### 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) May 02, 2007

### **HUNTINGTON BANCSHARES INCORPORATED**

(Exact name of registrant as specified in its charter)

Maryland	0-2525	31-0/24920
(State or other jurisdiction	(Commission	(IRS Employer
of incorporation)	File Number)	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) 480	<u>-8300</u>	
	Not Applicable	
(For	ner name or former address, if changed since last repo	rt.)
Check the appropriate box below if the Form 8-K filing is into General Instruction A.2. below):	ended to simultaneously satisfy the filing obligation of	f the registrant under any of the following provisions (see
$\square$ Written communications pursuant to Rule 425 under the Se	ecurities Act (17 CFR 230.425)	
☐ Soliciting material pursuant to Rule 14a-12 under the Exch	ange Act (17 CFR 240.14a-12)	
$\hfill\square$ 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 13e	-4(c) under the Exchange Act (17 CFR 240.13e-4(c))	

### Item 7.01 Regulation FD Disclosure.

The attached Analyst Handout contains information that members of the Huntington Bancshares Incorporated ("Huntington") management will use from time to time through June 30, 2007, during visits with investors, analysts, and other interested parties to assist their understanding Huntington. This handout is available in the Investor Relations section of Huntington's website at www.huntington-ir.com.

The Analyst Handout is attached as Exhibit 99.1 to this report and are incorporated herein by reference.

The Analyst Handout is attached as Exhibit 99.1 and is being furnished, not filed, under item 7.01 of this Form 8-K.

### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

The following exhibit is being furnished herewith:

Exhibit 99.1 — Analyst Handout

### **SIGNATURES**

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

### HUNTINGTON BANCSHARES INCORPORATED

Date: May 4, 2007 By: /s/ Richard A. Cheap

Richard A. Cheap, Secretary

### EXHIBIT INDEX

Exhibit No.	Description

Exhibit 99.1 — Analyst Handout



### **Analyst Handout**

May 2, 2007

## Basis of Presentation



This presentation contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures care used, the comparable GAAP financial measure, care say well as the reconciliation to the comparable GAAP financial measure, can be found in the current quarter earnings press release, this presentation, or in the Quarterly Financial Review supplement to the current Earnings Press Release, which can be found on Huntington's website at huntington-ir.com.

Certain components of the Income Statement are naturally subject to more volatility than others. As a result, analysts/investors may view such items differently in their assessment of performance compared with their expectations and/or any implications resulting from them on their assessment of future performance trends. It is a general practice of analysts/investors to try and determine their perception of what "underlying" or "core" earnings performance is in any given reporting period, as this typically forms the basis for their estimation of performance in future periods. Therefore, Management reporting period, as the state of certain "significant items" in current and prior period results aids analystinvestors in better understanding corporate performance so that they can ascertain for themselves what, if any, items they may wish to included/exclude from their analysis of performance; i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly.

This presentation contains Pro Forma financial measures where management believes it to be helpful in understanding how the proposed merger with Sky Financial Group will impact Huntington's results of operations or financial position. The data represent actual reported information as of September 30, 2006 for both organizations, combined arithmetically, with no adjustments for purchase accounting made, unless otherwise noted. The data for Sky Financial Group also include Union Federal Bank reported information on a similar pro forma basis, as this transaction was completed by Sky Financial Group subsequent to September 30, 2006.

Certain returns, yields, performance ratios, or growth rates for a quarter 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.

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.

Please note that columns of data in the following slides may not add due to rounding

## Basis of Presentation



The merger with Unizan Financial Corp. (Unizan) was completed on March 1, 2006. At the time of acquisition, Unizan had assets of \$2.5 billion, including \$1.6 billion of loans, and core deposits of \$1.5 billion. When comparing post-merger period results to pre-merger periods, the term "merger-adjusted" refers to amounts and percentage changes that represent reported results adjusted to exclude the impact of the merger. The term "merger-related" refers to amounts and percentage changes representing the impact attributable to the merger. "Merger costs" represent expenses associated with merger integration activities. Management believes these distinctions are helpful in better discerning underlying growth rates and in analyzing performance trends compared to prior periods. The following methodology has been implemented to estimate the approximate effect of the Unizan merger used to determine "merger-adjusted" and "merger-related" impacts.

<u>Balance Sheet Items:</u> For loans and leases, as well as core deposits, balances as of the acquisition date are pro-rated to the post-merger period being used in the comparison. For example, to estimate the impact on 2006 first quarter average balances, one-third of the closing date balance was used as those balances were in reported results for only one month of the quarter. Full quarter and year-to-date estimated impacts were developed using this same pro-rata methodology. This methodology assumes acquired balances will remain constant over time.

Income Statement Items: For income statement line items, Unizan's actual full year results for 2005 were used for pro-rating the impact or post-merger periods. For example, to estimate the 2006 first quarter impact of the merger on personnel costs, one-welfth of Unizan's full-year 2005 personnel costs was used. Full quarter and year-to-date estimated impacts were developed using this same pro-rata methodology. This results in an approximate impact since the methodology does not adjust for any unusual items or seasonal factors in Unizan 2005 reported results or synergies realized since the merger date. amount was used The one exception to this methodology relates to the amortization of intangibles expense where the actual post-merger

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. Significant and/or 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 consensus amounts, which typically exclude the impact of significant and/or one-time items. Earnings per share equivalents are usually calculated by applying a 35% effective tax rate to

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.

## Forward Looking Statements



Huntington and Sky Financial, which are subject to numerous assumptions, risks, and uncertainties. goals, and projections, and including statements about the benefits of the merger between This presentation contains certain forward-looking statements, including certain plans, expectations

Actual results could differ materially from those contained or implied by such statements for a variety of factors including: the businesses of Huntington and Sky Financial may not be integrated nature, extent, and timing of governmental actions and reforms; and extended disruption of vital pressures on product pricing and services; success and timing of other business strategies; the not approve the merger; changes in economic conditions; movements in interest rates; competitive obtained on the proposed terms and schedule; Huntington and/or Sky Financial's stockholders may clients, associates, or suppliers; the required governmental approvals of the merger may not be savings and any revenue synergies from the merger may not be fully realized within the expected successfully or such integration may take longer to accomplish than expected; the expected cost Sky Financial with the Securities and Exchange Commission. infrastructure; and other factors described in Huntington's 2006 Annual Report on Form 10-K, Sky timeframes; disruption from the merger may make it more difficult to maintain relationships with Financial's 2006 Annual Report on Form 10-K, and documents subsequently filed by Huntington and

All forward-looking statements are based on information available at the time of the release

Neither Huntington nor Sky Financial assumes any obligation to update any forward-looking statement.

# Additional Information About the Huntington and Sky Financial Group Merger and Where to Find It



statement/prospectus will be mailed to stockholders of Huntington and Sky Financial. 614-480-4060, or Sky Financial, 221 South Church Street, Bowling Green, Ohio, 43402. The final proxy request to Huntington, Huntington Center, 41 South High Street, Columbus, Ohio 43287, Attention: Investor Relations S-4 with the Securities and Exchange Commission, which includes a proxy statement/prospectus. Stockholders will be Exchange Commission. On April 19, 2007, Huntington filed Amendment No. 2 to the registration statement on Form Huntington and Sky Financial will be filing relevant documents concerning the transaction with the Securities and incorporated by reference in the proxy statement/prospectus can also be obtained, without charge, by directing a Copies of the proxy statement/prospectus and the filings with the Securities and Exchange Commission that will be Huntington and Sky Financial, at the Securities and Exchange Commission's internet site (http://www.sec.gov) able to obtain a free copy of the proxy statement/prospectus, as well as other filings containing information about In connection with the proposed merger of Huntington Bancshares Incorporated and Sky Financial Group.

the Securities and Exchange Commission regarding the proposed transaction when they become available, because they will contain important information. Stockholders are urged to read the proxy statement/prospectus, and other relevant documents filed with

otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available SEC by Huntington on April 19, 2007. Information regarding Sky Financial's directors and executive officers is directors and executive officers is available in its proxy statement included in the registration statement filed with the participants in the solicitation of proxies in respect of the proposed merger. Information regarding Huntington's the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or available in its proxy statement filed with the SEC by Sky Financial on February 23, 2006. Other information regarding The directors and executive officers of Huntington and Sky Financial and other persons may be deemed to be

### Contents



- 2007 First quarter highlights
- 2007 First quarter financial review
- Credit quality review
- Appendix

### First Quarter Highlights

### 2007 First Quarter Highlights



- Reported earnings were \$0.40 per common share
- Negatives included:
  - Equity investment and litigation losses
  - MSR mark-to-market valuation net loss
  - Declines in residential real estate and home equity loans
- · Underlying earnings were consistent with our expectations
- Positives included:
  - Higher net interest margin
  - Strong growth in middle market C&I loans and small business loans
  - Growth in core deposits
  - Strong growth in mortgage banking, trust, and brokerage and insurance income
  - Decline in expenses
  - Lower net charge-offs
  - Good growth in automobile loans

### 2007 First Quarter Highlights



- Credit quality performance was mixed:
  - Higher NPAs
  - Higher provision for credit losses which exceeded net charge-offs by \$11.3 million
  - Lower net charge-offs
- Sky Financial Group merger integration preparation proceeding as planned

### Financial Review

### 1Q07 Earnings Summary



After-tax <u>EPS</u> Net income \$95.7 MM \$0.40

Significant Items

Favorable/(Unfavorable)

EPS (2) Earnings (1) \$ (8.5) MM \$ (0.02) Equity investment losses MSR mark-to-market net of hedge-related trading activity (2.0)(0.01)(1.9) (0.01)Litigation losses

(1) Pre-tax (2) After tax

### 2007 First Quarter Overview



### Financial Performance vs. 4Q06

- \$0.40 EPS... includes negative impacts from loss on equity investments (\$0.02), negative net MSR mark-to-market net of hedge-related trading activity (\$0.01), and litigation losses (\$0.01)
- 3.36% net interest margin, up 8 basis points
- 5% annualized growth in average total commercial loans
- 7% annualized decline in average total consumer loans
  - 12% annualized decline in average residential mortgages
  - 5% annualized decline in average home equity loans
  - 4% annualized decline in average total automobile loans and leases
- 2% annualized growth in average total core deposits
- 0.28% net charge-off ratio, down 7 basis points
- 1.08% allowance for loan and lease losses, up 4 basis points
- 7% increase in NPAs with 56% of total NPAs representing residential real estate assets and assets guaranteed by the US Government
- 0.79% period end non-performing asset ratio, up 5 basis points
- 7.06% period-end tangible common equity ratio, up from 6.87%

### Quarterly Performance Highlights

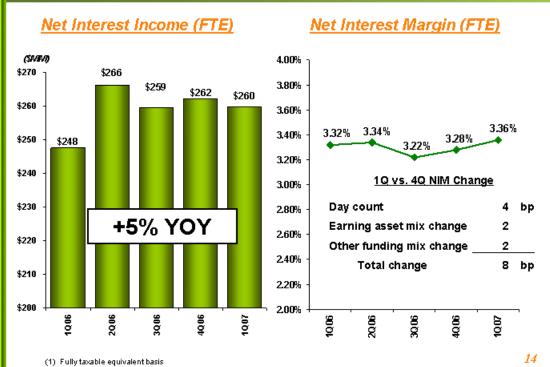


EPS	1Q07	<u>4Q06</u>	<u>3Q06</u>	<u>2Q06</u>	<u>1Q06</u>
	\$0.40	\$0.37	\$0.65	\$0.46	\$0.45
ROA	1.11%	0.98%	1.75%	1.25%	1.26%
ROE	12.9%	11.3%	21.0%	14.9%	15.5%
Return on tangible equity <sup>(2)</sup>	16.5%	14.5%	27.1%	19.3%	18.0%
ICG <sup>(2)</sup>	4.4%	3.7%	12.9%	6.8%	6.9%
Net interest margin	3.36%	3.28%	3.22%	3.34%	3.32%
Efficiency ratio	59.2%	63.3%	57.8%	58.1%	58.3%
Loan & lease growth <sup>(3)</sup>	(1)%	%	2%	20%	8%
Core deposit growth <sup>(4)</sup>	2 %	(1)%	1%	23%	15%
Net charge-offs annualized	0.28%	0.35%	0.32%	0.21%	0.39%
NPA ratio <sup>(5)</sup>	0.79%	0.74%	0.65%	0.65%	0.59%
ALLL/loans & leases <sup>(5)</sup>	1.08%	1.04%	1.06%	1.09%	1.09%
ACL/loans & leases <sup>(5)</sup>	1.23%	1.19%	1.21%	1.24%	1.24%
Tang. equity/assets <sup>(5)</sup>	7.06%	6.87%	7.13%	6.46%	6.97%
Tang. com. equity/risk weighted assets <sup>(5</sup>	7.69%e	7.65%	7.97%	7.29%	7.80%

<sup>(1) =</sup> Net Income less expense for amortization of intangibles divided by average tangible shareholder equity (shareholder equity - intangible assets)
(2) = ROE × (1-(dividend declared per share/earnings per share))
(3) Average linked quarter growth rate annualized; impacted by loan sales
(4) Average linked quarter growth rate annualized
(5) Period end
e = estimate

### Net Interest Income & Margin Trends (1)





### Loan & Lease Asset Trends



Average (\$B)	Annualized Growth (1)					
		1Q07 v	4Q06 v	1Q07 v		
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	1 <u>Q06</u>		
Total commercial	<u>\$12.5</u>	5	9	12 %		
Auto Ioans <sup>(2)</sup>	2.2	20	6	11		
Auto direct financing leases	1.7	(30)	(28)	(24)		
Home equity	4.9	(5)	(5)	2		
Residential real estate (2)	4.5	(12)	(10)	4		
Other consumer	0.4	(7)		(6)		
Total consumer	13.7	(7)	(8)			
Total loans and leases	\$26.2	(1) %	%	5 %		
Total earning assets	<del>\$31.3</del>	(5) % 	(4) %	4 %		

<sup>(1)</sup> Linked quarter percent change annualized (2) Impacted by loan sales

### Core Deposit Trends

Includes core CDs, savings, and other deposits



Average (\$B)		Annualized	d Growth (1)	
		1Q07 v	4Q06 v	1Q07 V
	1Q07	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>
<u>Commercial</u>				
Demand deposits – non-int. bearing	\$ 2.7	(14)%	9 %	1 %
Demand deposits – int. bearing	0.5	59	(1)	39
Other core deposits <sup>(2)</sup>	3.7	2_	(4)	17
Total	6.9	(1)	1	11
<u>Consumer</u>				
Demand deposits – non-int. bearing	0.8	24	4	9
Demand deposits – int. bearing	1.9	15	11	15
Other core deposits <sup>(2)</sup>	10.0	(1)	(5)	2
Total	12.7	3	(2)	4
<u>Total</u>				
Demand deposits – non-int. bearing	3.5	(6)	8	3
Demand deposits – int. bearing	2.3	24	9	19
Other core deposits <sup>(2)</sup>	<u>13.8</u>		(5)	5
Total	\$19.7	2 %	(1) %	<u>6 %</u>
			<u>-</u> _	
(1) Linked guarter percent change annualized				

### Non-interest Income



(\$MM)		Better	or (Worse) vs.	
	1Q07	40	1Q06	
Deposit service charges	\$ 44.8	\$ (3.8)	(8) %	9 %
Other service charges	13.2	(0.6)	(4)	15
Total service charges	58.0	(4.4)	(7)	10
Trust services	25.9	2.4	10	22
Brokerage / insurance	16.1	1.5	10	6
Bank owned life insurance	10.9	0.0	0	6
Mortgage banking	9.4	3.2	52	(29)
Gain on sale of auto loans	1.1	(0.1)	(9)	nm
Other <sup>(2)</sup>	23.8	(14.0)	(37)	(49)
Sub-total	145.1	(11.3)	(7)	(9)
Securities gains (losses)	0.1	15.9	nm	nm
Total reported	\$145.2 ————	\$ 4.6	3 %	(9) %

<sup>(1)</sup> Linked quarter percentage growth is not annualized

<sup>(2)</sup> Other income includes primarily other commercial fees, investment banking fees, automobile and other lease-related fee income, and equity investment income/losses

### Non-interest Expense



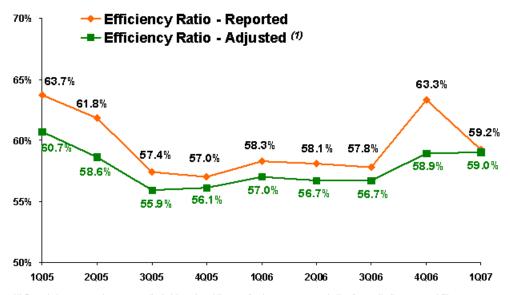
(\$MM)		Better or (Worse) vs.			
	1Q07	400	06 <sup>(1)</sup>	1Q06	
Personnel costs	\$134.6	\$ 3.3	2 %	(2) %	
Net occupancy	19.9	(2.6)	(15)	(11)	
Outside services	21.8	(1.1)	(5)	(10)	
Equipment	18.2	(0.1)		(10)	
Professional services	6.5	2.5	28	(21)	
Marketing	7.7	(1.5)	(24)	(5)	
Telecommunications	4.1	0.5	11	15	
Printing and supplies	3.2	0.4	10	(6)	
Amortization of intangibles	2.5	0.5	16	nm	
Other <sup>(2)</sup>	23.4	23.9	51	24	
Total reported	\$242.1	\$ 25.7	10 %	(2) %	

<sup>(1)</sup> Linked quarter percentage growth is not annualized

<sup>(2)</sup> Other expense includes insurance, travel, postage, operational losses, contributions, operating lease & misc. fees and commissions

### **Efficiency Ratio Trends**



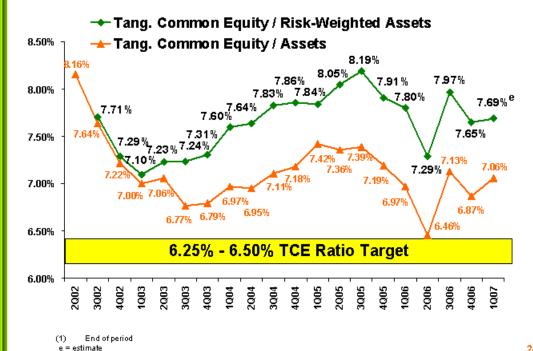


(1) Reported revenue and expenses adjusted for automobile operating lease expense and other items affecting comparability.

See Operating Leverage & Efficiency Trend slide in the Appendix for a complete reconciliation between GAAP and adjusted revenue and expenses.

