | $(28,689)$ | 24,236 | 46,268 | 11,661 | $(16,002)$ | N.R. |
| Total mortgage banking income | \$ 22,684 | \$ 53,169 | \$ 52,045 | \$ 45,530 | \$ 25,038 | $\underline{\text { \$ (2,354) }}$ | (9) $\%$ |
| Mortgage originations (in millions) | \$ 929 | \$ 1,827 | \$ 1,619 | \$ 1,161 | \$ 869 | \$ 60 | 7\% |
| Average trading account securities used to hedge MSRs (in millions) | 46 | 184 | 23 | 28 | 18 | 28 | 156 |
| Capitalized mortgage servicing rights ${ }^{(2)}$ | 202,559 | 196,194 | 161,594 | 179,138 | 207,552 | $(4,993)$ | (2) |
| Total mortgages serviced for others (in millions)(2) | 16,456 | 15,933 | 15,713 | 15,954 | 15,968 | 488 | 3 |
| MSR \% of investor servicing portfolio(2) | 1.23\% | 1.23\% | 1.03\% | 1.12\% | 1.30\% | (0.07)\% | (5) |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment(1) | \$ 774 | \$ 31,319 | \$ $(12,047)$ | \$ $(26,221)$ | \$ $(5,772)$ | \$ 6,546 | N.R.\% |
| Net trading (losses) gains related to MSR hedging | $(4,341)$ | $(28,689)$ | 24,236 | 46,268 | 11,661 | $(16,002)$ | N.R. |
| Net interest income related to MSR hedging | 99 | 713 | 32 | 58 | 169 | (70) | (41) |
| Net (loss) gain of MSR hedging | \$ (3,468) | \$ 3,343 | \$ 12,221 | \$ 20,105 | \$ 6,058 | \$ (9,526) | (157) \% |

N.R. - Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.
(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

Quarterly Credit Reserves Analysis

| (dollar amounts in thousands) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| $\begin{array}{lllllllllll}\text { Allowance for loan and lease losses, } \\ \begin{array}{l}\text { beginning of period }\end{array} & \$ \mathbf{1 , 2 4 9 , 0 0 8} & \$ 1,336,352 & \$ 1,402,160 & \$ 1,477,969 & \$ 1,482,479\end{array}$ |  |  |  |  |  |  |  |  |  |  |
| Loan and lease losses |  | $(199,007)$ |  | $(205,587)$ |  | $(221,144)$ |  | $(312,954)$ |  | $(264,222)$ |
| Recoveries of loans previously charged off |  | 33,924 |  | 33,336 |  | 36,630 |  | 33,726 |  | 25,741 |
| Net loan and lease losses |  | $(165,083)$ |  | $(172,251)$ |  | $(184,514)$ |  | $(279,228)$ |  | $(238,481)$ |
| Provision for loan and lease losses |  | 49,301 |  | 84,907 |  | 118,788 |  | 203,633 |  | 233,971 |
| Allowance of assets sold |  | - |  | - |  | (82) |  | (214) |  | - |
| Allowance for loan and lease losses, end of period | \$ | 1,133,226 | \$ | $\xrightarrow{1,249,008}$ | \$ | $\underline{\text { 1,336,352 }}$ | \$ | 1,402,160 | \$ | 1,477,969 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 42,127 | \$ | 40,061 | \$ | 39,689 | \$ | 49,916 | \$ | 48,879 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses |  | 84 |  | 2,066 |  | 372 |  | $(10,227)$ |  | 1,037 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 42,211 | \$ | 42,127 | \$ | 40,061 | \$ | 39,689 | \$ | 49,916 |
| Total allowance for credit losses, end of period | \$ | $\underline{1,175,437}$ | \$ | $\xrightarrow{1,291,135}$ | \$ | $\underline{\text { 1,376,413 }}$ | \$ | 1,441,849 | \$ | $\underline{\text { 1,527,885 }}$ |
| Allowance for loan and lease losses <br> (ALLL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.96\% |  | 3.28\% |  | 3.56\% |  | 3.79\% |  | 4.00\% |
| Nonaccrual loans and leases (NALs) |  | 178 |  | 161 |  | 136 |  | 117 |  | 84 |
| Nonperforming assets (NPAs) |  | 164 |  | 148 |  | 121 |  | 89 |  | 77 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 3.07\% |  | 3.39\% |  | 3.67\% |  | 3.90\% |  | 4.14\% |
| Nonaccrual loans and leases |  | 185 |  | 166 |  | 140 |  | 120 |  | 87 |
| Nonperforming assets |  | 170 |  | 153 |  | 125 |  | 91 |  | 80 |

## Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

## (Unaudited)

| (dollar amounts in thousands) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| Net charge-offs by loan and lease type: |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 42,191 | \$ | 59,124 | \$ | 62,241 | \$ | 58,128 | \$ | 75,439 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 28,400 |  | 11,084 |  | 17,936 |  | 45,562 |  | 34,426 |
| Commercial |  | 39,283 |  | 33,787 |  | 45,725 |  | 36,169 |  | 50,873 |
| Commercial real estate |  | 67,683 |  | 44,871 |  | 63,661 |  | 81,731 |  | 85,299 |
| Total commercial |  | 109,874 |  | 103,995 |  | 125,902 |  | 139,859 |  | 160,738 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 4,712 |  | 7,035 |  | 5,570 |  | 5,436 |  | 8,531 |
| Home equity(1) |  | 26,715 |  | 29,175 |  | 27,827 |  | 44,470 |  | 37,901 |
| Residential mortgage(2)(3) |  | 18,932 |  | 26,775 |  | 18,961 |  | 82,848 |  | 24,311 |
| Other consumer |  | 4,850 |  | 5,271 |  | 6,254 |  | 6,615 |  | 7,000 |
| Total consumer |  | 55,209 |  | 68,256 |  | 58,612 |  | 139,369 |  | 77,743 |
| Total net charge-offs | \$ | 165,083 | \$ | 172,251 | \$ | 184,514 | \$ | 279,228 | \$ | 238,481 |


| Net charge-offs - annualized percentages: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 1.29\% | 1.85\% | 2.01\% | 1.90\% | 2.45\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | 18.59 | 6.19 | 7.25 | 14.25 | 9.77 |
| Commercial | 2.66 | 2.22 | 3.01 | 2.38 | 3.25 |
| Commercial real estate | 4.15 | 2.64 | 3.60 | 4.44 | 4.44 |
| Total commercial | 2.24 | 2.13 | 2.59 | 2.85 | 3.22 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.33 | 0.51 | 0.43 | 0.47 | 0.80 |
| Home equity(1) | 1.38 | 1.51 | 1.47 | 2.36 | 2.01 |
| Residential mortgage(2)(3) | 1.70 | 2.42 | 1.73 | 7.19 | 2.17 |
| Other consumer | 3.47 | 3.66 | 3.83 | 3.81 | 3.87 |
| Total consumer | 1.20 | 1.50 | 1.32 | 3.19 | 1.83 |
| Net charge-offs as a \% of average loans | 1.73\% | 1.82\% | 1.98\% | 3.01\% | 2.58\% |

(1) The 2010 second quarter included net charge-offs of $\$ 14,678$ thousand associated with the transfer of Franklin-related loans to loans held for sale and \$1,262 thousand of other Franklin-related net charge-offs.
(2) The 2010 second quarter included net charge-offs of $\$ 60,822$ thousand associated with the transfer of Franklin-related loans to loans held for sale and \$3,403 thousand of other Franklin-related net charge-offs.
(3) The 2010 fourth quarter included net charge-offs of $\$ 16,389$ thousand related to the sale of certain underperforming residential mortgage loans.

## Huntington Bancshares Incorporated

Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)
(Unaudited)

