# 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) July 19, 2012
HUNTINGTON BANCSHARES INCORPORATED
(Exact name of registrant as specified in its charter)

1-34073
(Commission
File Number)
$\begin{array}{lc}\text { Columbus, Ohio } & 43287 \\ \text { (Zip Code }\end{array}$

31-0724920
(IRS Employer
Identification No.)
(Zip Code)

Huntington Center
41 South High Street
(Address of principal executive offices)
Registrant's telephone number, including area code (614) 480-8300
Not Applicable
(Former name or former address, if changed since last report.)

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):
$\square \quad$ 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))

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

On July 19, 2012, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended June 30, 2012. Also on July 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 July 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 91085729. 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 July 31, 2012, at (855) 859-2056 or (404) 537-3406; conference call ID 91085729.

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 collateral that 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, reforms, and regulations including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act; 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 2011 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 July 19, 2012.
Exhibit 99.2 - Quarterly Performance Discussion, June 2012.
Exhibit 99.3 - Quarterly Financial Review, June 2012.

## 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: July 19, 2012
By: /s/ Donald R. Kimble
Donald R. Kimble
Senior Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No. Description

Exhibit 99.1 News release of Huntington Bancshares Incorporated, July 19, 2012.
Exhibit 99.2
Exhibit 99.3
Quarterly Performance Discussion, June 2012.
Quarterly Financial Review, June 2012.

Date: July 19, 2012
FOR IMMEDIATE RELEASE -
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# HUNTINGTON BANCSHARES INCORPORATED <br> REPORTS \$152.7 MILLION OF NET INCOME, OR \$0.17 PER COMMON SHARE, FOR THE 2012 SECOND QUARTER, RELATIVELY UNCHANGED FROM THE PRIOR QUARTER AND UP 5\% FROM 2011 SECOND QUARTER 

## DECLARES QUARTERLY DIVIDEND ON COMMON STOCK OF \$0.04 PER SHARE

## Other specific highlights compared with 2012 First Quarter:

- $\quad \$ 11.8$ million, or $\mathbf{3 \%}$, increase in net interest income, reflecting:
- $\mathbf{3 . 4 2 \%}$ fully taxable equivalent net interest margin, up $\mathbf{2}$ basis points
- $\mathbf{2 1 \%}$ annualized growth in total average loans and leases
- $\mathbf{1 3 \%}$ annualized growth in average total core deposits
- $\quad \$ 31.5$ million, or $\mathbf{1 1} \%$, decline in noninterest income, as the prior quarter included a $\$ \mathbf{2 3 . 0}$ million automobile loan securitization gain and an $\$ 11.4$ million bargain purchase gain associated with the acquisition of Fidelity Bank
- $\quad \mathbf{\$ 1 8 . 4}$ million, or $\mathbf{4} \%$, decline in noninterest expense, as the prior quarter included a $\mathbf{\$ 2 3 . 5}$ million addition to litigation reserves
- 62.8\% efficiency ratio, down from $\mathbf{6 3 . 8 \%}$
- $1.10 \%$ return on average assets, down from $1.13 \%$
- $\mathbf{\$ 0 . 1 6}$, or $\mathbf{1 2 \%}$ annualized, growth in tangible book value per common share to $\$ 5.49$
- 10.08\% Tier 1 common risk-based capital ratio, down from $\mathbf{1 0 . 1 5 \%}$
- 6.4 million shares repurchased at an average price of $\$ 6.26$ per share

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN;www.huntington.com) reported 2012 second quarter net income of $\$ 152.7$ million, down $\$ 0.6$ million, or less than $1 \%$, from $\$ 153.3$ million in the prior quarter. Earnings per common share in the current quarter were $\$ 0.17$, unchanged from the prior quarter. Net income in the year-ago quarter was $\$ 145.9$ million, or $\$ 0.16$ per common share.

Huntington today also announced that the board of directors declared a quarterly cash dividend on its common stock of $\$ 0.04$ per common share. The dividend is payable October 1, 2012, to shareholders of record on September 17, 2012.

