

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**

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

**Date of Report (Date of earliest event reported): February 14, 2012**

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**HUNTINGTON BANCSHARES INCORPORATED**  
(Exact name of registrant as specified in its charter)

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**Maryland**  
(State or other jurisdiction  
of incorporation)

**1-34073**  
(Commission  
File Number)

**31-0724920**  
(IRS Employer  
Identification No.)

**Huntington Center 41 South High Street Columbus, Ohio 43287**  
(Address of principal executive offices, including zip code)

**Registrant's telephone number, including area code: (614) 480-8300**

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

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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)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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**Item 7.01 Regulation FD Disclosure.**

The attached Analyst Handout contains information that members of Huntington Bancshares Incorporated (“Huntington”) management will use from time to time through March 31, 2012, either all or in part, during visits with investors, analysts, and other interested parties to assist their understanding of Huntington. This handout is available in the Investor Relations section of Huntington’s web site at [www.huntington-ir.com](http://www.huntington-ir.com).

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

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

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits.

The following exhibit is being furnished herewith:

Exhibit 99.1 — Analyst Handout

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**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: February 14, 2012

By: /s/ Donald R. Kimble

Donald R. Kimble,

Sr. Executive Vice President and Chief Financial Officer

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**EXHIBIT INDEX**

<u>Exhibit No.</u>	<u>Description</u>
Exhibit 99.1	Analyst Handout





## 2012 First Quarter Investor Handout

February 14, 2012

1

### Table of Contents

<b>Current Topics</b>	<b>3</b>	<b>Total consumer loans and leases</b>	<b>64</b>
<b>OCR Performance Review</b>	<b>9</b>	Indirect Auto	66
<b>Financial Review</b>	<b>18</b>	Home equity	68
Significant items impacting comparisons	24	Residential mortgages	69
<b>Income Statement</b>	<b>25</b>	Other consumer loans	71
Revenue & PTPP Growth	26	<b>Credit Quality Review</b>	<b>72</b>
Net interest margin	28	Credit quality trends overview	73
Noninterest income	31	Delinquencies	74
Noninterest expense	34	Net charge-offs	77
<b>Balance Sheet</b>	<b>36</b>	Nonaccrual & nonperforming assets	79
<b>Investment Securities</b>	<b>40</b>	Accruing 90 days past due and TDR loans	83
<b>Loan Portfolio Overview</b>	<b>46</b>	Allowance for credit losses	84
Credit exposure composition	47	Peer credit comparisons	85
Loan & lease trends	49	<b>Deposits &amp; Other Funding</b>	<b>89</b>
<b>Total commercial loans</b>	<b>52</b>	Deposit trends	91
Granularity	53	<b>Capital</b>	<b>95</b>
Risk grade distribution	54	Peer capital comparisons	99
Commercial & industrial	55	<b>Franchise &amp; leadership</b>	<b>100</b>
Commercial real estate	59	<b>Business Segment Overview</b>	<b>105</b>
CRE core / noncore	62	<b>Safe Harbor Disclosures</b>	<b>118</b>

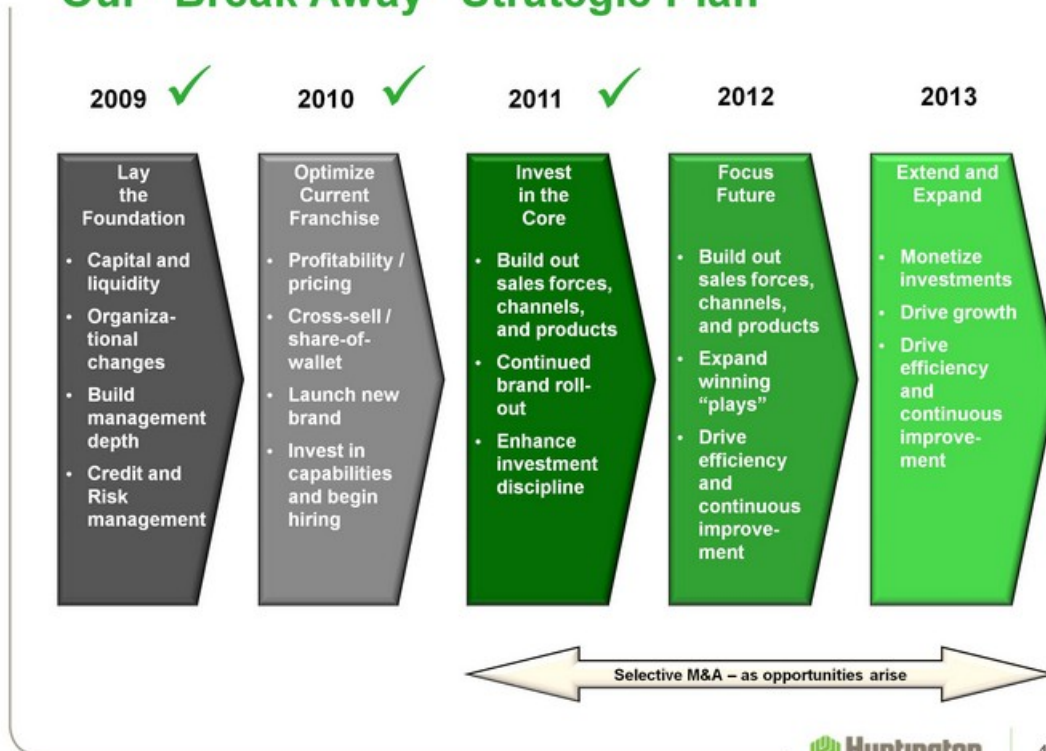


2

## Current Topics

3

## Our “Break Away” Strategic Plan



4

## Our “Break Away” Strategic Plan

### 2011

Invest  
in the  
Core

- Build out sales forces, channels, and products
- Continued brand roll-out
- Enhance investment discipline

- Opened 28 Giant Eagle in-store branches
- Third largest Small Business Administration (7a loans) lender in the country
- Launched Asterisk-Free Checking™ and Huntington Plus Checking™
- 10.3% YoY growth in Consumer Checking Households, >35% higher than initial plan
  - 69.4% with 4+ products or services, up from 73.5% in 4Q10
- 8.4% YoY growth in Commercial Relationships
  - 31.4% with 4+ products or services, up from 24.2% in 4Q10
- Expanded Auto Finance into Wisconsin & Minnesota with no net new hires and securitized \$1 billion of indirect auto loans
- Raised the dividend to \$0.04/ quarter (20-30% payout)
  
- 1.01% ROAA, up from 0.59% in 2010
- 12.7% ROATCE, up from 5.6% in 2010



5

## Our “Break Away” Strategic Plan

### 2012

Focus  
Future

- Build out sales forces, channels, and products
- Expand winning “plays”
- Drive efficiency and continuous improvement

- Build out of the capital market teams
- Launching healthcare and not-for-profit verticals within the commercial segment
- Opening >40 Giant Eagle in-store branches
- Rationalizing the branch network, closing or combining 29 branches (on a base of 650)
- Implementing branch image capture & processing along with other technology driven efficiency improvements



6

## The Midwest, Rust Belt to Recovery

- **Resurgence in manufacturing**
  - Hyundai – new hot-cold testing facility Michigan
  - Honda – new factory to globally manufacture a new Acura model line Ohio
  - Shell Oil – Marcellus and Utica shale oil/gas processing sites Ohio, Pennsylvania, W. Virginia
  - New steel tube plant Ohio
  - Mining Michigan
  - GE Aviation - \$12 billion in engine orders, part of Boeing/Emirates Airline agreement Ohio
- **Exports are growing**
  - Michigan
    - 2010, +37%
    - 2011, expected range of +10 to +20%
- **Job numbers are improving**
  - Unemployment – 

		Trend
• Nation (1/12)	8.3%	↓
• Ohio (12/11)	8.1%	↓
• Pennsylvania	7.6%	↓
• West Virginia	7.9%	↓
• Indiana	9.0%	↓
• Michigan	9.3%	↓
lowest since 12/08		
  - Non-farm payroll growth – 6/09 to 12/11
 

• Nation	+1.08%	↑
• 6-state region	+1.72%	↑
• Michigan	2.45%	↑
- **Public sector support**
  - Pure Michigan Business Connect - \$8 billion of investment and capital
  - JobsOhio
  - Indiana four 0.5% stepped reductions in the business tax 8.5% to 6.5% by 2015

## Important Messages

- Executing our long-term strategic plan
- Strategic initiatives are increasingly adding to revenue
- “Fair Play” is working... accelerated growth in consumer checking households and increasing cross sell
- OCR is working... accelerated growth in commercial relationships and revenue contribution
- Outlook for credit performance is for improvement - manageable should the economy weaken
- Continuously looking for improving efficiencies / effectiveness of expense spend
- Relative earnings opportunities exist in a low rate environment given current funding / deposit costs
- Strong capital position and liquidity

### *Managing Our Break Away Strategy*

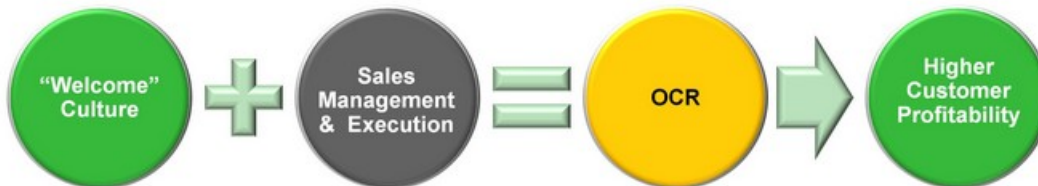


## OCR Performance Review

9

## OCR Drives Higher Customer Profitability

### The Optimal Customer Relationship (OCR) Model

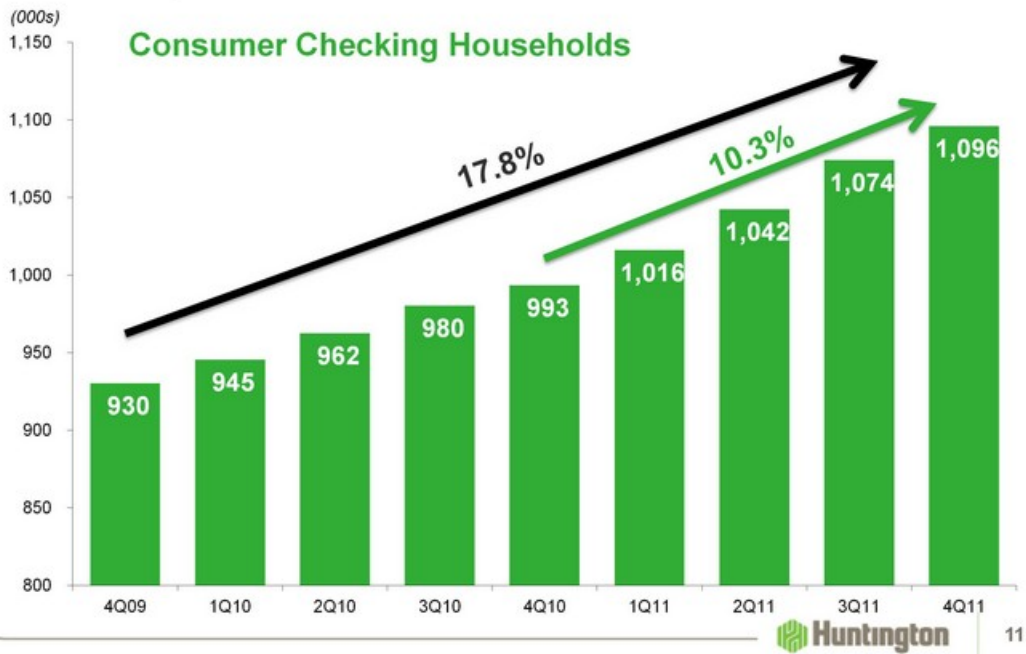


- Clearly outlined activities by segment
- Defined accountability for relationships, by segment
- Aligned goals and incentives at all levels and in all business segments
- One relationship management system – MAX
- Weekly executive results tracking, accountability, and action meetings

**Competitive Advantage**  
**One Bank / One Team for the Customer**

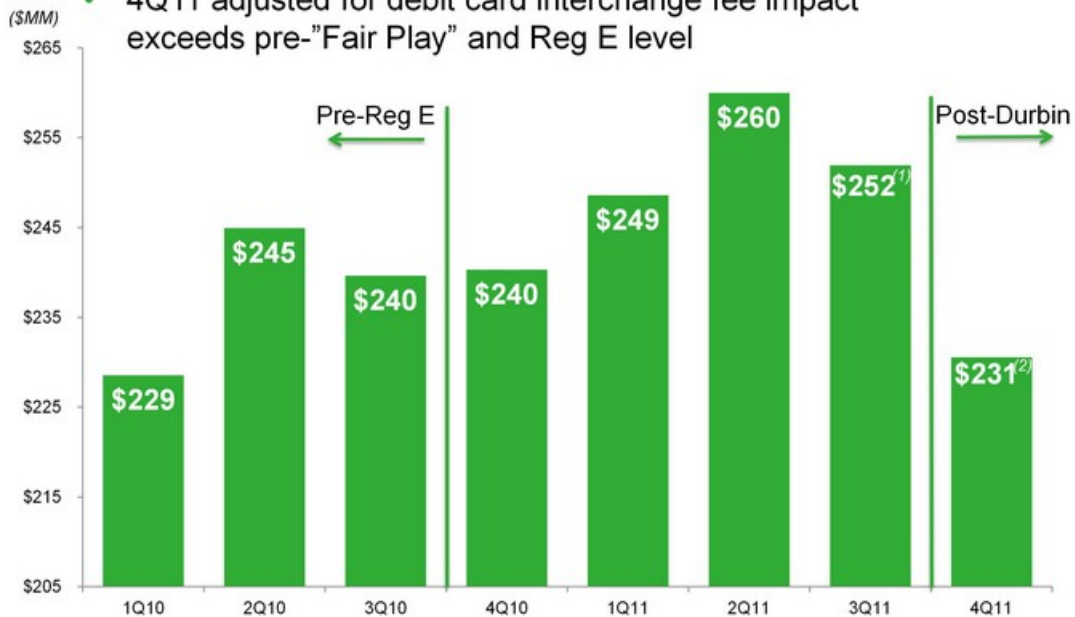
## Consumer Checking Account Household Growth

- 10.3% growth in 2011
- 17.8% growth, 166k new households since 4Q09



## Consumer Checking Household Revenue

- 4Q11 adjusted for debit card interchange fee impact exceeds pre-"Fair Play" and Reg E level

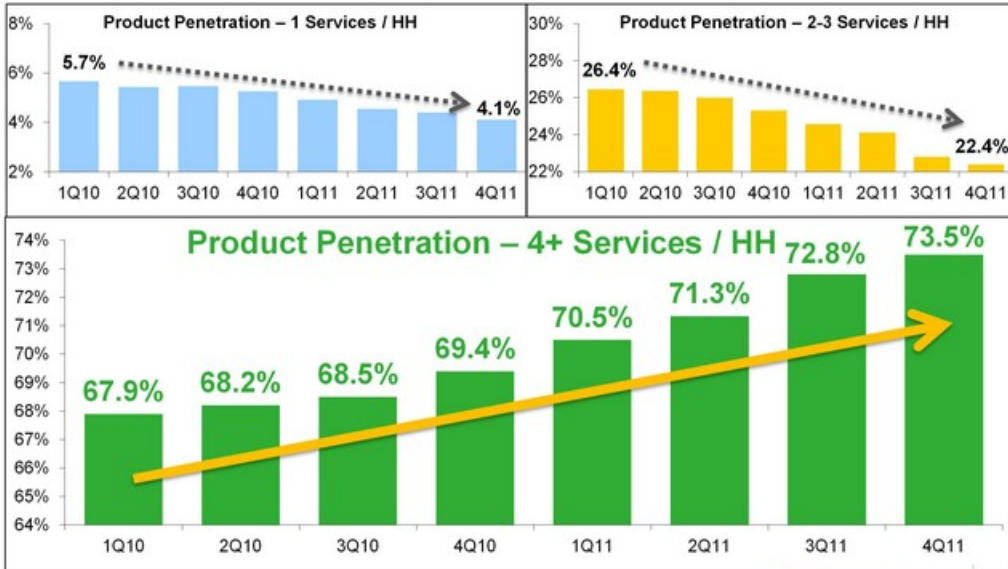


(1) Reflects lower balances on certificates of deposit

(2) Reflects debit card interchange impact and lower balances on certificates of deposit

# Not Just More Households... But More Products and Services to Drive Total Revenue

- 25 potential products or services counted: checking, savings, online bill pay, mortgage, brokerage account, insurance, etc.