| (dollar amounts in thousands) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  | December 31, |  | $\underline{\text { September 30, }}$ |  | June 30, |  | March 31, |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 260,397 | \$ | 346,720 | \$ | 398,353 | \$ | 429,561 | \$ | 511,588 |
| Commercial real estate |  | 305,793 |  | 363,692 |  | 478,754 |  | 663,103 |  | 826,781 |
| Residential mortgage |  | 44,812 |  | 45,010 |  | 82,984 |  | 86,486 |  | 372,950 |
| Home equity |  | 25,255 |  | 22,526 |  | 21,689 |  | 22,199 |  | 54,789 |
| Total nonaccrual loans and leases |  | 636,257 |  | 777,948 |  | 981,780 |  | 1,201,349 |  | 1,766,108 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 28,668 |  | 31,649 |  | 65,775 |  | 71,937 |  | 68,289 |
| Commercial |  | 25,961 |  | 35,155 |  | 57,309 |  | 67,189 |  | 83,971 |
| Total other real estate, net |  | 54,629 |  | 66,804 |  | 123,084 |  | 139,126 |  | 152,260 |
| Impaired loans held for sale(1) |  | - |  | - |  | - |  | 242,227 |  | - |
| Total nonperforming assets | \$ | $\underline{690,886}$ | \$ | 844,752 | \$ | 1,104,864 | \$ | 1,582,702 | \$ | 1,918,368 |
| Nonperforming Franklin assets: |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | - | \$ | - | \$ | - | \$ | - |  | 297,967 |
| Home Equity |  | - |  | - |  | - |  | - |  | 31,067 |
| OREO |  | 5,971 |  | 9,477 |  | 15,330 |  | 24,515 |  | 24,423 |
| Impaired loans held for sale |  | - |  | - |  | - |  | 242,227 |  | - |
| Total nonperforming Franklin assets | \$ | 5,971 | \$ | 9,477 | \$ | 15,330 | \$ | 266,742 | \$ | 353,457 |
| Nonaccrual loans and leases as a \% of total loans and leases |  | 1.66\% |  | 2.04\% |  | 2.62\% |  | 3.25\% |  | 4.78\% |
| NPA ratio(2) |  | 1.80 |  | 2.21 |  | 2.94 |  | 4.24 |  | 5.17 |
|  |  | 2011 | 2010 |  |  |  |  |  |  |  |
|  |  | First |  | Fourth |  | Third |  | Second |  | First |
| Nonperforming assets, beginning of period |  | \$ 844,752 | \$ | \$ 1,104,864 | \$ | 1,582,702 | \$ | 1,918,368 | \$ | 2,058,091 |
| New nonperforming assets |  | 192,044 |  | 237,802 |  | 278,388 |  | 171,595 |  | 237,914 |
| Franklin impact, net |  | $(3,506)$ |  | $(5,853)$ |  | $(251,412)$ |  | $(86,715)$ |  | 14,957 |
| Returns to accruing status |  | $(70,886)$ |  | $(100,051)$ |  | $(111,168)$ |  | $(78,739)$ |  | $(80,840)$ |
| Loan and lease losses |  | $(128,730)$ |  | $(126,047)$ |  | $(151,013)$ |  | $(173,159)$ |  | $(185,387)$ |
| OREO losses |  | 1,492 |  | $(5,117)$ |  | $(5,302)$ |  | 2,483 |  | $(4,160)$ |
| Payments |  | $(87,041)$ |  | $(191,296)$ |  | $(210,612)$ |  | $(140,881)$ |  | $(107,640)$ |
| Sales |  | $(57,239)$ |  | $(69,550)$ |  | $(26,719)$ |  | $(30,250)$ |  | $(14,567)$ |
| Nonperforming assets, end of period |  | \$ 690,886 | \$ | \$ 844,752 | \$ | 1,104,864 | \$ | 1,582,702 | \$ | 1,918,368 |

(1) The June 30, 2010, figure represented NALs associated with the transfer of Franklin-related residential mortgage and home equity loans to loans held for sale.
(2) Nonperforming assets divided by the sum of loans and leases, impaired loans held for sale, and net other real estate owned.

## Huntington Bancshares Incorporated

Quarterly Accruing Past Due Loans and Leases and Accruing Troubled Debt Restructured Loans
(Unaudited)

| (dollar amounts in thousands) | $\frac{2011}{\text { March 31, }}$ |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  | September 30, |  | June 30, |  | March 31, |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 475 |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 41,858 |  | 53,983 |  | 56,803 |  | 47,036 |  | 72,702 |
| Home equity |  | 24,130 |  | 23,497 |  | 27,160 |  | 26,797 |  | 29,438 |
| Other consumer |  | 7,578 |  | 10,177 |  | 11,423 |  | 9,533 |  | 10,598 |
| Total, excl. loans guaranteed by the U.S. Government |  | 73,566 |  | 87,657 |  | 95,386 |  | 83,366 |  | 113,213 |
| Add: loans guaranteed by U.S. Government |  | 94,440 |  | 98,288 |  | 94,249 |  | 95,421 |  | 96,814 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | 168,006 | \$ | 185,945 | \$ | 189,635 | \$ | 178,787 |  | $\xrightarrow{210,027}$ |
| Ratios: |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.19\% |  | 0.23\% |  | 0.25\% |  | 0.23\% |  | 0.31\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.25 |  | 0.26 |  | 0.26 |  | 0.26 |  | 0.26 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.44 |  | 0.49 |  | 0.51 |  | 0.49 |  | 0.57 |
| Accruing troubled debt restructured loans |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 206,462 | \$ | 222,632 | \$ | 157,971 | \$ | 141,353 | \$ | 117,667 |
| Residential mortgage |  | 333,492 |  | 328,411 |  | 287,481 |  | 269,570 |  | 242,870 |
| Other consumer |  | 78,488 |  | 76,586 |  | 73,210 |  | 65,061 |  | 62,148 |
| Total accruing troubled debt restructured loans | \$ | 618,442 | \$ | 627,629 | \$ | 518,662 |  | 475,984 | \$ | 422,685 |