## Summary Performance Discussion

"We are very pleased with the quarter. This quarter's financial results reflect relatively stable returns and net interest margin, improving efficiency and credit metrics, and strong growth of loans, deposits, and customer relationships demonstrating the continued benefits from successfully executing our strategic plan," said Stephen D. Steinour, chairman, president and chief executive officer. "At the plan's core remains a differentiated approach to banking, coupled with investing in products and services that are driving an improvement in the stability of our long-term profitability while introducing opportunities for growth."

Steinour continued, "This was a very straight forward quarter. We completed the systems conversion and integration of Fidelity Bank, all the while remaining focused on growing the core. Our mortgage banking and best-in-class indirect automobile businesses performed as expected and benefited from current market conditions. Our focus on growing consumer households and commercial relationships and improving product cross-sell continued to positively impact financial performance. Our results demonstrated our ability to grow net interest income and support the net interest margin."

Net income in the second quarter was $\$ 152.7$ million, down $\$ 0.6$ million, or less than $1 \%$, from $\$ 153.3$ million in the prior quarter. The primary drivers of the decrease were a $\$ 31.5$ million, or $11 \%$, decrease in noninterest income partially offset by an $\$ 18.4$ million, or $4 \%$, decrease in noninterest expense and an $\$ 11.8$ million, or $3 \%$, increase in net interest income. The prior quarter included several significant items that elevated both noninterest income and noninterest expense. Specifically, noninterest income included a $\$ 23.0$ million automobile loan securitization gain and an $\$ 11.4$ million bargain purchase gain from the FDIC-assisted acquisition of Fidelity Bank. The prior quarter's noninterest expense included a $\$ 23.5$ million increase to litigation reserves.

Net interest income increased $\$ 11.8$ million, or 3\%, from the prior quarter. This reflected a $\$ 1.3$ billion, or $3 \%$ ( $10 \%$ annualized), increase in average earning assets and a 2 basis point increase in the fully-taxable equivalent net interest margin (NIM) to $3.42 \%$. The linked-quarter increase in the NIM reflected the benefit of a 5 basis point reduction in the cost of total interest bearing liabilities, as well as $\$ 0.8$ billion, or $7 \%$, growth in average noninterest bearing deposits. However, there was a 3 basis point negative impact from the mix and yield of earning assets and other items.

The acquisition of Fidelity Bank at the end of the prior quarter had a positive 2 basis point impact on the NIM, and the recent redemptions of two issuances of trust preferred securities had a 1 basis point positive impact.

The increase in average earning assets was driven by organic growth across several categories of loans, in addition to two transactions that occurred late in the prior quarter: (1) the FDIC-assisted Fidelity Bank acquisition, and (2) the purchase of a high quality municipal equipment lease portfolio. Average commercial and industrial loan (C\&I) growth was very strong at $\$ 1.3$ billion, or $9 \%$ ( $34 \%$ annualized), reflecting the continued elevated level of activity from multiple business lines including middle market and equipment finance, as well as the purchase of a $\$ 0.4$ billion equipment lease portfolio and $\$ 0.1$ billion of C\&I loans associated with Fidelity Bank. Automobile loan origination levels remained strong throughout the quarter and, as we did in the 2011 fourth quarter, we reclassified $\$ 1.3$ billion of automobile loans into held for sale at the end of the quarter in preparation for an expected securitization in the second half of 2012.

Average total core deposits increased $\$ 1.4$ billion, or $3 \%$ ( $13 \%$ annualized), reflecting growth in all deposit categories including $\$ 0.7$ billion of deposits associated with Fidelity Bank. Total average demand deposits grew $\$ 1.1$ billion, or $6 \%$ ( $26 \%$ annualized), to $\$ 18.0$ billion, and represented $40 \%$ of total deposits. Total average demand deposits in the year-ago quarter were $\$ 13.4$ billion and represented $32 \%$ of total deposits. This meaningful improvement reflected our continued focus on fundamentally changing our deposit mix to drive down the overall cost of funds and support the NIM. As previously disclosed, there remains over $\$ 1.0$ billion of demand deposits from several larger relationships that we consider shorter term in nature.

