# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): January 19, 2012

# HUNTINGTON BANCSHARES INCORPORATED 

(Exact name of registrant as specified in its charter)

Maryland<br>(State or other jurisdiction of incorporation)

1-34073
(Commissio
File Number)

31-0724920
(IRS Employer
Identification No.)

Huntington Center<br>41 South High Street<br>Columbus, Ohio 43287<br>(Address of principal executive offices, including zip code)<br>Registrant's telephone number, including area code: (614) 480-8300

Not Applicable
(Former name or former address, if changed since last report)

[^0]
## Item 2.02. Results of Operations and Financial Condition.

On January 19, 2012, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended December 31, 2011. Also on January 19, 2012, Huntington made a Quarterly Performance Discussion and Financial Review available on its web site, www.huntington-ir.com.

Huntington's senior management will host an earnings conference call January 19, 2012, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at 877-684-3807, conference ID 37549768 . Slides will be available atwww.huntington-ir.com just prior to the call. A replay of the web cast will be archived in the Investor Relations section of Huntington's web site at www.huntington.com. A telephone replay will be available two hours after the completion of the call through January 31, 2012, at 855-859-2056; conference call ID 37549768.

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. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions, including impacts from the continuing economic uncertainty in the US, the European Union, and other areas; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, timing and results of governmental actions, examinations, reviews and reforms including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release.
Huntington assumes no obligation to update any forward-looking statement.

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

## Item 9.01. Financial Statements and Exhibits.

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

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated January 19, 2012.
Exhibit 99.2 - Quarterly Performance Discussion, December 2011.
Exhibit 99.3- Quarterly Financial Review, December 2011.

## SIGNATURES

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

## HUNTINGTON BANCSHARES INCORPORATED

## Date: January 19, 2012

By: /s/ Donald R. Kimble
Donald R. Kimble
Senior Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No.

Exhibit 99.1

Exhibit $99.2 \quad$ Quarterly Performance Discussion, December 2011.
Exhibit $99.3 \quad$ Quarterly Financial Review, December 2011.

FOR IMMEDIATE RELEASE Date: January 19, 2012

## Contact:

Investors
Todd Beekman
Todd.Beekman@huntington.com
(614) 480-3878

Jay Gould
Jay.Gould@huntington.com
(614) 480-4060

## Media

Maureen Brown
Maureen.Brown@Huntington.com
(614) 480-5512

> HUNTINGTON BANCSHARES INCORPORATED REPORTS \$126.9 MILLION OF NET INCOME, OR \$0.14 PER COMMON SHARE, FOR THE 2011 FOURTH QUARTER, DOWN 12\% FROM THE PRIOR QUARTER
> AND UP 3\% FROM THE YEAR-AGO QUARTER DECLARES QUARTERLY DIVIDEND ON COMMON STOCK OF \$0.04 PER SHARE Other specific highlights compared with 2011 Third Quarter:

- $3.38 \%$ net interest margin, up 4 basis points
- $14 \%$ annualized growth in average core deposits
- 2\% annualized growth in average total loans, negatively impacted by the $\$ 1.0$ billion automobile loan securitization late in the third quarter
- $\quad \$ 17.3$ million fee income reduction in debit card interchange fees relating to the Durbin amendment
- 0.92\% return on average assets, down from 1.05\%
- $11.2 \%$ return on average tangible common equity, down from $13.0 \%$
- 7\% decline in net charge-offs to an annualized 0.85\%, down from 0.92\%
- $4 \%$ decline in nonaccrual loans to $1.39 \%$ of total loans and leases, down from $1.45 \%$
- 187\% allowance for credit losses to nonaccrual loan coverage, unchanged

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN; www.huntington.com) reported 2011 fourth quarter net income of \$126.9 million, down $\$ 16.5$ million, or $12 \%$, from $\$ 143.4$ million in the prior quarter. Earnings per common share in the current quarter were $\$ 0.14$, down $\$ 0.02$ from the prior quarter. Net income in the year-ago quarter was $\$ 122.9$ million, or $\$ 0.05$ per common share.

For the full year of 2011, Huntington reported net income of $\$ 542.6$ million, or $\$ 0.59$ per common share. This compared with net income of $\$ 312.3$ million, or $\$ 0.19$ per common share, for the comparable year-ago period.

Huntington today also announced that the board of directors has declared a quarterly cash dividend on its common stock of $\$ 0.04$ per common share. The dividend is payable April 2, 2012, to shareholders of record on March 19, 2012.

## Summary Performance Discussion Compared with 2011 Third Quarter

"We are pleased with the quarter. By staying focused on executing our strategic plan, we are making progress in improving long-term profitability and adding to our earnings growth opportunities," said Stephen D. Steinour, chairman, president, and chief executive officer. "Net interest income increased as a result of not only strong loan originations but also a higher net interest margin, reflecting our continued focus on fundamentally changing our deposit mix and driving down the overall cost of funds. These successes are a direct result of the strategic investments we have made over the last two years. We are especially pleased with the momentum in growing consumer households and commercial relationships resulting from our 'Fair Play' banking philosophy and Optimal Customer Relationship (OCR) sales approach. Nevertheless, our results continued to be negatively impacted by a number of challenges. These include an extended low interest rate environment, a weak economy, and continued customer uncertainty that is resulting in, among other things, the postponement of business investment decisions. In addition, we have had to absorb a number of government-mandated reductions in fee income and additional expenses related to additional regulatory requirements."
"Disciplined management of capital to improve long-term shareholder risk-adjusted returns is important," Steinour continued. "Over the course of the last several years, we have taken a significant number of actions to reduce risk. By increasing our dividend in 2011, we took the initial step to increase the amount of capital we return to the owners of the company. During the 2011 fourth quarter, in anticipation of regulatory changes under the BASEL III standards, we began to optimize our capital structure through an exchange of several existing trust preferred securities with new low cost perpetual preferred stock."

Net income in the fourth quarter was $\$ 126.9$ million, $\$ 16.5$ million, or $12 \%$, lower than the prior quarter. The primary driver of the decrease was a $\$ 29.2$ million, or $11 \%$, decrease in noninterest income, partially offset by an $\$ 8.8$ million, or $2 \%$, decrease in noninterest expense, and an $\$ 8.5$ million, or $2 \%$, increase in net interest income.

Net interest income increased $\$ 8.5$ million, or $2 \%$, from the prior quarter. This reflected a $\$ 0.4$ billion, or $1 \%$ ( $3 \%$ annualized), increase in average earning assets and a 4 basis point increase in the fully-taxable equivalent net interest margin to $3.38 \%$. The increase in average earning assets was driven by a $\$ 0.2$ billion, or $1 \%$ ( $2 \%$ annualized), increase in average loans. Loan growth was broad based and in-line with our expectations with most categories of loans growing. Automobile loans continued to have strong levels of originations throughout the quarter. However, average automobile loan balances declined, reflecting a full quarter's impact of the third quarter's $\$ 1.0$ billion automobile loan securitization. On December 31, we reclassified $\$ 1.3$ billion of automobile loans to loans held for sale in anticipation of completing another securitization in the first half of 2012. Growth in the average commercial and industrial
loans (C\&I) was strong at $\$ 0.6$ billion, or $4 \%$ ( $16 \%$ annualized). Residential mortgages also experienced growth of $\$ 0.3$, or $5 \%$ ( $21 \%$ annualized). Average total core deposits grew $\$ 1.4$ billion, or $3 \%$ ( $14 \%$ annualized), with the mix continuing to shift from higher cost core certificates of deposit, which declined $\$ 0.8$ billion, or $11 \%$ ( $43 \%$ annualized), in the fourth quarter, to lower cost total demand deposits, which grew $\$ 2.0$ billion, or $14 \%$ ( $56 \%$ annualized). Commercial noninterest bearing demand deposit growth was particularly strong again in the fourth quarter, reflecting not only new growth but also the movement of $\$ 0.6$ billion of shortterm deposits that were previously collateralized short-term borrowings.
"Two years ago, we moved to a customer relationship centric OCR sales process. We are now the primary bank for the vast majority of our commercial relationships and no longer just a lender. This has led to growth in fee-related activities such as treasury management and capital markets services, as well as significant growth in noninterest bearing commercial demand deposits," Steinour noted. "The percent of commercial relationships with over four products or services at the end of 2011 was $31.4 \%$, up from $24.2 \%$ a year ago. For 2011, commercial relationships grew at an $8.4 \%$ rate, almost double the $4.9 \%$ growth in 2010."

Commenting on the net interest margin, Steinour said, "The 4 basis points linked-quarter increase in the net interest margin reflected not only the benefits from the continued shift of our deposit mix to more lower cost demand deposits, but also a company-wide focus on reducing our overall cost of funds. In the fourth quarter, we reduced our cost of interest-bearing liabilities by 12 basis points and by over 37 basis points, or more than $30 \%$, over the course of 2011 . We continue to aggressively manage our deposits and see opportunity in 2012 for further repricing of certificates of deposits and other deposits. However, earning asset yields were down 6 basis points from the prior quarter and we expect continued pressure on yields from lower reinvestment rates on the securities portfolio and a continued shift to lower risk, lower yield loans."

Total noninterest income decreased $\$ 29.2$ million, or $11 \%$. This included a $\$ 16.2$ million, or $85 \%$, decline in gain on loan sales as the prior quarter included $\$ 15.5$ million of gains associated with that quarter's automobile loan securitization. In addition, the fourth quarter was negatively impacted by a $\$ 14.6$ million, or $44 \%$, decline in electronic banking income, primarily driven by a $\$ 17.3$ million reduction related to implementing the lower debit card interchange fee structure mandated in the Durbin Amendment of the 'Dodd-Frank Act'. The full impact was partially offset by fees generated by continued strong customer growth. The negative impacts to total noninterest income were partially offset by an $\$ 11.3$ million, or $88 \%$, increase in mortgage banking income driven by a $\$ 5.6$ million increase in origination and secondary marketing income, as well as a $\$ 5.2$ million reduction in the net mortgage servicing rights (MSR) loss. Other income included a $\$ 7.5$ million increase in mezzanine investment gains that were partially offset by a $\$ 6.4$ million negative impact related to an increase in the liability associated with the sale of our Visa ${ }^{\circledR}$ Class B shares in 2009.

Steinour noted, "Consumer checking account households grew $10.3 \%$ in 2011 ; the percent of consumer checking account households with four or more products or services were $4.1 \%$ higher, from $69.4 \%$ to $73.5 \%$; and service charges on deposit accounts are up more than $13 \%$ from a year ago. This growth confirms the competitive advantage of our 'Fair Play' and OCR strategies. Money® Magazine named Huntington Bank as the 'Best Regional Bank in the Midwest' for 2011. Most importantly, our current customers are actively referring us business. "

Noninterest expense decreased $\$ 8.8$ million, or $2 \%$. This included the benefit of the $\$ 9.7$ million gain on the early extinguishment of debt (trust preferred securities), and a $\$ 5.9$ million decrease in marketing expenses. These reductions were partially offset by a $\$ 3.8$ million, or $8 \%$, increase in outside data processing and other services, primarily due to the final costs associated with the conversion to a new debit card processor, and a $\$ 3.6$ million, or $16 \%$, increase in equipment expenses, driven by accelerated depreciation associated with the planned consolidation of 29 branches in the first quarter of 2012.

Steinour said, "Expenses continued to run at levels above our long-term expectations relative to revenue. Some of our more recent strategic actions have yet to season. Our efficiency ratio in the 2011 fourth quarter was $64.0 \%$, with our long-term objective to reduce that to the mid $50 \%$ range."

The provision for credit losses increased $\$ 1.7$ million, or $4 \%$, from the prior quarter. This reflected a smaller reduction of the allowance for credit losses (ACL) than in the prior quarter due to the continued, but slower, improvement in credit quality as we gradually migrate toward normal levels. This was partially offset by the benefit from a lower level of net charge-offs (NCO). The period end ACL as a percentage of total loans and leases decreased to $2.60 \%$, from $2.71 \%$. However, the ACL as a percentage of period end total nonaccrual loans (NALs) remained at $187 \%$. NCOs were $\$ 83.9$ million, or an annualized $0.85 \%$ of average total loans and leases, down $7 \%$ from $\$ 90.6$ million, or $0.92 \%$, in the prior quarter.

Commenting on credit quality trends, Steinour said, "Credit quality continued its expected improvement. This reflected well on the actions taken over the last three years to address credit-related issues in our loan portfolio. Even so, many of these performance metrics remain elevated compared with historical performance. We expect to see continued declines in nonaccrual loans and net charge-offs going forward."

For 2012, we are part of the Federal Reserve's Capital Plan Review (CapPR) stress test process and made our capital plan submission earlier this month. While we can give no assurances as to the outcome or specific interactions with the regulators, we believe we have a strong capital position. The tangible common equity ratio increased to $8.30 \%$, up from $8.22 \%$, at the end of the prior quarter. The Tier 1 common risk-based capital ratio at December 31 , 2011 , was $10.00 \%$, down from $10.17 \%$ at the end of the prior quarter and was negatively impacted by an increase in risk-weighted assets.

## Expectations

"As we have done since early 2010, we will continue to execute our core strategy, making selective investments in initiatives to grow long-term profitability. We will remain disciplined in our growth and pricing of loans and deposits and are encouraged by the net interest margin expansion this quarter. We continue to expect to improve credit quality. We will stay focused on increasing customer cross-sell, and work to improve operating efficiency. While there continues to be a high level of uncertainty and volatility surrounding the economy, lately we have seen more encouraging signs," said Steinour.

Over 2012, net interest income is expected to show modest improvement from the fourth quarter level. The momentum we are seeing in total loan and low-cost deposit growth is expected to continue. Earlier in the year, those benefits are expected to be mostly offset by downward pressure on the net interest margin due to the anticipated
continued mix shift to lower-rate, higher quality loans and lower securities reinvestment rates given the low absolute level of interest rates and shape of the yield curve. Our C\&I portfolio is expected to continue to show meaningful growth with much of this reflecting the positive impact from strategic initiatives to expand our commercial lending expertise into areas like specialty banking, asset based lending, and equipment financing, in addition to our long-standing continued support of middle market and small business lending. For automobile loans, we will continue to evaluate the use of automobile loan securitizations to limit total onbalance sheet exposure as we expect to see continued strong levels of originations. Residential mortgages and home equity loans are expected to show modest growth, with CRE likely to experience slowing declines.

We anticipate the increase in total loans to modestly outpace growth in total deposits, reflecting a heightened focus on our overall cost of funding and the continued shift towards low- and no-cost demand deposits and money market deposit accounts.

Noninterest income is expected to show a modest increase throughout 2012 from fourth quarter levels. This is primarily due to anticipated growth in new customers and increased contribution from key fee income activities including capital markets, treasury management services, and brokerage, reflecting the impact of our cross-sell and product penetration initiatives throughout the company.

We anticipate making progress on improving our expense efficiency ratio, though this will likely reflect the benefit of revenue growth as we expect expenses could increase slightly. While we will continue our focus on improving expense efficiencies throughout the company, these improvements could be offset by additional regulatory costs and expenses associated with strategic actions, such as the opening of 40 in-store branches and expenses relating to the consolidation of 29 traditional branches.

Nonaccrual loans and net charge-offs are expected to continue to decline. The level of provision for credit losses is currently in line with our long-term expectations. However, there could be some quarterly volatility given the absolute low level and the uncertain and uneven nature of the economic recovery.

We anticipate the effective 2012 tax rate to approximate $35 \%$ of income before income taxes, less approximately $\$ 65$ to $\$ 75$ million of permanent tax differences primarily related to tax-exempt income, tax-advantaged investments, and general business credits.
Please see the 2011 Fourth Quarter Performance Discussion for an additional detailed review of this quarter's performance. This document can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on Thursday, January 19, 2012, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at (877) 684-3807; Conference ID 37549768 . Slides will be available at www.huntington-ir.com about an hour prior to the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's web site, www.huntington.com. A telephone replay will be available two hours after the completion of the call through January 31,2012 at (855) 859-2056; Conference ID 37549768.

## Forward-looking Statement

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions, including impacts from the continuing economic uncertainty in the US, the European Union, and other areas; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, timing and results of governmental actions, examinations, reviews and reforms including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

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

## Annualized data

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

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

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

## Earnings per share equivalent data

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

## Rounding

Please note that columns of data in this document may not add due to rounding.

## About Huntington

Huntington Bancshares Incorporated is a $\$ 54$ billion regional bank holding company headquartered in Columbus, Ohio. The Huntington National Bank, founded in 1866, provides full-service commercial, small business, and consumer banking services; mortgage banking services; treasury management and foreign exchange services; equipment leasing; wealth and investment management services; trust services; brokerage services; customized insurance brokerage and service programs; and other financial products and services. The principal markets for these services are Huntington's six-state banking franchise: Ohio, Michigan, Pennsylvania, Indiana, West Virginia, and Kentucky. The primary distribution channels include a banking network of over 650 traditional branches and convenience branches located in grocery stores and retirement centers, and through an array of alternative distribution channels including internet and mobile banking, telephone banking, and over 1,300 ATMs. Through automotive dealership relationships within its six-state banking franchise area and selected other Midwest and New England states, Huntington also provides commercial banking services to the automotive dealers and retail automobile financing for dealer customers.

## Copyright Notice and Disclaimer

From MONEY Magazine, September 2011 ® 2011 Time Inc. MONEY is a registered trademark of Time Inc and is used under license. MONEY and Time Inc. are not affiliated with, and do not endorse products or services of Licensee.