### Capital Trends (1)





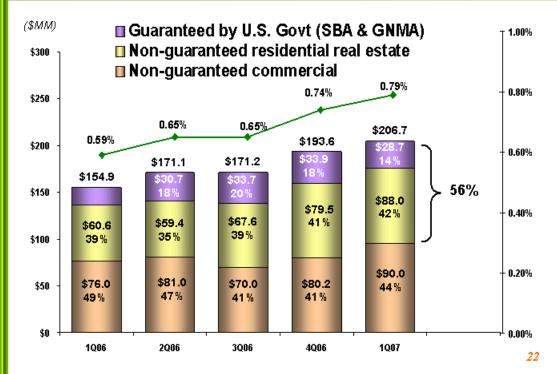
### Credit Quality Trends Overview



	1Q07	<u>4Q06</u>	<u>3Q06</u>	<u>2Q06</u>	<u>1Q06</u>
NPA ratio	0.79%	0.74%	0.65%	0.65%	0.59%
Net charge-off ratio	0.28	0.35	0.32	0.21	0.39
90+ days past due	0.27	0.23	0.24	0.19	0.20
Consumer	0.44	0.40	0.41	0.30	0.36
Middle-market C&I	0.01		0.01		0.02
Middle-market CRE	0.23	0.04	0.06	0.12	
Small bus, C&I & CRE	0.03	0.06	0.04	0.03	
ALLL ratio	1.08	1.04	1.06	1.09	1.09
NPA coverage ratio	137	141	164	168	183
NPL coverage ratio	180	189	217	213	209

### Non-performing Assets Trends





### Net Charge-off Ratios (0)

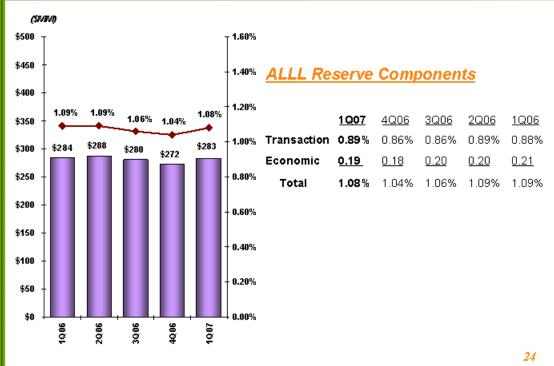


	1007	4Q06	3Q06	2Q06	1Q06
	<u>1Q07</u>	<u>4000</u>	<u>3Q00</u>	<u>2000</u>	1000
Middle-market C&I	%	(0.12)%	0.12%	(0.04)%	0.53%
Middle-market CRE	0.04	0.41	0.06	0.14	
Small business C&I & CRE	<u>0.34</u>	<u>0.75</u>	<u>0.74</u>	<u>0.43</u>	<u>0.73</u>
Total commercial	<u>0.08</u>	0.22	0.23	<u>0.12</u>	<u>0.38</u>
Auto Ioans	0.52	0.46	0.34	0.23	0.60
Auto leases	0.52	0.62	0.47	0.34	0.63
Home equity	0.49	0.47	0.53	0.38	0.37
Residential RE	0.17	0.19	0.07	0.06	0.07
Other direct	<u>2.56</u>	<u>2.63</u>	<u>2.54</u>	<u>1.89</u>	<u>1.72</u>
Total consumer	0.46	<u>0.46</u>	<u>0.40</u>	0.30	<u>0.40</u>
Total	0.28%	0.35%	0.32%	0.21%	0.39%

<sup>(1)</sup> Annualized

### Allowance for Loan & Lease Losses (ALLL)





### Allowances for Credit Losses (ACL) (0)



(\$MM) Allowance for loan	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>2Q06</u>	<u>1Q06</u>
and lease losses (ALLL)	\$283.0	\$272.1	\$280.2	\$287.5	\$283.8
Allowance for unfunded loan commitments and LOCs (AULC)	40.5	40.2	39.3	38.9	39.3
Total allowance for credit losses (ACL)	\$323.5	\$312.2	\$319.5	\$326.4	\$323.1 
ALLL as % of total loans and leases total NPAs total NPLs	1.08% 137 180	1.04% 141 189	1.06% 164 217	1.09% 168 213	1.09% 183 209
ACL as % of total loans and leases total NPAs total NPLs	1.23% 157 206	1.19% 161 217	1.21% 187 247	1.24% 191 241	1.24% 209 238
non-guaranteed commercial NPAs	360	389	456	403	425

(1) End of period

### CRE - Single Family Builders (1)



### Current portfolio (2) - \$945 Million

Vertical construction	\$643 MM	68 %
Land under development	122	13
Land held for development	180	19

- · No geographic concentration within footprint markets
- NCO ratio: 1Q07: 0.08% 12 month trailing: 0.62%
- NPA ratio of 1.41% (2)
- · Risk of loss reduced due to specific review of underwriting standards and client selection in 2005
- Market observations
  - General slowdown in the market reflecting declining prices and excess inventory
  - Smaller developers showing signs of deterioration, manifested in higher monitored credit balances
  - Spring and summer sales season will determine potential losses
- (1) Includes middle-market CRE and small business CRE loans (2) 3/31/07

### Residential Lending Review



### First Mortgages

### Current portfolio (1) - \$4.5 Billion

- Focused on prime borrowers
  - No sub-prime lending
  - No option ARM structures
  - No negative amortization loans
  - Focused Alt-A program... \$660 MM outstanding / 13% of residential portfolio / 11% of 2006 production
  - Limited interest only exposure... \$800 MM outstanding / 17% of residential portfolio / 10% of 2006 production
- Portfolio management and underwriting consistent with regulatory expectations
  - All applications centrally underwritten
  - Reduced broker origination channel volume beginning early 2005
  - Significantly reduced interest only volume beginning 2006, with specific credit requirements
  - Implemented more conservative underwriting for Alt-A in late 2005

(1) 1Q07 average balances 27

### Residential Lending Review



### **Home Equity Lending**

### Current portfolio (1) - \$4.9 Billion

- Focused on prime borrowers
  - Since 2004 increased average FICO at origination from 720 to 740 and percentage of originations below 640 decreased from 10% to 3%
- Three origination channels (prior 12 months)

Banking offices
Huntington Call Center
Broker relationships
7%

- All applications centrally underwritten
  - Broker applications decisioned separately with higher property valuation requirements and more conservative credit criteria
- Cross sold with first mortgage originations
- Primary product offers up to 89.9% loan to value (LTV)
- Portfolio LTV of 80%
- No product offering in excess of 100% LTV
- Debt/Income (D/I) policy of 45%

(1) 1Q07 average balances 28

### Residential Lending Origination Trends



(\$ in millions)	<u>1Q07</u>	2006	2005	<u>2004</u>	2003
First Mortgages					
Originations (1)	\$180	\$1,075	\$1,278	\$1,752	\$1,464
Alt-A % of originations	8%	16%	20%	22%	8%
Avg. FICO <sup>(2)</sup>	720	732	720	723	710
Avg. LTV <sup>(2)</sup>	73%	72%	74%	73%	72%
Home Equity Lines					
Originations (1)	\$351	\$1,137	\$1,330	\$1,741	\$1,577
Avg. FICO <sup>(2)</sup>	748	738	730	721	723
Avg. LTV <sup>(2)</sup>	75%	76%	80%	81%	80%
Home Equity Loans					
Originations (1)	\$211	\$547	\$571	\$511	\$410
Avg. FICO <sup>(2)</sup>	742	731	718	710	702
Avg. LTV <sup>(2)</sup>	66%	66%	65%	65%	68%

<sup>(1)</sup> Originated loans still outstanding

<sup>(2)</sup> At origination

### 2007 Outlook - As of 4/19/07



### Earnings per share (1)

\$1.84 - \$1.89

### Assumptions (2)

- Revenue growth <sup>(3)</sup>
  - Net interest margin <sup>(4)</sup>
  - Average loan growth
  - Average core deposit growth
  - Non-interest income growth
- Expense growth <sup>(3)</sup>
- Operating leverage
  - Improvement in the efficiency ratio
- Credit quality
  - Net charge-off ratio
  - NPA ratio (4)
  - ALLL ratio <sup>(4)</sup>

### low-/mid-single digit

relatively stable mid-single digit

low-/mid-single digit

mid-/high-single digit

low-single digit 1% +/-

low end of 35-45 bp range continued pressure trending upward modestly

### + Slight EPS accretion from Sky Financial Group acquisition

- (1) Includes estimated 6-month net positive earnings impact from acquisition of Sky Financial Group, excluding merger charges
- (2) Excludes estimated 6-month impact from Sky Financial Group merger
- (3) Excludes automobile operating lease accounting impact
- (4) Compared with 1007 level



### The Local Bank With National Resources

## Appendix 132

### Appendix



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				-	â

## Franchise 34

### Huntington Bancshares Overview – 3/31/07



### Midwest financial services holding company

Founded

Headquarters - Columbus, Ohio

Total assets - \$35 billion

Employees (1) - 7,863

Franchise:

**Regional Banking** 

- Retail & Commercial Banking 371 Offices / 1,004 ATMs

5 States + AZ, FL, GA, NC, NJ, PA, SC, TN **Dealer Sales** 

**Private Financial Group** 5 States / 6 offices (2)

FL / 4 offices (3)

5 States / 8 Regions

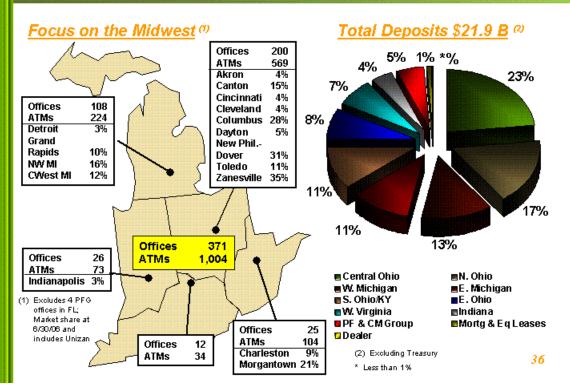
Mortgage Banking (4) 5 States + MD, NJ

Full-time equivalent (FTE) Dedicated shared office with Regional Banking Includes 2 full-service offices + 2 trust offices

Part of Regional Banking

### The Huntington Franchise – 3/31/07

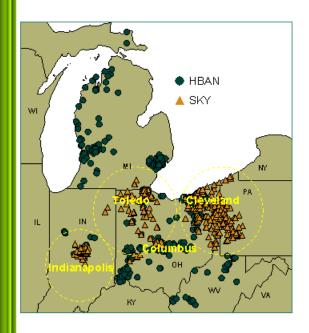




Franchise
Pro-forma Including
Impact of Pending
Merger of
Sky Financial Group

### A Stronger Regional Presence





### Pro Forma Deposits - Top 11 MSAs

MSA	<u>Rank</u>	<u>B0s</u>	<u>Deposits</u>	<u>Share</u>
Columbus	1	81	\$8,625	28.1%
Cleveland	5	78	3,330	5.2
Indianapolis	3	63	2,624	10.6
Detroit	8	42	2,297	2.6
Toledo	1	56	2,258	24.9
Pittsburgh	7	46	1,845	3.0
Youngstown	1	40	1,777	21.5
Cincinnati	5	37	1,546	3.8
E. Liverpool-Salem	1	15	1,261	57.9
Canton-Massillon	1	28	1,238	24.3
Grand Rapids	3	23	1,216	10.3

BOs = Banking offices

Source: SNL Financial, company presentations and filings. FDIC deposit data as of June 30, 2008; excludes the impact of any banking office closings

### Pro Forma Deposit Market Share (0)



(\$MM)		Hui	ntingtor	1		Sky	Financ	ial		Pro	Forma	
	Rank	<u>B0s</u>	<u>Deposits</u>	<u>Share</u>	Rank	<u>B0s</u>	<u>Deposits</u>	<u>Share</u>	Rank	<u>BOs</u>	<u>Deposits</u>	<u>Sha</u> i
Ohio	4	228	\$16,278	7.8%	7	221	\$8,620	4.1%	3	449	\$24,898	11.9
Michigan	9	119	5,143	3.4	93	5	125	0.1	9	124	5,268	3.6
Indiana	23	25	798	0.9	9	44	2,016	2.3	5	69	2,815	3.2
Pennsylvania					17	66	2,552	1.1	17	66	2,552	1.1
West Virginia	6	31	1,549	6.2	61	3	76	0.3	6	34	1,625	6.6
Kentucky	28	14	444	0.7					28	14	444	0.7
Columbus	1	67	\$8,302	27.0%	15	14	\$ 323	1.1%	1	81	\$8,625	28.1
Cleveland	8	47	2,370	3.7	13	31	960	1.5	5	78	3,330	5.2
Indianapolis	9	19	617	2.5	4	44	2,007	8.0	3	63	2,624	10.6
Detroit	8	42	2,297	2.6					8	42	2,297	2.6
Toledo	4	20	969	10.7	3	36	1,289	142	1	56	2,258	248
Pittsburgh					7	46	1,845	3.0	7	46	1,845	3.0
Youngstown					1	40	1,777	21.5	1	40	1,777	21.5
Cincinnati	5	36	1,532	3.8	75	1	14	0.0	5	37	1,546	3.8
E. Liverpool-Salem					1	15	1,261	57.9	1	15	1,261	57.8
Canton-Massillon	2	16	783	15.4	6	12	455	8.9	1	28	1,238	243
Grand Rapids	3	23	1,216	10.3					3	23	1,216	10.3
Akron	8	13	447	4.2	9	15	427	4.0	6	28	874	8.3
Dayton	6	11	468	4.6	11	4	129	1.3	6	15	597	5.9

June 2006 FDIC data; excludes impact of any banking office closings
 BOS = Banking offices

### Strategy, Organization and History

### The Huntington Template



### Market Positioning

- Local Bank with National Resources
- Local execution within corporate standards
- Local discretion with performance accountability
- Focus on Ohio, Michigan, West Virginia, Indiana and neighboring markets
- Focus on middle-market commercial, small business, consumer, high-wealth, and auto dealership clients

### Value Proposition

- "Simply the Best" service

### Our Formula for Growing Earnings



- Formula:
- Stable net interest margin
  - + Modest loan growth
- + Modest deposit growth
- + Good growth in selected fee income activities
  - + Controlled expense growth
    - + Stable credit quality
  - = Reasonable earnings growth
- Augmented by:
  - Market consolidation benefits
  - Disciplined capital management

"A well-conceived, well-executed plan in a low growth market... is better than an ill-conceived, poorly executed plan in a high growth market"

### **Growth Opportunities**



- · Affinity Banking... Buckeye / Blue Jackets banking
- Huntington for Schools
- · Leverage online banking capabilities
- New offices in growth markets... 8 in 2006
- Improve customer loyalty through improved service experience
- Micro marketing... 3 mile radius focus
- Exploit growing business segments... Healthcare in West Michigan
- Centers of Expertise... equipment leasing and SBA lending
- · Wealth management

### M&A Philosophy



### Huntington is positioned to participate in further Midwest consolidation

### Considerations

- Build market share in existing markets
- Enter new markets with high market shares
- Enrich our deposit mix... higher relative DDA
- Similar business model / focus on service excellence
- Retain local management
- Similar core values / culture
- Revenue opportunities... new / leveraging product and service capabilities
- Leverage technology expertise
- Adds to shareholder value from the start

### M&A Discipline



- The value of synergies must exceed the premium paid to the seller
- First year GAAP accretion for Huntington
  - Excludes one time merger charges
  - Includes impact of intangible amortization
- . Significant GAAP accretion for second year and beyond
  - Long-term incremental accretion of 10%+
  - Must have significant long-term benefit
- Use of Realistic Cost Savings
  - Targets within footprint
  - Ability to leverage existing Huntington infrastructure

### Organization



### **The Local Bank**

### **REGIONS**

**Central Ohio** 

Northern Ohio

**Eastern Ohio** 

Southern Ohio/KY

**East Michigan** 

West Michigan

Indiana

West Virginia

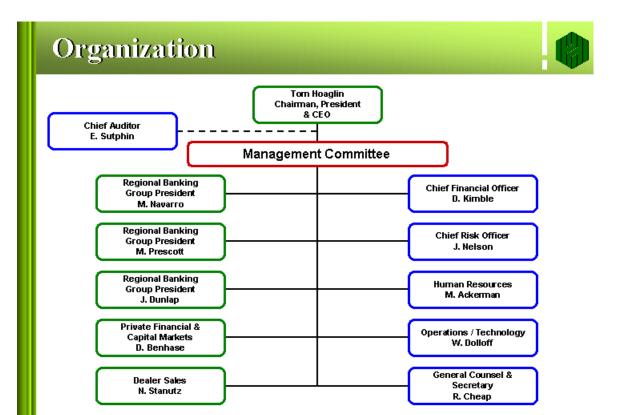
### **National Resources**

### **BUSINESSES**

- Commercial
- Retail
- Private Financial
- Dealer Sales
- Mortgage
- Capital Markets
- Huntington Investment Co.

### CORPORATE SUPPORT

- Legal
- Finance
- Operations and Technology
- · Human Resources
- Risk Management
- Credit Administration



### Senior Leadership Team



			Experience	<u>Yrs</u>	
	<u>Position</u>	<u>Appointed</u>	<u>Banking</u>	<u>HBAN</u>	
Tom Hoaglin	Chairman, President and CEO	1Q01	33	5	
Dick Cheap	General Counsel and Secretary	2Q98	8	8	
Dan Benhase	SEVP-Pvt. Fin'l & Cap.Mkts.	2Q00	25	6	
Mary Navarro	SEVP–Regional Banking Group Pres.	2Q06	30	4	
Nick Stanutz	SEVP-Dealer Sales	2Q99	28	20	
Melinda Ackerman	EVP-Human Resources	1Q05	31 <sup>(1)</sup>	1	
Willie Dolloff	EVP-Operations/Technology	2Q00	33	32	
Dick Witherow	EVP-Chief Credit Officer	4Q06	32	5	
Don Kimble	EVP-CFO	3Q04	19	2	
Jim Nelson	EVP-Chief Risk Officer	4Q04	20	1	
Eric Sutphin	EVP-Chief Auditor	3Q04	18	2	
Mike Prescott	Regional Banking Group President	2Q06	19	11	
Jim Dunlap	Regional Banking Group President	2Q06	27	27	

<sup>(1)</sup> Outside of banking

### **Brief History**



- 1866 P. W. Huntington & Company opened Pelatiah Webster Huntington, President
- 1878 Bank moved headquarters to 17 S. High Street
- 1905 Incorporated as The Huntington National Bank of Columbus
- 1923 Construction of the main branch at 17 S. High Street begun
- 1966 Huntington Bancshares Incorporated bank holding company formed as a Maryland corporation... The parent of The Huntington National Bank
- 1983 Huntington shares listed on NASDAQ
- 2001 Strategic restructuring launched
- 2004 Record EPS
- 2005 Record EPS
- 2006 Record EPS
  - Announced proposed acquisition of Sky Financial Group

### Major Milestones – 2001 - 2003



### 2001

- 1Q Hoaglin appointed CEO
- 2Q Completed strategic review
  - Launched major restructuring initiative
- 3Q 400 share employee option grant
  - Announced SunTrust to purchase Florida banking operations
  - Announced 20% dividend decrease

### 2002

- 1Q Launched CSS/ARGO banking office teller technology upgrade
  - Closed Florida sale to SunTrust
  - Initiated 22 million share repurchase program
  - Acquired Haberer Investment Advisor
  - Launched online banking upgrade
- 3Q Sold J. Rolfe Davis Insurance Agency
  - Restructured Huntington Merchant Services LLC
  - Acquired LeaseNet Group Inc.
  - 300 share employee option grant
- 4Q Completed CSS/ARGO teller system installation
  - Sold \$47 mm of NPAs

### 2003

- 1Q Initiated 8 million share repurchase program
  - Sold \$556 mm of auto loans
- 2Q Announced formal SEC investigation and DFL/OL restatement
  - Increased dividend 9.4%
  - Sold \$570 mm of auto loans
- 3Q Adopt FIN 46
  - Restatement for prospective adoption of deferral accounting and other changes
  - Sold Martinsburg, WV banking offices
- 4Q Restatement for retroactive application of deferral accounting
  - Sold \$1,020 mm of auto loans
  - Sold \$43 mm of NPAs
  - Extinguished \$250 mm of L-T debt
  - Launched ESS platform system technology release #1