Total noninterest income decreased $\mathbf{\$ 3 1 . 5}$ million, or $\mathbf{1 1} \%$, from the prior quarter. This included a $\$ 22.6$ million decrease in gain on sale of loans as the prior quarter included a $\$ 23.0$ million gain associated with that quarter's automobile loan securitization. In addition, other income decreased $\$ 9.2$ million as the prior quarter included an $\$ 11.4$ million bargain purchase gain associated with the FDIC-assisted acquisition of Fidelity Bank. Mortgage banking income declined $\$ 8.1$ million as the benefit of net mortgage servicing rights (MSR) decreased by $\$ 6.8$ million.

Commenting on revenue trends, Steinour said, "The second quarter results clearly showed the benefit of $11.6 \%$ annualized growth in consumer checking account households and $11.9 \%$ annualized growth in commercial relationships, with both electronic banking and service charges on deposits up over $9 \%$. Not only are we gaining customers, we are selling deeper with $76.0 \%$ of consumer checking account households and $32.6 \%$ commercial relationships now with 4 or more products or services. A portion of our strategic investments remains in the early stages, such as our in-store strategy. In contrast, others have matured and are adding meaningfully to the bottom line, like our customer focused capital markets activities, which posted a record quarter resulting in $35 \%$ linked quarter and $58 \%$ year-over-year growth."

Noninterest expense decreased $\$ 18.4$ million, or $\mathbf{4 \%}$, from the prior quarter. This reflected a $\$ 19.9$ million reduction in other expense as the prior quarter included a $\$ 23.5$ million addition to litigation reserves. Deposit and other insurance expense decreased $\$ 5.0$ million, and net occupancy declined $\$ 3.6$ million. The positive impacts from these reductions were partially offset by a $\$ 6.1$ million increase in outside data processing and other services, a $\$ 4.6$ million seasonal increase in marketing, and a $\$ 4.2$ million increase in professional services. Of the total noninterest expense increase, $\$ 6.8$ million related to the prior quarter's FDIC-assisted acquisition of Fidelity Bank, of which approximately $40 \%$ was one-time in nature and mainly impacted outside data processing and other services and professional services. Of note, noninterest expense included four unrelated items, including the $\$ 2.6$ million of gain on early extinguishment of debt, that we believe were one-time in nature that, in total, reduced expenses $\$ 6.4$ million.

The provision for credit losses increased $\$ 2.1$ million, or 6\%, from the prior quarter. This reflected a $\$ 1.3$ million, or $2 \%$, increase in net charge-offs (NCOs) to $\$ 84.2$ million, or an annualized $0.82 \%$ of average total loans and leases, from $\$ 83.0$ million, or an annualized $0.85 \%$, in the prior quarter. The provision for credit losses in the current quarter was $\$ 47.7$ million lower than NCOs, reflecting a continued improvement in credit quality.

The period-end allowance for credit losses (ACL) as a percentage of total loans and leases decreased to $2.28 \%$, from $2.37 \%$, reflecting the inclusion of the fair value loans related to Fidelity Bank, which have no associated ACL. The ACL as a percentage of period-end total nonaccrual loans (NALs) decreased 14 percentage points to $192 \%$ as NALs increased $\$ 6.6$ million, or $1 \%$, to $\$ 474.2$ million, or $1.19 \%$ of total loans and leases.

Capital. Our Tier 1 common risk-based capital ratio at June 30, 2012, was $10.08 \%$, down from $10.15 \%$ at March 31, 2012, and our tangible common equity ratio increased to $8.41 \%$ from $8.33 \%$ over this same period. The regulatory Tier 1 risk-based capital ratio at June 30, 2012 was $11.93 \%$, down from $12.22 \%$, at March 31 , 2012. This decline reflected an increase in risk-weighted assets due to balance sheet growth and the capital actions taken throughout the quarter, which are discussed below.

Over the quarter, and consistent with planned capital actions, $\$ 80$ million of trust preferred securities were redeemed and 6.4 million common shares were repurchased at an average price of $\$ 6.26$ per share. Commenting on capital, Steinour said, "Reinvesting excess capital to grow the business organically remains our first priority. Importantly, through dividends and share repurchases, we have the flexibility, subject to market conditions, to return a meaningful amount of our earnings to the owners of the company."

