# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 <br> FORM 8-K <br> CURRENT REPORT <br> Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934 <br> Date of Report (Date of earliest event reported) January 17, 2008 

## HUNTINGTON BANCSHARES INCORPORATED

(Exact name of registrant as specified in its charter)


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

On January 17, 2008, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter and year ended December 31, 2007. Also on January 17, 2008, Huntington made a Quarterly Financial Review available on its web site, www.huntington-ir.com.

Huntington's senior management will host an earnings conference call January 17, 2008, at 1:00 p.m. EST. The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at 800-223-1238; conference ID 30145719. Slides will be available atwww.huntington-ir.com just prior to 1:00 p.m. EST on January 17, 2008, for review during the call. A replay of the web cast will be archived in the Investor Relations section of Huntington's web site at www.huntington-ir.com. A telephone replay will be available two hours after the completion of the call through January 31, 2008, at 800-642-1687; conference call ID 30145719.

The information contained or incorporated by reference in this Current Report on Form 8-K contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Actual results could differ materially from those contained or implied by such statements for a variety of factors including: (1) deterioration in the loan portfolio could be worse than expected due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) merger benefits including expense efficiencies and revenue synergies may not be fully realized and / or within expected timeframes; (3) merger disruptions may make it more difficult to maintain relationships with clients, associates, or suppliers; (4) changes in economic conditions; (5) movements in interest rates; (6) competitive pressures on product pricing and services; (7) success and timing of other business strategies; (8) the nature, extent, and timing of governmental actions and reforms; and (9) extended disruption of vital infrastructure. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2006 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements contained or incorporated by reference in this Current Report on Form 8-K are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

The 2008 full year earnings guidance provided in the news release is not presented in accordance with Generally Accepted Accounting Principles (GAAP) because it excludes merger related integration costs, as Management considers these costs to be unusual. Below is the guidance based upon GAAP.

| (in millions, except earnings per share) | Range |  |
| :---: | :---: | :---: |
| GAAP earnings guidance |  |  |
| Net income | \$587.6 | \$608.6 |
| Earnings per share | \$ 1.59 | \$ 1.65 |
| Merger related integration costs, net of tax |  |  |
| Net income | \$ 6.5 | \$ 3.3 |
| Earnings per share | \$ 0.02 | \$ 0.01 |
| Expected Visa ${ }^{1}$ indemnification expense reversal, net of tax |  |  |
| Net Income | \$ (16.2) | \$ (16.2) |
| Earnings per share | \$(0.04) | \$ (0.04) |
| Earnings guidance |  |  |
| Net income | \$577.9 | \$595.7 |
| Earnings per share | \$ 1.57 | \$ 1.62 |

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

## Item 9.01. Financial Statements and Exhibits.

The exhibits referenced below shall be treated as "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.
(d) Exhibits.

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated January 17, 2008.
Exhibit 99.2 - Quarterly Financial Review, December 2007.

## SIGNATURES

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

HUNTINGTON BANCSHARES INCORPORATED
Date: January 17, 2008
By: /s/ Donald R. Kimble
Donald R. Kimble
Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No.

Exhibit 99.1

Description

News release of Huntington Bancshares Incorporated, January 17, 2008.

Quarterly Financial Review, December 2007

## January 17, 2008

## Contacts:

| Analysts | (614) 480-4060 |
| :--- | :--- |
| Jay Gould | (614) 480-3878 |


| Media | (614) $480-5413$ |
| :--- | :--- |
| Jeri Grier | (614) $480-4588$ |

Jack Pargeon

> (614) $480-4060$ (614) $480-3878$
(614) 480-4588

## HUNTINGTON BANCSHARES REPORTS:

## - 2007 FOURTH QUARTER NET LOSS OF $\$ 239.3$ MILLION, OR $\$ 0.65$ PER COMMON SHARE, AS PREVIOUSLY ANNOUNCED

- \$0.265 PER COMMON SHARE DIVIDEND ANNOUNCED YESTERDAY
- 2008 FULL YEAR EARNINGS TARGET OF \$1.57-\$1.62 PER COMMON SHARE

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN;www.huntington.com) reported a 2007 fourth quarter net loss of $\$ 239.3$ million, or $\$ 0.65$ per common share. This was consistent with the announcement on January 10, 2008. Earnings in the year-ago fourth quarter were $\$ 87.7$ million, or $\$ 0.37$ per common share. Earnings in the current and year-ago quarters were impacted by several significant items (see Significant Items Influencing Financial Performance Comparisons discussion and Table 1).

Earnings for the full year 2007 were $\$ 75.2$ million, or $\$ 0.25$ per common share, compared with $\$ 461.2$ million, or $\$ 1.92$ per common share in 2006 .
Huntington also announced yesterday that the board of directors has declared a quarterly cash dividend on its common stock of $\$ 0.265$ per common share. The dividend is payable April 1, 2008, to shareholders of record on March 14, 2008.

## PERFORMANCE OVERVIEW

Performance compared with the 2007 third quarter included:

- Net loss of $\$ 0.65$ per common share, compared with $\$ 0.38$ earnings per common share.
- Current quarter earnings were negatively impacted by $\$ 1.00$ per common share consisting of costs associated with Franklin Credit Management Corporation (Franklin), market-related losses, merger costs, a VISA ${ }^{\circledR}$ indemnification charge, and increases to litigation reserves on existing cases. The 2007 third quarter earnings were negatively impacted by $\$ 0.09$ per common share, reflecting the combination of merger costs associated with the acquisition of Sky Financial Group Inc. (Sky Financial) and net market-related losses.
- $\quad \$ 512.1$ million of total provision for credit losses, consisting of $\$ 405.8$ million for Franklin and $\$ 106.2$ million non-Franklin-related. This compares with $\$ 42.0$ million of provision for credit losses in the third quarter, of which $\$ 5.0$ million
was for Franklin, and $\$ 37.0$ million non-Franklin. The $\$ 69.2$ million increase in non-Franklin provision for credit losses reflected higher non-Franklin net charge-offs, due primarily to the continued weakness in the commercial real estate markets, particularly among our borrowers in eastern Michigan and northern Ohio, and an increased allowance for credit losses.
- $3.26 \%$ net interest margin, down from $3.52 \%$ in the 2007 third quarter, reflecting a 15 basis point one time negative impact related to Franklin, as well as continued intense competitive pricing in our markets, mostly deposit related.
- $6 \%$ annualized linked-quarter growth in average total commercial loans, with average total consumer loans little changed.
- Average total core deposits that were essentially unchanged.
- Strong linked-quarter growth in key fee income activities including deposit service charges (4\%), trust services (5\%), brokerage and insurance (5\%), and other service charges and fees $(4 \%)$. Fourth quarter non-interest income also reflected $\$ 66.7$ million of the $\$ 63.5$ million of net market-related losses, compared with $\$ 23.5$ million of the $\$ 18.0$ million of such net losses in the 2007 third quarter.
- Slight linked-quarter increase in non-interest expense, excluding the impact of merger-related costs and automobile operating lease expenses in both periods, the fourth quarter VISA ${ }^{\circledR}$ indemnification charge and increases to litigation reserves on existing cases, and the third quarter debt extinguishment gain. The slight linked quarter increase reflected higher seasonal expenses partially offset by the benefit of achieving almost $90 \%$ of the $\$ 115$ million targeted total annualized merger efficiencies.
- $\quad \$ 377.9$ million of net charge-offs, including $\$ 308.5$ million related to the Franklin restructuring, up from $\$ 47.1$ million in the third quarter.
- $1.44 \%$ period-end allowance for loan and lease losses (ALLL) ratio, up from $1.14 \%$ at the end of the third quarter.
- $\quad \$ 319.8$ million of non-accrual loans, up from $\$ 249.4$ million at the end of the third quarter with most of the increase in middle market commercial real estate loans. Period end non-accrual loans represented $0.80 \%$ of total loans and leases, up from $0.62 \%$ at September 30, 2007.
- $\quad \$ 1.660$ billion of nonperforming assets, up $\$ 1.225$ billion from $\$ 435$ million at the end of the third quarter, with $\$ 1.187$ billion of the increase representing Franklin restructured loans.
- $5.08 \%$ period-end tangible common equity ratio, down from $5.70 \%$. This reduction primarily reflected the negative impact on capital due to the current quarter's net loss.
"We are disappointed with these results," said Thomas E. Hoaglin, chairman, president, and chief executive officer. "Clearly the biggest setback was the significant negative impact associated with the previously announced restructuring of the Franklin relationship acquired in the Sky Financial merger. However, we firmly believe that the specific reserves we have established and the positive cash flow coverage resulting from the restructuring address fully the current and anticipated financial performance issues associated with this relationship. As such, we do not anticipate any further negative impact from this relationship. Also negatively
impacting performance was the need to build non-Franklin-related loan loss reserves in view of the continued weakness in the residential real estate development markets."
He continued, "While not an excuse, many of the items negatively impacting fourth quarter performance were one-time in nature or reflected the volatile financial markets. The volatility of securities markets, and particularly the negative valuation performance of financial securities, resulted in our market-related losses. When these markets will stabilize is not known. The public equity investment funds and the investment securities portfolio where we have been most negatively impacted have now been written down to less than $\$ 25$ million."
"Despite these developments, there were positive signs of the underlying strength of our franchise," he said. "The quarter's results included good growth in commercial loans and strong growth in a number of key fee income activities. Our underlying expenses were well controlled, and we have realized almost $90 \%$ of the merger efficiencies and are confident of achieving the rest."
"Even in this difficult environment, our 2008 expectations are for a net interest margin in the $3.35 \%$ range, and growth in loans and fee income. We expect no significant market-related losses and will remain focused on controlling expenses. Credit quality performance will remain under pressure. We expect meaningful progress in building capital ratios. This confidence was evidenced by the reaffirmation of the common stock dividend by our board of directors. We will continue to focus on executing our business plan, and we believe 2008 will be a successful year," he concluded.


## FOURTH OUARTER PERFORMANCE DISCUSSION

## Significant Items Influencing Financial Performance Comparisons

Specific significant items impacting 2007 fourth quarter performance included (see Table 1 below):

- $\quad \$ 423.6$ million pre-tax ( $\$ 0.75$ per common share) negative impact related to the Franklin relationship announced on January 3, 2008, consisting of a $\$ 405.8$ million provision for credit losses related to the completed restructuring of the Franklin loans and a $\$ 17.9$ million reduction of net interest income. The net interest income reduction reflected the placement of the Franklin loans on non-accrual status from November 16, 2007 until December 28, 2007. During this period, the loan payments from Franklin remained current, with the interest received used to reduce the exposure.
- $\quad \$ 63.5$ million pre-tax ( $\$ 0.11$ per common share) negative impact of market-related losses consisting of:
- $\quad \$ 34.0$ million loss on loans held for sale,
- $\quad \$ 11.6$ million of impairment losses on certain investment securities,
- $\quad \$ 9.4$ million of equity investment losses, and
- $\quad \$ 8.6$ million net negative impact of mortgage servicing rights (MSR) hedging consisting of a net impairment loss of $\$ 11.8$ million included in non-interest income, partially offset by related net interest income of $\$ 3.2$ million.
- $\quad \$ 44.4$ million pre-tax ( $\$ 0.08$ per common share) of merger-costs consisting of:
- $\quad \$ 31.0$ million related to Sky Financial integration expenses, and
- $\quad \$ 13.4$ million related to the previously announced retirement of Marty Adams, former president and chief operating officer, consisting of a cash payment, the accelerated vesting of stock awards, and retirement benefits.
- $\quad \$ 24.9$ million pre-tax ( $\$ 0.04$ per common share) VISA ${ }^{\circledR}$ indemnification charge associated with its announced anti-trust settlement with American Expres ${ }^{\circledR}$ and pending VISA ${ }^{\circledR}$ litigation.
- $\quad \$ 8.9$ million pre-tax ( $\$ 0.02$ per common share) of increases to litigation reserves on existing cases.


## Table 1 - Significant Items Impacting Earnings Performance Comparisons (I)

| Three Months Ended (in millions, except per share) | Impact (2) |  |
| :---: | :---: | :---: |
|  | Pre-tax | EPS (3) |
| December 31, 2007 - GAAP earnings (loss) | \$(239.3)(3) | \$(0.65) |
| - Franklin relationship restructuring | (423.6) | (0.75) |
| - Net market-related losses | (63.5) | (0.11) |
| - Merger costs | (44.4) | (0.08) |
| - VISA ${ }^{\circledR}$ indemnification charge | (24.9) | (0.04) |
| - Increases to litigation reserves | (8.9) | (0.02) |
| September 30, 2007 - GAAP earnings | \$ 138.2(3) | \$ 0.38 |
| - Sky Financial merger costs | (32.3) | (0.06) |
| - Net market-related losses | (18.0) | (0.03) |
| December 31, 2006 - GAAP earnings | \$ 87.7(3) | \$ 0.37 |
| - Gain on sale of MasterCard ${ }^{\circledR}$ stock | 2.6 | 0.01 |
| - Completion of balance sheet restructuring | (20.2) | (0.05) |
| - Huntington Foundation contribution | (10.0) | (0.03) |
| - Automobile lease residual value losses | (5.2) | (0.01) |
| - Severance and consolidation expenses | (4.5) | (0.01) |

(1) Includes significant items with $\$ 0.01$ EPS impact or greater
(2) Favorable (unfavorable) impact on GAAP earnings; pre-tax unless otherwise noted
(3) After-tax

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

## 2007 Fourth Quarter versus 2006 Fourth Quarter

Fully taxable equivalent net interest income increased $\$ 126.2$ million from the year-ago quarter. This reflected the favorable impact of a $\$ 15.6$ billion increase in average earning assets, of which $\$ 13.8$ billion represented an increase in average loans and leases, partially offset by a slight decrease in the fully-taxable equivalent net interest margin of 2 basis points to $3.26 \%$. The current quarter net interest margin included a one-time negative impact of 15 basis points, reflecting Franklin loans that were put on nonaccrual status from November 16, 2007 until December 28, 2007. The increases in average earning assets, as well as loans and leases, were primarily merger-related. Table 2 details the $\$ 13.8$ billion reported increase in average loans and leases.

## Table 2 - Loans and Leases - 4007 vs. 4006


(1) = non-merger related $/($ prior period + merger-related $)$

The $\$ 1.0$ billion, or $3 \%$, non-merger-related increase primarily reflected:

- $\$ 1.3$ billion, or $6 \%$, increase in average total commercial loans, reflecting continued strong growth in middle-market commercial and industrial (C\&I) loans.

Partially offset by:

- $\quad \$ 0.3$ billion, or $2 \%$, decrease in average total consumer loans. This reflected a decline in residential mortgages due to loan sales over the last $12-m o n t h$ period. The declines in home equity loans and automobile loans and leases reflect weaker demand, a softer economy, as well as the continued impact of competitive pricing.

Also contributing to the growth in average earning assets was a $\$ 1.0$ billion increase in average trading account securities. The increase in these assets reflected a change in our strategy to use trading account securities to hedge the change in fair value of our mortgage servicing rights (MSR).

The $3.26 \%$ fully taxable net interest margin in the current period, which was below our expectations, reflected a one-time negative impact of 15 basis points as the Franklin loans were put on nonaccrual status from November 16, 2007 until December 28, 2007. The margin decline also reflected competitive deposit pricing in our markets.

Table 3 details the $\$ 13.0$ billion reported increase in average total deposits.

## Table 3 - Deposits - 4007 vs. 4006

| (in billions) | Fourth Quarter |  |  |  | Change |  |  | Merger <br> Related |  | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | Amount |  | \% |  |  | Amount |  | \%(1) |
| Average Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - non-interest bearing | \$ | 5.2 | \$ | 3.6 | \$ | 1.6 | 46\% | \$ | 1.8 | \$ | (0.2) | (4)\% |
| Demand deposits - interest bearing |  | 3.9 |  | 2.2 |  | 1.7 | 77 |  | 1.5 |  | 0.3 | 7 |
| Money market deposits |  | 6.8 |  | 5.5 |  | 1.3 | 23 |  | 1.0 |  | 0.3 | 5 |
| Savings and other domestic deposits |  | 4.8 |  | 2.8 |  | 2.0 | 69 |  | 2.6 |  | (0.6) | (12) |
| Core certificates of deposit |  | 10.7 |  | 5.4 |  | 5.3 | 98 |  | 4.6 |  | 0.7 | 7 |
| Total core deposits |  | 31.5 |  | 19.6 |  | 11.9 | 61 |  | 11.5 |  | 0.4 | 1 |
| Other deposits |  | 6.2 |  | 5.1 |  | 1.1 | 21 |  | 1.3 |  | (0.3) | (4) |
| $\underline{\text { Total deposits }}$ | \$ | 37.7 | \$ | 24.7 | \$ | 13.0 | 52\% | \$ | 12.9 | \$ | 0.1 | 0\% |

(1) $=$ non-merger related $/($ prior period + merger-related $)$

Virtually all of the increase in average total deposits was merger-related. The $\$ 0.1$ billion non-merger-related increase reflected:

- $\$ 0.4$ billion, or $1 \%$, increase in average total core deposits, reflecting strong growth in interest bearing demand deposits and money market accounts. While there was strong growth in core certificates of deposits, this was offset by the decline in savings and other domestic deposits, as customers transferred funds from lower rate to higher rate accounts.

Partially offset by:

- $\quad \$ 0.3$ billion, or $4 \%$, decline in other non-core deposits.


## 2007 Fourth Quarter versus 2007 Third Quarter

Compared with the 2007 third quarter, fully taxable equivalent net interest income decreased $\$ 27.0$ million. This reflected the negative impact of a lower fully taxable equivalent net interest margin, only partially offset by an increase in average earning assets, primarily loans. The fully-taxable net interest margin was $3.26 \%$ in the quarter, down 26 basis points, of which 15 basis points represented the $\$ 17.9$ million reduction of interest income as the Franklin loans were put on nonaccrual status from November 16, 2007 until December 28, 2007. The remainder of the decline in the fully taxable net interest margin primarily reflected continued deposit pricing competition in our markets. These negatives were only partially offset by the $\$ 0.4$ billion increase in average earning assets, of which $\$ 0.3$ billion represented growth in average total loans and leases.