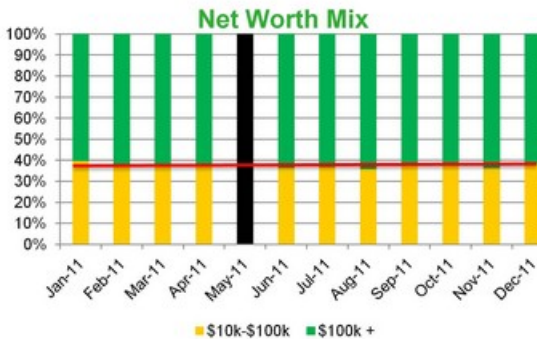
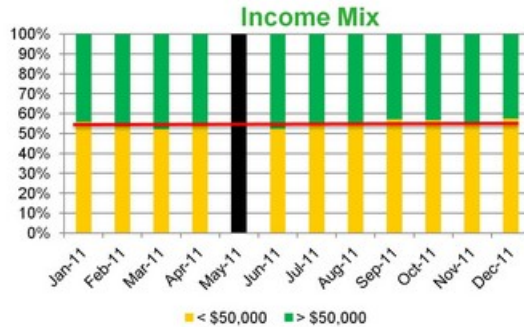


## New Branch Customer Demographics

- New customers look nearly identical pre and post the launch in May of Asterisk-Free Checking™

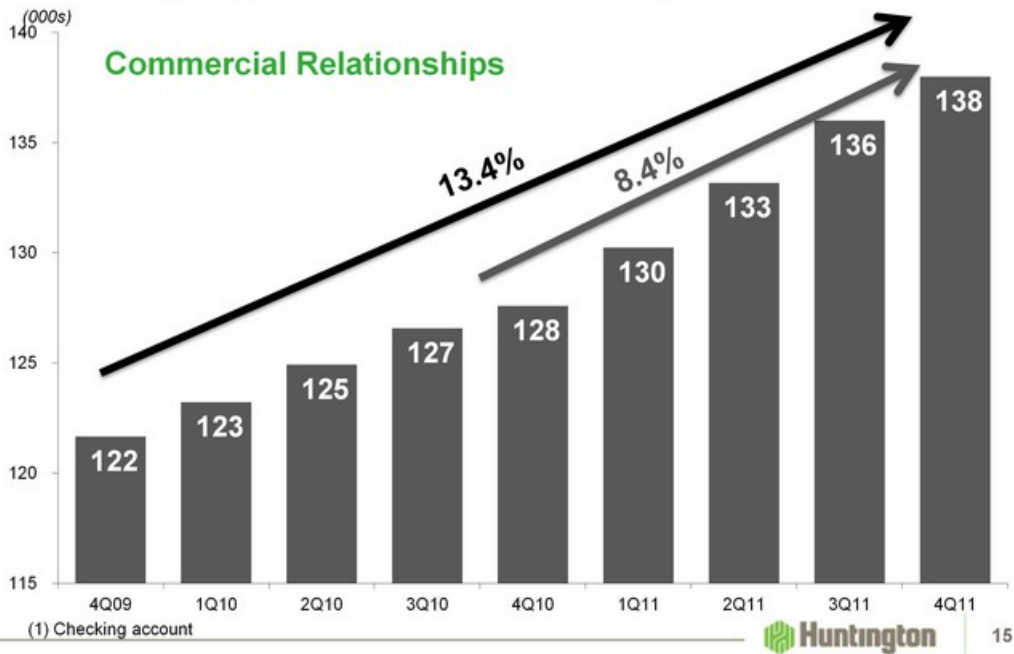
- Income
- Net Worth
- Home Owner vs. Renter

- In-store and online channels:
  - Similar income levels
  - Lower net worth



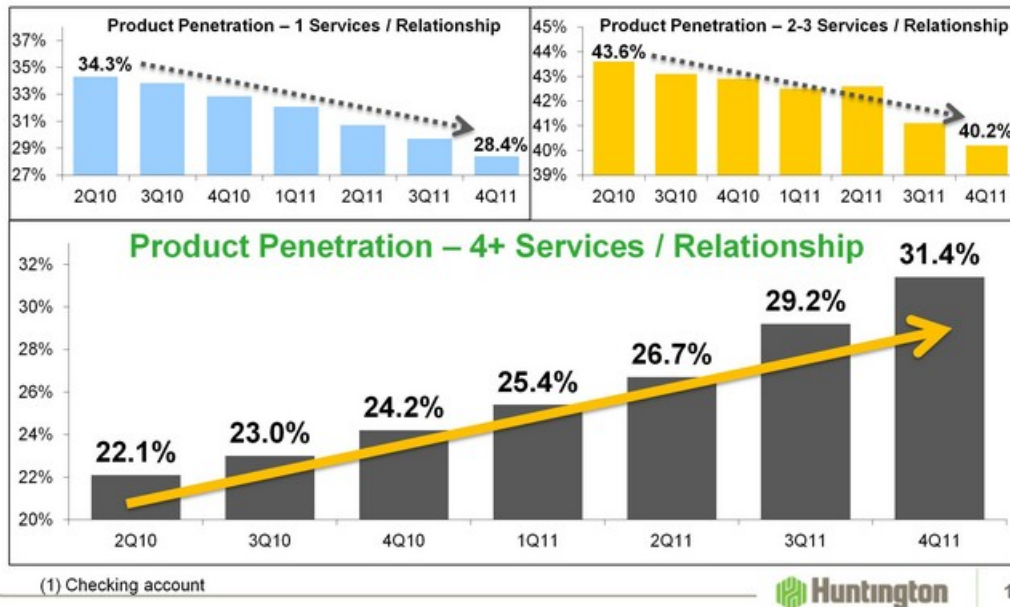
## Commercial Relationship <sup>(1)</sup> Growth

- 8.4% growth in 2011
- 13.4% growth, 16k new commercial relationships since 4Q09



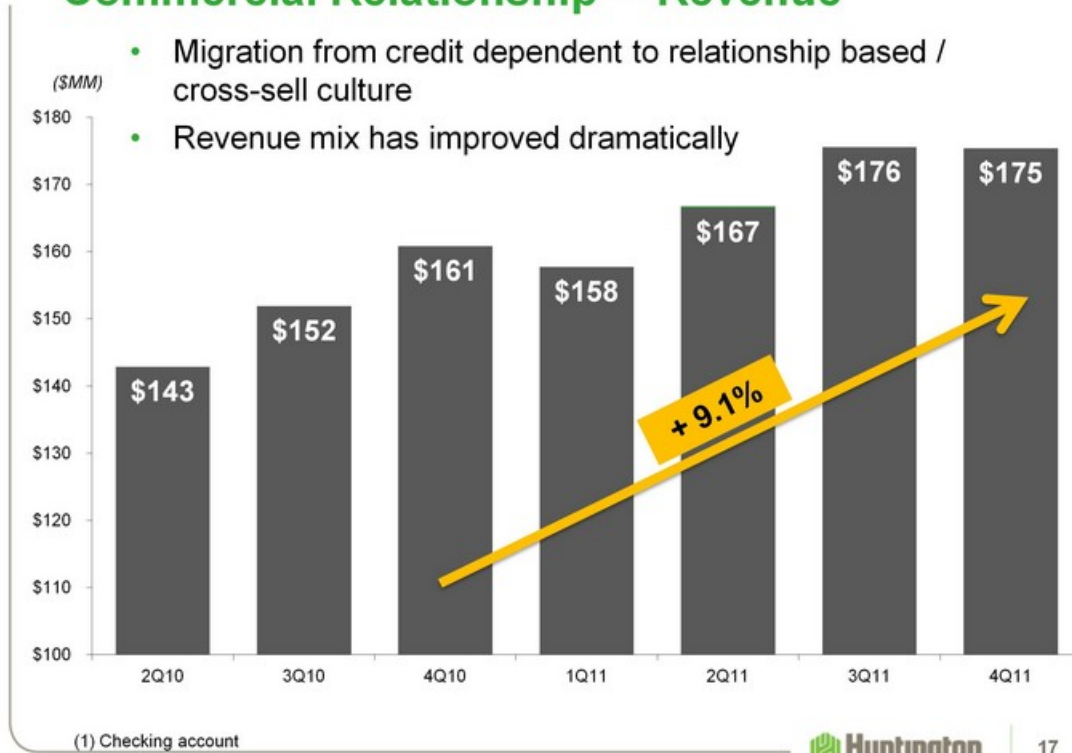
## Commercial Relationship <sup>(1)</sup> Product Penetration

- Deepening relationships and accelerating product or service cross-sell





## Commercial Relationship <sup>(1)</sup> Revenue



## Financial Review

## 2011 Highlights

- **\$542.6 MM reported net income, or \$0.59 EPS, up from \$312.3 million, or \$0.19 EPS, in 2010**
- **\$47.0 MM, or 2%, decrease in fully-taxable equivalent revenue**
  - \$61.2 MM, or 6%, decrease in noninterest income
    - \$92.4 MM decrease in mortgage banking income
    - \$23.5 MM decrease in service charges on deposit accounts
      - \$7.5 MM, or 13%, increase 4Q10 to 4Q11
    - \$26.7 MM increase in gain on sale (\$15.5 MM from 3Q11 auto securitization)
    - \$18.3 MM increase in trust services and brokerage income
    - \$12.6 MM increase in capital markets fees
  - \$14.2 MM, or 1%, increase in fully-taxable equivalent net interest income
    - 3.38% net interest margin, down 6 bps
    - 4% growth in average total loans...
      - 20% growth of average automobile loans
      - 9% growth of average commercial & industrial loans
      - 14% decline in average commercial real estate loans
    - 26% growth in average noninterest bearing demand deposits
- **\$54.7 MM, or 5%, increase in noninterest expense**
- **\$473.4 MM, or 50%, decrease in net charge-offs**



19

## 2011 Fourth Quarter Highlights

- **\$126.9 MM reported net income, or \$0.14 EPS**
- **0.92% return on average assets**
- **11.2% return on average tangible common equity**
- **\$20.8 MM, or 3%, decrease in fully-taxable equivalent revenue**
  - \$29.2 MM, or 11%, decrease in noninterest income
    - \$17.3 MM debit card interchange reduction related to Durbin Amendment
    - \$15.5 MM of 3Q11 auto loan securitization gain
    - \$6.4 MM on Visa® related derivative loss
    - \$11.3 MM increase in mortgage banking income
  - \$8.4 MM, or 2%, increase in fully-taxable equivalent net interest income
    - 3.38% net interest margin, up 4 bps
    - 2% annualized growth in average total loans...
      - 16% annualized growth of average commercial & industrial loans
      - Strong originations in automobile loans impacted by 3<sup>rd</sup> quarter securitization
    - 56% annualized growth in average total demand deposits
- **\$8.8 MM, or 2%, decrease in noninterest expense**
  - \$9.7 million gain on the early extinguishment of debt



20

## 2011 Fourth Quarter Highlights (cont.)

- **Continued customer growth and OCR <sup>(1)</sup> success**
  - Consumer checking account households
    - 10.3% full year growth
    - 73.5% with 4+ products or services penetration, up from 69.4% in 4Q10
  - Commercial relationships
    - 8.4% full year growth
    - 31.4% with 4+ products or services penetration, up from 24.2% in 4Q10
- **Continued improvement in credit quality trends and strong reserves**
  - 7% decrease in NCOs to an annualized rate of 0.85%
  - 4% decline in total NALs
  - 187% ACL coverage of NALs, unchanged from 3Q11
- **Solid capital**
  - 8.30% tangible common equity ratio, up 8 bps
  - 10.00% Tier 1 common risk-based capital ratio, down 17 bps
  - 12.11% and 14.77% Tier 1 and Total risk-based capital ratios, down 26 and 34 bps respectively

(1) Optimal Customer Relationship



21

## Quarterly Performance Highlights

	4Q11	3Q11	2Q11	1Q11	4Q10
EPS	\$0.14	\$0.16	\$0.16	\$0.14	\$0.05
Net interest margin	3.38%	3.34%	3.40%	3.42%	3.37%
Efficiency ratio <sup>(1)</sup>	64.0%	63.5%	62.7%	64.7%	61.4%
Return on average assets	0.92%	1.05%	1.11%	0.96%	0.90%
Return on average tangible common equity	11.2%	13.0%	13.3%	12.7%	5.6%
Loan and lease growth <sup>(2)</sup>	2%	8%	5%	3%	6%
Core deposit growth <sup>(2)</sup>	14%	9%	(2)%	3%	10%
Net charge-off ratio <sup>(3)</sup>	0.85%	0.92%	1.01%	1.73%	1.82%
90-day delinquency ratio xld. US govt. guaranteed loans <sup>(4)</sup>	0.19%	0.16%	0.15%	0.19%	0.23%
Nonaccrual loans ratio <sup>(4,5)</sup>	1.39%	1.45%	1.57%	1.66%	2.04%
Nonperforming assets ratio <sup>(4,6)</sup>	1.51%	1.57%	1.67%	1.80%	2.21%
Nonaccrual loans coverage ratio <sup>(4,7)</sup>	178%	180%	174%	178%	161%
Tangible common equity ratio <sup>(4)</sup>	8.30%	8.22%	8.22%	7.81%	7.56%
Tier 1 common risk-based capital ratio <sup>(4)</sup>	10.00%	10.17%	9.92%	9.75%	9.29%
Tier 1 risk-based capital ratio <sup>(4)</sup>	12.11%	12.37%	12.14%	12.04%	11.55%
Total risk-based capital ratio <sup>(4)</sup>	14.77%	15.11%	14.89%	14.85%	14.46%

(1) Noninterest expense less amortization of intangibles / FTE net interest income + noninterest income excluding securities (losses) gains

(2) Linked-quarter annualized average balance growth rate

(3) Annualized

(4) Period end

(5) Nonaccrual loans / total loans and leases

(6) Nonperforming assets / (total loans and leases + impaired loans held for sale + net other real estate owned)

(7) Allowance for loan and lease losses / nonaccrual loans



22

## Quarterly Earnings

(SMM)	Change vs.						
	4Q11	3Q11	4Q10	3Q11		4Q10	
				Amt.	Pct.	Amt.	Pct.
Net interest income	\$ 415.0	\$ 406.5	\$ 415.3	\$ 8.5	2 %	\$ (0.3)	(0) %
Provision	45.3	43.6	87.0	1.7	4	(41.7)	(48)
Noninterest income	229.4	258.6	264.2	(29.2)	(11)	(34.9)	(13)
Noninterest expense	430.3	439.1	434.6	(8.8)	(2)	(4.3)	(1)
Pre-tax income	168.8	182.3	157.9	(13.5)	(7)	10.9	7
Net income	\$ 126.9	\$ 143.4	\$ 122.9	\$ (16.5)	(12)	\$ 4.0	3
EPS	\$ 0.14	\$ 0.16	\$ 0.05	\$ (0.02)	(13) %	\$ 0.09	180 %



23

## Significant Items Impacting Financial Performance Comparisons – Reconciliation

### 2011 – 2010 Quarterly

(in millions, except per share amounts)

	4Q11		3Q11		2Q11		1Q11	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 126.9		\$ 143.4		\$ 145.9		\$ 126.4	
Net income applicable to common shares	\$ 119.2	\$ 0.14	\$ 135.7	\$ 0.16	\$ 138.2	\$ 0.16	\$ 118.7	\$ 0.14
<b>Significant items - favorable (unfavorable) impact:</b>	Earnings (1)	EPS	Earnings (1)	EPS	Earnings (1)	EPS	Earnings (1)	EPS
Litigation reserves additions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (17.0)	\$ (0.01)
Gain on early extinguishment of debt	9.7	0.01	-	-	-	-	-	-
Visa® related derivative loss	(6.4)	(0.00)	-	-	-	-	-	-

(in millions, except per share amounts)

	4Q10		3Q10		2Q10		1Q10	
	After-tax	EPS	After-tax	EPS	After-tax	EPS	After-tax	EPS
Net income - reported earnings	\$ 122.9		\$ 100.9		\$ 48.8		\$ 39.7	
Net income applicable to common shares	\$ 39.1	\$ 0.05	\$ 71.5	\$ 0.10	\$ 19.3	\$ 0.03	\$ 10.4	\$ 0.01
<b>Significant items - favorable (unfavorable) impact:</b>	Earnings (1)	EPS	Earnings (1)	EPS	Earnings (1)	EPS	Earnings (1)	EPS
Deemed dividend (2)	\$ -	\$ (0.07)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Franklin-related	-	-	-	-	(75.5)	(0.07)	-	-
Net tax benefit recognized (2)	-	-	-	-	-	-	38.2	0.05

(1) Pre-tax unless otherwise noted

(2) After-tax

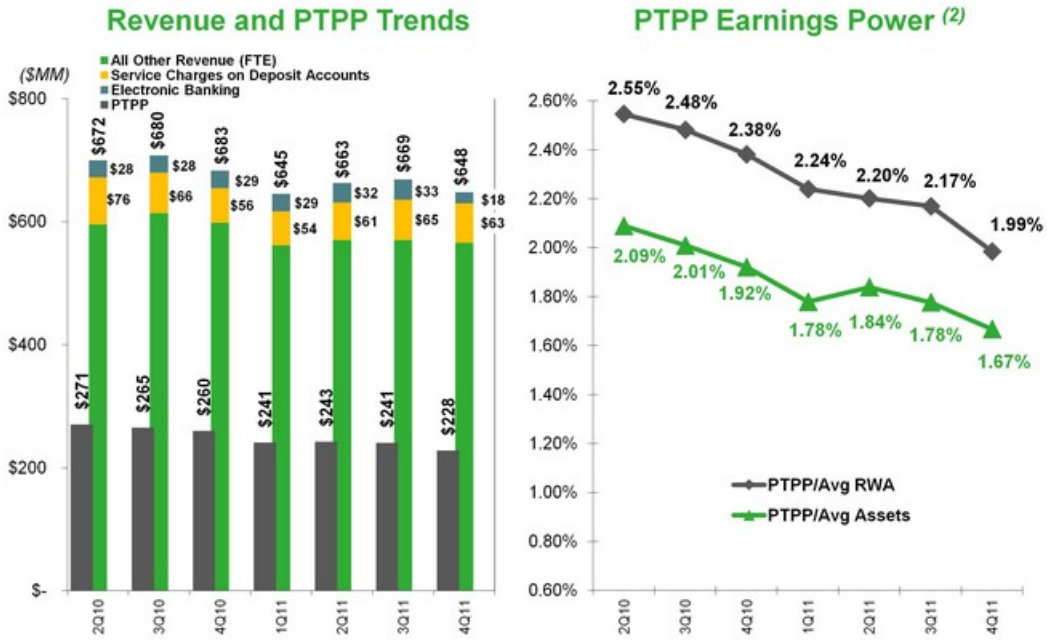


24



# Income Statement

## Revenue and PTPP Growth (1)



(1) Revenue is FTE; See Basis of Presentation for definition of PTPP, as well as PTPP Income reconciliation slide

(2) Annualized

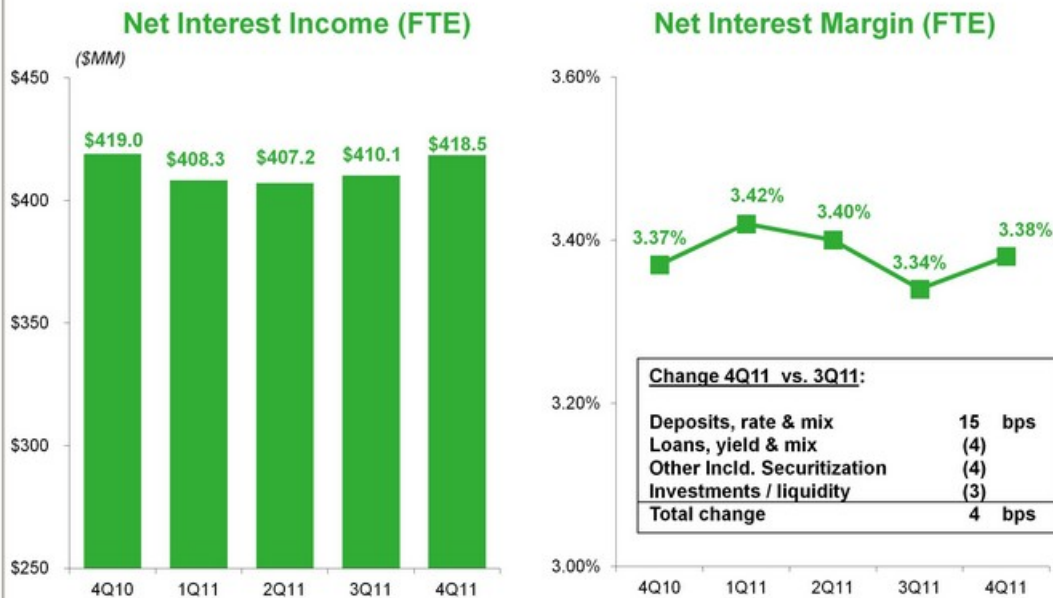
# Pre-Tax, Pre-Provision Income <sup>(1)</sup>