### Major Milestones – 2004



### 2004

- 1Q Announced merger with Unizan Financial Corp.
  - Sold \$868 mm of auto loans
- 2Q Announced 14.3% increase in the common stock dividend
  - Federal Reserve extends review period for Unizan merger
  - Sold \$512 mm of auto loans
  - Transferred \$102 mm of auto loans to held for sale
  - Initiated 7.5 million share repurchase program
- 3Q Announced negotiations with SEC to resolve formal investigation
  - Kimble appointed Chief Financial Officer
  - Sutphin appointed Chief Auditor
  - Sold \$153 mm of auto loans
- 4Q Nelson appointed Chief Risk Officer
  - Announced expected Federal Reserve Bank of Cleveland (FRBC) and OCC formal supervisory agreements
  - Announced withdrawal of pending Unizan Financial Corp. merger application with the Federal Reserve and negotiations for a one-year extension of the Unizan merger agreement
  - Rating agency actions (see Capital Issues slide)
  - Announced extension to Unizan merger agreement
  - Completed ESS platform system technology release #1 installation

### Major Milestones – 2005



### 2005

- 1Q Announced Federal Reserve (FRB) and OCC formal written supervisory agreements
  - Ackerman appointed Human Resources
  - Kelsheimer appointed President of Northern Ohio region
- 2Q Announced resolution of SEC formal investigation
  - Reactivated 7.5 million share repurchase program
  - Launched business banking on-line
  - Announced agreement to add 99 ATMs in Walgreen stores
- 3Q Received national excellence awards from Greenwich Associates
- 4Q Announced termination of OCC formal written supervisory agreement
  - Announced 15 million share repurchase program
  - Re-filed Unizan application
  - Agreements for additional ATMs; Walgreen (33) and Cardtronics (77)

### Major Milestones – 2006



### 2006

- 1Q Announced 16.3% increase in common stock dividend
  - Completed merger with Unizan Financial Corp.
  - James Dunlap, Mary Navarro, and Michael Prescott named Regional Banking Group Presidents
- 2Q Successfully completed Unizan conversion on April 24, 2006... converted 110,000 consumer and business accounts
  - Announced termination of FRB formal written supervisory agreement
- 4Q Acquired Unified Fund Services, Inc.
  - Witherow appointed Chief Credit Officer
  - Cross appointed Senior Lender
  - Smith appointed President of Eastern Michigan region
  - Announced merger of Sky Financial Group

## Financial Overview

## 2006 Highlights

### 2006 Earnings Summary



**EPS** 

(0.01) (0.01)

(0.01)

(0.01)

(0.01)

After-tax

(5.5)

(4.8)

(3.7)

(3.2)

(2.3)

Net income	\$461.2 MM	\$1.92
Significant Items	Favorable/(Unf Earnings (1)	avorable) EPS <sup>(2)</sup>
Reduction to federal income tax expense (2)	\$84.5 MM	\$ 0.35
Equity investment gains	7.4	0.02
MSR FAS 156 accounting change	5.1	0.01
Gain on sale of MasterCard <sup>®</sup> stock	3.3	0.01
Balance sheet restructuring	(77.7)	(0.21)
Huntington Foundation contribution	(10.0)	(0.03)

Unizan merger costs

Automobile lease residual value losses

Severance and consolidation expenses

Adjustment for equity method investments

Adjustment to defer home equity annual fees

<sup>(1)</sup> Pre-tax unless otherwise noted

<sup>(2)</sup> After tax

### Performance Highlights



EPS	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>
	\$1.92	\$1.77	\$1.71	\$1.61	\$1.33
ROA	1.31%	1.26%	1.27%	1.29%	1.24%
ROE	15.7%	16.0%	16.8%	17.0%	14.5%
ICG (*)	7.5%	8.4%	9.4%	9.9%	7.5%
Net interest margin	3.29%	3.33%	3.33%	3.49%	3.62%
Efficiency ratio	59.4%	60.0%	65.0%	63.9%	65.6%
Loan & lease growth <sup>(2)</sup>	7%	10%	11%	15%	(4)%
Core deposit growth <sup>(3)</sup>	10%	6%	4%	1%	(14)%
Net charge-offs annualized	0.32%	0.33%	0.35%	0.81%	1.13%
NPA ratio <sup>(4)</sup>	0.74%	0.48%	0.46%	0.41%	0.74%
ALLL/loans & leases <sup>(4)</sup>	1.04%	1.10%	1.15%	1.42%	1.62%
ACL/loans & leases <sup>(4)</sup>	1.19%	1.25%	1.29%	1.59%	1.81%
Tang. equity/assets <sup>(4)</sup>	6.87%	7.19%	7.18%	6.79%	7.22%
Tang. com. equity/risk weighted assets <sup>(4)</sup>	7.65%	7.91%	7.86%	7.31%	7.29%

<sup>(1) =</sup> ROE × (1-(dividend declared per share/earnings per share))
(2) Average; impacted by automobile loans sales and 2002 by sale of Florida banking operations
(3) Average; impacted in 2002 by sale of Florida banking operations; 2002 does not reflect the 3006 reclass of certain consumer CDs to core deposits
(4) Period end

### Operating Leverage – 2006 vs. 2005



(\$MM)	_2006	2005	Better or	(Worse)			
Reported / GAAP							
Total revenue – FTE	\$1,596.3	\$1,608.1	\$(11.8)	(1)%			
Non-interest expense	1,001.0	969.8	(31.2)	(3)			
Operating leverage				(4)%			
Efficiency ratio (1)	59.4%	60.0%					
Adjusted (2)							
Total revenue – FTE	\$1,636.0	\$1,512.3	\$123.7	8%			
Non-interest expense	937.7	873.9	(63.8)	(7)			
Operating leverage				1%			
Efficiency ratio (1)	57.3%	57.8%					

<sup>(1)</sup> Non-interest expense less amortization of intangibles divided by adjusted total FTE revenue

<sup>(2)</sup> Revenue and expenses adjusted for automobile operating lease expense and other items affecting comparability. See Operating Leverage & Efficiency Trend slide in the Appendix for a complete reconciliation between GAAP and adjusted revenue and expenses

## Significant Items Impacting Earnings Performance Comparisons

# Significant Items Impacting Financial Performance Comparisons



### Quarterly: 2007 & 2006

(in millions, except per share amounts)

Net income - reported earnings

Significant items - fav orable (unfavorable) impact:

Equity investment gains (losses)
WSR matic-to-market not of hedge-related tracking artivity (5)
Litigation losses

1007 After-tex EPS 95.7 \$ 0.40

Earnings (1) EPS

019 (25) (LECO) (LECO) (LECO)

(1) Pre-taxualiss otherwise noted
(2) After tax
(3) After tax
(5) Prior to 2006 MSE whitein charges over a file dad so recovers (impairment) not of heige-related trading county with securitie gate (losses) where so a naturalizedge to such valuation charges.

	Adjustment for equity method investments	Adjustment to defer home equity annual fees	Unizanmerger costs	Severance and consolidation expenses	Automobile lease residual value losses	Huntington Foundation contribution	B alance sheet restructuring	MSR mark-to-market net of hedge-related trading activity $(3)$	MSR FAS 156 accounting change	Gain on sale of Master Card stock	E quity investment gains	Reduction to federal income tax expense (2)	Significant items - favorable (unfavorable) impact:	Net income - reported earnings		(in millions, except per share amounts)
	,		0.4	(45)	(5.2)	(0.01)	(20.2)	(2.5)		2.6	33		Earnings (1)	\$ 87.7	After-tex	4000
	,	,	,	(10.0)	(10.0)	(0.03)	(0.05)	(10.0)		10.0	0.01	,	EPS	87.7 \$ 0.37	EPS	6
	(2.1)		0.5	(1.0)	(0.3)		(37.5)	,			0.4	84.5	Earnings (1)	\$ 157.4 \$ 0.65	After-tax	3006
	(10.0						0.16)					0.35	EPS	\$0.65	EPS	6
	,		(2.6)	(LO)				に		0.8	2.3	,	Earnings (1)	\$ 111.6 \$ 0.46	After-tex	2006
	,	,	(10.0)				,	,			0.01	,	EPS	\$ 0.46	EPS	
	(1.2)	2.3	Q.9	(0.0)				(a.o)	5.1		1.5		Earnings(1)	\$ 104.5 \$ 0.45	After-tax	1006
	,	(0.01)	,				,		0.01			,	EP CO	\$ 0.45	野S	5
9																



# Significant Items Impacting Financial Performance Comparisons



### Full Year: 2005 & 2006

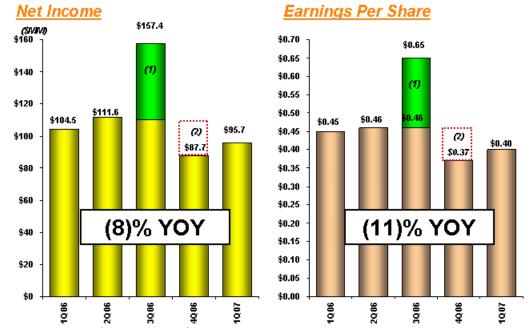
for meditioner areases man places areases.	3006		7005	
formula among the order of the comments of	After-tax	EPS	After-tax	EPS
Net income - reported earnings	461.2 \$ 192	\$ 192	412.1 \$ 1.77	\$ 1.77
Significant items - favorable (unfavorable) impact:	Earnings (1)	EPS	Earnings (1)	EPS
Reduction to federal income tax expense (2)	84.5	0.35	'	
Equity investment gains	7.4	0.02	,	
Gain on sale of Master Card stock	3.3	0.01		
MSR FAS 156 accounting change	5.1	0.01	,	
MSR mark-to-market net of hedge-related trading activity (3)	(1.5)		(7.3)	(0.02)
Balance sheet restructuring	(77.7)	(0.21)	(8.8)	(0.02)
Huntington Foundation contribution	(10.0)	(0.03)		
Automobile lease residual value losses	(5.5)	(0.01)	,	,
Severance and consolidation expenses	(4.8)	(0.01)	(5.1)	(0.01)
Unizan merger costs	(3.7)	(0.01)	(0.7)	
Adjustment to defer home equity annual fees	(2.3)	(0.01)		
Adjustment for equity method investments	(3.2)	(0.01)		1
Net impact of federal tax loss carry back (2)	,		26.9	0.12
Net impact of repatriating foreign earnings (2)	,	,	5.0	(0.02)
Single C&I charge-off, net of allocated reserves			(6.5)	(0.02)
MSR hedging-related securities gains (losses) (3)	,		0.7	
Write-off of equity investment	,		(26)	(0.01)
SEC and regulatory-related expenses	,		(3.7)	(0.01)
*Items impacing quarterly EPS by \$0.01 or greater				
N.M., not a meaningful value				

N/A, not applicable
(1) Fre-tax unless otherwise noted
(2) After-tax
(3) Frior to 2006 MSR valuation changes were reflected as recoveries
(impairments) net of hedge-dated trading activity with securities gains (losses)

## Income Statement

### **Net Income and EPS Trends**





- (1) Includes \$47.1 million after tax (\$0.19 per share) net positive impact due to reduction of federal income tax expense, partially offset by investment securities impairment
- (2) Includes \$23.8 million after tax (\$0.08 per share) net negative impact due to completing the balance sheet restructuring begun after the end of 3006, a contribution to the Huntington Foundation, and other significant items.

### Quarterly Earnings

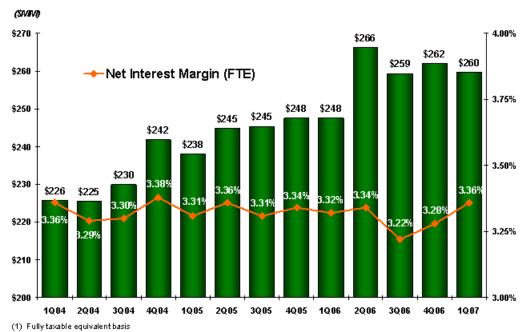


Change	В	(VV)	VS.
--------	---	------	-----

				4Q06	1Q0	6
(\$MM)	<u>1Q07</u>	<u>4Q06</u>	<u>1Q06</u>	<u>Amt.</u>	Amt.	Pct.
Net interest income	\$255.6	\$258.0	\$243.7	\$(2.4)	\$11.9	5%
Provision	(29.4)	(15.7)	(19.5)	(13.7)	(9.9)	(51)
Non-interest income	145.2	140.6	159.5	4.6	(14.4)	(9)
Non-interest expense	(242.1)	(267.8)	(238.4)	25.7	(3.7)	(2)
Pretax income	129.3	115.1	145.3	14.2	(16.0)	(11)
Net income	\$95.7	\$87.7	\$104.5	\$8.0	\$(8.7)	(8)%
EPS	\$0.40	\$0.37	\$0.45	\$0.03	<u>\$(0.05)</u>	<u>(11)</u> %

### Net Interest Income & Margin Trends (0)

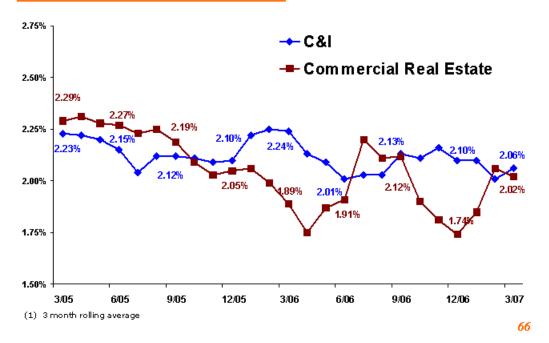




### Commercial Loan Spread Trends (9)



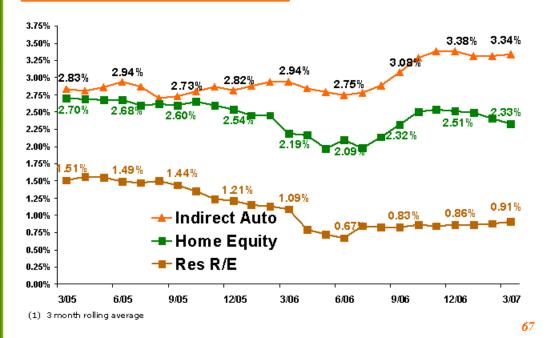
### **New Volume - Last 24 Months**



### Consumer Loan Spread Trends (1)



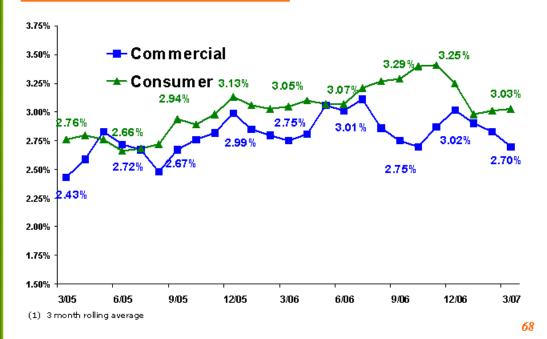
### New Volume - Last 24 Months



### Deposit Spread Trends (1)



### New Volume - Last 24 Months



### **Managing Interest Rate Risk**



Net Interest Income at Risk = Interest Rate Risk + Business Risk

### Interest Rate Risk

 The exposure of income (short-term interest rate risk) and economic values (long-term interest rate risk) to changes in market interest rates

### **Business Risk**

- Examples:
  - Loan volumes fall below expectations
  - Deposit pricing competition that shrinks margins
- These examples cause net interest income volatility and should not be confused as hedgable interest rate risk

### Managing Interest Rate Risk



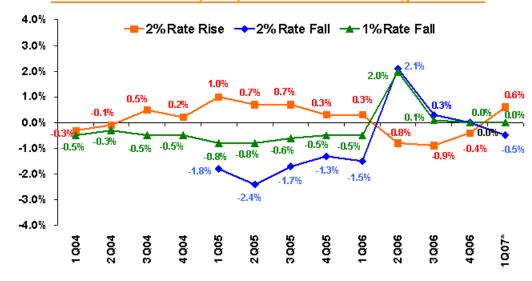
### **Philosophy**

- Strong and relatively stable net interest margin
- Maintain long-term perspective... avoid speculating on the shortterm movement in interest rates
- Policy metrics to manage interest rate risk include:
  - Net interest income at risk simulation model S-T interest rate risk
  - Economic Value of Equity at risk (EVE) L-T interest rate risk
- · Operate within established guidelines
  - Net interest income at risk over 12-month horizon limited to (4)%
  - EVE risk limited to (12)%
- L-T bias to be modestly liability sensitive
  - Natural business flows typically asset sensitive
  - Current positioning to be relatively insensitive to declining interest rates

### Managing Interest Rate Risk @



### Net Interest Income at Risk Forward Curve +2%, -2%, & -1% Gradual Change in Rates



<sup>(1)</sup> All leases treated on direct financing lease basis \* 1Q07 data as of 2/28/07

### **Managing Interest Rate Risk**



### **Modeled Exposure**

### Net Interest Income at Risk (S-T measure) (9)

bp change	(200) bp	(100) bp	+100 bp	+200 bp
2/28/07	(0.5)%	0.0%	0.4%	0.6)%
12/31/06	0.0	0.0	(0.2)	(0.4)
9/30/06	0.3	0.1	(0.3)	(0.9)
6/30/06	2.1	2.0	(0.5)	(0.8)
3/31/06	(1.5)	(0.5)	0.2	0.3

### Economic Value of Equity at Risk (L-T measure) (2)

bp change	(200) bp	(100) bp	+100 bp	+200 bp
2/28/07	(0.4)%	0.9%	(4.5)%	(10.6)%
12/31/06	0.5	1.4	(4.7)	(11.3)
9/30/06	0.9	1.5	(4.4)	(9.9)
6/30/06	2.9	3.1	(5.4)	(11.1)
3/31/06	0.6	1.3	(3.2)	(7.4)

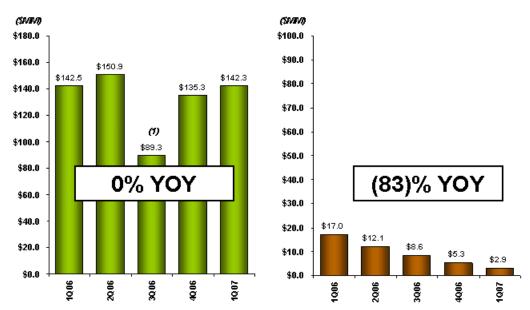
Estimated impact on annualized net interest income over the next 12-month period <u>assuming a gradual change in rates over the next 12-month period above and beyond any rate change already implied in the current yield curve.</u>
Estimated impact on the value of assets and liabilities <u>assuming an immediate and parallel shift in the current yield curve.</u>

### Non-interest Income Trends





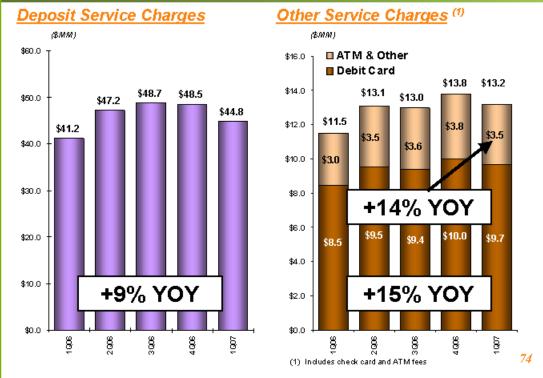
### **Auto Operating Lease Income**

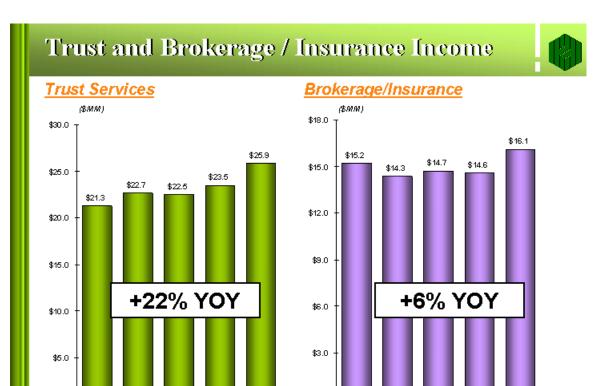


(1) Includes \$57.5 million pre-tax negative impact due to investment securities impairment

### **Deposit and Other Service Charges**







\$0.0

75

\$0.0

### Mortgage Banking Income



(\$MM)	1Q07	<u>4Q06</u>	<u>3Q06</u>	<u>2Q06</u>	<u>1Q06</u>
Origination & secondary marketing	\$4.9	\$ 4.1	\$ 3.1	\$ 7.1	\$ 4.0
Servicing fees	6.8	6.7	6.1	6.0	5.9
Amortz. capitalized servicing	(3.6)	(3.8)	(4.5)	(3.3)	(3.5)
Other mtg. banking income	3.2	1.8	3.9	2.3	2.2
Sub-total	11.4	8.7	8.6	12.1	8.6
MSR recovery <sup>(1)</sup>	(1.1)	(1.9)	(10.7)	8.3	9.2
Net trading gains (losses) <sup>(2)</sup>	(0.9)	(0.6)_	10.7	(6.7)_	(4.6)_
Total	\$ 9.4	\$ 6.2	\$ 8.5	\$ 13.6	\$ 13.2
Investor servicing portfolio (3)	\$ 8.5 B	\$ 8.3 B	\$ 8.0 B	\$ 7.7 B	\$ 7.6 B
Weighted average coupon	5.88%	5.85%	5.83%	5.76%	5.71%
Originations	\$ 0.6 B	\$ 0.7 B	\$ 0.7 B	\$ 0.8 B	\$ 0.6 B
Mortgage servicing rights MSR % of investor	\$134.8 MM	\$131.1 MM	\$129.3 MM	\$136.2 MM	\$123.3 MM
servicing portfolio	1.59%	1.59%	1.62%	1.76%	1.63%

<sup>(1)</sup> Reflects the adoption of SFAS No. 158 effective 1Q08, which records MSRs at fair value. Prior periods reflect temporary impairment or recovery, based on accounting for MSRs at lower of cost or market.