## Expectations

"We continue to see positive trends within our Midwest footprint. Relative to the broader United States, parts of the Midwest continue to experience lower levels of unemployment, strength in manufacturing, and more stable home prices. While our footprint has clearly benefitted from this modest recovery, the US and global economies continue to experience elevated levels of volatility and uncertainty. This requires that we remain cautious," said Steinour. "We will remain disciplined in our growth, including the pricing of loans and deposits. We continue to expect credit quality improvement. We will stay focused on increasing customer cross-sell and work to improve operating efficiency. We have completed the Fidelity Bank systems conversion and integration and have achieved the targeted expense reductions. We are now focusing on the opportunities to introduce additional products and services across our expanded customer base."

For the remainder of 2012, average net interest income is expected to show modest improvement from the second quarter level as we anticipate an increase in total loans, excluding the impacts of any future loan securitizations. Those benefits to net interest income are expected to be mostly offset, however, by downward NIM pressure due to the anticipated competitive pressures on loan pricing, as well as lower rate securities through reinvestment, and declining positive impacts from deposit repricing. The C\&I portfolio is expected to continue to show meaningful growth. Our sales pipeline remains robust with much of this reflecting the positive impact from strategic initiatives to expand our commercial lending expertise into areas such as specialty banking, asset based lending, and equipment financing. It also reflects our long-standing, continued support of middle market and small business lending. Automobile loan balances are expected to grow from period-end balances. Residential mortgages and home equity loans are expected to be relatively flat as we continue to evaluate the impact of the proposed capital rules recently released by our regulators. CRE loans likely will experience low levels of declines from current levels.

Excluding potential future automobile loan securitizations, we anticipate the increase in total loans will modestly outpace growth in total deposits. This reflects our 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 from the 2012 second quarter level after excluding the impact of any future automobile loan securitization gains and any net MSR impact. This growth is expected to reflect primarily the continued growth in new customers and increased contribution from key fee income activities including capital markets, treasury management services, and brokerage, as well as the continued positive impact of our cross-sell and product penetration initiatives throughout the company.

Noninterest expense continued to run at levels above our long-term expectations relative to revenue. For the full year, we continue to anticipate positive operating leverage and modest improvement in our expense efficiency ratio. 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, additional regulatory costs and expenses associated with strategic actions, including the planned opening of over 30 in-store branches, may offset some of the improvements.

Credit quality is expected to experience continued improvement. The level of provision for credit losses in the first half of the year was at the low end of our long-term expectation, and we expect some quarterly volatility given the absolute low level of the provision for credit losses and the uncertain and uneven nature of the economic recovery.

We anticipate the effective tax rate for 2012 to approximate $24 \%$ to $26 \%$, which includes permanent tax benefits primarily related to tax-exempt income, tax-advantaged investments, and general business credits.

Please see the 2012 Second Quarter Performance Discussion for an additional detailed review of this quarter's performance. This document can be found at:
$\underline{\text { http://www.investquest.com/iq/h/hban/ne/news/index.htm }}$

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on Thursday, July 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 91085729. 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 July 31,2012 at (855) 859-2056; Conference ID 91085729.

## 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 collateral that 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, reforms, and regulations including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act; 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 2011 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 2012 Second Quarter Performance Discussion and Quarterly Financial Review supplements to this document, the second 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.huntingtonir.com.

## 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.

## 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 after-tax 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 $\$ 57$ 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 more than 680 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 more than 1,350 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.