(in thousands)	2011				2010			
	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
<b>Income Before Income Taxes</b>	\$ 168,812	\$ 182,333	\$ 194,898	\$ 161,191	\$ 157,948	\$ 130,638	\$ 62,083	\$ 1,644
Add: Provision for credit losses	45,291	43,586	35,797	49,385	86,973	119,160	193,406	235,008
Less: Securities (losses) gains	(3,878)	(1,350)	1,507	40	(103)	(296)	156	(31)
Add: Amortization of intangibles	13,175	13,387	13,386	13,370	15,046	15,145	15,141	15,146
Less: Significant items <sup>(1)</sup>	-	-	-	(17,028)	-	-	-	-
Additions to litigation reserves	-	-	-	(17,028)	-	-	-	-
Gain on early extinguishment of debt <sup>(2)</sup>	9,697	-	-	-	-	-	-	-
Visa® related derivative loss	(6,385)	-	-	-	-	-	-	-
<b>Pre-Tax, Pre-Provision Income <sup>(1)</sup></b>	<b>\$ 227,844</b>	<b>\$ 240,656</b>	<b>\$ 242,574</b>	<b>\$ 240,934</b>	<b>\$ 260,070</b>	<b>\$ 265,237</b>	<b>\$ 270,474</b>	<b>\$ 251,829</b>
Linked-quarter change - amount	\$ (12,812)	\$ (1,918)	\$ 1,640	\$ (19,136)	\$ (5,167)	\$ (5,237)	\$ 18,645	\$ 9,768
Linked-quarter change - percent	-5.3%	-0.8%	0.7%	-7.4%	-1.9%	-1.9%	7.4%	4.0%

<sup>(1)</sup> See Basis of Presentation for definition

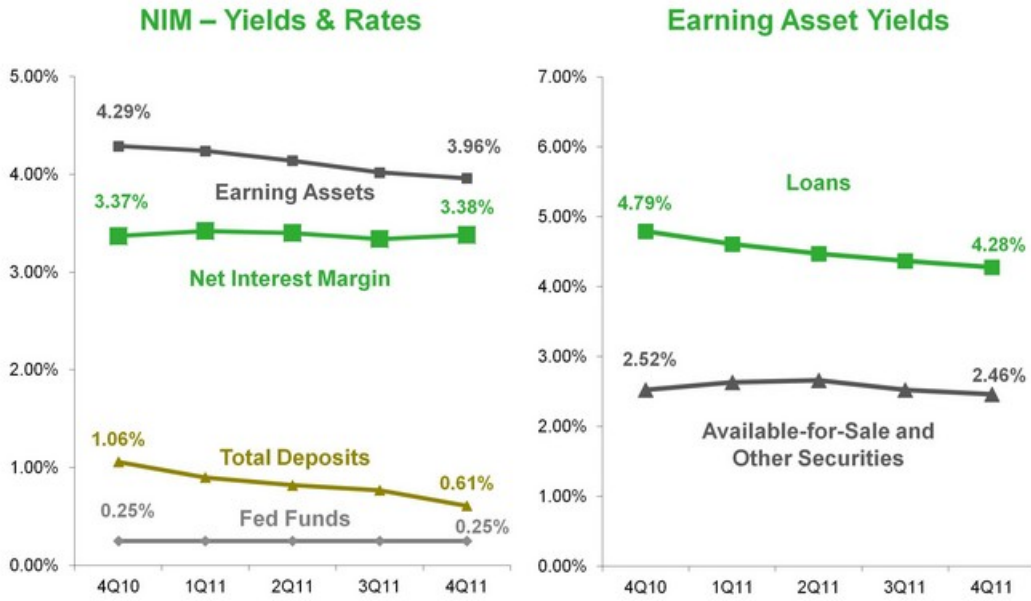
<sup>(2)</sup> Only includes transactions deemed significant

# Net Interest Income and Margin <sup>(1)</sup>

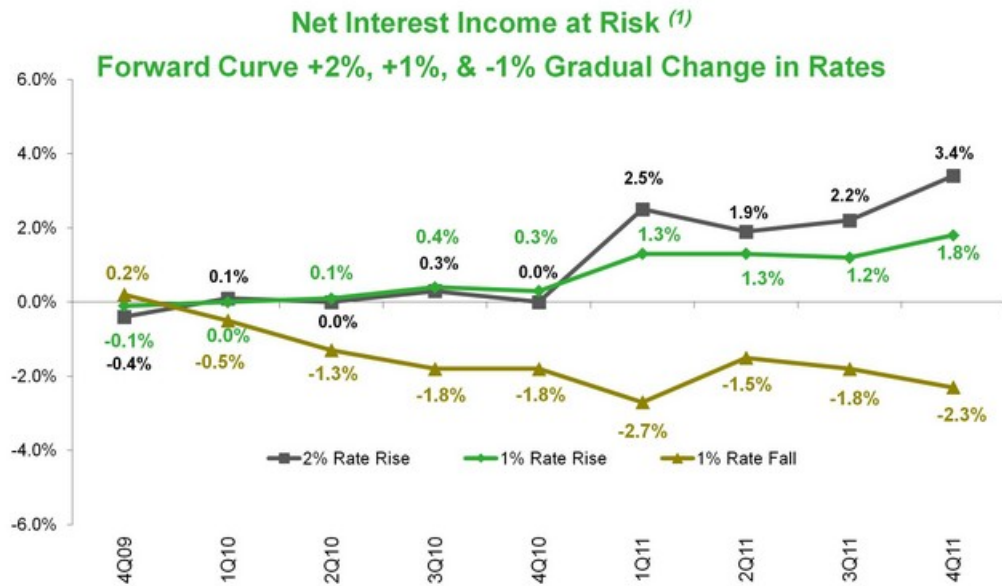


(1) Fully-taxable equivalent basis

# Net Interest Margin – Yields and Rates



# Managing Interest Rate Risk



(1) Estimated impact on annualized net interest income over the next 12-month period assuming a gradual change in rates over the next 12-month period above and beyond any rate change already implied in the current yield curve.

## Noninterest Income Trends

Linked Quarter (in millions)	2011		Change	
	Fourth Quarter	Third Quarter	Amount	%
<b>Noninterest Income</b>				
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
<b>Total noninterest income</b>	<b>\$ 229.4</b>	<b>\$ 258.6</b>	<b>\$ (29.2)</b>	<b>(11) %</b>

## Noninterest Income Trends

Prior-Year Quarter (in millions)	Fourth Quarter		Change	
	2011	2010	Amount	%
<b>Noninterest Income</b>				
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
<b>Total noninterest income</b>	<b>\$ 229.4</b>	<b>\$ 264.2</b>	<b>\$ (34.9)</b>	<b>(13) %</b>



## Mortgage Banking Income

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
Origination and secondary marketing	\$21.2	\$15.6	\$11.5	\$19.8	\$48.2
Servicing fees	12.0	12.1	12.4	12.5	11.5
Amortization of capitalized servicing	(8.8)	(9.6)	(9.1)	(9.9)	(14.0)
Other mortgage banking income	3.7	3.8	4.3	3.8	4.8
Sub-total	28.1	22.0	19.1	26.2	50.5
MSR recovery (impairment)	(7.0)	(39.4)	(8.3)	0.8	31.3
Net trading gains (losses)	3.0	30.2	13.0	(4.3)	(28.7)
Total	\$24.1	\$12.8	\$23.8	\$22.7	\$53.2
Investor servicing portfolio <sup>(1)</sup> (\$B)	\$15.9	\$16.1	\$16.3	\$16.5	\$15.9
Weighted average coupon	5.13%	5.20%	5.23%	5.27%	5.35%
Originations (\$B)	\$1.1	\$1.0	\$0.9	\$0.9	\$1.8
Mortgage servicing rights <sup>(1)</sup>	\$137.4	\$145.3	\$189.7	\$202.6	\$196.2
MSR % of investor servicing portfolio <sup>(1)</sup>	0.87%	0.90%	1.16%	1.23%	1.23%

(1) End-of-period



33

## Noninterest Expense Trends

Linked Quarter <i>(in millions)</i>	2011		Change	
	Fourth Quarter	Third Quarter	Amount	%
<b>Noninterest Expense</b>				
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) %
--	------	------	-------	-------

NR - Not relevant, as denominator of calculation is zero in prior period



34

## Noninterest Expense Trends

Prior-Year Quarter <i>(in millions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
<b>Noninterest Expense</b>				
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)
<b>Total noninterest expense</b>	<b>\$ 430.3</b>	<b>\$ 434.6</b>	<b>\$ (4.3)</b>	<b>(1) %</b>

*(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



35

## Balance Sheet

36

## Balance Sheet – Assets

(in millions)	2011		2010	Dec. '11 vs. '10	
	Dec. 31,	Sep. 30,	Dec. 31,	Amount	Percent
<b>Assets</b>					
Cash and due from banks	\$ 1,116	\$ 2,190	\$ 848	\$ 268	31.6%
Interest bearing deposits in banks	91	105	135	(44)	-32.7%
Trading account securities	46	86	185	(140)	-75.2%
Loans held for sale	1,618	335	793	825	NR
Available-for-sale securities	8,078	8,714	9,895	(1,817)	-18.4%
Held-to-maturity securities	641	658	---	641	NR
Loans and leases:					
Commercial and industrial loans and leases	14,699	13,939	13,063	1,636	12.5%
Commercial real estate loans	5,826	5,934	6,651	(825)	-12.4%
<b>Total commercial</b>	<b>20,525</b>	<b>19,873</b>	<b>19,714</b>	<b>811</b>	<b>4.1%</b>
Automobile	4,458	5,558	5,614	(1,156)	-20.6%
Home equity loans	8,215	8,079	7,713	502	6.5%
Residential mortgage loans	5,228	4,986	4,500	728	16.2%
Other consumer loans	498	516	566	(68)	-12.0%
<b>Total consumer</b>	<b>18,399</b>	<b>19,139</b>	<b>18,393</b>	<b>6</b>	<b>0.0%</b>
Loans and leases	38,924	39,012	38,107	817	2.1%
Allowance for loan and lease losses	(965)	(1,020)	(1,249)	284	-22.8%
<b>Net loans and leases</b>	<b>37,959</b>	<b>37,992</b>	<b>36,857</b>	<b>1,101</b>	<b>3.0%</b>
Bank owned life insurance	1,550	1,538	1,500	49	3.3%
Premises and equipment	564	543	492	73	14.8%
Goodwill	444	444	444	---	0.0%
Other intangible assets	175	188	229	(53)	-23.3%
Accrued income and other assets	2,168	2,185	2,440	(272)	-11.2%
<b>Total assets</b>	<b>\$ 54,451</b>	<b>\$ 54,979</b>	<b>\$ 53,820</b>	<b>\$ 631</b>	<b>1.2%</b>

NR = Not relevant



37

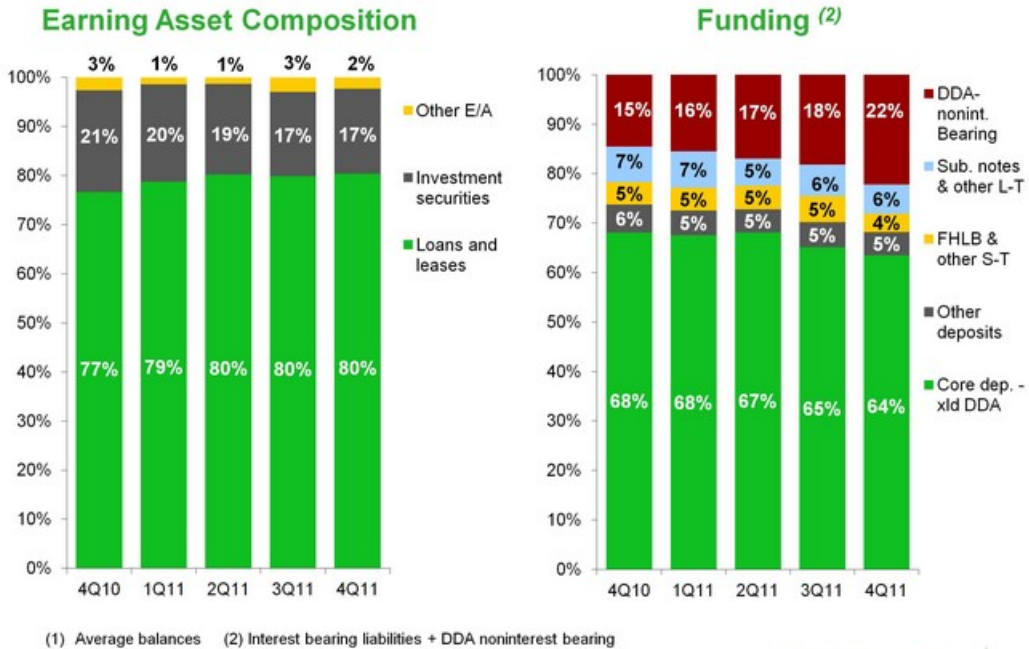
## Balance Sheet – Liabilities and Shareholders' Equity

(in millions)	2011		2010	Dec '11 vs. '10	
	Dec. 31,	Sep. 30,	Dec. 31,	Amount	Percent
<b>Liabilities</b>					
Demand deposits - non-interest bearing	\$ 11,158	\$ 9,502	\$ 7,217	\$ 3,941	54.6%
Demand deposits - interest bearing	5,722	5,763	5,469	253	4.6%
Money market deposits	13,117	13,759	13,410	(293)	-2.2%
Savings and other domestic deposits	4,698	4,711	4,643	55	1.2%
Core certificates of deposit	6,513	7,084	8,525	(2,012)	-23.6%
<b>Total core deposits</b>	<b>41,208</b>	<b>40,819</b>	<b>39,264</b>	<b>1,944</b>	<b>5.0%</b>
Other domestic deposits of \$250,000 or more	390	421	675	(285)	-42.2%
Brokered deposits and negotiable CDs	1,321	1,535	1,532	(211)	-13.8%
Deposits in foreign offices	361	445	383	(22)	-5.7%
<b>Total deposits</b>	<b>43,280</b>	<b>43,220</b>	<b>41,854</b>	<b>1,426</b>	<b>3.4%</b>
Short-term borrowings	1,441	2,225	2,041	(600)	-29.4%
Federal Home Loan Bank advances	363	14	173	190	NR
Other long-term debt	1,232	1,422	2,144	(913)	-42.6%
Subordinated notes	1,503	1,537	1,497	6	0.4%
Accrued expenses and other liabilities	1,214	1,161	1,131	83	7.4%
<b>Total liabilities</b>	<b>49,033</b>	<b>49,578</b>	<b>48,839</b>	<b>193</b>	<b>0.4%</b>
<b>Shareholders' equity</b>					
Preferred stock	386	363	363	23	6.4%
Common stock	9	9	9	(0)	-3.8%
Capital surplus	7,597	7,594	7,630	(33)	-0.4%
Less treasury shares, at cost	(10)	(10)	(9)	(1)	13.9%
Accumulated other comprehensive loss	(174)	(80)	(197)	24	-12.0%
Retained earnings	(2,390)	(2,474)	(2,814)	425	-15.1%
<b>Total shareholders' equity</b>	<b>5,418</b>	<b>5,400</b>	<b>4,981</b>	<b>438</b>	<b>8.8%</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 54,451</b>	<b>\$ 54,979</b>	<b>\$ 53,820</b>	<b>\$ 631</b>	<b>1.2%</b>



38

# Earning Assets and Funding Composition (1)

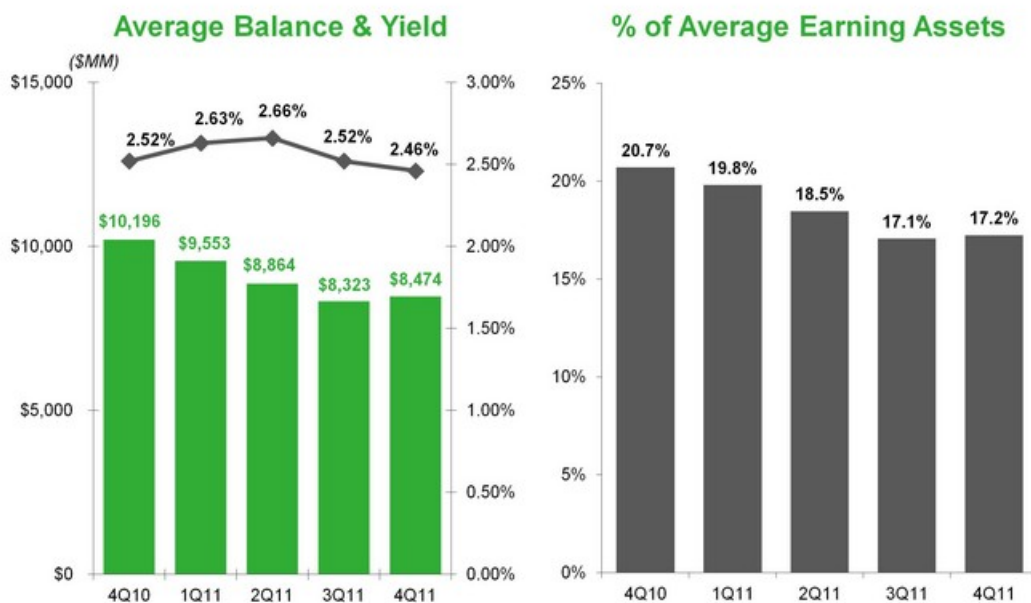


## Investment Securities

40



## Available-For-Sale and Other Securities



## Securities Trends <sup>(1)</sup>

### Linked Quarter - Average

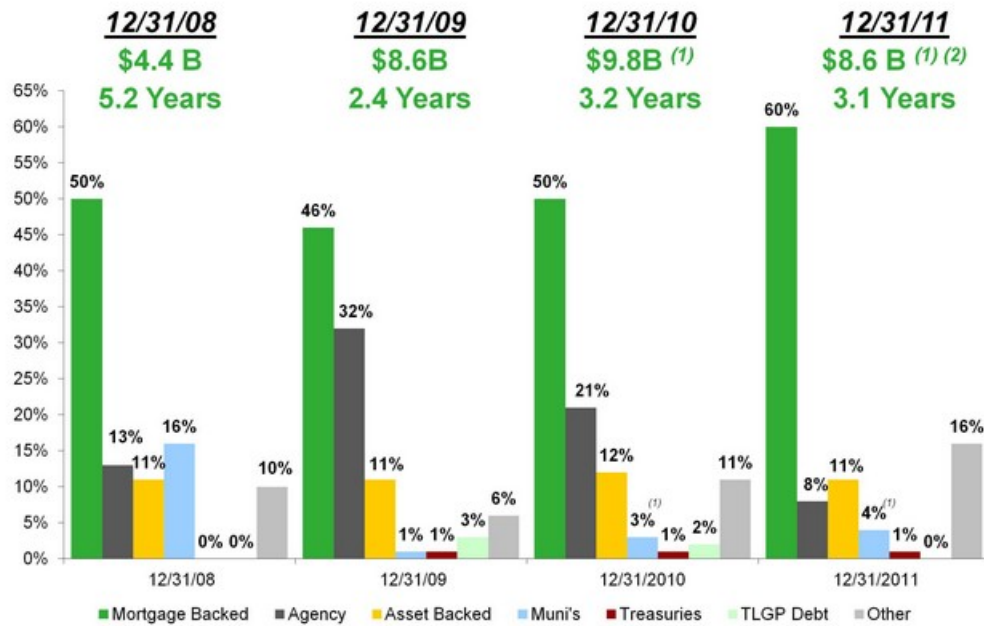
(in millions)	2011		Change	
	Fourth Quarter	Third Quarter	Amount	%
Agency CMOs <sup>(1)</sup>	\$ 3,147	\$ 2,971	\$ 176	5.9 %
Agency MBS <sup>(1)</sup>	1,800	1,851	(51)	(2.8)
U.S. Treasury & agency debt and TLGP	1,183	1,323	(140)	(10.6)
Asset backed securities	890	749	141	18.8
Private Label CMO Securities	76	84	(8)	(9.5)
Munis	321	322	(1)	(0.3)
Pooled trust preferred	95	110	(15)	(13.6)
Other	1,525	1,479	46	3.1
Sub-total	\$ 9,037	\$ 8,889	\$ 148	1.7 %
Variable rate demand notes <sup>(2)</sup>	88	99	(11)	(11.1)
Total available-for-sale, held-to-maturity and other securities	\$ 9,125	\$ 8,988	\$ 137	1.5 %