Table 4 details the $\$ 0.3$ billion reported increase in average loans and leases.
Table 4-Loans and Leases - 4007 vs. 3007

| (in billions) | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Total commercial | \$ | 22.3 |  |  | \$ | 22.0 | \$ | 0.3 | 1\% |
|  |  |  |  |  |  |  |  |
| Automobile loans and leases |  | 4.3 |  | 4.4 |  | (0.0) | (1) |
| Home equity |  | 7.3 |  | 7.5 |  | (0.2) | (2) |
| Residential mortgage |  | 5.4 |  | 5.5 |  | (0.0) | (0) |
| Other consumer |  | 0.7 |  | 0.5 |  | 0.2 | 36 |
| Total consumer |  | 17.8 |  | 17.8 |  | (0.0) | (0) |
| Total loans and leases | \$ | 40.1 | \$ | 39.8 | \$ | 0.3 | 1\% |

The $\$ 0.3$ billion, or $1 \%$, increase in average total loans and leases primarily reflected $1 \%$ growth in average total commercial loans due to strong growth in middle-market commercial real estate loans. Average total consumer loans were essentially unchanged.

While average total deposits were essentially unchanged, Table 5 details the changes in the various deposit categories.

| (in billions) | FourthQuarter2007 | Third Quarter 2007 | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
|  |  |  |  |  |
| Average Deposits |  |  |  |  |
| Demand deposits - non-interest bearing | \$ 5.2 | \$ 5.4 | \$ (0.2) | (3)\% |
| Demand deposits - interest bearing | 3.9 | 3.8 | 0.1 | 3 |
| Money market deposits | 6.8 | 6.9 | (0.0) | (0) |
| Savings and other domestic deposits | 4.8 | 5.0 | (0.2) | (5) |
| Core certificates of deposit | 10.7 | 10.4 | 0.2 | 2 |
| Total core deposits | 31.5 | 31.5 | (0.1) | (0) |
| Other deposits | 6.2 | 6.1 | 0.1 | 1 |
| $\underline{\text { Total deposits }}$ | \$37.7 | \$37.7 | \$ 0.0 | 0\% |

Average total deposits were $\$ 37.7$ billion, essentially unchanged compared with the prior quarter. However, there were changes between the various deposit account categories consisting of:

- $\quad \$ 0.1$ billion, or $1 \%$, increase in other non-core deposits, reflecting an increase in wholesale deposits.
- $\quad \$ 0.1$ billion decline in average total core deposits, reflecting anticipated merger-related deposit attrition. Within core deposits, transfers from lower cost to higher cost deposit accounts continued. Specifically, declines in savings and other domestic deposits and non-interest bearing demand reflected customer transfers out of these lower rate accounts and into higher rate interest bearing demand accounts and certificates of deposit.


## Provision for Credit Losses

The provision for credit losses in the 2007 fourth quarter was $\$ 512.1$ million, up from $\$ 15.7$ million in the year-ago quarter and from $\$ 42.0$ million in the third quarter. Compared with the 2007 third quarter, the $\$ 470.1$ million increase included $\$ 405.8$ million related to Franklin. Reported 2007 net charge-offs were $\$ 377.9$ million, including $\$ 308.5$ million related to Franklin. As a result, the reported provision for credit losses exceed net charge-offs by $\$ 134.2$ million. Adjusting for Franklin-related provision and net charge-offs, the non-Franklin-related provision for credit losses was $\$ 106.3$ million, or $\$ 36.9$ million greater than related net charge-offs of $\$ 69.4$ million. (See Credit Quality Discussion).

## Non-Interest Income

## 2007 Fourth Quarter versus 2006 Fourth Quarter

Non-interest income increased $\$ 30.0$ million from the year-ago quarter. The $\$ 68.7$ million of merger-related non-interest income drove the increase, as non-merger-related non-interest income declined. Table 6 details the $\$ 30.0$ million increase in reported total non-interest income.

## Table 6 - Non-interest Income - 4007 vs. 4006

| (in millions) | Fourth Quarter |  |  |  | Change |  |  | Merger <br> Related |  | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | Amount |  | \% |  |  | Amount |  | \%(1) |
| Non-interest Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 81.3 | \$ | 48.5 | \$ | 32.7 | 67\% | \$ | 24.1 | \$ | 8.6 | 12\% |
| Trust services |  | 35.2 |  | 23.5 |  | 11.7 | 50 |  | 7.0 |  | 4.7 | 15 |
| Brokerage and insurance income |  | 30.3 |  | 14.6 |  | 15.7 | NM |  | 17.1 |  | (1.4) | (4) |
| Other service charges and fees |  | 21.9 |  | 13.8 |  | 8.1 | 59 |  | 5.8 |  | 2.3 | 12 |
| Bank owned life insurance income |  | 13.3 |  | 10.8 |  | 2.4 | 23 |  | 1.8 |  | 0.6 | 5 |
| Mortgage banking income |  | 3.7 |  | 6.2 |  | (2.5) | (40) |  | 6.3 |  | (8.7) | (70) |
| Securities losses |  | (11.6) |  | (15.8) |  | 4.3 | (27) |  | 0.3 |  | 4.0 | (26) |
| Other income |  | (3.5) |  | 39.0 |  | (42.5) | NM |  | 6.4 |  | (48.9) | NM |
| Total non-interest income | \$ | 170.6 | \$ | 140.6 | \$ | 30.0 | 21\% | \$ | 68.7 | \$ | (38.8) | (19)\% |

(1) $=$ non-merger related $/$ (prior period + merger-related $)$

The $\$ 38.8$ million, or $19 \%$, non-merger-related decline reflected:

- $\quad \$ 48.9$ million decline in other income, reflecting the current quarter's $\$ 34.0$ million loss on loans held for sale, $\$ 9.4$ million of equity investment losses in the current quarter compared with $\$ 3.3$ million of such gains in the year-ago quarter, and a $\$ 2.6$ million gain on the sale of MasterCard ${ }^{\circledR}$ stock in the year-ago quarter.
- $\quad \$ 8.7$ million, or $70 \%$, decline in mortgage banking income, reflecting the current quarter's $\$ 11.8$ million net negative MSR valuation impact, compared with a $\$ 2.5$ million net negative MSR valuation impact in the year ago quarter.
Partially offset by:
- $\quad \$ 8.6$ million, or $12 \%$, increase in service charges on deposit accounts, reflecting strong growth in personal service charge income
- $\quad \$ 4.7$ million, or $15 \%$, increase in trust services income, of which $\$ 2.5$ million reflected fees associated with the acquisition of Unified Fund Services at the end of the 2006 fourth quarter, as well as an increase in Huntington Fund fees due to asset growth.
- $\quad \$ 4.0$ million less in investment securities losses. In the 2007 fourth quarter, net investment securities impairment losses were $\$ 11.6$ million. This was less than the $\$ 15.8$ million of such losses in the year-ago quarter, which were included in that quarter's balance sheet restructuring. (See Significant Items).
- $\quad \$ 2.3$ million, or $12 \%$, increase in other service charges and fees, reflecting higher debit card volume.


## 2007 Fourth Quarter versus 2007 Third Quarter

Non-interest income decreased $\$ 34.1$ million from the 2007 third quarter.

| (in millions) | Fourth Quarter | Third Quarter |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2007 | Amount | \% |
| Non-interest Income |  |  |  |  |
| Service charges on deposit accounts | \$ 81.3 | \$ 78.1 | \$ 3.2 | 4\% |
| Trust services | 35.2 | 33.6 | 1.6 | 5 |
| Brokerage and insurance income | 30.3 | 28.8 | 1.5 | 5 |
| Other service charges and fees | 21.9 | 21.0 | 0.8 | 4 |
| Bank owned life insurance income | 13.3 | 14.8 | (1.6) | (11) |
| Mortgage banking income | 3.7 | 9.6 | (5.9) | (62) |
| Securities losses | (11.6) | (13.2) | 1.6 | (12) |
| Other income | (3.5) | 31.8 | (35.3) | NM |
| Total non-interest income | \$170.6 | \$204.7 | \$(34.1) | (17)\% |

This $\$ 34.1$ million, or $17 \%$, decline reflected:

- $\quad \$ 35.3$ million decline in other income, reflecting the current quarter's $\$ 34.0$ million loss on loans held for sale and $\$ 9.4$ million of equity investment losses in the current quarter compared with $\$ 4.4$ million of such losses in the prior quarter, partially offset by higher derivative trading fees and automobile operating lease income.
- $\quad \$ 5.9$ million, or $62 \%$, decline in mortgage banking income, reflecting the current quarter's $\$ 11.8$ million net negative MSR valuation impact, compared with a $\$ 6.0$ million net negative MSR valuation impact in the prior quarter.

Partially offset by:

- $\quad \$ 3.2$ million, or $4 \%$, increase in service charges on deposit accounts, primarily reflecting higher commercial service charge income.
- $\$ 1.6$ million, or $5 \%$, increase in trust services income, reflecting higher Huntington Fund fees due to asset growth, growth in shareholder servicing fees, and seasonal factors.
- $\$ 1.5$ million, or $5 \%$, increase in brokerage and insurance income, reflecting higher insurance income, including the benefit from the fourth quarter acquisition of the Archer-Meek-Weiler agency, as well as higher brokerage fees.


## Non-interest Expense

## 2007 Fourth Ouarter versus 2006 Fourth Quarter

Non-interest expense increased $\$ 171.8$ million from the year-ago quarter. The $\$ 136.6$ million of merger-related expenses and $\$ 44.4$ million of merger costs drove the increase, as non-merger-related expenses declined. Table 8 details the $\$ 171.8$ million increase in reported total non-interest expense.

## Table 8 - Non-interest Expense - 4007 vs. 4006

| (in millions) | Fourth Quarter |  | Change |  | Merger <br> Related | Merger Costs | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | Amount | \% |  |  |  | mount | \% (1) |
| Non-interest Expense |  |  |  |  |  |  |  |  |  |
| Personnel costs | \$214.9 | \$137.9 | \$ 76.9 | 56\% | \$ 68.3 | \$22.8 |  | (14.1) | (6)\% |
| Outside data processing and other services | 39.1 | 20.7 | 18.4 | 89 | 12.3 | 7.0 |  | (0.8) | (2) |
| Net occupancy | 26.7 | 17.3 | 9.4 | 55 | 10.2 | 1.2 |  | (2.0) | (7) |
| Equipment | 22.8 | 18.2 | 4.7 | 26 | 4.8 | 0.2 |  | (0.3) | (1) |
| Amortization of intangibles | 20.2 | 3.0 | 17.2 | NM | 17.4 | - |  | (0.3) | (1) |
| Marketing | 16.2 | 6.2 | 10.0 | NM | 4.4 | 6.9 |  | (1.3) | (7) |
| Professional services | 14.5 | 9.0 | 5.5 | 61 | 2.7 | 3.4 |  | (0.6) | (4) |
| Telecommunications | 8.5 | 4.6 | 3.9 | 84 | 2.2 | 1.0 |  | 0.7 | 9 |
| Printing and supplies | 6.6 | 3.6 | 3.0 | 83 | 1.4 | 1.0 |  | 0.6 | 9 |
| Other expense | 70.1 | 47.3 | 22.8 | 48 | 13.0 | 0.9 |  | 8.9 | 14 |
| Total non-interest expense | \$439.6 | \$267.8 | \$171.8 | 64\% | \$136.6 | \$44.4 | \$ | (9.3) | (2)\% |

(1) $=$ non-merger related $/($ prior period + merger-related $)$

The $\$ 9.3$ million, or $2 \%$, non-merger-related decline reflected:

- $\quad \$ 14.1$ million, or $6 \%$, decline in personnel expense, reflecting merger efficiencies including the impact of the reduction of 828 , or $6 \%$, full-time equivalent staff during the 2007 third quarter and a 387 , or $3 \%$, reduction during the 2007 fourth quarter.
- $\quad \$ 2.0$ million, or $7 \%$, decline in net occupancy expense, reflecting merger efficiencies.

Partially offset by:

- $\quad \$ 8.9$ million, or $14 \%$, increase in other expense. The increase reflected the current quarter's $\$ 24.9$ million VISA ${ }^{\circledR}$ indemnification charge and $\$ 8.9$ million of increases to litigation reserves on existing cases, partially offset by a $\$ 10.0$ million reduction in Huntington charitable foundation contributions and merger efficiencies.


## 2007 Fourth Quarter versus 2007 Third Quarter

Non-interest expense increased $\$ 54.0$ million, or $14 \%$, from the 2007 third quarter, of which $\$ 12.2$ million represented higher merger costs. Table 9 details the $\$ 54.0$ million increase in reported total non-interest expense.

## Table 9 - Non-interest Expense - 4007 vs. 3007

| (in millions) | Fourth Quarter 2007 |  | Third <br> Quarter 2007 |  | Change |  |  | Merger Costs |  | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% | Amount |  | \% (1) |  |  |
| Non-interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel costs | \$ | 214.9 |  |  | \$ | 202.1 | \$ | 12.7 | 6\% | \$ | 15.0 | \$ | (2.3) | (1)\% |
| Outside data processing and other services |  | 39.1 |  | 40.6 |  | (1.5) | (4) |  | 0.2 |  | (1.6) | (4) |
| Net occupancy |  | 26.7 |  | 33.3 |  | (6.6) | (20) |  | (6.2) |  | (0.4) | (1) |
| Equipment |  | 22.8 |  | 23.3 |  | (0.5) | (2) |  | (1.6) |  | 1.1 | 5 |
| Amortization of intangibles |  | 20.2 |  | 19.9 |  | 0.2 | 1 |  | - |  | 0.2 | 1 |
| Marketing |  | 16.2 |  | 13.2 |  | 3.0 | 23 |  | 1.9 |  | 1.0 | 7 |
| Professional services |  | 14.5 |  | 11.3 |  | 3.2 | 28 |  | 1.9 |  | 1.3 | 10 |
| Telecommunications |  | 8.5 |  | 7.3 |  | 1.2 | 17 |  | 0.8 |  | 0.5 | 6 |
| Printing and supplies |  | 6.6 |  | 4.7 |  | 1.9 | 39 |  | 0.6 |  | 1.3 | 24 |
| Other expense |  | 70.1 |  | 29.8 |  | 40.4 | NM |  | (0.4) |  | 40.7 | NM |
| $\underline{\text { Total non-interest expense }}$ | \$ | 439.6 | \$ | 385.6 | \$ | 54.0 | 14\% | \$ | 12.2 | \$ | 41.8 | 11\% |

[^0]The $\$ 41.8$ million, or $11 \%$, non-merger-related increase reflected a $\$ 40.7$ million increase in other expense. Contributing to the increase in other expense was the current quarter's $\$ 24.9$ million VISA ${ }^{\circledR}$ indemnification charge, $\$ 8.9$ million of increases to litigation reserves on existing cases, and higher automobile operating lease expense. In addition, the third quarter other expense was reduced by a $\$ 3.2$ million debt extinguishment gain.

## Income Taxes

The provision for income taxes in the 2007 fourth quarter was a benefit of $\$ 158.9$ million. For the full year, the provision for income taxes was a benefit of $\$ 52.5$ million. The effective tax rate for the 2007 fourth quarter was a tax benefit of $39.9 \%$.

## Credit Quality

In addition to the negative impact from the Franklin restructuring on credit quality performance measures, there was also deterioration in non-Franklin-related loans. This reflected the negative impact of the continued economic weakness in our Midwest markets, most notably among our borrowers in eastern Michigan and northern Ohio, and within the residential real estate development portfolio. Consumer loans also saw negative trends impacted by the softening economy, but less so. These factors resulted in significantly higher absolute and relative levels of net charge-offs (NCOs), non-accrual loans (NALs), and non-performing assets (NPAs). To maintain the adequacy of our reserves, there was a commensurate significant increase in the provision for credit losses (see Provision for Credit Losses discussion) in order to increase the absolute and relative levels of our allowances for loan and lease losses (ACL).

Since the Franklin restructuring impacted credit performance metrics significantly, tables in the discussion that follows detail the Franklin impact on those metrics, as well as the performance of the remaining non-Franklin-related loans and leases.

## Net Charge-Offs

Total net charge-offs for the 2007 fourth quarter were $\$ 377.9$ million, or an annualized $3.77 \%$ of average total loans and leases, including $\$ 308.5$ million due to the Franklin restructuring. There were no Franklin-related net charge-offs in the third quarter. The remaining $\$ 69.4$ million of net charge-offs that were non-Franklin-related represented an annualized $0.72 \%$ of related loans. This compared with net charge-offs of $\$ 23.0$ million, or an annualized $0.35 \%$, in the year-ago quarter, and $\$ 47.1$ million, or an annualized $0.47 \%$, in the 2007 third quarter. Table 10 details net charge-off performance:

## Table 10 - Franklin Impact on Net Charge-offs

| (in millions) | Fourth Quarter 2007 |  |  | Third Quarter 2007 | Fourth Quarter 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported | Franklin | Non- <br> Franklin |  |  |
| Net charge-offs (recoveries) by loan and lease type: |  |  |  |  |  |
| Middle-market C\&I | \$ 318.5 | \$308.5 | \$ 10.0 | \$ 7.8 | \$ (1.8) |
| Total commercial | 344.6 | 308.5 | 36.1 | 17.3 | 6.8 |
| Total net charge-offs | 377.9 | 308.5 | 69.4 | 47.1 | 23.0 |
| Net charge-offs (recoveries) - annualized percentages: |  |  |  |  |  |
| Middle-market C\&I | 12.30\% | 81.08\% | 0.45\% | 0.30\% | (0.12)\% |
| Total commercial | 6.18 | 81.08 | 0.70 | 0.31 | 0.22 |
| Total net charge-offs | 3.77\% | 81.08\% | 0.72\% | 0.47\% | 0.35\% |
| Average Loans and Leases |  |  |  |  |  |
| Middle-market C\&I | \$10,359 | \$1,522 | \$ 8,837 | \$10,301 | \$ 5,882 |
| Total commercial | 22,323 | 1,522 | 20,801 | 22,016 | 12,312 |
| Total loans and leases | 40,109 | 1,522 | 38,587 | 39,828 | 26,299 |

Total commercial net charge-offs in the 2007 fourth quarter were $\$ 344.6$ million, or an annualized $6.18 \%$. Non-Franklin-related total commercial net charge-offs in the current quarter were $\$ 36.1$ million and represented an annualized $0.70 \%$ of related loans. This was higher than an annualized $0.22 \%$ in the year-ago period, and the annualized $0.31 \%$ in the prior quarter

Total consumer net charge-offs in the current quarter were $\$ 33.3$ million, or an annualized $0.75 \%$. This was higher than an annualized $0.46 \%$ in the year-ago period and $0.67 \%$ in the prior quarter. Automobile loan and lease net charge-offs were $\$ 10.4$ million, or an annualized $0.96 \%$ in the fourth quarter, up from $0.54 \%$ in the year-ago period and $0.73 \%$ in the prior period. This increase reflected both the impact of the Sky Financial portfolio, as well as seasonal factors. Residential mortgage net charge-offs were $\$ 3.3$ million, or an annualized $0.25 \%$ of related average balances. This was higher than an annualized $0.19 \%$ in the year-ago quarter, but down from an annualized $0.32 \%$ in the prior quarter. Home equity net charge-offs in the 2007 fourth quarter were $\$ 12.2$ million, or an annualized $0.67 \%$, up from an annualized $0.47 \%$, in the year-ago quarter and an annualized $0.58 \%$ in the prior quarter. The economic weakness in our markets, most notably among our borrowers in eastern Michigan and northern Ohio, continue to impact residential mortgage and home equity net charge-offs.