## Huntington Bancshares Incorporated

Quarterly Common Stock Summary, Capital, and Other Data

## (Unaudited)

## Quarterly common stock summary

| (dollar amounts in thousands, except per share amounts) | 2011 |  | 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Common stock price, per share |  |  |  |  |  |  |  |  |  |  |
| High(1) | \$ | 7.700 | \$ | 7.000 | \$ | 6.450 | \$ | 7.400 | \$ | 5.810 |
| Low(1) |  | 6.380 |  | 5.430 |  | 5.040 |  | 5.260 |  | 3.650 |
| Close |  | 6.640 |  | 6.870 |  | 5.690 |  | 5.540 |  | 5.390 |
| Average closing price |  | 6.981 |  | 6.050 |  | 5.787 |  | 6.130 |  | 4.840 |
| Dividends, per share |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per common share | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |
| Average - basic |  | 863,359 |  | 757,924 |  | 716,911 |  | 716,580 |  | 716,320 |
| Average - diluted(2) |  | 867,237 |  | 760,582 |  | 719,567 |  | 719,387 |  | 718,593 |
| Ending |  | 863,399 |  | 863,319 |  | 717,132 |  | 716,623 |  | 716,557 |
| Book value per common share | \$ | 5.42 | \$ | 5.35 | \$ | 5.39 | \$ | 5.22 | \$ | 5.13 |
| Tangible book value per common share(3) |  | 4.74 |  | 4.66 |  | 4.55 |  | 4.37 |  | 4.26 |


|  | 2011 | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in millions) | March 31, | December 31, | September 30, | June 30, | March 31, |


| Calculation of tangible equity / asset ratio: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total shareholders' equity | \$ | 5,039 | \$ | 4,981 | \$ | 5,567 | \$ | 5,438 | \$ | 5,370 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (215) |  | (229) |  | (244) |  | (259) |  | (274) |
| Add: related deferred tax liability(3) |  | 75 |  | 80 |  | 85 |  | 91 |  | 95 |
| Total tangible equity |  | 4,455 |  | 4,388 |  | 4,964 |  | 4,826 |  | 4,747 |
| Less: preferred equity |  | (363) |  | (363) |  | $(1,700)$ |  | $(1,696)$ |  | $(1,692)$ |
| Total tangible common equity | \$ | 4,092 | \$ | 4,025 | \$ | 3,264 | \$ | 3,130 | \$ | 3,055 |
| Total assets | \$ | 52,949 | \$ | 53,820 | \$ | 53,247 | \$ | 51,771 | \$ | 51,867 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (215) |  | (229) |  | (244) |  | (259) |  | (274) |


| Add: related deferred tax |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| liability(3) | 75 |  | 80 |  | 85 |  | 91 |  | 95 |  |
| Total tangible assets | \$ | 52,365 | \$ | 53,227 | \$ | 52,644 | \$ | 51,159 | \$ | 51,244 |
| Tangible equity / tangible asset ratio |  | 8.51\% |  | 8.24\% |  | 9.43\% |  | 9.43\% |  | 9.26\% |
| Tangible common equity / tangible asset ratio |  | 7.81 |  | 7.56 |  | 6.20 |  | 6.12 |  | 5.96 |


| Other capital data: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total risk-weighted assets | \$ | 43,025 | \$ | 43,471 | \$ | 42,759 | \$ | 42,486 | \$ | 42,522 |
| Tier 1 leverage ratio |  | 9.80\% |  | 9.41\% |  | 10.54\% |  | 10.45\% |  | 10.05\% |
| Tier 1 common risk-based capital ratio |  | 9.75 |  | 9.29 |  | 7.39 |  | 7.06 |  | 6.53 |
| Tier 1 risk-based capital ratio |  | 12.04 |  | 11.55 |  | 12.82 |  | 12.51 |  | 11.97 |
| Total risk-based capital ratio |  | 14.85 |  | 14.46 |  | 15.08 |  | 14.79 |  | 14.28 |
| Tangible common equity / riskweighted assets ratio |  | 9.51 |  | 9.26 |  | 7.63 |  | 7.37 |  | 7.19 |
| Other data: |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11,319 |  | 11,341 |  | 11,279 |  | 11,117 |  | 10,678 |
| Number of domestic full-service branches(4) |  | 622 |  | 620 |  | 617 |  | 617 |  | 617 |

(1) High and low stock prices are intra-day quotes obtained from NASDAQ.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods.
(3) Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) Includes 9 WGH offices.