<sup>(1)</sup> \$650 MM of Agency CMO / MBS classified as HTM included at amortized cost

<sup>(2)</sup> Variable rate demand notes included in municipal securities in external reporting

- Treasury/Agency debt with a duration of approximately 2.7 years
- Agency mortgages with a duration of approximately 3.6 years

# Securities Mix Analysis



(1) Excludes variable rate demand notes: \$139 million at 12/31/10 and \$84 million at 12/31/11  
 (2) \$641 MM of Agency CMO / MBS classified as HTM included at amortized cost



# Securities Overview <sup>(1)</sup> – 12/31/11

(SMM)	Fair Value	Average Credit Rating of Fair Value Amount					
		AAA	AA +/-	A +/-	BBB +/-	<BBB-	Not Rated
US Treasury	\$ 53	\$ ---	\$ 53	\$ ---	\$ ---	\$ ---	\$ ---
Agency (Debt, PRT, & CMO's) <sup>(2)</sup>	5,841	---	5,841	---	---	---	---
<b>Asset Backed</b>							
Alt-A mortgage-backed securities	48	---	23	8	---	17	0
Auto/Fleet Lease backed securities	455	455	---	---	---	---	---
Pooled-trust-preferred securities <sup>(4)</sup>	74	---	---	23	---	51	---
Floorplan backed securities	370	370	---	---	---	---	---
Credit Card backed securities	20	20	---	---	---	---	---
Private label CMO securities	72	1	---	22	7	42	---
Municipal securities <sup>(5)</sup>	323	197	111	---	4	---	11
FHLB/FRB Stock	287	---	---	---	---	---	287
Other	1,091	504	342	9	172	10	54
<b>Total at December 31, 2011</b>	<b>\$ 8,634</b>	<b>\$ 1,547</b>	<b>\$ 6,370</b>	<b>\$ 62</b>	<b>\$ 183</b>	<b>\$ 120</b>	<b>\$ 352</b>
Variable rate demand notes <sup>(3)</sup>	\$ 84						
<b>Total available-for-sale, held-to-maturity and other securities</b>	<b>\$ 8,719</b>						

<sup>(1)</sup> Held-to-maturity, available for sale, and other  
<sup>(2)</sup> Credit ratings reflect the low est current rating assigned by a nationally recognized credit rating agency.  
<sup>(3)</sup> \$641MM of Agency CMO/MBS classified as HTM included at amortized cost  
<sup>(4)</sup> Primarily trust preferred for banks/insurance companies  
<sup>(5)</sup> Variable rate demand notes included in municipal securities in external reporting.



## Selected Securities – Assessment <sup>(1)</sup>

	<u>Par Value</u>	<u>Book Value</u>	<u>Market Value</u>	<u>MTM</u>
<b>Alt-A mortgage backed</b>	<b>\$61 MM</b>	<b>\$58 MM</b>	<b>\$48 MM</b>	<b>\$(10) MM</b>
- Purchased 2006			% to Par Value 79%	
- 3 securities – senior tranche				
- 10/1 ARMs or 30 year fixed; no option ARMs				
- Cash flow analysis performed monthly to test for OTTI with third-party validation				
<b>Trust preferred</b>	<b>269</b>	<b>201</b>	<b>74</b>	<b>(127)</b>
- Purchased 2003-2005			% to Par Value 27%	
- 12 pools with 431 separate issuers				
- Cash flow analysis performed quarterly to test for OTTI with third-party validation				
<b>Prime CMOs</b>	<b>92</b>	<b>85</b>	<b>72</b>	<b>(12)</b>
- Purchased 4Q03-2Q07			% to Par Value 79%	
- 14 securities				
- Cash flow analysis performed monthly to test for OTTI with third-party validation				
<b>Total</b>	<b>\$421 MM</b>	<b>\$343 MM</b>	<b>\$194 MM</b>	<b>\$(149) MM</b>

(1) 12/31/11  
 MTM – Mark to Market  
 OTTI – other-than-temporary impairment



## Loan Portfolio Overview

# Credit Exposure Composition

(\$B)	12/31/11		9/30/11		12/31/10		12/31/09		12/31/08	
	Amt	Pct	Amt	Pct	Amt	Pct	Amt	Pct	Amt	Pct
Commercial & industrial	\$14.7	38 %	\$13.9	36 %	\$13.1	34 %	\$12.9	35 %	\$13.5	33 %
Commercial real estate	5.8	14	5.9	15	6.7	18	7.7	21	10.1	24
Total commercial	20.5	52	19.9	51	19.7	52	20.6	56	23.6	58
Automobile	4.5	11	5.6	14	5.6	15	3.4	11	4.7	12
Home equity	8.2	21	8.1	21	7.7	20	7.6	20	7.6	18
Residential real estate	5.2	13	5.0	13	4.5	12	4.5	12	4.8	12
Other consumer	0.5	3	0.5	1	0.6	1	0.8	2	0.7	2
Total consumer	18.4	48	19.1	49	18.4	48	16.2	44	17.5	42
Total loans & leases	\$38.9	100 %	\$39.0	100 %	\$38.1	100 %	\$36.8	100 %	\$41.3	100 %

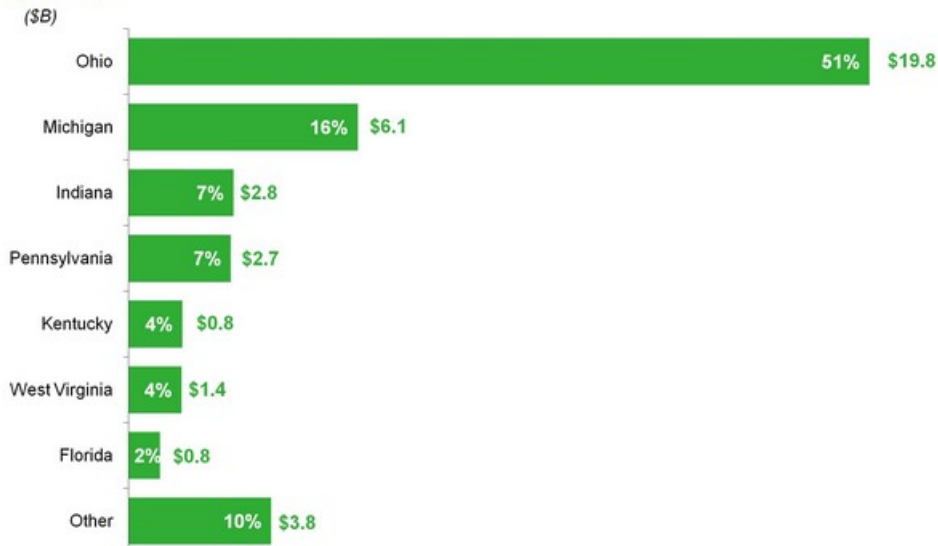
(1) Decline reflects a net reclass from CRE to C&I of \$1.5 B



# Total Loans and Leases Portfolio Overview

EOP Outstandings – \$38.9 Billion <sup>(1)</sup>

## By State



(1) 12/31/11





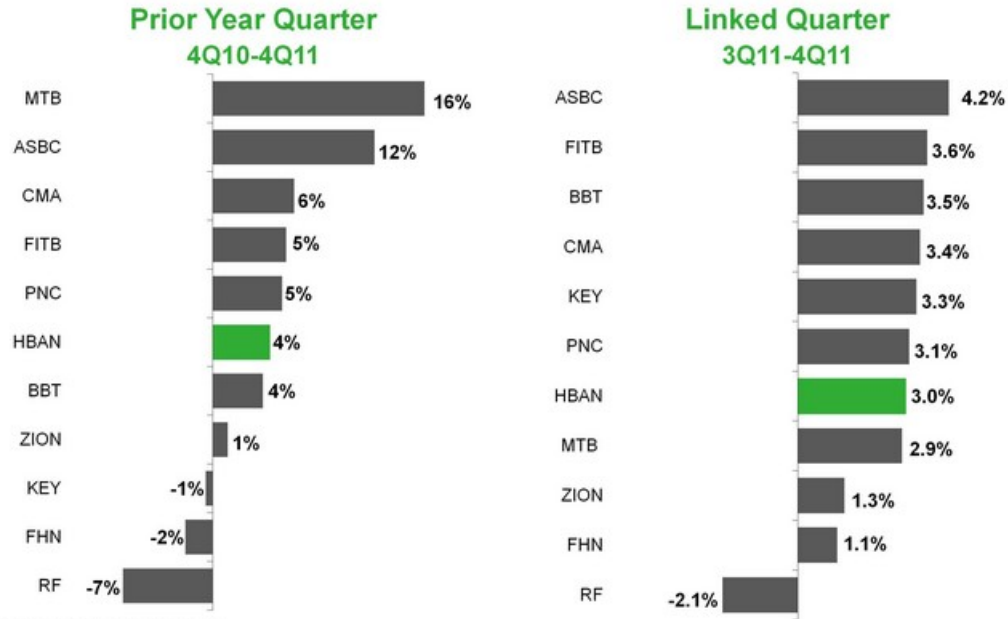
## Loan and Lease Trends

Linked Quarter <i>(in billions)</i>	2011		Change	
	Fourth Quarter	Third Quarter	Amount	%
<b>Average Loans and Leases</b>				
Commercial and industrial	\$ 14.2	\$ 13.7	\$ 0.6	4 %
Commercial real estate	6.0	6.1	(0.2)	(3)
<b>Total commercial</b>	<b>20.2</b>	<b>19.8</b>	<b>0.4</b>	<b>2</b>
Automobile	5.6	6.2	(0.6)	(9)
Home equity	8.1	8.0	0.1	2
Residential mortgage	5.0	4.8	0.3	5
Other consumer	0.5	0.5	(0.0)	(2)
<b>Total consumer</b>	<b>19.3</b>	<b>19.5</b>	<b>(0.2)</b>	<b>(1)</b>
<b>Total loans and leases</b>	<b>\$ 39.5</b>	<b>\$ 39.3</b>	<b>\$ 0.2</b>	<b>1 %</b>

## Loan and Lease Trends

Prior-Year Quarter <i>(in billions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
<b>Average Loans and Leases</b>				
Commercial and industrial	\$ 14.2	\$ 12.8	\$ 1.5	11 %
Commercial real estate	6.0	6.8	(0.8)	(12)
<b>Total commercial</b>	<b>20.2</b>	<b>19.6</b>	<b>0.6</b>	<b>3</b>
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)
<b>Total consumer</b>	<b>19.3</b>	<b>18.2</b>	<b>1.1</b>	<b>6</b>
<b>Total loans and leases</b>	<b>\$ 39.5</b>	<b>\$ 37.8</b>	<b>\$ 1.7</b>	<b>5 %</b>

# Gross Loan Growth



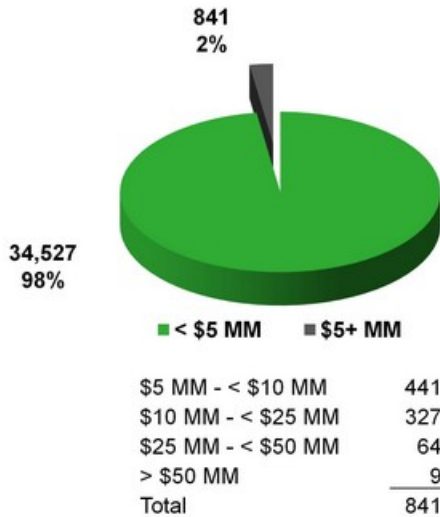
Source: SNL; company reports  
 MTB's growth includes acquisition of Wilmington Trust's Loan Portfolio  
 CMA's growth includes acquisition of Sterling Bank's Loan Portfolio



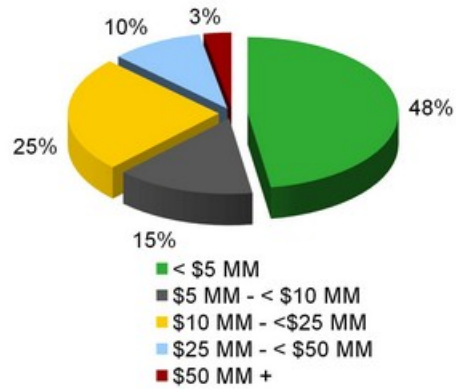
# Total Commercial Loans – Granularity

EOP Outstandings – \$20.5 Billion <sup>(1)</sup>

# of Loans by Size



Loans by Dollar Size



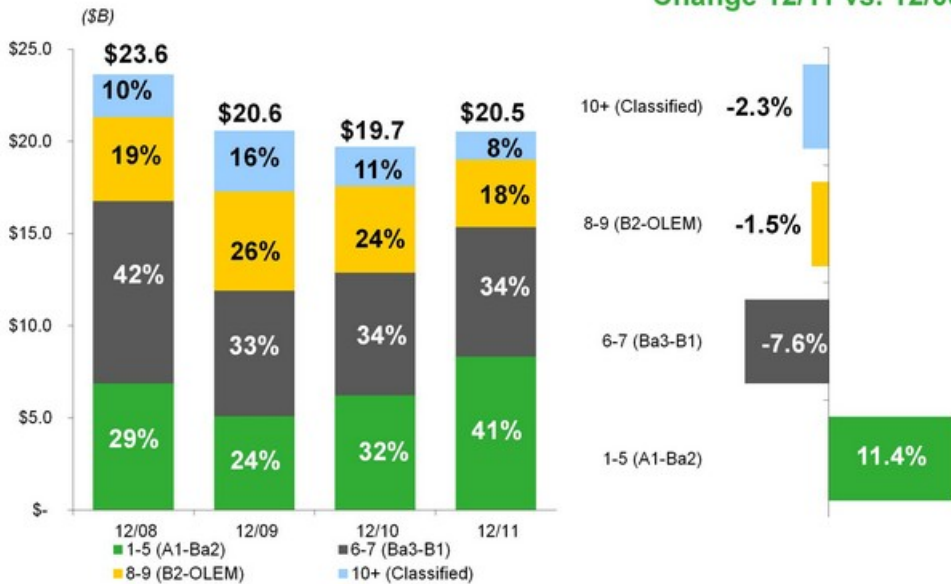
(1) 12/31/11



53

# Commercial Loans – Risk Grade Distribution Percent of End of Period Balances

Change 12/11 vs. 12/08



PD Risk Grades (Moody's or Regulatory Definition)



54

## Commercial and Industrial: \$14.7 Billion <sup>(1)</sup>

- Diversified by sector and geographically within our Midwest footprint
- Focus on middle market companies with \$25-\$500 million in sales
- Lend to defined relationship oriented clients where we understand our client's market / industry and their durable competitive advantage
- Underwrite to historical cash flows with collateral as a secondary repayment source while stress testing for lower earnings / higher interest rates
- Follow disciplined credit policies and processes with monthly review of criticized and classified loans

### Credit Quality Trends

	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing <sup>(2)</sup>	0.25%	0.27%	0.27%	0.37%	0.33%
90+ days PD & accruing <sup>(2)</sup>	--	--	--	--	--
NCOs <sup>(3)</sup>	0.31%	0.52%	0.56%	1.29%	1.85%
NALs <sup>(2)</sup>	1.37%	1.50%	1.69%	1.96%	2.65%
ACL <sup>(1)</sup>	2.14%	2.26%	2.31%	2.48%	2.86%

(1) 12/31/11 (2) End of Period (3) Annualized



55

## C&I Loan Portfolio Composition

### EOP Outstandings – \$14.7 Billion <sup>(1)</sup>

#### By Maturity



(1) 12/31/11



56

## C&I – Trends



### Change Analysis

(\$MM)	4Q11 vs. 3Q11	4Q11 vs. 4Q10
Originations	\$1,063	\$3,664
Net payments / payoffs / takedowns	(335)	(2,015)
Net reclassifications	55	(104)
Charge-offs	(23)	(177)
<b>Net change</b>	<b>\$760</b>	<b>\$1,636</b>
	<b>5.5%</b>	<b>12.5%</b>

## C&I – Auto Industry <sup>(1)</sup>

### Outstandings <sup>(2)</sup>

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
<b>Suppliers</b>					
Domestic	\$ 145	\$ 153	\$ 127	\$ 135	\$ 127
Foreign	18	20	20	23	22
Total suppliers	163	173	146	157	149
<b>Dealers</b>					
Floorplan-domestic	781	625	651	620	599
Floorplan-foreign	388	289	329	463	457
Total floorplan	1,169	913	980	1,083	1,056
Other	404	389	395	391	373
Total dealers	1,573	1,302	1,375	1,474	1,429
<b>Total auto industry</b>	<b>\$1,736</b>	<b>\$1,475</b>	<b>\$1,521</b>	<b>\$1,631</b>	<b>\$1,578</b>
<b>NALs</b>					
Suppliers	1.47%	1.67%	2.16%	3.90%	5.31%
Dealers	0.05	0.06	0.07	0.06	0.07
<b>Net charge-offs <sup>(3)</sup></b>					
Suppliers	0.57%	0.17%	0.63%	0.25%	2.54%
Dealers	0.0	0.0	0.0	0.0	0.0

(1) End of period (2) Companies with > 25% of their revenue from the auto industry (3) Annualized



# Commercial Real Estate: \$5.8 Billion <sup>(1)</sup>

## CRE – Core (\$4.0 Billion)

- Long-term meaningful relationships... many have been customers for 20+ years with opportunities for additional cross-sell
- Primarily Midwest footprint projects generating adequate return on capital
- Proven CRE participants... 28+ years average CRE experience
- 95+% of the loans have personal guarantees
- The portfolio continues to perform well with 0.66% nonaccrual loans

## CRE – Noncore (\$1.8 Billion)

- Limited opportunity to gain overall banking relationship
- 99+% is secured debt and 95+% have guarantors
- 90% is within our geographic footprint
- \$735 million of "Special Assets" with a 44% average credit mark

### Credit Quality Trends

	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing <sup>(2)</sup>	0.34%	0.83%	0.45%	1.49	1.45%
90+ days PD & accruing <sup>(2)</sup>	--	--	--	--	--
NCOs – construction <sup>(3)</sup>	(1.85)%	0.87%	2.99%	18.6%	6.19%
NCOs – nonconstruction <sup>(3)</sup>	2.27%	1.69%	1.65%	2.66%	2.22%
NALs <sup>(2)</sup>	3.95%	4.33%	4.73%	4.86%	5.47%
ACL <sup>(2)</sup>	6.77%	7.15%	7.63%	8.25%	8.94%

(1) 12/31/11 (2) End of Period (3) Annualized

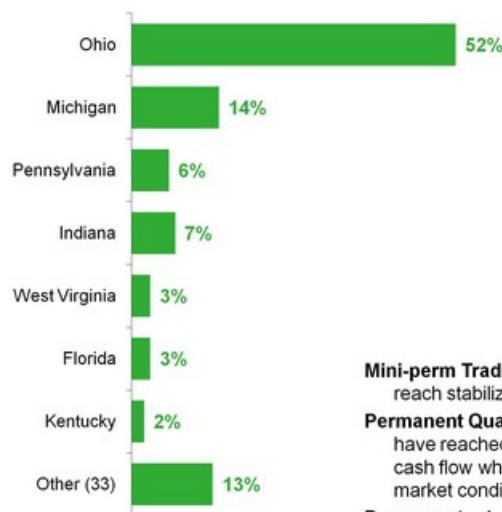


59

# CRE – Portfolio Composition

## EOP Outstandings – \$5.8 Billion <sup>(1)</sup>

### By Property Locations



### By Loan Type



**Mini-perm Traditional** – Typically 2- to 5-year term loans to allow properties to reach stabilized operating levels after construction, rehab, or repositioning.

