# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) January 21, 2005

## **HUNTINGTON BANCSHARES INCORPORATED**

(Exact name of registrant as specified in its charter)								
Maryland	0-2525	31-0724920						
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)						
	Huntington Center 41 South High Street Columbus, Ohio	43287						
	(Address of principal executive offices)	(Zip Code)						
Registrant's telephone number, including area code (614) 48	80-8300							
	Not Applicable							
(For	rmer name or former address, if changed since last report.)							
Check the appropriate box below if the Form 8-K filing is in General Instruction A.2. below):	atended to simultaneously satisfy the filing obligation of the r	registrant under any of the following provisions (see						
☐Written communications pursuant to Rule 425 under the S	Securities Act (17 CFR 230.425)							
☐ Soliciting material pursuant to Rule 14a-12 under the Exc	change Act (17 CFR 240.14a-12)							
☐ Pre-commencement communications pursuant to Rule 14	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))							
☐ Pre-commencement communications pursuant to Rule 13	e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))							

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

On January 21, 2005, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the fourth quarter and year ended December 31, 2004. Also on January 21, 2005, Huntington made a Quarterly Financial Review available on its web site, <a href="www.huntington-ir.com">www.huntington-ir.com</a>. The information contained in the news release and the Quarterly Financial Review, which are attached as Exhibits 99.1 and 99.2, respectively, to this report, are incorporated herein by reference.

Huntington's senior management will host an earnings conference call January 21, 2005, at 1:00 p.m. EST. The call may be accessed via a live Internet web cast at <a href="https://www.huntington-ir.com">www.huntington-ir.com</a> or through a dial-in telephone number at 866-847-7860. Slides will be available at<a href="https://www.huntington-ir.com">www.huntington-ir.com</a> just prior to 1:00 p.m. EST on January 21, 2005, for review during the call. A replay of the web cast will be archived in the Investor Relations section of Huntington's web site at <a href="https://www.huntington-ir.com">www.huntington-ir.com</a>. A telephone replay will be available two hours after the completion of the call through January 31, 2005, at 888-266-2081; conference call ID 616966.

The information contained or incorporated by reference in this Current Report on Form 8-K contains forward-looking statements, including certain plans, expectations, goals, and projections, which are subject to numerous assumptions, risks, and uncertainties. A number of factors, including but not limited to those set forth under the heading "Business Risks" included in Item 1 of Huntington's Annual Report on Form 10-K for the year ended December 31, 2003, and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission, could cause actual conditions, events, or results to differ significantly from those described in the forward-looking statements. 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.

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

(c) Exhibits.

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated January 21, 2005.

Exhibit 99.2 - Quarterly Financial Review, December 2004.

## 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: January 21, 2005 By: <u>/s/ Donald R. Kimble</u>

Donald R. Kimble Chief Financial Officer and Controller

## EXHIBIT INDEX

Exhibit No. Description

Exhibit 99.1 News release of Huntington Bancshares Incorporated, January 21, 2005. Exhibit 99.2 Quarterly Financial Review, December 2004.



FOR IMMEDIATE RELEASE January 21, 2005

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#### HUNTINGTON BANCSHARES INCORPORATED

• REPORTS 2004 FOURTH QUARTER AND FULL YEAR RESULTS
• Fourth Quarter \$0.39 Earnings Per Share Includes a Negative \$0.04 From Significant Items
• Full Year \$1.71 Earnings Per Share

#### • PROVIDES 2005 GAAP EARNINGS PER SHARE GUIDANCE OF \$1.78-\$1.83 PER SHARE

COLUMBUS, Ohio — Huntington Bancshares Incorporated (NASDAQ: HBAN; www.huntington.com) reported 2004 fourth quarter earnings of \$91.1 million, or \$0.39 per common share, including a net negative impact of \$0.04 per share related to significant items. This compares with \$93.3 million, or \$0.40 per common share, in the yearago quarter and \$93.5 million, or \$0.40 per common share, in the 2004 third quarter.

Full-year earnings for 2004 were \$398.9 million, or \$1.71 per common share, up 7% and 6%, respectively, from full-year 2003 earnings of \$372.4 million, or \$1.61 per common share.

"Fourth quarter fundamentals were good, though net income was negatively impacted by a net \$0.04 per share for SEC-related expenses, property lease impairment, and a one-time adjustment for a securitization structure consolidated in a prior period," said Thomas E. Hoaglin, chairman, president, and chief executive officer. "Loan growth was again strong. Average total loans and leases increased at an annualized 15% rate from the third quarter with both consumer loans and middle market commercial and industrial loans growing at a 19% annualized rate. We were particularly encouraged to see middle market commercial and industrial loan growth in each of the last five months."

"Average core deposits increased at a 10% annualized rate, with both interest bearing demand deposits, as well as non-interest bearing deposits growing at 15% annualized rates," he noted. "These increases were supported by continued growth in the number of consumer

demand deposit households and small business demand deposit relationships, as our sales efforts continue to gain traction."

"We were very pleased with the improvement in the net interest margin," he continued. "Expenses continued to be influenced by SEC-related and Unizan conversion expenses, as well as costs associated with Sarbanes-Oxley 404 compliance."

"Overall credit quality performance remained strong," he said. "Though a unique loan workout situation resulted in all of the quarter's OREO and NPA increase, the properties in question are already under contract to be sold early in 2005. Net charge-offs as an annualized percent of average total loans and leases were 36 basis points, up from 30 basis points in the third quarter but well within expectations."

He concluded, "2004 was a year of significant progress on a number of fronts: loan and deposit growth, consumer and small business account growth, and strong credit quality performance. Associates remained very focused on growing our core businesses, improving service quality, and attracting new customers. This momentum positions us well for 2005."

Significant 2004 fourth quarter performance highlights included:

- \$6.5 million pre-tax (\$0.03 earnings per share) SEC-related expenses and accruals.
- \$7.8 million pre-tax (\$0.02 earnings per share) one-time property lease impairment resulting from an annual fourth quarter property valuation review, which
  impacted net occupancy expense.
- \$3.7 million pre-tax (\$0.01 earnings per share) one-time funding cost adjustment for a securitization structure consolidated in a prior period, which lowered interest expense and increased net interest income, as well as the net interest margin.

Highlights compared with 2004 third quarter included:

- 4% (15% annualized) growth in average total loans and leases reflecting 5% (19% annualized) growth in consumer loans and 5% (19% annualized) growth in middle market commercial and industrial loans.
- 3% (11% annualized) growth in average small business loans.
- 2% (10% annualized) growth in average total core deposits.
- 3.38% net interest margin, including a 6 basis point positive impact from the \$3.7 million funding cost adjustment for a securitization structure consolidated in a prior period, up from 3.30%.
- 0.36% annualized net charge-offs, up from 0.30%.
- 0.46% period-end non-performing asset (NPA) ratio, including a 15 basis point impact from other real estate owned (OREO) properties associated with a workout of a mezzanine loan relationship, compared with 0.36% at September 30, 2004.
- 1.15% period-end allowance for loan and lease losses (ALLL) ratio, down from 1.25% at September 30, 2004.
- 7.87% period-end tangible common equity to risk-weighted assets ratio, up from 7.83% at September 30, 2004.

### **Discussion of Performance**

Fully taxable equivalent net interest income increased \$14.6 million, or 6%, from the year-ago quarter, reflecting the favorable impact of an 8% increase in average earning assets, partially offset by a 4 basis point, or an effective 1%, decline in the net interest margin. The fully taxable equivalent net interest margin decreased to 3.38% from 3.42% in the year-ago quarter. The current quarter net interest margin, however, reflected the one-time 6 basis point favorable impact from the funding cost adjustment noted above. Excluding this 6 basis point impact, the fourth quarter net interest margin was 3.32%. The decline from the year-ago quarter reflected the impact of lower rates and the strategic repositioning of portfolios to reduce automobile loans and increase the relative proportion of lower-rate, lower-risk, residential real estate-related loans.

Compared with the 2004 third quarter, fully taxable equivalent net interest income increased \$12.0 million, or 5%, reflecting the favorable impact of a 3% increase in average earning assets and an 8 basis point increase in the net interest margin to 3.38% from 3.30% in the 2004 third quarter. The 2004 fourth quarter net interest margin reflected the favorable one-time 6 basis point impact from the funding cost adjustment noted above.

Average total loans and leases increased \$1.6 billion, or 8%, from the 2003 fourth quarter due primarily to a \$1.1 billion, or 9%, increase in average consumer loans. Contributing to the consumer loan growth was a \$1.2 billion, or 48%, increase in average residential mortgages and a \$0.9 billion, or 24%, increase in average home equity loans. Demand for residential mortgages and home equity loans remained strong as interest rates remained near historically low levels.

Average total automobile loans declined \$1.6 billion, or 46%, from the year-ago quarter reflecting the sale of \$1.5 billion of automobile loans over this 12-month period as part of a strategy of reducing automobile loan and lease exposure to a targeted 20% of total credit exposure. Partially offsetting the decline in automobile loans was rapid growth in direct financing leases due to the migration from operating lease assets, which have not been originated since April 2002. At December 31, 2004, the total exposure to automobile financing was \$5.0 billion, down from \$6.2 billion at the end of 2003, and represented 21% of total credit exposure, down from 28% a year earlier, and 33% at the end of 2002.

	(\$ billions)	<u>12</u>	2/31/04	12	/31/03	12/	/31/02
Total Company							
Loans and leases		\$	23.6	\$	21.1	\$	18.6
Operating lease assets			0.6		1.3		2.2
Securitized loans			_		0.0		1.1
Total credit exposure		\$	24.1	\$	22.4	\$	21.9
Automobile Financing							
Loans and leases		\$	4.4	\$	4.9	\$	3.9
Operating lease assets			0.6		1.3		2.2
Securitized loans					0.0		1.1
Total auto exposure		\$	5.0	\$	6.2	\$	7.2
% Total credit exposure			21%		28%		33%

Average total commercial loans were \$10.1 billion, up \$0.6 billion, or 6%, from the year-ago quarter. This increase reflected a \$0.3 billion, or 10%, increase in middle market real estate loans and \$0.2 billion, or 12%, increase in small business loans. Middle market commercial and industrial loans were essentially unchanged from the year-ago period.

Compared with the third quarter, average total loans and leases in the 2004 fourth quarter increased \$0.8 billion, or 4%. Average total consumer loans accounted for most of this increase as they increased \$0.6 billion, or 5%, reflecting a \$0.2 billion, or 6%, increase in residential mortgages and a \$0.2 billion, or 4%, increase in average home equity loans. In addition, average automobile loans and leases increased \$0.2 billion, or 5%, due to growth in direct financing leases and, to a lesser degree, growth in automobile loans. Automobile loan production declined 15% from the third quarter reflecting continued aggressive competitiveness in this sector. Average total commercial loans increased \$0.3 billion, or 3%. This was led by a \$0.2 billion, or 5%, increase in middle market commercial and industrial loans. Average small business loans increased 3% with middle market real estate loans essentially unchanged.

Average investment securities declined \$0.3 billion, or 6%, from the year-ago quarter and declined \$0.5 billion, or 10%, from the 2004 third quarter.

Average total core deposits in the fourth quarter were \$16.9 billion, up \$1.4 billion, or 9%, from the year-ago quarter, reflecting a \$1.2 billion, or 18%, increase in average interest bearing demand deposit accounts, and a \$0.3 billion, or 9%, increase in non-interest bearing deposits. Compared with the 2004 third quarter, average total core deposits increased \$0.4 billion, or 2%, reflecting growth in interest bearing demand deposits, up \$0.3 billion, or 4%, as well as non-interest bearing deposits, up \$0.1 billion, or 4%

Non-interest income decreased \$63.6 million, or 26%, from the year-ago quarter. Comparisons with prior-period results were heavily influenced by the decline in operating leases and related operating lease income. These declines are expected to continue, though diminishing over time, as all automobile leases originated since April 2002 are direct financing leases with income reflected in net interest income, not non-interest income. Reflecting the run-off of the operating lease portfolio, operating lease income declined \$50.2 million, or 48%, from the 2003 fourth quarter.

Excluding operating lease income, non-interest income decreased \$13.4 million, or 9%, from the year-ago quarter with the primary drivers being:

- \$16.3 million gain on sale of automobile loans in the year-ago quarter with no such gain in the current quarter.
- \$3.0 million, or 7%, decline in service charges on deposit accounts primarily reflecting lower consumer NSF and overdraft service charge income and, to a lesser
  degree, lower service charges on commercial accounts related to higher commercial deposit credits that occur as interest rates increase, as well as a decrease in
  check processing activity.
- \$1.5 million, or 10%, decline in brokerage and insurance income due to lower annuity income.

#### Partially offset by:

• \$4.5 million increase in other income reflecting investment banking and other equity investment gains.

- \$1.5 million, or 10%, increase in trust services income.
- \$1.4 million, or 15%, increase in other service charges and fees due to increased check card volume and higher interchange rates.