## Non-accrual Loans and Non-performing Assets

Non-accrual loans (NALs) were $\$ 319.8$ million at December 31, 2007, and represented $0.80 \%$ of related assets. This compared with $\$ 144.1$ million, or $0.55 \%$, at the end of the year-ago period, and $\$ 249.4$ million, or $0.62 \%$, at September 30,2007 . The $\$ 70.4$ million, or $28 \%$, increase in NALs from the end of the prior quarter reflected a $\$ 47.0$ million increase in middle market commercial real estate loan NALs, reflecting the continued softness in the residential real estate development markets, particularly among our borrowers in eastern Michigan and northern Ohio, as well as increases in small business and residential mortgage NALs due to the continued overall economic weakness in our markets.

Non-performing assets (NPAs), which include NALs, were $\$ 1.660$ billion at December 31, 2007. This compared with $\$ 193.6$ million at the end of the year-ago period and $\$ 435.0$ million at September 30, 2007. The $\$ 1.225$ billion increase in NPAs from the end of the prior quarter
reflected:

- $\quad \$ 1.187$ billion of restructured Franklin loans. Though classified as NPAs, these restructured loans are current and accruing interest and are expected to continue to perform per terms of the restructuring agreement. The Franklin loans are expected to be categorized as performing loans in our regulatory reporting.
- $\quad \$ 6.4$ million, or $9 \%$, increase in other real estate owned.


## Partially offset by:

- $\quad \$ 27.0$ million reduction in impaired loans held for sale, reflecting a decline of $\$ 73.6$ million due primarily to sales, as well as impairment and other reductions. The declines were partially offset by $\$ 46.6$ million of new loans transferred to loans held for sale.
- $\quad \$ 11.9$ million decline in other NPAs, which represent certain investment securities backed by mortgage loans, with the reduction reflecting the current quarter's $\$ 11.6$ million of investment securities impairment charge.
The over 90-day delinquent, but still accruing, ratio was $0.35 \%$ at December 31, 2007, up from $0.23 \%$ at the end of the year-ago quarter and from $0.29 \%$ at September 30 , 2007.


## Allowances for Credit Losses (ACL)

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

At December 31, 2007, the ALLL was $\$ 578.4$ million, up from $\$ 272.1$ million a year ago and from $\$ 454.8$ million at September 30, 2007. Expressed as a percent of period-end loans and leases, the ALLL ratio at December 31, 2007, was $1.44 \%$, up from $1.04 \%$ a year ago and from $1.14 \%$ at September 30 , 2007. The $\$ 123.7$ million increase from the end of the prior quarter, included $\$ 97.6$ million related to Franklin, which increased its specific ALLL to $\$ 115.3$ million. The remaining $\$ 26.1$ million increase in the ALLL from the end of the prior quarter primarily reflected declining credit quality in the residential real estate development portfolio.

The level of required loan loss reserves is determined using a highly quantitative methodology, which determines the required levels for both the transaction reserve and economic reserve components. Table 11 shows the change in the ALLL ratio and each reserve component for the 2007 fourth and third quarters and the 2006 fourth quarter.

## Table 11 - Components of ALLL as Percent of Total Loans and Leases

|  | 4Q07 | 3Q07 | 4Q06 | 4Q07 change from |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3Q07 | 4Q06 |
| Transaction reserve (1) | 1.27\% | 0.97\% | 0.86\% | 0.30\% | 0.41\% |
| Economic reserve | 0.17 | 0.17 | 0.18 | (0.00) | (0.01) |
| Total ALLL | 1.44\% | 1.14\% | 1.04\% | 0.30\% | 0.40\% |

## (1) Includes specific reserve

The ALLL as a percent of NALs was $181 \%$ at December 31, 2007, down from $189 \%$ a year ago and from $182 \%$ at September 30, 2007. At December 31, 2007, the AULC was $\$ 66.5$ million, up from $\$ 40.2$ million at the end of the year-ago quarter, and from $\$ 58.2$ million at

September 30, 2007.
On a combined basis, the ACL as a percent of total loans and leases at December 31, 2007, was $1.61 \%$, up from $1.19 \%$ a year ago and from $1.28 \%$ at September $30,2007$. The ACL as a percent of NALs was $202 \%$ at December 31, 2007, down from $217 \%$ a year ago and from $206 \%$ at September 30, 2007.

## Capital

At December 31, 2007, the tangible equity to assets ratio was $5.08 \%$, down from $6.93 \%$ a year ago, and from $5.70 \%$ at September 30, 2007. Of the 62 basis point decline from September 30, 2007, 46 basis points reflected the negative impact of the current quarter's net loss on equity. At December 31, 2007, the tangible equity to risk-weighted assets ratio was $5.70 \%$, down from $7.72 \%$ at the end of the year-ago quarter, and from $6.46 \%$ at September 30, 2007. These decreases also primarily reflected the negative impact on equity from the current quarter's net loss. The estimated regulatory Tier 1 and Total risk-based capital ratios at December 31, 2007, were 7.55\% and $10.89 \%$, respectively, and remained well above the regulatory "well capitalized" minimums of $6.0 \%$ and $10.0 \%$, respectively. The "well capitalized" level is the highest regulatory capital designation.

No shares were repurchased during the quarter. Though there are currently 3.9 million shares remaining available under the current authorization announced April 20, 2006, no future share repurchases are contemplated.

## 2008 OUTLOOK

When earnings guidance is given, it is our practice to do so on a GAAP basis, unless otherwise noted. Such guidance includes the expected results of all significant forecasted activities. However, guidance typically excludes selected items where the timing and financial impact is uncertain until the impact can be reasonably forecasted, as well as potential unusual or one-time items.

Our expectation for 2008 is that the Midwest economic environment will continue to be negatively impacted by weaknesses in the residential real estate development markets and softness in certain manufacturing sectors. How much these factors will affect banking activities and overall credit quality trends is unknown. However, it is our expectation that the greatest impact will continue to be among our borrowers in eastern Michigan and northern Ohio markets. Given the market's outlook for interest rates, we will continue to target our interest rate risk position at our customary relatively neutral position. Our net interest margin, however, will continue to be impacted by competitive pricing in our markets.

The assumptions listed below form the basis for our 2008 full year earnings outlook. Growth rates when shown are based on a comparison to fourth quarter 2007 balances.

- Annualized revenue growth of low single digit range reflecting:
- Net interest margin of around $3.35 \%$, reflecting the impact of the Franklin charge-off and restructuring, as well as continued competitive market pricing
- Annualized total loan growth in the low single digit range, with commercial loans in the mid single digit range and consumer loans being flat
- Annualized core deposit growth in the low single digit range
- Annualized non-interest income growth in the mid single digit range
- Full year non-interest expense level that is down slightly from the annualized fourth quarter 2007 non-interest expense level, after adjustment for the significant items noted earlier. Merger costs for 2008 of $\$ 5-\$ 10$ million are excluded from this assumption and are expected to be incurred primarily in the first quarter.
- Modest increase in the ALLL ratio throughout the year, and charge-offs expected in the 60-65 basis point range. This higher level of charge-offs reflects the current economic outlook for our markets.
- No significant net market-related gains or losses
- No share repurchases
- The effective tax rate for 2008 is expected to be in a range of $25 \%-28 \%$.

With the above assumptions, earnings for 2008 are targeted for $\$ 1.57-\$ 1.62$ per common share, excluding merger costs.

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call today at 1:00 p.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at 800-223-1238; conference ID 30145719. Slides will be available atwww.huntington-ir.com just prior to 1:00 p.m. (Eastern Time) on January 17, 2008 for review during the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's web site www.huntington.com. A telephone replay will be available two hours after the completion of the call through January 31, 2008 at 800-642-1687; conference ID 30145719 .

## Forward-looking Statement

This press release contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Actual results could differ materially from those contained or implied by such statements for a variety of factors including: (1) deterioration in the loan portfolio could be worse than expected due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) merger benefits including expense efficiencies and revenue synergies may not be fully realized and/or within the expected timeframes; (3) merger disruptions may make it more difficult to maintain relationships with clients, associates, or suppliers; (4) changes in economic conditions; (5) movements in interest rates; (6) competitive pressures on product pricing and services; (7) success and timing of other business strategies; (8) the nature, extent, and timing of governmental actions and reforms; and (9) extended disruption of vital infrastructure. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2006 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this release are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

This earnings release contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this release, the Quarterly Financial Review supplement to
this earnings release, or the 2007 fourth quarter earnings conference call slides, which can be found on Huntington's website at huntington-ir.com.

## Significant Items

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 believes the disclosure of certain "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance so that they can ascertain for themselves what, if any, items they may wish to include/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.

To this end, Management has adopted a practice of listing as "Significant Items" in its external disclosure documents (e.g., earnings press releases, investor presentations, Forms $10-\mathrm{Q}$ and $10-\mathrm{K}$ ) individual and/or particularly volatile items that impact the current period results by $\$ 0.01$ per share or more. (The one exception is the provision for credit losses discussed below). Such "Significant Items" generally fall within one of two categories: timing differences and other items.

## Timing Differences

Part of the company's regular business activities are by their nature volatile; e.g. capital markets income, gains and losses on the sale of loans, etc. While such items may generally be expected to occur within a full-year reporting period, they may vary significantly from period to period. Such items are also typically a component of an Income Statement line item and not, therefore, readily discernable. By specifically disclosing such items, analysts/investors can better assess how, if at all, to adjust their estimates of future performance.

## Other Items

From time to time, an event or transaction might significantly impact revenues, expenses, or taxes in a particular reporting period that are judged to be one-time, short-term in nature, and/or materially outside typically expected performance. Examples would be (1) merger costs as they typically impact expenses for only a few quarters during the period of transition; e.g., restructuring charges, asset valuation adjustments, etc.; (2) changes in an accounting principle; (3) one-time tax assessments/refunds; (4) a large gain/loss on the sale of an asset; (5) outsized commercial loan net charge-offs related to fraud; etc. In addition, for the periods covered by this release, the impact of the Franklin restructuring is deemed to be a significant item due to its unusually large size and because it was acquired in the Sky Financial merger and thus it is not representative of our typical underwriting criteria. By disclosing such items, analysts/investors can better assess how, if at all, to adjust their estimates of future performance.

## Provision for Credit Losses

While the provision for credit losses may vary significantly between periods, Management typically excludes it from the list of "Significant Items", unless in Management's view, there is a significant specific credit(s), which is causing distortion in the period.

Provision expense is always an assumption in analyst/investor expectations of earnings and there is apparent agreement among them that provision expense is included in their definition of "underlying" or "core" earnings unlike "timing differences" or "other items". In addition, provision expense is an individual Income Statement line item so its value is easily known and, except in very rare situations, the amount in any reporting period always exceeds $\$ 0.01$ per share. In addition, the factors influencing the level of provision expense receive detailed additional disclosure and analysis so that analysts/investors have information readily available to understand the underlying factors that result in the reported provision expense amount.

In addition, provision expense trends usually increase/decrease in a somewhat orderly pattern in conjunction with credit quality cycle changes; i.e., as credit quality improves provision expense generally declines and vice versa. While they may have differing views regarding magnitude and/or trends in provision expense, every analyst and most investors incorporate a provision expense estimate in their financial performance estimates.

## Other Exclusions

"Significant Items" for any particular period are not intended to be a complete list of items that may significantly impact future periods. A number of factors, including those described in Huntington's 2006 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission, could significantly impact future periods.

## Estimating the Impact on Balance Sheet and Income Statement Results Due to Acquisitions

The merger with Sky Financial Group Inc. (Sky Financial) was completed on July 1, 2007. At the time of acquisition, Sky Financial had assets of $\$ 16.8$ billion, including $\$ 13.3$ billion of loans, and core deposits of $\$ 12.0$ billion. Sky Financial results were fully included in our consolidated results for the full 2007 third quarter, and will impact all quarters thereafter. As a result, performance comparisons of 2007 fourth quarter and 2007 full-year performance to comparable prior periods are affected, as Sky Financial results were not included in the prior periods. Comparisons of the 2007 fourth quarter and 2007 full-year performance compared with prior periods are impacted as follows:

- Increased reported average balance sheet, revenue, expense, and the absolute level of certain credit quality results (e.g., amount of net charge-offs).
- Increased reported non-interest expense items because of costs incurred as part of merger integration activities, most notably employee retention bonuses, outside programming services related to systems conversions, occupancy expenses, and marketing expenses related to customer retention initiatives. These net merger costs were $\$ 44.4$ million in the 2007 fourth quarter.

Given the significant impact of the merger on reported 2007 results, management believes that an understanding of the impacts of the merger is necessary to understand better underlying performance trends. When comparing post-merger period results to pre-merger periods, the following terms are used when discussing financial performance:

- "Merger-related" refers to amounts and percentage changes representing the impact attributable to the merger.
- "Merger costs" represent non-interest expenses primarily associated with merger integration activities.
- "Non-merger-related" refers to performance not attributable to the merger and include:
- "Merger efficiencies", which represent non-interest expense reductions realized as a result of the merger.

The following methodology has been implemented to estimate the approximate effect of the Sky Financial merger used to determine "merger-related" impacts.

## Balance Sheet Items

For loans and leases, as well as core deposits, Sky Financial's balances as of June 30, 2007, adjusted for consolidating, merger, and purchase accounting adjustments, are used in the comparison. To estimate the impact on 2007 fourth quarter average balances, it was assumed that the June 30, 2007 balances, as adjusted, remained constant throughout the 2007 third quarter and will remain constant in all subsequent periods.

## Income Statement Items

For income statement line items, Sky Financial's actual results for the first six months of 2007, adjusted for the impact of unusual items and purchase accounting adjustments, were determined. This six-month adjusted amount was divided by two to estimate a quarterly amount. This results in an approximate quarterly impact as the methodology does not adjust for any unusual items or seasonal factors in Sky Financial's 2007 six-month results. Nor does it consider any revenue or expense synergies realized since the merger date. This same estimated amount will also be used in all subsequent quarterly reporting periods. The one exception to this methodology of holding
the estimated quarterly impact constant relates to the amortization of intangibles expense where the amount is known and is therefore used.
Table 11 below provides detail of changes to selected reported results to quantify the impact of the Sky Financial merger using this methodology:

## Table 11 - Estimated Impact of Sky Financial Merger

## 2007 Fourth Quarter versus 2006 Fourth Quarter

| (in millions) | Fourth Quarter |  |  |  | Change |  |  | Merger <br> Related |  | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | Amount |  | \% |  |  | Amount |  | \%(1) |
| Average Loans and Leases |  |  |  |  |  |  |  |  |  |  |  |  |
| Total commercial | \$ | 22,323 | \$ | 12,312 | \$ | 10,011 | 81.3\% | \$ | 8,746 | \$ | 1,265 | 6.0\% |
| Automobile loans and leases |  | 4,324 |  | 3,949 |  | 375 | 9.5 |  | 432 |  | (57) | (1.3) |
| Home equity |  | 7,297 |  | 4,973 |  | 2,324 | 46.7 |  | 2,385 |  | (61) | (0.8) |
| Residential mortgage |  | 5,437 |  | 4,635 |  | 802 | 17.3 |  | 1,112 |  | (310) | (5.4) |
| Other consumer |  | 728 |  | 430 |  | 298 | 69.3 |  | 143 |  | 155 | 27.1 |
| Total consumer |  | 17,786 |  | 13,987 |  | 3,799 | 27.2 |  | 4,072 |  | (273) | (1.5) |
| Total loans and leases | \$ | 40,109 | \$ | 26,299 | \$ | 13,810 | 52.5\% | \$ | 12,818 | \$ | 992 | 2.5\% |