## HUNTINGTON BANCSHARES

## 2011 FOURTH QUARTER PERFORMANCE DISCUSSION

Date: January 19, 2012
The following provides detailed earnings performance discussion that complements the summary review contained in Huntington Bancshares Incorporated's (NASDAQ: HBAN) 2011 Fourth Quarter Earnings Press Release, which can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

## Table 1 - Earnings Performance Summary

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Net interest income | \$ | 415.0 |  |  | \$ | 406.5 | \$ | 8.5 | 2\% |
| Provision for credit losses |  | 45.3 |  | 43.6 |  | 1.7 | 4 |
| Noninterest income |  | 229.4 |  | 258.6 |  | (29.2) | (11) |
| Noninterest expense |  | 430.3 |  | 439.1 |  | (8.8) | (2) |
| Income before income taxes |  | 168.8 |  | 182.3 |  | (13.5) | (7) |
| Provison for income taxes |  | 42.0 |  | 38.9 |  | 3.0 | 8 |
| Net income |  | 126.9 |  | 143.4 |  | (16.5) | (12) |
| Dividends on preferred shares |  | 7.7 |  | 7.7 |  | - | 0 |
| Net income applicable to common shares | \$ | 119.2 | \$ | 135.7 | \$ | (16.5) | (12) $\%$ |
| Net income per common share-diluted | \$ | 0.14 | \$ | 0.16 | \$ | (0.02) | (13)\% |
| Revenue-fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$ | 415.0 | \$ | 406.5 | \$ | 8.5 | 2\% |
| FTE adjustment |  | 3.5 |  | 3.7 |  | (0.2) | (5) |
| Net interest income-FTE |  | 418.5 |  | 410.1 |  | 8.4 | 2 |
| Noninterest income |  | 229.4 |  | 258.6 |  | (29.2) | (11) |
| Total revenue-FTE | \$ | 647.9 | \$ | 668.7 | \$ | (20.8) | (3) $\%$ |

## Significant Items Influencing Financial Performance Comparisons

From time-to-time, revenue, expenses, or taxes are impacted by items we judge to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that we believe their outsized impact at that time to be infrequent or short-term in nature. We believe the disclosure of such "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance trends. (See Significant Items under the Basis of Presentation for a full discussion.)

As shown in Table 2 below, there were two Significant Items impacting reported results for the 2011 fourth quarter and none in the third quarter of 2011 and one in the fourth quarter of 2010 :

Table 2 - Significant Items Influencing Earnings Performance Comparisons

| Three Months Ended (in millions, except per share) | Impact |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount ${ }^{(1)}$ |  | EPS ${ }^{(2)}$ |  |
| December 31, 2011 - GAAP income | \$ | 126.9 | \$ | 0.14 |
| - Gain on early extinguishment of debt, pre-tax |  | 9.7 |  | 0.01 |
| - Visa ${ }^{\circledR}$ related derivative loss, pre-tax |  | (6.4) |  | (0.00) |
| September 30, 2011 - GAAP income | \$ | 143.4 | \$ | 0.16 |
| December 31, 2010 - GAAP income | \$ | 122.9 | \$ | 0.05 |
| - Deemed dividend |  | NA |  | (0.07) |

${ }^{(1)}$ Favorable (unfavorable) impact on GAAP income
(2) After-tax; EPS reflected on a fully diluted basis

NA - Not applicable

## Pre-Tax, Pre-Provision Income Trends

Pre-tax, pre-provision income (PTPP) is a metric we have used to analyze underlying performance during the last three years. This is because it analyzed earnings adjusted to exclude provision expense, which during the last three years has run higher than would be the expectation during a more normal credit environment. Our PTPP definition, also excluded securities gains or losses, amortization of intangibles, as well as Significant Items (see Pre-Tax, PreProvision Income in Basis of Presentation for a full discussion). With our credit costs now returning to more normal levels, going forward we do not intend to report a PTPP metric.

## Pre-Tax, Pre-Provision Income (1)

| (in millions) | 2011 |  |  |  |  |  |  |  | $2010$ <br> Fourth Quarter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |  |  |
| Income Before Income Taxes | \$ | 168.8 | \$ | 182.3 | \$ | 194.9 | \$ | 161.2 | \$ | 157.9 |
| Add: Provision for credit losses |  | 45.3 |  | 43.6 |  | 35.8 |  | 49.4 |  | 87.0 |
| Less: Securities (losses) gains |  | (3.9) |  | (1.4) |  | 1.5 |  | 0.0 |  | (0.1) |
| Add: Amortization of intangibles |  | 13.2 |  | 13.4 |  | 13.4 |  | 13.4 |  | 15.0 |
| Less: Significant items ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Additions to litigation reserves |  | - |  | - |  | - |  | (17.0) |  | - |
| Gain on early extinguishment of debt (2) |  | 9.7 |  | - |  | - |  | - |  | - |
| Visa ${ }^{\text {® }}$ related derivative loss |  | (6.4) |  | - |  | - |  | - |  | - |
| Pre-Tax, Pre-Provision Income (1) | \$ | 227.8 | \$ | 240.7 | \$ | 242.6 | \$ | 240.9 | \$ | 260.1 |
| Linked-quarter change-amount | \$ | (12.8) | \$ | (1.9) | \$ | 1.6 | \$ | (19.1) | \$ | (5.2) |
| Linked-quarter change-percent |  | -5.3\% |  | -0.8\% |  | 0.7\% |  | -7.4\% |  | -1.9\% |

(1) See Basis of Presentation for definition
(2) Only includes transactions deemed significant

Pre-tax, pre-provision income was $\$ 227.8$ million in the current quarter, down $\$ 12.8$ million, or $5 \%$, from the prior quarter. This primarily reflected a $\$ 29.2$ million decline in noninterest income as the prior quarter included a $\$ 15.5$ million auto loan securitization gain.

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

## 2011 Fourth Quarter versus 2011 Third Quarter

Fully-taxable equivalent net interest income increased $\$ 8.4$ million, or $2 \%$, from the 2011 third quarter. This reflected the combination of a $\$ 0.4$ billion, or $1 \%$ ( $3 \%$ annualized), increase in average earning assets, driven by a $\$ 0.2$ billion, or $1 \%$ ( $2 \%$ annualized), increase in average loans, as well as a 4 basis point increase in the fully-taxable equivalent net interest margin to $3.38 \%$. The primary items impacting the net interest margin increase were:

- 15 basis points positive impact from improved deposit pricing and an increase in low cost deposits.

Partially offset by:

- 4 basis points negative impact from lower loan yields and a shift to lower-yield, higher quality credits.
- 4 basis points negative impact from other items including the third quarter automobile securitization.
- 3 basis points negative impact from lower yield securities and reduced derivatives income.

Table 3 - Loans and Leases - 4Q11 vs. 3Q11


Average total loans and leases increased $\$ 0.2$ billion, or $1 \%$ ( $2 \%$ annualized), from the 2011 third quarter, primarily reflecting:

- $\quad \$ 0.6$ billion, or $4 \%$ (16\% annualized), growth in average commercial and industrial (C\&I) loans, reflecting increased activity from multiple business lines including equipment finance, large corporate, and dealer floorplan. However, C\&l utilization rates were down slightly from the prior quarter due to an increase in unfunded loan commitments.

Partially offset by:

- $\quad \$ 0.6$ billion, or $9 \% ~(37 \%$ annualized), decline in average automobile loans. Automobile loans continued to see strong levels of originations throughout the quarter. The decline in fourth quarter average balances reflected a full quarter's impact of the $\$ 1.0$ billion automobile loan securitization completed on September 15. In addition, on December 31, we reclassified $\$ 1.3$ billion of auto loans to loans held for sale as we plan to complete another securitization in the first half of 2012.

Table 4 - Deposits - 4Q11 vs. 3Q11

| (in billions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits-noninterest bearing | \$ | 10.7 |  |  | \$ | 8.7 | \$ | 2.0 | 23\% |
| Demand deposits-interest bearing |  | 5.6 |  | 5.6 |  | (0.0) | (0) |
| Total demand deposits |  | 16.3 |  | 14.3 |  | 2.0 | 14 |
| Money market deposits |  | 13.6 |  | 13.3 |  | 0.3 | 2 |
| Savings and other domestic deposits |  | 4.7 |  | 4.8 |  | (0.0) | (1) |
| Core certificates of deposit |  | 6.8 |  | 7.6 |  | (0.8) | (11) |
| Total core deposits |  | 41.4 |  | 40.0 |  | 1.4 | 3 |
| Other domestic deposits of \$250,000 or more |  | 0.4 |  | 0.4 |  | 0.0 | 5 |
| Brokered deposits and negotiable CDs |  | 1.4 |  | 1.5 |  | (0.1) | (8) |
| Other deposits |  | 0.4 |  | 0.4 |  | 0.0 | 8 |
| Total deposits | \$ | 43.6 | \$ | 42.3 | \$ | 1.3 | 3\% |

Average total deposits increased $\$ 1.3$ billion, or $3 \%$ (14\% annualized), from the 2011 third quarter primarily reflecting:

- $\$ 2.0$ billion, or $14 \%$ ( $56 \%$ annualized), increase in demand deposits. This was driven primarily by growth in commercial and consumer noninterestbearing demand deposits. Commercial noninterest bearing demand deposit growth was particularly strong again this quarter, reflecting not only new growth but also the movement of $\$ 0.6$ billion of short-term deposits that were previously collateralized short-term borrowings.
- $\quad \$ 0.3$ billion, or $2 \%$ ( $8 \%$ annualized), increase in average money market deposits.

Partially offset by:

- $\$ 0.8$ billion, or $11 \%$ ( $43 \%$ annualized), decrease in core certificates of deposits.


## 2011 Fourth Quarter versus 2010 Fourth Quarter

Fully-taxable equivalent net interest income decreased $\$ 0.5$ million, or less than $1 \%$, from the year-ago quarter. This reflected the $\$ 0.1$ billion, or less than $1 \%$, decrease in average total earning assets, partially offset by a 1 basis point increase in the fully-taxable equivalent net interest margin. The decrease in average earning assets reflected a combination of factors including:

- $\quad \$ 1.7$ billion, or $17 \%$, decrease in average total available-for-sale securities.

Partially offset by:

- $\quad \$ 1.7$ billion, or $5 \%$, increase in average total loans and leases.

The 1 basis point increase in the fully-taxable equivalent net interest margin reflected the positive impact of increases in low cost deposits and lower deposit pricing, partially offset by reduction in derivatives income, lower loan yields, and lower securities yields.
Table 5 - Loans and Leases - 4Q11 vs. 4Q10

| (in billions) | Fourth Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 14.2 | \$ | 12.8 | \$ | 1.5 | 11\% |
| Commercial real estate |  | 6.0 |  | 6.8 |  | (0.8) | (12) |
| Total commercial |  | 20.2 |  | 19.6 |  | 0.6 | 3 |
| Automobile |  | 5.6 |  | 5.5 |  | 0.1 | 2 |
| Home equity |  | 8.1 |  | 7.7 |  | 0.4 | 6 |
| Residential mortgage |  | 5.0 |  | 4.4 |  | 0.6 | 14 |
| Other consumer |  | 0.5 |  | 0.6 |  | (0.1) | (11) |
| Total consumer |  | 19.3 |  | 18.2 |  | 1.1 | 6 |
| Total loans and leases | \$ | 39.5 | \$ | 37.8 | \$ | 1.7 | 5\% |

Average total loans and leases increased $\$ 1.7$ billion, or $5 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 1.5$ billion, or $11 \%$, increase in average C\&I loans reflected a combination of factors, including the benefits from our strategic initiatives focusing on large corporate and equipment finance. In addition, we continued to see growth in more traditional middle-market and business banking loans. This growth was evident despite line utilization rates that remained well below historical norms.
- $\$ 0.6$ billion, or $14 \%$, increase in average residential mortgages.

Partially offset by:

- $\$ 0.8$ billion, or $12 \%$, decrease in average CRE loans, reflecting the continued execution of our plan to reduce this exposure, primarily in the noncore CRE segment. This reduction is expected to continue at a slower pace.

| (in billions) | Fourth Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits-noninterest bearing | \$ | 10.7 | \$ | 7.2 | \$ | 3.5 | 49\% |
| Demand deposits-interest bearing |  | 5.6 |  | 5.3 |  | 0.3 | 5 |
| Total demand deposits |  | 16.3 |  | 12.5 |  | 3.8 | 30 |
| Money market deposits |  | 13.6 |  | 13.2 |  | 0.4 | 3 |
| Savings and other domestic deposits |  | 4.7 |  | 4.6 |  | 0.1 | 1 |
| Core certificates of deposit |  | 6.8 |  | 8.6 |  | (1.9) | (22) |
| Total core deposits |  | 41.4 |  | 38.9 |  | 2.4 | 6 |
| Other domestic deposits of \$250,000 or more |  | 0.4 |  | 0.7 |  | (0.3) | (45) |
| Brokered deposits and negotiable CDs |  | 1.4 |  | 1.6 |  | (0.2) | (10) |
| Other deposits |  | 0.4 |  | 0.4 |  | (0.0) | (2) |
| Total deposits | \$ | 43.6 | \$ | 41.7 | \$ | 1.9 | $5 \%$ |

Average total deposits increased $\$ 1.9$ billion, or $5 \%$, from the year-ago quarter primarily reflecting:

- $\$ 2.4$ billion, or $6 \%$, growth in average total core deposits. The drivers of this change were a $\$ 3.8$ billion, or $30 \%$, growth in average total demand deposits, partially offset by $\$ 1.9$ billion, or $22 \%$, decline in average core certificates of deposit.

Partially offset by:

- $\$ 0.3$ billion, or $45 \%$, decline in average other domestic deposits of $\$ 250,000$ or more, reflecting a strategy to reduce such noncore funding.


## Provision for Credit Losses

The provision for credit losses increased $\$ 1.7$ million, or $4 \%$, from the prior quarter. This reflected a smaller reduction of the allowance for credit losses (ACL) than in the prior quarter due to the continued, but slower improvement in credit quality as we gradually migrate toward normal levels. This was partially offset by the benefit from a lower level of net charge-offs (NCO). The period end ACL as a percentage of total loans and leases decreased to $2.60 \%$ from $2.71 \%$. However, the ACL as a percentage of period end total nonaccrual loans (NALs) remained at $187 \%$. NCOs were $\$ 83.9$ million, or an annualized $0.85 \%$ of average total loans and leases, down $7 \%$ from $\$ 90.6$ million, or $0.92 \%$, in the prior quarter (see Credit Quality discussion).

## Noninterest Income

## 2011 Fourth Quarter versus 2011 Third Quarter

Table 7 - Noninterest Income - 4Q11 vs. 3Q11

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 63.3 |  |  | \$ | 65.2 | \$ | (1.9) | (3)\% |
| Trust services |  | 28.8 |  | 29.5 |  | (0.7) | (2) |
| Electronic banking income |  | 18.3 |  | 32.9 |  | (14.6) | (44) |
| Mortgage banking income |  | 24.1 |  | 12.8 |  | 11.3 | 88 |
| Brokerage income |  | 18.7 |  | 20.3 |  | (1.7) | (8) |
| Insurance income |  | 17.9 |  | 17.2 |  | 0.7 | 4 |
| Bank owned life insurance income |  | 14.3 |  | 15.6 |  | (1.4) | (9) |
| Capital markets fees |  | 9.8 |  | 11.3 |  | (1.4) | (13) |
| Gain on sale of loans |  | 2.9 |  | 19.1 |  | (16.2) | (85) |
| Automobile operating lease income |  | 4.7 |  | 5.9 |  | (1.2) | (20) |
| Securities (losses) gains |  | (3.9) |  | (1.4) |  | (2.5) | (187) |
| Other income |  | 30.5 |  | 30.1 |  | 0.4 | 1 |
| Total noninterest income | \$ | 229.4 | \$ | 258.6 | \$ | (29.2) | (11)\% |

Noninterest income decreased $\$ 29.2$ million, or $11 \%$, from the prior quarter primarily reflecting:

- $\quad \$ 16.2$ million, or $85 \%$, decline in gain on sale of loans, as the prior quarter included a $\$ 15.5$ million gain from that quarter's automobile loan securitization.
- $\quad \$ 14.6$ million, or $44 \%$, decrease in electronic banking income and service charges on deposit accounts, primarily driven by a $\$ 17.3$ million reduction related to implementing the lower debit card interchange fee structure mandated in the Durbin Amendment of the Dodd-Frank Act. This full impact was partially offset by fees generated by continued strong customer growth.

Partially offset by:

- $\quad \$ 11.3$ million, or $88 \%$, increase in mortgage banking income driven by a $\$ 5.6$ million increase in origination and secondary marketing income. The linked-quarter comparison was also favorably impacted by the fact that the current quarter's net mortgage servicing rights (MSR) hedging loss of $\$ 4.0$ million was less than the prior quarter's $\$ 9.2$ million net loss.

Other income increased by $\$ 0.4$ million and included a $\$ 7.5$ million increase in mezzanine gains that were partially offset by a $\$ 6.4$ million negative impact related to an increase in the liability associated with the sale of our Visa ${ }^{\circledR}$ Class B shares in 2009.

## 2011 Fourth Quarter versus 2010 Fourth Quarter

## Table 8 - Noninterest Income - 4Q11 vs. 4Q10

| (in millions) | Fourth Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 63.3 | \$ | 55.8 | \$ | 7.5 | 13\% |
| Trust services |  | 28.8 |  | 29.4 |  | (0.6) | (2) |
| Electronic banking income |  | 18.3 |  | 28.9 |  | (10.6) | (37) |
| Mortgage banking income |  | 24.1 |  | 53.2 |  | (29.1) | (55) |
| Brokerage Income |  | 18.7 |  | 17.0 |  | 1.7 | 10 |
| Insurance Income |  | 17.9 |  | 19.7 |  | (1.8) | (9) |
| Bank owned life insurance income |  | 14.3 |  | 16.1 |  | (1.8) | (11) |
| Capital markets fees |  | 9.8 |  | 8.8 |  | 1.0 | 12 |
| Gain on sale of loans |  | 2.9 |  | 3.4 |  | (0.5) | (16) |
| Automobile operating lease income |  | 4.7 |  | 10.5 |  | (5.7) | (55) |
| Securities (losses) gains |  | (3.9) |  | (0.1) |  | (3.8) | (3665) |
| Other income |  | 30.5 |  | 21.6 |  | 8.8 | 41 |
| Total noninterest income | \$ | 229.4 | \$ | 264.2 | \$ | (34.9) | (13)\% |

Noninterest income declined $\$ 34.9$ million, or $13 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 29.1$ million, or $55 \%$, decrease in mortgage banking income. This primarily reflected a $\$ 27.0$ million decrease in origination and secondary marketing income, as originations decreased $39 \%$ from the year-ago quarter. Also impacting the year-over-year comparison was a $\$ 4.0$ million net MSR hedging loss in the current quarter compared to a net MSR hedging gain of $\$ 2.6$ million in the year-ago quarter.
- $\quad \$ 10.6$ million, or $37 \%$, decrease in electronic banking income, primarily due to the $\$ 10.4$ million negative impact related to implementing the mandated lower debit card interchange fee structure.
- $\quad \$ 5.7$ million, or $55 \%$, decline in automobile operating lease income reflecting the impact of a declining portfolio as a result of having exited that business in 2008.