<sup>(2)</sup> Related to MSR hedging and included in other non-interest in∞me

<sup>(3)</sup> End of period

### **Auto Loan Sales**



<u>2007</u> <u>1Q07</u> <u>2Q07</u> <u>3Q07</u> <u>4Q07</u>

Amount \$141 MM
Gain on sale \$1.1 MM

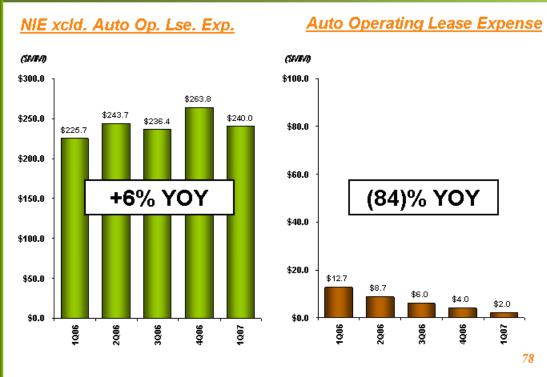
Total auto exposure (1) 14.8 %

2006	<u>1Q06</u>	<u>2Q06</u>	<u>3Q06</u>	<u>4Q06</u>
Amount	\$170 MM	\$218 MM	\$185 MM	\$137 MM
Gain on sale	\$0.4 MM	\$0.5 MM	\$0.9 MM	\$1.3 MM
Total auto exposure (1)	16.5 %	15.8 %	15.4 %	15.0 %

<sup>(1)</sup> End of period; Auto loans and leases + operating lease assets + securitized auto loans / total loans and leases + operating lease assets + securitized auto loans







# Operating Leverage & Efficiency Ratio Trends



### 2006 – 2007 Quarterly Efficiency Ratio and Ope

Efficiency Ratio and Operating Leverage Reconciliation			2	3	3
Total revenue - FTE - reported	\$ 404,779	\$402710	\$ 367.313	\$439.198	\$ 407.050
Auto operating lease emperse	(2.031)		(5.988)	(8.638)	(12.671)
Securities (gains) losses - other	(0.104)		(0.173)	0.035	0.020
Adjustment items (1):					
Balance sheet restructuring: securities (gains) losses		15804	57.505		
Gain on sale of MasterCard®stock		(2550)		(0.791)	
A djustement to defer home equity amoual files					2254
MSR FAS 156 accounting change					(5143)
A djustment for equity method investments			2.089		1.1.51
B/S restructuring: loss on sale of mortgage loans		0.859			
Total revenue - FTE - adjusted	\$ 402,644	\$ 412.854	\$ 410,746	\$ 419.784	\$ 392,661
Charge % - YOY - adjusted	2.5%		69%	12.4%	6.7%
Charge % - LQ - adjusted	-2.5%		-2.2%	6.9%	1.6%
Total non-interest expense - reported	\$ 2:02.072	\$ 267.790	\$ 242,430	\$ 252,359	\$ 238,415
Auto operating lease expense	(2.031)		(5.988)	(8.638)	(12671)
A mortization of intangibles	(2.520)		(2.902)	(2.992)	(1.075)
Adjus tnent items (1):					
B.S. restructuring: FHLB funding/other losses		(3530)			
Huntington Foundation contribution		(10000)			
Unizan menger costs		0.429	(0.528)	(2.637)	(1.013)
S everance and consolidation expenses		(4.533)	(0.134)	(0.076)	(0.007)
Total non-interest expense - adjusted	\$ 237.521	\$ 243 194	\$ 232,878	\$ 237.996	\$ 223,649
Change % - YOY- adjusted	6.2%	122%	82%	8.7%	0.1%
Change % - LQ - adjusted	2.3%	4.4%	-2.2%	6.4%	3.1%
Op erating leverage - YOY - adjusted	3.7%	-5.3%	-1.6%	3.7%	6.6%
Operating leverage - LQ - adjusted	-0.1%	-39%	0.0%	0.5%	-1.5%
Efficiency ratio - reported (2)	59.2%	63.3%	57.8%	58.1%	58.3%
Efficiency ratio - adjusted (3)	59.0%	58.9%	56,7%	56.7%	57.0%

Date riswel as not put of regular business and this see Bask of Besentaion in 4Q Damings Bask Relates for a full discussion.
 Was int. op - wa out. of immegiate / FEErcome - recording gates (losses).
 Was int. op. oil. / FEErcome a.d.

# Operating Leverage & Efficiency Ratio Trends



### 2005 - 2006 Annual

<sup>(1)</sup> has released executions of regular business existing, on Pack of Powensian in 4Q Berrings Pack Solvies for a full discussion.

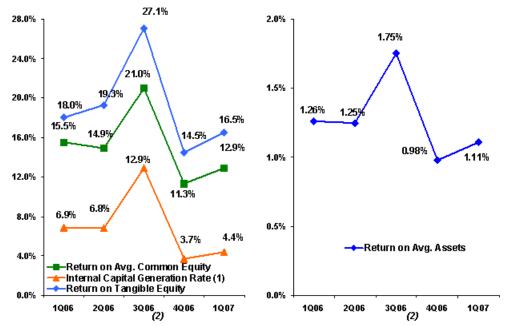
(2) Sec 2005 vs. 2005 compressibly estimated uncorrected design 2005 Fe. 2005 vs. 2004 compressibly uncorrect on zero.

(3) No. 1st. 4 cop. - and of stranglish of FEED revents - securities gate (1988s)

(4) No. 1st. 4 cop. oil. / FEED revents ed.

### ROE, ROA & ICG Trends





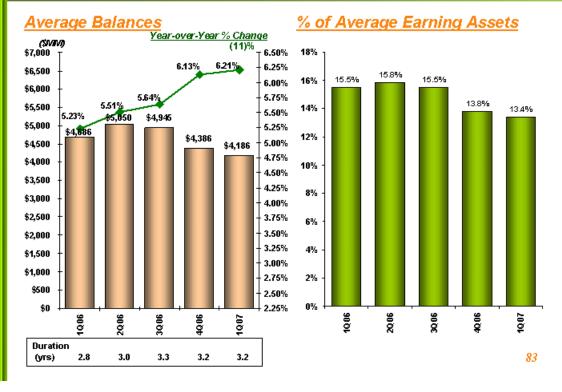
- (1) ICG = ROE x (1-(dividend declared per share/earnings per share))
  (2) Includes net positive impact due to reduction of federal income tax expense, partially offset by investment securities impairment

### Investment Securities



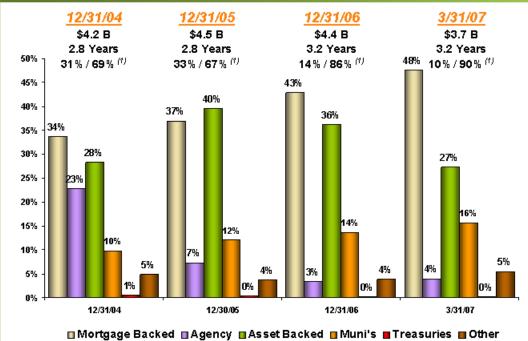
### **Investment Securities**





### Available for Sale Securities Mix





(1) Variable rate / Fixed rate; ARMs > 1 year classified as fixed rate

## Loans and Leases

### Loans and Leases by Business Segment



<u>Average</u> (\$B)		Annualized Growth (1)				
		1Q07 v	4Q06 v	1Q07 v		
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>		
Central Ohio	\$ 3.6	(4) %	(1) %	14 %		
No. Ohio	2.6	3	(3)	6		
So. Ohio / Kentucky	2.2	2	(4)	4		
E. Ohio	1.3	(9)	(21)	47		
W. Michigan	2.4		5	3		
E. Michigan	1.6	4	6	5		
West Virginia	1.1	(3)	11	15		
Indiana	1.0	(13)	19	(6)		
Mortgage & equip. leasing group	3.6	(6)		3		
Regional Banking	19.4	(2)		8		
Dealer Sales @	4.9		(5)	(5)		
Pvt. Fin'l & Cap. Mkts. Group	1.8	2	6	7		
Total	\$26.2	(1)%	<del></del> %	5 %		

Linked quarter percent change annualized

Impacted by automobile loans sales

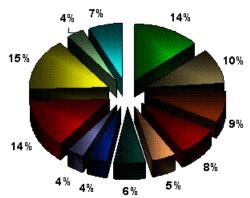
### **Credit Composition - 3/31/07**



### By Type

(\$B)	<u>Amt                                    </u>	<u>Pct</u>
Middle-market C&I	\$ 6.2	24 %
Middle-market CRE	4.0	15
Small business C&I/CRE	<u>2.5</u>	9
Total commercial	<u>12.6</u>	<u>48</u>
Auto Ioans	2.3	9
Auto direct fin. leases	1.6	6
Home equity	4.9	19
Residential real estate	4.4	17
Other consumer	<u>0.4</u>	2
Total consumer	<u>13.6</u>	<u>52</u>
Total loans & leases	\$ 26.3	<u>100 %</u>
Total auto exposure	\$3.9	15 %

### By Region or LOB





■Northern OH ■S. Ohio/KY **■**E. Michigan ■Indiana ■Dealer Sales Consumer

### **Credit Exposure Composition**



	<u>12/3</u>	31/0 <u>6</u>	12/31	<u>1/05</u>	12/3	1/04	12/3	1/03	12/3	1/02
(\$B)	<u>Amt</u>	<u>Pct</u>	_ <u>Amt</u>	<u>Pct</u>	<u>Amt</u>	<u>Pct</u>	<u>Amt</u>	Pct	<u>Amt</u>	<u>Pct</u>
Middle-market C&I	\$ 6.0	23%	\$ 5.1	21%	\$ 4.7	19%	\$ 4.4	20%	\$ 4.8	22%
Middle-market CRE	4.0	15	3.5	14	3.5	14	3.2	14	2.9	13
Small business C&I & CRE	<u>2.4</u>	<u>9</u>	<u>2.2</u>	9	<u>2.1</u>	<u>9</u>	<u>1.9</u>	<u>8</u>	<u>1.7</u>	8
Total commercial	<u>12.4</u>	<u>47</u>	<u>10.8</u>	<u>44</u>	<u>10.3</u>	<u>43</u>	<u>9.5</u>	<u>42</u>	<u>9.3</u>	<u>43</u>
Auto Ioans (*)	2.1	8	2.0	8	1.9	8	3.0	13	3.0	14
Auto direct fin. leases	1.8	7	2.3	9	2.4	10	1.9	9	0.9	4
Home equity	4.9	19	4.8	19	4.6	19	3.7	17	3.2	15
Residential real estate	4.5	17	4.2	17	3.8	16	2.5	11	1.7	8
Other consumer	0.4	2	0.4	1	<u>0.5</u>	2	0.4	2	0.4	2
Total consumer	<u>13.8</u>	<u>53</u>	<u>13.6</u>	<u>55</u>	<u>13.3</u>	<u>55</u>	<u>11.6</u>	<u>52</u>	<u>9.3</u>	<u>42</u>
Total loans & leases	<u>26.2</u>	<u>100</u>	<u>24.5</u>	<u>99</u>	<u>23.6</u>	<u>98</u>	<u>21.1</u>	<u>94</u>	<u>18.6</u>	<u>85</u>
Auto operating leases			0.2	1	0.6	2	1.3	6	2.2	10
Auto Ioans securitized 🤭	==	=	==	==	==	=	0.0	=	<u>1.1</u>	<u>5</u>
Total credit exp.	\$26.2	100%	\$24.7	100%	\$24.1	100%	\$22.4	100%	\$21.9	100%
Total auto exposure <sup>(2)</sup>	\$3.9	15%	\$4.5	18%	\$ 5.0	21%	\$ 6.2	28%	\$7.2	33%

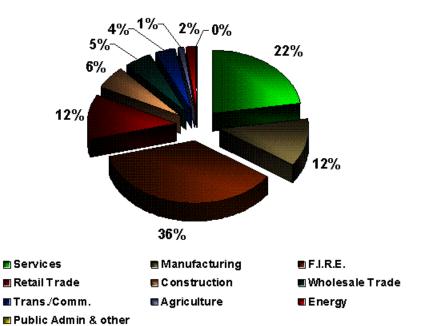
<sup>(1)</sup> Reflects 7/1/03 adoption of FIN 48; \$1.0 billion of securitized auto loans added back to balance sheet in 3003

<sup>(2)</sup> As % of total loans and leases+auto operating leases+auto loans securitized

### Total Commercial Loans - 3/31/07

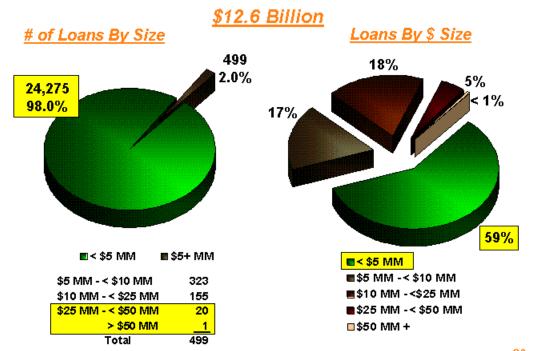


### \$12.6 B By Industry Sector



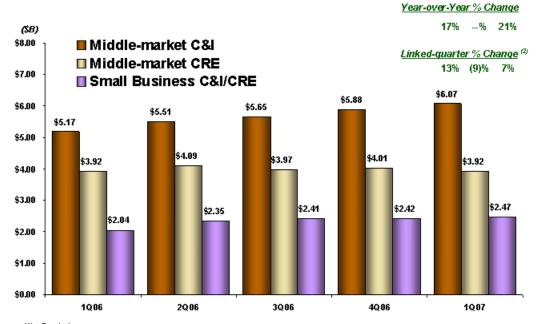






### Commercial Loans (0)





(1) Quarterly averages (2) Annualized

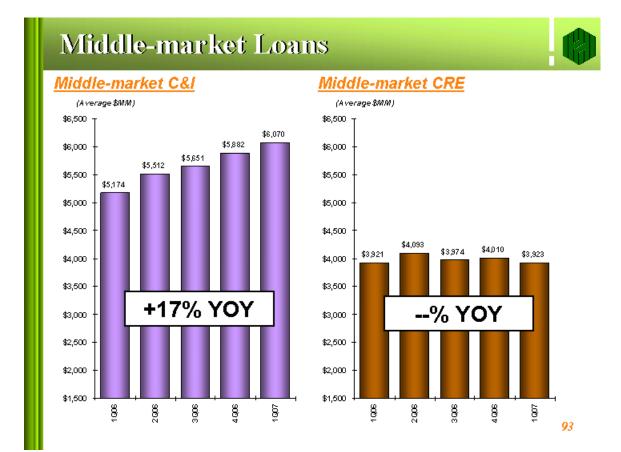
### Total Commercial Loans by Business Segment $\omega$



<u>Average</u> (\$B)		Annualized Growth (2)				
		1Q07 v	4Q06 v	1Q07 v		
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>		
Central Ohio	\$ 2.4	(2) %	5 %	20 %		
No. Ohio	1.7	9	1	12		
So. Ohio / Kentucky	1.4	8	(1)	5		
E. Ohio	0.7	(9)	(12)	41		
W. Michigan	1.4	6	11	7		
E. Michigan	1.2	9	10	7		
West Virginia	0.8	(2)	15	20		
Indiana	0.6	(15)	39	(6)		
Mortgage & equip. leasing group	0.6	32_	<u>48</u>	29		
Regional Banking	10.7	4	8	13		
Dealer Sales	0.9	15	22	2		
Pvt. Fin'l & Cap. Mkts. Group	0.8	7	7	8		
Total	\$12.5	<del></del>	9 %	12 %		

<sup>(1)</sup> Includes middle market C&I, middle market CRE and small business C&I and CRE

<sup>(2)</sup> Linked quarter percent change annualized



### Middle-market C & I Lending



### Current portfolio (9 - \$6.1 Billion

 Highly competitive, but growth opportunities exist in the marketplace.

### Huntington differentiates itself by:

- Seeking measured growth we will not sacrifice credit quality and profitability for rapid short-term growth.
- . Understanding the markets in which we operate
- Identifying high potential relationships, and then leveraging our value proposition.