Compared with the 2004 third quarter, non-interest income declined \$7.0 million, or 4%. This comparison was also heavily influenced by the decline in operating lease income for the reasons noted above. Reflecting the run-off of the operating lease portfolio, operating lease income declined \$9.3 million, or 14%, from the 2004 third quarter. Excluding operating lease income, non-interest income increased \$2.4 million, or 2%, from the 2004 third quarter with the primary drivers being:

- \$6.0 million increase in other income reflecting the benefit of investment banking and other equity investment gains, partially offset by higher MSR hedge-related trading losses.
- \$4.4 million increase in mortgage banking income primarily reflecting a \$0.7 million MSR temporary impairment recovery in the current quarter compared with a \$4.1 million MSR temporary impairment in the third quarter. The carrying value of MSRs as a percent of mortgages serviced for others was 1.12% at December 31, 2004, little changed from 1.13% at September 30, 2004.

### Partially offset by:

- \$5.7 million decline in investment securities gains with the current quarter reflecting \$2.1 million of such gains, compared with \$7.8 million of such gains in the 2004 third quarter.
- \$2.2 million, or 5%, decline in service charges on deposit accounts primarily reflecting lower consumer NSF and overdraft service charge income, and to a lesser degree, lower service charges on commercial accounts.

Non-interest expense decreased \$36.5 million, or 11%, from the year-ago quarter. Comparisons with prior-period results were influenced by the decline in operating lease expense as the operating lease portfolio continues to run-off (see above operating lease income discussion). Operating lease expense declined \$37.3 million, or 44%, from the 2003 fourth quarter. Excluding operating lease expense, non-interest expense increased \$0.8 million, or less than 1%, from the year-ago quarter reflecting:

- \$11.2 million increase in net occupancy expense reflecting a \$7.8 million property lease impairment, as well as a write-down on vacated facilities as a renovated facility was re-occupied.
- \$7.0 million increase in personnel costs due to higher pension-related expenses.

#### Partially offset by:

- \$15.3 million loss on early extinguishment of debt in the year-ago quarter with no such loss in the current quarter.
- \$1.3 million decline in marketing expense.

• \$1.1 million decline in equipment expense.

Compared with the 2004 third quarter, non-interest expense increased \$7.6 million, or 3%. Comparisons with prior-period results were also heavily influenced by the decline in operating lease expense. Operating lease expense declined \$6.6 million, or 12%, from the 2004 third quarter. Excluding operating lease expense, non-interest expense increased \$14.2 million, or 6%, from the third quarter reflecting:

- \$9.2 million increase in net occupancy as the current quarter included \$7.8 million in property lease impairment and write-down on vacated facilities as noted above.
- \$1.2 million of restructuring reserve releases in the third quarter compared with no reserve charges or releases in the current quarter.
- \$1.0 million increase in personnel costs reflecting higher pension expenses.

## Partially offset by:

• \$2.7 million decline in professional services.

In addition to the above-mentioned items, SEC-related expenses and accruals, as well as Unizan related expenses related to integration planning and systems conversions, contributed to the change in expense from the year-ago and third quarter periods. Specifically, SEC-related expenses and accruals totaled \$6.5 million in the 2004 fourth quarter, up from \$5.5 million in the third quarter. These expenses and accruals impacted the professional services and other expense categories. Unizan integration planning and systems conversion expenses totaled \$0.9 million and \$1.8 million in the 2004 fourth and third quarters, respectively. In addition to impacting the data processing and other services expense category, a portion of these expenses was also spread across various other expense categories.

#### Credit Quality

Total net charge-offs for the 2004 fourth quarter were \$20.9 million, or an annualized 0.36% of average total loans and leases. This was a decrease from \$55.1 million, or 1.03%, in the year-ago quarter but an increase from \$16.5 million, or an annualized 0.30% of average total loans and leases in the third quarter.

Total commercial net charge-offs in the fourth quarter were \$5.2 million, or an annualized 0.21%, down from \$36.9 million, or an annualized 1.55%, in the year-ago quarter. In the 2003 fourth quarter the credit workout group identified an economically attractive opportunity to sell \$99 million of lower quality loans, including \$43 million of non-performing assets (NPAs), which resulted in \$26.6 million in commercial and middle market commercial real estate loan net charge-offs, or an annualized 0.50% of average total loans and leases. Excluding this \$26.6 million in net charge-offs, 2003 fourth quarter net charge-offs were \$28.6 million, or 0.53%, of average loans and leases. Total commercial net charge-offs in the 2004 third quarter were only \$2.6 million, or an annualized 0.10%.

Total consumer net charge-offs in the current quarter were \$15.8 million, or an annualized 0.49% of related loans. This compared with \$18.2 million, or 0.61%, in the year-ago quarter with this decline heavily influenced by lower automobile loan and lease net charge-offs. Total automobile loan and lease net charge-offs in the 2004 fourth quarter were \$7.5 million, or an annualized 0.70% of related loans and leases, down significantly from \$13.3 million, or an annualized 1.00%, in the year-ago quarter.

Compared with the 2004 third quarter, fourth quarter total consumer net charge-offs increased \$1.8 million, reflecting a \$1.1 million increase in home equity loan net charge-offs which were \$5.3 million, or 0.48%, of related loans. The increase in the current quarter reflected a \$1.0 million reclassification from other consumer net charge-offs applicable to prior periods and a continuation of our conservative collateral valuations and charge-off policies. Net charge-offs on automobile loans and leases were essentially unchanged from third quarter performance.

Credit losses on operating lease assets are included in operating lease expense and were \$3.0 million in the current quarter, down from \$8.8 million in the year-ago quarter and \$5.0 million in the third quarter. Recoveries on operating lease assets are included in operating lease income and totaled \$2.0 million, \$1.9 million, and \$1.2 million, for the same periods, respectively. The ratio of operating lease asset credit losses to average operating lease assets, net of recoveries, was an annualized 0.65% in the current quarter, 2.05% in the year-ago quarter, and 1.89% in the 2004 third quarter. As noted in the non-interest income discussion above, the operating lease portfolio will decline over time as no new operating lease assets have been generated since April 2002.

NPAs were \$108.6 million at December 31, 2004, and represented 0.46% of related assets, up \$21.2 million from \$87.4 million, or 0.41%, at the end of the year-ago quarter and up \$28.1 million from \$80.5 million, or 0.36%, at September 30, 2004. All of the increase from both the year-ago and prior quarters related to the workout of a troubled mezzanine financing relationship. During the fourth quarter, OREO reflected a \$35.7 million increase for properties related to the workout of \$5.9 million of non-performing mezzanine loans as Huntington took ownership of the partnership, which required consolidation of the partnership's assets and liabilities including these properties. These properties are subject to \$29.8 million of non-recourse debt to another financial institution, and are in contract for sale early in 2005.

Non-performing loans and leases (NPLs), which exclude OREO, were \$64.0 million at December 31, 2004, down 15% from \$75.5 million a year earlier and down 6% from the end of the third quarter including the impact of the sale of an \$8.8 million pool of NPLs in the fourth quarter. Expressed as a percent of total loans and leases, NPLs were 0.27% at December 31, 2004, down from 0.36% at December 31, 2003, and 0.30% at September 30, 2004.

The over 90-day delinquent, but still accruing, ratio was 0.23% at December 31, 2004, little changed from 0.27% a year ago, and 0.24% at September 30, 2004.

### Allowances for Credit Losses (ACL)

The company maintains two reserves, both of which are available to absorb possible credit losses: the allowance for loan and lease losses (ALLL) and the allowance for unfunded loan commitments (AULC). When summed together, these reserves constitute the total allowances for credit losses (ACL).

The December 31, 2004, ALLL was \$271.2 million, down from \$299.7 million a year earlier and \$282.7 million at September 30, 2004. Expressed as a percent of periodend loans and leases, the ALLL ratio at December 31, 2004, was 1.15%, down from 1.42% a year ago and 1.25% at September 30, 2004. These declines reflected the improvement in the economic outlook, the change in the mix of the loan portfolio to lower-risk residential mortgages and home equity loans, and the reduction of specific reserves related to improved or resolved individual problem commercial credits. The 27 basis point decline in the ALLL ratio from a year ago consisted of a 10 basis point decline in the transaction reserve component, a 9 basis point decline in the specific reserve component, and an 8 basis point decline in the economic reserve component. The 10 basis point decline in the ALLL ratio from September 30, 2004, consisted of a 6 basis point decline in the transaction reserve component, a 3 basis point decline in the specific reserve component, and a 1 basis point decline in the economic reserve. The ALLL as a percent of NPAs was 250% at December 31, 2004, which was reduced by the 122% impact from the mezzanine-related OREO. This compared with 343% a year ago, and 351% at September 30, 2004.

The December 31, 2004, AULC was \$33.2 million, down from \$35.5 million at the end of the year-ago quarter, but up from \$30.0 million at September 30, 2004.

On a combined basis, the ACL as a percent of total loans and leases was 1.29% at December 31, 2004, compared with 1.59% a year earlier and 1.38% at the end of last quarter. Similarly, the ACL as a percent of NPAs was 280% at December 31, 2004, compared with 384% a year earlier and 389% at September 30, 2004.

The provision for loan and lease losses in the 2004 fourth quarter was \$12.7 million, a \$13.7 million reduction from the year-ago quarter, but a \$0.9 million increase from the 2004 third quarter. The reduction in provision expense from the year-ago quarter reflected overall improved portfolio quality performance and a stronger economic outlook, only partially offset by provision expense related to loan growth. The increase in provision expense from the third quarter primarily reflected loan growth, partially offset by the benefit of higher recoveries.

#### **Capital**

At December 31, 2004, the tangible equity to assets ratio was 7.18%, up from 6.79% a year ago, and 7.11% at September 30, 2004. At December 31, 2004, the tangible equity to risk-weighted assets ratio was 7.87%, up from 7.31% at the end of the year-ago quarter, and 7.83% at September 30, 2004. The increase in the tangible equity to risk-weighted assets ratio reflected primarily the positive impact resulting from reducing the overall risk profile of earning assets throughout this period, most notably a less risky loan portfolio mix.

#### 2005 Outlook

When earnings guidance is given, it is the company's practice to do so on a GAAP basis. Furthermore, such guidance excludes any impact from potential future loan sales or other one-time items not certain at the time such earnings guidance is provided.

"The trend and absolute level of interest rates, as well as the overall economic environment are key in setting performance expectations," said Hoaglin. "At this time, the outlook for these

factors are favorable and almost identical to our expectations a year-ago. Specifically, we anticipate modest economic growth in our regions and a gradual rise in the level of interest rates. We expect continued solid demand for home equity loans, small business loans, and middle market commercial real estate loans. Growth in residential mortgages is expected to be good, though less than last year. Importantly, we expect improved demand for middle market commercial C&I loans. Another good year in growing deposits is expected as we continue to improve our sales performance results and build on our success in growing our retail and commercial account bases."

"We believe our net interest margin throughout the year will remain relatively consistent with the 2004 full-year level of 3.33%. Non-interest income, excluding the impact of declining operating lease income, should increase in the mid-single digit range. Improving expense efficiency will be more of a focus, and excluding the impact of declining operating lease expense, we expect to hold expenses flat with the 2004 level."

"The total net charge-off, NPL, and allowance for loan and lease loss ratios are expected to hold fairly steady around fourth quarter performance levels. However, loan loss provision expense will increase in order to accommodate loan growth."

"Reflecting these factors, we are targeting reported, or GAAP, earnings of \$1.78-\$1.83 per share in 2005. This excludes any impact from SEC-related expenses, the implementation of FAS 123 for stock option expense accounting, or share buybacks. To the degree such impacts are known, they will be included in future earnings guidance," he concluded.

### SEC Investigation and Banking Regulatory Agreements

As previously announced, Huntington continues to have ongoing discussions with the staff of the Securities and Exchange Commission (SEC) regarding resolution of its previously announced formal investigation into certain financial accounting matters relating to fiscal years 2002 and earlier and certain related disclosure matters. It is anticipated that a settlement of this matter, which is subject to approval by the SEC, will involve the entry of an order by the SEC requiring Huntington to comply with various provisions of the Securities Exchange Act of 1934 and the Securities Act of 1933, along with the imposition of a civil money penalty. At year end, the company had reserves related to the expectation of the imposition of a civil money penalty, which the company viewed as sufficient given negotiations with the SEC. However, no assurances can be made that any assessed penalty may not exceed this amount.

Also as previously announced, Huntington expects to enter into formal supervisory agreements with its banking regulators, the Federal Reserve and Office of the Comptroller of the Currency, providing for a comprehensive action plan designed to address its financial reporting and accounting policies, procedures and controls, and its corporate governance practices. Huntington remains in active dialogue with banking regulators concerning these and related matters and is working diligently to resolve them in a full and comprehensive manner.

#### Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call today at 1:00 p.m. (Eastern Time). The call may be accessed via a live Internet webcast at <a href="https://huntington-ir.com">huntington-ir.com</a> or through a dial-in telephone number at **866-847-7860**. Slides will be available at <a href="https://huntington-ir.com">huntington-ir.com</a> just prior to 1:00 p.m. (Eastern Time) today for review during the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's web site <a href="https://huntington-ir.com">huntington-ir.com</a>. A telephone replay will be available two hours after the completion of the call through the end of this month at 888-266-2081; conference ID 616966.