**Permanent Qualified** – Loans with 5 years or less term with properties that have reached a stabilized physical occupancy and exhibit an operational cash flow which would qualify for permanent financing during normalized market conditions.

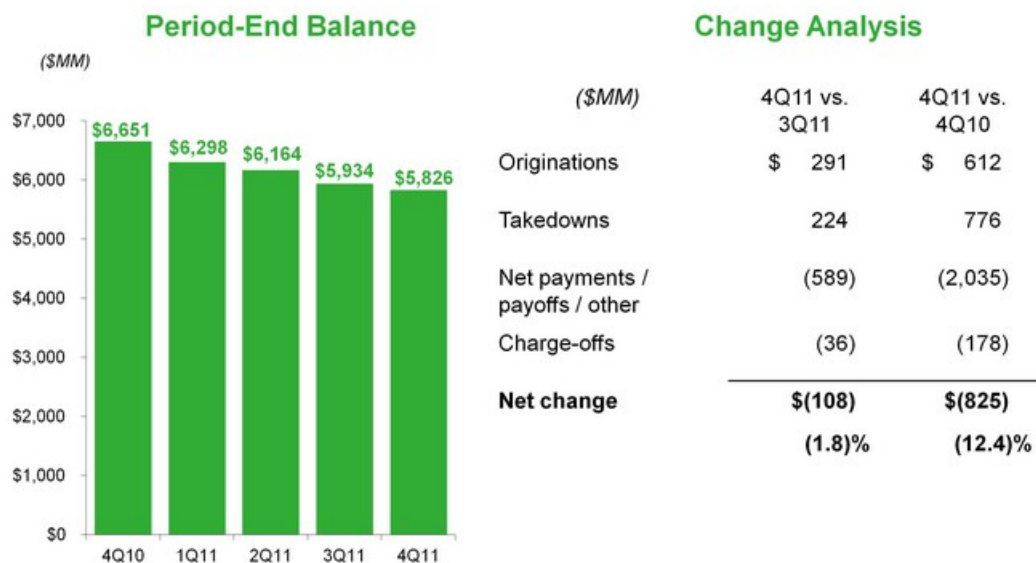
**Permanent** – Amortizing loans with terms of 10 to 25 years.

(1) 12/31/11



60

## CRE – Trends



## CRE – Core vs. Noncore

(\$MM)	O/S	ACL	Criticized	NALs	Prior Charge-offs <sup>(1)</sup>	ACL	Credit Mark <sup>(2)</sup>
<b>9/30/11</b>							
<b>Core Total</b>	<b>\$3,872</b>	<b>\$122</b>	<b>\$504</b>	<b>\$25</b>	<b>\$ 16</b>	<b>3.15%</b>	<b>3.56%</b>
Noncore SAD	910	213	502	202	286	23.43	41.72
Noncore Other	1,153	89	196	30	14	7.72	8.84
<b>Noncore Total</b>	<b>2,063</b>	<b>302</b>	<b>698</b>	<b>232</b>	<b>300</b>	<b>14.65</b>	<b>25.48</b>
<b>CRE Total</b>	<b>\$5,934</b>	<b>\$424</b>	<b>\$1,202</b>	<b>\$257</b>	<b>\$316</b>	<b>7.15%</b>	<b>11.84%</b>
<b>12/31/11</b>							
<b>Core Total</b>	<b>\$3,978</b>	<b>\$125</b>	<b>\$563</b>	<b>\$26</b>	<b>\$ 25</b>	<b>3.14%</b>	<b>3.75%</b>
Noncore SAD	735	182	460	195	253	24.76	44.03
Noncore Other	1,113	88	151	9	17	7.91	9.29
<b>Noncore Total</b>	<b>1,848</b>	<b>270</b>	<b>611</b>	<b>204</b>	<b>270</b>	<b>14.61</b>	<b>25.50</b>
<b>CRE Total</b>	<b>\$5,826</b>	<b>\$395</b>	<b>\$1,174</b>	<b>\$230</b>	<b>\$295</b>	<b>6.78%</b>	<b>11.27%</b>

(1) Prior charge-offs represent activity on existing accounts as of date shown, not cumulative for the portfolio

(2) Credit mark = (ACL + prior charge-offs) / (outstandings + prior charge-offs)

## CRE – Maturity Schedule

### By Loan Type – 12/31/11

(\$MM)	Within 12 Mos.	1 – 2 Years	2 – 5 Years	5+ Years	Total
Construction	\$ 278	\$ 163	\$ 106	\$ 33	\$ 580
Lines / letters of credit	26	14	44	9	93
Non project loans	147	60	107	106	419
Mini-perm traditional	1,338	663	611	10	2,621
Permanent qualified	168	151	155	81	555
Permanent	371	313	455	419	1,557
<b>Total CRE</b>	<b>\$2,328</b>	<b>\$1,364</b>	<b>\$1,477</b>	<b>\$ 658</b>	<b>\$5,826</b>
<b>Core</b>	<b>\$1,423</b>	<b>\$978</b>	<b>\$1,150</b>	<b>\$427</b>	<b>\$3,978</b>
<b>Noncore SAD</b>	<b>506</b>	<b>118</b>	<b>56</b>	<b>54</b>	<b>735</b>
<b>Noncore Other</b>	<b>399</b>	<b>267</b>	<b>271</b>	<b>176</b>	<b>1,113</b>

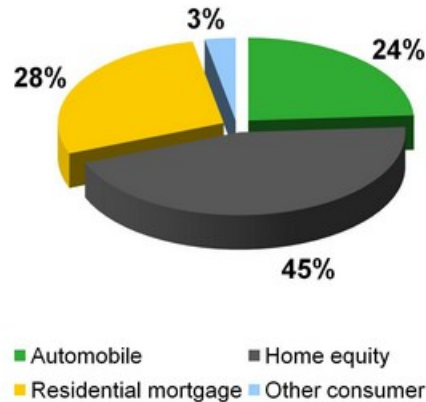
## Total Consumer Loans and Leases



## Total Consumer Loans and Leases – 12/31/11

### By Loan Type

(\$B)	Amt.	Pct.
Home equity	\$ 8.2	45%
Residential RE	5.2	28
Automobile	4.5	24
Other consumer	0.5	3
<b>Total consumer</b>	<b>\$18.4</b>	<b>100%</b>



## Indirect Auto: \$4.5 Billion <sup>(1)</sup>

- **Deep local relationships with high quality Dealers**
  - Consistently in the market for over 50 years
  - #1 Bank in the U.S. in Dealer Satisfaction, with dominant market position in the Midwest with over 2,700 dealers
  - Floorplan and dealership real estate lending, core deposit relationship, full Treasury Management, Private Banking, etc
  - That deep relationship adds value ...buy rates are "20 to 50 basis points higher compared with other banks competing in the prime space"
- **Relationships create the flow of auto loans**
  - Super-prime customers, average FICO 761
  - Low LTVs, averaging <90%
  - Custom Score, utilized to further segment FICO eligible to enhance predictive modeling
- **Operational efficiency and scale leverages expertise**
  - Highly scalable decisions engine evaluates >75% of applications - over 1,000 point pricing matrix based on FICO and custom score
  - Underwriters directly compensated on credit performance by vintage

Credit Quality Trends	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing <sup>(2)</sup>	1.28%	0.98%	0.85%	0.89%	1.21%
90+ days PD & accruing <sup>(2)</sup>	0.14%	0.10%	0.07%	0.09%	0.14%
NCOs <sup>(3)</sup>	0.30%	0.25%	0.15%	0.33%	0.51%
NALs <sup>(2)</sup>	--	--	--	--	--

(1) 12/31/11 (2) End of Period (3) Annualized

## Auto Loans – Production and Credit Quality Overview

	4Q11	3Q11	2Q11	1Q11	4Q10	3Q10	2Q10	1Q10
<b>Originations</b>								
Amount (\$MM)	\$782	\$ 980	\$ 1,018	\$ 795	\$ 796	\$ 1,010	\$ 944	\$ 678
% new vehicles	57%	56%	52%	44%	48%	50%	49%	42%
Avg. LTV	87%	88%	89%	88%	88%	89%	88%	87%
Avg. FICO	761	762	760	758	764	767	770	769
Expected cumulative loss	0.83%	0.83%	0.88%	0.88%	0.78%	0.77%	0.72%	0.70%
<b>Portfolio Performance</b>								
30+ days PD & accruing %	1.27%	0.96%	0.83%	0.87%	1.18%	1.12%	1.20%	1.30%
NCO %	0.30%	0.25%	0.16%	0.33%	0.51%	0.50%	0.61%	0.76%
<b>Vintage Performance <sup>(1)</sup></b>								
6-month losses			0.04%	0.03%	0.03%	0.04%	0.03%	0.03%
9-month losses				0.07%	0.08%	0.09%	0.07%	0.08%
12-month losses					0.14%	0.15%	0.11%	0.12%

(1) Annualized



67

## Home Equity: \$8.2 Billion <sup>(1)</sup>

- Focused on geographies within our Midwest footprint with relationship customers
  - US Federal Housing Finance Agency (FHFA): only an 8% average decline in Ohio home values since 2005
- Focused on high quality borrowers... 4Q11 originations:
  - Average FICO scores of >750+
  - Average LTVs of <85% for 2nd-liens and <75% for 1st-liens
  - > 70% are 1st-liens
  - > 70% of borrowers consistently make more than required payment
- Portfolio: average FICOs >730 with >45% 1st-liens
- Began exit of broker channel in 2005... <5% of outstandings today
- Conservative underwriting – manage the probability of default while stress testing rates

Credit Quality Trends	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing <sup>(2)</sup>	1.18%	1.17%	1.09%	1.21%	1.29%
90+ days PD & accruing <sup>(2)</sup>	0.25%	0.25%	0.22%	0.31%	0.30%
NCOs <sup>(3)</sup>	1.15%	1.31%	1.29%	1.38%	1.51%
NALs <sup>(2)</sup>	0.50%	0.46%	0.42%	0.32%	0.29%

(1) 12/31/11 (2) End of Period (3) Annualized



68

## Residential Mortgages: \$5.2 Billion <sup>(1)</sup>

- Focused on geographies within our Midwest footprint
- Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- \$499 MM of Interest Only loans... targeted within executive relocation activities
- \$274 MM of Alt-A mortgages... exited in 2007
- Early identification of loss mitigation. "Home Savers" program, 25%–30% recidivism

Credit Quality Trends <sup>(2)</sup>	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing <sup>(3)</sup>	4.08 %	4.30%	4.32%	4.10%	4.60%
90+ days PD & accruing <sup>(3)</sup>	0.86%	0.66%	0.72%	0.93%	1.20%
NCOs <sup>(4)</sup>	0.77%	0.97%	1.44%	1.70%	2.42%
NALs <sup>(3)</sup>	1.31%	1.23%	1.26%	0.99%	1.00%

(1) 12/31/11 (2) Excludes GNMA loans – no additional risk as they are approved for repurchase (3) End of Period

(4) Annualized; 4Q10 includes \$16.4 MM related to loans sold and \$4.6 MM Franklin-related recovery



69

## Residential Mortgages – LTV, FICO, Originations

	4Q11	3Q11	2Q11	1Q11	4Q10
Ending balance (\$B)	\$5.2	\$5.0	\$4.8	\$4.5	\$4.5
Average LTV	77%	78%	78%	78%	77%
Average FICO <sup>(1)</sup>	731	731	729	723	721
Originations <sup>(2)</sup> (\$MM)	\$406	\$351	\$447	\$304	\$427
Average LTV <sup>(3)</sup>	75%	83%	86%	82%	81%
Average FICO <sup>(3)</sup>	761	760	759	755	759

(1) Weighted average FICOs reflect currently updated customer credit scores

(2) Only owned-portfolio originations

(3) Weighted average at origination



70

## Other Consumer loans

### EOP Outstandings – \$0.5 Billion <sup>(1)</sup>

- Collateralized
  - Autos, untitled vehicles, small boats, mobile homes and other miscellaneous
- Primarily for existing customers
- Performed within expectations over the past year, though varies by collateral type

(1) 12/31/11



## Credit Quality Review



## Credit Quality Trends Overview

	4Q11	3Q11	2Q11	1Q11	4Q10
Net charge-off ratio	0.85%	0.92%	1.01%	1.73%	1.82%
90+ days PD and accruing <sup>(1)</sup>	0.19	0.16	0.15	0.19	0.23
NAL ratio <sup>(2)</sup>	1.39	1.45	1.57	1.66	2.04
NPA ratio <sup>(3)</sup>	1.51	1.57	1.67	1.80	2.21
Criticized asset ratio <sup>(4)</sup>	6.53	6.78	6.93	7.90	9.15
ALLL ratio	2.48	2.61	2.74	2.96	3.28
ALLL / NAL coverage	178	180	174	178	161
ALLL / NPA coverage	163	166	164	164	148
ACL ratio	2.60	2.71	2.84	3.07	3.39
ACL/ Criticized assets <sup>(4)</sup>	39.86	39.95	41.00	38.85	36.98
ACL / NAL coverage	187	187	181	185	166
ACL / NPA coverage	172	172	170	170	153

(1) Excludes loans guaranteed by the U.S. Government

(2) NALs divided by total loans and leases

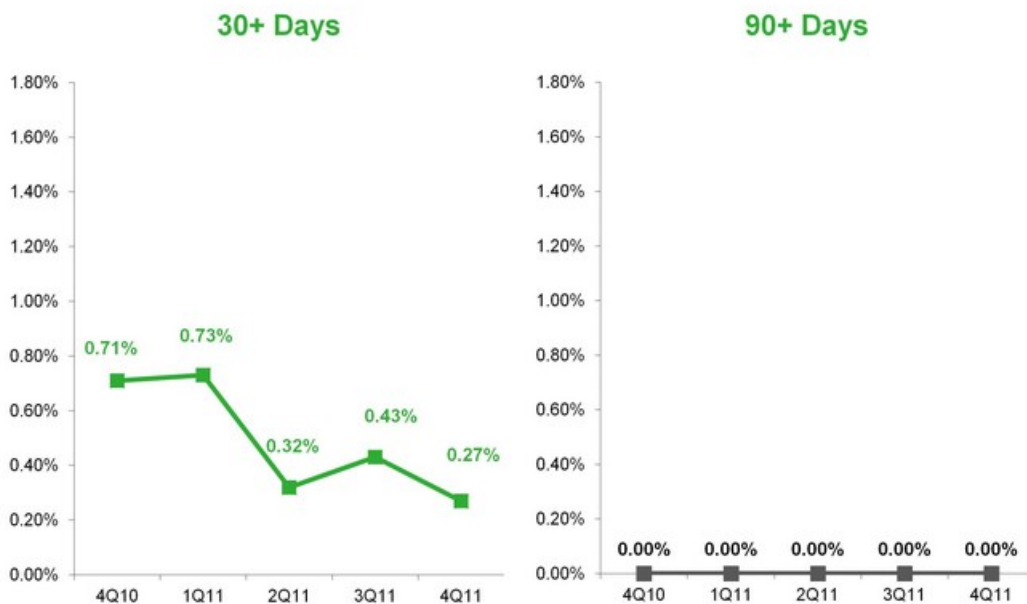
(3) NPAs divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs

(4) Criticized assets = commercial criticized loans + consumer loans >60 DPD + OREO; Total criticized assets divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs



73

## Total Commercial Loan – Delinquencies <sup>(1)</sup>



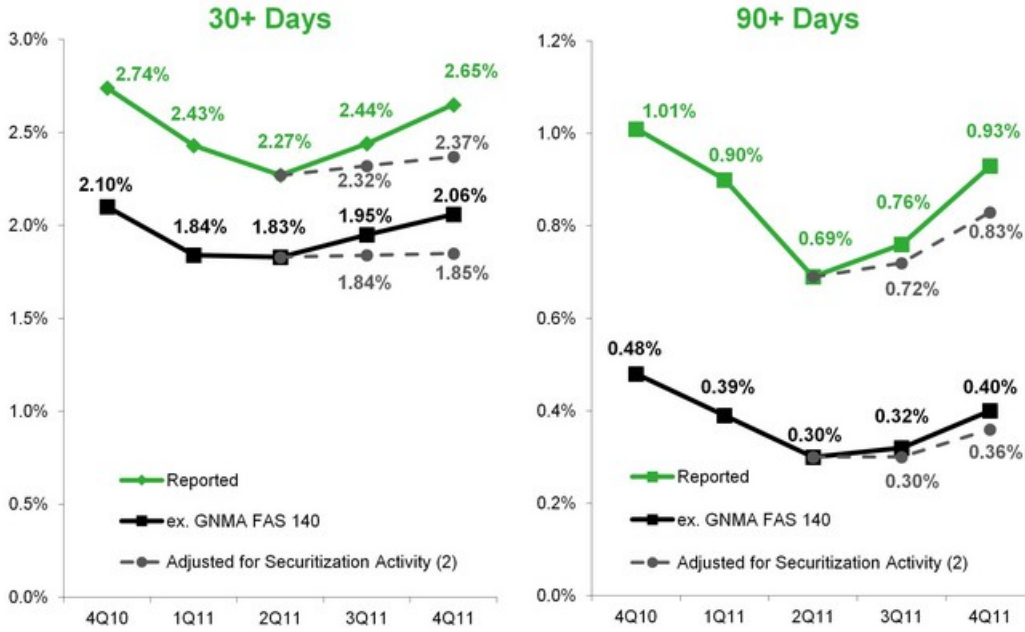
(1) Period end; delinquent but accruing as a % of related outstandings at EOP



74



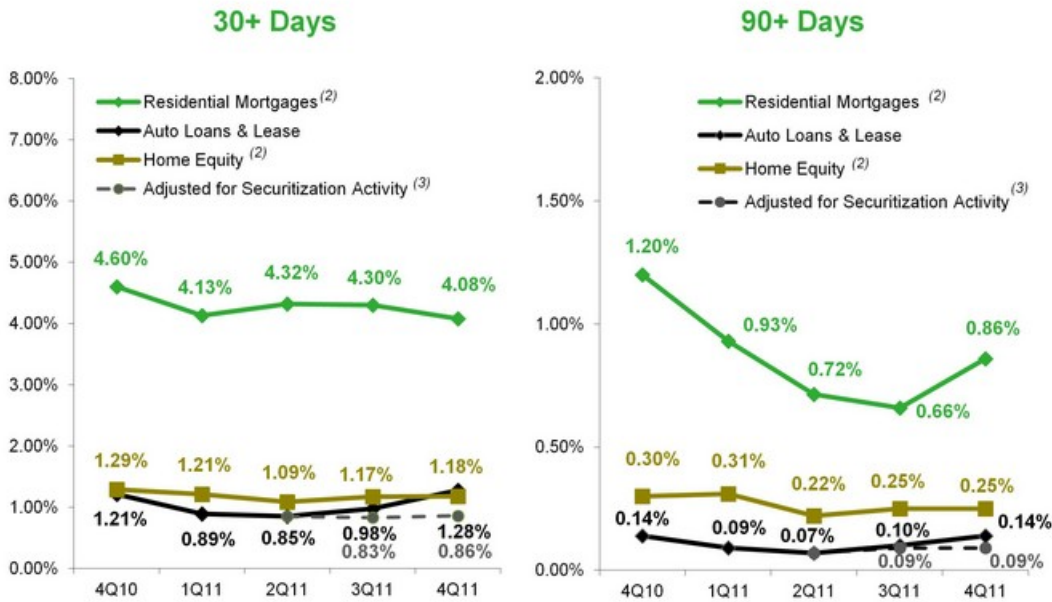
# Total Consumer Loan Delinquencies <sup>(1)</sup>



(1) Period end; delinquent but accruing as a % of related outstandings at EOP  
 (2) Adjusted to reflect 3Q11 \$1.0 B securitization and 4Q11 movement of \$1.3 B to held for sale.