$(1)=$ non-merger related $/($ prior period + merger-related $)$

## Average Deposits

| Demand deposits - noninterest bearing | \$ | 5,218 | \$ | 3,580 | \$ | 1,638 | 45.8\% | \$ | 1,829 |  | \$ | (191) | (3.5)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits - interes bearing |  | 3,929 |  | 2,219 |  | 1,710 | 77.1 |  | 1,460 |  |  | 250 | 6.8 |
| Money market deposits |  | 6,845 |  | 5,548 |  | 1,297 | 23.4 |  | 996 |  |  | 301 | 4.6 |
| Savings and other domestic deposits |  | 4,813 |  | 2,849 |  | 1,964 | 68.9 |  | 2,594 |  |  | (630) | (11.6) |
| Core certificates of deposit |  | 10,674 |  | 5,380 |  | 5,294 | 98.4 |  | 4,630 |  |  | 664 | 6.6 |
| Total core deposits |  | 31,479 |  | 19,576 |  | 11,903 | 60.8 |  | 11,509 |  |  | 394 | 1.3 |
| Other deposits |  | 6,196 |  | 5,132 |  | 1,064 | 20.7 |  | 1,342 |  |  | (278) | (4.3) |
| Total deposits | \$ | 37,675 | \$ | 24,708 | \$ | 12,967 | 52.5\% | \$ | 12,851 |  | \$ | 116 | 0.3\% |
| (1) = non-merger related / (prior p |  | merger-r |  |  |  |  |  |  |  |  |  |  |  |
|  | Fourth Quarter |  |  |  | Change |  |  | Merger <br> Related |  | $\begin{gathered} \text { Merger } \\ \text { Costs } \end{gathered}$ | Non-merger Related |  |  |
| (in millions) |  | 2007 |  | 2006 | Amount |  | \% |  |  | Amount | \%(1) |
| Net interest income - FTE | \$ | 387,584 | \$ | 262,104 | \$ | 125,480 | 47.9\% |  | 151,592 |  |  | \$ | ,112) | (6.3)\% |

## Non-interest Income

| Service charges on deposit accounts | \$ | 81,276 | \$ | \$ 48,548 |  | \$ 32,728 | 67.4\% |  | \$ 24,110 | \$ | \$ 8,618 | 11.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trust services |  | 35,198 |  | 23,511 |  | 11,687 | 49.7 |  | 7,009 |  | 4,678 | 15.3 |
| Brokerage and insurance income |  | 30,288 |  | 14,600 |  | 15,688 | NM |  | 17,061 |  | $(1,373)$ | (4.3) |
| Other service charges and fees |  | 21,891 |  | 13,784 |  | 8,107 | 58.8 |  | 5,800 |  | 2,307 | 11.8 |
| Bank owned life insurance income |  | 13,253 |  | 10,804 |  | 2,449 | 22.7 |  | 1,807 |  | 642 | 5.1 |
| Mortgage banking income |  | 3,702 |  | 6,169 |  | $(2,467)$ | (40.0) |  | 6,256 |  | $(8,723)$ | (70.2) |
| Securities losses |  | $(11,551)$ |  | $(15,804)$ |  | 4,253 | (26.9) |  | 283 |  | 3,970 | (25.6) |
| Other income |  | $(3,500)$ |  | 38,994 |  | $(42,494)$ | NM |  | 6,390 |  | $(48,884)$ | NM |
| Total non-interest income | \$ | 170,557 | \$ | 140,606 | \$ | 29,951 | 21.3\% | \$ | 68,716 | \$ | $(38,765)$ | (18.5)\% |

$(1)=$ non-merger related $/($ prior period + merger-related $)$

| Non-interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel costs | \$ 214,850 | \$ 137,944 | \$ | 76,906 | 55.8\% | \$ | 68,250 | \$ | 22,780 | \$ | $(14,124)$ | (6.2)\% |
| Outside data processing and other services | 39,130 | 20,695 |  | 18,435 | 89.1 |  | 12,262 |  | 7,005 |  | (832) | (2.1) |
| Net occupancy | 26,714 | 17,279 |  | 9,435 | 54.6 |  | 10,184 |  | 1,204 |  | $(1,953)$ | (6.8) |
| Equipment | 22,816 | 18,151 |  | 4,665 | 25.7 |  | 4,799 |  | 175 |  | (309) | (1.3) |
| Amortization of intangibles | 20,163 | 2,993 |  | 17,170 | NM |  | 17,431 |  | - |  | (261) | (1.3) |
| Marketing | 16,175 | 6,207 |  | 9,968 | NM |  | 4,361 |  | 6,915 |  | $(1,308)$ | (7.5) |
| Professional services | 14,464 | 8,958 |  | 5,506 | 61.5 |  | 2,707 |  | 3,447 |  | (648) | (4.3) |
| Telecommunications | 8,513 | 4,619 |  | 3,894 | 84.3 |  | 2,224 |  | 954 |  | 716 | 9.2 |
| Printing and supplies | 6,594 | 3,610 |  | 2,984 | 82.7 |  | 1,374 |  | 1,043 |  | 567 | 9.4 |
| Other expense | 70,133 | 47,334 |  | 22,799 | 48.2 |  | 13,048 |  | 893 |  | 8,858 | 14.5 |
| Total non-interest expense | \$ 439,552 | \$ 267,790 |  | 171,762 | $\underline{64.1 \%}$ | \$ | 136,640 | \$ | 44,416 | \$ | $(9,294)$ | $\underline{(2.1) \%}$ |

$(1)=$ non-merger related $/$ (prior period + merger-related)

## 2007 Fourth Quarter versus 2007 Third Quarter

| (in millions) | Fourth Quarter 2007 | Third Quarter 2007 | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Average Loans and Leases |  |  |  |  |
| Total commercial | \$22,323 | \$22,016 | \$ 307 | 1.4\% |
|  |  |  |  |  |
| Automobile loans and leases | 4,324 | 4,354 | (30) | (0.7) |
| Home equity | 7,297 | 7,468 | (171) | (2.3) |
| Residential mortgage | 5,437 | 5,456 | (19) | (0.3) |
| Other consumer | 728 | 534 | 194 | 36.3 |
| Total consumer | 17,786 | 17,812 | (26) | (0.1) |
| Total loans and leases | \$40,109 | \$39,828 | \$ 281 | 0.7\% |

(1) = non-merger related / (prior period + merger-related)

| Average Deposits |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Demand deposits - non-interest bearing | \$ 5,218 | \$ 5,384 | \$(166) | (3.1)\% |
| Demand deposits - interest bearing | 3,929 | 3,808 | 121 | 3.2 |
| Money market deposits | 6,845 | 6,869 | (24) | (0.3) |
| Savings and other domestic deposits | 4,813 | 5,043 | (230) | (4.6) |
| Core certificates of deposit | 10,674 | 10,425 | 249 | 2.4 |
| Total core deposits | 31,479 | 31,529 | (50) | (0.2) |
| Other deposits | 6,196 | 6,123 | 73 | 1.2 |
| Total deposits | \$37,675 | \$37,652 | \$ 23 | 0.1\% |


| (in thousands) | Fourth <br> Quarter <br> 2007 |  | Third Quarter 2007 |  | Change |  |  | Merger Costs | Non-merger Related |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% | Amount |  | \% (1) |  |
| $\underline{\text { Net interest income-FTE }}$ |  | 387,584 |  |  |  | 415,345 | \$ | $(27,761)$ | (6.7)\% |  | \$ | $(27,761)$ | (6.7)\% |
| Non-interest Income |  |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | \$ 81,276 | \$ | 78,107 | \$ | 3,169 | 4.1\% |  | \$ | 3,169 | 4.1\% |
| Trust services |  | 35,198 |  | 33,562 |  | 1,636 | 4.9 |  |  | 1,636 | 4.9 |
| Brokerage and insurance income |  | 30,288 |  | 28,806 |  | 1,482 | 5.1 |  |  | 1,482 | 5.1 |
| Other service charges and fees |  | 21,891 |  | 21,045 |  | 846 | 4.0 |  |  | 846 | 4.0 |
| Bank owned life insurance income |  | 13,253 |  | 14,847 |  | $(1,594)$ | (10.7) |  |  | $(1,594)$ | (10.7) |
| Mortgage banking income |  | 3,702 |  | 9,629 |  | $(5,927)$ | (61.6) |  |  | $(5,927)$ | (61.6) |
| Securities losses |  | $(11,551)$ |  | $(13,152)$ |  | 1,601 | (12.2) |  |  | 1,601 | (12.2) |
| Other income |  | $(3,500)$ |  | 31,830 |  | $(35,330)$ | NM |  |  | $(35,330)$ | NM |
| Total non-interest income |  | 170,557 |  | 204,674 | \$ | $(34,117)$ | (16.7)\% |  | \$ | $(34,117)$ | (16.7)\% |

(1) = non-merger related $/($ prior period + merger-related $)$

| Non-interest Expense |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel costs | \$ 214,850 | \$ 202,148 | \$ | 12,702 | 6.3\% | \$ | 15,030 | \$ | $(2,328)$ | (1.1)\% |
| Outside data processing and other |  |  |  |  |  |  |  |  |  |  |
| Net occupancy | 26,714 | 33,334 |  | $(6,620)$ | (19.9) |  | $(6,236)$ |  | (384) | (1.4) |
| Equipment | 22,816 | 23,290 |  | (474) | (2.0) |  | $(1,617)$ |  | 1,143 | 5.3 |
| Amortization of intangibles | 20,163 | 19,949 |  | 214 | 1.1 |  | - |  | 214 | 1.1 |
| Marketing | 16,175 | 13,186 |  | 2,989 | 22.7 |  | 1,949 |  | 1,040 | 6.9 |
| Professional services | 14,464 | 11,273 |  | 3,191 | 28.3 |  | 1,892 |  | 1,299 | 9.9 |
| Telecommunications | 8,513 | 7,286 |  | 1,227 | 16.8 |  | 758 |  | 469 | 5.8 |
| Printing and supplies | 6,594 | 4,743 |  | 1,851 | 39.0 |  | 586 |  | 1,265 | 23.7 |
| Other expense | 70,133 | 29,754 |  | 40,379 | NM |  | (357) |  | 40,736 | NM |
| Total non-interest expense | \$ 439,552 | \$ 385,563 | \$ | 53,989 | 14.0\% | \$ | $\underline{12,156}$ | \$ | 41,833 | 10.5\% |

$(1)=$ non-merger related $/($ prior period + merger-related $)$

## Annualized data

Certain returns, yields, performance ratios, or quarterly growth rates are "annualized" in this presentation to represent an annual time period. This is done for analytical and decision-making purposes to better discern underlying performance trends when compared to full year or year-over-year amounts. For example, loan and
deposit growth rates are most often expressed in terms of an annual rate like $8 \%$. As such, a $2 \%$ growth rate for a quarter would represent an annualized $8 \%$ growth rate.
Fully taxable equivalent interest income and net interest margin
Income from tax-exempt earnings assets is increased by an amount equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.

## Earnings per share equivalent data

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of significant items. Earnings per share equivalents are usually calculated by applying a $35 \%$ effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

## NM or nm

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

## About Huntington

Huntington Bancshares Incorporated is a $\$ 55$ billion regional bank holding company headquartered in Columbus, Ohio. Huntington has more than 142 years of serving the financial needs of its customers. Huntington's banking subsidiary, The Huntington National Bank, provides innovative retail and commercial financial products and services through over 600 regional banking offices in Indiana, Kentucky, Michigan, Ohio, Pennsylvania, and West Virginia. Huntington also offers retail and commercial financial services online at huntington.com; through its technologically advanced, 24-hour telephone bank; and through its network of almost 1,400 ATMs. Selected financial service activities are also conducted in other states including: Dealer Sales offices in Arizona, Florida, Georgia, Nevada, New Jersey, New York, North Carolina, South Carolina, and Tennessee; Private Financial and Capital Markets Group offices in Florida; and Mortgage Banking offices in Maryland and New Jersey. Sky Insurance offers retail and commercial insurance agency services in Ohio, Pennsylvania, Michigan, Indiana, and West Virginia. International banking services are made available through the headquarters office in Columbus, a limited purpose office located in the Cayman Islands, and another located in Hong Kong.

## HUNTINGTON BANCSHARES INCORPORATED

## Quarterly Key Statistics (1)

## (Unaudited)

|  | 2007 |  |  |  | $\begin{gathered} 2006 \\ \hline \text { Fourth } \\ \hline \end{gathered}$ |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except per share amounts) | Fourth |  | Third |  |  |  | 3Q07 | 4Q06 |
| Net interest income | \$ | 382,933 | \$ | 409,633 | \$ | 257,989 | (6.5)\% | 48.4\% |
| Provision for credit losses |  | 512,082 |  | 42,007 |  | 15,744 | N.M. | N.M. |
| Non-interest income |  | 170,557 |  | 204,674 |  | 140,606 | (16.7) | 21.3 |
| Non-interest expense |  | 439,552 |  | 385,563 |  | 267,790 | 14.0 | 64.1 |
| (Losses) Income before income taxes |  | $(398,144)$ |  | 186,737 |  | 115,061 | N.M. | N.M. |
| (Benefit) Provision for income taxes |  | $(158,864)$ |  | 48,535 |  | 27,347 | N.M. | N.M. |
| Net (Loss) Income | \$ | $(239,280)$ | \$ | 138,202 | \$ | 87,714 | N.M.\% | N.M.\% |
| Net (losses) income per common share - diluted | \$ | (0.65) | \$ | 0.38 | \$ | 0.37 | N.M.\% | N.M.\% |
| Cash dividends declared per common share |  | 0.265 |  | 0.265 |  | 0.250 | - | 6.0 |
| Book value per common share at end of period |  | 16.24 |  | 17.08 |  | 12.80 | (4.9) | 26.9 |
| Tangible book value per common share at end of period |  | 7.13 |  | 8.10 |  | 10.21 | (12.0) | (30.2) |
| Average common shares - basic |  | 366,119 |  | 365,895 |  | 236,426 | 0.1 | 54.9 |
| Average common shares - diluted |  | 366,119 |  | 368,280 |  | 239,881 | (0.6) | 52.6 |
| Return on average assets |  | (1.74)\% |  | 1.02 |  | 0.98\% |  |  |
| Return on average shareholders' equity |  | (15.3) |  | 8.8 |  | 11.3 |  |  |
| Return on average tangible shareholders' equity(2) |  | (32.4) |  | 20.9 |  | 14.5 |  |  |
| Net interest margin (3) |  | 3.26 |  | 3.52 |  | 3.28 |  |  |
| Efficiency ratio (4) |  | 73.5 |  | 57.7 |  | 63.3 |  |  |
| Effective tax rate (benefit) |  | (39.9) |  | 26.0 |  | 23.8 |  |  |
|  |  | 40,109,361 |  | 39,827,422 |  | 6,300,262 | 0.7 | 52.5 |
| Average loans and leases - linked quarter annualized growth rate. |  | 2.8\% |  | N.M. |  | (0.2)\% |  |  |
| Average earning assets |  | 47,274,130 |  | 46,870,957 |  | 1,673,902 | 0.9 | 49.3 |
| Average total assets |  | 54,480,021 |  | 53,970,093 |  | 3,469,530 | 0.9 | 53.6 |
| Average core deposits - linked quarter annualized growth rate <br> (5) |  | 31,479,143 |  | 31,529,372 |  | 9,576,197 | (0.2) | 60.8 |
|  |  | (0.6)\% |  | N.M. |  | (1.0)\% |  |  |
| Average shareholders' equity | \$ | 6,211,206 | \$ | 6,205,783 | \$ | 3,084,345 | 0.1 | N.M. |
| Total assets at end of period |  | 54,697,468 |  | 55,303,927 |  | 5,329,019 | (1.1) | 54.8 |
| Total shareholders' equity at end of period |  | 5,949,140 |  | 6,249,674 |  | 3,014,326 | (4.8) | 97.4 |
| Net charge-offs (NCOs) |  | 377,907 |  | 47,106 |  | 22,969 | N.M. | N.M. |
| NCOs as a \% of average loans and leases |  | 3.77\% |  | 0.47 |  | 0.35\% |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 319,771 | \$ | 249,396 | \$ | 144,133 | 28.2 | N.M. |
| NAL ratio (6) |  | 0.80\% |  | 0.62 |  | 0.55\% |  |  |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 1.44 |  | 1.14 |  | 1.04 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit as a \% of total loans and leases at the end of period |  | 1.61 |  | 1.28 |  | 1.19 |  |  |
| ALLL as a \% of NALs |  | 181 |  | 182 |  | 189 |  |  |
| Tier 1 risk-based capital ratio (7) |  | 7.55 |  | 8.35 |  | 8.93 |  |  |
| Total risk-based capital ratio (7) |  | 10.89 |  | 11.58 |  | 12.79 |  |  |
| Tier 1 leverage ratio (7) |  | 6.77 |  | 7.57 |  | 8.00 |  |  |
| Average equity / assets |  | 11.40 |  | 11.50 |  | 8.70 |  |  |
| Tangible equity / assets (8) |  | 5.08 |  | 5.70 |  | 6.93 |  |  |

## N.M., not a meaningful value.

(1) Comparisons for presented periods are impacted by a number of factors. Refer to 'Significant Items Influencing Financial Performance Comparisons'.
(2) Net income less expense for amortization of intangibles (net of tax) for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less intangible assets and goodwill. Other intangible assets are net of deferred tax.
(3) On a fully taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(4) Non-interest expense less amortization of intangibles ( $\$ 20.2$ million for 4Q 2007, \$19.9 million for 3Q 2007, and $\$ 3.0$ million for 4Q 2006) divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).
(5) Includes non-interest bearing and interest bearing demand deposits, money market deposits, savings and other domestic time deposits, and core certificates of deposit.
(6) Nonaccruing loans and leases (NALs) divided by total loans and leases.
(7) December 31, 2007 figures are estimated. Based on an interim decision by the banking agencies on December 14, 2006, Huntington has excluded the impact of adopting Statement 158 from the regulatory capital calculations.
(8) At end of period. Tangible equity (total equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax.

## HUNTINGTON BANCSHARES INCORPORATED

## Annual Key Statistics (1)

## (Unaudited)


N.M., not a meaningful value.
(1) Comparisons for presented periods are impacted by a number of factors. Refer to 'Significant Items Influencing Financial Performance Comparisons'.
(2) Net income less expense for amortization of intangibles (net of tax) for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Other intangible assets are net of deferred tax.
(3) On a fully taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(4) Non-interest expense less amortization of intangibles ( $\$ 45.2$ million for 2007 and $\$ 10.0$ million for 2006) divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).
(5) Includes non-interest bearing and interest bearing demand deposits, money market deposits, savings and other domestic time deposits, and core certificates of deposit.