#### Forward-looking Statement

This press release contains certain forward-looking statements, including certain plans, expectations, goals, and projections, which are subject to numerous assumptions, risks, and uncertainties. A number of factors, including but not limited to those set forth under the heading "Business Risks" included in Item 1 of Huntington's Annual Report on Form 10-K for the year ended December 31, 2003, and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission, could cause actual conditions, events, or results to differ significantly from those described in the forward-looking statements. All forward-looking statements included in this news release 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 earnings release contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in the Quarterly Financial Review supplement to this earnings release, which can be found on Huntington's website at <a href="https://huntington-ir.com">huntington-ir.com</a>.

#### Annualized data

Certain returns, yields, performance ratios, or quarterly growth rates are "annualized" in this presentation to represent an annual time period. 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 growth rates 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 earnings 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 one-time 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 one-time items. Earnings per share equivalents are usually calculated by applying a 35% effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is separately disclosed, with this then being the amount used to calculate the earnings per share equivalent.

### NM or nm

Percent changes of 100% or more are shown as "nm" or "not meaningful". Such large percent changes typically reflect the impact of one-time items within the measured periods. Since the primary purpose of showing a percent change is for discerning underlying performance trends, such large percent changes are "not meaningful" for this purpose.

## **About Huntington**

Huntington Bancshares Incorporated is a \$33 billion regional bank holding company headquartered in Columbus, Ohio. Through its affiliated companies, Huntington has more than 139 years of serving the financial needs of its customers. Huntington provides innovative retail and commercial financial products and services through more than 300 regional banking offices in Indiana, Kentucky, Michigan, Ohio and West Virginia. Huntington also offers retail and commercial financial services online at <a href="huntington.com">huntington.com</a>; through its technologically advanced, 24-hour telephone bank; and through its network of approximately 700 ATMs. Selected financial service activities are also conducted in other states including: Dealer Sales offices in Florida, Georgia, Tennessee, Pennsylvania, and Arizona; Private Financial Group offices in Florida; and Mortgage Banking offices in Florida, Maryland, and New Jersey. International banking services are made available through the headquarters office in Columbus and an office located in the Cayman Islands and an office located in Hong Kong.

###

## HUNTINGTON BANCSHARES INCORPORATED

### **Quarterly Key Statistics**

(Unaudited)

\$ \$ \$	239,068 12,654 182,940 281,014 128,340 37,201 91,139	\$	3Q04 227,058 11,785 189,891 273,423 131,741	\$	4Q03 224,315 26,341 246,510	5.3% 7.4	6.6% (52.0)
\$	12,654 182,940 281,014 128,340 37,201		11,785 189,891 273,423	\$	26,341 246,510	7.4	(52.0)
•	182,940 281,014 128,340 37,201		189,891 273,423		246,510		
•	281,014 128,340 37,201		273,423		/		
•	128,340 37,201					(3.7)	(25.8)
•	37,201		131,741		317,465	2.8	(11.5)
•	,				127,019	(2.6)	1.0
•	91,139		38,255		33,758	(2.8)	10.2
\$		\$	93,486	\$	93,261	(2.5)%	(2.3)%
3	0.20	¢.	0.40	e	0.40	(2.5)	(2.5)
	0.39	\$	0.40	\$	0.40	(2.5)	(2.5)
	0.200		0.200		0.175	2.5	14.3
	10.96		10.69		9.93	2.5	10.3
	231,147		229,848		228,902	0.6	1.0
	235,462		234,348		231,986	0.5	1.5
	1.13%		1.18%		1.22%		
	14.6		15.4		16.6		
	3.38		3.30		3.42		
	66.4		66.3		67.1		
	29.0		29.0		26.6		
\$ 23	3.032.173	\$ 2	2 194 826	\$ 2	1 406 486	3.8%	7.6%
Ψ 2.	, ,	Ψ	, ,	Ψ2	/ /	3.070	7.070
25		2		2		2.8	7.9
	, ,		, ,		/ /		8.8
10	, ,		- ) )	1	- ) )	2.4	0.0
\$ 14		\$ 1		\$ 1	( /	2.5	10.7
Ψ.	, ,	ΨΙ	, ,	ΨΙ	/ /	2.0	1017
\$ 32		\$ 3		\$ 3	( /	1.9	5.4
						2.9	11.4
\$ 30	2 565 497	\$ 3	1 808 240	\$ 3	0 519 326	2.4	6.7
	, ,		/ /		/ /		11.5
	2,557,050		2,100,217		2,273,002	5.1	11.5
\$	20,913	\$	16,480	\$	55,143	26.9	(62.1)
\$		\$		\$			(15.3)
			,			34.9	24.2
	0.46%		0.36%		0.41%		
	1.15		1.25		1.42		
	1.29		1.38		1.59		
	424		417		397		
	250		351		343		
	9.09		9.10		8.53		
	12.38		12.53		11.95		
	8.41		8.36		7.98		
	7.74		7.67		7.32		
	7.18		7.11		6.79		
	\$ 10 \$ 10 \$ 33	235,462  1.13% 14.6 3.38 66.4 29.0  \$ 23,032,173 15.1% 28,506,464 16,908,269 9.7% \$ 14,454,571 10.2% \$ 32,060,518 2,481,373  \$ 32,565,497 2,537,638  \$ 20,913 0.36% \$ 63,962 108,568 0.46%  1.15  1.29 424 250 9.09 12.38 8.41 7.74	231,147 235,462  1.13% 14.6 3.38 66.4 29.0  \$ 23,032,173 \$ 2 15.1% 28,506,464 2 16,908,269 1 9.7% \$ 14,454,571 \$ 1 10.2% \$ 32,060,518 2,481,373  \$ 32,565,497 2,537,638  \$ 20,913 0.36% \$ 63,962 \$ 108,568 0.46%  1.15  1.29 424 250  9.09 12.38 8.41 7.74	231,147         229,848           235,462         234,348           1.13%         1.18%           14.6         15.4           3.38         3.30           66.4         66.3           29.0         29.0           \$23,032,173         \$22,194,826           15.1%         7.9%           28,506,464         27,736,806           16,908,269         16,509,879           9.7%         6.9%           \$14,454,571         \$14,095,580           10.2%         7.7%           \$32,060,518         \$31,458,712           2,481,373         2,411,746           \$32,565,497         \$31,808,240           2,537,638         2,460,917           \$20,913         \$16,480           0.36%         0.30%           \$63,962         \$67,784           108,568         80,476           0.46%         0.36%           1.15         1.25           1.29         1.38           424         417           250         351           9.09         9.10           12.38         12.53           8.41         8.36 <t< td=""><td>231,147       229,848         235,462       234,348         1.13%       1.18%         14.6       15.4         3.38       3.30         66.4       66.3         29.0       29.0         \$23,032,173       \$22,194,826       \$2         15.1%       7.9%         28,506,464       27,736,806       20         16,908,269       16,509,879       1         9.7%       6.9%         \$14,454,571       \$14,095,580       \$1         10.2%       7.7%         \$32,060,518       \$31,458,712       \$3         2,481,373       2,411,746       \$3         \$32,565,497       \$31,808,240       \$3         2,537,638       2,460,917       \$3         \$20,913       \$16,480       \$0         \$0,36%       0.30%       \$3         \$63,962       \$67,784       \$1         \$108,568       80,476       0.36%         \$1.15       1.25         \$29       1.38       424       417         250       351         \$9.09       9.10       12.38       12.53         8.41       8.36       7.74</td></t<> <td>231,147         229,848         228,902           235,462         234,348         231,986           1.13%         1.18%         1.22%           14.6         15.4         16.6           3.38         3.30         3.42           66.4         66.3         67.1           29.0         29.0         26.6           \$23,032,173         \$22,194,826         \$21,406,486           15.1%         7.9%         17.5%           28,506,464         27,736,806         26,426,249           16,908,269         16,509,879         15,543,934           9.7%         6.9%         (6.5)%           \$14,454,571         \$14,095,580         \$13,052,055           10.2%         7.7%         (5.7)%           \$32,060,518         \$31,458,712         \$30,422,986           2,481,373         2,411,746         2,228,129           \$32,565,497         \$31,808,240         \$30,519,326           2,537,638         2,460,917         2,275,002           \$20,913         \$16,480         \$55,143           0.36%         0.30%         1.03%           \$63,962         \$67,784         \$75,481           108,568         80,476</td> <td>231,147         229,848         228,902         0.6           235,462         234,348         231,986         0.5           1.13%         1.18%         1.22%           14.6         15.4         16.6           3.38         3.30         3.42           66.4         66.3         67.1           29.0         29.0         26.6           \$23,032,173         \$22,194,826         \$21,406,486         3.8%           15.1%         7.9%         17.5%         2.8           28,506,464         27,736,806         26,426,249         2.8           16,908,269         16,509,879         15,543,934         2.4           9.7%         6.9%         (6.5)%         \$31,458,712         \$30,422,986         1.9           \$32,060,518         \$31,458,712         \$30,422,986         1.9         2.9           \$32,060,518         \$31,458,712         \$30,422,986         1.9         2.9           \$32,565,497         \$31,808,240         \$30,519,326         2.4         2.537,638         2,460,917         2,275,002         3.1           \$20,913         \$16,480         \$5,143         26.9         0.36%         0.30%         \$63,962         67,784         <th< td=""></th<></td>	231,147       229,848         235,462       234,348         1.13%       1.18%         14.6       15.4         3.38       3.30         66.4       66.3         29.0       29.0         \$23,032,173       \$22,194,826       \$2         15.1%       7.9%         28,506,464       27,736,806       20         16,908,269       16,509,879       1         9.7%       6.9%         \$14,454,571       \$14,095,580       \$1         10.2%       7.7%         \$32,060,518       \$31,458,712       \$3         2,481,373       2,411,746       \$3         \$32,565,497       \$31,808,240       \$3         2,537,638       2,460,917       \$3         \$20,913       \$16,480       \$0         \$0,36%       0.30%       \$3         \$63,962       \$67,784       \$1         \$108,568       80,476       0.36%         \$1.15       1.25         \$29       1.38       424       417         250       351         \$9.09       9.10       12.38       12.53         8.41       8.36       7.74	231,147         229,848         228,902           235,462         234,348         231,986           1.13%         1.18%         1.22%           14.6         15.4         16.6           3.38         3.30         3.42           66.4         66.3         67.1           29.0         29.0         26.6           \$23,032,173         \$22,194,826         \$21,406,486           15.1%         7.9%         17.5%           28,506,464         27,736,806         26,426,249           16,908,269         16,509,879         15,543,934           9.7%         6.9%         (6.5)%           \$14,454,571         \$14,095,580         \$13,052,055           10.2%         7.7%         (5.7)%           \$32,060,518         \$31,458,712         \$30,422,986           2,481,373         2,411,746         2,228,129           \$32,565,497         \$31,808,240         \$30,519,326           2,537,638         2,460,917         2,275,002           \$20,913         \$16,480         \$55,143           0.36%         0.30%         1.03%           \$63,962         \$67,784         \$75,481           108,568         80,476	231,147         229,848         228,902         0.6           235,462         234,348         231,986         0.5           1.13%         1.18%         1.22%           14.6         15.4         16.6           3.38         3.30         3.42           66.4         66.3         67.1           29.0         29.0         26.6           \$23,032,173         \$22,194,826         \$21,406,486         3.8%           15.1%         7.9%         17.5%         2.8           28,506,464         27,736,806         26,426,249         2.8           16,908,269         16,509,879         15,543,934         2.4           9.7%         6.9%         (6.5)%         \$31,458,712         \$30,422,986         1.9           \$32,060,518         \$31,458,712         \$30,422,986         1.9         2.9           \$32,060,518         \$31,458,712         \$30,422,986         1.9         2.9           \$32,565,497         \$31,808,240         \$30,519,326         2.4         2.537,638         2,460,917         2,275,002         3.1           \$20,913         \$16,480         \$5,143         26.9         0.36%         0.30%         \$63,962         67,784 <th< td=""></th<>

## N.M. - Not Meaningful.

- (1) On a fully taxable equivalent (FTE) basis assuming a 35% tax rate.
- (2) Non-interest expense less amortization of intangibles (\$0.2 million for all periods above) divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).
- (3) Includes non-interest bearing and interest bearing demand deposits, savings deposits, retail CDs and other domestic time deposits.
- (4) Estimated at the end of December, 2004.
- (5) At end of period. Tangible equity (total equity less intangible assets) divided by tangible assets (total assets less intangible assets).