Partially offset by:

- $\quad \$ 7.5$ million, or $13 \%$, increase in service charges on deposits, primarily reflecting fees resulting from continued strong customer growth.
- $\quad \$ 8.8$ million, or $41 \%$, increase in other income, primarily reflecting an $\$ 8.2$ million increase in mezzanine gains.


## Noninterest Expense

## 2011 Fourth Quarter versus 2011 Third Quarter

## Table 9 - Noninterest Expense - 4Q11 vs. 3Q11

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 228.1 |  |  | \$ | 226.8 | \$ | 1.3 | 1\% |
| Outside data processing and other services |  | 53.4 |  | 49.6 |  | 3.8 | 8 |
| Net occupancy |  | 26.8 |  | 27.0 |  | (0.1) | (0) |
| Equipment |  | 25.9 |  | 22.3 |  | 3.6 | 16 |
| Deposit and other insurance expense |  | 18.5 |  | 17.5 |  | 1.0 | 6 |
| Marketing |  | 16.4 |  | 22.3 |  | (5.9) | (26) |
| Professional services |  | 16.8 |  | 20.3 |  | (3.5) | (17) |
| Amortization of intangibles |  | 13.2 |  | 13.4 |  | (0.2) | (2) |
| Automobile operating lease expense |  | 3.4 |  | 4.4 |  | (1.0) | (23) |
| OREO and foreclosure expense |  | 5.0 |  | 4.7 |  | 0.3 | 7 |
| Gain on early extinguishment of debt |  | (9.7) |  | - |  | (9.7) | NR |
| Other expense |  | 32.5 |  | 31.0 |  | 1.6 | 5 |
| Total noninterest expense | \$ | 430.3 | \$ | 439.1 | \$ | (8.8) | (2) $\%$ |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.2 |  | 11.5 |  | (0.2) | (2)\% |

Noninterest expense decreased $\$ 8.8$ million, or $2 \%$, from the prior quarter. This primarily reflected:

- $\quad \$ 9.7$ million gain on the early extinguishment of debt related to the exchange of certain trust preferred securities.
- $\quad \$ 5.9$ million, or $26 \%$, seasonal decrease in marketing expenses.

Partially offset by:

- $\quad \$ 3.8$ million, or $8 \%$, increase in outside data processing and other services, reflecting the costs associated with the conversion to a new debit card processor.
- $\quad \$ 3.6$ million, or $16 \%$, increase in equipment expenses, reflecting the accelerated depreciation associated with the planned consolidation of 29 branches in the first quarter of 2012


## 2011 Fourth Quarter versus 2010 Fourth Quarter

## Table 10 - Noninterest Expense - 4Q11 vs. 4Q10

| (in millions) | Fourth Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 228.1 | \$ | 212.2 | \$ | 15.9 | 8\% |
| Outside data processing and other services |  | 53.4 |  | 40.9 |  | 12.5 | 30 |
| Net occupancy |  | 26.8 |  | 26.7 |  | 0.2 | 1 |
| Equipment |  | 25.9 |  | 22.1 |  | 3.8 | 17 |
| Deposit and other insurance expense |  | 18.5 |  | 23.3 |  | (4.8) | (21) |
| Marketing |  | 16.4 |  | 16.2 |  | 0.2 | 1 |
| Professional services |  | 16.8 |  | 21.0 |  | (4.3) | (20) |
| Amortization of intangibles |  | 13.2 |  | 15.0 |  | (1.9) | (12) |
| Automobile operating lease expense |  | 3.4 |  | 8.1 |  | (4.8) | (59) |
| OREO and foreclosure expense |  | 5.0 |  | 10.5 |  | (5.5) | (52) |
| Gain on early extinguishment of debt |  | (9.7) |  | - |  | (9.7) | NR |
| Other expense |  | 32.5 |  | 38.5 |  | (6.0) | (16) |
| Total noninterest expense | \$ | 430.3 | \$ | 434.6 | \$ | (4.3) | (1)\% |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.2 |  | 11.3 |  | (0.1) | (1)\% |

NR—Not relevant, as denominator of calculation is zero in prior period
Noninterest expense decreased $\$ 4.3$ million, or $1 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 9.7$ million gain on the early extinguishment of debt related to the exchange of certain trust preferred securities.
- $\$ 5.5$ million, or $52 \%$, decrease in OREO and foreclosure expense.
- $\quad \$ 4.8$ million, or $21 \%$, decrease in deposit and other insurance expense.
- $\quad \$ 4.8$ million, or $59 \%$, decline in automobile operating lease expense as the portfolio continued its planned runoff as we exited that business in 2008.

Partially offset by:

- $\quad \$ 15.9$ million, or $8 \%$, increase in personnel costs, primarily reflecting an increase in salary and benefit-related expenses.
- $\quad \$ 12.5$ million, or $30 \%$, increase in outside data processing and other services, reflecting costs associated with converting to a new debit card processer and the implementation of strategic initiatives.


## Income Taxes

The provision for income taxes in the 2011 fourth quarter was $\$ 42.0$ million. The effective tax rate for the 2011 fourth quarter was $24.9 \%$. At December 31, 2011, we had a net deferred tax asset of $\$ 364.8$ million. Based on both positive and negative evidence and our level of forecasted future taxable income, there was no impairment to the deferred tax asset at December 31, 2011. The total disallowed deferred tax asset for regulatory capital purposes was $\$ 39.1$ million at December 31, 2011 and $\$ 19.4$ million at September 30, 2011.

We anticipate the effective tax rate for 2012 to approximate $35 \%$ of income before income taxes, less approximately $\$ 65$ to $\$ 75$ million of permanent tax differences primarily related to tax-exempt income, tax-advantaged investments, and general business credits.

## Credit Quality Performance Discussion

Credit quality performance in the 2011 fourth quarter reflected continued improvement in the overall loan portfolio relating to net charge-off activity, as well as in key credit quality metrics, including a $4 \%$ decline in nonperforming assets and a $6 \%$ decline in the level of Criticized commercial loans compared to the prior quarter.

## Net Charge-Offs (NCOs)

Table 11 - Net Charge-Offs

| (in millions) | 2011 |  |  |  |  |  |  |  | Fourth Quarter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |  |  |
| Net Charge-offs |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 10.9 | \$ | 17.9 | \$ | 18.7 | \$ | 42.2 | \$ | 59.1 |
| Commercial real estate |  | 28.4 |  | 24.4 |  | 27.6 |  | 67.7 |  | 44.9 |
| Total commercial |  | 39.3 |  | 42.3 |  | 46.3 |  | 109.9 |  | 104.0 |
| Automobile |  | 4.2 |  | 3.9 |  | 2.3 |  | 4.7 |  | 7.0 |
| Home equity |  | 23.4 |  | 26.2 |  | 25.4 |  | 26.7 |  | 29.2 |
| Residential mortgage |  | 9.7 |  | 11.6 |  | 16.5 |  | 18.9 |  | 26.8 |
| Other consumer |  | 7.2 |  | 6.6 |  | 7.1 |  | 4.9 |  | 5.3 |
| Total consumer |  | 44.6 |  | 48.2 |  | 51.2 |  | 55.2 |  | 68.3 |
| Total net charge-offs | \$ | 83.9 | \$ | 90.6 | \$ | 97.5 | \$ | 165.1 | \$ | 172.3 |
| Net Charge-offs-annualized percentages |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 0.31\% |  | 0.52\% |  | 0.56\% |  | 1.29\% |  | 1.85\% |
| Commercial real estate |  | 1.91 |  | 1.60 |  | 1.77 |  | 4.15 |  | 2.64 |
| Total commercial |  | 0.78 |  | 0.86 |  | 0.94 |  | 2.24 |  | 2.13 |
| Automobile |  | 0.30 |  | 0.25 |  | 0.15 |  | 0.33 |  | 0.51 |
| Home equity |  | 1.15 |  | 1.31 |  | 1.29 |  | 1.38 |  | 1.51 |
| Residential mortgage |  | 0.77 |  | 0.97 |  | 1.44 |  | 1.70 |  | 2.42 |
| Other consumer |  | 5.67 |  | 5.05 |  | 5.27 |  | 3.47 |  | 3.66 |
| Total consumer |  | 0.92 |  | 0.99 |  | 1.08 |  | 1.20 |  | 1.50 |
| Total net charge-offs |  | 0.85\% |  | 0.92\% |  | 1.01\% |  | 1.73\% |  | 1.82\% |

Total net charge-offs for the 2011 fourth quarter were $\$ 83.9$ million, or an annualized $0.85 \%$ of average total loans and leases. This was down $\$ 6.6$ million, or $7 \%$, from $\$ 90.6$ million, or an annualized $0.92 \%$, in the prior quarter.

Total C\&I net charge-offs for the 2011 fourth quarter were $\$ 10.9$ million, or an annualized $0.31 \%$, down $39 \%$ from $\$ 17.9$ million, or an annualized $0.52 \%$ of related loans, in the prior quarter. This decline was evident across our geographic footprint and was consistent with our portfolio composition.

Current quarter CRE net charge-offs were $\$ 28.4$ million, or an annualized $1.91 \%$ of average CRE loans. This was up $\$ 3.9$ million, or $16 \%$, from $\$ 24.4$ million, or an annualized $1.60 \%$, in the prior quarter. There was no concentration in either geography or project type and the charge-offs were generally associated with small relationships. Based on asset quality trends, we anticipate lower level of CRE NCOs in future quarters.

Total consumer net charge-offs in the current quarter were $\$ 44.6$ million, or an annualized $0.92 \%$ of average total consumer loans, down $\$ 3.6$ million, or $7 \%$, from $\$ 48.2$ million, or an annualized $0.99 \%$, in the prior quarter.

Automobile loan and lease net charge-offs were $\$ 4.2$ million, or an annualized $0.30 \%$ of related average balances, up $10 \%$ from $\$ 3.9$ million, or an annualized $0.25 \%$, in the prior quarter and in line with seasonal expectations. These relatively low levels of net charge-offs reflected the continued high credit quality of originations and a strong resale market for used vehicles.

Residential mortgage net charge-offs in the fourth quarter were $\$ 9.7$ million, or an annualized $0.77 \%$ of related loans, down $16 \%$ from $\$ 11.6$ million, or an annualized $0.97 \%$, in the prior quarter and were consistent with expectations for a continued downward trend.

Home equity net charge-offs were $\$ 23.4$ million, or an annualized $1.15 \%$ of related average balances, down $11 \%$ from $\$ 26.2$ million, or an annualized $1.31 \%$, in the prior quarter and were consistent with our expectations for continued improvement.

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

## Table 12 - Nonaccrual Loans and Nonperforming Assets

| (in millions) | 2011 |  |  |  |  |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31 |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 201.8 | \$ | 209.6 | \$ | 229.3 | \$ | 260.4 | \$ | 346.7 |
| Commercial real estate |  | 229.9 |  | 257.1 |  | 291.5 |  | 305.8 |  | 363.7 |
| Residential mortgage |  | 68.7 |  | 61.1 |  | 59.9 |  | 44.8 |  | 45.0 |
| Home equity |  | 40.7 |  | 37.2 |  | 33.5 |  | 25.3 |  | 22.5 |
| Total nonaccrual loans and leases (NALs) |  | 541.1 |  | 565.0 |  | 614.2 |  | 636.3 |  | 777.9 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 20.3 |  | 18.6 |  | 20.8 |  | 28.7 |  | 31.6 |
| Commercial |  | 18.1 |  | 19.4 |  | 17.9 |  | 26.0 |  | 35.2 |
| Total other real estate, net |  | 38.4 |  | 38.0 |  | 38.7 |  | 54.6 |  | 66.8 |
| Other NPAs ${ }^{(1)}$ |  | 10.8 |  | 11.0 |  | - |  | - |  | - |
| Total nonperforming assets (NPAs) | \$ | 590.3 | \$ | 614.0 | \$ | 652.9 | \$ | 690.9 | \$ | 844.8 |
| NAL ratio ${ }^{(2)}$ |  | 1.39\% |  | 1.45\% |  | 1.57\% |  | 1.66\% |  | 2.04\% |
| NPA ratio ${ }^{(3)}$ |  | 1.51 |  | 1.57 |  | 1.67 |  | 1.80 |  | 2.21 |

${ }^{(1)}$ Other nonperforming assets represent an investment security backed by a municipal bond
(2) Total NALs as a \% of total loans and leases
(3) Total NPAs as a \% of sum of loans and leases, impaired loans held for sale, and net other real estate

Total nonaccrual loans and leases (NALs) were $\$ 541.2$ million at December 31, 2011, and represented $1.39 \%$ of total loans and leases. This was down $\$ 23.9$ million, or $4 \%$, from $\$ 565.0$ million, or $1.45 \%$, of total loans and leases, at the end of the prior quarter.

CRE NALs decreased $\$ 27.2$ million, or $11 \%$, from the end of the prior quarter, reflecting both NCO activity and problem credit resolutions, including borrower payments and payoffs. We continue to be focused on early recognition of risks through our ongoing portfolio management processes.

C\&I NALs decreased $\$ 7.8$ million, or $4 \%$, from the end of the prior quarter, reflecting both NCO activity and problem credit resolutions, including payoffs The decline was associated with loans throughout our footprint, with no specific geographic concentration.

In contrast, residential mortgage and home equity NALs increased $\$ 7.5$ million, or $12 \%$, and $\$ 3.5$ million, or $10 \%$, respectively. These increases reflected the current weak economic conditions and the continued decline of residential real estate property values. Both home equity and residential mortgage NALs have been written down to net realizable values less anticipated selling costs, which substantially limits any significant future risk of loss.

Nonperforming assets (NPAs), which include NALs, were $\$ 590.3$ million at December 31, 2011, and represented $1.51 \%$ of related assets. This was down $\$ 23.7$ million, or $4 \%$, from $\$ 614.0$ million, or $1.57 \%$, of related assets at the end of the prior quarter.

Table 13 - Accruing Loans 90 Days Past Due and Troubled Debt Restructured Loans

| (in millions) | 2011 |  |  |  |  |  |  |  | $2010$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | $\text { Dec. } 31$ |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Total excluding loans guaranteed by the U.S. Government | \$ | 73.6 | \$ | 61.0 | \$ | 57.7 | \$ | 73.6 | \$ | 87.7 |
| Loans guaranteed by the U.S. Government |  | 96.7 |  | 84.4 |  | 77.0 |  | 94.4 |  | 98.3 |
| Total loans and leases | \$ | 170.4 | \$ | 145.4 | \$ | 134.6 | \$ | 168.0 | \$ | 185.9 |
| Ratios (1) |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. government |  | 0.19\% |  | 0.16\% |  | 0.15\% |  | 0.19\% |  | 0.23\% |
| Guaranteed by U.S. government |  | 0.25 |  | 0.21 |  | 0.19 |  | 0.25 |  | 0.26 |
| Including loans guaranteed by the U.S. government |  | 0.44 |  | 0.37 |  | 0.34 |  | 0.44 |  | 0.49 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 304.0 | \$ | 321.6 | \$ | 240.1 | \$ | 206.5 | \$ | 222.6 |
| Residential mortgages |  | 309.7 |  | 304.4 |  | 313.8 |  | 333.5 |  | 328.4 |
| Other consumer |  | 94.9 |  | 89.6 |  | 75.0 |  | 78.5 |  | 76.6 |
| Total accruing troubled debt restructured loans |  | 708.6 |  | 715.6 |  | 628.9 |  | 618.4 |  | 627.6 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 70.5 |  | 74.3 |  | 77.7 |  | 37.9 |  | 33.5 |
| Residential mortgages |  | 26.1 |  | 20.9 |  | 14.4 |  | 8.5 |  | 5.8 |
| Other consumer |  | 0.5 |  | 0.3 |  | 0.1 |  | 0.0 |  | - |
| Total nonaccruing troubled debt restructured loans |  | 97.1 |  | 95.4 |  | 92.3 |  | 46.4 |  | 39.3 |
| Total troubled debt restructured loans | \$ | 805.7 | \$ | 811.0 | \$ | 721.2 | \$ | $\underline{664.8}$ | \$ | 666.9 |

## (1) Percent of related loans and leases

Total accruing loans and leases over 90 days past due, excluding loans guaranteed by the U.S. Government, were $\$ 73.6$ million at December 31, 2011, up $\$ 12.6$ million, or $21 \%$, from the end of the prior quarter, and down $\$ 14.0$ million, or $16 \%$, from the end of the year-ago period. On this same basis, the over 90 -day delinquency ratio was $0.19 \%$ at December 31, 2011, up from $0.16 \%$ at the end of the prior quarter, and down 4 basis points from a year earlier.

## Allowances for Credit Losses (ACL)

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

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

| (in millions) | 2011 |  |  |  |  |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  |  |  |
| Allowance for loan and lease losses (ALLL) | \$ | 964.8 | \$ | 1,019.7 | \$ | 1,071.1 | \$ | 1,133.2 | \$ | 1,249.0 |
| Allowance for unfunded loan commitments and letters of credit |  | 48.5 |  | 38.8 |  | 41.1 |  | 42.2 |  | 42.1 |
| Allowance for credit losses (ACL) | \$ | 1,013.3 | \$ | 1,058.5 | \$ | 1,112.2 | \$ | 1,175.4 | \$ | 1,291.1 |
| ALLL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.48\% |  | 2.61\% |  | 2.74\% |  | 2.96\% |  | 3.28\% |
| Nonaccrual loans and leases (NALs) |  | 178 |  | 180 |  | 174 |  | 178 |  | 161 |
| Nonperforming assets (NPAs) |  | 163 |  | 166 |  | 164 |  | 164 |  | 148 |
| ACL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.60\% |  | 2.71\% |  | 2.84\% |  | 3.07\% |  | 3.39\% |
| Nonaccrual loans and leases (NALs) |  | 187 |  | 187 |  | 181 |  | 185 |  | 166 |
| Nonperforming assets (NPAs) |  | 172 |  | 172 |  | 170 |  | 170 |  | 153 |

At December 31, 2011, the ALLL was $\$ 964.8$ million, down $\$ 54.9$ million, or $5 \%$, from $\$ 1,019.7$ million at the end of the prior quarter. Expressed as a percent of period-end loans and leases, the ALLL ratio at December 31, 2011, was $2.48 \%$, down from $2.61 \%$ at September 30, 2011. The ALLL as a percent of NALs decreased to 178\% at December 31, 2011, from 180\% at September 30, 2011.