## HUNTINGTON BANCSHARES INCORPORATED Quarterly Financial Review December 2007

## Table of Contents

Consolidated Balance Sheets ..... 1
Loans and Leases Composition ..... 2
Deposit Composition ..... 3
Consolidated Quarterly Average Balance Sheets ..... 4
Consolidated Quarterly Net Interest Margin Analysis ..... 5
Quarterly Average Loans and Leases and Deposit Composition By Business Segment ..... 6
Selected Quarterly Income Statement Data ..... 7
Quarterly Mortgage Banking Income ..... 8
Quarterly Credit Reserves Analysis ..... 9
Quarterly Net Charge-Off Analysis ..... 10
Quarterly Nonaccrual Loans (NALs), Nonperforming Assets (NPAs) and Past Due Loans and Leases ..... 11
Quarterly Stock Summary, Capital, and Other Data ..... 12
Consolidated Annual Average Balance Sheets ..... 13
Consolidated Annual Net Interest Margin Analysis ..... 14
Selected Annual Income Statement Data ..... 15
Annual Mortgage Banking Income ..... 16
Annual Credit Reserves Analysis ..... 17
Annual Net Charge-Off Analysis ..... 18
Annual Nonaccrual Loans (NALs), Nonperforming Assets (NPAs) and Past Due Loans and Leases ..... 19

## Notes:

The preparation of financial statement data in conformity with accounting principals generally accepted in the United States requires management to make estimates and assumptions that affect amounts reported. Actual results could differ from those estimates. Certain prior period amounts have been reclassified to conform to the current period's presentation.
This document reflects the post-Sky merger organization structure effective on July 1, 2007. Accordingly, the balances presented include the impact of the acquisition from that date.

## Huntington Bancshares Incorporated

## Consolidated Balance Sheets

|  | 2007 |  |  |  | $\frac{2006}{\text { December 31, }}$ |  | $\begin{gathered} \text { Change } \\ \text { December '07 vs '06 } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except number of shares) | December 31, |  | September 30, |  |  |  | Amount |  | Percent |
|  |  | (Unaudited) |  | (Unaudited) |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,416,597 | \$ | 1,201,981 |  | 1,080,163 | \$ | 336,434 | 31.1\% |
| Federal funds sold and securities purchased under resale agreements |  | 592,649 |  | 431,244 |  | 440,584 |  | 152,065 | 34.5 |
| Interest bearing deposits in banks |  | 340,090 |  | 288,841 |  | 74,168 |  | 265,922 | N.M. |
| Trading account securities |  | 1,032,745 |  | 1,034,240 |  | 36,056 |  | 996,689 | N.M. |
| Loans held for sale |  | 494,379 |  | 479,853 |  | 270,422 |  | 223,957 | 82.8 |
| Investment securities |  | 4,500,171 |  | 4,288,974 |  | 4,362,924 |  | 137,247 | 3.1 |
| Loans and leases (1) |  | 40,054,338 |  | 39,987,240 |  | 26,153,425 |  | 13,900,913 | 53.2 |
| Allowance for loan and lease losses |  | $(578,442)$ |  | $(454,784)$ |  | $(272,068)$ |  | $(306,374)$ | N.M. |
| Net loans and leases |  | 39,475,896 |  | 39,532,456 |  | 25,881,357 |  | 13,594,539 | 52.5 |
| Bank owned life insurance |  | 1,313,281 |  | 1,302,363 |  | 1,089,028 |  | 224,253 | 20.6 |
| Premises and equipment |  | 557,565 |  | 547,380 |  | 372,772 |  | 184,793 | 49.6 |
| Goodwill |  | 3,059,333 |  | 2,995,961 |  | 570,876 |  | 2,488,457 | N.M. |
| Other intangible assets |  | 427,970 |  | 443,446 |  | 59,487 |  | 368,483 | N.M. |
| Accrued income and other assets |  | 1,486,792 |  | 2,757,187 |  | 1,091,182 |  | 395,610 | 36.3 |
| Total Assets | \$ | 54,697,468 | \$ | 55,303,927 |  | 35,329,019 | \$ | 19,368,449 | 54.8\% |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits (2) | \$ | 37,742,921 | \$ | 38,404,365 |  | 25,047,770 | \$ | 12,695,151 | 50.7\% |
| Short-term borrowings |  | 2,843,638 |  | 2,227,116 |  | 1,676,189 |  | 1,167,449 | 69.6 |
| Federal Home Loan Bank advances |  | 3,085,348 |  | 2,716,265 |  | 996,821 |  | 2,088,527 | N.M. |
| Other long-term debt |  | 1,937,078 |  | 1,974,387 |  | 2,229,140 |  | $(292,062)$ | (13.1) |
| Subordinated notes |  | 1,932,483 |  | 1,919,625 |  | 1,286,657 |  | 645,826 | 50.2 |
| Accrued expenses and other liabilities |  | 1,206,860 |  | 1,812,495 |  | 1,078,116 |  | 128,744 | 11.9 |
| Total Liabilities |  | 48,748,328 |  | 49,054,253 |  | 32,314,693 |  | 16,433,635 | 50.9 |
| Shareholders' equity |  |  |  |  |  |  |  |  |  |
| Preferred stock - authorized 6,617,808 shares; none outstanding |  | - |  | - |  | - |  | - | - |
| Common stock - |  |  |  |  |  |  |  |  |  |
| No par value and authorized $500,000,000$ shares; issued $257,866,255$ shares; outstanding $235,474,366$ shares |  | - |  | - |  | 2,560,569 |  |  |  |
| Par value of $\$ 0.01$ and authorized $1,000,000,000$ shares at December 31, 2007; issued 387,504,687 shares; outstanding $366,261,676$ and $365,898,439$ shares, respectively |  | 3,875 |  | 3,875 |  | - |  | 3,875 | - |
| Capital surplus |  | 5,703,316 |  | 5,700,961 |  | - |  |  |  |
| Less $21,243,011 ; 21,606,248$ and $22,391,889$ treasury shares at cost, respectively |  | $(480,129)$ |  | $(489,062)$ |  | $(506,946)$ |  | 26,817 | (5.3) |
| Accumulated other comprehensive loss |  | $(49,611)$ |  | $(74,101)$ |  | $(55,066)$ |  | 5,455 | (9.9) |
| Retained earnings |  | 771,689 |  | 1,108,001 |  | 1,015,769 |  | $(244,080)$ | (24.0) |
| Total Shareholders' Equity |  | 5,949,140 |  | 6,249,674 |  | 3,014,326 |  | 2,934,814 | 97.4 |
| Total Liabilities and Shareholders' Equity | \$ | 54,697,468 | \$ | 55,303,927 |  | $\underline{\text { 35,329,019 }}$ | \$ | 19,368,449 | 54.8\% |

N.M., not a meaningful value.
(1) See page 2 for detail of loans and leases.
(2) See page 3 for detail of deposits.

## Huntington Bancshares Incorporated

Loans and Leases Composition

N.M., not a meaningful value.

## Huntington Bancshares Incorporated

Deposit Composition

|  | 2007 |  |  |  |  |  | 2006 |  |  | Change <br> December '07 vs '06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | December 31, |  |  | September 30, |  |  | December 31, |  |  |  | Amount | Percent |
|  | (Unaudited) |  |  | (Unaudited) |  |  |  |  |  |  |  |  |
| By Type |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - non-interest bearing | \$ | 5,371,747 | 14.2\% | \$ | 4,984,663 | 13.0\% |  | 3,615,745 | 14.4\% |  | \$ 1,756,002 | 48.6\% |
| Demand deposits - interest bearing |  | 4,048,873 | 10.7 |  | 3,982,102 | 10.4 |  | 2,389,085 | 9.5 |  | 1,659,788 | 69.5 |
| Money market deposits |  | 6,643,242 | 17.6 |  | 6,721,963 | 17.5 |  | 5,362,459 | 21.4 |  | 1,280,783 | 23.9 |
| Savings and other domestic deposits |  | 4,773,944 | 12.6 |  | 4,877,476 | 12.7 |  | 2,986,287 | 11.9 |  | 1,787,657 | 59.9 |
| Core certificates of deposit |  | 10,736,146 | 28.4 |  | 10,611,821 | 27.6 |  | 5,364,610 | 21.4 |  | 5,371,536 | N.M. |
| Total core deposits |  | 31,573,952 | 83.5 |  | 31,178,025 | 81.2 |  | 19,718,186 | 78.6 |  | 11,855,766 | 60.1 |
| Other domestic deposits of \$100,000 or more |  | 2,065,401 | 5.5 |  | 1,914,417 | 5.0 |  | 1,191,984 | 4.8 |  | 873,417 | 73.3 |
| Brokered deposits and negotiable CDs |  | 3,376,854 | 8.9 |  | 3,701,726 | 9.6 |  | 3,345,943 | 13.4 |  | 30,911 | 0.9 |
| Deposits in foreign offices |  | 726,714 | 2.1 |  | 1,610,197 | 4.2 |  | 791,657 | 3.2 |  | $(64,943)$ | (8.2) |
| Total deposits |  | 37,742,921 | 100.0\% |  | 38,404,365 | 100.0\% |  | 25,047,770 | 100.0\% |  | \$12,695,151 | 50.7\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 9,017,852 | 28.6\% |  | 9,017,474 | 28.9\% |  | 6,063,372 | 30.8\% |  | \$ 2,954,480 | 48.7\% |
| Personal |  | 22,556,100 | 71.4 |  | 22,160,551 | 71.1 |  | 13,654,814 | 69.2 |  | 8,901,286 | 65.2 |
| $\underline{\text { Total core deposits }}$ |  | 31,573,952 | 100.0\% |  | 31,178,025 | 100.0\% |  | 19,718,186 | $\underline{ }$ |  | \$11,855,766 | $\underline{ }$ |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |
| Regional Banking: |  |  |  |  |  |  |  |  |  |  |  |  |
| Central Ohio |  | 6,332,143 | 16.8\% |  | 5,931,926 | 15.4\% |  | 5,013,367 | 20.0\% |  | 1,318,776 | 26.3\% |
| Northwest Ohio |  | 2,837,735 | 7.5 |  | 2,841,442 | 7.4 |  | 1,043,918 | 4.2 |  | 1,793,817 | N.M. |
| Greater Cleveland |  | 3,194,780 | 8.5 |  | 3,071,014 | 8.0 |  | 1,995,203 | 8.0 |  | 1,199,577 | 60.1 |
| Greater Akron/Canton |  | 2,636,564 | 7.0 |  | 2,629,397 | 6.8 |  | 1,894,707 | 7.6 |  | 741,857 | 39.2 |
| Southern Ohio/Kentucky |  | 2,628,766 | 7.0 |  | 2,626,166 | 6.8 |  | 2,275,880 | 9.1 |  | 352,886 | 15.5 |
| Mahoning Valley |  | 1,550,676 | 4.1 |  | 1,540,095 | 4.0 |  | - | - |  | 1,550,676 | - |
| Ohio Valley |  | 1,289,027 | 3.4 |  | 1,374,947 | 3.6 |  | - | - |  | 1,289,027 | - |
| West Michigan |  | 2,919,926 | 7.7 |  | 2,966,558 | 7.7 |  | 2,757,434 | 11.0 |  | 162,492 | 5.9 |
| East Michigan |  | 2,442,354 | 6.5 |  | 2,420,169 | 6.3 |  | 2,418,450 | 9.7 |  | 23,904 | 1.0 |
| Western Pennsylvania |  | 1,643,483 | 4.4 |  | 1,663,174 | 4.3 |  | - | - |  | 1,643,483 | - |
| Pittsburgh |  | 948,451 | 2.5 |  | 933,468 | 2.4 |  | - | - |  | 948,451 | - |
| Central Indiana |  | 1,896,433 | 5.0 |  | 1,910,530 | 5.0 |  | 819,106 | 3.3 |  | 1,077,327 | N.M. |
| West Virginia |  | 1,589,903 | 4.2 |  | 1,559,864 | 4.1 |  | 1,515,999 | 6.1 |  | 73,904 | 4.9 |
| Other Regional |  | 771,261 | 2.0 |  | 612,620 | 1.6 |  | 493,879 | 2.0 |  | 277,382 | 56.2 |
| Regional Banking |  | 32,681,502 | 86.6 |  | 32,081,370 | 83.5 |  | 20,227,943 | 80.8 |  | 12,453,559 | 61.6 |
| Dealer Sales |  | 58,196 | 0.2 |  | 63,399 | 0.2 |  | 58,719 | 0.2 |  | (523) | (0.9) |
| Private Financial and Capital Markets Group |  | 1,626,043 | 4.3 |  | 1,630,675 | 4.2 |  | 1,167,751 | 4.7 |  | 458,292 | 39.2 |
| Treasury / Other (1) |  | 3,377,180 | 8.9 |  | 4,628,921 | 12.1 |  | 3,593,357 | 14.3 |  | $(216,177)$ | (6.0) |
| Total deposits |  | 37,742,921 | 100.0\% |  | 38,404,365 | 100.0\% |  | 25,047,770 | $\underline{\text { 100.0\% }}$ |  | \$12,695,151 | 50.7\% |

N.M., not a meaningful value.
(1) Comprised largely of national market deposits.

## Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

## (Unaudited)

|  | Average Balances |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { Change } \\ \text { 4Q07 vs 4Q06 } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable equivalent basis |  |  |  | 2007 |  |  |  |  | $\begin{gathered} 2006 \\ \hline \text { Fourth } \\ \hline \end{gathered}$ |  |  |  |  |
| (in millions) | Fourth |  | Third |  | Second |  | First |  |  |  | Amount |  | Percent |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest bearing deposits in banks | \$ | 324 | \$ | 292 | \$ | 259 | \$ | 93 | \$ | 77 | \$ | 247 | N.M.\% |
| Trading account securities |  | 1,122 |  | 1,149 |  | 230 |  | 48 |  | 116 |  | 1,006 | N.M. |
| Federal funds sold and securities purchased under resale agreements |  | 730 |  | 557 |  | 574 |  | 503 |  | 531 |  | 199 | 37.5 |
| Loans held for sale |  | 493 |  | 419 |  | 291 |  | 242 |  | 265 |  | 228 | 86.0 |
| Investment securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 3,807 |  | 3,951 |  | 3,253 |  | 3,595 |  | 3,792 |  | 15 | 0.4 |
| Tax-exempt |  | 689 |  | 675 |  | 629 |  | 591 |  | 594 |  | 95 | 16.0 |
| Total investment securities |  | 4,496 |  | 4,626 |  | 3,882 |  | 4,186 |  | 4,386 |  | 110 | 2.5 |
| Loans and leases: (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Middle market commercial and industrial |  | 10,359 |  | 10,301 |  | 6,209 |  | 6,070 |  | 5,882 |  | 4,477 | 76.1 |
| Middle market commercial real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 1,858 |  | 1,782 |  | 1,245 |  | 1,151 |  | 1,170 |  | 688 | 58.8 |
| Commercial |  | 5,761 |  | 5,623 |  | 2,865 |  | 2,772 |  | 2,839 |  | 2,922 | N.M. |
| Middle market commercial real estate |  | 7,619 |  | 7,405 |  | 4,110 |  | 3,923 |  | 4,009 |  | 3,610 | 90.0 |
| Small business |  | 4,345 |  | 4,310 |  | 2,499 |  | 2,466 |  | 2,421 |  | 1,924 | 79.5 |
| Total commercial |  | 22,323 |  | 22,016 |  | 12,818 |  | 12,459 |  | 12,312 |  | 10,011 | 81.3 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Automobile loans |  | 3,052 |  | 2,931 |  | 2,322 |  | 2,215 |  | 2,111 |  | 941 | 44.6 |
| Automobile leases |  | 1,272 |  | 1,423 |  | 1,551 |  | 1,698 |  | 1,838 |  | (566) | (30.8) |
| Automobile loans and leases |  | 4,324 |  | 4,354 |  | 3,873 |  | 3,913 |  | 3,949 |  | 375 | 9.5 |
| Home equity |  | 7,297 |  | 7,468 |  | 4,973 |  | 4,913 |  | 4,973 |  | 2,324 | 46.7 |
| Residential mortgage |  | 5,437 |  | 5,456 |  | 4,351 |  | 4,496 |  | 4,635 |  | 802 | 17.3 |
| Other loans |  | 728 |  | 534 |  | 424 |  | 422 |  | 430 |  | 298 | 69.3 |
| Total consumer |  | 17,786 |  | 17,812 |  | 13,621 |  | 13,744 |  | 13,987 |  | 3,799 | 27.2 |
| Total loans and leases |  | 40,109 |  | 39,828 |  | 26,439 |  | 26,203 |  | 26,299 |  | 13,810 | 52.5 |
| Allowance for loan and lease losses |  | (474) |  | (475) |  | (297) |  | (278) |  | (282) |  | (192) | (68.1) |
| Net loans and leases |  | 39,635 |  | 39,353 |  | 26,142 |  | 25,925 |  | 26,017 |  | 13,618 | 52.3 |
| Total earning assets |  | 47,274 |  | 46,871 |  | 31,675 |  | 31,275 |  | 31,674 |  | 15,600 | 49.3 |
| Cash and due from banks |  | 1,098 |  | 1,111 |  | 748 |  | 826 |  | 830 |  | 268 | 32.3 |
| Intangible assets |  | 3,440 |  | 3,337 |  | 626 |  | 627 |  | 631 |  | 2,809 | N.M. |
| All other assets |  | 3,142 |  | 3,124 |  | 2,398 |  | 2,480 |  | 2,617 |  | 525 | 20.1 |
| Total Assets | \$ | 54,480 | \$ | 53,968 | \$ | 35,150 | \$ | 34,930 | \$ | $\underline{35,470}$ | \$ | 19,010 | $\stackrel{53.6 \%}{ }$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - non-interest bearing | \$ | 5,218 | \$ | 5,384 | \$ | 3,591 | \$ | 3,530 | \$ | 3,580 | \$ | 1,638 | 45.8\% |
| Demand deposits - interest bearing |  | 3,929 |  | 3,808 |  | 2,404 |  | 2,349 |  | 2,219 |  | 1,710 | 77.1 |
| Money market deposits |  | 6,845 |  | 6,869 |  | 5,466 |  | 5,489 |  | 5,548 |  | 1,297 | 23.4 |
| Savings and other domestic deposits |  | 4,813 |  | 5,043 |  | 2,863 |  | 2,827 |  | 2,849 |  | 1,964 | 68.9 |
| Core certificates of deposit |  | 10,674 |  | 10,425 |  | 5,591 |  | 5,455 |  | 5,380 |  | 5,294 | 98.4 |
| Total core deposits |  | 31,479 |  | 31,529 |  | 19,915 |  | 19,650 |  | 19,576 |  | 11,903 | 60.8 |
| Other domestic deposits of $\$ 100,000$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Brokered deposits and negotiable CDs |  | 3,518 |  | 3,728 |  | 2,682 |  | 3,020 |  | 3,252 |  | 266 | 8.2 |
| Deposits in foreign offices |  | 748 |  | 701 |  | 552 |  | 562 |  | 598 |  | 150 | 25.1 |
| Total deposits |  | 37,675 |  | 37,652 |  | 24,273 |  | 24,451 |  | 24,708 |  | 12,967 | 52.5 |
| Short-term borrowings |  | 2,489 |  | 2,542 |  | 2,075 |  | 1,863 |  | 1,832 |  | 657 | 35.9 |
| Federal Home Loan Bank advances |  | 3,070 |  | 2,553 |  | 1,329 |  | 1,128 |  | 1,121 |  | 1,949 | N.M. |
| Subordinated notes and other long-termdebt |  | 3,875 |  | 3,912 |  | 3,470 |  | 3,487 |  | 3,583 |  | 292 | 8.1 |
| Total interest bearing liabilities |  | 41,891 |  | 41,275 |  | 27,556 |  | 27,399 |  | 27,664 |  | 14,227 | 51.4 |
| All other liabilities |  | 1,160 |  | 1,103 |  | 960 |  | 987 |  | 1,142 |  | 18 | 1.6 |
| Shareholders' equity |  | 6,211 |  | 6,206 |  | 3,043 |  | 3,014 |  | 3,084 |  | 3,127 | N.M. |
| Total Liabilities and Shareholders' Equity | \$ | 54,480 | \$ | 53,968 | \$ | 35,150 | \$ | 34,930 | \$ | 35,470 | \$ | 19,010 | 53.6\% |

N.M., not a meaningful value.
(1) For purposes of this analysis, non-accrual loans are reflected in the average balances of loans.