## HUNTINGTON BANCSHARES INCORPORATED

## **Annual Key Statistics**

(Unaudited)

			Chan	ge
(in thousands, except per share amounts)	2004	2003	Amount	Percent
Net Interest Income	\$ 911,374	\$ 848,986	\$ 62,388	7.3%
Provision for Credit Losses	55,062	163,993	(108,931)	(66.4)
Non-Interest Income	818,598	1,069,153	(250,555)	(23.4)
Non-Interest Expense	1,122,244	1,230,159	(107,915)	(8.8)
Income Before Income Taxes	552,666	523,987	28,679	5.5
Provision for Income Taxes	153,741	138,294	15,447	11.2
Income before cumulative effect of change in accounting principle	398,925	385,693	13,232	3.4
Cumulative effect of change in accounting principle, net of tax		(13,330)	13,330	N.M.
Net Income	\$ 398,925	\$ 372,363	\$ 26,562	7.1%
	0 1.71	n 1.67	l 0.04	2 49/
Income per common share before cumulative effect of change in accounting principle — diluted	\$ 1.71	\$ 1.67	0.04	2.4%
Net Income per common share — diluted	1.71	1.61	0.10	6.2
Cash dividends declared per common share	0.750	0.670	0.08	11.9
Average common shares — basic	229,913	229,401	512	0.2
Average common shares — diluted	233,846	231,582	2,264	1.0
Return on average assets	1.27%	1.33%		
Return on average shareholders' equity	16.8	17.6		
Net interest margin (1)	3.33	3.49		
Efficiency ratio (2)	65.0	63.9		
Effective tax rate	27.8	26.4		
Average loans and leases	\$ 22,126,894	\$ 20,023,718	\$ 2,103,176	10.5%
Average earning assets	27,697,075	24,592,685	3,104,390	12.6
Average total assets	31,432,746	28,971,701	2,461,045	8.5
Average core deposits (3)	16,284,727	15,437,060	847,667	5.5
Average core deposits — excluding Retail CDs	13,867,661	12,735,282	1,132,379	8.9
Average shareholders' equity	2,374,137	2,196,349	177,788	8.1
	2,0 / 1,10 /	2,100,010	177,703	0.1
Net charge-offs (NCOs)	78,535	161,809	(83,274)	(51.5)
NCOs as a % of average loans and leases	0.35%	0.81%		

## N.M. - Not Meaningful.

- (1) On a fully taxable equivalent (FTE) basis assuming a 35% tax rate.
- (2) Non-interest expense less amortization of intangibles (\$0.8 million for both periods above) divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).
- (3) Includes non-interest bearing and interest bearing demand deposits, savings deposits, retail CDs and other domestic time deposits.

## **HUNTINGTON BANCSHARES INCORPORATED**

## Quarterly Financial Review December 2004

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### Note:

The preparation of financial statements in conformity with accounting principals generally accepted in the United States requires management to make estimates and assumptions that affect amounts reported in the financial statements. Actual results could differ from those estimates. Certain prior period amounts have been reclassified to conform to the current year's presentation.

## **Consolidated Balance Sheets**

	December 31,	September 30,	December 31,	Chan December'	
(in thousands, except number of shares)	2004	2004	2003	Amount	Percent
	(Unaudited)	(Unaudited)			
Assets					
Cash and due from banks	\$ 877,320	\$ 1,053,358	\$ 899,689	\$ (22,369)	(2.5)%
Federal funds sold and securities purchased under resale agreements	628,040	838,833	96,814	531,226	N.M.
Interest bearing deposits in banks	22,398	36,155	33,627	(11,229)	(33.4)
Trading account securities	309,630	120,334	7,589	302,041	N.M.
Loans held for sale	223,469	205,913	226,729	(3,260)	(1.4)
Securities	4,238,945	4,150,044	4,929,060	(690,115)	(14.0)
Loans and leases (1)	23,560,277	22,587,259	21,075,118	2,485,159	11.8
Allowance for loan and lease losses	(271,211)	(282,650)	(299,732)	28,521	(9.5)
Net loans and leases	23,289,066	22,304,609	20,775,386	2,513,680	12.1
Operating lease assets	587,310	717,411	1,260,440	(673,130)	(53.4)
Bank owned life insurance	963,059	954,911	927,671	35,388	3.8
Premises and equipment	355,115	356,438	349,712	5,403	1.5
Goodwill and other intangible assets	215,807	216,011	217,009	(1,202)	(0.6)
Customers' acceptance liability	11,299	8,787	9,553	1,746	18.3
Accrued income and other assets	844,039	845,436	786,047	57,992	7.4
Total Assets	\$ 32,565,497	\$ 31,808,240	\$ 30,519,326	\$ 2,046,171	6.7%
Liabilities and Shareholders' Equity	# 20 TCD 1C1	£ 20 100 025	¢ 10 407 205	# 2 290 7 <i>CC</i>	12.20/
Deposits (2)	\$ 20,768,161	\$ 20,109,025	\$ 18,487,395	\$ 2,280,766	12.3%
Short-term borrowings	1,207,233	1,215,887	1,452,304	(245,071)	(16.9)
Federal Home Loan Bank advances	1,271,088	1,270,454	1,273,000	(1,912)	(0.2)
Other long-term debt Subordinated notes	4,016,004	4,094,185 1,040,901	4,544,509	(528,505) 49,323	(11.6)
Allowance for unfunded loan commitments and letters of credit	1,039,793	/ /	990,470	/	5.0
Bank acceptances outstanding	33,187 11,299	30,007 8,787	35,522	(2,335)	(6.6) 18.3
Deferred federal income tax liability	783,628	723,525	9,553 654,534	1,746 129,094	19.7
Accrued expenses and other liabilities	897,466	854,552	797,037	100,429	12.6
Total Liabilities	30,027,859	29,347,323	28,244,324	1,783,535	6.3
Shareholders' equity					
Preferred stock - authorized 6,617,808 shares; none outstanding					
Common stock without par value; authorized 500,000,000 shares; issued	_	_	_	_	_
257,866,255 shares; outstanding 231,605,281; 230,153,486 and	2 494 204	2 492 004	2 492 542	((2)	0.0
229,008,088 shares, respectively. Less 26,260,974; 27,712,769 and 28,858,167 treasury shares, respectively	2,484,204	2,482,904	2,483,542	662 49.317	
Accumulated other comprehensive income (loss)	(499,259)	(526,967)	(548,576) 2,678	- ,	(9.0) N.M.
Retained earnings	(10,903) 563,596	(13,812) 518,792	337,358	(13,581) 226,238	N.M. 67.1
Total Shareholders' Equity	2,537,638	2,460,917	2,275,002	262,636	11.5
Total Liabilities and Shareholders' Equity	\$ 32,565,497	\$ 31,808,240	\$ 30,519,326	\$ 2,046,171	6.7%
Total Elabinities and Shareholders' Equity	\$ 32,303,497	\$ \$1,808,240	\$ 50,519,526	\$ 2,040,1/1	0.7%

N.M. - Not Meaningful.

<sup>(1)</sup> See Page 2 for detail of Loans and Leases.

<sup>(2)</sup> See Page 3 for detail of Deposits.

Loans & Leases Portfolio Composition (Direct Financing and Operating)

	December 31	, 2004	September 30, 2004 December 31, 2003		, 2003	Change December '04 vs '03		
(in thousands)	Balance	%	Balance	%	Balance	%	Amount	Percent
	(Unaudited)		(Unaudited)	_				
By Type								
Commercial								
Middle market commercial and industrial (1)	\$ 4,666,125	19.3	\$ 4,358,377	18.7	\$ 4,415,872	19.7	\$ 250,253	5.7%
Middle market real estate: (1)								
Construction	1,601,565	6.6	1,547,336	6.6	1,263,910	5.6	337,655	26.7
Commercial	1,916,665	7.9	1,933,453	8.3	1,919,158	8.6	(2,493)	(0.1)
Total middle market real estate	3,518,230	14.6	3,480,789	14.9	3,183,068	14.2	335,162	10.5
Small business commercial and industrial and								
commercial real estate	2,118,623	8.8	2,074,538	8.9	1,886,660	8.4	231,963	12.3
Total Commercial	10,302,978	42.7	9,913,704	42.5	9,485,600	42.4	817,378	8.6
Consumer					-			
Automobile loans	1,948,667	8.1	1,884,924	8.1	2,991,642	13.4	(1,042,975)	(34.9)
Automobile leases	2,443,455	10.1	2,316,801	9.9	1,902,170	8.5	541,285	28.5
Home equity (2) (4)	4,554,540	18.9	4,429,626	19.0	3,733,861	16.7	820,679	22.0
Residential mortgage (3)	3,829,234	15.9	3,565,670	15.3	2,530,665	11.3	1,298,569	51.3
Other loans (4)	481,403	2.0	476,534	2.0	431,180	1.9	50,223	11.6
Total Consumer	13,257,299	54.9	12,673,555	54.4	11,589,518	51.8	1,667,781	14.4
Total Loans and Direct Financing Leases	\$ 23,560,277	97.6	\$ 22,587,259	96.9	\$21,075,118	94.2	\$ 2,485,159	11.8
Operating lease assets	587,310	2.4	717,411	3.1	1,260,440	5.6	(673,130)	(53.4)
Securitized loans					37,337	0.2	(37,337)	N.M.
Total Credit Exposure	\$ 24,147,587	100.0	\$ 23,304,670	100.0	\$ 22,372,895	100.0	\$ 1,774,692	7.9%
							0 (4 040 445)	(10.6)0
Total Automobile Exposure (5)	\$ 4,979,432	20.6	\$ 4,919,136	21.1	\$ 6,191,589	27.7	\$(1,212,157)	(19.6)%
By Business Segment (6)								
Regional Banking								
Central Ohio	\$ 6,227,634	25.8	\$ 5,944,288	25.5	\$ 4,652,072	20.8	\$ 1,575,562	33.9%
Northern Ohio	2,856,458	11.8	2,808,724	12.1	2,578,969	11.5	277,489	10.8
Southern Ohio / Kentucky	1,895,549	7.8	1,826,034	7.8	1,676,930	7.5	218,619	13.0
West Michigan	2,271,313	9.4	2,235,619	9.6	2,076,734	9.3	194,579	9.4
East Michigan	1,430,169	5.9	1,387,543	6.0	1,267,682	5.7	162,487	12.8
West Virginia	881,470	3.7	866,120	3.7	801,938	3.6	79,532	9.9
Indiana	961,700	4.0	862,833	3.7	730,620	3.3	231,080	31.6
Total Regional Banking	16,524,293	68.4	15,931,161	68.4	13,784,945	61.7	2,739,348	19.9
Dealer Sales	5,933,538	24.6	5,774,482	24.8	7,095,900	31.7	(1,162,362)	(16.4)
Private Financial Group	1,487,753	6.2	1,395,223	6.0	1,296,412	5.8	191,341	14.8
Treasury / Other	202,003	0.8	203,804	0.8	195,638	0.8	6,365	3.3
Total Credit Exposure	\$ 24,147,587	100.0	\$ 23.304.670	100.0	\$ 22,372,895	100.0	\$ 1.774.692	7.9%
N.M. Not Maningful	\$ 2 191 179007	100.0	\$ 25,50 i,070	100.0	\$ 22,5 12,095	100.0	Ψ 1,771,072	7.5

N.M. - Not Meaningful

- (1) Effective June 30, 2004, \$282 million of commercial and industrial loans were reclassified to commercial real estate to conform to the classification of these loans with the presentation of similar loans.
- (2) Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.
- (3) Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.
- (4) Effective December 31, 2004, unsecured personal credit line loans were reclassified from "Home equity loans" to "Other loans" in all periods presented.
- (5) Sum of automobile loans and leases, operating lease assets, and securitized loans.
- (6) Prior period amounts have been reclassified to conform to the current period business segment structure.