At December 31, 2011, the AULC was $\$ 48.5$ million, up $\$ 9.7$ million, or $25 \%$, from the end of the prior quarter impacted by a single letter of credit that has been identified as Substandard.

On a combined basis, the ACL as a percent of total loans and leases at December 31, 2011, was $2.60 \%$, down from $2.71 \%$ at the end of the prior quarter. The reduction was primarily a result of the continued improvement in the level of Criticized loans and a reduction in the level of specific reserves, partially offset by an increase in the allowance for unfunded loan commitments and letters of credit. It is important to note that despite the decline in the ACL ratio, given the decline in NALs, the ACL as a percent of NALs was unchanged at $187 \%$.

## Capital

## Table 15 - Capital Ratios

| (in millions) | 2011 |  |  |  |  |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 |  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31, |  |
| Tangible common equity / tangible assets ratio |  | 8.30\% |  | 8.22\% |  | 8.22\% |  | 7.81\% |  | 7.56\% |
| Tier 1 common risk-based capital ratio |  | 10.00\% |  | 10.17\% |  | 9.92\% |  | 9.75\% |  | 9.29\% |
| Regulatory Tier 1 risk-based capital ratio |  | 12.11\% |  | 12.37\% |  | 12.14\% |  | 12.04\% |  | 11.55\% |
| Excess over 6.0\% ${ }^{(1)}$ | \$ | 2,804 | \$ | 2,827 | \$ | 2,707 | \$ | 2,599 | \$ | 2,413 |
| Regulatory Total risk-based capital ratio |  | 14.77\% |  | 15.11\% |  | 14.89\% |  | 14.85\% |  | 14.46\% |
| Excess over 10.0\% (1) | \$ | 2,189 | \$ | 2,268 | \$ | 2,156 | \$ | 2,087 | \$ | 1,939 |
| Total risk-weighted assets | \$ | 45,892 | \$ | 44,376 | \$ | 44,081 | \$ | 43,025 | \$ | 43,471 |

(1)"Well-capitalized" regulatory threshold

The tangible common equity to asset ratio at December 31, 2011, was $8.30 \%$. Our Tier 1 common risk-based capital ratio at quarter end was $10.00 \%$, down from $10.17 \%$ at the end of the prior quarter. In addition, our regulatory Tier 1 and Total risk-based capital ratios were $12.11 \%$ and $14.77 \%$, respectively, down from $12.37 \%$ and $15.11 \%$, respectively, at the end of the prior quarter. These decreases primarily reflected the impact of higher period end risk-weighted assets.

## Forward-looking Statement

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions, including impacts from the continuing economic uncertainty in the US, the European Union, and other areas; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, timing and results of governmental actions, examinations, reviews and reforms including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

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

## Significant Items

From time to time, revenue, expenses, or taxes are impacted by items judged by Management to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at that time to be infrequent or short term in nature. We refer to such items as "Significant Items". Most often, these Significant Items result from factors originating outside the company - e.g., regulatory actions/assessments, windfall gains, changes in accounting principles, one-time tax assessments/refunds, litigation actions, etc. In other cases they may result from Management decisions associated with significant corporate actions out of the ordinary course of business - e.g., merger/restructuring charges, recapitalization actions, goodwill impairment, etc.

Even though certain revenue and expense items are naturally subject to more volatility than others due to changes in market and economic environment conditions, as a general rule volatility alone does not define a Significant Item. For example, changes in the provision for credit losses, gains/losses from investment activities, asset valuation write-downs, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant Item.

Management believes the disclosure of "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance and trends so that they can ascertain which of such items, if any, they may wish to include/exclude from their analysis of the company's performance-i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly. To this end, Management has adopted a practice of listing "Significant Items" in its external disclosure documents (e.g., earnings press releases, quarterly performance discussions, investor presentations, Forms 10-Q and 10-K).
"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2010 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.

## Pre-Tax, Pre-Provision Income

One non-GAAP performance metric that Management believes is useful in analyzing underlying performance trends is pre-tax, pre-provision income. This is the level of earnings adjusted to exclude the impact of:

- provision expense, which is excluded because its absolute level is elevated and volatile in times of economic stress;
- available-for-sale and other securities gains/losses, which are excluded because in times of economic stress securities market valuations may also become particularly volatile;
- amortization of intangibles expense, which is excluded because return on tangible common equity is a key metric used by Management to gauge performance trends; and
- certain items identified by Management to be outside of ordinary banking activities, and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at the time to be infrequent or short-term in nature, which Management believes may distort the company's underlying performance trends.


## Annualized data

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

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

## Earnings per share equivalent data

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

## Rounding

Please note that columns of data in this document may not add due to rounding.

## HUNTINGTON BANCSHARES INCORPORATED <br> Quarterly Financial Review <br> December 2011

Table of Contents
Quarterly Key Statistics ..... 1
Annual Key Statistics ..... 2
Key Statistics Footnotes ..... 3
Consolidated Balance Sheets ..... 4
Loans and Leases Composition ..... 5
Deposits Composition ..... 6
Consolidated Quarterly Average Balance Sheets ..... 7
Consolidated Quarterly Net Interest Margin Analysis ..... 8-9
Selected Quarterly Income Statement Data ..... 10-11
Quarterly Mortgage Banking Income ..... 12
Quarterly Credit Reserves Analysis ..... 13
Quarterly Net Charge-Off Analysis ..... 14
Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs) ..... 15
Quarterly Accruing Past Due Loans and Leases and Accruing Troubled Debt Restructured Loans ..... 16
Quarterly Common Stock Summary, Capital, and Other Data ..... 17
Consolidated Annual Average Balance Sheets ..... 18
Consolidated Annual Net Interest Margin Analysis ..... 19-20
Selected Annual Income Statement Data ..... 21-22
Annual Mortgage Banking Income ..... 23
Annual Credit Reserves Analysis ..... 24
Annual Net Charge-Off Analysis ..... 25
Annual Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs) ..... 26
Annual Accruing Past Due Loans and Leases and Accruing Troubled Debt Restructured Loans ..... 27

## Notes:

The preparation of financial statement data in conformity with accounting principles 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.

## Non-Regulatory Capital Ratios

In addition to capital ratios defined by banking regulators, the Company considers various other measures when evaluating capital utilization and adequacy, including:

- Tangible common equity to tangible assets,
- Tier 1 common equity to risk-weighted assets using Basel I definition, and
- Tangible common equity to risk-weighted assets using Basel I definition.

These non-regulatory capital ratios are viewed by management as useful additional methods of reflecting the level of capital available to withstand unexpected market conditions. Additionally, presentation of these ratios allows readers to compare the Company's capitalization to other financial services companies. These ratios differ from capital ratios defined by banking regulators principally in that the numerator excludes preferred securities, the nature and extent of which varies among different financial services companies. These ratios are not defined in Generally Accepted Accounting Principles ("GAAP") or federal banking regulations. As a result, these non-regulatory capital ratios disclosed by the Company may be considered non-GAAP financial measures.

Because there are no standardized definitions for these non-regulatory capital ratios, the Company's calculation methods may differ from those used by other financial services companies. Also, there may be limits in the usefulness of these measures to investors. As a result, the Company encourages readers to consider the consolidated financial statements and other financial information contained in this press release in their entirety, and not to rely on any single financial measure.

## HUNTINGTON BANCSHARES INCORPORATED

## Quarterly Key Statistics(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2011 |  |  |  | $2010$ |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Fourth |  | 3Q11 | 4Q10 |
| Net interest income | \$ | 415,025 | \$ | 406,478 | \$ | 415,294 | 2\% | (0)\% |
| Provision for credit losses |  | 45,291 |  | 43,586 |  | 86,973 | 4 | (48) |
| Noninterest income |  | 229,352 |  | 258,559 |  | 264,220 | (11) | (13) |
| Noninterest expense |  | 430,274 |  | 439,118 |  | 434,593 | (2) | (1) |
| Income before income taxes |  | 168,812 |  | 182,333 |  | 157,948 | (7) | 7 |
| Provision for income taxes |  | 41,954 |  | 38,942 |  | 35,048 | 8 | 20 |
| Net income | \$ | 126,858 | \$ | 143,391 | \$ | 122,900 | (12)\% | 3\% |
| Dividends on preferred shares |  | 7,703 |  | 7,703 |  | 83,754 | - | (91) |
| Net income applicable to common shares | \$ | $\underline{\text { 119,155 }}$ | \$ | 135,688 | \$ | $\underline{ }$ 39,146 | (12) $\%$ | 204\% |
| Net income per common share-diluted | \$ | 0.14 | \$ | 0.16 | \$ | 0.05 | (13)\% | 180\% |
| Cash dividends declared per common share |  | 0.04 |  | 0.04 |  | 0.01 | - | 300 |
| Book value per common share at end of period |  | 5.82 |  | 5.83 |  | 5.35 | - | 9 |
| Tangible book value per common share at end of period |  | 5.18 |  | 5.17 |  | 4.66 | - | 11 |
| Average common shares-basic |  | 864,136 |  | 863,911 |  | 757,924 | - | 14 |
| Average common shares-diluted ${ }^{2}$ ) |  | 868,156 |  | 867,633 |  | 760,582 | - | 14 |
| Return on average assets |  | 0.92\% |  | 1.05\% |  | 0.90\% |  |  |
| Return on average common shareholders' equity |  | 9.3 |  | 10.8 |  | 3.8 |  |  |
| Return on average tangible common shareholders' equity ${ }^{(3)}$ |  | 11.2 |  | 13.0 |  | 5.6 |  |  |
| Net interest margin(4) |  | 3.38 |  | 3.34 |  | 3.37 |  |  |
| Efficiency ratio ${ }^{(5)}$ |  | 64.0 |  | 63.5 |  | 61.4 |  |  |
| Effective tax rate |  | 24.9 |  | 21.4 |  | 22.2 |  |  |
| Average loans and leases |  | 9,519,184 |  | 39,297,235 |  | 37,800,546 | 1 | 5 |
| Average loans and leases-linked quarter annualized growth rate |  | 2.3\% |  | 7.9\% |  | 6.3\% |  |  |
| Average earning assets |  | 9,146,561 |  | 48,777,430 |  | 49,290,186 | 1 | (0) |
| Average total assets |  | 4,650,287 |  | 54,192,913 |  | 54,146,249 | 1 | 1 |
| Average core deposits(6) |  | 1,354,956 |  | 39,957,440 |  | 38,949,046 | 4 | 6 |
| Average core deposits-linked quarter annualized growth rate |  | 14.0\% |  | 8.7\% |  | 9.9\% |  |  |
| Average shareholders' equity | \$ | 5,445,064 | \$ | 5,332,493 | \$ | 5,645,445 | 2 | (4) |
| Total assets at end of period |  | 4,450,652 |  | 54,978,707 |  | 53,819,642 | (1) | 1 |
| Total shareholders' equity at end of period |  | 5,418,100 |  | 5,400,479 |  | 4,980,542 | - | 9 |
| Net charge-offs (NCOs) |  | 83,917 |  | 90,555 |  | 172,251 | (7) | (51) |
| NCOs as a \% of average loans and leases |  | 0.85\% |  | 0.92\% |  | 1.82\% |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 541,080 | \$ | 565,003 | \$ | 777,948 | (4) | (30) |
| NAL ratio |  | 1.39\% |  | 1.45\% |  | 2.04\% |  |  |
| Nonperforming assets (NPAs) | \$ | 590,276 | \$ | 613,981 | \$ | 844,752 | (4) | (30) |
| NPA ratio |  | 1.51\% |  | 1.57\% |  | 2.21\% | (4) | (32) |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 2.48 |  | 2.61 |  | 3.28 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a $\%$ of total loans and leases at the end of period |  | 2.60 |  | 2.71 |  | 3.39 |  |  |
| ACL as a \% of NALs |  | 187 |  | 187 |  | 166 |  |  |
| ACL as a \% of NPAs |  | 172 |  | 172 |  | 153 |  |  |
| Tier 1 leverage ratio (7) |  | 10.28 |  | 10.24 |  | 9.41 |  |  |
| Tier 1 common risk-based capital ratio ${ }^{(7)}$ |  | 10.00 |  | 10.17 |  | 9.29 |  |  |
| Tier 1 risk-based capital ratio (7) |  | 12.11 |  | 12.37 |  | 11.55 |  |  |
| Total risk-based capital ratio (7) |  | 14.77 |  | 15.11 |  | 14.46 |  |  |
| Tangible common equity / risk-weighted assets ratio ${ }^{(7)}$ |  | 9.75 |  | 10.08 |  | 9.26 |  |  |
| Tangible equity / tangible assets ratio ${ }^{8}$ ) |  | 9.02 |  | 8.88 |  | 8.24 |  |  |
| Tangible common equity / tangible assets ratio9) |  | 8.30 |  | 8.22 |  | 7.56 |  |  |

See Notes to the Annual and Quarterly Key Statistics.

## HUNTINGTON BANCSHARES INCORPORATED

## Annual Key Statistics(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Year Ended December 31, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | Percent |
| Net interest income | \$ | 1,629,170 | \$ | 1,618,805 | \$ | 10,365 | 1 \% |
| Provision for credit losses |  | 174,059 |  | 634,547 |  | $(460,488)$ | (73) |
| Noninterest income |  | 980,623 |  | 1,041,858 |  | $(61,235)$ | (6) |
| Noninterest expense |  | 1,728,500 |  | 1,673,805 |  | 54,695 | 3 |
| Income before income taxes |  | 707,234 |  | 352,311 |  | 354,923 | 101 |
| Provision for income taxes |  | 164,621 |  | 39,964 |  | 124,657 | 312 |
| Net Income | \$ | 542,613 | \$ | 312,347 | \$ | 230,266 | 74 \% |
| Dividends on preferred shares |  | 30,813 |  | 172,032 |  | $(141,219)$ | (82) |
| Net income applicable to common shares |  | 511,800 | \$ | 140,315 | \$ | 371,485 | 265 \% |
| Net income per common share - diluted | \$ | 0.59 | \$ | 0.19 | \$ | 0.40 | (211)\% |
| Cash dividends declared per common share |  | 0.10 |  | 0.04 |  | 0.06 | 150 |
| Average common shares - basic |  | 863,691 |  | 726,934 |  | 136,757 | 19 |
| Average common shares - diluted ${ }^{2}$ ) |  | 867,624 |  | 729,532 |  | 138,092 | 19 |
| Return on average assets |  | 1.01\% |  | 0.59\% |  |  |  |
| Return on average common shareholders' equity |  | 10.5 |  | 3.7 |  |  |  |
| Return on average tangible common shareholders' equity ${ }^{(3)}$ |  | 12.7 |  | 5.6 |  |  |  |
| Net interest margin ${ }^{(4)}$ |  | 3.38 |  | 3.44 |  |  |  |
| Efficiency ratio ${ }^{(5)}$ |  | 63.7 |  | 60.4 |  |  |  |
| Effective tax rate |  | 23.3 |  | 11.3 |  |  |  |
| Average loans and leases |  | 38,867,250 |  | 37,273,057 | \$ | 1,594,192 | 4 \% |
| Average earning assets |  | 48,574,298 |  | 47,420,610 |  | 1,153,688 | 2 |
| Average total assets |  | 53,750,054 |  | 52,574,231 |  | 1,175,823 | 2 |
| Average core deposits(6) |  | 39,929,097 |  | 38,011,856 |  | 1,917,241 | 5 |
| Average shareholders' equity |  | 5,237,541 |  | 5,482,502 |  | $(244,961)$ | (4) |
| Net charge-offs (NCOs) |  | 437,089 |  | 874,474 |  | $(437,385)$ | (50) |
| NCOs as a \% of average loans and leases |  | 1.12 \% |  | 2.35 \% |  | (1.23) | (52) |

See Notes to the Annual and Quarterly Key Statistics.

## Notes to the Annual and Quarterly Key Statistics

${ }^{(2)}$ For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
${ }^{(5)}$ Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).
Net income excluding expense for amortization of intangibles for the period divided by average tangible shareholders' equity. Average tangible shareholders' equity equals average total shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate. Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.