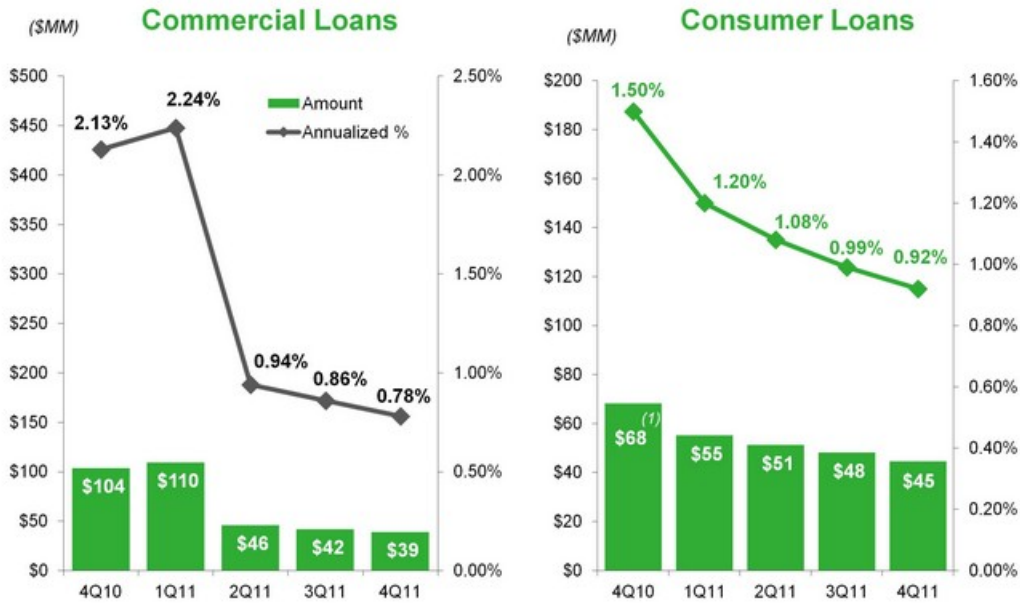
# Consumer Loan Delinquencies <sup>(1)</sup>



(1) Period end; delinquent but accruing as a % of related outstandings at EOP  
 (2) Excludes GNMA FAS 140 government guaranteed  
 (3) Adjusted to reflect 3Q11 \$1.0 B securitization and 4Q11 movement of \$1.3 B to held for sale



# Net Charge-Offs



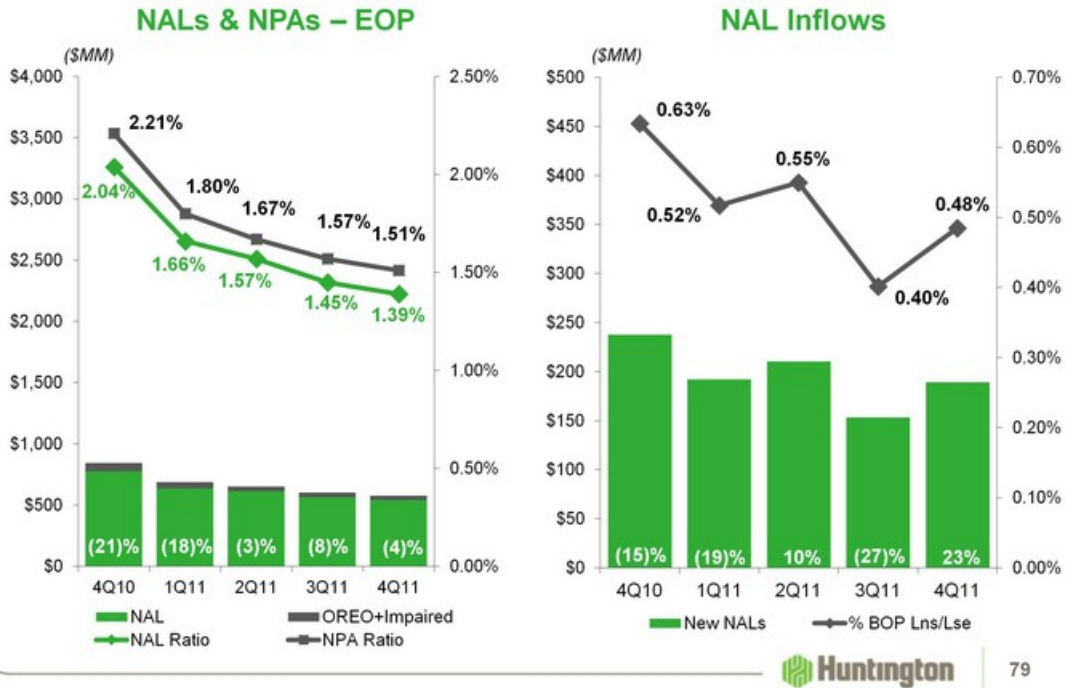
(1) Includes \$16.4 MM related to \$39.8 MM of residential mortgages sold and a \$4.4 MM Franklin-related recovery

# Net Charge-Offs

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
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
<b>Total commercial</b>	<b>39.3</b>	<b>42.3</b>	<b>46.3</b>	<b>109.9</b>	<b>104.0</b>
Automobile	4.2	3.9	2.3	4.7	7.0
Home equity	23.4	26.2	25.4	26.7	29.2
Residential mortgages <sup>(1)</sup>	9.7	11.6	16.5	18.9	26.8
Other	7.2	6.6	7.1	4.9	5.3
<b>Total consumer</b>	<b>44.6</b>	<b>48.2</b>	<b>51.2</b>	<b>55.2</b>	<b>68.3</b>
<b>Total</b>	<b>\$83.9</b>	<b>\$90.6</b>	<b>\$97.5</b>	<b>\$165.1</b>	<b>\$172.3</b>
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
<b>Total commercial</b>	<b>0.78</b>	<b>0.86</b>	<b>0.94</b>	<b>2.24</b>	<b>2.13</b>
Automobile	0.30	0.25	0.15	0.33	0.51
Home equity	1.15	1.31	1.29	1.38	1.51
Residential mortgages <sup>(2)</sup>	0.77	0.97	1.44	1.70	2.42
Other	5.67	5.05	5.27	3.47	3.66
<b>Total consumer</b>	<b>0.92</b>	<b>0.99</b>	<b>1.08</b>	<b>1.20</b>	<b>1.50</b>
<b>Total</b>	<b>0.85%</b>	<b>0.92%</b>	<b>1.01%</b>	<b>1.73%</b>	<b>1.82%</b>

(1) 4Q10 Includes \$16.4 MM related to the sale of \$39.8 MM of residential mortgages

# Nonaccrual Loans and Nonperforming Assets



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

(in millions)	2011				2010
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31
<b>Nonaccrual loans and leases (NALs):</b>					
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
<b>Total nonaccrual loans and leases (NALs)</b>	<b>541.1</b>	<b>565.0</b>	<b>614.2</b>	<b>636.3</b>	<b>777.9</b>
<b>Other real estate, net:</b>					
Residential	20.3	18.6	20.8	28.7	31.6
Commercial	18.1	19.4	17.9	26.0	35.2
<b>Total other real estate, net</b>	<b>38.4</b>	<b>38.0</b>	<b>38.7</b>	<b>54.6</b>	<b>66.8</b>
<b>Other NPAs <sup>(1)</sup></b>	<b>10.8</b>	<b>11.0</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total nonperforming assets (NPAs)</b>	<b>\$ 590.3</b>	<b>\$ 614.0</b>	<b>\$ 652.9</b>	<b>\$ 690.9</b>	<b>\$ 844.8</b>
NAL ratio <sup>(2)</sup>	1.39 %	1.45 %	1.57 %	1.66 %	2.04 %
NPA ratio <sup>(3)</sup>	1.51	1.57	1.67	1.80	2.21

<sup>(1)</sup> Other nonperforming assets represent an investment security backed by a municipal bond

<sup>(2)</sup> Total NALs as a % of total loans and leases

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

## Nonperforming Asset Flow Analysis

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
NPA beginning-of-period	\$614.0	\$652.9	\$690.9	\$844.8	\$1,104.9
Additions / increases	189.1	153.6	210.3	192.0	237.8
Return to accruing status	(30.7)	(25.8)	(68.4)	(70.9)	(100.1)
Loan and lease losses	(79.1)	(80.0)	(74.9)	(128.7)	(126.0)
OREO gains (losses)	(0.9)	(0.2)	0.4	1.5	(5.1)
Payments	(91.7)	(76.5)	(73.0)	(87.0)	(191.3)
Sales & other	(10.4)	(10.0)	(32.2)	(60.7)	(75.4)
NPA end-of-period	\$590.3	\$614.0	\$652.9	\$690.9	\$844.8
Percent change	(4)%	(6)%	(5)%	(18)%	(24)%

## Total Commercial Loans – Criticized Loan Flow Analysis

### Period End

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
Criticized beginning-of-period	\$2,291	\$2,379	\$2,661	\$3,074	\$3,638
Additions / increases	291	357	250	170	290
Advances	42	46	44	62	52
Upgrades to "Pass"	(139)	(252)	(272)	(239)	(383)
Paydowns	(280)	(181)	(232)	(295)	(401)
Charge-offs	(58)	(58)	(73)	(112)	(121)
Criticized end-of-period	\$2,147	\$2,291	\$2,379	\$2,661	\$3,074
Percent change	(6)%	(4)%	(11)%	(13)%	(15)%

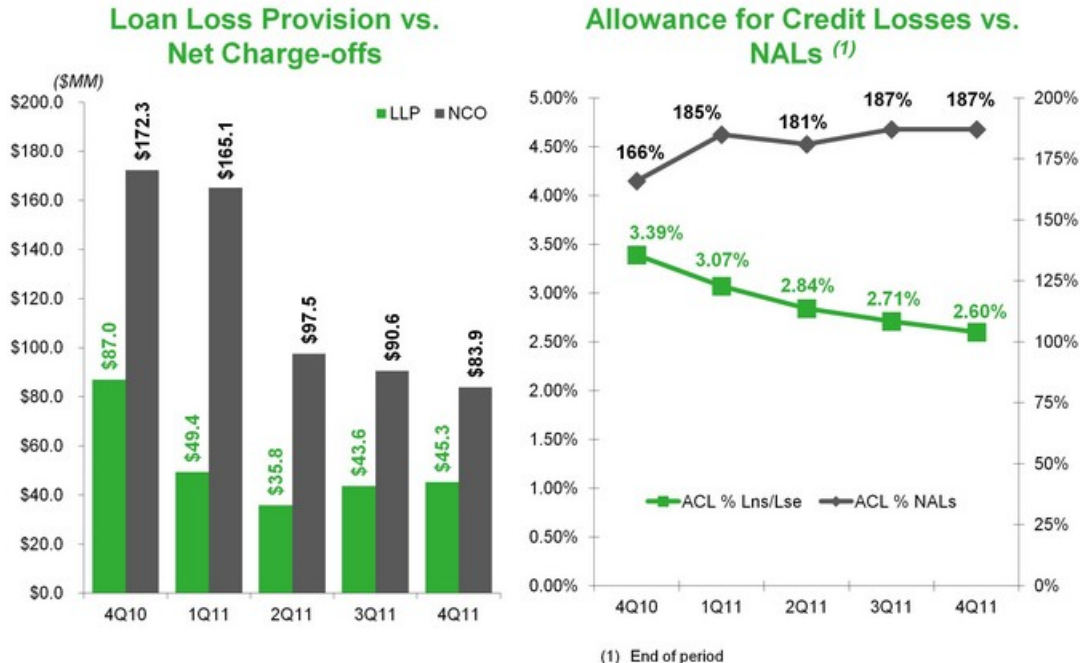


## Accruing Loans 90 Days Past Due and Troubled Debt Restructured Loans

(in millions)	2011				2010
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31
<b>Accruing loans and leases past due 90 days or more:</b>					
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
<b>Total loans and leases</b>	<b>\$ 170.4</b>	<b>\$ 145.4</b>	<b>\$ 134.6</b>	<b>\$ 168.0</b>	<b>\$ 185.9</b>
<b>Ratios <sup>(1)</sup></b>					
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
<b>Accruing troubled debt restructured loans:</b>					
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
<b>Total accruing troubled debt restructured loans</b>	<b>708.6</b>	<b>715.6</b>	<b>628.9</b>	<b>618.4</b>	<b>627.6</b>
<b>Nonaccruing troubled debt restructured loans:</b>					
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	-
<b>Total nonaccruing troubled debt restructured loans</b>	<b>97.1</b>	<b>95.4</b>	<b>92.3</b>	<b>46.4</b>	<b>39.3</b>
<b>Total troubled debt restructured loans</b>	<b>\$ 805.7</b>	<b>\$ 811.0</b>	<b>\$ 721.2</b>	<b>\$ 664.8</b>	<b>\$ 666.9</b>

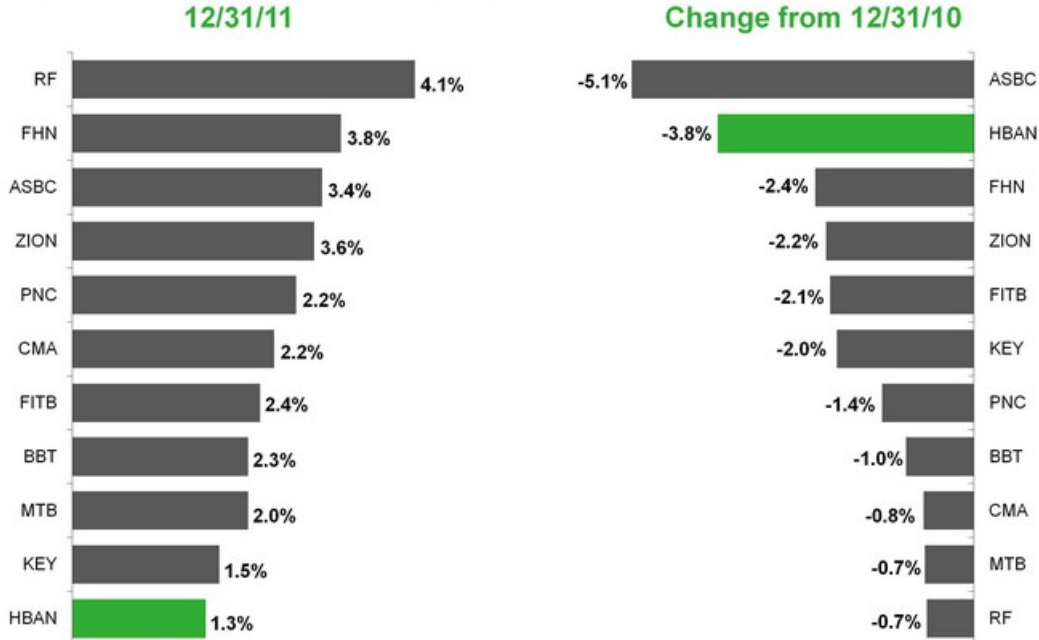
<sup>(1)</sup> Percent of related loans and leases