## **Deposit Composition**

	December 31,	2004	September 30, 2004 December 31, 2003		2003	Chang December '0		
(in thousands)	Balance	%	Balance	%	Balance	%	Amount	Percent
	(Unaudited)		(Unaudited)					
By Type								
Demand deposits								
Non-interest bearing	\$ 3,392,123	16.3	\$ 3,264,145	16.2	\$ 2,986,992	16.2	\$ 405,131	13.6%
Interest bearing	7,786,377	37.5	7,471,779	37.2	6,411,380	34.7	1,374,997	21.4
Savings deposits	2,977,204	14.3	2,982,836	14.8	2,959,993	16.0	17,211	0.6
Retail certificates of deposit	2,466,965	11.9	2,441,387	12.1	2,461,531	13.3	5,434	0.2
Other domestic time deposits	525,348	2.5	587,658	2.9	631,205	3.4	(105,857)	(16.8)
Total Core Deposits	17,148,017	82.6	16,747,805	83.3	15,451,101	83.6	1,696,916	11.0
Domestic time deposits of \$100,000 or more	1,081,660	5.2	997,952	5.0	789,341	4.3	292,319	37.0
Brokered time deposits and negotiable CDs	2,097,537	10.1	1,896,135	9.4	1,771,738	9.6	325,799	18.4
Foreign time deposits	440,947	2.1	467,133	2.3	475,215	2.6	(34,268)	(7.2)
Total Deposits	\$ 20,768,161	100.0	\$ 20,109,025	100.0	\$18,487,395	100.0	\$2,280,766	12.3%
Core Deposits:								
Commercial	\$ 5,293,666	30.9	\$ 5,227,613	31.2	\$ 4,254,904	27.5	\$ 1,038,762	24.4%
Personal	11,854,351	69.1	11,520,192	68.8	11,196,197	72.5	658,154	5.9
Total Core Deposits	\$ 17,148,017	100.0	\$ 16,747,805	100.0	\$15,451,101	100.0	\$ 1,696,916	11.0%
By Business Segment (1)								
Regional Banking								
Central Ohio	\$ 4,700,301	22.6	\$ 4,399,547	21.9	\$ 4,183,982	22.6	\$ 516,319	12.3%
Northern Ohio	4,068,926	19.6	4,014,703	20.0	3,505,457	19.0	563,469	16.1
Southern Ohio / Kentucky	1,745,910	8.4	1,601,147	8.0	1,441,875	7.8	304,035	21.1
West Michigan	2,643,546	12.7	2,699,172	13.4	2,457,296	13.3	186,250	7.6
East Michigan	2,225,832	10.7	2,169,538	10.8	1,988,200	10.8	237,632	12.0
West Virginia	1,375,060	6.6	1,380,823	6.9	1,314,450	7.1	60,610	4.6
Indiana	664,022	3.2	665,683	3.3	647,662	3.5	16,360	2.5
Total Regional Banking	17,423,597	83.8	16,930,613	84.3	15,538,922	84.1	1,884,675	12.1
Dealer Sales	76,335	0.4	69,924	0.3	77,408	0.4	(1,073)	(1.4)
Private Financial Group	1,172,577	5.6	1,124,894	5.6	1,164,020	6.3	8,557	0.7
Treasury / Other (2)	2,095,652	10.2	1,983,594	9.8	1,707,045	9.2	388,607	22.8
Total Deposits	\$ 20,768,161	100.0	\$ 20,109,025	100.0	\$ 18,487,395	100.0	\$ 2,280,766	12.3%

N.M. - Not Meaningful

<sup>(1)</sup> Prior period amounts have been reclassified to conform to the current period business segment structure.

<sup>(2)</sup> Comprised largely of brokered deposits and negotiable CDs.

## **Consolidated Quarterly Average Balance Sheets**

(Unaudited)

(in millions) Fully Taxable Equivalent Basis Assets	Fourth	Average I  20 Third	004	77	2003	Char 4Q04 vs	0
· · · · · · · · · · · · · · · · · · ·	Fourth	Third	G 1				
Assets		IIIII	Second	First	Fourth	Amount	Percent
Interest bearing deposits in banks	\$ 60	\$ 55	\$ 69	\$ 79	\$ 83	\$ (23)	(27.7)%
Trading account securities	228	148	28	16	11	217	N.M.
Federal funds sold and securities purchased under resale							
agreements	695	318	168	92	117	578	N.M.
Loans held for sale	229	283	254	207	295	(66)	(22.4)
Investment securities:	4.050	4.240	4.061	1.616	4.002	(225)	(5.5)
Taxable	3,858	4,340	4,861	4,646	4,093	(235)	(5.7)
Tax exempt	404	398	410	437	421	(17)	(4.0)
Total Investment Securities	4,262	4,738	5,271	5,083	4,514	(252)	(5.6)
Loans and Leases:							
Commercial:							
Middle market commercial and industrial	4,508	4,303	4,564	4,450	4,493	15	0.3
Middle market real estate:	1.505	1 522	1 201	1.005	1.065	222	25.5
Construction	1,587	1,523	1,281	1,285	1,265	322	25.5
Commercial	1,887	1,949	1,950	1,903	1,882	5	0.3
Total middle market real estate	3,474	3,472	3,231	3,188	3,147	327	10.4
Small business commercial and industrial and	0.000	2.021	1.000	1.005	1.000	215	11.6
commercial real estate	2,086	2,031	1,969	1,925	1,869	217	11.6
Total Commercial	10,068	9,806	9,764	9,563	9,509	559	5.9
Consumer:							
Automobile loans	1,913	1,857	2,337	3,041	3,529	(1,616)	(45.8)
Automobile leases	2,388	2,250	2,139	1,988	1,802	586	32.5
Automobile loans and leases	4,301	4,107	4,476	5,029	5,331	(1,030)	(19.3)
Home equity (1) (3)	4,489	4,337	4,107	3,810	3,624	865	23.9
Residential mortgage (2)	3,695	3,484	2,986	2,674	2,501	1,194	47.7
Other loans (3)	479	461	434	426	441	38	8.6
Total Consumer	12,964	12,389	12,003	11,939	11,897	1,067	9.0
Total Loans and Leases	23,032	22,195	21,767	21,502	21,406	1,626	7.6
Allowance for loan and lease losses	(283)	(288)	(310)	(313)	(350)	67	19.1
Net Loans and Leases	22,749	21,907	21,457	21,189	21,056	1,693	8.0
Total Earning Assets	28,506	27,737	27,557	26,979	26,426	2,080	7.9
Operating lease assets	648	800	977	1,166	1,355	(707)	(52.2)
Cash and due from banks	880	928	772	740	766	114	14.9
Intangible assets	216	216	216	217	217	(1)	(0.5)
All other assets	2,094	2,066	2,101	2,046	2,009	85	4.2
	\$ 32,061	\$ 31,459	\$ 31,313	\$ 30,835	\$ 30,423	\$ 1,638	5.4%
I Otal Assets	\$ 32,001	\$ 51,757	φ 31,313	\$ 30,633	\$ 50,725	φ 1,036	<u> </u>
Liabilities and Shareholders' Equity							
Deposits:	\$ 3,401	\$ 3,276	\$ \$3,223	\$ 3.017	\$ 3.131	\$ 270	8.6%
Non-interest bearing deposits  Interest bearing demand deposits	\$ 3,401 7,658	\$ 3,276 7,384	\$ \$3,223 7,168	\$ 3,017 6,609	\$ 3,131 6,466	1,192	8.6% 18.4
Savings deposits	2,819		2,839	2,819	2,824	´	(0.2)
Retail certificates of deposit	2,454	2,841 2,414	2,400	2,399	2,824	(5)	(1.5)
Other domestic time deposits	576	595	600	637	631	(55)	(8.7)
	16,908	16,510	16,230	15,481	15,544	1,364	8.8
Total Core Deposits							
Domestic time deposits of \$100,000 or more	990	886	795	788	828	162	19.6
Brokered time deposits and negotiable CDs	1,948	1,755	1,737	1,907	1,851	97	5.2
Foreign time deposits	465	476	542	549	522	(57)	(10.9)
Total Deposits	20,311	19,627	19,304	18,725	18,745	1,566	8.4
Short-term borrowings	1,302	1,342	1,396	1,603	1,433	(131)	(9.1)
Federal Home Loan Bank advances	1,270	1,270	1,270	1,273	1,273	(3)	(0.2)
Subordinated notes and other long-term debt, including							
preferred capital securities	5,099	5,244	5,623	5,557	5,432	(333)	(6.1)
Total Interest Bearing Liabilities	24,581	24,207	24,370	24,141	23,752	829	3.5
1 July Interest Dearing Liabilities							21.0
All other liabilities	1,598	1,564	1,397	1,399	1,312	286	21.8
	1,598 2,481	1,564 2,412	1,397 2,323	1,399 2,278	1,312 2,228	286 253	21.8 11.4

N.M. - Not Meaningful

Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

- (2) Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.
- (3) Effective December 31, 2004, unsecured personal credit line loans were reclassified from "Home equity loans" to "Other loans" in all periods presented.

## Consolidated Quarterly Net Interest Margin Analysis

(Unaudited)

	Average Rates (2)				
		2004			2003
Fully Taxable Equivalent Basis (1)	Fourth	Third	Second	First	Fourth
Assets	4.6407	0.010/	1.050/	0.710/	0.600
Interest bearing deposits in banks	1.61%	0.91%	1.05%	0.71%	0.60%
Trading account securities	4.15	4.44	3.02	3.98	2.39
Federal funds sold and securities purchased under resale agreements	1.99	1.53	1.21	1.41	1.30
Loans held for sale	5.69	5.25	5.17	5.33	5.31
Investment securities: Taxable	2.55	3.83	2.02	4.06	4.24
Tax exempt	3.77 6.89	7.06	3.83 7.07	6.88	
					6.91
Total Investment Securities	4.07	4.10	4.09	4.30	4.49
Loans and Leases:					
Commercial:	4.00	4.46	4.05	4.22	4.51
Middle market commercial and industrial	4.80	4.46	4.05	4.33	4.71
Middle market real estate:	4.6	4.10	2.52	2.60	4.01
Construction	4.65	4.13	3.73	3.68	4.21
Commercial	4.81	4.45	4.20	4.31	4.55
Total middle market real estate	4.74	4.31	4.02	4.05	4.41
Small business commercial and industrial and commercial real estate	5.69	5.47	5.35	5.49	5.56
Total Commercial	4.96	4.62	4.30	4.47	4.78
Consumer:					
Automobile loans	7.31	7.65	7.20	6.93	6.90
Automobile leases	5.00	5.02	5.06	4.94	4.98
Automobile loans and leases	6.02	6.21	6.17	6.14	6.25
Home equity (3)(5)	5,30	4.84	4.75	4.69	5.09
Residential mortgage (4)	5.53	5.48	5.40	5.51	5.77
Other loans (5)	6.87	6.54	6.21	5.83	6.87
Total Consumer	5.66	5.54	5.49	5.52	5.64
Total Loans and Leases	5.34	5.12	4.95	5.04	5.26
Total Earning Assets	5.05%	4.89%	4.76%	4.89%	5.11%
Liabilities and Chambaldons' Fauitr					
Liabilities and Shareholders' Equity Deposits:					
Non-interest bearing deposits	_%	%	%	%	%
Interest bearing deposits	1.21	1.06	0.94	0.88	0.91
Savings deposits	0.86	0.83	0.82	0.94	1.22
Retail certificates of deposit	3.38	3.32	3.27	3.47	3.54
Other domestic time deposits	3.20	3.22	3.19	3.48	3.69
Total Core Deposits	1.62	1.52	1.45	1.53	1.65
•	2.51	2.40	2.37	2.14	2.37
Domestic time deposits of \$100,000 or more Brokered time deposits and negotiable CDs	2.51	1.84	1.57	1.51	1.52
Foreign time deposits	0.98	0.83	0.76	0.72	0.75
•					
Total Deposits	1.73	1.58	1.48	1.53	1.64
Short-term borrowings	1.17	0.92	0.80	0.83	0.78
Federal Home Loan Bank advances	2.68	2.60	2.52	2.50	2.24
Subordinated notes and other long-term debt	2.67	2.62	2.24	2.33	2.63
Total Interest Bearing Liabilities	1.94%	1.82%	1.66%	1.71%	1.85%
Net interest rate spread	3.11%	3.07%	3.10%	3.18%	3.26%
Impact of non-interest bearing funds on margin	0.27	0.23	0.19	0.18	0.16
Net Interest Margin	3.38%	3.30%	3.29%	3.36%	3.42%

<sup>(1)</sup> Fully taxable equivalent (FTE) yields are calculated assuming a 35% tax rate. See page 6 for the FTE adjustment.

<sup>(2)</sup> Loan, lease, and deposit average rates include impact of applicable derivatives and non-deferrable fees.

<sup>(3)</sup> Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

<sup>(4)</sup> Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

<sup>(5)</sup> Effective December 31, 2004, unsecured personal credit line loans were reclassified from "Home equity loans" to "Other loans" in all periods presented.