December 31, 2011, figures are estimated.
(8) Tangible equity (total equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

Tangible common equity (total common equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

## Huntington Bancshares Incorporated

## Consolidated Balance Sheets

| (dollar amounts in thousands, except number of shares) | 2011 |  |  |  | $\frac{2010}{\text { December 31, }}$ |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | December '11 vs '10 |
|  |  | $\begin{aligned} & \hline \text { ecember 31, } \\ & \hline \text { Unaudited) } \end{aligned}$ | September 30, |  |  |  |  | Amount | Percent |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,115,968 | \$ | 2,190,276 |  |  | \$ | 847,888 | \$ | 268,080 | 32 \% |
| Interest-bearing deposits in banks |  | 90,943 |  | 105,454 |  | 135,038 |  | $(44,095)$ | (33) |
| Trading account securities |  | 45,899 |  | 85,711 |  | 185,404 |  | $(139,505)$ | (75) |
| Loans held for sale |  | 1,618,391 |  | 334,606 |  | 793,285 |  | 825,106 | 104 |
| Available-for-sale and other securities |  | 8,078,014 |  | 8,713,530 |  | 9,895,244 |  | $(1,817,230)$ | (18) |
| Held-to-maturity securities |  | 640,551 |  | 658,250 |  | - |  | 640,551 | - |
| Loans and leases ${ }^{(1)}$ |  | 38,923,783 |  | 39,011,894 |  | 38,106,507 |  | 817,276 | 2 |
| Allowance for loan and lease losses |  | $(964,828)$ |  | (1,019,710) |  | $(1,249,008)$ |  | 284,180 | (23) |
| Net loans and leases |  | 37,958,955 |  | 37,992,184 |  | 36,857,499 |  | 1,101,456 | 3 |
| Bank owned life insurance |  | 1,549,783 |  | 1,537,923 |  | 1,500,401 |  | 49,382 | 3 |
| Premises and equipment |  | 564,429 |  | 543,324 |  | 491,602 |  | 72,827 | 15 |
| Goodwill |  | 444,268 |  | 444,268 |  | 444,268 |  | - | - |
| Other intangible assets |  | 175,302 |  | 188,477 |  | 228,620 |  | $(53,318)$ | (23) |
| Accrued income and other assets |  | 2,168,149 |  | 2,184,704 |  | 2,440,393 |  | $(272,244)$ | (11) |
| Total assets | \$ | 54,450,652 | \$ | 54,978,707 | \$ | 53,819,642 | \$ | 631,010 | $1 \%$ |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits(2) | \$ | 43,279,625 | \$ | 43,219,727 | \$ | 41,853,898 | \$ | 1,425,727 | 3 \% |
| Short-term borrowings |  | 1,441,092 |  | 2,224,986 |  | 2,040,732 |  | $(599,640)$ | (29) |
| Federal Home Loan Bank advances |  | 362,972 |  | 14,157 |  | 172,519 |  | 190,453 | 110 |
| Other long-term debt |  | 1,231,517 |  | 1,421,518 |  | 2,144,092 |  | $(912,575)$ | (43) |
| Subordinated notes |  | 1,503,368 |  | 1,537,293 |  | 1,497,216 |  | 6,152 | - |
| Accrued expenses and other liabilities |  | 1,213,978 |  | 1,160,547 |  | 1,130,643 |  | 83,335 | 7 |
| Total liabilities |  | 49,032,552 |  | 49,578,228 |  | 48,839,100 |  | 193,452 | - |

Shareholder's equity
$\left.\begin{array}{llll}\hline \text { Preferred stock }- \text { authorized } 6,617,808 \text { shares - } \\ \text { Series } B \text {, floating rate, non-voting, non-cumulative perpetual preferred stock, } \\ \text { par value of } \$ 0.01, \text { and liquidation value per share of } \$ 1,000\end{array}\right)$
${ }^{(1)}$ See page 5 for detail of loans and leases.
${ }^{(2)}$ See page 6 for detail of deposits.

Huntington Bancshares Incorporated

## Loans and Leases Composition



[^1]Huntington Bancshares Incorporated

## Deposits Composition

| (dollar amounts in millions) | 2011 |  |  |  |  |  |  |  |  |  |  |  |  | 201 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  |  | September 30, |  |  | June 30, |  |  | March 31, |  |  | December 31, |  |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits -noninterest-bearing | \$ | 11,158 | 26\% | \$ | 9,502 | 22\% | \$ | 8,210 | 20\% | \$ | 7,597 | 18\% | \$ | 7,217 | 17\% |
| Demand deposits -interest-bearing |  | 5,722 | 13 |  | 5,763 | 13 |  | 5,642 | 14 |  | 5,532 | 13 |  | 5,469 | 13 |
| Money market deposits |  | 13,117 | 30 |  | 13,759 | 32 |  | 12,643 | 31 |  | 13,105 | 32 |  | 13,410 | 32 |
| Savings and other domestic deposits |  | 4,698 | 11 |  | 4,711 | 11 |  | 4,752 | 11 |  | 4,762 | 12 |  | 4,643 | 11 |
| Core certificates of deposit |  | 6,513 | 15 |  | 7,084 | 16 |  | 7,936 | 19 |  | 8,208 | 20 |  | 8,525 | 20 |
| Total core deposits |  | 41,208 | 95 |  | 40,819 | 94 |  | 39,183 | 95 |  | 39,204 | 95 |  | 39,264 | 93 |
| Other domestic deposits of $\$ 250,000$ or more |  | 390 | 1 |  | 421 | 1 |  | 436 | 1 |  | 531 | 1 |  | 675 | 2 |
| Brokered deposits and negotiable CDs |  | 1,321 | 3 |  | 1,535 | 4 |  | 1,486 | 4 |  | 1,253 | 3 |  | 1,532 | 4 |
| Deposits in foreign offices |  | 361 | 1 |  | 445 | 1 |  | 297 | - |  | 378 | 1 |  | 383 | 1 |
| Total deposits | \$ | 43,280 | 100\% | \$ | 43,220 | 100\% | \$ | 41,402 | 100\% | \$ | 41,366 | 100\% | \$ | 41,854 | 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 16,366 | 40\% | \$ | 15,526 | 38\% | \$ | 13,541 | 35\% | \$ | 12,785 | 33\% | \$ | 12,476 | 32\% |
| Consumer |  | 24,842 | 60 |  | 25,293 | 62 |  | 25,642 | 65 |  | 26,419 | 67 |  | 26,788 | 68 |
| Total core deposits | \$ | 41,208 | 100\% | \$ | 40,819 | 100\% | \$ | $\xrightarrow{39,183}$ | 100\% | \$ | 39,204 | 100\% | \$ | $\underline{ }$ 39,264 | $\underline{100 \%}$ |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$ | 27,536 | 64\% | \$ | 28,095 | 65\% | \$ | 28,325 | 68\% | \$ | 28,984 | 70\% | \$ | 29,298 | 70\% |
| Regional and Commercial Banking |  | 4,683 | 11 |  | 4,173 | 10 |  | 3,539 | 9 |  | 3,589 | 9 |  | 3,538 | 8 |
| AFCRE |  | 881 | 2 |  | 817 | 2 |  | 819 | 2 |  | 804 | 2 |  | 753 | 2 |
| WGH |  | 9,115 | 21 |  | 9,013 | 21 |  | 7,708 | 19 |  | 7,363 | 17 |  | 7,449 | 18 |
| Treasury / Other ${ }^{(1)}$ |  | 1,065 | 2 |  | 1,122 | 2 |  | 1,011 | 2 |  | 626 | 2 |  | 816 | 2 |
| Total deposits | \$ | 43,280 | 100\% | \$ | 43,220 | 100\% | \$ | 41,402 | 100\% | \$ | 41,366 | 100\% | \$ | 41,854 | 100\% |
|  | 2011 |  |  |  |  |  |  |  |  |  |  |  |  | 201 |  |
|  | Fourth |  |  | Third |  |  | Second |  |  | First |  |  | Fourth |  |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$ | 27,835 | 64\% | \$ | 28,290 | 67\% | \$ | 28,780 | 70\% | \$ | 29,139 | 70\% | \$ | 29,241 | 70\% |
| Regional and Commercial Banking |  | 4,467 | 10 |  | 3,902 | 9 |  | 3,484 | 8 |  | 3,666 | 9 |  | 3,471 | 8 |
| AFCRE |  | 802 | 2 |  | 796 | 2 |  | 784 | 2 |  | 763 | 2 |  | 752 | 2 |
| WGH |  | 9,406 | 21 |  | 8,243 | 20 |  | 7,467 | 18 |  | 7,394 | 17 |  | 7,333 | 18 |
| Treasury / Other ${ }^{(1)}$ |  | 1,093 | 3 |  | 1,047 | 2 |  | 739 | 2 |  | 702 | 2 |  | 907 | 2 |
| Total deposits | \$ | 43,603 | 100\% | \$ | 42,278 | 100\% | \$ | 41,254 | 100\% | \$ | 41,664 | 100\% | \$ | 41,704 | 100\% |

${ }^{(1)}$ Comprised primarily of national market deposits.

Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

(Unaudited)


Includes nonaccrual loans.

## Huntington Bancshares Incorporated

## Consolidated Quarterly Net Interest Margin-Interest Income / Expense (1)

(Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | 2011 |  |  |  | First |  | $\begin{gathered} \hline 2 \mathbf{2 0 1 0} \\ \hline \text { Fourth } \end{gathered}$ |  |
|  |  |  | Third |  | Second |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ | 15 | \$ | 17 | \$ | 73 | \$ | 37 | \$ | 343 |
| Trading account securities |  | 197 |  | 325 |  | 447 |  | 494 |  | 1,472 |
| Federal funds sold and securities purchased under resale agreements |  | - |  | - |  | 5 |  | - |  | - |
| Loans held for sale |  | 3,124 |  | 2,643 |  | 2,247 |  | 4,284 |  | 7,799 |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 47,784 |  | 47,946 |  | 54,603 |  | 57,652 |  | 59,025 |
| Tax-exempt |  | 4,313 |  | 4,392 |  | 4,385 |  | 5,237 |  | 5,150 |
| Total available-for-sale and other securities |  | 52,097 |  | 52,338 |  | 58,988 |  | 62,889 |  | 64,175 |
| Held-to-maturity securities - taxable |  | 4,867 |  | 5,059 |  | 1,287 |  | - |  | - |
| Loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 145,825 |  | 144,151 |  | 145,675 |  | 149,964 |  | 161,251 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 6,513 |  | 6,620 |  | 4,718 |  | 5,138 |  | 5,608 |
| Commercial |  | 54,220 |  | 54,429 |  | 55,947 |  | 58,096 |  | 60,963 |
| Commercial real estate |  | 60,733 |  | 61,049 |  | 60,665 |  | 63,234 |  | 66,571 |
| Total commercial |  | 206,558 |  | 205,200 |  | 206,340 |  | 213,198 |  | 227,822 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 68,283 |  | 76,488 |  | 75,110 |  | 73,330 |  | 75,951 |
| Home equity |  | 89,876 |  | 89,112 |  | 88,358 |  | 87,659 |  | 89,516 |
| Residential mortgage |  | 54,263 |  | 53,521 |  | 52,700 |  | 53,127 |  | 53,431 |
| Other consumer |  | 9,416 |  | 9,951 |  | 10,416 |  | 10,804 |  | 11,490 |
| Total consumer |  | 221,838 |  | 229,072 |  | 226,584 |  | 224,920 |  | 230,388 |
| Total loans and leases |  | 428,396 |  | 434,272 |  | 432,924 |  | 438,118 |  | 458,210 |
| Total earning assets | \$ | 488,696 | \$ | 494,654 | \$ | 495,971 | \$ | 505,822 | \$ | 531,999 |

Liabilities

| Deposits: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits - noninterest-bearing | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Demand deposits - interest-bearing |  | 1,182 |  | 1,458 |  | 1,240 |  | 1,217 |  | 1,770 |
| Money market deposits |  | 10,994 |  | 13,845 |  | 12,807 |  | 16,699 |  | 25,654 |
| Savings and other domestic deposits |  | 6,213 |  | 8,231 |  | 8,870 |  | 9,410 |  | 10,527 |
| Core certificates of deposit |  | 28,851 |  | 37,323 |  | 41,041 |  | 42,815 |  | 46,076 |
| Total core deposits |  | 47,240 |  | 60,857 |  | 63,958 |  | 70,141 |  | 84,027 |
| Other domestic deposits of \$250,000 or more |  | 794 |  | 907 |  | 1,171 |  | 1,620 |  | 2,244 |
| Brokered deposits and negotiable CDs |  | 2,727 |  | 2,963 |  | 2,948 |  | 3,850 |  | 6,082 |
| Deposits in foreign offices |  | 206 |  | 258 |  | 227 |  | 185 |  | 194 |
| Total deposits |  | 50,967 |  | 64,985 |  | 68,304 |  | 75,796 |  | 92,547 |
| Short-term borrowings |  | 764 |  | 931 |  | 856 |  | 949 |  | 1,071 |
| Federal Home Loan Bank advances |  | 156 |  | 233 |  | 215 |  | 220 |  | 272 |
| Subordinated notes and other long-term debt |  | 18,305 |  | 18,369 |  | 19,425 |  | 20,582 |  | 19,107 |
| Total interest bearing liabilities |  | 70,192 |  | 84,518 |  | 88,800 |  | 97,547 |  | 112,997 |
| Net interest income | \$ | 418,504 | \$ | 410,136 | \$ | 407,171 | \$ | 408,275 | \$ | 419,002 |

[^2]
## Huntington Bancshares Incorporated

## Consolidated Quarterly Net Interest Margin Analysis

(Unaudited)

| Fully-taxable equivalent basis ${ }^{(1)}$ | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  |  |  | $\begin{array}{r} \hline 2010 \\ \hline \text { Fourth } \\ \hline \end{array}$ |
|  | Fourth | Third | Second | First |  |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.06 \% | 0.04 \% | 0.22 \% | 0.11 \% | 0.63 \% |
| Trading account securities | 0.97 | 1.41 | 1.59 | 1.37 | 1.98 |
| Federal funds sold and securities purchased under resale agreements | - | - | 0.09 | - | - |
| Loans held for sale | 3.96 | 4.46 | 4.97 | 4.08 | 4.01 |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.37 | 2.43 | 2.59 | 2.53 | 2.42 |
| Tax-exempt | 4.22 | 4.17 | 4.02 | 4.70 | 4.59 |
| Total available-for-sale and other securities | 2.46 | 2.52 | 2.66 | 2.63 | 2.52 |
| Held-to-maturity securities - taxable | 2.99 | 3.04 | 2.96 | - | - |
| Loans and leases:(2)(3) |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 4.01 | 4.13 | 4.31 | 4.57 | 4.94 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 4.78 | 3.87 | 3.37 | 3.36 | 3.07 |
| Commercial | 3.91 | 3.91 | 3.90 | 3.93 | 3.92 |
| Commercial real estate | 3.99 | 3.91 | 3.84 | 3.88 | 3.83 |
| Total commercial | 4.01 | 4.06 | 4.16 | 4.34 | 4.56 |
| Consumer: |  |  |  |  |  |
| Automobile | 4.80 | 4.89 | 5.06 | 5.22 | 5.46 |
| Home equity | 4.41 | 4.45 | 4.49 | 4.54 | 4.64 |
| Residential mortgage | 4.30 | 4.47 | 4.62 | 4.76 | 4.82 |
| Other consumer | 7.32 | 7.57 | 7.76 | 7.85 | 7.92 |
| Total consumer | 4.57 | 4.68 | 4.79 | 4.90 | 5.04 |
| Total loans and leases | 4.28 | 4.37 | 4.47 | 4.61 | 4.79 |
| Total earning assets | 3.96 \% | 4.02 \% | 4.14 \% | 4.24 \% | 4.29 \% |
|  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits - noninterest-bearing | - \% | - \% | - \% | - \% | - \% |
| Demand deposits - interest-bearing | 0.08 | 0.10 | 0.09 | 0.09 | 0.13 |
| Money market deposits | 0.32 | 0.41 | 0.40 | 0.50 | 0.77 |
| Savings and other domestic deposits | 0.52 | 0.69 | 0.74 | 0.81 | 0.90 |
| Core certificates of deposit | 1.69 | 1.95 | 2.04 | 2.07 | 2.11 |
| Total core deposits | 0.61 | 0.77 | 0.82 | 0.89 | 1.05 |
| Other domestic deposits of \$250,000 or more | 0.78 | 0.93 | 1.01 | 1.08 | 1.21 |
| Brokered deposits and negotiable CDs | 0.77 | 0.77 | 0.89 | 1.11 | 1.53 |
| Deposits in foreign offices | 0.19 | 0.26 | 0.26 | 0.20 | 0.17 |
| Total deposits | 0.61 | 0.77 | 0.82 | 0.90 | 1.06 |
| Short-term borrowings | 0.18 | 0.16 | 0.16 | 0.18 | 0.20 |
| Federal Home Loan Bank advances | 2.09 | 0.32 | 0.88 | 2.98 | 0.95 |
| Subordinated notes and other long-term debt | 2.56 | 2.43 | 2.39 | 2.34 | 2.15 |
| Total interest-bearing liabilities | 0.74 | 0.86 | 0.91 | 0.99 | 1.11 |
| Net interest rate spread | 3.15 | 3.11 | 3.19 | 3.21 | 3.16 |
| Impact of noninterest-bearing funds on margin | 0.23 | 0.22 | 0.21 | 0.22 | 0.21 |
| Net interest margin | 3.38 \% | 3.34 \% | 3.40 \% | 3.42 \% | 3.37 \% |

## Commercial Loan Derivative Impact

## (Unaudited)

|  | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  |  |  | 2010 |
| Fully-taxable equivalent basis ${ }^{(1)}$ | Fourth | Third | Second | First | Fourth |
| Commercial loans(2)(3) | 3.79 \% | 3.79 \% | 3.83 \% | 3.84 \% | 3.96 \% |
| Impact of commercial loan derivatives | 0.22 | 0.27 | 0.34 | 0.50 | 0.60 |
| Total commercial-as reported | 4.01 \% | 4.06 \% | 4.16 \% | 4.34 \% | 4.56 \% |
| Average 30 day LIBOR | 0.26 \% | 0.21 \% | 0.20 \% | 0.26 \% | 0.26 \% |