(1) 1Q07 average balances; Middle-market C&I, excludes small business

### C&I Loans to Auto Industry @



### Outstandings (2)

Gatotariariigo					
(\$MM)	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u> 2Q06</u>	<u>1Q06</u>
Loans to suppliers	\$184	\$180	\$209	\$207	\$216
Dealer floorplan	661	631	568	623	648
Dealer non-floorplan	229	<u>250</u>	246_	<u>23</u> 3	<u>241</u>
Total	\$1,074	\$1,061	\$1,023	\$1,064	\$1,105
NPLs					
Amount	\$5.1	\$2.1	\$4.7	\$14.7	\$16.8
Percent	0.48 %	0.20 %	0.46 %	1.38 %	1.52 %
Net charge-offs					
Amount	\$0.1	\$	\$0.4	\$0.1	\$0.0
Percent <sup>(3)</sup>	05 %	%	0.14 %	0.02%	NA

<sup>(1)</sup> Period end

<sup>(2)</sup> Companies with >25% of their revenue from the auto industry

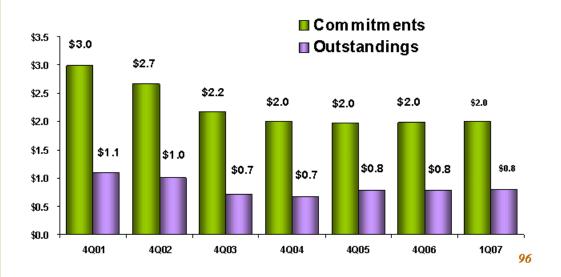
<sup>(3)</sup> Annualized

### **Shared National Credits**



### **Reduced Shared National Credit Exposure**

- 40% reduction in outstandings from peak



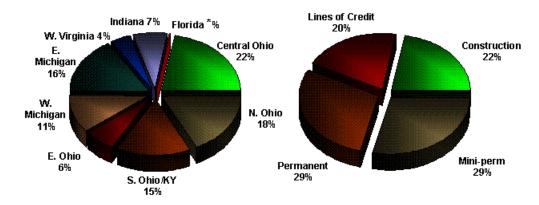
### Commercial Real Estate Loans - 3/31/07



### \$4.5 Billion (1)



### By Loan Type



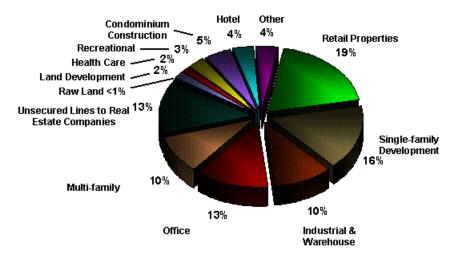
<sup>\* =</sup> less than 1% (1) Includes \$0.6 B small business CRE

### Commercial Real Estate Loans - 3/31/07



Raw Land

### \$4.5 Billion <sup>™</sup> By Property Type



(1) Includes \$0.6 B small business CRE

### Commercial Real Estate Lending



### Current portfolio (1) - \$2.8 Billion

- Currently viewed by many in the industry as the next credit 'pressure point'
- Some residential developers, particularly small to mid-sized entities will be at risk given the current market dynamics

### Huntington differentiates itself by:

- CRE lending groups in the Metro Markets (80% of A&D lending is located in metro markets)
- Focusing on top tier developers in each market we 'know our customers' via our CRE dedicated teams
- · Underwriting construction projects to secondary market standards
- · Granular portfolio

(1) 1Q07 average balances; Middle-market CRE, excludes small business

### Construction Real Estate Lending



### Current portfolio (1) - \$1.2 Billion

### A Good Business

- Short-term portfolio 2-4 year average life
- More favorable risk-reward than permanent commercial real estate loans
- · Recurring fee income given revolving nature of the portfolio
- Originated and managed by dedicated, experienced teams
- Approval through separate, specialized credit officers and dedicated process

### **Conservative Underwriting Standards**

- · Secured, recourse, guaranteed debt provides three repayment sources
- LTV, debt service coverage, property types, and locations all underwritten to secondary market standards to enhance loan repayment
- Projects concentrated in major metro markets to enhance repayment through secondary loan market
- Customers within Huntington's footprint
- Enforced standard pre-leasing requirements for office, retail and industrial property types to reduce market risk exposure
- Primary customer is 1<sup>st</sup> and 2<sup>nd</sup> tier developers

(1) 1Q07 average balances; Middle-market, excludes small business

### Consumer Loans & Leases - 3/31/07



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<u>ву туре</u>				
(\$B)	<u>Amt</u>	<u>Pct</u>		3% *
Auto Ioans	\$2.3	17	%	16%
Auto direct fin. lease	es 1.6	12		
Home equity *	4.9	36	33%	12%
Residential real esta	ate 4.4	32		
Other consumer	<u>0.4</u>	<u>3</u>		
Total consume	er <u>\$13.6</u>	<u>100</u>		
Auto operating leas	es	<1		
Total	\$13.6	100	%	36% ■ Auto Ioans
			=	■ Auto loans ■ Auto direct fin. leases ■ Home equity
* Home equity lin	nes \$3.1			Residential real estate
Home equity lo	ans 1.8			■ Other consumer ■ Auto oper. lease assets
				*= <1%

### Total Consumer Loans by Business Segment @



<u>Average</u> (\$B)		Annualized Growth <sup>(2)</sup>		
		1Q07 v	4Q06 v	1Q07 v
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>
Central Ohio	\$ 1.2	(7) %	(11)%	4 %
No. Ohio	0.9	(8)	(8)	(5)
So. Ohio / Kentucky	0.8	(8)	(8)	3
E. Ohio	0.6	(9)	(10)	55
VV. Michigan	1.0	(8)	(2)	(2)
E. Michigan	0.5	(7)	(3)	(1)
West Virginia	0.3	(3)	3	5
Indiana	0.3	(8)	(10)	(6)
Mortgage & equip. leasing group	3.0	(13)	(8)	(2)
Regional Banking	8.7	(9)	(9)	2
Dealer Sales ®	4.0	(3)	(9)	(6)
Pvt. Fin'l & Cap. Mkts. Group	1.0	(3)_	5_	7_
Total	\$13.7	(7) %	(8)%	0 %

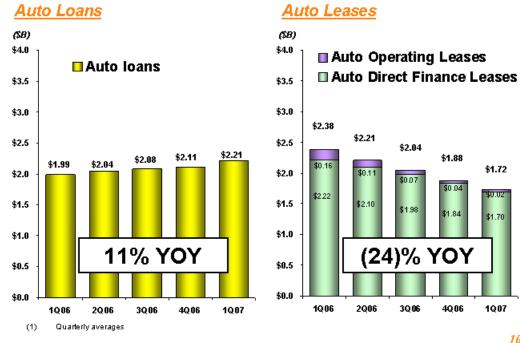
<sup>(1)</sup> Includes residential mortgages, home equity loans/lines, auto loans/leases, and other consumer

Linked quarter percent change annualized

<sup>(3)</sup> Impacted by automobile loans sales

### Auto Loans & Leases (1)





### **Indirect Auto Lending**



### Current portfolio (9) - \$3.9 Billion

· Highly competitive with relatively low barriers to entry

### **Huntington differentiates itself by:**

- · Consistency of strategy and commitment to service
- · Commitment to service quality for the full dealer relationship
- · Fully automated origination and booking system
- · Robust data modeling capabilities

(1) 1Q07 average balances; Includes retail automobile loans and leases

#### **Indirect Auto Loan Production**

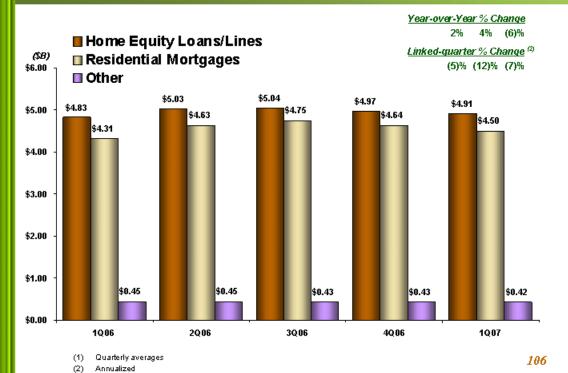


(\$IMM)	3Q04	<u>4Q04</u>	1Q05	<u>2Q05</u>	3Q05	4Q05	1Q06	<u>2Q06</u>	3Q06	4Q06	1Q07
Auto Loans	2										
Production	\$361	\$306	\$367	\$356	\$469	\$301	\$416	\$467	\$458	\$379	\$447
% new vehicles	47%	44%	48%	57%	65%	53%	47%	49%	50%	48%	47%
Avg. LTV	94%	92%	93%	92%	88%	92%	94%	96%	96%	96%	97%

Auto Direct Finance Leases           Production         \$268         \$270         \$191         \$158         \$119         \$95         \$74         \$109         \$92         \$70         \$68											
Production	\$268	\$270	\$191	<b>\$158</b>	<b>\$119</b>	\$95	\$74	<b>\$109</b>	\$92	\$70	\$68
									96%		
Avg. residual	42%	44%	43%	42%	40 %	43%	42%	41%	41%	42%	42%
Avg. LTV	101%	101%	103%	103%	103%	103%	103%	101%	101%	102%	101%

#### Non-auto Consumer Loans (9)





#### Residential Real Estate Loans







#### Residential Mortgages



#### **Home Equity Production**



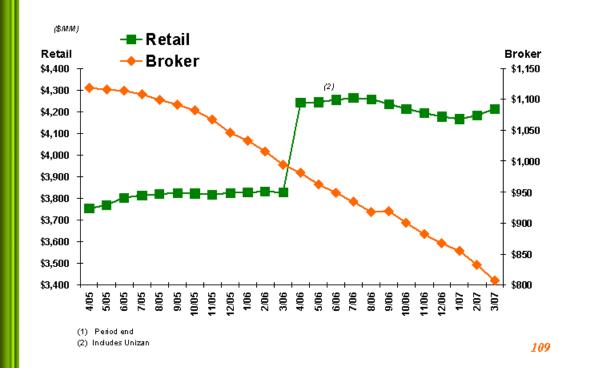
(\$MM)	<u>3Q04</u>	<u>4Q04</u>	1Q05	<u>2Q05</u>	<u>3Q05</u>	<u>4Q05</u>	<u>1Q06</u>	<u>2Q06</u>	<u>3Q06</u>	<u>4Q06</u>	<u>1Q07</u>
Loans (1)											
Production	\$81	\$74	\$88	<b>\$148</b>	<b>\$125</b>	<b>\$140</b>	\$154	<b>\$186</b>	<b>\$164</b>	\$114	\$211
Avg. LTV	66%	63%	61%	60 %	60%	58%	59%	64%	65%	68%	66%
f t (2)											
Lines (2)							1				1
Production	\$534	\$472	\$406	\$467	\$422	\$337	\$329	\$435	\$321	\$254	\$351
Avg. LTV	80 %	81%	80%	79%	79%	78%	75%	<b>75</b> %	<b>75</b> %	76%	75%

<sup>(1)</sup> Primarily fixed rate

<sup>(2)</sup> Primarily variable rate

#### Home Equity Loans & Lines by Channel (0)





#### Residential Lending Environment



- Housing appreciation, low interest rates, and new product structures fueled significant lending opportunities through 2004
  - OFHEO national annual appreciation rates of 13%+ and in excess of 25% on the coasts
  - Significantly more modest growth in Huntington's core markets of approximately 3.5% through 2005
  - The impact to credit of the initial rate increases was partially masked by the new structures
  - Significant speculative purchase activity on the coasts and certain other markets

#### **Residential Lending Environment**



- The last 18 months have been substantially more difficult
  - National appreciation rate of 10% as of 2Q06
    - · 3.5% for Huntington markets
  - Home equity line run-off as a result of rising rates
    - · Movement to fixed rate home equity loans
  - General slowdown in the housing market with home inventory at record levels
    - · New home sales specifically impacting the builders
  - Increasing delinquencies across the industry
  - Bankruptcies and foreclosures have shown significant increases, particularly in the Midwest markets, though Huntington's performance is significantly better
    - Ohio foreclosure rate... FDIC = 3.5% / HBAN = <1%</li>

#### Other Consumer



#### Current portfolio (\*) - \$0.4 billion

- 96% collateralized
  - autos, untitled vehicles, small boats, mobile homes and other miscellaneous
- · Primarily for existing customers
- Performed within expectations over the past year though varies by collateral type

(1) 1Q07 average balances

## Deposits and Other Funding

#### **Deposit Trends**



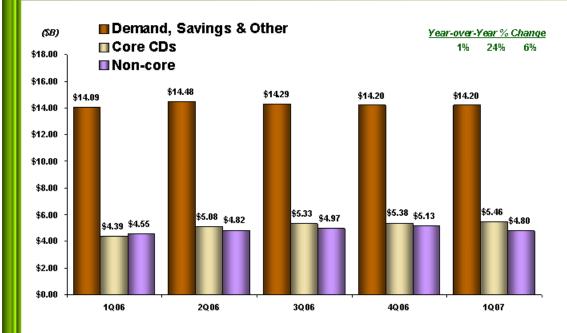
Average (\$B)		d Growth (1)		
		1Q07 v	4Q06 v	1Q07 v
	<u>1Q07</u>	<u>4Q06</u>	3 <u>Q06</u>	<u>1Q06</u>
Demand – non-interest bearing	\$ 3.5	(6) %	8 %	3 %
Demand – interest bearing	2.3	23	2	19
Money market deposits	5.5	(4)	(10)	(7)
Savings & other domestic	2.8	(3)	(10)	(9)
Core CDs	5.5	6_	3	24
Total core deposits	19.7	2	(1)	6
Other deposits (2)	4.8	(26)	13	6
Total deposits	\$24.5	(4) %	2 %	6 %

<sup>(1)</sup> Linked quarter percent change annualized

<sup>(2)</sup> Includes other domestic time >\$100K, brokered deposits and negotiated CDs, and deposits in foreign offices

#### **Total Deposits**





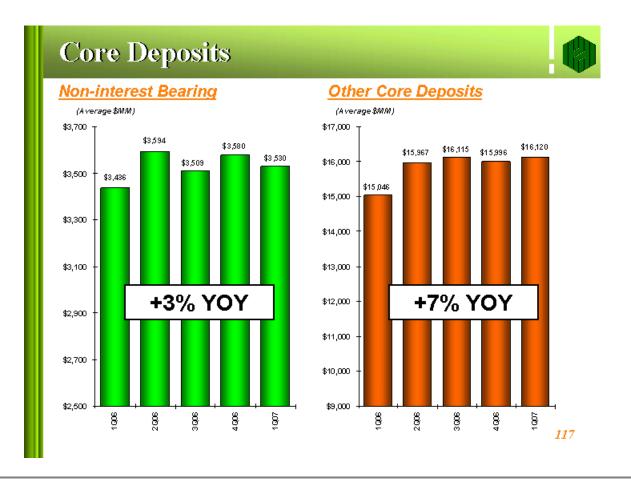
(1) Quarterly averages

#### Deposits by Business Segment



Average (\$B)		Annualized	d Growth (1)	
		1Q07 v	4Q06 v	1Q07 v
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>
Central Ohio	\$ 4.8	2 %	2 %	5 %
No. Ohio	3.6	4	(2)	1
So. Ohio / Kentucky	2.3	10	7	11
E. Ohio	1.7	(11)	(4)	70
W. Michigan	2.8	(4)	(11)	
E. Michigan	2.4	10	10	8
West Virginia	1.5	3	6	4
Indiana	0.9	(22)	47	17
Mortgage & equip, leasing group	0.2	(43)	28	8
Regional Banking	20.2	1	3	8
Dealer Sales	0.1	(36)	(20)	(12)
Pvt. Fin'l & Cap. Mkts. Group	1.1	(9)	9	
Treasury / Other	3.0	_(32)	(5)	(4)_
Total	\$24.5	(4) %	2 %	6%

(1) Linked quarter percent change annualized



#### **Core Deposits by Business Segment**



Average (\$B)		Annualize	d Growth (1)	
		1Q07 v	4Q06 v	1Q07 v
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>
Central Ohio	\$ 4.6	3 %	2 %	4 %
No. Ohio	3.4	5	(4)	
So. Ohio / Kentucky	2.2	10	5	11
E. Ohio	1.6	(8)	(1)	71
W. Michigan	2.4	(6)	(11)	
E. Michigan	1.9	4		
West Virginia	1.5	4	2	3
Indiana	0.7	22	(7)	8
Mortgage & equip. leasing group	0.2	(41)	26	9
Regional Banking	18.5	2	(1)	7
Dealer Sales	0.0	(33)	(18)	(13)
Pvt. Fin'l & Cap. Mkts. Group	1.1	(11)	3	(3)
Total	\$19.6	2 %	<del>(1)</del> %	6 %

(1) Linked quarter percent change annualized

#### Commercial Core Deposits by Business Segment



Average (\$B)		Annualize	d Growth <sup>(1)</sup>	
		1Q07 v	4Q06 v	1Q07 v
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>
Central Ohio	\$ 1.9	4 %	6 %	8 %
No. Ohio	1.2	7	(9)	
So. Ohio / Kentucky	0.7	26	28	22
E. Ohio	0.5	(35)	(10)	nm
W. Michigan	0.9	(18)	(21)	3
E. Michigan	0.5	13	10	9
West Virginia	0.3	2	15	8
Indiana	0.2	63	(6)	6
Mortgage & equip. leasing group	0.2	(41)	<u>26</u>	9
Regional Banking	6.5	2	1	12
Dealer Sales	0.0	(34)	(19)	(13)
Pvt. Fin'l & Cap. Mkts. Group	0.4	(30)	6	6
Total	\$6.9	(1) %	1 %	11 %

(1) Linked quarter percent change annualized

#### Consumer Core Deposits by Business Segment



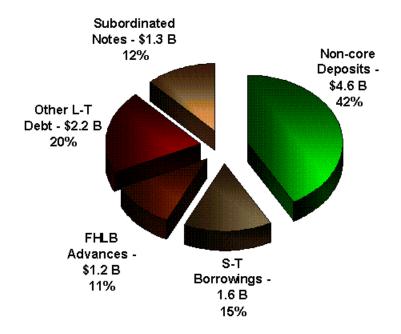
Average (\$B)	Annualized Growth (1)				
		1Q07 v	4Q06 v	1Q07 v	
	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>1Q06</u>	
Central Ohio	\$ 2.8	2 %	(2) %	2 %	
No. Ohio	2.3	4	(1)		
So. Ohio / Kentucky	1.5	2	(5)	6	
E. Ohio	1.1	4	3	59	
W. Michigan	1.5	1	(5)	(1)	
E. Michigan	1.3	1	(4)	(3)	
West Virginia	1.2	4	(2)	2	
Indiana	0.5	5	(7)		
Mortgage & equip. leasing group		27	5	(88)	
Regional Banking	12.1	3	(2)	5	
Dealer Sales		(14)	nm	32	
Pvt. Fin'l & Cap. Mkts. Group	0.6	3	1	(9)	
Total	\$12.7	3 %	(2) %	4 %	

(1) Linked quarter percent change annualized

#### Other Funding - 3/31/07



#### \$10.9 Billion



## Capital

#### Capital



(\$B)	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u>2Q06</u>	<u>1Q06</u>
Total risk-weighted assets	\$31.5e	\$31.2	\$31.3	\$31.6	\$31.3
Tier 1 leverage	8.24%e	8.00%	7.99%	7.62%	8.53%
Tier 1 risk-based capital	8.97e	8.93	8.95	8.45	8.94
Total risk-based capital	12.8 <b>0</b> e	12.79	12.81	12.29	12.91
Tangible equity/assets	7.06	6.87	7.13	6.46	6.97
Tangible equity/risk wghtd assets	7.69e	7.65	7.97	7.29	7.80
Double leverage <sup>(2)</sup>	93	92	96	95	93