## **Selected Quarterly Income Statement Data**

(Unaudited)

		20	04		2003	4Q04 vs 40	Q03
(in thousands, except per share amounts)	Fourth	Third	Second	First	Fourth	Amount	Percent
Interest Income	\$ 359,215	\$ 338,002	\$ 324,167	\$ 325,931	\$ 335,097	\$ 24,118	7.2%
Interest Expense	120,147	110,944	101,604	103,246	110,782	9,365	8.5
Net Interest Income	239,068	227,058	222,563	222,685	224,315	14,753	6.6
Provision for credit losses	12,654	11,785	5,027	25,596	26,341	(13,687)	(52.0)
Net Interest Income After							
Provision for Credit Losses	226,414	215,273	217,536	197,089	197,974	28,440	14.4
Operating lease income	55,106	64,412	78,706	88,867	105,307	(50,201)	(47.7)
Service charges on deposit accounts	41,747	43,935	43,596	41,837	44,763	(3,016)	(6.7)
Trust services	17,315	17,064	16,708	16,323	15,793	1,522	9.6
Brokerage and insurance income	12,879	13,200	13,523	15,197	14,344	(1,465)	(10.2)
Bank owned life insurance income	10,484	10,019	11,309	10,485	10,410	74	0.7
Other service charges and fees	10,464	10,799	10,645	9,513	9,237	1,380	14.9
Mortgage banking	8,822	4,448	23,322	(4,296)	9,677	(855)	(8.8)
Securities gains (losses)	2,100	7,803	(9,230)	15,090	1,280	820	64.1
Gain on sales of automobile loans	2,100	312	4,890	9,004	16,288	(16,288)	N.M.
Other	23,870	17,899	24,659	25,619	19,411	4,459	23.0
Total Non-Interest Income	182,940	189,891	218,128	227,639	246,510	(63,570)	(25.8)
Personnel costs	122,738	121,729	119,715	121,624	115,762	6,976	6.0
Operating lease expense	48,320	54,885	62,563	70,710	85,609	(37,289)	(43.6)
Net occupancy	26,082	16,838	16,258	16,763	14,925	11,157	74.8
Outside data processing and other services	18,563	17,527	17,563	18,462	15,957	2,606	16.3
Equipment	15,733	15,295	16,228	16,086	16,840	(1,107)	(6.6)
Professional services	9,522	12,219	7,836	7,299	12,175	(2,653)	(21.8)
Marketing	5,581	5,000	8,069	7,839	6,895	(1,314)	(19.1)
Telecommunications	4,596	5,359	4,638	5,194	5,272	(676)	(12.8)
Printing and supplies	3,148	3,201	3,098	3,016	3,417	(269)	(7.9)
Amortization of intangibles	205	204	204	204	204	1	0.5
Restructuring reserve releases		(1,151)			(351)	351	N.M.
Loss on early extinguishment of debt	_		_	_	15,250	(15,250)	N.M.
Other	26,526	22,317	25,981	18,457	25,510	1,016	4.0
Total Non-Interest Expense	281,014	273,423	282,153	285,654	317,465	(36,451)	(11.5)
Income Before Income Taxes	128,340	131,741	153,511	139,074	127,019	1,321	1.0
Provision for income taxes	37,201	38,255	43,384	34,901	33,758	3,443	10.2
Net Income	\$ 91,139	\$ 93,486	\$ 110,127	\$ 104,173	\$ 93,261	\$ (2,122)	(2.3)%
Average common shares - diluted	235,462	234,348	232,659	232,915	231,986	3,476	1.5%
P. C. CI							
Per Common Share:	0.00	Φ 2.42	ф °	<b>.</b>	0 0 10	(0.04)	/a =:
Net Income - Diluted	\$ 0.39	\$ 0.40	\$ 0.47	\$ 0.45	\$ 0.40	(0.01)	(2.5)
Cash Dividends Declared	0.200	0.200	0.175	0.175	0.175	0.025	14.3
Return on:							
Average total assets (1)	1.13%	1.18%	1.41%	1.36%	1.22%	(0.09)%	(7.4)
Average total shareholders' equity (1)	14.6	15.4	19.1	18.4	16.6	(2.0)	(12.0)
Net interest margin (2)	3.38	3.30	3.29	3.36	3.42	(0.04)	(1.2)
Efficiency ratio (3)	66.4	66.3	62.3	65.1	67.1	(0.7)	(1.0)
Effective tax rate	29.0	29.0	28.3	25.1	26.6	2.4	9.0
Revenue - Fully Taxable Equivalent (FTE)							
Net Interest Income	\$ 239,068	\$ 227,058	\$ 222,563	\$ 222,685	\$ 224,315	\$ 14,753	6.6
FTE Adjustment (2)	2,847	2,864	2,919	3,023	2,954	(107)	(3.6)
Net Interest Income	241,915	229,922	225,482	225,708	227,269	14,646	6.4
Non-Interest Income	182,940	189,891	218,128	227,639	246,510	(63,570)	(25.8)
Total Revenue	\$ 424,855	\$ 419,813	\$ 443,610	\$ 453,347	\$ 473,779	\$ (48,924)	(10.3)%

N.M. - Not Meaningful.

<sup>(1)</sup> Based on income before cumulative effect of change in accounting principle, net of tax.

<sup>(2)</sup> On a fully taxable equivalent (FTE) basis assuming a 35% tax rate.

<sup>(3)</sup> Non-interest expense less amortization of intangibles divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).

# $\label{eq:Quarterly Credit Reserves and Net Charge-off Analysis} \ensuremath{\textit{(Unaudited)}}$

		200	14		2003
(in thousands)	Fourth	Third	Second	First	Fourth
Allowance for Loan and Leases Losses, Beginning of Period	\$ 282,650	\$ 286,935	\$ 295,377	\$ 299,732	\$ 336,398
Loan and lease losses	(31,737)	(26,366)	(30,845)	(37,167)	(68,023)
Recoveries of loans previously charged off	10,824	9,886	18,330	8,540	12,880
Net loan and lease losses	(20,913)	(16,480)	(12,515)	(28,627)	(55,143)
Provision for credit losses	12,654	11,785	5,027	25,596	26,341
Net change in allowance for unfunded loan commitments and letters of credit	(3,180)	1,186	896	3,433	(1,785)
Allowance of assets sold and securitized		(776)	(1,850)	(4,757)	(6,079)
Allowance for Loan and Lease Losses, End of Period	\$ 271,211	\$ 282,650	\$ 286,935	\$ 295,377	\$ 299,732
Allowance for Unfunded Loan Commitments and Letters of Credit, Beginning					
of Period	\$ 30,007	\$ 31,193	\$ 32,089	\$ 35,522	\$ 33,737
Net change	3,180	(1,186)	(896)	(3,433)	1,785
Allowance for Unfunded Loan Commitments and Letters of Credit, End of	<b>0.22.10</b>	# 20.00 <b>7</b>	Ø 21 102	ф. <b>33</b> 000	A 25.522
Period	\$ 33,187	\$ 30,007	\$ 31,193	\$ 32,089	\$ 35,522
Total Allowances for Credit Losses	\$ 304,398	\$ 312,657	\$ 318,128	\$ 327,466	\$ 335,254
Allowance for loan and lease losses (ALLL) as % of:					
Transaction reserve	0.78	0.84	0.86	0.91	0.88
Economic reserve	0.32	0.33	0.36	0.38	0.40
Specific reserve	0.05	0.08	0.10	0.10	0.14
Total Loans and Leases	1.15%	1.25%	1.32%	1.39%	1.42%
Non-performing loans and leases (NPLs)	424	417	464	383	397
Non-performing assets (NPAs)	250	351	384	322	343
Total allowances for credit losses (ACL) as % of:					
Total loans and leases	1.29%	1.38%	1.46%	1.55%	1.59%
Non-performing loans and leases	476	461	515	425	444
Non-performing assets	280	389	426	357	384
Net Charge-offs by Loan and Lease Type:					
Commercial:	0 4 220	¢ (102)	Ø (2.642)	n 4.405	A 20 221
Middle market commercial and industrial	\$ 1,239	\$ (102)	\$ (3,642)	\$ 4,425	\$ 28,321
Middle market real estate:	<b>704</b>	(10)	27.6	1.504	606
Construction Commercial	704 1,834	(19) 1,490	276 2,222	1,504 (40)	686 3,566
Total middle market real estate	2,538	1,471	2,498	1,464	4,252
Small business commercial and industrial and commercial real estate	1,386	1,195	1,281	1,704	4,356
Total Commercial	5,163	2,564	137	7,593	36,929
Consumer:	3,103	2,304	157	7,373	50,727
Automobile loans	4,406	5,142	5,604	13,422	11,346
Automobile leases	3,104	2,415	2,159	3,159	1,936
Automobile loans and leases	7,510	7,557	7,763	16,581	13,282
Home equity (3)	5,346	4,259	2,569	2,900	2,484
Residential mortgage	608	534	302	316	174
Other loans (3) Total Consumer	2,286 15,750	1,566 13,916	1,744 12,378	1,237 21,034	2,274
Total Consumer	15,/50	13,910	12,378	21,034	18,214
Total Net Charge-offs	\$ 20,913	\$ 16,480	\$ 12,515	\$ 28,627	\$ 55,143
Net Charge-offs — Annualized Percentages:					
Commercial:  Middle modest commercial and industrial	0.440/	(0.01)0/	(0.22)0/	0.4007	0.5007
Middle market commercial and industrial  Middle market real estate:	0.11%	(0.01)%	(0.32)%	0.40%	2.52%
Construction	0.18	_	0.09	0.47	0.22
Commercial	0.39	0.31	0.46	(0.01)	0.76
Total middle market real estate	0.29	0.17	0.31	0.18	0.54
Small business commercial and industrial and commercial real estate	0.27	0.24	0.26	0.35	0.93
Total Commercial	0.21	0.10	0.01	0.32	1.55
Consumer:				_	_
Automobile loans	0.92	1.11	0.96	1.77	1.29
Automobile leases	0.52	0.43	0.40	0.64	0.43
Automobile loans and leases	0.70	0.74	0.69	1.32	1.00
Home equity (1) (3)	0.48	0.39	0.25	0.30	0.27
Residential mortgage (2) Other loans (3)	0.07 1.91	0.06 1.36	0.04 1.62	0.05 1.17	0.03 2.06
Total Consumer	0.49	0.45	0.41	0.70	0.61
Total Consumer	U.47	0.43	0.41	0.70	0.01

to previously reported residential mortgage loans.

the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans. (2) Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel.

Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease

(3) Effective December 31, 2004, unsecured personal credit line charge-offs were reclassified from "Home equity loans" to "Other loans" in all periods presented.

## Quarterly Non-Performing Assets and Past Due Loans and Leases (Unaudited)

	2004					2003
(in thousands)	December 3	1, S	eptember 30,	June 30,	March 31,	December 31,
Non-accrual loans and leases:						
Commercial and industrial	\$ 24,17	9 \$	20,098	\$ 24,336	\$ 36,854	\$ 33,745
Commercial real estate	4,58	2	14,717	11,122	16,097	18,434
Small business commercial and industrial and commercial real estate	14,60	1	12,087	12,368	12,124	13,607
Residential mortgage	13,54	5	13,197	13,952	12,052	9,695
Home equity (1)	7,05	5	7,685	_	_	_
Total Non-Performing Loans and Leases	63,96	2	67,784	61,778	77,127	75,481
Other real estate, net:						
Residential	8,82	2	9,418	9,421	9,654	7,401
Commercial (2)	35,78		3,274	3,497	4,913	4,504
Total other real estate, net	44,60	6	12,692	12,918	14,567	11,905
Total Non-Performing Assets	\$ 108,56	8 \$	80,476	\$ 74,696	\$ 91,694	\$ 87,386
Total Non-1 Criorining Assets	\$ 100,50	Ψ	00,470	\$ 74,070	Ψ 71,074	\$ 67,560
N	0.2	7%	0.30%	0.28%	0.36%	0.36%
Non-performing loans and leases as a % of total loans and leases	0.2	/%	0.30%	0.28%	0.36%	0.36%
Non-performing assets as a % of total loans and leases and other real estate	0.4	6	0.36	0.34	0.43	0.41%
Accruing loans and leases past due 90 days or more(1)	\$ 54,28	3 \$	53,456	\$ 51,490	\$ 59,697	\$ 55,913
Accruing loans and leases past due 90 days or more as a percent of total loans and leases	0.2	3%	0.24%	0.24%	0.28%	0.27%
		Quarter Ending 2004				
(in thousands)	December	31 9	September 30,	June 30,	March 31,	December 31,
Non-Performing Assets, Beginning of Period	\$ 80,4		\$ 74,696	\$ 91,694	\$ 87,386	\$ 137,077
New non-performing assets (1) (2)	5 80,4 61,6		22,740	25,727	27,208	38,367
Returns to accruing status	(2,2		22,740	(1,493)	(54)	(454)
Loan and lease losses	( )	578)	(5,424)	(12,872)	(10,463)	(39,657)
Payments	( )	(78) (29)	(10,202)	(13,571)	(10,717)	(22,710)
Sales	(13,9		(1,334)	(14,789)	(1,666)	(25,237)
Non-Performing Assets, End of Period	\$ 108,5		\$ 80,476	\$ 74,696	\$ 91,694	\$ 87,386

<sup>(1)</sup> Includes \$7.7 million of nonperforming loans secured by residential real estate. As of September 30, 2004, the Company adopted a policy, consistent with its policy for residential mortgage loans, of placing home equity loans and lines on nonaccrual status when they become greater than 180 days past due. In prior quarters, these balances were included in "Accruing loans and leases past due 90 days or more."

<sup>(2)</sup> At December 31, 2004, other real estate owned included \$35.7 million of properties that relate to the work-out of \$5.9 million of mezzanine loans. These properties are subject to \$29.8 million of non-recourse debt to another financial institution. Both properties are in contract for sale in the first half of 2005.