## Provision, NCO, and ACL



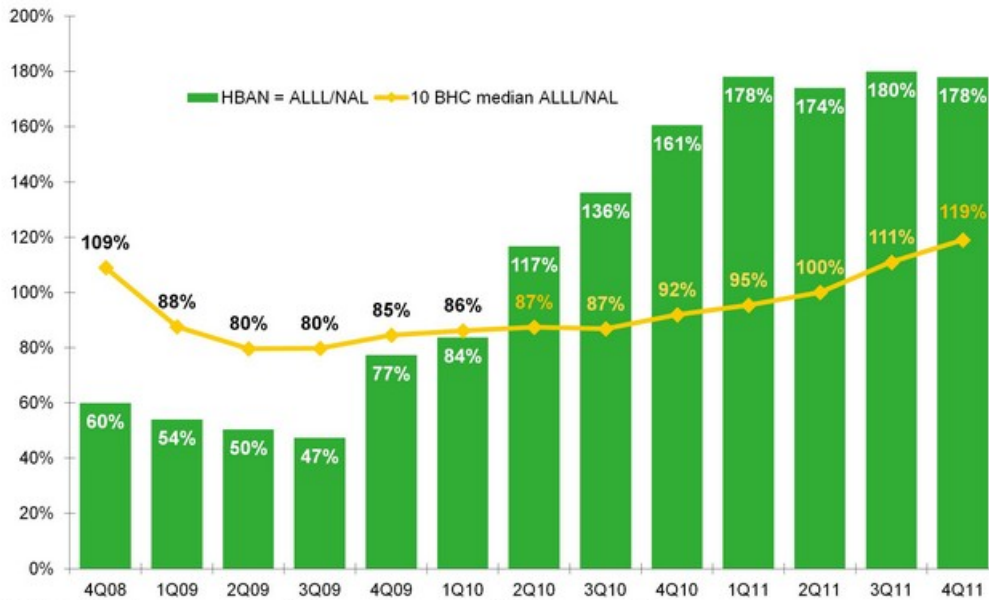


## Rapid Improvement in Credit Quality – Nonaccrual Loans Ratio



Source: SNL and company reports

## Relative Performance – LLR / NAL Coverage

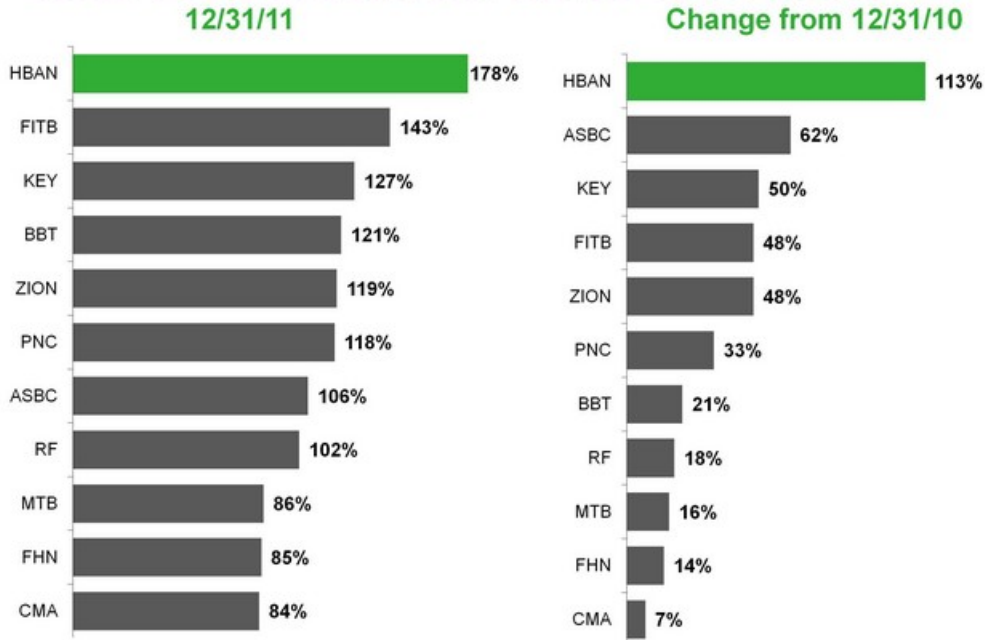


LLR / NAL: Defined as reserves on losses for loans and finance leases divided by nonaccrual loans

Source: SNL and company reports

Peers: ASBC, BBT, CMA, FHN, FITB, KEY, ZION, MTB, PNC, RF

## Rapid Improvement in Credit Quality – Loan Loss Reserves / Nonaccrual Loans

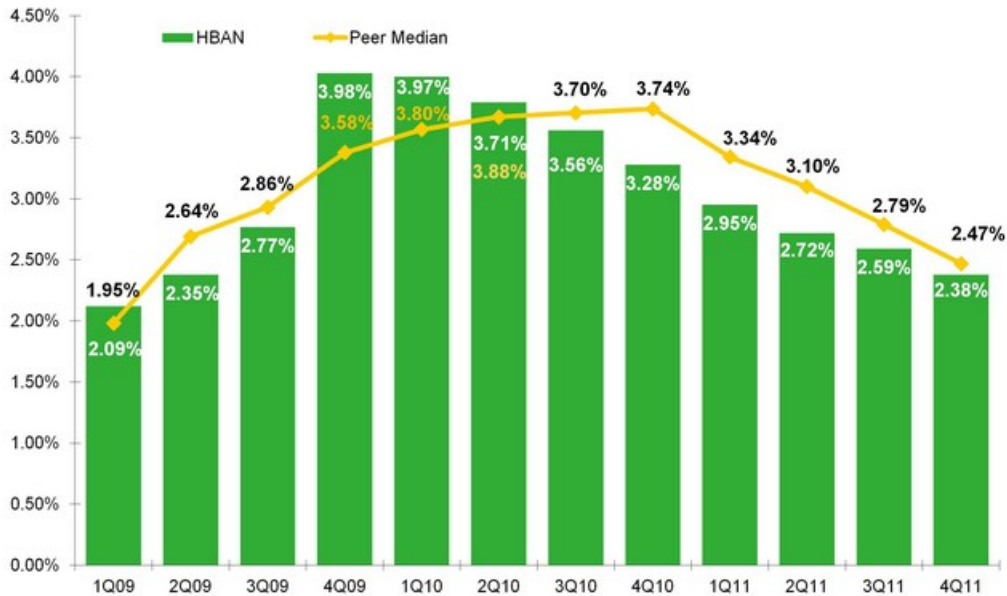


Source: SNL and company reports



87

## Relative Performance – LLR/Loans Ratios



LLR / Loans: Defined as Reserves for loan losses as a percent of gross loans including held-for-sale

Source: SNL and company reports

Peers: ASBC, BBT, CMA, FHN, FITB, KEY, ZION, MTB, PNC, RF



88

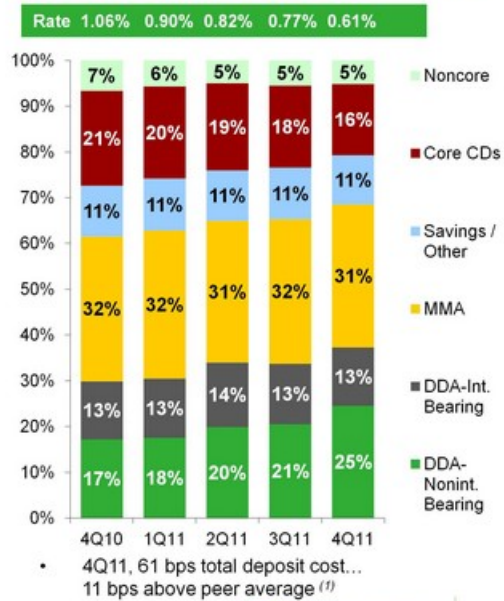
# Deposits and Other Funding

## Deposits

Core CD Maturities & Avg. Maturity Rate



Avg. Total Deposits – Rate / Mix



(1) 4Q11 Source: SNL Peers: ASBC, BBT, CMA, FHN, FITB, KEY, ZION, MTB, PNC, RF

## Deposit Trends

Linked Quarter <i>(in billions)</i>	2011		Change	
	Fourth Quarter	Third Quarter	Amount	%
<b>Average Deposits</b>				
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
<b>Total deposits</b>	<b>\$ 43.6</b>	<b>\$ 42.3</b>	<b>\$ 1.3</b>	<b>3 %</b>

## Deposit Trends

Prior-Year Quarter <i>(in billions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
<b>Average Deposits</b>				
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)
<b>Total deposits</b>	<b>\$ 43.6</b>	<b>\$ 41.7</b>	<b>\$ 1.9</b>	<b>5 %</b>

## Total Core Deposit Trends

Average (\$B)	4Q11	Annualized Growth <sup>(1)</sup>		
		4Q11 v 3Q11	2Q11 v 1Q11	4Q11 v 4Q10
<b>Commercial</b>				
Demand deposits - non-interest bearing	\$ 9.3	102 %	52 %	52 %
Demand deposits - interest bearing	1.0	(17)	54	5
Other core deposits <sup>(2)</sup>	6.1	6	38	12
Total	16.4	54	46	31
<b>Consumer</b>				
Demand deposits - non-interest bearing	1.4	31	20	35
Demand deposits - interest bearing	4.5	4	(10)	5
Other core deposits <sup>(2)</sup>	19.7	-	(12)	(6)
Total	24.9	(9)	(10)	(6)
<b>Total</b>				
Demand deposits - non-interest bearing	10.7	92	47	49
Demand deposits - interest bearing	5.6	-	1	5
Other core deposits <sup>(2)</sup>	25.1	(9)	(1)	(5)
Total	\$ 41.4	14 %	9 %	6 %

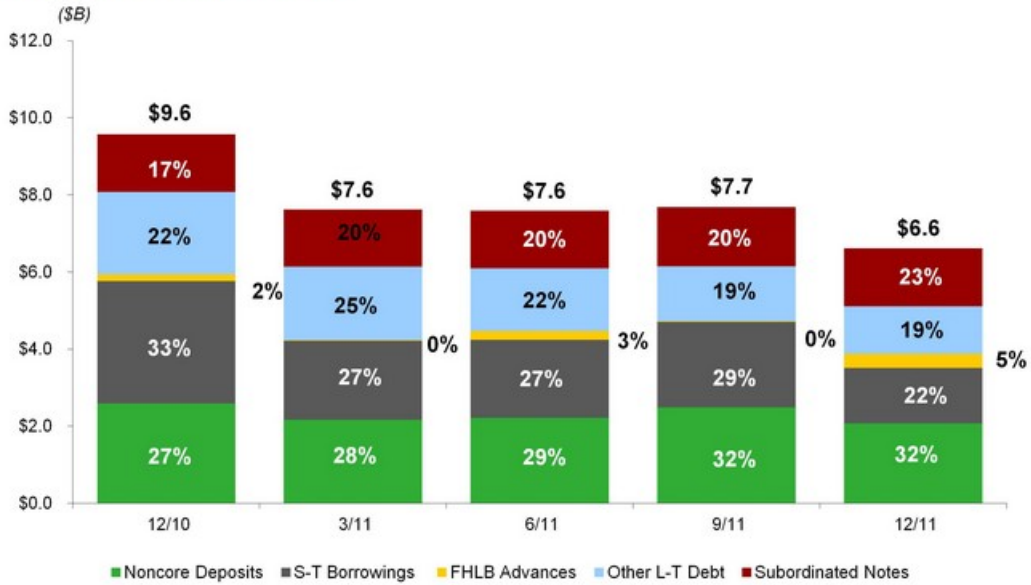
(1) Linked-quarter percent change annualized

(2) Includes core CDs, savings, and other deposits



# Other Funding

## End of Period Balances



# Capital

## Capital <sup>(1)</sup>

	4Q11	3Q11	2Q11	1Q11	4Q10
Tang. common equity/ tang. assets	8.30%	8.22%	8.22%	7.81%	7.56%
Tang. equity/tang. assets	9.02	8.88	8.91	8.51	8.24
Tier 1 common risk-based capital	10.00	10.17	9.92	9.75	9.29
Tier 1 leverage	10.28	10.24	10.25	9.80	9.41
Tier 1 risk-based capital	12.11	12.37	12.14	12.04	11.55
Total risk-based capital	14.77	15.11	14.89	14.85	14.46
Total risk-weighted assets (\$B)	\$45.9	\$44.4	\$44.1	\$43.0	\$43.5
Double leverage <sup>(2)</sup>	89	90	88	88	87

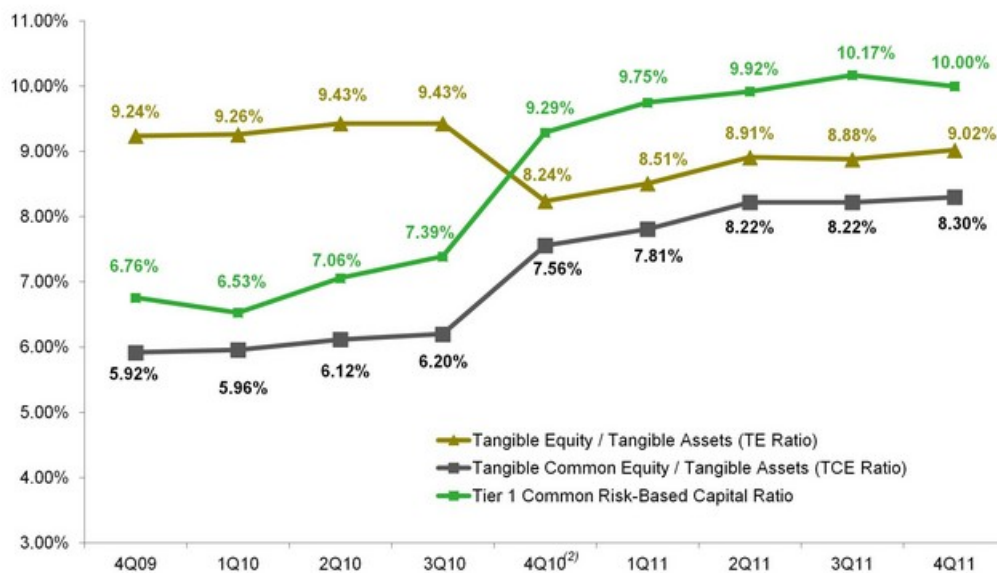
(1) Period end

(2) (Parent company investments in subsidiaries + goodwill) / equity



96

## Capital Ratios <sup>(1)</sup>



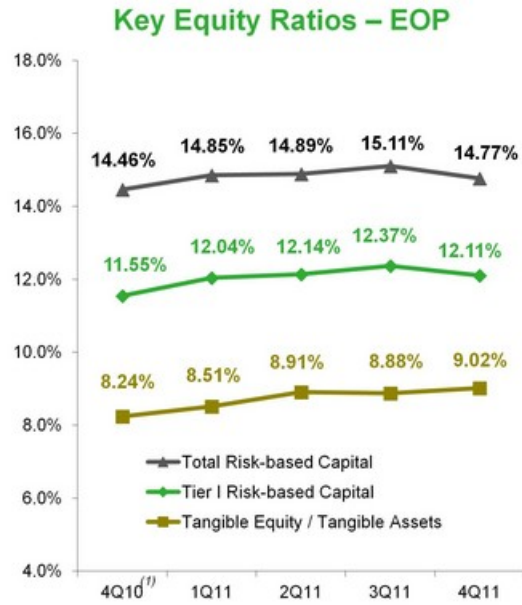
(1) End-of-period

(2) 4Q10 - Raised \$920 MM of common equity and repurchased \$1.4 B of TARP related preferred shares



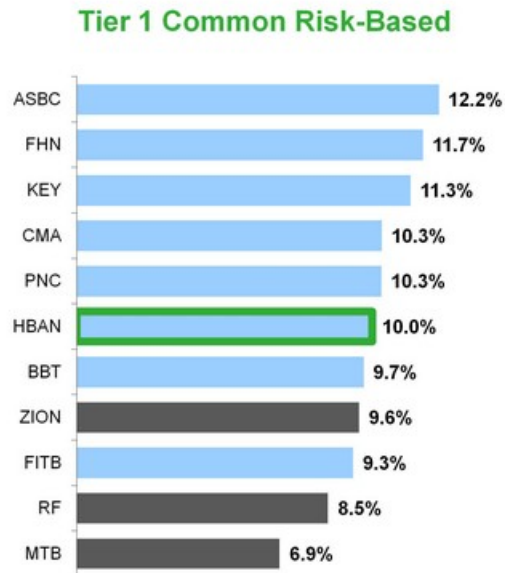
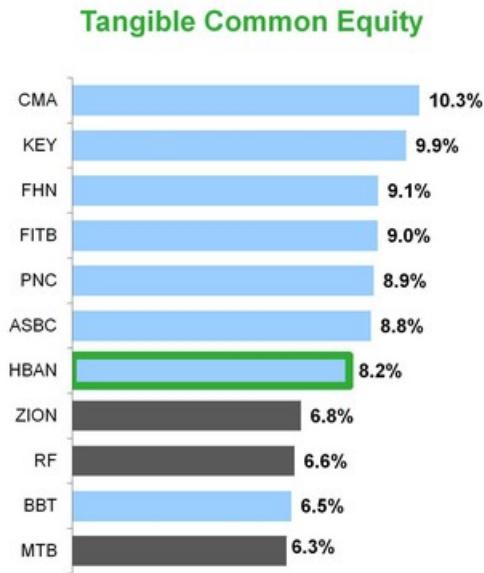
97

# Capital



(1) 4Q10 - Raised \$920 MM of common equity and repurchased \$1.4 B of TARP related preferred shares

# Capital Analysis – 12/31/11



TARP- fully repaid

Source: SNL, Company reports.

## Franchise and Leadership

100

### Huntington Bancshares Overview

Midwest financial services holding company

Founded - 1866

Headquarters - Columbus, Ohio

Total assets - \$54 Billion

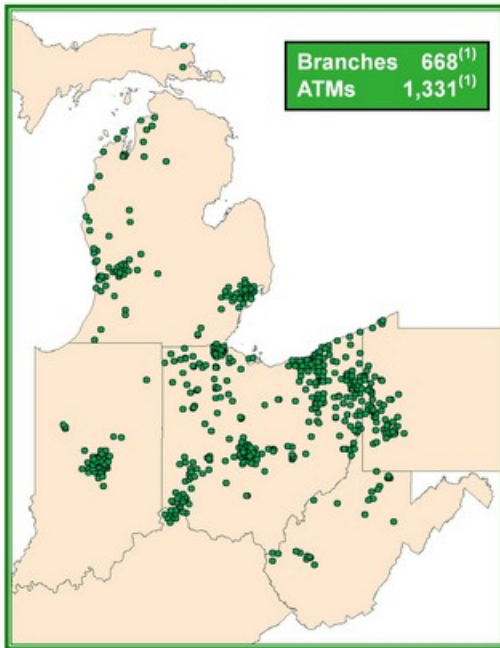
Employees <sup>(1)</sup> - 11,245

Franchise:

Footprint	6 states: OH, MI, PA, IN, WV, KY 652 branches / 1,331 ATMs
Retail and Business Banking	5 Areas
- Mortgage banking	+ MD, NJ
Commercial Banking	11 Regions
Commercial Real Estate	
Auto Finance & Dealer Services	+ MA, RI, VT, NH, ME, TN, NJ, WI, MN
Private Financial Group	+ FL

(1) Full-time equivalent (FTE)

# A Strong Regional Presence



Source: SNL Financial, company presentations and filings  
FDIC deposit data as of June 30, 2011

## Deposits - Top 12 MSAs

MSA	Rank	BBs <sup>(2)</sup>	Deposits	Share
Columbus, OH	1	77	\$10,318	24.1%
Cleveland, OH	5	78	4,056	8.0
Detroit, MI	8	52	3,239	4.3
Toledo, OH	1	42	2,350	24.0
Pittsburgh, PA	8	42	2,342	2.9
Cincinnati, OH	5	42	1,508	3.4
Youngstown, OH	1	40	1,915	21.1
Indianapolis, IN	4	45	2,061	6.5
Canton, OH	1	24	1,557	27.5
Grand Rapids, MI	3	23	1,353	10.5
Akron, OH	5	18	896	7.7
Charleston, WV	4	8	594	10.3