[^3]
## Huntington Bancshares Incorporated

## Selected Quarterly Income Statement Data(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2011 |  |  |  |  |  |  |  | $\frac{2}{\text { Fourth }}$ |  | 4Q11 vs 3Q11 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  |  |  | Amount |  | Percent |
| Interest income | \$ | 485,216 | \$ | 490,996 | \$ | 492,137 | \$ | 501,877 | \$ | 528,291 | \$ | $(5,588)$ | (1.1)\% |
| Interest expense |  | 70,191 |  | 84,518 |  | 88,800 |  | 97,547 |  | 112,997 |  | $(14,327)$ | (17.0) |
| Net interest income |  | 415,025 |  | 406,478 |  | 403,337 |  | 404,330 |  | 415,294 |  | 8,547 | 2.1 |
| Provision for credit losses |  | 45,291 |  | 43,586 |  | 35,797 |  | 49,385 |  | 86,973 |  | 1,705 | 3.9 |
| Net interest income after provision for credit losses |  | 369,734 |  | 362,892 |  | 367,540 |  | 354,945 |  | 328,321 |  | 6,842 | 1.9 |
| Service charges on deposit accounts |  | 63,324 |  | 65,184 |  | 60,675 |  | 54,324 |  | 55,810 |  | $(1,860)$ | (2.9) |
| Trust services |  | 28,775 |  | 29,473 |  | 30,392 |  | 30,742 |  | 29,394 |  | (698) | (2.4) |
| Electronic banking |  | 18,282 |  | 32,901 |  | 31,728 |  | 28,786 |  | 28,900 |  | $(14,619)$ | (44.4) |
| Mortgage banking income |  | 24,098 |  | 12,791 |  | 23,835 |  | 22,684 |  | 53,169 |  | 11,307 | 88.4 |
| Brokerage income |  | 18,688 |  | 20,349 |  | 20,819 |  | 20,511 |  | 16,953 |  | $(1,661)$ | (8.2) |
| Insurance income |  | 17,906 |  | 17,220 |  | 16,399 |  | 17,945 |  | 19,678 |  | 686 | 4.0 |
| Bank owned life insurance income |  | 14,271 |  | 15,644 |  | 17,602 |  | 14,819 |  | 16,113 |  | $(1,373)$ | (8.8) |
| Capital markets fees |  | 9,811 |  | 11,256 |  | 8,537 |  | 6,936 |  | 8,779 |  | $(1,445)$ | (12.8) |
| Gain on sale of loans |  | 2,884 |  | 19,097 |  | 2,756 |  | 7,207 |  | 3,423 |  | $(16,213)$ | (84.9) |
| Automobile operating lease income |  | 4,727 |  | 5,890 |  | 7,307 |  | 8,847 |  | 10,463 |  | $(1,163)$ | (19.7) |
| Securities gains (losses) |  | $(3,878)$ |  | $(1,350)$ |  | 1,507 |  | 40 |  | (103) |  | $(2,528)$ | 187.3 |
| Other income |  | 30,464 |  | 30,104 |  | 34,210 |  | 24,104 |  | 21,641 |  | 360 | 1.2 |
| Total noninterest income |  | 229,352 |  | 258,559 |  | 255,767 |  | 236,945 |  | 264,220 |  | $(29,207)$ | (11.3) |
| Personnel costs |  | 228,101 |  | 226,835 |  | 218,570 |  | 219,028 |  | 212,184 |  | 1,266 | 0.6 |
| Outside data processing and other services |  | 53,422 |  | 49,602 |  | 43,889 |  | 40,282 |  | 40,943 |  | 3,820 | 7.7 |
| Net occupancy |  | 26,841 |  | 26,967 |  | 26,885 |  | 28,436 |  | 26,670 |  | (126) | (0.5) |
| Equipment |  | 25,884 |  | 22,262 |  | 21,921 |  | 22,477 |  | 22,060 |  | 3,622 | 16.3 |
| Deposit and other insurance expense |  | 18,481 |  | 17,492 |  | 23,823 |  | 17,896 |  | 23,320 |  | 989 | 5.7 |
| Marketing |  | 16,379 |  | 22,251 |  | 20,102 |  | 16,895 |  | 16,168 |  | $(5,872)$ | (26.4) |
| Professional Services |  | 16,769 |  | 20,281 |  | 20,080 |  | 13,465 |  | 21,021 |  | $(3,512)$ | (17.3) |
| Amortization of intangibles |  | 13,175 |  | 13,387 |  | 13,386 |  | 13,370 |  | 15,046 |  | (212) | (1.6) |
| Automobile operating lease expense |  | 3,362 |  | 4,386 |  | 5,434 |  | 6,836 |  | 8,142 |  | $(1,024)$ | (23.3) |
| OREO and foreclosure expense |  | 5,009 |  | 4,668 |  | 4,398 |  | 3,931 |  | 10,502 |  | 341 | 7.3 |
| Gain on early extinguishment of debt |  | $(9,697)$ |  | - |  | - |  | - |  | - |  | $(9,697)$ | - |
| Other expense |  | 32,548 |  | 30,987 |  | 29,921 |  | 48,083 |  | 38,537 |  | 1,561 | 5.0 |
| Total noninterest expense |  | 430,274 |  | 439,118 |  | 428,409 |  | 430,699 |  | 434,593 |  | $(8,844)$ | (2.0) |
| Income before income taxes |  | 168,812 |  | 182,333 |  | 194,898 |  | 161,191 |  | 157,948 |  | $(13,521)$ | (7.4) |
| Provision for income taxes |  | 41,954 |  | 38,942 |  | 48,980 |  | 34,745 |  | 35,048 |  | 3,012 | 7.7 |
| Net income | \$ | 126,858 | \$ | 143,391 | \$ | 145,918 | \$ | 126,446 | \$ | 122,900 | \$ | $\underline{(16,533)}$ | (11.5) $\%$ |
| Dividends on preferred shares |  | 7,703 |  | 7,703 |  | 7,704 |  | 7,703 |  | 83,754 |  | - | - |
| Net income applicable to common shares | \$ | 119,155 | \$ | 135,688 | \$ | 138,214 | \$ | 118,743 | \$ | $\underline{ }$ 39,146 | \$ | $\underline{(16,533)}$ | (12.2) $\%$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average common shares - basic |  | 864,136 |  | 863,911 |  | 863,358 |  | 863,359 |  | 757,924 |  | 225 | - \% |
| Average common shares - diluted (2) |  | 868,156 |  | 867,633 |  | 867,469 |  | 867,237 |  | 760,582 |  | 523 | 0.1 |
| Per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income - basic | \$ | 0.14 | \$ | 0.16 | \$ | 0.16 | \$ | 0.14 | \$ | 0.05 | \$ | (0.02) | (12.5)\% |
| Net income - diluted |  | 0.14 |  | 0.16 |  | 0.16 |  | 0.14 |  | 0.05 |  | (0.02) | (12.5) |
| Cash dividends declared |  | 0.04 |  | 0.04 |  | 0.01 |  | 0.01 |  | 0.01 |  | - | - |
| Return on average total assets |  | 0.92 \% |  | 1.05 \% |  | 1.11 \% |  | 0.96 \% |  | 0.90 \% |  | (0.13)\% | (12.4) |
| Return on average common shareholders' equity |  | 9.3 |  | 10.8 |  | 11.6 |  | 10.3 |  | 3.8 |  | (1.5) | (13.9) |
| Return on average tangible common shareholders' equity (3) |  | 11.2 |  | 13.0 |  | 13.3 |  | 12.7 |  | 5.6 |  | (1.80) | (13.8) |
| Net interest margin ${ }^{4}$ ) |  | 3.38 |  | 3.34 |  | 3.40 |  | 3.42 |  | 3.37 |  | 0.04 | 1.2 |
| Efficiency ratio ${ }^{(5)}$ |  | 64.0 |  | 63.5 |  | 62.7 |  | 64.7 |  | 61.4 |  | 0.5 | 0.8 |
| Effective tax rate |  | 24.9 |  | 21.4 |  | 25.1 |  | 21.6 |  | 22.2 |  | 3.5 | 16.4 |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 415,025 | \$ | 406,478 | \$ | 403,337 | \$ | 404,330 | \$ | 415,294 | \$ | 8,547 | 2.1 |
| FTE adjustment |  | 3,479 |  | 3,658 |  | 3,834 |  | 3,945 |  | 3,708 |  | (179) | (4.9) |
| Net interest income ${ }^{(4)}$ |  | 418,504 |  | 410,136 |  | 407,171 |  | 408,275 |  | 419,002 |  | 8,368 | 2.0 |
| Noninterest income |  | 229,352 |  | 258,559 |  | 255,767 |  | 236,945 |  | 264,220 |  | $(29,207)$ | (11.3) |
| Total revenue ${ }^{(4)}$ | \$ | 647,856 | \$ | 668,695 | \$ | 662,938 | \$ | 645,220 | \$ | 683,222 | \$ | $(20,839)$ | (3.1)\% |

${ }^{(1)}$ Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.
${ }^{(2)}$ For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
${ }^{(3)}$ Net income excluding expense for amortization of intangibles for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
${ }^{(5)} \quad$ Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).

## Huntington Bancshares Incorporated

## Quarterly Mortgage Banking Income <br> (Unaudited)

| (dollar amounts in thousands, except as noted) | 2011 |  |  |  |  |  |  |  | 2010 |  | 4Q11 vs 4Q10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  | Fourth |  | Amount |  | Percent |
| Mortgage banking income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ | 21,248 | \$ | 15,648 | \$ | 11,522 | \$ | 19,799 | \$ | 48,236 | \$ | $(26,988)$ | (56)\% |
| Servicing fees |  | 11,993 |  | 12,140 |  | 12,417 |  | 12,546 |  | 11,474 |  | 519 | 5 |
| Amortization of capitalized servicing |  | $(8,813)$ |  | $(9,641)$ |  | $(9,052)$ |  | $(9,863)$ |  | $(13,960)$ |  | 5,147 | (37) |
| Other mortgage banking income |  | 3,652 |  | 3,826 |  | 4,259 |  | 3,769 |  | 4,789 |  | $(1,137)$ | (24) |
| Subtotal |  | 28,080 |  | 21,973 |  | 19,146 |  | 26,251 |  | 50,539 |  | $(22,459)$ | (44) |
| MSR valuation adjustment ${ }^{(1)}$ |  | $(6,985)$ |  | $(39,394)$ |  | $(8,292)$ |  | 774 |  | 31,319 |  | $(38,304)$ | (122) |
| Net trading gains (losses) related to MSR hedging |  | 3,003 |  | 30,212 |  | 12,981 |  | $(4,341)$ |  | $(28,689)$ |  | 31,692 | (110) |
| Total mortgage banking income | \$ | 24,098 | \$ | 12,791 | \$ | 23,835 | \$ | 22,684 | \$ | 53,169 | \$ | $(29,071)$ | (55)\% |
| Mortgage originations (in millions) | \$ | 1,123 | \$ | 953 | \$ | 916 | \$ | 929 | \$ | 1,827 | \$ | (704) | (39)\% |
| Average trading account securities used to hedge MSRs (in millions) |  | 6 |  | 7 |  | 22 |  | 46 |  | 184 |  | (178) | (97) |
| Capitalized mortgage servicing rights (2) |  | 137,435 |  | 145,277 |  | 189,740 |  | 202,559 |  | 196,194 |  | $(58,759)$ | (30) |
| Total mortgages serviced for others (in millions) ${ }^{(2)}$ |  | 15,886 |  | 16,061 |  | 16,315 |  | 16,456 |  | 15,933 |  | (47) | - |
| MSR \% of investor servicing portfolio (2) |  | 0.87\% |  | 0.90\% |  | 1.16\% |  | 1.23\% |  | 1.23\% |  | (0.36)\% | $(2,927)$ |
| Net impact of MSR hedging |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MSR valuation adjustment ${ }^{(1)}$ | \$ | $(6,985)$ | \$ | $(39,394)$ | \$ | $(8,292)$ | \$ | 774 | \$ | 31,319 | \$ | $(38,304)$ | (122)\% |
| Net trading gains (losses) related to MSR hedging |  | 3,003 |  | 30,212 |  | 12,981 |  | $(4,341)$ |  | $(28,689)$ |  | 31,692 | (110) |
| Net interest income (loss) related to MSR hedging |  | (34) |  | 17 |  | 84 |  | 99 |  | 713 |  | (747) | (105) |
| Net gain (loss) of MSR hedging | \$ | $(4,016)$ | \$ | $\stackrel{(9,165)}{ }$ | \$ | 4,773 | \$ | $(3,468)$ | \$ | 3,343 | \$ | $\stackrel{(7,359)}{ }$ | (220)\% |

${ }^{(1)}$ 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 <br> <br> Quarterly Credit Reserves Analysis

 <br> <br> Quarterly Credit Reserves Analysis}(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  |  |  | $\frac{2010}{\text { Fourth }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  |  |  |
| Allowance for loan and lease losses, beginning of period |  |  |  |  |  | 1,133,226 |  |  | \$ |  |
| Allowance for loan and lease losses, beginning of period | \$ | 1,019,710 | \$ | 1,071,126 | \$ | 1,133,226 | \$ | 1,249,008 | \$ | 1,336,352 |
| Loan and lease losses |  | $(114,146)$ |  | $(115,899)$ |  | $(128,701)$ |  | $(199,007)$ |  | $(205,587)$ |
| Recoveries of loans previously charged off |  | 30,229 |  | 25,344 |  | 31,167 |  | 33,924 |  | 33,336 |
| Net loan and lease losses |  | $(83,917)$ |  | $(90,555)$ |  | $(97,534)$ |  | $(165,083)$ |  | $(172,251)$ |
| Provision for loan and lease losses |  | 35,614 |  | 45,867 |  | 36,948 |  | 49,301 |  | 84,907 |
| Allowance of assets sold |  | $(6,579)$ |  | $(6,728)$ |  | $(1,514)$ |  | - |  | - |
| Allowance for loan and lease losses, end of period | \$ | 964,828 | \$ | 1,019,710 | \$ | 1,071,126 | \$ | 1,133,226 | \$ | 1,249,008 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 38,779 | \$ | 41,060 | \$ | 42,211 | \$ | 42,127 | \$ | 40,061 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses |  | 9,677 |  | $(2,281)$ |  | $(1,151)$ |  | 84 |  | 2,066 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 48,456 | \$ | 38,779 | \$ | 41,060 | \$ | 42,211 | \$ | 42,127 |
| Total allowance for credit losses, end of period | \$ | 1,013,284 | \$ | 1,058,489 | \$ | 1,112,186 | \$ | 1,175,437 | \$ | 1,291,135 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.48 \% |  | 2.61 \% |  | 2.74 \% |  | 2.96 \% |  | 3.28 \% |
| Nonaccrual loans and leases (NALs) |  | 178 |  | 180 |  | 174 |  | 178 |  | 161 |
| Nonperforming assets (NPAs) |  | 163 |  | 166 |  | 164 |  | 164 |  | 148 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.60 \% |  | 2.71 \% |  | 2.84 \% |  | 3.07 \% |  | 3.39 \% |
| Nonaccrual loans and leases |  | 187 |  | 187 |  | 181 |  | 185 |  | 166 |
| Nonperforming assets |  | 172 |  | 172 |  | 170 |  | 170 |  | 153 |

## Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  | Fourth |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs by loan and lease type: |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 10,913 | \$ | 17,891 | \$ | 18,704 | \$ | 42,191 | \$ | 59,124 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | $(2,471)$ |  | 1,450 |  | 4,145 |  | 28,400 |  | 11,084 |
| Commercial |  | 30,854 |  | 22,990 |  | 23,450 |  | 39,283 |  | 33,787 |
| Commercial real estate |  | 28,383 |  | 24,440 |  | 27,595 |  | 67,683 |  | 44,871 |
| Total commercial |  | 39,296 |  | 42,331 |  | 46,299 |  | 109,874 |  | 103,995 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 4,237 |  | 3,863 |  | 2,255 |  | 4,712 |  | 7,035 |
| Home equity |  | 23,419 |  | 26,222 |  | 25,441 |  | 26,715 |  | 29,175 |
| Residential mortgage ${ }^{(1)}$ |  | 9,732 |  | 11,562 |  | 16,455 |  | 18,932 |  | 26,775 |
| Other consumer |  | 7,233 |  | 6,577 |  | 7,084 |  | 4,850 |  | 5,271 |
| Total consumer |  | 44,621 |  | 48,224 |  | 51,235 |  | 55,209 |  | 68,256 |
| Total net charge-offs | \$ | 83,917 | \$ | 90,555 | \$ | $\underline{\text { 97,534 }}$ | \$ | $\underline{\text { 165,083 }}$ | \$ | 172,251 |


| Net charge-offs - annualized percentages: |
| :--- |
| Commercial: |
| Commercial and industrial |
| Commercial real estate: |
| Construction |
| Commercial |
| Commercial real estate |
| Total commercial |
| Consumer: |
| Automobile |
| Home equity |
| Residential mortgage(1) |
| Other consumer |
| Total consumer |

(1) The 2010 fourth quarter included net charge-offs of $\$ 16,389$ thousand related to the sale of certain underperforming residential mortgage loans.

## Huntington Bancshares Incorporated

Unaudited)

${ }^{(1)}$ Other nonperforming assets represent an investment security backed by a municipal bond.
(2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

## Huntington Bancshares Incorporated

## Quarterly Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans <br> (Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  |  |  | $\frac{2010}{\text { December 31, }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  | September 30, |  | June 30, |  | March 31, |  |  |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 45,198 |  | 32,850 |  | 33,975 |  | 41,858 |  | 53,983 |
| Home equity |  | 20,198 |  | 20,420 |  | 17,451 |  | 24,130 |  | 23,497 |
| Other consumer |  | 8,253 |  | 7,755 |  | 6,227 |  | 7,578 |  | 10,177 |
| Total, excl. loans guaranteed by the U.S. Government |  | 73,649 |  | 61,025 |  | 57,653 |  | 73,566 |  | 87,657 |
| Add: loans guaranteed by U.S. Government |  | 96,703 |  | 84,413 |  | 76,979 |  | 94,440 |  | 98,288 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | 170,352 | \$ | 145,438 | \$ | 134,632 | \$ | 168,006 | \$ | 185,945 |
| Ratios: |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.19 \% |  | 0.16 \% |  | 0.15 \% |  | 0.19 \% |  | 0.23 \% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.25 |  | 0.21 |  | 0.19 |  | 0.25 |  | 0.26 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.44 |  | 0.37 |  | 0.34 |  | 0.44 |  | 0.49 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 303,975 | \$ | 321,598 | \$ | 240,126 | \$ | 206,462 | \$ | 222,632 |
| Residential mortgage |  | 309,678 |  | 304,365 |  | 313,772 |  | 333,492 |  | 328,411 |
| Other consumer (1) |  | 94,905 |  | 89,596 |  | 75,036 |  | 78,488 |  | 76,586 |
| Total accruing troubled debt restructured loans | \$ | 708,558 | \$ | 715,559 | \$ | 628,934 | \$ | 618,442 | \$ | 627,629 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 70,521 | \$ | 74,264 | \$ | 77,745 | \$ | 37,858 | \$ | 33,462 |
| Residential mortgage |  | 26,089 |  | 20,877 |  | 14,378 |  | 8,523 |  | 5,789 |
| Other consumer (1) |  | 482 |  | 279 |  | 140 |  | 14 |  | - |
| Total nonaccruing troubled debt restructured loans | \$ | $\underline{97,092}$ | \$ | 95,420 | \$ | 92,263 | \$ | 46,395 | \$ | 39,251 |

[^4]
## Huntington Bancshares Incorporated

## Quarterly Common Stock Summary, Capital, and Other Data

(Unaudited)

## Quarterly common stock summary


${ }^{(1)}$ High and low stock prices are intra-day quotes obtained from NASDAQ.
${ }^{(2)}$ For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011 , respectively.
(3) Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) Includes WGH offices.
(5) December 31, 2011, figures are estimated.