<sup>(2) (</sup>Parent company investments in subsidiaries + goodwill) / equity e = estimated as of 3/31.07

#### Capital Trends

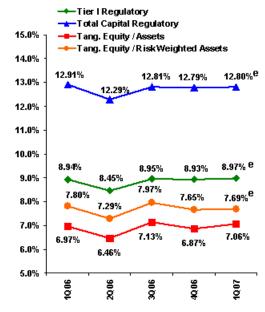


#### Shareholders' Equity (1)

(2) End of period e = estimated as of 3/31,07

# (\$\text{(\$\text{SB}\$)} \\ (\$\text{\$\text{SB}\$}\) \$\text{\$\text{\$\text{year-over-Year \% Change}}} \\ \$3.5 \\ \$\text{\$\text{\$\text{\$\text{Shareholders' E quity}}} \\ \$3.0 \\ \$\text{\$\texit{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\e

#### Key Equity Ratios (2)

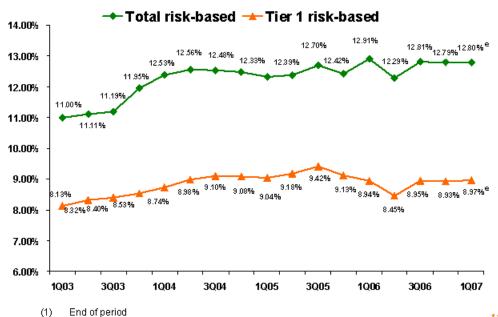


#### Regulatory Capital Trends (1)



#### **Huntington Bancshares Incorporated**

e = estimated as of 3/31/07



#### Share Repurchases



Autho	rization		Repurcha	ased Cumulative		ılative
Date	Shares	Quarter	Shares	Value	Shares	Value
2 <i>1</i> 2002	22.0 MM		19.4 MM	\$374 MM	19.4 MM	\$374 MM
1 <i>1</i> 2003	8.0		4.1	77	23.5	451
4/2004	7.5		4.4	109	27.9	560
		1Q05				
		2Q05	1.8			
		3Q05	2.6			
10/2005	15.0		10.0	236	37.9	796
		4Q05	5.2			
		1Q06	4.8			
4/2006	15.0		11.2	265	49.1	1,061
		2Q06	8.1	Includes 6.0 MM acco	elerated shares repurch	ased on 5/24/06
		3Q06				
		4Q06	3.1			
		1Q07				

#### **Current Ratings**



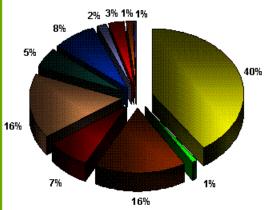
		Senior <u>Notes</u>	Subordinated <u>Notes</u>	Com'l Paper/ <u>Short-term</u>	Outlook
<u>Hunting</u>	ton Bancsha	<u>ires</u>			
Moody's	2/8/05	A3	Baa1	P-2	Stable
S&P	4/6/05	BBB+	BBB	A-2	Stable
Fitch	10/3/05	А	Α-	F1	Stable
The Hun	ntington Nati	onal Bank			
Moody's	2/8/05	A2	АЗ	P-1	Stable
S&P	4/6/05	A-	BBB+	A-2	Stable
Fitch	10/3/05	Α	A-	F1	Stable



#### Non-performing Assets by Sector



#### \$206.7 MM @ 3/31/07



Manufacturing

■ Transportation

**■** Wholes ale Trade

🖪 Retail

- ■Res. RE + Res. OREO Commercial OREO
- Services ■ F.I.R.E.
- ■Home Equity
- Construction
- ■Agriculture/Other

#### (\$MM)

	3/31/0	7	<i>3/31/</i> 06	
	\$	#	\$	#
<u>Commercial</u>				
NPL Size				
>\$5	\$	0	\$8.1	1
\$2-<\$5	23.8	9	10.6	3
<b>&lt;\$2</b>	<u>81.6</u>		<u>73.5</u>	
Total NPL	\$105.4		\$92.5	
OREO	3.1		1.9	

#### Residential RE and Home Equity

NPL	51.9	43.2
OREO	46.3	17.5
Total NPAs	\$206.7	\$154.9

#### Non-performing Asset Flow Analysis



Period End \$(MM)  NPA beginning of period	<u>1Q07</u> \$193.6	<u>4Q06</u> \$171.2	<u>3Q06</u> \$171.1	<u>2Q06</u> \$154.9	<u>1Q06</u> \$117.2
New	51.6	60.3	55.5	52.5	53.8
Acquired					33.8
Return to accruing status	(6.2)	(5.7)	(11.9)	(12.1)	(14.3)
Loan and lease losses	(9.1)	(11.9)	(14.1)	(6.8)	(13.3)
Payments	(18.1)	(16.7)	(16.7)	(12.9)	(13.2)
Sales	(5.2)	(3.6)	(12.6)	(4.5)	(9.1)
NPA end of period	\$206.7	\$193.6	\$171.2	\$171.1	\$154.9

#### Long-term Net Charge-off Targets



Middle market C&I	20 – 30 bp
Middle market CRE	15 – 25 bp
Small business C&I / CRE	50 – 60 bp
Auto loans	65 – 75 bp
Auto direct finance leases	50 – 60 bp
Home equity loans/lines	40 – 50 bp
Residential loans	15 +/- bp
Total portfolio (1)	35 – 45 bp

(1) Established 4004 131

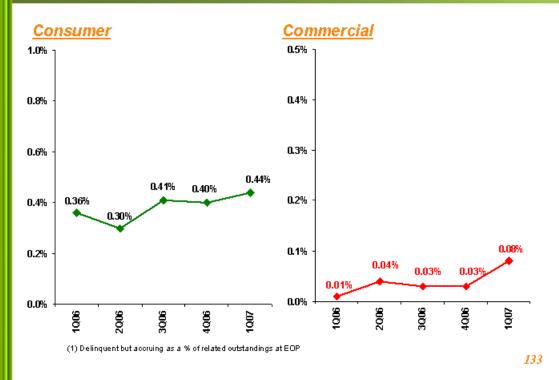
#### Net Charge-offs



(\$ <i>MM</i> )	<u>1Q07</u>	<u>4Q06</u>	<u>3Q06</u>	<u> 2Q06</u>	<u>1Q06</u>
Middle-market C&I	\$	\$(1.8)	\$1.7	\$(0.5)	\$6.9
Middle-market CRE	0.4	4.1	0.6	1.4	
Small business C&I & CRE	<u>2.1</u>	<u>4.5</u>	<u>4.5</u>	<u>2.5</u>	<u>3.7</u>
Total commercial	<u>2.5</u>	<u>6.8</u>	<u>6.8</u>	<u>3.4</u>	<u>10.6</u>
Auto Ioans	2.9	2.4	1.8	1.2	3.0
Auto leases	2.2	2.9	2.3	1.8	3.5
Home equity	6.0	5.8	6.7	4.8	4.5
Residential RE	1.9	2.2	0.9	0.7	0.7
Other direct	<u>2.7</u>	<u>2.8</u>	<u>2.7</u>	<u>2.1</u>	<u>1.9</u>
Total consumer	<u>15.6</u>	<u>16.2</u>	<u>14.4</u>	<u>10.5</u>	<u>13.7</u>
Total	\$18.1	\$23.0	\$21.2	\$ 14.0	\$ 24.2

#### 90+ Days Delinquencies





#### Allowances for Credit Losses Methodology



#### Methodology

- Allowance for loan and lease loses (ALLL) has two components:
  - <u>Transaction reserve</u> which includes:
    - An estimate of loss based on characteristics of each commercial and consumer loan, lease, or loan commitment, and
    - An estimate of loss based on a review of each impaired loan >\$500,000
  - <u>Economic reserve</u> quantitatively reflects expected changes in credit losses due to changes in economic environment and is determined based on a variety of economic factors and indices correlated to the historic performance of the loan portfolio
    - · Current economic factors and indices
      - Real Consumer Spending
      - Consumer Confidence
      - ISM Manufacturing Index
      - Non-Agriculture Job Creation in our core states (OH, MI, WV and IN)
- Allowance for unfunded loan commitments and letters of credit (AULC)
  - Reported as a liability
  - Determined using the same ALLL transactions and economic reserve methodology
  - AULC is reduced and the ALLL is are funded
- · Allowances for credit losses (ACL)
  - Sum of ALLL and AULC with both available to absorb credit losses





#### Reconciliation of Change in ALLL

(\$MM) ALLL beginning of period	1Q07 \$272.1	4Q06 \$280.2	3Q06 \$287.5
Transaction reserve increase (decrease)			
Commercial loans	8.2	(3.0)	(5.6)
Consumer loans	1.2	(0.7)	(0.7)
Total transaction reserve	9.4	(3.7)	(6.3)
Economic reserve increase (decrease)	1.5	(4.4)	(1.1)
ALLL ending of period	\$283.0	\$272.1	\$280.2

#### Allowance for Credit Losses (ACL)



#### Reconciliation of Change in Provision for Credit Losses

(\$MM) Gross charge-offs Recoveries Net charge-offs	1 <u>Q07</u> \$27.8 (9.7) 18.1	4 <u>Q06</u> \$32.8 (9.9) 23.0	Change B(W) \$ 5.0 (0.2) 4.9
Transaction reserve increase (decrease) Economic reserve increase (decrease)	9.4 1.5	(3.7) (4.4)	() 
Loan and lease loss provision	29.0	14.9	(14.1)
AULC provision	0.4	0.9	0.5
Total provision for credit losses	\$29.4	\$15.7	\$ <del>(13.7)</del>



### 1Q07 vs. 1Q06

								⋴	Unizan		Officer	7
Average Loans and Deposits		First (	First Quarter			Change	age a	ж	Merger			
(in malitions)	2	2007		2006		Amount	Percent	20	Related	_	Amount	Percent
Loans												
Middle-market C&I	•	6,070	so	5,174	44	368	17.3 %	es.	47	<b>↔</b>	849	16.4 %
Middle-market CRE		3,923		3,921		2	0.1		#82 2		(480)	(122)
S mall business		2,466		2,035		431	21.2				431	21.2
Total commercial		12,459	Ш	11,130		1,329	11.9		229		800	7.2
Automobile loans and leases		3,913		4,215		(302)	(7.2)		47		G49)	(8.3)
Home equity		4,913		4,833		80	1.7		149		(8)	(1.4)
Residential mortgage		4.48 8		4,306		190	4.4		272		8	(19)
Other consumer		423		447		(25)	(5.6)		112		(137)	(30.6)
Total consumer		13,744		13,801		(57)	(0.4)		380		(637)	(4.6)
Total loans	so.	26,203	°°	24,931	۳	1,272	51 %	<b>"</b>	1,109	∽	163	0.7 %
Deposits												
Demand deposits - non-interest bearing	s	3,530	s	3,436	4	2	27 %	٠٠	115	<b>↔</b>	(21)	% (9/0)
Demand deposits - interest bearing		2,349		1,974		375	19.0		61		314	159
Money market deposits		5,489		5,588		99	(1.8)		279		(378)	(8.8)
Savings and other domestic deposits		2,827		3,095		(268)	(8.7)		162		(430)	(139)
Core certificates of deposit		5,455		4,389		1,066	24.3		414		653	149
Total core deposits		19,650		18,482		1,168	6.3		1,031		137	0.7
Officer deposits		4,801		4,546		255	5.6		120		130	3.0
Total deposits	69	ISP PC	•	32038	4			,	1151	44	272	74 61



### 1Q07 vs. 1Q06

									Unican	Ē			Other	
Selected Income Statement Categories		First (	First Quarter	7		Change	içe	اپ	Merger	Merger	193			
(in thous ands)	١	2007		2006		Amount	Percent	æ	Related	Costs	ë:		Amount	Percent
Met interest income - FTE	o,	259,602	₩	247,516	o.	12,086	4.9 %	₩	11,796	<b>~</b>	ľ	60	290	0.1 %
Service charges on deposit accounts		44,793	ø	41,222	↔	3,571	8.7 %	69	1,052	60	'	€4	2,519	6.1 %
Trust services		25,894		21,278		4,616	21.7		1,102		'		3,514	16.5
Brokerage and invusance income		16,082		15,193		88	5,9		304		'		585	39
Bank owned life insurance income		10,851		10,242		809	5.9		ş		•		ex	0.8
Other service charges and fees		13,208		11,509		1,699	14.8		200		•		1,493	13.0
Mortgage banking income (loss)		9,351		13,194		(3,843)	(29.1)		172		'		(4,015)	(30.4)
Securities gains (losses)		104		(20)		124	M.M.				'		124	N.M.
Gains on sales of automobile loans		1,144		448		886	MM				•		869	M.M.
O ther income		23,750		46,468		(22,718)	(48.9)		1,424				(24,142)	(52.0)
Total non-interest income		145,177	w.	159,534	∽	(14,357)	(9.0)	~	4,784	~	ľ	∽	(19,141)	(12.0)
Pasomalcosts	••	134,639	69	131,557	4	3,082	23 %	69	5,150	60	'	44	(2,068)	% (91)
Net occupancy		19,908		17,966		1,942	10.8		86		'		1,082	6.0
Outside data processing and other services		21,814		19,851		1,963	9.9		¥		'		1,629	00 13
Equipment		18,219		16,503		1,716	10.4		344		•		1,372	80
Professional services		6,482		5,365		1,117	20.8		82		'		13	25
Marketing		7,696		7,301		395	5.4		178		'		217	3.0
Telecommunications		4,126		4,825		(699)	(14.5)		7		'		943)	(295)
Printing and supplies		3,242		3,074		168	š				•		188	i,
Amortization of intangibles		2,520		1,075		1,445	M.M.		1,379		•		8	6.1
Otherexperse		23,426		30,898		(7,472)	(24.2)		2,018		ľ		(9,490)	(30.7)
Total non-interest expense	**	242,072	÷	238,415	₩	3,657	1.5	**	11,489	**	'	₩	(7,832)	(3.3)
					I			I				ı		



### 1Q07 vs. 4Q06

Average Loans and Deposits	9 <del>4</del>	First Number	0 ==	Fourth Ouarter		Cha		Unizan Megrer		Other	is .
the mellitone :	2 6	2007		2006		Amount	Percent	Related	÷	Amount	Percent
,											
Loans											
Middle-market C&I	s	6,070	69	5,882	69	188	32 %		₩	188	3.2 %
Middle-market CRE		3,923		4,009		(88)	(2.1)			8	(2.1)
S mall business		2,468		2,421		45	19			45	1.9
Total commercial		12,439		12,312		147	12			147	1.2
		0		0		36	69			ĝ,	000
Horse squitz		4.913		4.973		60	(1.2)			(80)	(12)
Residential mortgage		4.48		4,635		(139)	(30)			(139)	(3.0)
Other consumer		433		430		8	(19)			(8)	(1.9)
Total consumer		13,744		13,987		(243)	(1.7)			(243)	(1.7)
Total loans	s	26,203	↔	26,299	<b>6</b>	(96)	(0.4) %		<del>∽</del>	(96)	(0.4) %
Deposits											
Demand deposits - non-interest bearing	•	3,530	49	3,580	٠,	(50)	(1.4) %		<b>↔</b>	(30)	(1.4) %
Demand deposits - interest bearing		2,349		2,219		130	59			130	5.9
Money market deposits		5,489		5,548		(65)	(1.1)			(S9)	<u>(</u>
Savings and other domestic deposits		2,827		2,849		(2)	(0.8)			(2)	(0.8)
Core certificates of deposit		5,455		5,380		75	1.4			75	1.4
Total core deposits		19,630		19,5%		74	0.4			74	0.4
Officer deposits		4,801		5,132		(331)	(6.4)			(331)	(6.4)
Total deposits	49	24,451	**	24,708	49	(257)	2002		<del>69</del>	257)	% (0.1)

	44	₩									<del>69</del>	L
74	(20) (22) (23) (23)	(96)	Q43)	(8)	(139)	(60)	(%)	147	45	(86)	188	Amount
0.4	(1.4) % 59 (1.1) (0.8)	(0.4) %	(1.7)	(1.9)	(3.0)	(1.2)	(0.9)	1.2	1.9	(21)	3.2 %	Perent

# Estimated Impact of Unizan Merger



# 1Q07 vs. 4Q06

		Fust		Fourth					Unizan	an.		Other	
Selected Income Statement Categories		Quarter		Quarter		Change	eg.	Meger	reg reg	Merger			
(in those ands)		2007		2006	_	Amount	Percent	Related	ted	Costs	L	Azeouzt	Percent
Net interest income - FTE	ω.	259,602	₩	262,104	۰»	(2,502)	(1.0) %	o.	ľ		₩.	(2,502)	(1.0) %
Service charges on deposit accounts	•	44,793	69	48,548	69	(3,755)	(7.7) %	•			€9	(3,755)	(7.7) %
Trust services		25,894		23,511		2,383	10.1		•			2,383	10.1
Brokerage and insurance income		16,082		14,600		1,482	10.2		•	,		1,482	10.2
Bank owned life insurance income		10,851		10,804		47	0.4					47	0.4
Otherservice charges and fees		13,208		13,784		(376)	(4.2)					(376)	(4.2)
Mortgage banking income (loss)		9,351		6,169		3,182	51.6		•			3,182	51.6
Securities gains (losses)		Ę		(15,804)		15,908	H.M.		•	,		15,908	N.M.
Gains on sales of automobile loans		1,144		1,252		(108)	(8.6)					(801)	(8.6)
Other income		23,730		37,742		(13,992)	(37.1)					(13,992)	(37.1)
Total non-interest income	s,	145,177	₩,	140,606	%	4,571	33	۵	ľ		∽	4,571	3.3
Personnel costs	**	134,639	49	137,944	**	(3,305)	(2.4) %	44			↔	(3,305)	(2.4) %
Net occupancy		19,908		17,279		2,629	152		•	,		2,629	15.2
Outside data processing and other services		21,814		20,695		1,119	5.4		•	,		1,119	5,4
Equipment		18,219		18,151		88	0.4					88	0.4
Professional services		6,482		826,8		(2,476)	(27.6)		•	,		(2,476)	(27.6)
Marketing		7,696		6,207		1,489	24.0		•	,		1,489	24.0
Telecommunications		4,126		4,619		(493)	(10.7)			,		(493)	(10.7)
Printing and supplies		3,242		3,610		(88)	(102)		•			(83D)	(10.2)
Amortization of intangibles		2,520		2,993		(473)	(158)					(473)	(15.8)
Otherexperse		23,426		47,334		(23,908)	(505)					(23,908)	(30.5)
Total non-interest expense	40	242,072	÷	267,790	٠,	(25,718)	(9.6)	40	ľ	-	∽	(25,718)	(9.6)

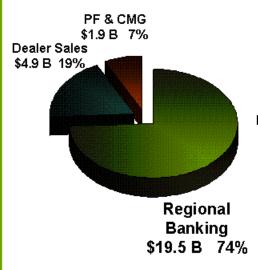
# Lines of Business

# Line of Business Assets & Deposits – 3/31/07





Total Deposits \$24.6 B





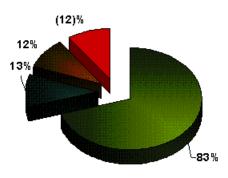
Banking

\$20.6 B 84%

# Line of Business Earnings Contribution – 1Q07



(\$MM)	1Q07 Amt	Pct Chg	1Q06 _Amt_
Regional Banking	\$ 83.0	(2)%	\$84.8
Dealer Sales	12.5	(14)	14.5
Private Financial and Capital Markets Group	11.8	(37)	18.6
Treasury/Other	(11.5)	14	(13.4)
Total	\$95.7	(8)%	\$104.5