## $\label{eq:Quarterly Stock Summary, Capital, and Other Data} \end{constraints} \begin{center} \textbf{Quanterly Stock Summary, Capital, and Other Data} \end{center} \begin{center} \textbf{Quanterly Stock Summary, Capital, and Other Data} \end{center} \end{center}$

## **Quarterly Common Stock Summary**

	·	2004				
(in thousands, except per share)	Fourth	Third	Second	Second First		
Common Stock Price, Per Share						
High (1)	\$ 25.380	\$ 25.150	\$ 23.120	\$ 23.780	\$ 22.550	
Low (1)	23.110	22.700	20.890	21.000	19.850	
Close	24.740	24.910	22.980	22.030	22.500	
Average Closing Price	24.241	24.105	22.050	22.501	21.584	
Dividends, Per Share						
Cash dividends declared on common stock	\$ 0.200	\$ 0.200	\$ 0.175	\$ 0.175	\$ 0.175	
Common shares outstanding						
Average — Basic	231,147	229,848	229,429	229,227	228,902	
Average — Diluted	235,462	234,348	232,659	232,915	231,986	
Ending	231,605	230,153	229,476	229,410	229,008	
Book value per share	\$ 10.96	\$ 10.69	\$ 10.40	\$ 10.31	\$ 9.93	
Common Share Repurchase Program						
Number of shares repurchased	_	_	_	_	_	

## **Capital Data**

			2003		
(dollars in thousands)	December 31,	September 30,	June 30,	March 31,	December 31,
Total risk-adjusted assets (2)	\$ 29,516,000	\$ 28,679,142	\$ 28,415,519	\$ 28,247,258	\$ 28,164,181
Tier 1 leverage ratio (2)	8.41%	8.36%	8.20%	8.07%	7.98%
Tier 1 risk-based capital ratio (2)	9.09	9.10	8.98	8.74	8.53
Total risk-based capital ratio (2)	12.38	12.53	12.56	12.13	11.95
Tangible equity / Asset ratio	7.18	7.11	6.95	6.97	6.79
Tangible equity / Risk-weighted assets ratio(2)	7.87	7.83	7.64	7.60	7.31
Average equity / Average assets	7.74	7.67	7.42	7.39	7.32
Other Data:					
Number of employees (full-time equivalent)	7,812	7,906	8,045	7,915	7,983
Number of domestic full-service banking offices (3)	342	341	341	337	338
_					

<sup>(1)</sup> High and low stock prices are intra-day quotes obtained from NASDAQ.

<sup>(2)</sup> Fourth quarter 2004 figures are estimated.

<sup>(3)</sup> Includes three Private Financial Group offices in Florida.

## **Quarterly Operating Lease Performance**

(Unaudited)

		2004			2003	4Q04 vs	4Q03
(in thousands)	Fourth	Third	Second	First	Fourth	Amount	Percent
Balance Sheet							
Average operating lease assets outstanding	\$ 647,970	\$ 800,145	\$ 976,626	\$ 1,166,146	\$1,355,330	\$ (707,360)	(52.2)%
Income Statement							
Net rental income	\$ 51,016	\$ 60,267	\$ 72,402	\$ 83,517	\$ 98,223	\$ (47,207)	(48.1)%
Fees	2,111	2,965	4,838	3,543	5,204	(3,093)	(59.4)
Recoveries - early terminations	1,979	1,180	1,466	1,807	1,880	99	5.3
Total Operating Lease Income	55,106	64,412	78,706	88,867	105,307	(50,201)	(47.7)
Depreciation and residual losses at termination Losses - early terminations	45,293 3,027	49,917 4,968	57,412 5,151	63,823 6,887	76,768 8,841	(31,475) (5,814)	(41.0) (65.8)
Total Operating Lease Expense	48,320	54,885	62,563	70,710	85,609	(37,289)	(43.6)
Net Earnings Contribution	\$ 6,786	\$ 9,527	\$ 16,143	\$ 18,157	\$ 19,698	\$ (12,912)	(65.5)%
Earnings ratios (1)							
Net rental income	31.5%	30.1%	29.7%	28.6%	29.0%	2.5%	8.6%
Depreciation and residual losses at termination	28.0	25.0	23.5	21.9	22.7	5.3	23.4

### Definition of term(s):

Net rental income includes the lease payments earned on the equipment and vehicles that Huntington leases to its customers under operating leases. Fees include late fees, early payment fees and other non-origination fees. Recoveries represent payments received on a cash basis subsequent to a customer's default on an operating lease and a recognition of an impairment loss on the lease. Depreciation represents the periodic depreciation of equipment and vehicles to their residual value owned by Huntington under operating leases and any accelerated depreciation where Huntington expects to receive less than the residual value from the sale of the vehicle and from insurance proceeds at the end of the lease term. Losses represent impairments recognized on equipment and vehicles where the lessee has defaulted on the operating lease.

(1) As a percent of average operating lease assets, quarterly and year-to-date amounts annualized.

## **Consolidated Annual Average Balance Sheets**

(Unaudited)

(in millions)		Ann		Change 2004 vs 2003			
Fully Taxable Equivalent Basis	2004	2003	2002	2001	2000	Amount	Percent
Assets							
Interest bearing deposits in banks	\$ 66	\$ 37	\$ 33	\$ 7	\$ 6	\$ 29	78.4%
Trading account securities	105	14	7	25	15	91	N.M.
Federal funds sold and securities purchased under resale agreements	319	87	72	107	87	232	N.M.
Loans held for sale	243	564	322	360	109	(321)	(56.9)
Investment securities:							
Taxable	4,425	3,533	2,859	3,144	4,316	892	25.2
Tax exempt	412	334	135	174	273	78	23.4
Total Investment Securities	4,837	3,867	2,994	3,318	4,589	970	25.1
Loans and Leases:							
Commercial:							
Middle market commercial and industrial	4,456	4,633	4,810	5,075	4,938	(177)	(3.8)
Middle market real estate:							
Construction	1,420	1,219	1,151	1,040	976	201	16.5
Commercial	1,922	1,800	1,670	1,522	1,380	122	6.8
Total middle market real estate	3,342	3,019	2,821	2,562	2,356	323	10.7
Small business commercial and							
industrial and commercial real estate	2,003	1,787	1,642	2,574	2,526	216	12.1
Total Commercial	9,801	9,439	9,273	10,211	9,820	362	3.8
Consumer:	>,001	у, тэу	7,273	10,211	7,020	302	5.0
Automobile loans	2,285	3,260	2,744	N.M.	N.M.	(975)	(29.9)
Automobile leases	2,192	1,423	452	N.M.	N.M.	769	54.0
Automobile loans and leases	4,477	4,683	3,196	2,839	3,123	(206)	(4.4)
Home equity (1) (3)	4,187	3,441	3,029	3,334	2,921	746	21.7
Residential mortgage (2)	3,212	2,026	1,438	1,048	1,379	1,186	58.5
Other loans (3)	450	435	481	654	599	15	3.4
Total Consumer	12,326	10,585	8,144	7,875	8,022	1,741	16.4
Total Loans and Leases	22,127	20,024	17,417	18,086	17,842	2,103	10.5
Allowance for loan and lease losses	(298)	(330)	(344)	(286)	(256)	32	(9.7)
Net Loans and Leases	21,829	19,694	17,073	17,800	17,586	2,135	10.8
Total Earning Assets	27,697	24,593	20,845	21,903	22,648	3,104	12.6
Operating lease assets	897	1,697	2,602	2,970	2,751	(800)	(47.1)
Cash and due from banks	843	774	757	912	1,008	69	8.9
Intangible assets	216	218	293	736	709	(2)	(0.9)
All other assets	2,078	2,020	1,910	1,891	1,729	58	2.9
Total Assets	\$31,433	\$ 28,972	\$ 26,063	\$ 28,126	\$ 28,589	2,461	8.5%
Total Assets	\$ 31,433	\$ 20,972	\$ 20,003	\$ 20,120	\$ 20,309	2,401	6.37
Liabilities and Shareholders' Equity							
Deposits:	6 2 220	e 2.000	e 2.002	e 2.204	e 2.421	150	4.00
Non-interest bearing deposits	\$ 3,230	\$ 3,080	\$ 2,902	\$ 3,304	\$ 3,421	150	4.9%
Interest bearing demand deposits	7,207	6,193	5,161	5,005	4,291	1,014	16.4
Savings deposits	2,829	2,802	2,853	3,478	3,563	(285)	1.0
Retail certificates of deposit Other domestic time deposits	2,417 602	2,702 660	3,619 730	4,980 903	4,930 942	(285) (58)	(10.5)
							(8.8)
Total Core Deposits	16,285	15,437	15,265	17,670	17,147	848	5.5
Domestic time deposits of \$100,000 or more	865	802	851	1,280	1,502	63	7.9
Brokered time deposits and negotiable CDs	1,837	1,419	731	128	502	418	29.5
Foreign time deposits	508	500	337	283	539	8	1.6
Total Deposits	19,495	18,158	17,184	19,361	19,690	1,337	7.4
Short-term borrowings	1,410	1,600	1,856	2,099	1,966	(190)	(11.9)
Federal Home Loan Bank advances	1,271	1,258	279	19	13	13	1.0
Subordinated notes and other long-term debt, including preferred							
capital securities	5,379	4,559	3,335	3,411	4,005	820	18.0
Total Interest Bearing Liabilities	24,325	22,495	19,752	21,586	22,253	1,830	8.1
All other liabilities	1,504	1,201	1,170	905	723	303	25.2
Shareholders' equity	2,374	2,196	2,239	2,331	2,192	178	8.1
Total Liabilities and Shareholders' Equity	\$ 31,433	\$ 28,972	\$ 26,063	\$ 28,126	\$ 28,589	2,461	8.5%
Total Liabilities and Shareholders Equity	φ31, <del>4</del> 33	φ 40,914	φ 40,003	φ∠0,1∠U	φ 40,J09	۷,401	0.37

<sup>(1)</sup> Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

<sup>(2)</sup> Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

## **Consolidated Annual Net Interest Margin Analysis**

(Unaudited)

		2)			
Fully Taxable Equivalent Basis (1)	2004	2003	2002	2001	2000
Assets					
Interest bearing deposits in banks	1.05%	1.53%	2.38%	3.43%	5.03%
Trading account securities	4.15	4.02	4.11	5.13	7.11
Federal funds sold and securities purchased under resale agreements	1.73	1.80	1.56	4.19	6.33
Loans held for sale	5.35	5.32	6.35	6.95	7.96
Investment securities:					
Taxable	3.88	4.52	6.06	6.58	6.24
Tax exempt	6.98	7.04	7.42	7.49	7.61
Total Investment Securities	4.14	4.73	6.12	6.63	6.33
Loans and Leases:					
Commercial:					
Middle market commercial and industrial	4.41	4.95	5.45	6.96	8.39
Middle market real estate:		1.55	5.15	0.50	0.57
Construction	4.09	4.09	4.57	6.99	8.98
Commercial	4.44	4.84	5.91	7.44	8.36
Total middle market real estate	4.29	4.54	5.36	7.26	8.62
	5.50	5.91	6.73	7.96	
Small business commercial and industrial and commercial real estate					9.13
Total Commercial	4.59	5.00	5.65	7.29	8.64
Consumer:					
Automobile loans	7.22	7.38	8.67	N.M	N.M
Automobile leases	5.00	5.09	5.14	N.M	N.M
Automobile loans and leases	6.14	6.68	8.17	8.94	8.67
Home equity (3) (5)	4.91	5.14	5.96	8.23	8.52
Residential mortgage (4)	5.48	5.85	6.55	8.19	8.00
Other loans (5)	6.38	6.71	7.40	8.40	10.14
Total Consumer	5.56	5.93	6.98	8.44	8.57
Total Loans and Leases	5.11	5.49	6.27	7.79	8.61
Total Earning Assets	4.89%	5.35%	6.23%	7.58%	8.13%
Liabilities and Shareholders' Equity					
Deposits:					
Non-interest bearing deposits	<b>—</b> %	%	%	—%	%
Interest bearing demand deposits	1.03	1.18	1.71	2.64	3.30
Savings deposits	0.86	1.49	1.77	3.07	4.09
Retail certificates of deposit	3.36	3.68	4.58	5.65	5.72
Other domestic time deposits	3.27	3.86	4.05	5.34	5.52
Total Core Deposits	1.53	1.94	2.70	3.95	4.52
Domestic time deposits of \$100,000 or more	2.37	2.50	3.39	5.22	6.01
Brokered time deposits and negotiable CDs	1.80	1.70	2.36	5.12	6.35
Foreign time deposits	0.82	0.92	1.47	3.82	6.31
Total Deposits	1.58	1.91	2.69	4.06	4.77
Short-term borrowings	0.93	0.98	1.56	4.57	5.75
Federal Home Loan Bank advances	2.57	1.94	2.00	6.17	6.32
Subordinated notes and other long-term debt	2.46	2.82	3.70	5.52	6.74
Total Interest Bearing Liabilities	1.79%	2.03%	2.75%	4.34%	5.22%
					<u></u>
Net interest rate spread	3.10%	3.32%	3.48%	3.24%	2.91%
Impact of non-interest bearing funds on margin	0.23	0.17	0.14	0.05	0.09
Net Interest Margin	3.33%	3.49%	3.62%	3.29%	3.00%

N.M. - Not Meaningful

- (1) Fully taxable equivalent (FTE) yields are calculated assuming a 35% tax rate. See page 13 for the FTE adjustment.
- (2) Loan and lease and deposit average rates include impact of applicable derivatives and non-deferrable fees.
- (3) Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.
- (4) Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.
- (5) Effective December 31, 2004, unsecured personal credit line loans were reclassified from "Home equity loan" to "Other loans" in all periods presented.