## HUNTINGTON BANCSHARES

## 2012 SECOND QUARTER PERFORMANCE DISCUSSION

Date: July 19, 2012
The following provides detailed earnings performance discussion that complements the summary review contained in Huntington Bancshares Incorporated's (NASDAQ: HBAN) 2012 Second Quarter Earnings Press Release, which can be found at:
http://www.investquest.com $/ \mathrm{iq} / \mathrm{h} / \mathrm{hban} /$ ne/news/

## Table 1 -Earnings Performance Summary

| (in millions) | 2012 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | $\begin{gathered} \hline \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |
|  |  |  | Amount | \% |
| Net interest income | \$429.0 | \$417.2 | \$ 11.8 | 3\% |
| Provision for credit losses | 36.5 | 34.4 | 2.1 | 6 |
| Noninterest income | 253.8 | 285.3 | (31.5) | (11) |
| Noninterest expense | 444.3 | 462.7 | (18.4) | (4) |
| Income before income taxes | 202.0 | 205.4 | (3.5) | (2) |
| Provison for income taxes | 49.3 | 52.2 | (2.9) | (6) |
| Net income | 152.7 | $\underline{\underline{153.3}}$ | (0.6) | (0) |
| Dividends on preferred shares | 8.0 | 8.0 | (0.1) | (1) |
| Net income applicable to common shares | \$144.7 | \$145.2 | \$ (0.5) | (0)\% |
| Net income per common share-diluted | \$ 0.17 | \$ 0.17 | \$ - | 0\% |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |
| Net interest income | \$429.0 | \$417.2 | \$ 11.8 | 3\% |
| FTE adjustment | 5.7 | 3.9 | 1.8 | 46 |
| Net interest income - FTE | 434.7 | 421.1 | 13.6 | 3 |
| Noninterest income | 253.8 | 285.3 | (31.5) | (11) |
| Total revenue - FTE | \$688.5 | \$706.5 | \$(17.9) | (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", when appropriate, aids analysts/investors in better understanding corporate performance trends. (See Significant Items under the Basis of Presentation for a full discussion.)

Table 2 highlights the Significant Items impacting reported results for the prior quarter, as there were no significant items in the current and year ago quarters:

## Table 2-Significant Items Influencing Earnings Performance Comparisons

| Three Months Ended (in millions, except per share) | Impact |  |  |
| :---: | :---: | :---: | :---: |
|  |  | mount (l) | EPS (2) |
| June 30, 2012 - GAAP income | \$ | 152.7 | \$ 0.17 |
| March 31, 2012 - GAAP income | \$ | 153.3 | \$ 0.17 |
| - Bargain purchase gain, FDIC-assisted Fidelity Bank acquisition |  | 11.4 | 0.01 |
| - Addition to litigation reserves |  | (23.5) | (0.02) |
| June 30, 2011 - GAAP income | \$ | 145.9 | \$ 0.16 |

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

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

## 2012 Second Quarter versus 2012 First Quarter

Fully-taxable equivalent net interest income increased $\$ 13.6$ million, or $3 \%$, from the 2012 first quarter. This reflected the combined benefits of a $\$ 1.3$ billion, or $3 \%$ $(10 \%$ annualized), increase in average earning assets and a 2 basis point increase in the fully-taxable equivalent net interest margin (NIM) to $3.42 \%$. The increase in average earnings assets reflected a $\$ 2.0$ billion, or $5 \%$ ( $21 \%$ annualized), increase in average total loans and leases, partially offset by a $\$ 0.8$ billion decline in average loans held for sale, reflecting last quarter's $\$ 1.3$ billion automobile loan securitization and sale. The primary item impacting the increase in the NIM was:

- 5 basis point positive impact from the reduction in the cost of average total interest bearing liabilities, as well as $7 \%$ growth in average noninterest bearing deposits.

Partially offset by:

- 3 basis point negative impact from the mix and yield of earning assets and other items.

The acquisition of Fidelity Bank at the end of the prior quarter had a positive 2 basis point impact on the NIM, and the recent redemptions of two issuances of trust preferred securities had a 1 basis point positive impact.