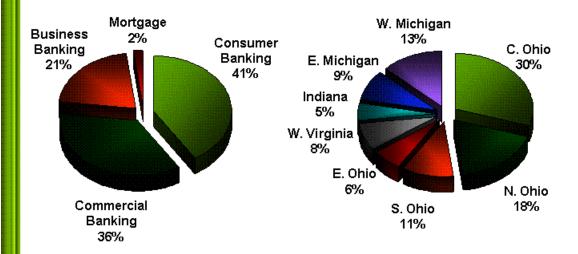
- Regional Banking
- Dealer Sales
- ■Pvt Finl & Cap Mkts
- Treasury/Other

# Regional Banking

# Regional Banking – Operating Income

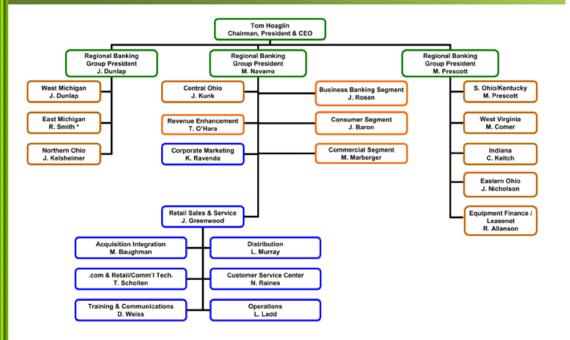


# 1Q07



# Regional Banking Organization





\* Replaces B. Nyberg who retires 3/07

# Regional Banking Presidents



		Ē	Experience	<u> - Yrs</u>
	<u>Region</u>	<u>Appointed</u>	<u>Banking</u>	<u>HBAN</u>
Jim Kunk ø	Central Ohio	1Q94	25	25
Jim Dunlap @	West Michigan	3Q01	27	27
Rebecca Smith	East Michigan	1Q07	30	<1
Jerry Kelsheimer	Northern Ohio	1Q05	18	10
Michael Prescott @	Southern Ohio / KY	2Q01	19	11
Cindy Keitch	Indiana	3Q03	32	12
Michael Comer	West Virginia	1Q04	25	3
Jim Nicholson	Eastern Ohio	1Q06	17	1

<sup>(1)</sup> Reports to Mary Navarro

<sup>(2)</sup> Regional Banking Group President; reports to Tom Hoaglin

# Consumer Banking – What's Working



- · "Simply the Best" service culture is working
- De novo office results are very good... performing better than expected on operating income
- New technology enhancement and expansion is improving sales & service execution
- Households are continuing to grow and product penetration is improving
- People continue to be focused and accountable for results
  - Incentive plans aligned with financial results
  - Training aligned with Retail Partners
  - Commitment to coaching has improved sales execution
  - Q1 year-over-year sales have improved 17.1% in DDA and 18.3% in Consumer Loans
- Improvement in online banking penetration
  - Launched on-line account opening process late in 4Q06
- Expenses have been managed lower



# Service Score Improvement

	<u>2003</u>	<u>2004</u>	<u>2005</u>
Banking offices			
• Teller	83.8%	84.9%	86.0%
<ul> <li>Platform</li> </ul>	89.7	89.9	91.1
Mortgage	83.3	86.3	88.0
Telephone banking	77.9	74.8	81.8

# **Recent Service Ranking**



#### Small Business Banking

- · Winner of three Greenwich excellence awards
  - National award Overall Customer Satisfaction
  - National award Branch Service Performance
  - Midwest Regional award Overall Customer Satisfaction
- Ranked above major competitors by Greenwich (1) in overall customer satisfaction... branch service... in-person solicitations... client loyalty... business internet

#### Middle Market Banking

◆ "Above average" by Greenwich (2) in overall satisfaction...
relationship manager performance... cross-sell solicitation... credit
services performance... cash management products & services...
internet & telephone service

(1) June 2005 syndicated research study
(2) June 2005 proprietary research study compared with normative averages from other surveys



#### **Growth Office Results**

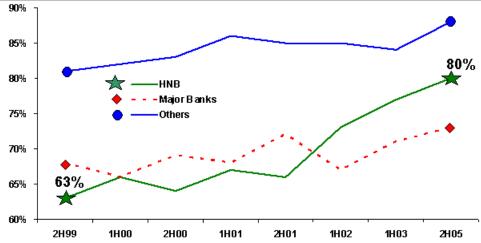
- 19 offices opened since 12/31/04
  - 15 de novo
  - 4 relocations
  - 86% of planned deposits achieved (de novo)
  - 62% of planned loans achieved (de novo)
  - 139% of planned operating income achieved (de novo)
- First 12-month performance
  - \$11 MM in average deposits
  - \$2.4 MM in average loans

# Satisfaction is Good



# Improved customer satisfaction $\sigma$

% Rating a 8, 9, or 10



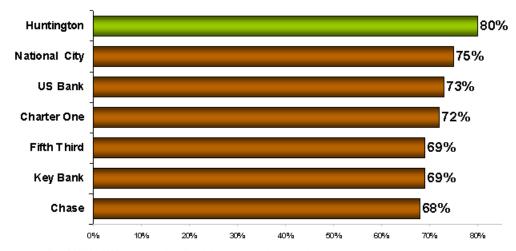
- (1) GfK NOP 2005 customer satisfaction study of consumer banking customers
- (Q) Overall, how satisfied are you with [Primary Bank]? Please use a scale of "1" to "10" where "1" means "extremely dissatisfied" and "10" means "extremely satisfied".

# In Fact...Best in Class



## Best in class customer satisfaction of

% Rating a 8, 9, or 10

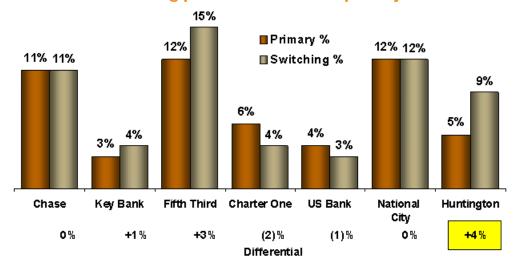


- (1) GfK NOP 2005 customer satisfaction study of consumer banking customers
- (Q) Overall, how satisfied are you with [Primary Bank]? Please use a scale of "1" to "10" where "1" means "extremely dissatisfied" and "10" means "extremely satisfied".



Improving reputation σ

#### Switching preference share vs. primary share



- (1) GfK NOP 2005 customer satisfaction study of consumer banking customers
- (Q) Primary = Which institution (bank, credit union, S&L, insurance co., brokerage firm) do you consider to be your main or primary financial institution? % = % that named this institution.

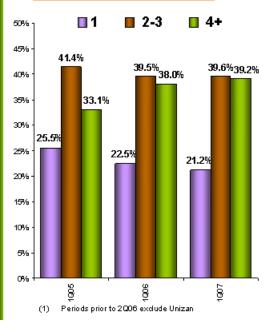
Switching = If you had to change primary institutions, to which financial institution would you be most likely to move? % = % that named this institution.



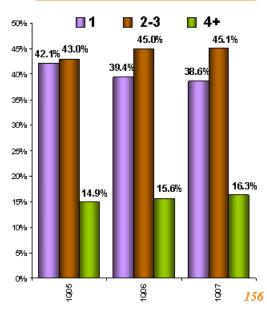
Increased product penetration σ



#### # of Consumer Services

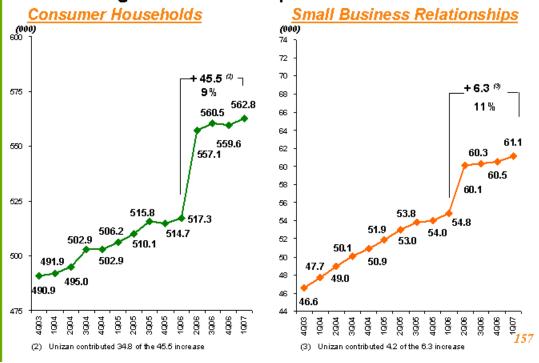


#### # of Small Business Services





## Growing DDA relationships





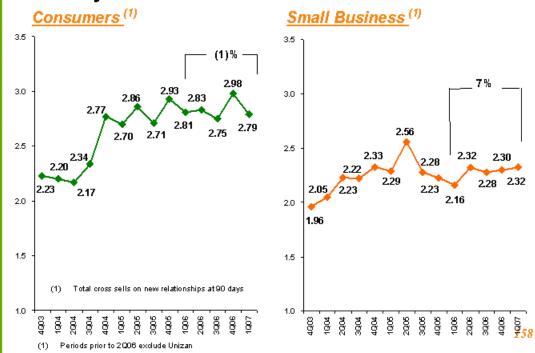
2.28 2.32

2.56

2.23

2.16

# • 90-day cross sell



# **Regional Banking - Tactics**



#### "Simply the Best" Customer Experience

#### People – Associates

 Hiring the right people, training, leadership accountability, new recognition for top Personal Bankers and Banking Office Managers

#### People – Customers

- Voice of customer research, marketing online capability

#### Process Improvement & Quality

 Product simplification, process improvement to make sales easier, continuous improvement in service

#### Sales & Service Execution

 Prioritize and clarify expectations, hold associates accountable, shared goals, improve sales and service training including outbound calling and cross-sell and better aligned incentive plans that include more accountability with a service component

# The General Manager Program



#### **Objective**

· Retain the best banking office managers and accelerate business growth

#### Qualifying Criteria

- 2 years at banking office manager position
- · Balance scorecard approach and leadership

#### What Changes

- Incentive pay based on office balance growth and year-over-year profit growth
- · New title and more authority
- Bank and community leadership
- Executive education opportunities
- · Requires HBAN stock ownership

#### **Our Commitment**

- 3 year program
- · Stay at the same office



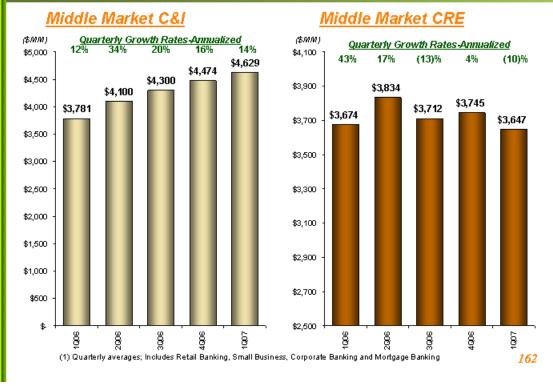
### The General Manager Program

	<u>GM</u>	Other (1)
# of offices	50	274
Avg. net oper. inc. (2)		
2006	\$2.3MM	\$1.7MM
2 Year CAGR	18.4%	16.6%
Avg. balances <sup>(3)</sup>		
2006	\$39MM	\$28MM
2 Year CAGR	5.2%	3.1%

- (1) Excludes new offices + Unizan offices
- (2) Before provision expense
- (3) Consumer & business checking + loans

# Regional Banking Loan Growth (1)



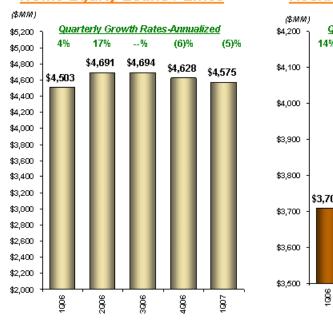


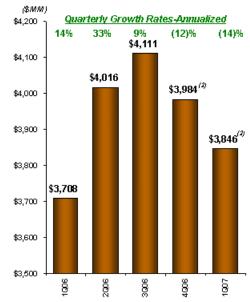
# Regional Banking Loan Growth (1)





#### Residential Mortgages

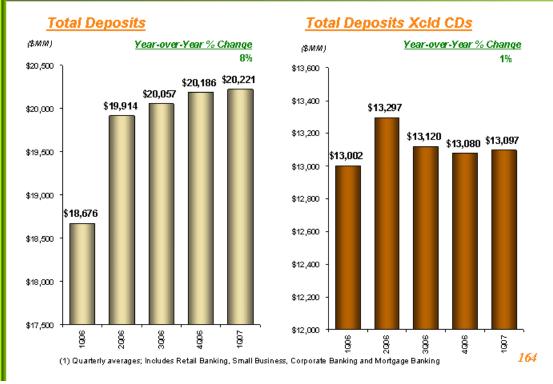




(1) Quarterly averages; Includes Retail Banking, Small Business, Corporate Banking and Mortgage Banking (2) Quarterly average reflects pro-rata impact of Ioan sales: 9.06-\$144MM; 12.06-\$103MM; 3.07-\$110MM

# Regional Banking Deposit Growth (0)



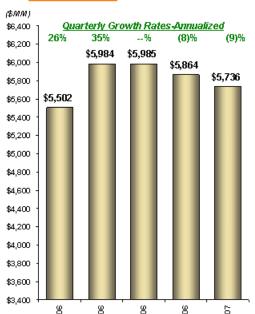


# Retail Banking (1)

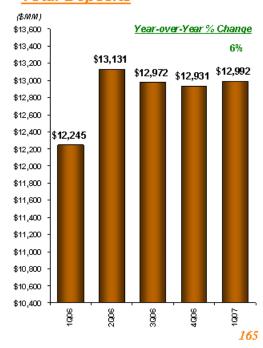




(1) Quarterly averages



#### **Total Deposits**



# High Ranking of "huntington.com"



# <u>3/31/07</u>

<u>0/01/01</u>	
Active users	303,096
Retail household penetration	51%
Monthly Activity	
New users	10,000+
Bills paid on-line	921,000+
35% of active users	•
<ul> <li>18% of retail household penetration</li> </ul>	
Check/deposit images viewed	676,000+
Industry Leadership	
Keynote rankings - overall	#6
Customer Respect Group - overall	#8
- regional banks	#5
- site usability	#2

# **Continued Online Investment**



Launched competitive, high-rate online account with streamlined opening process in late December.

#### 3/31/07

• New Accounts 1,700

Average Balance \$20,000

· Growth of new product is exceeding plans

# **Debit Card Usage and Trends**



### <u>3/31/07</u>

Consumer debit card penetration 75%

Active users <sup>(1)</sup> 79%

Average transactions per month 16

(1) 1+ signature transaction per month

# Small Business Banking – What's Working



#### · Income growth

- Increased DDA households
- Strong commercial services fees and fee sharing
- Disciplined NIE spending patterns

#### · Enhanced regional delivery model

- Local decision-making and pricing flexibility
- SBA network of loan production offices
- BLC Business Loan Center regional underwriting teams
- BRC Business Resource Center dedicated answer-line for bankers

#### Product and process management focus

- Strong core deposit product Business Premier Checking
- Comprehensive cash management products and services
- OCP On-site Check Processing services
- Business Economy "free" checking product enhancements
- Centralized pre-doc, doc prep and portfolio monitoring services
- Velocity System integrated loan origination and underwriting
- Loan production and balance growth momentum

## Small Business Banking - Strategy & Tactics



#### · Key strategic goals

- Increased DDA households and retention
- Improved business banker and office sales productivity and cross sell
- Increased treasury management products penetration

#### Enhanced marketing plan and execution

- "Always On" continuous flow local advertising and direct mail programs
- Retention system that manages new customer contact stream
- Enhanced market intelligence systems and segmentation capabilities

#### Sales tools and resource investments

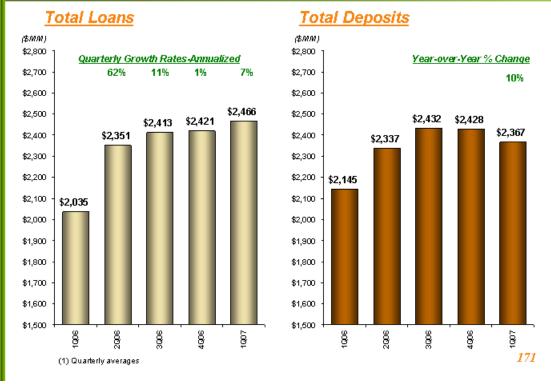
- Business banker training academy and coaching program development
- Enhanced sales performance reporting system and dashboards
- Aligned productivity and revenue goals with incentive pay programs
- Business call center bankers and outbound calling programs
- Out of market SBA specialists and centralized underwriting

#### Product and process enhancements

- Streamlined loan document preparation, underwriting and decision processes
- Competitive investment real estate pricing and promotion
- Simplified customer agreement for treasury management product set ups
- Business on-line payroll services offering

# Small Business Banking (1)

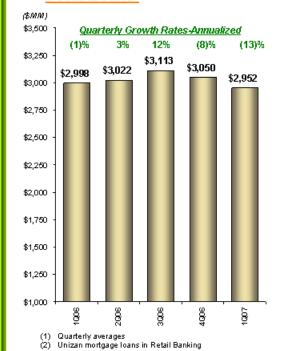




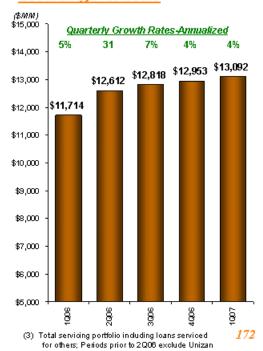
# Mortgage Banking (1)







#### Servicing Portfolio (3)



# Commercial Banking - What's Working



#### · Relationship growth

- Growth of Ideal Huntington Customers
- New Customer relationships continue to grow

#### · Revenue growth

- Commercial loans and deposits
- Cash management fees
- Capital markets products

#### Service initiatives

- Greenwich results and new survey Spring 2007
- Process improvements underway will have positive service impacts

#### · Investment in business

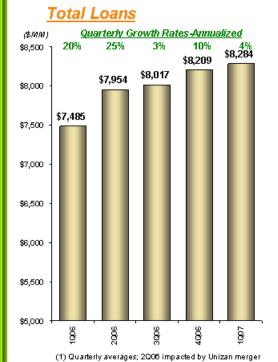
- New leadership
- Process Improvement team
- Technology
- Training

#### · Risk management

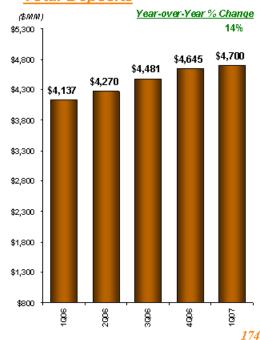
- Credit
- Non-credit
- Compliance

# Momentum: Commercial Banking (1):





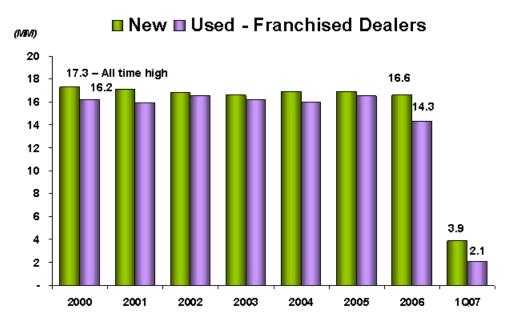




# Dealer Sales

# **Automobile Sales - # of Units**





Source: CNW Marketing / Research

## Dealer Sales - A Significant Business



- . A Huntington core business since the early 1950's
- · Strong industry reputation
  - Innovative
  - Dependable
- 15% of total managed loans and operating leases on
- 500 associates
  - 130 origination / sales
  - 120 operations
  - 40 customer service
  - 210 collections
- 3,500 dealer relationships
- · 13 states of origination
- 7 regional sales and underwriting centers