## Huntington Bancshares Incorporated

Consolidated Quarterly Net Interest Margin Analysis

## (Unaudited)


(1) Fully taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 7 for the FTE adjustment.
(2) Loan, lease, and deposit average rates include impact of applicable derivatives and non-deferrable fees.
(3) For purposes of this analysis, nonaccrual loans are reflected in the average balances of loans.

## Huntington Bancshares Incorporated

Quarterly Average Loans and Leases and Deposit

## Composition By Business Segment

(Unaudited)

| (in millions) | Average Balances |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  |  |  |  |  | $\begin{gathered} \hline 2006 \\ \hline \text { Fourth } \end{gathered}$ |  |
|  | Fourth |  | Third |  | Second |  | First |  |  |  |
| Loans and direct financing leases (1) |  |  |  |  |  |  |  |  |  |  |
| Regional Banking: |  |  |  |  |  |  |  |  |  |  |
| Central Ohio | \$ | 5,011 | \$ | 4,910 | \$ | 3,644 | \$ | 3,601 | \$ | 3,615 |
| Northwest Ohio |  | 2,318 |  | 2,331 |  | 452 |  | 455 |  | 469 |
| Greater Cleveland |  | 3,079 |  | 2,993 |  | 2,064 |  | 1,964 |  | 1,942 |
| Greater Akron/Canton |  | 2,037 |  | 2,024 |  | 1,328 |  | 1,326 |  | 1,337 |
| Southern Ohio/Kentucky |  | 2,576 |  | 2,527 |  | 2,205 |  | 2,181 |  | 2,171 |
| Mahoning Valley |  | 925 |  | 871 |  | - |  | - |  | - |
| Ohio Valley |  | 867 |  | 759 |  | - |  | - |  | - |
| West Michigan |  | 2,470 |  | 2,484 |  | 2,447 |  | 2,441 |  | 2,439 |
| East Michigan |  | 1,767 |  | 1,750 |  | 1,639 |  | 1,626 |  | 1,609 |
| Western Pennsylvania |  | 1,092 |  | 1,069 |  | - |  | - |  | - |
| Pittsburgh |  | 896 |  | 912 |  | - |  | - |  | - |
| Central Indiana |  | 1,397 |  | 1,406 |  | 982 |  | 959 |  | 991 |
| West Virginia |  | 1,135 |  | 1,163 |  | 1,128 |  | 1,106 |  | 1,114 |
| Other Regional |  | 6,500 |  | 6,754 |  | 3,774 |  | 3,780 |  | 3,859 |
| Regional Banking |  | 32,070 |  | 31,953 |  | 19,663 |  | 19,439 |  | 19,546 |
| Dealer Sales |  | 5,515 |  | 5,376 |  | 4,888 |  | 4,917 |  | 4,913 |
| Private Financial and Capital Markets Group |  | 2,524 |  | 2,499 |  | 1,888 |  | 1,847 |  | 1,840 |
| Treasury / Other |  | - |  | - |  | - |  | - |  | 二 |
| Total loans and direct financing leases | \$ | 40,109 | \$ | 39,828 | \$ | 26,439 | \$ | 26,203 | \$ | 26,299 |

Deposit composition (1)

| Regional Banking: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Central Ohio | \$ | 6,169 | \$ | 6,026 | \$ | 4,962 | \$ | 4,889 | \$ | 4,908 |
| Northwest Ohio |  | 2,825 |  | 2,856 |  | 1,070 |  | 1,061 |  | 1,010 |
| Greater Cleveland |  | 3,089 |  | 2,969 |  | 2,024 |  | 2,005 |  | 2,068 |
| Greater Akron/Canton |  | 2,634 |  | 2,613 |  | 1,898 |  | 1,903 |  | 1,890 |
| Southern Ohio/Kentucky |  | 2,644 |  | 2,564 |  | 2,333 |  | 2,285 |  | 2,229 |
| Mahoning Valley |  | 1,550 |  | 1,562 |  | - |  | - |  | - |
| Ohio Valley |  | 1,345 |  | 1,380 |  | - |  | - |  | - |
| West Michigan |  | 2,925 |  | 2,868 |  | 2,784 |  | 2,790 |  | 2,818 |
| East Michigan |  | 2,404 |  | 2,423 |  | 2,397 |  | 2,431 |  | 2,370 |
| Western Pennsylvania |  | 1,655 |  | 1,695 |  | - |  | - |  | - |
| Pittsburgh |  | 946 |  | 943 |  | - |  | - |  | - |
| Central Indiana |  | 1,940 |  | 1,831 |  | 854 |  | 870 |  | 922 |
| West Virginia |  | 1,567 |  | 1,562 |  | 1,535 |  | 1,533 |  | 1,522 |
| Other Regional |  | 759 |  | 861 |  | 537 |  | 452 |  | 446 |
| Regional Banking |  | 32,452 |  | 32,153 |  | 20,394 |  | 20,219 |  | 20,183 |
| Dealer Sales |  | 59 |  | 56 |  | 55 |  | 52 |  | 56 |
| Private Financial and Capital Markets Group |  | 1,629 |  | 1,645 |  | 1,142 |  | 1,148 |  | 1,174 |
| Treasury / Other |  | 3,535 |  | 3,798 |  | 2,682 |  | 3,032 |  | 3,295 |
| Total deposits | \$ | 37,675 | \$ | 37,652 | \$ | 24,273 | \$ | 24,451 | \$ | $\underline{\text { 24,708 }}$ |


| $\begin{gathered} \text { Change } \\ 4 \mathrm{Q} 07 \text { vs 4Q06 } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: |
| Amount |  | Percent |
| \$ | 1,396 | 38.6\% |
|  | 1,849 | N.M. |
|  | 1,137 | 58.5 |
|  | 700 | 52.4 |
|  | 405 | 18.7 |
|  | 925 | - |
|  | 867 | - |
|  | 31 | 1.3 |
|  | 158 | 9.8 |
|  | 1,092 | - |
|  | 896 | - |
|  | 406 | 41.0 |
|  | 21 | 1.9 |
|  | 2,641 | 68.4 |
|  | 12,524 | 64.1 |
|  | 602 | 12.3 |
|  | 684 | 37.2 |
|  | - | - |
| \$ | 13,810 | 52.5\% |

N.M., not a meaningful value.
(1) Prior period amounts have been reclassified to conform to the current period presentation.

## Huntington Bancshares Incorporated

## Selected Quarterly Income Statement Data (1)

## (Unaudited)

|  | 2007 |  |  |  |  |  |  |  | $\begin{gathered} 2006 \\ \hline \text { Fourth } \\ \hline \end{gathered}$ |  | 4Q07 vs 4Q06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except per share amounts) |  | Fourth |  | Third |  | Second |  | First |  |  |  | Amount | Percent |
| Interest income | \$ | 814,398 |  | 851,155 |  | \$ 542,461 |  | \$ 534,949 |  | 544,841 |  | 269,557 | 49.5\% |
| Interest expense |  | 431,465 |  | 441,522 |  | 289,070 |  | 279,394 |  | 286,852 |  | 144,613 | 50.4 |
| Net interest income |  | 382,933 |  | 409,633 |  | 253,391 |  | 255,555 |  | 257,989 |  | 124,944 | 48.4 |
| Provision for credit losses |  | 512,082 |  | 42,007 |  | 60,133 |  | 29,406 |  | 15,744 |  | 496,338 | N.M. |
| Net interest (loss) income after provision for credit losses |  | $(129,149)$ |  | 367,626 |  | 193,258 |  | 226,149 |  | 242,245 |  | $(371,394)$ | N.M. |
| Service charges on deposit accounts |  | 81,276 |  | 78,107 |  | 50,017 |  | 44,793 |  | 48,548 |  | 32,728 | 67.4 |
| Trust services |  | 35,198 |  | 33,562 |  | 26,764 |  | 25,894 |  | 23,511 |  | 11,687 | 49.7 |
| Brokerage and insurance income |  | 30,288 |  | 28,806 |  | 17,199 |  | 16,082 |  | 14,600 |  | 15,688 | N.M. |
| Other service charges and fees |  | 21,891 |  | 21,045 |  | 14,923 |  | 13,208 |  | 13,784 |  | 8,107 | 58.8 |
| Bank owned life insurance income |  | 13,253 |  | 14,847 |  | 10,904 |  | 10,851 |  | 10,804 |  | 2,449 | 22.7 |
| Mortgage banking income |  | 3,702 |  | 9,629 |  | 7,122 |  | 9,351 |  | 6,169 |  | $(2,467)$ | (40.0) |
| Securities (losses) gains |  | $(11,551)$ |  | $(13,152)$ |  | $(5,139)$ |  | 104 |  | $(15,804)$ |  | 4,253 | (26.9) |
| Other income (2) |  | $(3,500)$ |  | 31,830 |  | 34,403 |  | 24,894 |  | 38,994 |  | $(42,494)$ | N.M. |
| Total non-interest income |  | 170,557 |  | 204,674 |  | 156,193 |  | 145,177 |  | 140,606 |  | 29,951 | 21.3 |
| Personnel costs |  | 214,850 |  | 202,148 |  | 135,191 |  | 134,639 |  | 137,944 |  | 76,906 | 55.8 |
| Outside data processing and other services |  | 39,130 |  | 40,600 |  | 25,701 |  | 21,814 |  | 20,695 |  | 18,435 | 89.1 |
| Net occupancy |  | 26,714 |  | 33,334 |  | 19,417 |  | 19,908 |  | 17,279 |  | 9,435 | 54.6 |
| Equipment |  | 22,816 |  | 23,290 |  | 17,157 |  | 18,219 |  | 18,151 |  | 4,665 | 25.7 |
| Amortization of intangibles |  | 20,163 |  | 19,949 |  | 2,519 |  | 2,520 |  | 2,993 |  | 17,170 | N.M. |
| Marketing |  | 16,175 |  | 13,186 |  | 8,986 |  | 7,696 |  | 6,207 |  | 9,968 | N.M. |
| Professional services |  | 14,464 |  | 11,273 |  | 8,101 |  | 6,482 |  | 8,958 |  | 5,506 | 61.5 |
| Telecommunications |  | 8,513 |  | 7,286 |  | 4,577 |  | 4,126 |  | 4,619 |  | 3,894 | 84.3 |
| Printing and supplies |  | 6,594 |  | 4,743 |  | 3,672 |  | 3,242 |  | 3,610 |  | 2,984 | 82.7 |
| Other expense (2) |  | 70,133 |  | 29,754 |  | 19,334 |  | 23,426 |  | 47,334 |  | 22,799 | 48.2 |
| Total non-interest expense |  | 439,552 |  | 385,563 |  | 244,655 |  | 242,072 |  | 267,790 |  | 171,762 | 64.1 |
| (Loss) Income before income taxes |  | $(398,144)$ |  | 186,737 |  | 104,796 |  | 129,254 |  | 115,061 |  | $(513,205)$ | N.M. |
| (Benefit) Provision for income taxes |  | $(158,864)$ |  | 48,535 |  | 24,275 |  | 33,528 |  | 27,347 |  | $(186,211)$ | N.M. |
| Net (loss) income |  | $(239,280)$ |  | 138,202 |  | \$ 80,521 |  | \$ 95,726 |  | 87,714 |  | $(326,994)$ | N.M.\% |
| Average common shares - diluted |  | 366,119 |  | 368,280 |  | 239,008 |  | 238,754 |  | 239,881 |  | 126,238 | 52.6\% |
| Per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net (loss) income - diluted | \$ | (0.65) |  | 0.38 |  | \$ 0.34 |  | \$ 0.40 | \$ | 0.37 |  | (1.02) | N.M. |
| Cash dividends declared |  | 0.265 |  | 0.265 |  | 0.265 |  | 0.265 |  | 0.250 |  | 0.015 | 6.0 |
| Return on average total assets |  | (1.74)\% |  | 1.02\% |  | 0.92\% |  | 1.11\% |  | 0.98 |  | (2.72)\% | N.M. |
| Return on average total shareholders' equity |  | (15.3) |  | 8.8 |  | 10.6 |  | 12.9 |  | 11.3 |  | (26.6) | N.M. |
| Return on average tangible shareholders' equity (3) |  | (32.4) |  | 20.9 |  | 13.6 |  | 16.5 |  | 14.5 |  | (46.90) | N.M. |
| Net interest margin (4) |  | 3.26 |  | 3.52 |  | 3.26 |  | 3.36 |  | 3.28 |  | (0.02) | (0.6) |
| Efficiency ratio (5) |  | 73.5 |  | 57.7 |  | 57.8 |  | 59.2 |  | 63.3 |  | 10.2 | 16.1 |
| Effective tax rate (benefit) |  | (39.9) |  | 26.0 |  | 23.2 |  | 25.9 |  | 23.8 |  | (63.7) | N.M. |
| Revenue - fully taxable equivalent (FTE) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 382,933 |  | 409,633 |  | \$ 253,391 |  | \$ 255,555 |  | 257,989 |  | 124,944 | 48.4 |
| FTE adjustment |  | 5,363 |  | 5,712 |  | 4,127 |  | 4,047 |  | 4,115 |  | 1,248 | 30.3 |
| Net interest income (4) |  | 388,296 |  | 415,345 |  | 257,518 |  | 259,602 |  | 262,104 |  | 126,192 | 48.1 |
| Non-interest income |  | 170,557 |  | 204,674 |  | 156,193 |  | 145,177 |  | 140,606 |  | 29,951 | 21.3 |
| Total revenue (4) | \$ | 558,853 |  | 620,019 |  | \$ 413,711 |  | \$ 404,779 |  | $\underline{402,710}$ |  | 156,143 | 38.8\% |

N.M., not a meaningful value.
(1) Comparisons for presented periods are impacted by a number of factors. Refer to 'Significant Items Influencing Financial Performance Comparisons'.
(2) Automobile operating lease income and expense is included in 'Other Income' and 'Other Expense', respectively.
(3) Net income less expense for amortization of intangibles (net of tax) for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Other intangible assets are net of deferred tax.
(4) On a fully taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Non-interest expense less amortization of intangibles divided by the sum of FTE net interest income and non-interest income excluding securities gains (losses).