### **Selected Annual Income Statement Data**

(Unaudited)

						Chang 2004 vs	
(in thousands of dollars, except per share amounts)	2004	2003	2002	2001	2000	Amount	Percent
Interest Income	\$1,347,315	\$ 1,305,756	\$1,293,195	\$ 1,654,789	\$ 1,833,388	\$ 41,559	3.2%
Interest Expense	435,941	456,770	543,621	939,501	1,163,278	(20,829)	(4.6)
Net Interest Income	911,374	848,986	749,574	715,288	670,110	62,388	7.3
Provision for credit losses	55,062	163,993	194,426	257,326	61,464	(108,931)	(66.4)
Net Interest Income After Provision for Credit	,	,	,	,	, in the second		` ` ´
Losses	856,312	684,993	555,148	457,962	608,646	171,319	25.0
Operating lease income	287,091	489,698	657,074	691,733	623,835	(202,607)	(41.4)
Service charges on deposit accounts	171,115	167,840	153,564	165,012	161,426	3,275	2.0
Trust services	67,410	61,649	62,051	60,298	53,613	5,761	9.3
Brokerage and insurance income	54,799	57,844	62,109	79,034	61,871	(3,045)	(5.3)
Bank owned life insurance income	42,297	43,028	43,123	41,123	39,544	(731)	(1.7)
Other service charges and fees	41,574	41,446	42,888	48,217	43,883	128	0.3
Mortgage banking	32,296	58,180	32,033	54,518	32,772	(25,884)	(44.5)
Securities gains	15,763	5,258	4,902	723	37,101	10,505	N.M.
Gain on sales of automobile loans	14,206	40,039	_	_	_	(25,833)	(64.5)
Gain on sale of branch offices	_	13,112	_	_	_	(13,112)	N.M.
Gain on sale of Florida operations		_	182,470	_	_	_	
Merchant Services gain		_	24,550			_	
Other	92,047	91,059	76,940	59,284	69,157	988	1.1
Total Non-Interest Income	818,598	1,069,153	1,341,704	1,199,942	1,123,202	(250,555)	(23.4)
Personnel costs	485,806	447,263	418,037	454,210	396,230	38,543	8.6
Operating lease expense	236,478	393,270	518,970	558,626	494,800	(156,792)	(39.9)
Net occupancy	75,941	62,481	59,539	76,449	75,197	13,460	21.5
Outside data processing and other services	72,115	66,118	67,368	69,692	62,011	5,997	9.1
Equipment	63,342	65,921	68,323	80,560	78,069	(2,579)	(3.9)
Professional services	36,876	42,448	33,085	32,862	22,721	(5,572)	(13.1)
Marketing	26,489	27,490	27,911	31,057	34,884	(1,001)	(3.6)
Telecommunications	19,787	21,979	22,661	27,984	26,225	(2,192)	(10.0)
Printing and supplies	12,463	13,009	15,198	18,367	19,634	(546)	(4.2)
Amortization of intangibles Restructuring reserve (releases) charges	817 (1,151)	816	2,019 48,973	41,225 79,957	39,207	5,515	0.1 (82.7)
Loss on early extinguishment of debt	(1,131)	(6,666) 15,250	46,973	79,937	<del>_</del>	(15,250)	N.M.
Other	93,281	80,780	92,063	91,438	34,153	12,501	15.5
Total Non-Interest Expense	1,122,244	1,230,159	1,374,147	1,562,427	1,283,131	(107,915)	(8.8)
Income Before Income Taxes	552,666	523,987	522,705	95,477	448,717	28,679	5.5
Provision (benefit) for income taxes	153,741	138,294	198,974	(39,319)	126,299	15,447	11.2
Income before cumulative effect of change in accounting principle	398,925	385,693	323,731	134,796	322,418	13,232	3.4
Cumulative effect of change in accounting							
principle, net of tax (1)		(13,330)	_			13,330	N.M.
Net Income	\$ 398,925	\$ 372,363	\$ 323,731	\$ 134,796	\$ 322,418	\$ 26,562	7.1%
Per Common Share							
Income before cumulative effect of change in							
accounting principle - Diluted	<b>\$ 1.71</b>	\$ 1.67	\$ 1.33	\$ 0.54	\$ 1.29	\$ 0.04	2.4%
Net Income - Diluted	1.71	1.61	1.33	0.54	1.29	0.10	6.2
Cash Dividends Declared	0.750	0.670	0.640	0.720	0.760	0.080	11.9
Return on:							
Average total assets (2)	1.27%	1.33%	1.24%	0.48%	1.13%	(0.06)%	(4.5)%
Average total shareholders' equity (2)	16.8	17.6	14.5	5.8	14.7	(0.8)	(4.5)
Net interest margin (3)	3.33	3.49	3.62	3.29	3.00	(0.16)	(4.6)
Efficiency ratio (4)	65.0	63.9	65.6	79.2	70.5	1.1	1.7
Effective tax rate	27.8	26.4	38.1	(41.2)(5)	28.1	1.4	5.3
Revenue - Fully Taxable Equivalent (FTE)							
Net Interest Income	\$ 911,374	\$ 848,986	\$ 749,574	\$ 715,288	\$ 670,110	\$ 62,388	7.3%
FTE Adjustment (3)	11,653	9,684	5,205	6,352	8,310	1,969	20.3
Net Interest Income	923,027	858,670	754,779	721,640	678,420	64,357	7.5
Non-Interest Income	818,598	1,069,153	1,341,704	1,199,942	1,123,202	(250,555)	(23.4)
Total Revenue	\$ 1,741,625	\$ 1,927,823	\$ 2,096,483	\$ 1,921,582	\$ 1,801,622	\$(186,198)	(9.7)%
I OTAL INCYCHUC	\$ 1,771,025	φ 1,741,043	φ 4,070, <del>4</del> 03	φ 1,741,304	φ 1,001,022	φ (100,190 <i>)</i>	(9.7)%

N.M. — Not Meaningful.

<sup>(1)</sup> Due to the adoption of FASB Interpretation No. 46 for variable interest entities.

<sup>(2)</sup> Based on income before cumulative effect of change in accounting principle, net of tax.

<sup>(3)</sup> On a fully taxable equivalent (FTE) basis assuming a 35% tax rate.

<sup>(4)</sup> Non-interest expense less amortization of intangibles divided by the sum of FTE net interest income and non-interest income excluding securities gains.

<sup>(5)</sup> Reflects a \$32.5 million reduction related to the issuance of \$400 million REIT subsidiary preferred stock, of which \$50 million was sold to the public.

## Annual Credit Reserves and Net Charge-off Analysis

Unaudited

(in thousands)	2004	2003	2002	2001	2000
Allowance for Loan and Leases Losses, Beginning of Period	\$ 299,732	\$ 300,503	\$ 345,402	\$ 246,758	\$ 255,642
Loan and lease losses	(126,115)	(201,534)	(234,352)	(174,540)	(85,825)
Recoveries of loans previously charged off	47,580	39,725	37,440	28,271	24,178
Net loan and lease losses	(78,535)	(161,809)	(196,912)	(146,269)	(61,647)
Provision for credit losses	55,062	163,993	194,426	257,326	61,464
Net change in allowance for unfunded loan commitments and letters of credit	2,335	623	(12,215)	(5,759)	118
Allowance of assets sold and securitized	(7,383)	(3,578)	(30,198)	(6,654)	(8,819)
Allowance for Loan and Lease Losses, End of Period	\$ 271,211	\$ 299,732	\$ 300,503	\$ 345,402	\$ 246,758
Allowance for Unfunded Loan Commitments and Letters of Credit, Beginning					
of Period	\$ 35,522	\$ 36,145	\$ 23,930	\$ 18,171	\$ 18,289
Net change	(2,335)	(623)	12,215	5,759	(118)
Allowance for Unfunded Loan Commitments and Letters of Credit, End of					
Period	\$ 33,187	\$ 35,522	\$ 36,145	\$ 23,930	\$ 18,171
Total Allowances for Credit Losses	\$ 304,398	\$ 335,254	\$ 336,648	\$ 369,332	\$ 264,929
Net Charge-offs by Loan and Lease Type:					
net Charge-ons by Loan and Lease Type.					
Commercial:			D 404 = 00		
Middle market commercial and industrial Middle market real estate:	\$ 1,920	\$ 75,803	\$ 104,703	\$ 45,338	\$ 6,959
Construction	2,465	2,928	4,216	789	(1)
Commercial	5,506	5,019	11,968	1,420	636
Total middle market real estate	7,971	7,947	16,184	2,209	635
Small business commercial and industrial and commercial real estate	5,566	11,625	14,516	15,750	7,545
Total Commercial	15,457	95,375	135,403	63,297	15,139
Consumer:					
Automobile loans	28,574	40,266	39,115	N.M.	N.M.
Automobile leases	10,837	5,728	1,431	N.M.	N.M.
Automobile loans and leases	39,411	45,994	40,546	55,071	32,280
Home equity (3)	15,074	12,114 832	11,840 872	11,458 785	3,879
Residential mortgage Other loans (3)	1,760 6,833	7,494	8,251	15,658	1,007 9,342
Total Consumer	63,078	66,434	61,509	82,972	46,508
	-	,	,	•	Ź
Total Net Charge-offs	\$ 78,535	\$ 161,809	\$ 196,912	\$ 146,269	\$ 61,647
Net Charge-offs — Annualized Percentages:					
Commercial:					
Middle market commercial and industrial	0.04%	1.64%	2.18%	0.89%	0.14%
Middle market real estate:	0.45	0.24	0.25	0.00	
Construction Commercial	0.17 0.29	0.24 0.28	0.37 0.72	0.08 0.09	0.05
Total middle market real estate	0.24	0.26	0.72	0.09	0.03
Small business commercial and industrial and commercial real estate	0.28	0.20	0.88	0.61	0.03
Total Commercial	0.16	1.01	1.46	0.62	0.30
Consumer:	0.10	1.01	1.40	0.02	0.13
Automobile loans	1.25	1.24	1.43	N.M.	N.M.
Automobile leases	0.49	0.40	0.32	N.M.	N.M.
Automobile loans and leases	0.88	0.98	1.27	1.94	1.03
Home equity (1)(3)	0.36	0.35	0.39	0.34	0.13
Residential mortgage (2)	0.05	0.04	0.06	0.07	0.07
Other loans (3)	1.52	1.72	1.72	2.39	1.56
Total Consumer	0.51	0.63	0.76	1.05	0.58
Net Charge-offs as a % of Average Loans	0.35%	0.81%	1.13%	0.81%	0.35%
		<b>v</b>			

N.M. — Not Meaningful

<sup>(1)</sup> Home equity includes personal lines of credit and other consumer loans secured by first or junior mortgages on residential property originated and underwritten through the company's retail banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

<sup>(2)</sup> Residential mortgage includes loans secured by first mortgages on residential property originated and underwritten through the company's mortgage banking channel. Reclassification of prior period balances has been made to conform to this presentation, resulting in an increase to previously reported home equity loans and a decrease to previously reported residential mortgage loans.

<sup>(3)</sup> Effective December 31, 2004, unsecured personal credit line charge-offs were reclassified from "Home equity loans" to "Other loans" in all periods presented.

## **Annual Operating Lease Performance**

(Unaudited)

(in thousands)	2004	2003 2002		2001	2000
Balance Sheet:					
Average operating lease assets outstanding	\$ 896,773	\$ 1,696,535	\$ 2,601,666	\$ 2,969,902	\$ 2,751,058
Income Statement:					
Net rental income	\$ 267,202	\$ 458,644	\$ 615,453	\$ 654,625	\$ 596,821
Fees	13,457	21,623	28,542	27,573	23,511
Recoveries — early terminations	6,432	9,431	13,079	9,535	3,503
Total Operating Lease Income	287,091	489,698	657,074	691,733	623,835
Depreciation and residual losses at termination	216,445	350,550	463,783	506,267	470.079
Losses — early terminations	20,033	42,720	55,187	52,359	24,721
Total Operating Lease Expense	236,478	393,270	518,970	558,626	494,800
Net Earnings Contribution	\$ 50,613	\$ 96,428	\$ 138,104	\$ 133,107	\$ 129,035
F ' (1)					
Earnings ratios (1)	20.00/	27.00/	22.70/	22.00/	21.70/
Net rental income	29.8%	27.0%	23.7%	22.0%	21.7%
Depreciation and residual losses at termination	24.1	20.7	17.8	17.0	17.1

<u>Definition of terms:</u>

Net rental income includes the lease payments earned on the equipment and vehicles that Huntington leases to its customers under operating leases. Fees include late fees, early payment fees and other non-origination fees. Recoveries represent payments received on a cash basis subsequent to a customer's default on an operating lease and a recognition of an impairment loss on the lease. Depreciation represents the periodic depreciation of equipment and vehicles to their residual value owned by Huntington under operating leases and any accelerated depreciation where Huntington expects to receive less than the residual value from the sale of the vehicle and from insurance proceeds at the end of the lease term. Losses represent impairments recognized on equipment and vehicles where the lessee has defaulted on the operating lease.

(1) As a percent of average operating lease assets, quarterly and year-to-date amounts annualized.