## Huntington Bancshares Incorporated

## Consolidated Annual Average Balance Sheets

## (Unaudited)

| (dollar amounts in millions) | Annual Average Balances |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | Change from 2010 |  | 2010 | Change from 2009 |  | 2009 |
|  |  | Amount | \% |  | Amount | \% |  |
|  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |
| Interest bearing deposits in banks | \$ 133 | \$ (156) | (54)\% | \$ 289 | \$ (72) | (20)\% | \$ 361 |
| Trading account securities | 107 | (51) | (32) | 158 | 13 | 9 | 145 |
| Federal funds sold and securities purchased under resale agreements | 5 | 5 | - | - | (10) | (100) | 10 |
| Loans held for sale | 288 | (241) | (46) | 529 | (53) | (9) | 582 |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |
| Taxable | 8,371 | (389) | (4) | 8,760 | 2,659 | 44 | 6,101 |
| Tax-exempt | 428 | 17 | 4 | 411 | 197 | 92 | 214 |
| Total available-for-sale and other securities | 8,799 | (372) | (4) | 9,171 | 2,856 | 45 | 6,315 |
| Held-to-maturity securities - taxable | 375 | 375 | - | - |  | - | - |
| Loans and leases:(1) |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |
| Commercial and industrial | 13,597 | 1,166 | 9 | 12,431 | (705) | (5) | 13,136 |
| Commercial real estate: |  |  |  |  |  |  |  |
| Construction | 592 | (504) | (46) | 1,096 | (762) | (41) | 1,858 |
| Commercial | 5,613 | (516) | (8) | 6,129 | $(1,169)$ | (16) | 7,298 |
| Commercial real estate | 6,205 | $(1,020)$ | (14) | 7,225 | $(1,931)$ | (21) | 9,156 |
| Total commercial | 19,802 | 146 | 1 | 19,656 | $(2,636)$ | (12) | 22,292 |
| Consumer: |  |  |  |  |  |  |  |
| Automobile | 5,877 | 987 | 20 | 4,890 | 1,344 | 38 | 3,546 |
| Home equity | 7,940 | 350 | 5 | 7,590 | - | - | 7,590 |
| Residential mortgage | 4,717 | 241 | 5 | 4,476 | (66) | (1) | 4,542 |
| Other consumer | 531 | (130) | (20) | 661 | (61) | (8) | 722 |
| Total consumer | 19,065 | 1,448 | 8 | 17,617 | 1,217 | 7 | 16,400 |
| Total loans and leases | 38,867 | 1,594 | 4 | 37,273 | $(1,419)$ | (4) | 38,692 |
| Allowance for loan and lease losses | $(1,109)$ | 321 | (22) | $(1,430)$ | (474) | 50 | (956) |
| Net loans and leases | 37,758 | 1,915 | 5 | 35,843 | $(1,893)$ | (5) | 37,736 |
| Total earning assets | 48,574 | 1,154 | 2 | 47,420 | 1,315 | 3 | 46,105 |
| Cash and due from banks | 1,436 | (82) | (5) | 1,518 | (614) | (29) | 2,132 |
| Intangible assets | 645 | (57) | (8) | 702 | (700) | (50) | 1,402 |
| All other assets | 4,204 | (160) | (4) | 4,364 | 607 | 16 | 3,757 |
| Total assets | \$53,750 | \$ 1,176 | $2 \%$ | \$52,574 | \$ $\quad 134$ | - \% | \$52,440 |
|  |  |  |  |  |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ 8,653 | \$ 1,794 | 26 \% | \$ 6,859 | \$ 802 | 13 \% | \$ 6,057 |
| Demand deposits - interest-bearing | 5,517 | (62) | (1) | 5,579 | 763 | 16 | 4,816 |
| Money market deposits | 13,322 | 1,579 | 13 | 11,743 | 4,527 | 63 | 7,216 |
| Savings and other domestic deposits | 4,735 | 93 | 2 | 4,642 | (239) | (5) | 4,881 |
| Core certificates of deposit | 7,702 | $(1,486)$ | (16) | 9,188 | $(2,756)$ | (23) | 11,944 |
| Total core deposits | 39,929 | 1,918 | 5 | 38,011 | 3,097 | 9 | 34,914 |
| Other domestic deposits of \$250,000 or more | 465 | (232) | (33) | 697 | (144) | (17) | 841 |
| Brokered deposits and negotiable CDs | 1,422 | (181) | (11) | 1,603 | $(1,544)$ | (49) | 3,147 |
| Deposits in foreign offices | 389 | (38) | (9) | 427 | (60) | (12) | 487 |
| Total deposits | 42,205 | 1,467 | 4 | 40,738 | 1,349 | 3 | 39,389 |
| Short-term borrowings | 2,055 | 609 | 42 | 1,446 | 513 | 55 | 933 |
| Federal Home Loan Bank advances | 111 | (62) | (36) | 173 | $(1,063)$ | (86) | 1,236 |
| Subordinated notes and other long-term debt | 3,165 | (615) | (16) | 3,780 | (541) | (13) | 4,321 |
| Total interest-bearing liabilities | 38,883 | (395) | (1) | 39,278 | (544) | (1) | 39,822 |
| All other liabilities | 976 | 20 | 2 | 956 | 182 | 24 | 774 |
| Shareholders' equity | 5,238 | (243) | (4) | 5,481 | (306) | (5) | 5,787 |
| Total liabilities and shareholders' equity | \$53,750 | \$ 1,176 | $2 \%$ | \$52,574 | \$ 134 | -\% | \$52,440 |

[^5]
## Huntington Bancshares Incorporated

## Consolidated Annual Net Interest Margin Analysis - Interest Income / Expense (1)

## (Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2009 |  |
| Assets |  |  |  |  |  |  |
| Interest bearing deposits in banks | \$ | 143 | \$ | 804 | \$ | 1,146 |
| Trading account securities |  | 1,463 |  | 2,875 |  | 4,329 |
| Federal funds sold and securities purchased under resale agreements |  | 5 |  | - |  | 50 |
| Loans held for sale |  | 12,298 |  | 25,687 |  | 29,951 |
| Available-for-sale and other securities: |  |  |  |  |  |  |
| Taxable |  | 207,984 |  | 239,065 |  | 249,968 |
| Tax-exempt |  | 18,326 |  | 18,767 |  | 14,214 |
| Total available-for-sale and other securities |  | 226,310 |  | 257,832 |  | 264,182 |
| Held-to-maturity securities - taxable |  | 11,213 |  | - |  | - |
| Loans and leases: |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |
| Commercial and industrial |  | 585,615 |  | 660,598 |  | 664,611 |
| Commercial real estate: |  |  |  |  |  |  |
| Construction |  | 22,988 |  | 30,595 |  | 50,851 |
| Commercial |  | 222,692 |  | 234,858 |  | 262,325 |
| Commercial real estate |  | 245,680 |  | 265,453 |  | 313,176 |
| Total commercial |  | 831,295 |  | 926,051 |  | 977,787 |
| Consumer: |  |  |  |  |  |  |
| Automobile |  | 293,211 |  | 295,201 |  | 252,553 |
| Home equity |  | 355,005 |  | 383,732 |  | 426,177 |
| Residential mortgage |  | 213,612 |  | 216,805 |  | 237,418 |
| Other consumer |  | 40,586 |  | 47,481 |  | 56,059 |
| Total consumer |  | 902,414 |  | 943,219 |  | 972,207 |
| Total loans and leases |  | 1,733,709 |  | 1,869,270 |  | 1,949,994 |
| Total earning assets | \$ | 1,985,141 | \$ | 2,156,468 | \$ | 2,249,652 |
|  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ | - | \$ | - | \$ | - |
| Demand deposits - interest-bearing |  | 5,096 |  | 10,393 |  | 9,485 |
| Money market deposits |  | 54,344 |  | 103,468 |  | 83,554 |
| Savings and other domestic deposits |  | 32,723 |  | 48,203 |  | 66,768 |
| Core certificates of deposit |  | 150,030 |  | 231,594 |  | 409,460 |
| Total core deposits |  | 242,193 |  | 393,658 |  | 569,267 |
| Other domestic deposits of \$250,000 or more |  | 4,492 |  | 9,207 |  | 20,832 |
| Brokered deposits and negotiable CDs |  | 12,488 |  | 35,353 |  | 83,096 |
| Deposits in foreign offices |  | 878 |  | 831 |  | 944 |
| Total deposits |  | 260,051 |  | 439,049 |  | 674,139 |
| Short-term borrowings |  | 3,500 |  | 3,007 |  | 2,366 |
| Federal Home Loan Bank advances |  | 824 |  | 3,121 |  | 12,882 |
| Subordinated notes and other long-term debt |  | 76,680 |  | 81,409 |  | 124,506 |
| Total interest-bearing liabilities |  | 341,055 |  | 526,586 |  | 813,893 |
| Net interest income | \$ | 1,644,086 | \$ | 1,629,882 | \$ | 1,435,759 |

${ }^{(1)}$ Fully-taxable equivalent (FTE) income and expense calculated assuming a $35 \%$ tax rate. See page 21 for the FTE adjustment.

## Huntington Bancshares Incorporated

## Consolidated Annual Net Interest Margin Analysis

(Unaudited)

| $\underline{\text { Fully-taxable equivalent basis }{ }^{(1)}}$ | Annual Average Rates(2) |  |  |
| :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2009 |
|  |  |  |  |
| Assets |  |  |  |
| Interest bearing deposits in banks | 0.11 \% | 0.28 \% | 0.32 \% |
| Trading account securities | 1.37 | 1.82 | 2.99 |
| Federal funds sold and securities purchased under resale agreements | 0.09 | - | 0.13 |
| Loans held for sale | 4.27 | 4.85 | 5.15 |
| Available-for-sale and other securities: |  |  |  |
| Taxable | 2.48 | 2.73 | 4.10 |
| Tax-exempt | 4.28 | 4.56 | 6.68 |
| Total available-for-sale and other securities | 2.57 | 2.81 | 4.18 |
| Held-to-maturity securities - taxable | 2.99 | - | - |
| Loans and leases:(3) |  |  |  |
| Commercial: |  |  |  |
| Commercial and industrial | 4.31 | 5.31 | 5.06 |
| Commercial real estate: |  |  |  |
| Construction | 3.88 | 2.79 | 2.74 |
| Commercial | 3.97 | 3.83 | 3.59 |
| Commercial real estate | 3.96 | 3.67 | 3.42 |
| Total commercial | 4.20 | 4.71 | 4.39 |
| Consumer: |  |  |  |
| Automobile | 4.99 | 6.04 | 7.12 |
| Home equity | 4.47 | 5.06 | 5.62 |
| Residential mortgage | 4.53 | 4.84 | 5.23 |
| Other consumer | 7.63 | 7.18 | 7.78 |
| Total consumer | 4.73 | 5.35 | 5.93 |
| Total loans and leases | 4.46 | 5.02 | 5.04 |
| Total earning assets | 4.09 \% | 4.55 \% | 4.88 \% |
| Liabilities |  |  |  |
| Deposits: |  |  |  |
| Demand deposits - noninterest-bearing | - \% | - \% | - \% |
| Demand deposits - interest-bearing | 0.09 | 0.19 | 0.20 |
| Money market deposits | 0.41 | 0.88 | 1.16 |
| Savings and other domestic deposits | 0.69 | 1.04 | 1.37 |
| Core certificates of deposit | 1.95 | 2.52 | 3.43 |
| Total core deposits | 0.77 | 1.26 | 1.97 |
| Other domestic deposits of \$250,000 or more | 0.97 | 1.32 | 2.48 |
| Brokered deposits and negotiable CDs | 0.88 | 2.21 | 2.64 |
| Deposits in foreign offices | 0.23 | 0.20 | 0.19 |
| Total deposits | 0.78 | 1.30 | 2.02 |
| Short-term borrowings | 0.17 | 0.21 | 0.25 |
| Federal Home Loan Bank advances | 0.74 | 1.80 | 1.04 |
| Subordinated notes and other long-term debt | 2.42 | 2.15 | 2.88 |
| Total interest bearing liabilities | 0.88 | 1.34 | 2.04 |
| Net interest rate spread | 3.19 | 3.21 | 2.84 |
| Impact of noninterest-bearing funds on margin | 0.20 | 0.23 | 0.27 |
| Net interest margin | 3.38 \% | 3.44 \% | 3.11 \% |

## Commercial Loan Derivative Impact

(Unaudited)

|  | Annual Average Rates(2) |  |  |
| :---: | :---: | :---: | :---: |
| Fully-taxable equivalent basis ${ }^{(1)}$ | 2011 | 2010 | 2009 |
| Commercial loans ${ }^{(2)(3)}$ | 3.81 \% | 3.85 \% | 3.74 \% |
| Impact of commercial loan derivatives | 0.39 | 0.86 | 0.65 |
| Total commercial - as reported | 4.20 \% | 4.71 \% | 4.39 \% |
| Average 30 day LIBOR | 0.23 \% | 0.27 \% | 0.33 \% |

${ }^{(1)}$ Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 21 for the FTE adjustment.
${ }^{(2)}$ Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
${ }^{(3)}$ Includes the impact of nonaccrual loans.

## Huntington Bancshares Incorporated

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Year Ended December 31, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | Change from 2010 |  | 2010 | $\begin{gathered} \text { Change from } \\ 2009 \end{gathered}$ |  | 2009 |
|  |  | Amount | \% |  | Amount | \% |  |
| Interest income | \$1,970,226 | $\overline{\$(175,166)}$ | (8) \% | \$2,145,392 | \$ (92,750) | (4)\% | \$2,238,142 |
| Interest expense | 341,056 | $(185,531)$ | (35) | 526,587 | $(287,268)$ | (35) | 813,855 |
| Net interest income | 1,629,170 | 10,365 | 1 | 1,618,805 | 194,518 | 14 | 1,424,287 |
| Provision for credit losses | 174,059 | $(460,488)$ | (73) | 634,547 | $(1,440,124)$ | (69) | 2,074,671 |
| Net interest income after provision for credit losses | 1,455,111 | 470,853 | 48 | 984,258 | 1,634,642 | N.R. | $(650,384)$ |
| Service charges on deposit accounts | 243,507 | $(23,508)$ | (9) | 267,015 | $(35,784)$ | (12) | 302,799 |
| Trust services | 119,382 | 6,827 | 6 | 112,555 | 8,916 | 9 | 103,639 |
| Electronic banking | 111,697 | 1,463 | 1 | 110,234 | 10,083 | 10 | 100,151 |
| Mortgage banking income | 83,408 | $(92,374)$ | (53) | 175,782 | 63,484 | 57 | 112,298 |
| Brokerage income | 80,367 | 11,512 | 17 | 68,855 | 4,012 | 6 | 64,843 |
| Insurance income | 69,470 | $(6,943)$ | (9) | 76,413 | 3,087 | 4 | 73,326 |
| Bank owned life insurance income | 62,336 | 1,270 | 2 | 61,066 | 6,194 | 11 | 54,872 |
| Capital markets fees | 36,540 | 12,654 | 53 | 23,886 | 13,035 | 120 | 10,851 |
| Gain on sale of loans | 31,944 | 25,669 | 409 | 6,275 | 13,851 | (183) | $(7,576)$ |
| Automobile operating lease income | 26,771 | $(19,193)$ | (42) | 45,964 | $(5,846)$ | (11) | 51,810 |
| Securities gains (losses) | $(3,681)$ | $(3,407)$ | 1,243 | (274) | 9,975 | (97) | $(10,249)$ |
| Other income | 118,882 | 24,795 | 26 | 94,087 | $(54,793)$ | (37) | 148,880 |
| Total noninterest income | 980,623 | $(61,235)$ | (6) | 1,041,858 | 36,214 | 4 | 1,005,644 |
| Personnel costs | 892,534 | 93,561 | 12 | 798,973 | 98,491 | 14 | 700,482 |
| Outside data processing and other services | 187,195 | 27,947 | 18 | 159,248 | 11,153 | 8 | 148,095 |
| Net occupancy | 109,129 | 1,267 | 1 | 107,862 | 2,589 | 2 | 105,273 |
| Equipment | 92,544 | 6,624 | 8 | 85,920 | 2,803 | 3 | 83,117 |
| Deposit and other insurance expense | 77,692 | $(19,856)$ | (20) | 97,548 | $(16,282)$ | (14) | 113,830 |
| Marketing | 75,627 | 9,703 | 15 | 65,924 | 32,875 | 99 | 33,049 |
| Professional Services | 70,595 | $(18,183)$ | (20) | 88,778 | 12,412 | 16 | 76,366 |
| Amortization of intangibles | 53,318 | $(7,160)$ | (12) | 60,478 | $(7,829)$ | (11) | 68,307 |
| Automobile operating lease expense | 20,018 | $(17,016)$ | (46) | 37,034 | $(6,326)$ | (15) | 43,360 |
| OREO and foreclosure expense | 18,006 | $(21,043)$ | (54) | 39,049 | $(54,850)$ | (58) | 93,899 |
| Goodwill impairment | - | - | - | - | $(2,606,944)$ | (100) | 2,606,944 |
| Gain on early extinguishment of debt | $(9,697)$ | $(9,697)$ | - | - | 147,442 | (100) | $(147,442)$ |
| Other expense | 141,539 | 8,548 | 6 | 132,991 | 24,828 | 23 | 108,163 |
| Total noninterest expense | 1,728,500 | 54,695 | 3 | $\underline{1,673,805}$ | (2,359,638) | (59) | 4,033,443 |
| Income (loss) before income taxes | 707,234 | 354,923 | 101 | 352,311 | 4,030,494 | N.R. | $(3,678,183)$ |
| Provision (benefit) for income taxes | 164,621 | 124,657 | 312 | 39,964 | 623,968 | N.R. | $(584,004)$ |
| Net income (loss) | $\stackrel{\text { \$ 542,613 }}{=}$ | \$ 230,266 | 74 | \$ 312,347 | \$ 3,406,526 | N.R. | $\stackrel{\$(3,094,179)}{\underline{\text { (74,756 }}}$ |
| Dividends on preferred shares | 30,813 | (141,219) | (82) | 172,032 | $(2,724)$ | (2) | 174,756 |
| Net income (loss) applicable to common shares | $\stackrel{\$ 11,800}{=}$ | \$ 371,485 | 265 | \$ 140,315 | \$ 3,409,250 | N.R. $\%$ | $\stackrel{\$(3,268,935)}{=}$ |
| Average common shares - basic | 863,691 | 136,757 | 19 \% | 726,934 | 194,132 | $36 \%$ | 532,802 |
| Average common shares - diluted (2) | 867,624 | 138,092 | 19 | 729,532 | 196,730 | 37 | 532,802 |
| Per common share |  |  |  |  |  |  |  |
| Net income - basic | \$ 0.59 | \$ 0.40 | 211 | \$ 0.19 | \$ 6.33 | N.R. | \$ (6.14) |
| Net income - diluted | 0.59 | 0.40 | 211 | 0.19 | 6.33 | N.R. | (6.14) |
| Cash dividends declared | 0.10 | 0.06 | 150 | 0.04 | - | - | 0.04 |
| Return on average total assets | 1.01\% | 0.42\% | 71 | 0.59\% | 6.49\% | N.R. | (5.90)\% |
| Return on average common shareholders' equity | 10.5 | 6.8 | 184 | 3.7 | 84.5 | N.R. | (80.8) |
| Return on average tangible common shareholders' equity (3) | 12.7 | 7.1 | 127 | 5.6 | 28.0 | N.R. | (22.4) |
| Net interest margin ${ }^{(4)}$ | 3.38 | (0.05) | (2) | 3.44 | 0.33 | 11 | 3.11 |
| Efficiency ratio ${ }^{(5)}$ | 63.7 | 3.3 | 5 | 60.4 | 5.0 | 9 | 55.4 |
| Effective tax rate | 23.3 | 12.0 | 106 | 11.3 | 27.2 | N.R. | (15.9) |
| Revenue - fully taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$1,629,170 | \$ 10,365 | 1 | \$1,618,805 | \$ 194,518 | 14 | \$ 1,424,287 |
| FTE adjustment ${ }^{(4)}$ | 14,916 | 3,839 | 35 | 11,077 | (395) | (3) | 11,472 |
| Net interest income | 1,644,086 | 14,204 | 1 | 1,629,882 | 194,123 | 14 | 1,435,759 |
| Noninterest income | 980,623 | $(61,235)$ | (6) | 1,041,858 | 36,214 | 4 | 1,005,644 |
| Total revenue | -\$2,624,709 | \$ (47,031) | (2) \% | \$2,671,740 | \$ $\overline{\text { 230,337 }}$ | $9 \%$ | \$ 2,441,403 |