## Huntington Bancshares Incorporated

Quarterly Mortgage Banking Income
(Unaudited)

|  | 2007 |  |  |  |  |  |  |  | $\frac{2006}{\text { Fourth }}$ |  | 4Q07 vs 4Q06 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except as noted) |  | Fourth |  | Third |  | Second |  | First |  |  |  | mount | Percent |
| Mortgage Banking Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ | 5,879 | \$ | 8,375 | \$ | 6,771 | \$ | 4,940 | \$ | 4,057 | \$ | 1,822 | 44.9\% |
| Servicing fees |  | 11,405 |  | 10,811 |  | 6,976 |  | 6,820 |  | 6,662 |  | 4,743 | 71.2 |
| Amortization of capitalized servicing (1) |  | $(5,929)$ |  | $(6,571)$ |  | $(4,449)$ |  | $(3,638)$ |  | $(3,835)$ |  | $(2,094)$ | (54.6) |
| Other mortgage banking income |  | 4,113 |  | 3,016 |  | 2,822 |  | 3,247 |  | 1,778 |  | 2,335 | N.M. |
| Sub-total |  | 15,468 |  | 15,631 |  | 12,120 |  | 11,369 |  | 8,662 |  | 6,806 | 78.6 |
| MSR valuation adjustment(1) |  | $(21,245)$ |  | $(9,863)$ |  | 16,034 |  | $(1,057)$ |  | $(1,907)$ |  | $(19,338)$ | N.M. |
| Net trading gains (losses) related to MSR hedging |  | 9,479 |  | 3,861 |  | $(21,032)$ |  | (961) |  | (586) |  | 10,065 | N.M. |
| $\underline{\text { Total mortgage banking income }}$ | \$ | 3,702 | \$ | 9,629 | \$ | 7,122 | \$ | 9,351 | \$ | 6,169 | \$ | $(2,467)$ | (40.0)\% |
| Capitalized mortgage servicing rights <br> (2) |  | 207,894 |  | 228,933 |  | 155,420 | \$ | 34,845 |  | 131,104 | \$ | 76,790 | 58.6\% |
| Total mortgages serviced for others (in millions) (2) |  | 15,088 |  | 15,073 |  | 8,693 |  | 8,494 |  | 8,252 |  | 6,836 | 82.8 |
| MSR \% of investor servicing portfolio |  | 1.38\% |  | 1.52\% |  | 1.79\% |  | 1.59\% |  | 1.59\% |  | (0.21)\% | (13.2) |
| Net Impact of MSR Hedging |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MSR valuation adjustment ${ }^{(1)}$ | \$ | $(21,245)$ | \$ | $(9,863)$ | \$ | 16,034 | \$ | $(1,057)$ | \$ | $(1,907)$ |  | $(19,338)$ | N.M.\% |
| Net trading gains (losses) related to MSR hedging |  | 9,479 |  | 3,861 |  | $(21,032)$ |  | (961) |  | (586) |  | 10,065 | N.M. |
| Net interest income (losses) related to MSR hedging |  | 3,192 |  | 2,357 |  | 248 |  | - |  | (2) |  | 3,194 | N.M. |
| Net impact of MSR hedging | \$ | $(8,574)$ | \$ | $(3,645)$ | \$ | $(4,750)$ | \$ | $(2,018)$ | \$ | $(2,495)$ | \$ | $(6,079)$ | N.M.\% |

N.M., not a meaningful value.
(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

## Quarterly Credit Reserves Analysis

(Unaudited)

|  | 2007 |  |  |  |  |  |  |  | $\frac{2006}{\text { Fourth }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) |  | Fourth |  | Third |  | Second |  | First |  |  |
| Allowance for loan and lease losses, beginning of period | \$ | 454,784 |  | 307,519 |  | 282,976 |  | \$ 272,068 |  | 280,152 |
| Acquired allowance for loan and lease losses |  | - |  | 188,128 |  | - |  | - |  | - |
| Loan and lease losses |  | $(388,506)$ |  | $(57,466)$ |  | $(44,158)$ |  | $(27,813)$ |  | $(32,835)$ |
| Recoveries of loans previously charged off |  | 10,599 |  | 10,360 |  | 9,658 |  | 9,695 |  | 9,866 |
| Net loan and lease losses |  | $(377,907)$ |  | $(47,106)$ |  | $(34,500)$ |  | $(18,118)$ |  | $(22,969)$ |
| Provision for loan and lease losses |  | 503,781 |  | 36,952 |  | 59,043 |  | 29,026 |  | 14,885 |
| Allowance for loans transferred to held-for-sale |  | $(2,216)$ |  | $(30,709)$ |  | - |  | - |  | - |
| Allowance for loan and lease losses, end of period | \$ | 578,442 |  | 454,784 |  | 307,519 |  | \$ 282,976 |  | 272,068 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 58,227 | \$ | 41,631 | \$ | 40,541 |  | \$ 40,161 |  | \$ 39,302 |
| Acquired AULC |  | - |  | 11,541 |  | - |  | - |  | - |
| Provision for unfunded loan commitments and letters of credit losses |  | 8,301 |  | 5,055 |  | 1,090 |  | 380 |  | 859 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 66,528 | \$ | 58,227 | \$ | 41,631 |  | \$ 40,541 |  | S 40,161 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total allowances for credit losses | \$ | 644,970 | \$ | 513,011 |  | 349,150 |  | \$ 323,517 |  | 312,229 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Transaction reserve |  | 1.27\% |  | 0.97\% |  | 0.94\% |  | 0.89\% |  | 0.86\% |
| Economic reserve |  | 0.17 |  | 0.17 |  | 0.21 |  | 0.19 |  | 0.18 |
| Total loans and leases |  | 1.44\% |  | 1.14\% |  | 1.15\% |  | 1.08\% |  | 1.04\% |
| Nonaccrual loans and leases (NALs) |  | 181 |  | 182 |  | 145 |  | 180 |  | 189 |
| Total allowances for credit losses (ACL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 1.61\% |  | 1.28\% |  | 1.30\% |  | 1.23\% |  | 1.19\% |
| Nonaccrual loans and leases |  | 202 |  | 206 |  | 165 |  | 206 |  | 217 |

## Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

## (Unaudited)

|  | 2007 |  |  |  |  |  |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | Fourth |  | Third |  | Second |  | First |  | Fourth |
| Net charge-offs (recoveries) by loan and lease type: |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |
| Middle market commercial and industrial | \$ 318,485 | \$ | 7,760 | \$ | 3,628 | \$ | (11) | \$ | $(1,827)$ |
| Middle market commercial real estate: |  |  |  |  |  |  |  |  |  |
| Construction | 6,800 |  | 2,160 |  | 2,876 |  | 9 |  | 3,957 |
| Commercial | 13,313 |  | 2,282 |  | 10,428 |  | 377 |  | 144 |
| Middle market commercial real estate | 20,113 |  | 4,442 |  | 13,304 |  | 386 |  | 4,101 |
| Small business | 6,043 |  | 5,102 |  | 3,603 |  | 2,089 |  | 4,535 |
| Total commercial | 344,641 |  | 17,304 |  | 20,535 |  | 2,464 |  | 6,809 |
| Consumer: |  |  |  |  |  |  |  |  |  |
| Automobile loans | 7,347 |  | 5,354 |  | 1,631 |  | 2,853 |  | 2,422 |
| Automobile leases | 3,046 |  | 2,561 |  | 2,699 |  | 2,201 |  | 2,866 |
| Automobile loans and leases | 10,393 |  | 7,915 |  | 4,330 |  | 5,054 |  | 5,288 |
| Home equity | 12,212 |  | 10,841 |  | 5,405 |  | 5,968 |  | 5,820 |
| Residential mortgage | 3,340 |  | 4,405 |  | 1,695 |  | 1,931 |  | 2,226 |
| Other loans | 7,321 |  | 6,641 |  | 2,535 |  | 2,701 |  | 2,826 |
| Total consumer | 33,266 |  | 29,802 |  | 13,965 |  | 15,654 |  | 16,160 |
| $\underline{\text { Total net charge-offs }}$ | \$ 377,907 | \$ | 47,106 | \$ | 34,500 | \$ | 18,118 | \$ | 22,969 |
|  |  |  |  |  |  |  |  |  |  |
| Net charge-offs (recoveries) - annualized percentages: |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |
| Middle market commercial and industrial | 12.30\% |  | 0.30\% |  | 0.23\% |  | -\% |  | (0.12)\% |
| Middle market commercial real estate: |  |  |  |  |  |  |  |  |  |
| Construction | 1.46 |  | 0.48 |  | 0.92 |  | - |  | 1.35 |
| Commercial | 0.92 |  | 0.16 |  | 1.46 |  | 0.05 |  | 0.02 |
| Middle market commercial real estate | 1.06 |  | 0.24 |  | 1.29 |  | 0.04 |  | 0.41 |
| Small business | 0.56 |  | 0.47 |  | 0.58 |  | 0.34 |  | 0.75 |
| Total commercial | 6.18 |  | 0.31 |  | 0.64 |  | 0.08 |  | 0.22 |
| Consumer: |  |  |  |  |  |  |  |  |  |
| Automobile loans | 0.96 |  | 0.73 |  | 0.28 |  | 0.52 |  | 0.46 |
| Automobile leases | 0.96 |  | 0.72 |  | 0.70 |  | 0.52 |  | 0.62 |
| Automobile loans and leases | 0.96 |  | 0.73 |  | 0.45 |  | 0.52 |  | 0.54 |
| Home equity | 0.67 |  | 0.58 |  | 0.43 |  | 0.49 |  | 0.47 |
| Residential mortgage | 0.25 |  | 0.32 |  | 0.16 |  | 0.17 |  | 0.19 |
| Other loans | 4.02 |  | 4.97 |  | 2.39 |  | 2.56 |  | 2.63 |
| Total consumer | 0.75 |  | 0.67 |  | 0.41 |  | 0.46 |  | 0.46 |
| $\underline{\text { Net charge-offs as a \% of average loans }}$ | 3.77\% |  | 0.47\% |  | 0.52\% |  | 0.28\% |  | 0.35\% |

## Huntington Bancshares Incorporated

Quarterly Nonaccrual Loans (NALs), Nonperforming Assets (NPAs) and Past Due Loans and Leases

## (Unaudited)

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

(1) Represent impaired loans obtained from the Sky Financial acquisition that are intended to be sold. Held for sale loans are carried at the lower of cost or market value.
(2) Other NPAs represent certain investment securities backed by mortgage loans to borrowers with lower FICO scores.
(3) Nonperforming assets divided by the sum of loans and leases, impaired loans held for sale, net other real estate, and other NPAs.
(4) Restructured loans are net of loan losses and payments.

## Huntington Bancshares Incorporated

## Quarterly Stock Summary, Capital, and Other Data

## (Unaudited)

## Quarterly common stock summary

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Capital data



[^1]
## Huntington Bancshares Incorporated

Consolidated Annual Average Balance Sheets

## (Unaudited)


N.M., not a meaningful value.
(1) For purposes of this analysis, non-accrual loans are reflected in the average balances of loans.

## Huntington Bancshares Incorporated

Consolidated Annual Net Interest Margin Analysis

## (Unaudited)

|  | Annual Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fully Taxable Equivalent basis (1) | 2007 | 2006 | 2005 | 2004 | 2003 |
| Assets |  |  |  |  |  |
| Interest bearing deposits in banks | 4.80\% | 6.00\% | 2.16\% | 1.05\% | 1.53\% |
| Trading account securities | 5.84 | 4.19 | 4.08 | 4.15 | 4.02 |
| Federal funds sold and securities purchased under resale |  |  |  |  |  |
| Loans held for sale | 5.69 | 6.10 | 5.64 | 5.35 | 5.32 |
| Investment securities: |  |  |  |  |  |
| Taxable | 6.07 | 5.47 | 4.31 | 3.88 | 4.52 |
| Tax-exempt | 6.72 | 6.75 | 6.71 | 6.98 | 7.04 |
| Total investment securities | 6.17 | 5.62 | 4.58 | 4.14 | 4.73 |
| Loans and leases (3): |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Middle market commercial and industrial | 7.44 | 7.38 | 5.79 | 4.41 | 4.82 |
| Middle market commercial real estate: |  |  |  |  |  |
| Construction | 7.77 | 8.08 | 6.43 | 4.52 | 4.21 |
| Commercial | 7.46 | 7.46 | 5.93 | 4.58 | 4.97 |
| Middle market commercial real estate | 7.54 | 7.65 | 6.16 | 4.55 | 4.66 |
| Small business | 7.51 | 7.20 | 6.18 | 5.50 | 5.91 |
| Total commercial | 7.49 | 7.43 | 6.00 | 4.68 | 5.00 |
| Consumer: |  |  |  |  |  |
| Automobile loans | 7.17 | 6.57 | 6.52 | 7.22 | 7.43 |
| Automobile leases | 5.41 | 5.07 | 4.94 | 5.00 | 5.12 |
| Automobile loans and leases | 6.53 | 5.82 | 5.66 | 6.14 | 6.73 |
| Home equity | 7.77 | 7.44 | 6.07 | 4.92 | 4.89 |
| Residential mortgage | 5.79 | 5.44 | 5.22 | 5.07 | 5.40 |
| Other loans | 10.51 | 9.07 | 10.23 | 7.51 | 8.55 |
| Total consumer | 6.92 | 6.37 | 5.80 | 5.48 | 5.95 |
| Total loans and leases | 7.22 | 6.86 | 5.89 | 5.13 | 5.50 |
| Total earning assets | 7.02\% | 6.63\% | 5.65\% | 4.89\% | 5.35\% |
|  |  |  |  |  |  |
| Liabilities and Shareholders' Equity |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits - non-interest bearing | -\% | -\% | -\% | -\% | -\% |
| Demand deposits - interest bearing | 1.29 | 0.90 | 0.55 | 0.42 | 0.55 |
| Money market deposits | 3.77 | 3.45 | 2.18 | 1.25 | 1.44 |
| Savings and other domestic deposits | 2.33 | 1.68 | 1.36 | 1.28 | 1.96 |
| Core certificates of deposit | 4.86 | 4.25 | 3.56 | 3.36 | 3.67 |
| Total core deposits | 3.55 | 3.02 | 2.10 | 1.56 | 2.00 |
| Other domestic deposits of \$100,000 or more | 5.07 | 4.99 | 3.39 | 1.90 | 1.17 |
| Brokered deposits and negotiable CDs | 5.41 | 5.22 | 3.51 | 1.80 | 1.70 |
| Deposits in foreign offices | 3.19 | 2.93 | 2.10 | 0.82 | 0.92 |
| Total deposits | 3.85 | 3.47 | 2.40 | 1.58 | 1.91 |
| Short-term borrowings | 4.13 | 4.01 | 2.49 | 0.93 | 0.98 |
| Federal Home Loan Bank advances | 5.06 | 4.38 | 3.13 | 2.62 | 1.94 |
| Subordinated notes and other long-term debt | 5.96 | 5.65 | 4.02 | 2.46 | 2.82 |
| Total interest bearing liabilities | 4.17 | 3.84 | 2.70 | 1.79 | 2.03 |
|  |  |  |  |  |  |
| Net interest rate spread | 2.85 | 2.79 | 2.95 | 3.10 | 3.32 |
| Impact of non-interest bearing funds on margin | 0.51 | 0.50 | 0.38 | 0.23 | 0.17 |
| Net interest margin | 3.36\% | 3.29\% | 3.33\% | 3.33\% | 3.49\% |

(1) Fully taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 15 for the FTE adjustment.
(2) Loan and lease and deposit average rates include impact of applicable derivatives and non-deferrable fees.
(3) For purposes of this analysis, nonaccrual loans are reflected in the average balances of loans.