(1) @ 3/31/07; excludes commercial floor plan loans

# Dealer Sales Performance



## Consistent Returns and Profitability

(\$MM)	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>1Q07</u>
Operating earnings	\$61.8	\$64.6	\$66.3	\$59.9	\$12.5
ROE ®	14.0%	15.8%	18.7%	22.9%	26.4%

<sup>(1)</sup> Based on allocation of capital existing in that reported period; e.g. 2006 = 4.9%

## Dealer Sales – Business Model



- Tenure of staff / local market knowledge
- Local market presence sales and underwriting
- Provider of core products loan, lease, floor plan
- Focus on cross selling ancillary products and services – treasury, cash management, investments
- "Simply the Best" customer service

# Dealer Sales - "Ideal" Dealership



## Full Relationship

- 30%+ retail penetration
- Commercial lending
- Treasury management / merchant services
- PFG and/or Retail Banking relationship(s)

-or-

### Retail Primary Relationship

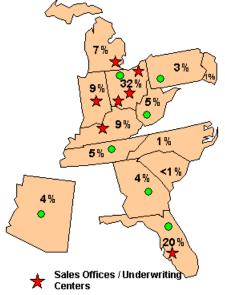
- 60%+ retail penetration
- · High book to approval ratio
- May/may not have other banking relationships

# Dealer Sales – Geographic Profile



### Loan & Lease Production

(\$MM)	10	1007		10	% Chg	
Ohio	\$163	32%		\$158	32%	3%
Florida	101	20		103	21	(2)
Indiana	46	9		46	9	
Kentucky	45	9		62	13	(27)
Michigan	37	7		27	6	37
W.Virginia	25	_5	_	31	_6_	(19)
	\$417	82%		\$427	87%	(2)
Tennessee	25	5		29	6	(14)
Arizona	22	4		8	2	nm
Georgia	19	4		16	3	19
Pennsylvania	17	3		9	2	nm
N. Carolina	7	1		1		nm
New Jersey	7	1				nm
S. Carolina	1	*	_			nm
Total	\$515	100%		\$490	100%	5%
* = less than 1%						



Sales Offices

# Dealer Sales – Market Share vs. Captives $^{(0)}$



	<u>2004</u>	<u>2005</u>	2006 <sup>(2)</sup>
HNB MARKETS			
GMAC	13.1 %	10.7 %	11.3 %
Ford Motor Credit	9.0	8.6	10.0
Chrysler Financial	<u>8.0</u>	<u>7.3</u>	<u>7.8</u>
Total "Big 3"	<u>30.1</u>	<u>26.6</u>	<u>29.1</u>
American Honda	3.6	4.0	3.9
Toyota Financial	2.7	3.1	3.1
Nissan/ Infiniti	2.1	2.6	2.7
BMW North America	0.9	0.9	1.1
Volkswagen Credit	<u>0.7</u>	<u>0.9</u>	<u>1.0</u>
Sub-total imports	<u>10.0</u>	<u>11.5</u>	<u>11.8</u>
Total captives	40.1 %	38.1 %	40.9 %
Huntington	2.6 %	2.1 %	2.2 %

<sup>(1)</sup> Source: AutoCount
(2) Information as of 12/31/06 except for Indiana which is as of 6/30/06

# Dealer Sales – Market Share in Major Markets @



	<u>2005</u>	2006 <sup>(1)</sup>	<b>2007</b> (2)	Rank (2)
<b>KENTUCKY</b>				
Huntington	6.2 %	6.1 %	N/A	N/A
Fifth Third	8.3	5.3		_
Chase	4.8	4.9		
Wells Fargo	2.6	4.2		
<u>OHIO</u>				
Chase	7.5	7.1	9.2	
Huntington	3.9	4.5	5.7	#2
Fifth Third	6.3	3.9	4.0	
Wells Fargo	1.9	3.6	2.4	
WEST VIRGINIA				
BB&T	10.3	10.4	10.2	
Huntington	6.8	6.2	7.2	#2
United Bank	5.8	5.3	6.6	
Fifth Third	5.7	4.7	6.0	

<sup>(1)</sup> Information for Indiana as of 6,80,06

<sup>(</sup>c) Excluding captives and non-banks; source: AutoCount, Information as of 3/31.07, except for Ohio, which is as of 2./28.07. Information for Kentucky and Indiana is not available.

# Dealer Sales – Market Share in Major Markets @



	2005	2006 <sup>(1)</sup>	<u> 2007<sup>(2)</sup></u>	<u>Rank</u> (2)
INDIANA				
Wells Fargo	2.6 %	4.7 %		
Fifth Third	4.0	3.5		
Chase	3.8	3.5		
Huntington	2.2	3.0	N/A	N/A
HNB Central IN	3.2	4.3		
MICHIGAN				
Fifth Third	5.3	3.1	3.9	
Chase	3.0	2.9	3.4	
Wells Fargo	1.5	2.1	1.6	
Huntington	1.3	1.3	1.6	#4
Harris Bank	1.3	1.2	1.3	
FLORIDA				
SunTrust	5.0	4.5	4.7	
Bank of America	4.2	2.7	3.1	
Wells Fargo	2.1	3.7	2.4	
Chase	2.1	2.3	2.6	
Huntington	1.2	1.3	1.4	#7

<sup>(1)</sup> Information for Indiana as of 6/30/06

<sup>(2)</sup> Excluding captives and non-banks; source: Auto Count, Information as of 3/31.07, except for Ohio, which is as of 2/28/07. Information for Kentucky and Indiana is not available.

# Loan Production – Held vs. Sold



(\$MM)	Loans <u>Originated</u>	Loans <u>Sold</u> (*)	Loans <u>Held</u>	Auto Exposure (2)
2002	\$2,308	\$-0-	\$2,308	33 %
2003	2,757	2,093	664	28
2004	1,587	1,500	87	21
2005	1,503	414	1,089	18
2006	1,717	691	1,026	15
1Q/07	<u>447</u>	<u>138</u>	<u>309</u>	15
	\$10,319	\$4,836	\$5,483	

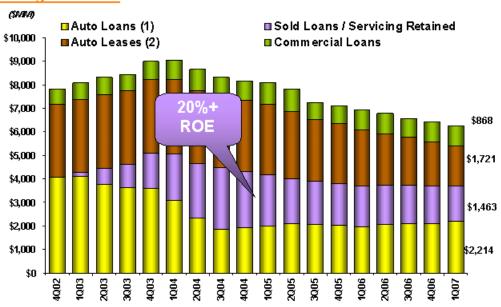
 $<sup>(1) \</sup>quad \text{All sales in 2005, 2006 and 2007 were under the flow sale arrangement which commenced 5.05 and ends 4.07}$ 

<sup>(2)</sup> Indirect auto loans and leases (including operating leases) as a % of total loans and leases

# Dealer Sales – A Higher Return Mix



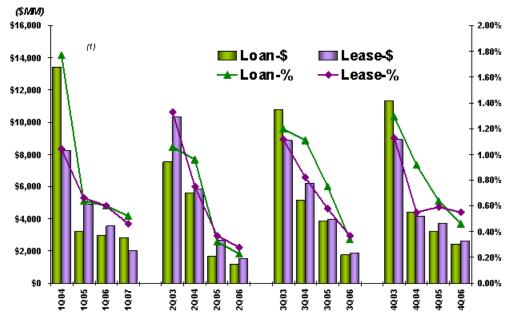
## Average Balances



- (1) Loans includes securitized loans
- (2) Leases includes direct financing and operating leases

# Credit Quality - Net Charge-offs





Note: Lease includes direct financing leases and operating lease assets

(1) 1Q04 included \$4.7 MM one time cumulative adjustment for treatment of repossessed vehicle damage insurance claims; \$3.8 MM in loans and \$0.9 MM in leases

## Dealer Sales - Industry Issues



- Domestic captives use interest rate subvention programs reducing available bank share
- Domestic captives higher focus on leasing programs with aggressive residual setting
- Lengthening of financing terms and the effect on negative equity in existing vehicles
- Increased competition... technology accelerates entry speed / operating efficiencies

## Dealer Sales - Priorities



- Maximize product profitability
- · Maintain pricing discipline at the expense of market share
- Maintain credit quality
- Market expansion within core footprint and increased penetration of existing low/median market share competitors
- · Selected market expansion outside of core footprint
- Increased penetration of Huntington products and services at "high market share" dealerships
- Leverage existing infrastructure and recent investment in technological capabilities
- Evaluate emerging workflow technology to determine viability

# Private Financial and Capital Markets Group

# PFCMG – Profile



### 3/31/07

Assets under custody	\$ 41.4 Billion
Assets under management (*)	<u>12.6</u>
Trust assets (1)	\$ 54.0
Huntington Funds assets	\$ 4.1
Brokerage assets	\$ 5.6
Corporate trust debt under administration	\$ 27.6
Total deposits	\$ 1.2
Total loans	\$ 1.9

Total revenue – YTD (2)

(1) Includes Huntington Funds and Haberer
(2) Prior to fee sharing revenues; excludes corporate equity investment gains/(losses)

191

\$69.5 Million

# PFCMG – Results



Total revenue (1)	<u>1Q07</u> \$69.5 MM	<u>1Q06</u> \$64.6 MM	<u>% Chg</u> 8 %
Assets under management (2)	\$ 12.6 B	\$ 10.9 B	16
Huntington Funds	4.1	3.6	14
Trust assets	54.0	46.9	15
Retail brokerage assets	5.6	5.1	10
Total deposits – avg.	1.1	1.1	
Total loans – avg.	1.8	1.7	7

<sup>(1)</sup> Prior to fee sharing revenues; excludes corporate equity investment gains/(losses): 1Q07: (\$8.5MM); 1Q06: \$1.4MM (2) Includes Huntington Funds and Haberer

# Private Financial - Business Overview



## Asset Management / Investment Advisory Assets

(\$B)	<u>3/31/07</u>		<u>12/3</u>	<u>1/06</u>	<u>3/31/06</u>	
	<u>Mngd</u>	<u>Total</u>	<u>Mngd</u>	<u>Total</u>	<u>Mngd</u>	<u>Total</u>
Personal trust	\$6.7	\$10.9	\$6.6	\$10.8	\$5.6	\$9.4
Huntington Funds	4.1	4.1	3.9	3.9	3.6	3.6
Institutional trust	0.9	32.0	0.9	31.0	1.1	28.7
Corporate trust		6.2		6.0		4.6
Haberer	<u>0.8</u>	<u>0.8</u>	0.8	0.8	0.7	0.7
	\$12.6	\$54.0	\$12.2	\$52.4	\$10.9	\$46.8

# Private Financial - Business Overview



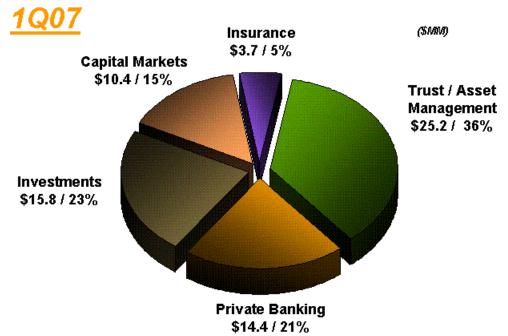
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(\$IVIIVI)					
. ,				1Q07 v	1Q07v
<b>Brokerage</b>	<u>1Q07</u>	<u>4Q06</u>	<u>1Q06</u>	<u>4Q06</u> %	<u>1Q06</u>
Mutual fund sales	\$ 61.5	\$ 61.7	\$ 38.8	%	58 %
Annuity sales	<u>127.2</u>	<u>113.0</u>	<u>147.2</u>	13_	_(14)
	\$188.7	\$174.7	\$186.0	8 %	1 %
<u>Private Banking (2)</u>					
Deposits	\$1,094	\$1,113	\$1,114	(2) %	(2) %
Loans	\$1.622	\$1.628	\$1.570	%	3 %

<sup>(1)</sup> Linked quarter percentage growth is not annualized
(2) Average balances; excludes certain trust loan & deposit settlement account balances and Capital Markets Group

# PFCMG - Revenue Contribution (1)





1) Prior to fee sharing revenues; excludes corporate equity investment gains/(losses)



# PFCMG – Market Presence



Growing "In Market" ...

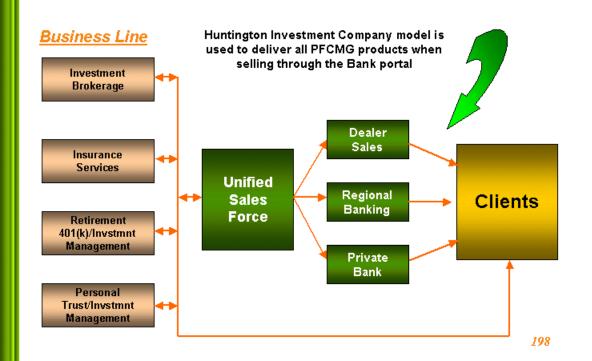


Adding Growth Markets...



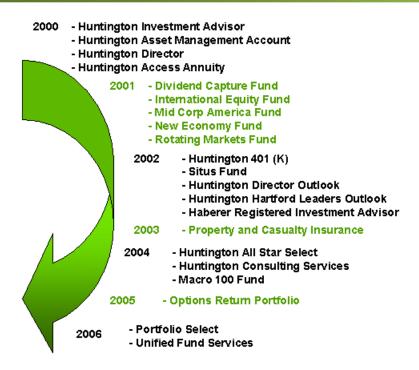
# PFCMG – Unique Delivery





## PFCMG – Expanding Distinctive Products/Services





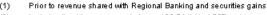


## PFCMG - Fee Based Revenue (1)



#### <u>Revenue</u>

#### 1Q07 v (\$MM) 1Q07 4Q06 1Q06 **Trust fees** \$ 25.8 22% 10 % Retail investment 11.3 20 5 sales Inst. investment sales (2) 0.5 (15)nm Insurance 3.9 (9) 44 revenue Brokerage & \$ 15.7 10 % 16% insurance

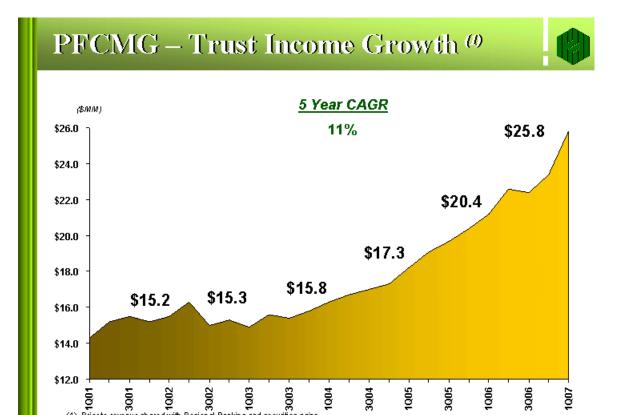


Includes fixed income commissions of \$0.5 MM in 1Q07 and (2) \$0.6 MM recorded as other income in 1006

#### **Trends**



<sup>201</sup> 



# PFCMG – Trust Asset Growth (9)

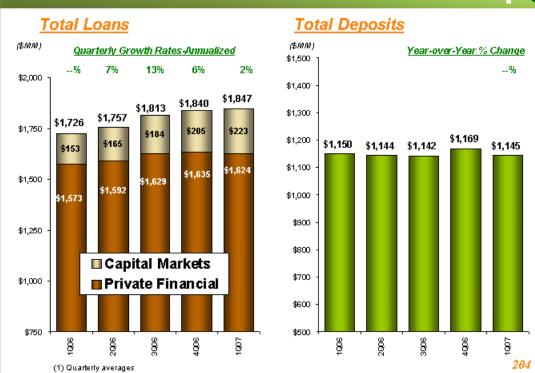






# PFCMG (0)

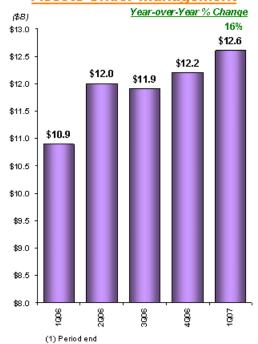




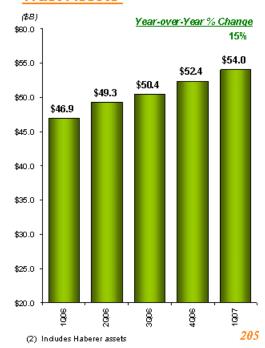
# Private Financial (1)







### Trust Assets (2)



## Private Financial - Investment Sales Success



(\$MM)

1Q07 v 1Q07 1Q06 1Q06 Mutual fund & annuity sales \$188.7 \$186.0 1%

	Annu	alized	2005 Industry (f)		
	1Q07 2006		Тор		
	<u>HBAN</u>	<u>HBAN</u>	<u>Average</u>	<u>Quartile</u>	
Sales penetration (2)	4.9%	4.8%	3.2%	3.9%	
Revenue penetration (3)	\$3,475	\$3,518	\$1,651	\$2,271	
Profit penetration (4)	\$847	\$1,146	\$ 429	\$ 615	

<sup>(1)</sup> Ken Kehrer & Associates survey

is 206

<sup>(2)</sup> Sales (dollars invested) of mutual funds and annuities (annualized) divided by bank's retail deposits

<sup>(3)</sup> Investment program revenue (annualized) per million of the bank's retail deposits

<sup>4)</sup> Contribution of investment program to pretax profit(annualized) per million of the bank's retail deposits. Contribution difference between program revenue and program expenses

# **Huntington Funds – 3/31/07**



## Lipper 3 Year rankings

-	New Economy (trust class)	Тор	12%
-	Situs Small Cap Fund (trust class)	Тор	6%
_	Rotating Markets (trust class)	Тор	8%
_	Mortgage Fund (trust class)	Тор	14%

#### Morningstar overall "5 Star" rating

- Mortgage Fund (F/I)
- New Economy Fund (Equity)
- Situs Small Cap Fund (Equity)

#### • Morningstar "4 Star" rating

- International Equity Fund (Equity)

#### • Barron's 2006 Top 100 Fund Managers / Best in Class

- Randy Bateman - Situs fund

# Mutual Fund Performance – Returns



(YOY % Change) S&P 500 Dow Jones	1 <u>Q06</u> +12 +8	2 <u>Q06</u> +9 +11	3 <u>Q06</u> +11 +11	4 <u>006</u> +16 +19	1 <u>007</u> +12 +11
"5 Star" Rating <sup>(1)</sup>					
Situs Small Cap (Equity)	+26	+16	+2	+11	+9
New Economy (Equity)	+22	+14	+4	+9	+6
Mortgage Fund (F/I)	+4	+1	+5	+6	+7
"4 Star" Rating <sup>(1)</sup>					
International Equity (Equity)	+28	+27	+19	+27	+16
Other					
Rotating Markets (Equity)	+18	+13	+13	+20	+12
Dividend Capture (Equity)	+10	+6	+11	+16	+12
Income Equity (Equity)	+7	+4	+9	+11	+9
Growth (Equity)	+7	+2	+5	+8	+6
Mid Corp America (Equity)	+17	+7	+3	+8	+8

(1) At March 31, 2007