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

On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
${ }^{(5)} \quad$ Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).

Huntington Bancshares Incorporated

## Annual Mortgage Banking Income

(Unaudited)

| (dollar amounts in thousands, except as noted) | Year Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2009 |  | 2008 |  | 2007 |  |
| Mortgage banking income |  |  |  |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ | 68,217 | \$ | 117,440 | \$ | 94,711 | \$ | 37,257 | \$ | 25,965 |
| Servicing fees |  | 49,096 |  | 48,123 |  | 48,494 |  | 45,558 |  | 36,012 |
| Amortization of capitalized servicing |  | $(37,369)$ |  | $(47,165)$ |  | $(47,571)$ |  | $(26,634)$ |  | $(20,587)$ |
| Other mortgage banking income |  | 15,506 |  | 16,629 |  | 23,360 |  | 16,768 |  | 13,198 |
| Subtotal |  | 95,450 |  | 135,027 |  | 118,994 |  | 72,949 |  | 54,588 |
| MSR valuation adjustment ${ }^{1}$ ) |  | $(53,897)$ |  | $(12,721)$ |  | 34,305 |  | $(52,668)$ |  | $(16,131)$ |
| Net trading gains (losses) related to MSR hedging |  | 41,855 |  | 53,476 |  | $(41,001)$ |  | $(11,287)$ |  | $(8,653)$ |
| Total mortgage banking income | \$ | 83,408 | \$ | $\underline{175,782}$ | \$ | 112,298 | \$ | 8,994 | \$ | $\underline{29,804}$ |
| Mortgage originations (in millions) | \$ | 3,921 | \$ | 5,476 | \$ | 5,262 | \$ | 3,773 | \$ | 3,493 |
| Average trading account securities used to hedge MSRs(in millions) |  | 20 |  | 64 |  | 70 |  | 1,031 |  | 594 |
| Capitalized mortgage servicing rights ${ }^{(2)}$ |  | 137,435 |  | 196,194 |  | 214,592 |  | 167,438 |  | 207,894 |
| Total mortgages serviced for others (in millions) ${ }^{(2)}$ |  | 15,886 |  | 15,933 |  | 16,010 |  | 15,754 |  | 15,088 |
| MSR \% of investor servicing portfolio |  | 0.87\% |  | 1.23\% |  | 1.34\% |  | 1.06\% |  | 1.38\% |
| Net impact of MSR hedging |  |  |  |  |  |  |  |  |  |  |
| MSR valuation adjustment ${ }^{1}$ ( | \$ | $(53,897)$ | \$ | $(12,721)$ | \$ | 34,305 | \$ | $(52,668)$ | \$ | $(16,131)$ |
| Net trading gains (losses) related to MSR hedging |  | 41,855 |  | 53,476 |  | $(41,001)$ |  | $(11,287)$ |  | $(8,653)$ |
| Net interest income related to MSR hedging |  | 166 |  | 972 |  | 2,999 |  | 33,139 |  | 5,797 |
| Net gain (loss) on MSR hedging | \$ | $(11,876)$ | \$ | 41,727 | \$ | (3,697) | \$ | $\underline{(30,816)}$ | \$ | $(18,987)$ |

${ }^{(1)}$ 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)

| (dollar amounts in thousands) | Year Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2009 |  | 2008 |  | 2007 |  |
| Allowance for loan and lease losses, beginning of period | \$ | 1,249,008 | \$ | 1,482,479 | \$ | 900,227 | \$ | 578,442 | \$ | 272,068 |
| Acquired allowance for loan and lease losses |  | 0 |  | 0 |  | 0 |  | 0 |  | 188,128 |
| Loan and lease losses |  | $(557,753)$ |  | $(1,003,907)$ |  | $(1,561,378)$ |  | $(806,330)$ |  | $(517,942)$ |
| Recoveries of loans previously charged off |  | 120,664 |  | 129,433 |  | 84,791 |  | 48,263 |  | 40,311 |
| Net loan and lease losses |  | $(437,089)$ |  | $(874,474)$ |  | $(1,476,587)$ |  | $(758,067)$ |  | $(477,631)$ |
| Provision for loan and lease losses |  | 167,730 |  | 641,299 |  | 2,069,931 |  | 1,067,789 |  | 628,802 |
| Economic reserve transfer |  | 0 |  | 0 |  | 0 |  | 12,063 |  | 0 |
| Allowance of assets sold |  | $(14,821)$ |  | (296) |  | $(9,188)$ |  | - |  | - |
| Allowance for loans transferred to held for sale |  | 0 |  | 0 |  | $(1,904)$ |  | - |  | $(32,925)$ |
| Allowance for loan and lease losses, end of period | \$ | 964,828 | \$ | 1,249,008 | \$ | 1,482,479 | \$ | 900,227 | \$ | 578,442 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 42,127 | \$ | 48,879 | \$ | 44,139 | \$ | 66,528 | \$ | 40,161 |
| Acquired AULC |  | 0 |  | 0 |  | 0 |  | 0 |  | 11,541 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses |  | 6,329 |  | $(6,752)$ |  | 4,740 |  | $(10,326)$ |  | 14,826 |
| Economic reserve transfer |  | 0 |  | 0 |  | 0 |  | $(12,063)$ |  | 0 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 48,456 | \$ | 42,127 | \$ | 48,879 | \$ | 44,139 | \$ | 66,528 |
| Total allowance for credit losses | \$ | 1,013,284 | \$ | 1,291,135 | \$ | 1,531,358 | \$ | 944,366 | \$ | 644,970 |

Allowance for loan and lease losses (ALLL) as \% of:


## Huntington Bancshares Incorporated

## Annual Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | Year Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2009 |  | 2008 |  | 2007 |  |
| Net charge-offs by loan and lease type: |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 89,699 | \$ | 254,932 | \$ | 487,606 | \$ | 526,165 | \$ | 345,840 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 31,524 |  | 109,008 |  | 192,706 |  | 6,626 |  | 11,854 |
| Commercial |  | 116,577 |  | 166,554 |  | 490,025 |  | 62,114 |  | 27,250 |
| Commercial real estate |  | 148,101 |  | 275,562 |  | 682,731 |  | 68,740 |  | 39,104 |
| Total commercial |  | 237,800 |  | 530,494 |  | 1,170,337 |  | 594,905 |  | 384,944 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 15,067 |  | 26,572 |  | 56,332 |  | 54,565 |  | 27,692 |
| Home equity( ${ }^{1}$ ) |  | 101,797 |  | 139,373 |  | 106,176 |  | 67,556 |  | 34,426 |
| Residential mortgage ${ }^{(2)}$ |  | 56,681 |  | 152,895 |  | 110,202 |  | 21,247 |  | 11,371 |
| Other consumer |  | 25,744 |  | 25,140 |  | 33,540 |  | 19,794 |  | 19,198 |
| Total consumer |  | 199,289 |  | 343,980 |  | 306,250 |  | 163,162 |  | 92,687 |
| Total net charge-offs | \$ | 437,089 | \$ | 874,474 | \$ | 1,476,587 | \$ | $\underline{758,067}$ | \$ | 477,631 |

Net charge-offs - annualized percentages:
Commercial:
Commercial and industrial
Commercial real estate:
Construction
Commercial
Commercial real estate
Total commercial
Consumer:
Automobile
Home equity 1 (
(1) 2010 included net charge-offs of $\$ 14,678$ thousand associated with the transfer of Franklin-related loans to loans held for sale and $\$ 6,143$ thousand of other Franklinrelated net charge-offs.
${ }^{(2)} 2010$ included net charge-offs of $\$ 60,882$ thousand associated with the transfer of Franklin-related loans to loans held for sale and $\$ 10,424$ thousand of other Franklinrelated net charge-offs.

## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | December 31, |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |  | 2009 |  | 2008 |  | 2007 |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 201,846 | \$ |  | 346,720 \$ |  | 578,414 | \$ | 932,648 | \$ | 87,679 |
| Commercial real estate |  | 229,889 |  |  | 363,692 |  | 935,812 |  | 445,717 |  | 148,467 |
| Residential mortgage |  | 68,658 |  |  | 45,010 |  | 362,630 |  | 98,951 |  | 59,557 |
| Home equity |  | 40,687 |  |  | 22,526 |  | 40,122 |  | 24,831 |  | 24,068 |
| Total nonaccrual loans and leases |  | 541,080 |  |  | 777,948 |  | 1,916,978 |  | 1,502,147 |  | 319,771 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 20,330 |  |  | 31,649 |  | 71,427 |  | 63,058 |  | 60,804 |
| Commercial |  | 18,094 |  |  | 35,155 |  | 68,717 |  | 59,440 |  | 14,467 |
| Total other real estate, net |  | 38,424 |  |  | 66,804 |  | 140,144 |  | 122,498 |  | 75,271 |
| Impaired loans held for sale |  | 0 |  |  | 0 |  | 969 |  | 12,001 |  | 73,481 |
| Other NPAs (1) |  | 10,772 |  |  | - |  | - |  | - |  | 4,379 |
| Total nonperforming assets | \$ | 590,276 | \$ |  | 844,752 \$ |  | 2,058,091 | \$ | 1,636,646 | \$ | 472,902 |
| Nonperforming Franklin assets: |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | S | - | \$ |  | \$ |  | - \$ | \$ | 650,225 | \$ | - |
| Residential mortgage |  | - |  |  | - |  | 299,670 |  | - |  | - |
| Home Equity |  | - |  |  | - |  | 15,004 |  | - |  | - |
| OREO |  | - |  |  | 9,477 |  | 23,826 |  | - |  | - |
| Impaired loans held for sale |  | - |  |  | - |  | - |  | - |  | - |
| Total nonperforming Franklin assets | \$ | - | \$ |  | 9,477 \$ |  | 338,500 | \$ | 650,225 | \$ | - |
| Nonaccrual loans and leases as a \% of total loans and leases |  | 1.39 \% |  |  | 2.04 \% |  | 5.21 \% |  | 3.66 \% |  | 0.80 \% |
| NPA ratio (2) |  | 1.51 |  |  | 2.21 |  | 5.57 |  | 3.97 |  | 1.18 |
|  |  |  |  |  |  |  | December 31, |  |  |  |  |
| (dollar amounts in thousands) |  | 2011 |  |  | 2010 |  | 2009 |  | 2008 |  | 2007 |
| Nonperforming assets, beginning of period |  | \$ 844,75 |  | \$ | 2,058,091 |  | \$ 1,636,646 |  | \$ 472,902 | \$ | 193,620 |
| New nonperforming assets |  | 745,06 |  |  | 925,699 |  | 2,767,295 |  | 1,082,063 |  | 468,056 |
| Franklin impact, net |  | (9,47) |  |  | $(329,023)$ |  | $(311,726)$ |  | 650,225.0 |  | - |
| Returns to accruing status |  | (195,78) |  |  | $(370,798)$ |  | $(215,336)$ |  | $(42,161)$ |  | $(24,952)$ |
| Loan and lease losses |  | (362,78 |  |  | $(635,606)$ |  | $(1,148,135)$ |  | $(202,249)$ |  | $(120,959)$ |
| OREO losses (gains) |  | 77 | 1 |  | $(12,096)$ |  | $(62,665)$ |  | $(19,582)$ |  | $(5,795)$ |
| Payments |  | (328,29 |  |  | $(650,429)$ |  | $(497,076)$ |  | $(194,692)$ |  | $(86,093)$ |
| Sales |  | (103,96 |  |  | $(141,086)$ |  | $(110,912)$ |  | $(109,860)$ |  | $(95,467)$ |
| Nonperforming assets, end of period |  | \$ 590,27 |  | \$ | 844,752 |  | \$ 2,058,091 |  | \$ 1,636,646 | \$ | 472,902 |

(1) Other nonperforming assets represent an investment security backed by a municipal bond.
(2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

## Huntington Bancshares Incorporated

## Annual Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans

(Unaudited)

| (dollar amounts in thousands) | December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2009 |  | 2008 |  | 2007 |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | - | \$ | - | \$ | - | \$ | 10,889 | \$ | 10,474 |
| Commercial real estate |  | - |  | - |  | - |  | 59,425 |  | 25,064 |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 45,198 |  | 53,983 |  | 78,915 |  | 71,553 |  | 67,391 |
| Home equity |  | 20,198 |  | 23,497 |  | 53,343 |  | 29,039 |  | 24,086 |
| Other consumer |  | 8,253 |  | 10,177 |  | 13,400 |  | 18,039 |  | 13,962 |
| Total, excl. loans guaranteed by the U.S. Government |  | 73,649 |  | 87,657 |  | 145,658 |  | 188,945 |  | 140,977 |
| Add: loans guaranteed by U.S. Government |  | 96,703 |  | 98,288 |  | 101,616 |  | 82,576 |  | 51,174 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | $\underline{170,352}$ | \$ | $\underline{\text { 185,945 }}$ | \$ | 247,274 | \$ | 271,521 | \$ | 192,151 |
| Ratios: |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.19 \% |  | 0.23 \% |  | 0.40 \% |  | 0.46 \% |  | 0.35 \% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.25 |  | 0.26 |  | 0.28 |  | 0.20 |  | 0.13 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.44 |  | 0.49 |  | 0.49 |  | 0.66 |  | 0.48 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 303,975 | \$ | 222,632 | \$ | 157,049 | \$ | 185,333 | \$ | 1,187,368 |
| Residential mortgages |  | 309,678 |  | 328,411 |  | 219,639 |  | 82,857 |  | 32,005 |
| Other consumer (1) |  | 94,905 |  | 76,586 |  | 52,871 |  | 41,094 |  | - |
| Total accruing troubled debt restructured loans | \$ | 708,558 | \$ | 627,629 | \$ | $\underline{429,559}$ | \$ | 309,284 | \$ | $\underline{ }$ |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 70,521 | \$ | 33,462 | \$ | 157,049 | \$ | 185,333 | \$ | 1,187,368 |
| Residential mortgages |  | 26,089 |  | 5,789 |  | 219,639 |  | 82,857 |  | 32,005 |
| Other consumer (1) |  | 482 |  | - |  | 52,871 |  | 41,094 |  | - |
| Total nonaccruing troubled debt restructured loans | \$ | $\underline{97,092}$ | \$ | 39,251 | \$ | 429,559 | \$ | 309,284 | \$ | 1,219,373 |

[^6]
[^0]:    Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
    $\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
    $\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
    $\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

[^1]:    ${ }^{(1)}$ There were no commercial loans outstanding that would be considered a concentration of lending to a particular industry.

[^2]:    (1) Fully-taxable equivalent (FTE) income and expense calculated assuming a $35 \%$ tax rate. See page 10 for the FTE adjustment.

[^3]:    ${ }^{(1)}$ Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 10 for the FTE adjustment.
    ${ }^{(2)}$ Loan, lease, and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
    ${ }^{(3)}$ Includes the impact of nonaccrual loans.

[^4]:    (1) Includes home equity, automobile, and other consumer loans.

[^5]:    ${ }^{(1)}$ Includes nonaccrual loans.

[^6]:    (1) Includes home equity, automobile, and other consumer loans.