## Huntington Bancshares Incorporated

## Selected Annual Income Statement Data (1)

## (Unaudited)

| (in thousands, except per share amounts) | Year Ended December 31, |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | Change from 2006 |  |  | 2006 | Change from 2005 |  |  | 2005 | 2004 | 2003 |
|  |  | Amount |  | \% |  | Amount |  | \% |  |  |  |
| Interest income | \$2,742,963 | \$ | 672,444 | 32.5\% | \$2,070,519 |  | 428,754 | 26.1\% | \$ 1,641,765 | \$1,347,315 | \$1,305,756 |
| Interest expense | 1,441,451 |  | 390,109 | 37.1 | 1,051,342 |  | 371,988 | 54.8 | 679,354 | 435,941 | 456,770 |
| Net interest income | 1,301,512 |  | 282,335 | 27.7 | 1,019,177 |  | 56,766 | 5.9 | 962,411 | 911,374 | 848,986 |
| Provision for credit losses | 643,628 |  | 578,437 | N.M. | 65,191 |  | $(16,108)$ | (19.8) | 81,299 | 55,062 | 163,993 |
| Net interest income after provision for credit losses | 657,884 |  | $(296,102)$ | (31.0) | 953,986 |  | 72,874 | 8.3 | 881,112 | 856,312 | 684,993 |
| Service charges on deposit accounts | 254,193 |  | 68,480 | 36.9 | 185,713 |  | 17,879 | 10.7 | 167,834 | 171,115 | 167,840 |
| Trust services | 121,418 |  | 31,463 | 35.0 | 89,955 |  | 12,550 | 16.2 | 77,405 | 67,410 | 61,649 |
| Brokerage and insurance income | 92,375 |  | 33,540 | 57.0 | 58,835 |  | 5,216 | 9.7 | 53,619 | 54,799 | 57,844 |
| Other service charges and fees | 71,067 |  | 19,713 | 38.4 | 51,354 |  | 7,006 | 15.8 | 44,348 | 41,574 | 41,446 |
| Bank owned life insurance income | 49,855 |  | 6,080 | 13.9 | 43,775 |  | 3,039 | 7.5 | 40,736 | 42,297 | 43,028 |
| Mortgage banking income | 29,804 |  | $(11,687)$ | (28.2) | 41,491 |  | 13,158 | 46.4 | 28,333 | 26,786 | 58,180 |
| Securities (losses) gains | $(29,738)$ |  | 43,453 | (59.4) | $(73,191)$ |  | $(65,136)$ | N.M. | $(8,055)$ | 15,763 | 5,258 |
| Gain on sale of branch offices | - |  | - | - | 16, - |  | - | - | - | - | 13,112 |
| Other income (2) | 87,629 |  | $(75,508)$ | (46.3) | 163,137 |  | $(64,925)$ | (28.5) | 228,062 | 398,854 | 620,796 |
| Total non-interest income | 676,603 |  | 115,534 | 20.6 | 561,069 |  | $(71,213)$ | (11.3) | 632,282 | 818,598 | 1,069,153 |
| Personnel costs | 686,828 |  | 145,600 | 26.9 | 541,228 |  | 59,570 | 12.4 | 481,658 | 485,806 | 447,263 |
| Outside data processing and other services | 127,245 |  | 48,466 | 61.5 | 78,779 |  | 4,141 | 5.5 | 74,638 | 72,115 | 66,118 |
| Net occupancy | 99,373 |  | 28,092 | 39.4 | 71,281 |  | 189 | 0.3 | 71,092 | 75,941 | 62,481 |
| Equipment | 81,482 |  | 11,570 | 16.5 | 69,912 |  | 6,788 | 10.8 | 63,124 | 63,342 | 65,921 |
| Amortization of intangibles | 45,151 |  | 35,189 | N.M. | 9,962 |  | 9,133 | N.M. | 829 | 817 | 816 |
| Marketing | 46,043 |  | 14,315 | 45.1 | 31,728 |  | 5,449 | 20.7 | 26,279 | 24,600 | 25,648 |
| Professional services | 40,320 |  | 13,267 | 49.0 | 27,053 |  | $(7,516)$ | (21.7) | 34,569 | 36,876 | 42,448 |
| Telecommunications | 24,502 |  | 5,250 | 27.3 | 19,252 |  | 604 | 3.2 | 18,648 | 19,787 | 21,979 |
| Printing and supplies | 18,251 |  | 4,387 | 31.6 | 13,864 |  | 1,291 | 10.3 | 12,573 | 12,463 | 13,009 |
| Restructuring reserve releases | - |  | - | - | - |  | - | - | - | $(1,151)$ | $(6,666)$ |
| Loss on early extinguishment of debt | - |  | - | - | - |  | - | - | - | - | 15,250 |
| Other expense (2) | 142,649 |  | 4,714 | 3.4 | 137,935 |  | $(48,475)$ | (26.0) | 186,410 | 331,648 | 475,892 |
| Total non-interest expense | 1,311,844 |  | 310,850 | 31.1 | 1,000,994 |  | 31,174 | 3.2 | 969,820 | 1,122,244 | 1,230,159 |
| Income before income taxes | 22,643 |  | $(491,418)$ | (95.6) | 514,061 |  | $(29,513)$ | (5.4) | 543,574 | 552,666 | 523,987 |
| (Benefit) Provision for income taxes | $(52,526)$ |  | $(105,366)$ | N.M. | 52,840 |  | $(78,643)$ | (59.8) | 131,483 | 153,741 | 138,294 |
| Income before cumulative effect of change in accounting principle | 75,169 |  | $(386,052)$ | (83.7) | 461,221 |  | 49,130 | 11.9 | 412,091 | 398,925 | 385,693 |
| Cumulative effect of change in accounting principle, net of tax | - |  | - | - | - |  | - | - | - | - | $(13,330)$ |
| Net income | \$ 75,169 |  | $(386,052)$ | (83.7)\% | \$ 461,221 |  | 49,130 | 11.9\% | \$ 412,091 | \$ 398,925 | \$ 372,363 |
| Average common shares - diluted | 303,455 |  | 63,535 | 26.5\% | 239,920 |  | 6,445 | 2.8\% | 233,475 | 233,856 | 231,582 |
| Per common share |  |  |  |  |  |  |  |  |  |  |  |
| Net income per common share - diluted | 0.25 |  | (1.67) | (87.0) | 1.92 |  | 0.15 | 8.5 | 1.77 | 1.71 | 1.61 |
| Cash dividends declared | 1.060 |  | 0.060 | 6.0 | 1.000 |  | 0.155 | 18.3 | 0.845 | 0.750 | 0.670 |
| Return on average total assets | 0.17\% |  | (1.14)\% | (87.02) | 1.31\% |  | 0.05\% | 3.97 | 1.26\% | 1.27\% | 1.29\% |
| Return on average total shareholders' equity | 1.6 |  | (14.1) | (89.8) | 15.7 |  | (0.3) | (1.9) | 16.0 | 16.8 | 17.0 |
| Return on average tangible shareholders' equity (3) | 4.0 |  | (15.7) | (79.7) | 19.7 |  | 2.3 | 13.2 | 17.4 | 18.5 | 19.5 |
| Net interest margin (4) | 3.36 |  | 0.07 | 2.1 | 3.29 |  | (0.04) | (1.2) | 3.33 | 3.33 | 3.49 |
| Efficiency ratio (5) | 62.5 |  | 3.1 | 5.2 | 59.4 |  | (0.6) | (1.0) | 60.0 | 65.0 | 63.9 |
| Effective tax rate | N.M. |  | N.M. | N.M. | 10.3 |  | (13.90) | (57.4) | 24.2 | 27.8 | 26.4 |
| Revenue - fully taxable equivalent (FTE) |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$1,301,512 | \$ | 282,335 | 27.7\% | \$1,019,177 | \$ | 56,766 | 5.9\% | \$ 962,411 | \$ 911,374 | \$ 848,986 |
| FTE adjustment (4) | 19,249 |  | 3,224 | 20.1 | 16,025 |  | 2,632 | 19.7 | 13,393 | 11,653 | 9,684 |
| Net interest income | 1,320,761 |  | 285,559 | 27.6 | 1,035,202 |  | 59,398 | 6.1 | 975,804 | 923,027 | 858,670 |
| Non-interest income | 676,603 |  | 115,534 | 20.6 | 561,069 |  | $(71,213)$ | (11.3) | 632,282 | 818,598 | 1,069,153 |
| Total revenue | \$1,997,364 | \$ | 401,093 | 25.1\% | \$1,596,271 | \$ | $(11,815)$ | (0.7) \% | \$ 1,608,086 | \$1,741,625 | \$1,927,823 |

N.M., not a meaningful value.
(1) Comparisons for presented periods are impacted by a number of factors. Refer to the 'Significant Items Influencing Financial Performance Comparisons'.
(2) Automobile operating lease income and expense is included in 'Other Income' and 'Other Expense', respectively.
(3) Net income less expense for amortization of intangibles (net of tax) for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average goodwill and other intangible assets. Other intangible assets are net of deferred tax.
(4) On a fully taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Non-interest expense less amortization of intangibles divided by the sum of FTE net interest income and non-interest income excluding securities losses.

## Huntington Bancshares Incorporated

## Annual Mortgage Banking Income

(Unaudited)

|  | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except as noted) | 2007 | 2006 | 2005 | 2004 | 2003 |
| Mortgage Banking Income |  |  |  |  |  |
| Origination and secondary marketing | \$ 25,965 | \$ 18,217 | \$ 24,934 | \$ 22,709 | \$ 40,879 |
| Servicing fees | 36,012 | 24,659 | 22,181 | 21,696 | 16,906 |
| Amortization of capitalized servicing (1) | $(20,587)$ | $(15,144)$ | $(18,359)$ | $(19,019)$ | $(25,966)$ |
| Other mortgage banking income | 13,198 | 10,173 | 8,583 | 10,024 | 11,404 |
| Sub-total | 54,588 | 37,905 | 37,339 | 35,410 | 43,223 |
| MSR valuation adjustment ${ }^{(1)}$ | $(16,131)$ | 4,871 | 4,371 | 1,378 | 14,957 |
| Net trading (losses) gains related to MSR hedging | $(8,653)$ | $(1,285)$ | $(13,377)$ | $(10,002)$ | - |
| Total mortgage banking income | \$ 29,804 | \$ 41,491 | \$ 28,333 | \$ 26,786 | \$ 58,180 |
| Capitalized mortgage servicing rights (2) | \$207,894 | \$131,104 | \$ 91,259 | \$ 77,107 | \$ 71,087 |
| MSR allowance (2) | - | - | (404) | $(4,775)$ | $(6,153)$ |
| Total mortgages serviced for others (in millions) (2) | 15,088 | 8,252 | 7,276 | 6,861 | 6,394 |
| MSR \% of investor servicing portfolio | 1.38\% | 1.59\% | 1.25\% | 1.12\% | 1.11\% |

## Net Impact of MSR Hedging

| MSR valuation adjustment ${ }^{(1)}$ | \$ (16,131) | \$ | 4,871 | \$ 4,371 | \$ 1,378 | \$ 14,957 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net trading (losses) gains related to MSR hedging | $(8,653)$ |  | $(1,285)$ | $(13,377)$ | $(10,002)$ | - |
| Net interest income related to MSR hedging | 5,797 |  | 36 | 1,688 | 1,450 | - |
| Other MSR hedge activity | - |  | - | - | $(4,492)$ | - |
| Net impact of MSR hedging | \$ (18,987) | \$ | 3,622 | \$ (7,318) | \$(11,666) | \$ 14,957 |

(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

## Annual Credit Reserves Analysis

(Unaudited)

|  | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | 2007 | 2006 | 2005 | 2004 | 2003 |
| Allowance for loan and lease losses, beginning of period | \$ 272,068 | \$ 268,347 | \$ 271,211 | \$ 299,732 | \$ 300,503 |
| Acquired allowance for loan and lease losses | 188,128 | 23,785 | - | - | - |
| Loan and lease losses | $(517,943)$ | $(119,692)$ | $(115,848)$ | $(126,115)$ | $(201,534)$ |
| Recoveries of loans previously charged off | 40,312 | 37,316 | 35,791 | 47,580 | 39,725 |
| Net loan and lease losses | $(477,631)$ | $(82,376)$ | $(80,057)$ | $(78,535)$ | $(161,809)$ |
| Provision for loan and lease losses | 628,802 | 62,312 | 83,782 | 57,397 | 164,616 |
| Economic reserve transfer | - | - | $(6,253)$ | - | - |
| Allowance of assets sold and securitized | - | - | (336) | $(7,383)$ | $(3,578)$ |
| Allowance for loans transferred to held-for-sale | $(32,925)$ | - | - | - | - |
| $\underline{\text { Allowance for loan and lease losses, end of period }}$ | \$ 578,442 | \$ 272,068 | \$ 268,347 | \$ 271,211 | \$ 299,732 |
|  |  |  |  |  |  |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 40,161 | \$ 36,957 | \$ 33,187 | \$ 35,522 | \$ 36,145 |
| Acquired AULC | 11,541 | 325 | - | - | - |
| Provision for unfunded loan commitments and letters of credit losses | 14,826 | 2,879 | $(2,483)$ | $(2,335)$ | (623) |
| Economic reserve transfer | - | - | 6,253 | (2,35) |  |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 66,528 | \$ 40,161 | \$ 36,957 | \$ 33,187 | \$ 35,522 |
| $\underline{\text { Total allowances for credit losses }}$ | \$ 644,970 | \$ 312,229 | \$ 305,304 | \$ 304,398 | \$ 335,254 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |
| Transaction reserve | 1.27\% | 0.86\% | 0.89\% | 0.83\% | 1.02\% |
| Economic reserve | 0.17 | 0.18 | 0.21 | 0.32 | 0.40 |
| Total loans and leases | 1.44\% | 1.04\% | 1.10\% | 1.15\% | 1.42\% |
| Nonaccrual loans and leases (NALs) | 181 | 189 | 263 | 424 | 397 |
| Total allowances for credit losses (ACL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.61\% | 1.19\% | 1.25\% | 1.29\% | 1.59\% |
| Nonaccrual loans and leases | 202 | 217 | 300 | 476 | 444 |

## Huntington Bancshares Incorporated

Annual Net Charge-Off Analysis

## (Unaudited)

|  | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | 2007 | 2006 | 2005 | 2004 | 2003 |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Middle market commercial and industrial | \$329,862 | \$ 6,318 | \$13,578 | \$ 1,920 | \$ 75,803 |
| Middle market commercial real estate: |  |  |  |  |  |
| Construction | 11,845 | 3,553 | 135 | 2,465 | 2,928 |
| Commercial | 26,400 | 2,555 | 3,910 | 5,506 | 5,019 |
| Middle market commercial real estate | 38,245 | 6,108 | 4,045 | 7,971 | 7,947 |
| Small business | 16,837 | 15,225 | 11,951 | 5,566 | 11,625 |
| Total commercial | 384,944 | 27,651 | 29,574 | 15,457 | 95,375 |
| Consumer: |  |  |  |  |  |
| Automobile loans | 17,185 | 8,330 | 11,988 | 28,574 | 40,266 |
| Automobile leases | 10,507 | 10,445 | 11,664 | 10,837 | 5,728 |
| Automobile loans and leases | 27,692 | 18,775 | 23,652 | 39,411 | 45,994 |
| Home equity | 34,426 | 21,854 | 17,619 | 15,074 | 12,114 |
| Residential mortgage | 11,371 | 4,505 | 2,332 | 1,760 | 832 |
| Other loans | 19,198 | 9,591 | 6,880 | 6,833 | 7,494 |
| Total consumer | 92,687 | 54,725 | 50,483 | 63,078 | 66,434 |
| Total net charge-offs | \$477,631 | \$82,376 | \$80,057 | \$78,535 | \$161,809 |
| Net charge-offs annualized percentages: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Middle market commercial and industrial | 4.00\% | 0.11\% | 0.28\% | 0.04\% | 1.64\% |
| Middle market commercial real estate: |  |  |  |  |  |
| Construction | 0.78 | 0.28 | 0.01 | 0.17 | 0.24 |
| Commercial | 0.62 | 0.09 | 0.20 | 0.29 | 0.28 |
| Middle market commercial real estate | 0.66 | 0.15 | 0.11 | 0.24 | 0.26 |
| Small business | 0.49 | 0.66 | 0.54 | 0.28 | 0.65 |
| Total commercial | 2.21 | 0.23 | 0.28 | 0.16 | 1.01 |
| Consumer: |  |  |  |  |  |
| Automobile loans | 0.65 | 0.40 | 0.59 | 1.25 | 1.24 |
| Automobile leases | 0.71 | 0.51 | 0.48 | 0.49 | 0.40 |
| Automobile loans and leases | 0.67 | 0.46 | 0.53 | 0.88 | 0.98 |
| Home equity | 0.56 | 0.44 | 0.37 | 0.36 | 0.36 |
| Residential mortgage | 0.23 | 0.10 | 0.06 | 0.05 | 0.04 |
| Other loans | 3.63 | 2.18 | 1.79 | 1.74 | 1.76 |
| Total consumer | 0.59 | 0.39 | 0.37 | 0.51 | 0.63 |
| $\underline{\text { Net charge-offs as a \% of average loans }}$ | 1.44\% | 0.32\% | 0.33\% | 0.35\% | 0.81\% |

## Huntington Bancshares Incorporated

Annual Nonaccrual Loans (NALs), Nonperforming Assets (NPAs) and Past Due Loans and Leases

## (Unaudited)

|  | December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) |  | 2007 | 2006 | 2005 | 2004 | 2003 |
| Nonaccrual loans and leases: |  |  |  |  |  |  |
| Middle market commercial and industrial | \$ | 51,875 | \$ 35,657 | \$ 28,888 | \$ 24,179 | \$33,745 |
| Middle market commercial real estate |  | 132,157 | 34,831 | 15,763 | 4,582 | 18,434 |
| Small business |  | 52,114 | 25,852 | 28,931 | 14,601 | 13,607 |
| Residential mortgage |  | 59,557 | 32,527 | 17,613 | 13,545 | 9,695 |
| Home equity |  | 24,068 | 15,266 | 10,720 | 7,055 | - |
| Total nonaccrual loans and leases |  | 319,771 | 144,133 | 101,915 | 63,962 | 75,481 |
| Restructured loans |  | 1,187,368 | - | - | - | - |
| Other real estate, net: |  |  |  |  |  |  |
| Residential |  | 72,467 | 47,898 | 14,214 | 8,762 | 6,918 |
| Commercial |  | 2,804 | 1,589 | 1,026 | 35,844 | 4,987 |
| Total other real estate, net |  | 75,271 | 49,487 | 15,240 | 44,606 | 11,905 |
| Impaired loans held for sale (1) |  | 73,481 | - | - | - | - |
| Other NPAs (2) |  | 4,379 | - | - | - | - |
| Total nonperforming assets |  | 1,660,270 | \$193,620 | \$117,155 | \$108,568 | \$87,386 |
| Nonperforming loans and leases as a \% of total loans and leases |  | 0.80\% | 0.55\% | 0.42\% | 0.27\% | 0.36\% |
| NPA ratio (3) |  | 4.13 | 0.74 | 0.48 | 0.46 | 0.41 |
| Accruing loans and leases past due 90 days or more | \$ | 140,977 | \$ 59,114 | \$ 56,138 | \$ 54,283 | \$55,913 |
| Accruing loans and leases past due 90 days or more as a percent of total loans and leases |  | 0.35\% | 0.23\% | 0.23\% | 0.23\% | 0.27\% |
|  | December 31, |  |  |  |  |  |
| (in thousands) |  | 2007 | 2006 | 2005 | 2004 | 2003 |
| Nonperforming assets, beginning of period | \$ | 193,620 | \$117,155 | \$108,568 | \$ 87,386 | \$ 136,723 |
| New nonperforming assets (4) |  | 468,056 | 222,043 | 171,150 | 137,359 | 222,043 |
| Restructured loans (5) |  | 1,187,368 | - | - | - | - |
| Acquired nonperforming assets |  | 144,492 | 33,843 | - | - | - |
| Returns to accruing status |  | $(24,952)$ | $(43,999)$ | $(7,547)$ | $(3,795)$ | $(16,632)$ |
| Loan and lease losses |  | $(126,754)$ | $(46,191)$ | $(38,819)$ | $(37,337)$ | $(109,905)$ |
| Payments |  | $(86,093)$ | $(59,469)$ | $(64,861)$ | $(43,319)$ | $(83,886)$ |
| Sales |  | $(95,467)$ | $(29,762)$ | $(51,336)$ | $(31,726)$ | $(60,957)$ |
| Non-performing assets, end of period |  | 1,660,270 | \$193,620 | \$117,155 | \$108,568 | \$ 87,386 |

(1) Represent impaired loans obtained from the Sky acquisition that are intended to be sold. Held for sale loans are carried at the lower of cost or market value.
(2) Other NPAs represent certain investment securities backed by mortgage loans to borrowers with lower FICO scores.
(3) Nonperforming assets divided by the sum of loans and leases, impaired loans held for sale, net other real estate, and other NPAs.
(4) Beginning in the second quarter of 2006, new nonperforming assets include OREO balances of loans in foreclosure which are fully guaranteed by the U.S. Government that were reported in 90 day past due loans and leases in prior periods.
(5) Restructured loans are net of loan losses and payments.


[^0]:    (1) = non-merger related $/($ prior period + merger-related $)$

[^1]:    (1) High and low stock prices are intra-day quotes obtained from NASDAQ.
    (2) Deferred tax liability related to other intangible assets is calculated assuming a $35 \%$ tax rate.
    (3) December 31, 2007 figures are estimated. Based on an interim decision by the banking agencies on December 14, 2006, Huntington has excluded the impact of adopting Statement 158 from the regulatory capital calculations.
    (4) Includes Private Financial Group offices.