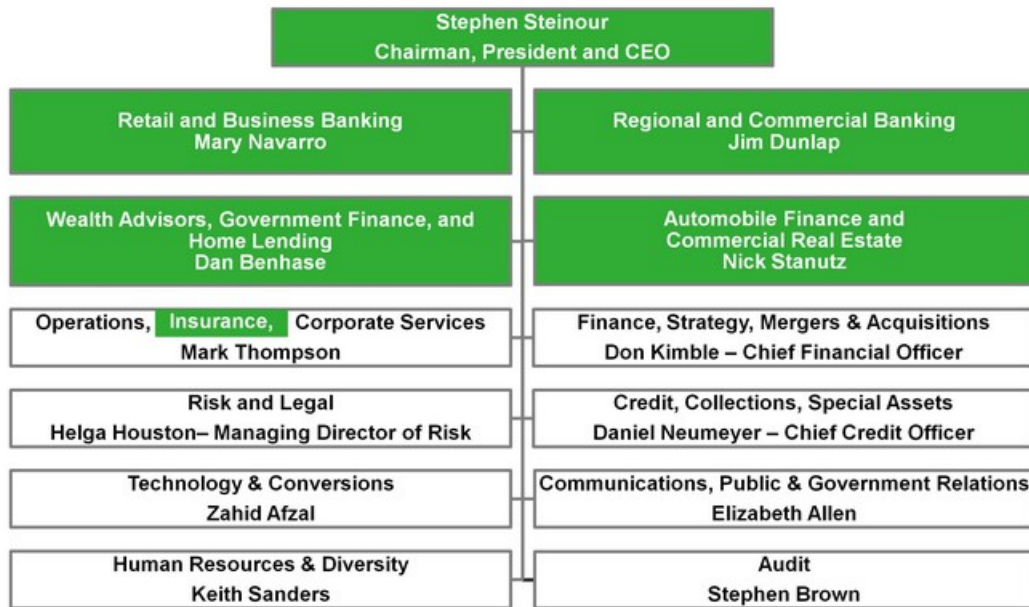
	% Deposits
#1 Share markets	39%
#1- #3 Share markets	42%

State	BBs	ATMs
Ohio	381	838
Michigan	126	178
Pennsylvania	60	103
Indiana	51	71
Kentucky	14	26
West Virginia	33	115



(1) Includes 16 PFG offices (2 in FL) . Market share at 6/30/11 (2) BBs = Banking Branches

# Leadership Team



Business Segments





## Senior Leadership Team

		Appointed	Experience - Yrs	
			Banking	HBAN
Stephen Steinour	Chairman, President and CEO	1Q09	30	3
Zahid Afzal	SEVP – Technology & Conversions	1Q06	27 <sup>(1)</sup>	6
Dan Benhase	SEVP – Wealth Advisors, Government Finance, and Home Lending	2Q06	29	11
Jim Dunlap	SEVP – Commercial Banking	1Q06	32	32
Helga Houston	SEVP-Corporate Risk Managing Director	3Q11	30 <sup>(1)</sup>	1
Don Kimble	SEVP – Chief Financial Officer – Finance, Strategy, M & A	3Q04	29	7
Mary Navarro	SEVP – Retail and Business Banking	1Q06	34	9
Daniel Neumeyer	SEVP – Chief Credit Officer – Credit, Collections, Special Assets	3Q09	28	2
Keith Sanders	SEVP – Human Resources & Diversity	1Q10	8 <sup>(1)</sup>	2
Nick Stanutz	SEVP – Automobile Finance and Commercial Real Estate	2Q06	33	25
Mark Thompson	SEVP – Operations, Insurance, Corporate Services	2Q09	31	2
Stephen Brown	EVP-Chief Auditor	2Q11	15	1
Dick Cheap	EVP – General Counsel & Secretary – Legal	2Q98	34 <sup>(1)</sup>	13

(1) Includes related experience outside of banking



104

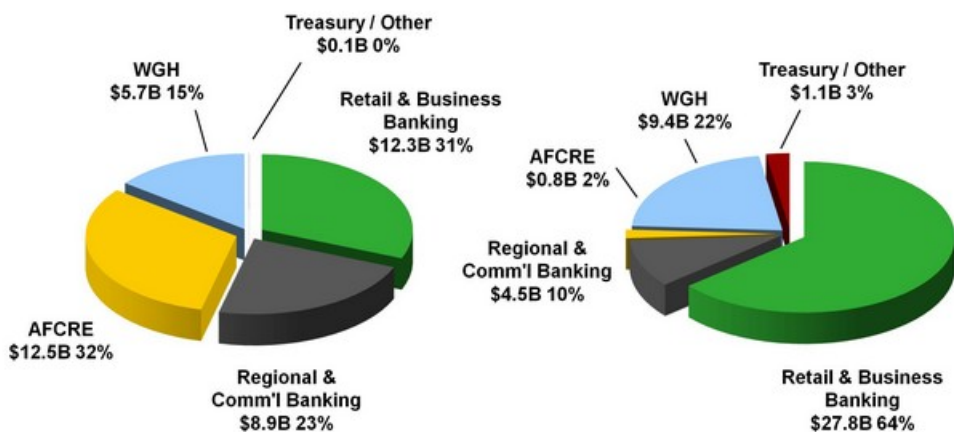
## Business Segment Overview

105

## Business Segment Loans & Deposits – 4Q11

Average Total Loans – \$39.5 B

Average Total Deposits – \$43.6 B



106

## Total Loans and Leases – By Business Segment

4Q11

Avg. Outstandings – \$39.5 Billion

(\$B)	Retail & Business Banking	Regional & Comm'l Banking	AFCRE	WGH	Treas. / Other	Total
C&I	\$3.1	\$8.5	\$1.8	\$0.8	\$0.1	\$14.2
CRE	0.4	0.3	5.0	0.2	--	6.0
Total commercial	3.6	8.9	6.7	0.9	0.1	20.2
Automobile loans & leases	0.0	0.0	5.6	0.0	0.0	5.6
Home equity	7.3	0.0	0.0	0.8	0.0	8.1
Residential mortgage	1.1	0.0	0.0	4.0	0.0	5.0
Other consumer	0.4	0.0	0.1	0.0	(0.0)	0.5
Total consumer	8.7	0.0	5.7	4.8	(0.0)	19.3
<b>Total loans</b>	<b>\$12.3</b>	<b>\$8.9</b>	<b>\$12.5</b>	<b>\$5.7</b>	<b>\$0.1</b>	<b>\$39.5</b>



107

## Total Deposits – By Business Segment

4Q11

Avg. Balances – \$43.6 Billion

(\$B)	Retail & Business Banking	Regional & Comm'l Banking	AFCRE	WGH	Treas. / Other	Total
DDA-noninterest bearing	\$4.2	\$2.6	\$0.5	\$ 3.2	\$0.2	\$10.7
DDA-interest bearing	4.5	0.1	0.0	1.0	0.0	5.6
Money market deposits	7.8	1.5	0.2	4.1	0.0	13.6
Savings and other domestic time deposit	4.6	0.0	0.0	0.1	(0.0)	4.7
Core certificates of deposit	6.6	0.0	0.0	0.1	0.0	6.8
<b>Total core deposits</b>	<b>27.6</b>	<b>4.2</b>	<b>0.7</b>	<b>8.5</b>	<b>0.2</b>	<b>41.4</b>
Other deposits	0.2	0.3	0.0	0.9	0.9	2.2
<b>Total deposits</b>	<b>\$27.8</b>	<b>\$4.5</b>	<b>\$0.8</b>	<b>\$9.4</b>	<b>\$1.1</b>	<b>\$43.6</b>



108

## Business Segment Contribution

(\$MM)	4Q11	2011	2010	2009
Retail & Business Banking	\$36.1	\$175.4	\$131.0	\$(26.5)
Regional & Comm'l Banking	40.7	109.9	38.5	(158.7)
AFCRE	34.2	186.2	46.5	(588.2)
WGH	7.8	25.9	34.8	1.8
Treas. / Other	8.1	45.3	61.6	(251.3)
Goodwill Impairment <sup>(1)</sup>		--	--	(2,573.8) <sup>(1)</sup>
<b>Total Net Income</b>	<b>\$126.9</b>	<b>\$542.6</b>	<b>\$312.3</b>	<b>(\$3,094.2)</b>

(1) Represents the 2009 first quarter impairment charge, net of tax, associated with the former Regional Banking business segment.



109

# Business Segment Overview

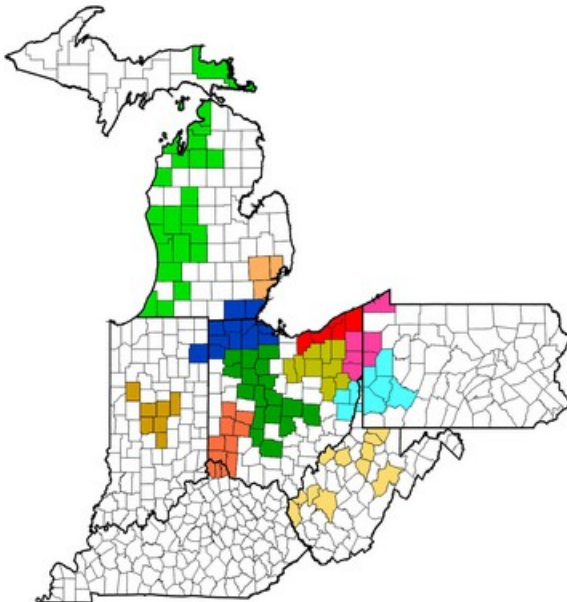
**Commercial Banking**  
**Executive – Jim Dunlap**

- 11 Region Presidents
- Middle Market Commercial Banking
- Specialty Banking
  - Large Corporate
  - Health-care
  - Not-for-Profit
- Equipment Finance
- International Services
- Treasury Management
- Capital Markets
  - Derivatives
  - Foreign Exchange
  - Securities Trading

**Retail & Business Banking**  
**Executive – Mary Navarro**

- Branch Sales and Service
  - 5 Retail Banking Areas
  - Consumer Banking
  - Business Banking
- In-Store Branches
- Deposit Product Pricing and Fees
- Marketing and Customer Experience
- Payments and Channels

# 11 Commercial Banking Regions



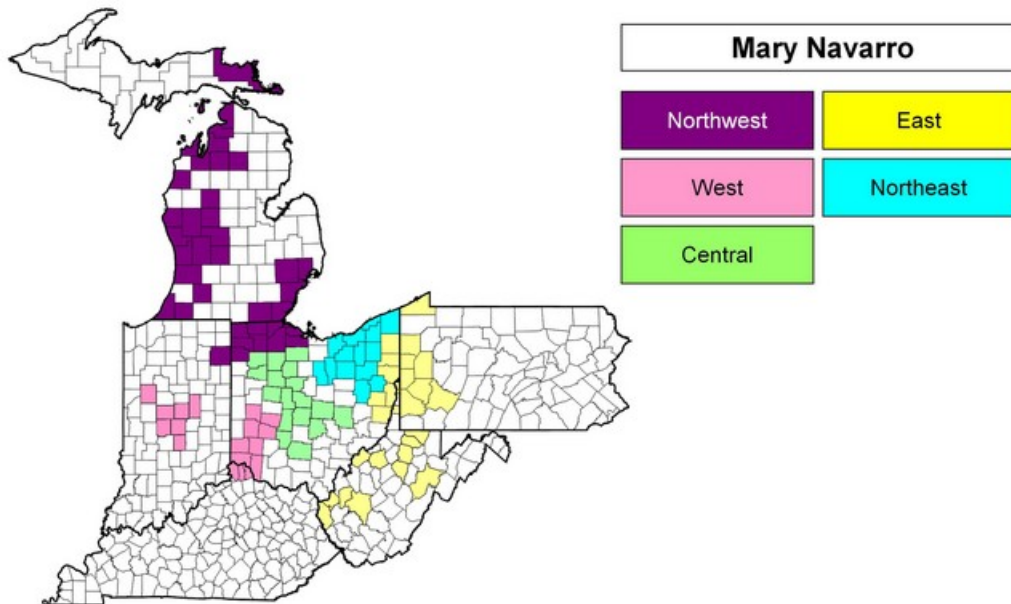
Jim Dunlap	
West Michigan	Greater Akron/Canton
East Michigan	Central Ohio
Central Indiana	S. Ohio/KY
NW Ohio	Pittsburgh
Greater Cleveland	West Virginia
Mahoning Valley	



## Regional Banking Presidents

	<u>Region</u>	<u>Appointed</u>	<u>Experience - Yrs</u>	
			<u>Banking</u>	<u>HBAN</u>
Jim Dunlap	West Michigan	1Q06	32	32
Mike Fezzey	East Michigan	4Q10	<1	<1
David Hammer	Pittsburgh	3Q09	24	2
Frank Hierro	Mahoning Valley	1Q00	33	28
Jim Kunk	Central Ohio	1Q94	30	30
Mike Newbold	Central Indiana	4Q06	34	7
Mark Reitzes	Southern Ohio / Kentucky	1Q08	25	19
Clayton Rice	West Virginia	3Q07	24	7
William Shivers	Greater Akron / Canton	3Q09	20	4
Sharon Speyer	Northwest Ohio	1Q01	23	19
Daniel Walsh, Jr.	Greater Cleveland	2Q10	15	1

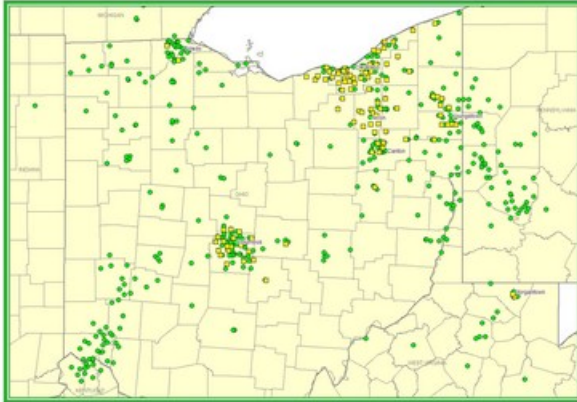
## 5 Retail and Business Banking Areas



# Increase Convenience – Ohio

## Giant Eagle / Huntington Partnership

### #1 in Ohio Branches



MSA	% of Branches		
	6/10	Pro Forma <sup>(1)</sup>	
Akron	8.6%	<b>13%</b>	<b>#2</b>
Canton	18.0%	<b>22%</b>	<b>#1</b>
Cleveland	10.3%	<b>15%</b>	<b>#1</b>
Columbus	13.7%	<b>15%</b>	<b>#1</b>
Youngstown	19.8%	<b>23%</b>	<b>#1</b>



**381 Branches**  
**+ 106 In-Store = 487 Branches Over Time**

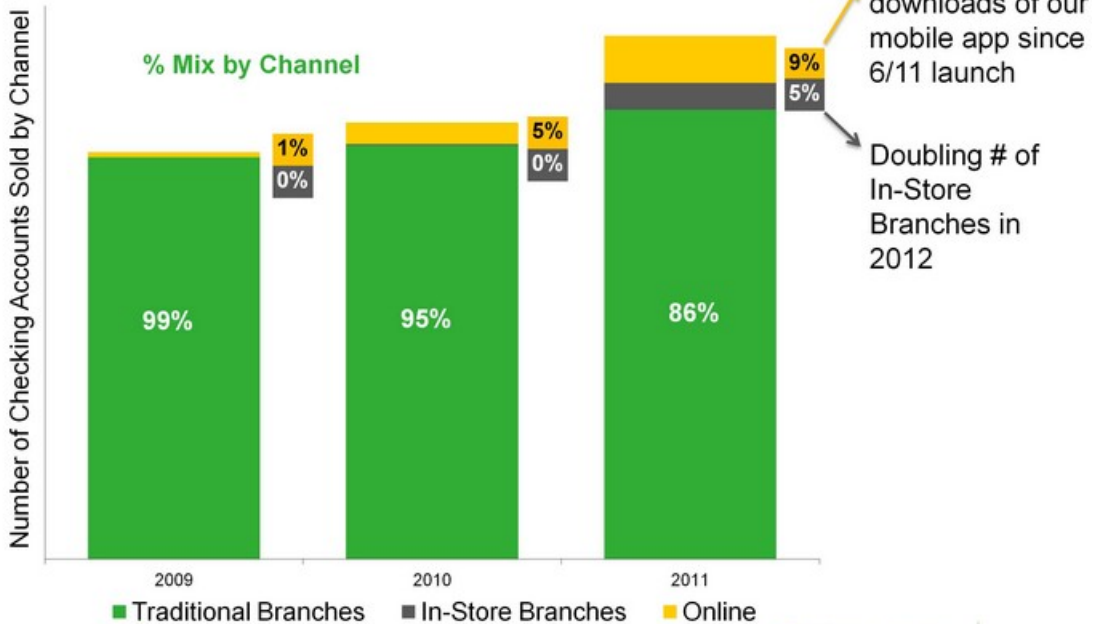
#### Planned Rollout

- 12% the cost of a traditional branch
- >40 opened
- >70 by end of 2012
- >100 by end of 2015
- Cash flow breakeven in < 2 years

Branch share source, SNL Financial, 6/30/2010

## Sales Transactions Shifting to Lower Cost Channels

- >25% growth in sales activity since '09
- >10% decline in cost of services since '09



## Retail & Business Banking Executives

	Area	Appointed	Experience - Yrs	
			Banking	HBAN
Jim Baron	Branch Sales & Service	4Q10	32	7
Jonathan Greenwood	Central Retail Area	2Q11	26	18
Kevin Grose	West Retail Area	1Q12	22	20
Loretta Stanton	Northeast Retail Area	2Q10	21	21
Robert Soroka	East Retail Area	2Q09	26	8
Tracey Bailey	Northwest Retail Area	1Q12	16	16
Brian Bromley	In-Store Channel Director - Michigan	1Q12	28	26
David Clifton	Chief Customer & Marketing Officer	4Q09	26	2
Cindy Keitch	In-Store Channel Director	2Q10	36	16
Steve Rhodes	Business Banking Director	4Q10	23	<1
David Schamer	Deposit Products Pricing & Fees Director	2Q09	17	2
Mark Sheehan	Payments & Channel Director	4Q09	23	2
Deborah Stein	Phone Bank Director	2Q11	28	8



116

## Business Segment Overview

### Wealth Advisors, Government Finance, and Home Lending

#### Executive – Dan Benhase

- Wealth Advisors
  - Trust / Portfolio Management
  - Private Banking
  - Retail Brokerage
- Government Finance
  - Public Funds – Treasury Services and Lending
  - Corporate Trust
  - National Settlement
- Home Lending
  - Mortgage Banking
  - Consumer Lending
- Other
  - Retirement Plan Services
  - Huntington Asset Services
  - Huntington Asset Advisors – Huntington Funds

### Automobile Finance and Commercial Real Estate

#### Executive – Nick Stanutz

- Auto Dealer Finance
  - 9 Region Managers
  - Consumer Indirect Auto Loans
  - Dealer Commercial Loans
- Commercial Real Estate
- Asset Based Lending
- Mezzanine Lending



117



## Safe Harbor Disclosures

118

### 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, the 2011 fourth quarter earnings press release, or the Form 8-K related to this document, all of which can be found on Huntington's website at [www.huntington-ir.com](http://www.huntington-ir.com).*

#### Pre-Tax, Pre-Provision Income

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

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

#### Annualized data

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



## Basis of Presentation

### 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.

## Basis of Presentation

### 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.

### Rounding

Please note that columns of data in the presentation may not add due to rounding.

### Earnings per share equivalent data

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

## Forward Looking Statements

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.