| (in billions) | 2012 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second <br> Quarter | $\begin{gathered} \hline \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |
|  |  |  | Amount | \% |
| Average Loans and Leases |  |  |  |  |
| Commercial and industrial | \$ 16.1 | \$ 14.8 | \$ 1.3 | 9\% |
| Commercial real estate | 6.1 | 5.9 | 0.2 | 4 |
| Total commercial | 22.2 | 20.7 | 1.5 | 7 |
| Automobile | 5.0 | 4.6 | 0.4 | 9 |
| Home equity | 8.3 | 8.2 | 0.1 | 1 |
| Residential mortgage | 5.3 | 5.2 | 0.1 | 2 |
| Other consumer | 0.5 | 0.5 | (0.0) | (5) |
| Total consumer | 19.0 | 18.5 | 0.5 | 3 |
| Total loans and leases | \$ 41.2 | \$39.1 | \$ 2.0 | 5\% |

Average total loans and leases increased $\$ 2.0$ billion, or $5 \%$ ( $21 \%$ annualized), from the 2012 first quarter, primarily reflecting:

- $\quad \$ 1.3$ billion, or $9 \% ~(34 \%$ annualized), growth in average total Commercial and Industrial (C\&I) loans. This reflected the continued elevated level of activity from multiple business lines including middle market and equipment finance, as well as $\$ 0.1$ billion related to the Fidelity Bank acquisition at the end of the prior quarter.
- $\quad \$ 0.4$ billion, or $9 \%$ ( $36 \%$ annualized), growth in average Automobile loans. Automobile loan originations were more than $\$ 1.1$ billion, the highest quarter ever. While not impacting averages, $\$ 1.3$ billion of automobile loans were reclassified to loans held for sale at the end of the quarter in anticipation of another securitization and sale in the second half of 2012.
- $\quad \$ 0.2$ billion, or $4 \%$ ( $15 \%$ annualized), growth in average Commercial Real Estate (CRE) loans. This reflected the full quarter impact of the Fidelity Bank related loans, partially offset by continued runoff of the noncore portfolio.


## Table 4 - Deposits - 2Q12 vs. 1Q12

| (in billions) | 2012 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | First Quarter |  |  |
|  |  |  | Amount | \% |
| Average Deposits |  |  |  |  |
| Demand deposits - noninterest bearing | \$ 12.1 | \$ 11.3 | \$ 0.8 | 7\% |
| Demand deposits - interest bearing | 5.9 | 5.6 | 0.3 | 5 |
| Total demand deposits | 18.0 | 16.9 | 1.1 | 6 |
| Money market deposits | 13.2 | 13.1 | 0.0 | 0 |
| Savings and other domestic deposits | 5.0 | 4.8 | 0.2 | 3 |
| Core certificates of deposit | 6.6 | 6.5 | 0.1 | 2 |
| Total core deposits | 42.8 | 41.4 | 1.4 | 3 |
| Other domestic deposits of \$250,000 or more | 0.3 | 0.3 | (0.0) | (14) |
| Brokered deposits and negotiable CDs | 1.4 | 1.3 | 0.1 | 9 |
| Other deposits | 0.4 | 0.4 | (0.1) | (17) |
| Total deposits | \$ 44.9 | \$43.5 | \$ 1.4 | 3\% |

Average total deposits increased $\$ 1.4$ billion, or $3 \%$ ( $13 \%$ annualized), from the 2012 first quarter primarily reflecting:

- $\quad \$ 1.1$ billion, or $6 \%$ ( $26 \%$ annualized), increase in average total demand deposits. As disclosed in the prior quarter, there remains approximately $\$ 1.0$ billion of commercial noninterest bearing demand deposits from several large relationships that we consider short term in nature.
- $\$ 0.2$ billion, or $3 \%$ ( $13 \%$ annualized), growth in average savings and other domestic deposits.
- $\$ 0.1$ billion, or $2 \%$ ( $7 \%$ annualized), increase in average core certificates of deposits.

The acquisition of Fidelity Bank at the end of the prior quarter contributed $\$ 0.7$ billion to average total deposits in 2012 second quarter.

## 2012 Second Quarter versus 2011 Second Quarter

Fully-taxable equivalent net interest income increased $\$ 27.5$ million, or $7 \%$, from the year-ago quarter. This reflected a $\$ 3.0$ billion, or $6 \%$, increase in average total earning assets and a 2 basis point increase in the NIM. The increase in average earning assets reflected a combination of factors including:

- $\quad \$ 2.6$ billion, or $7 \%$, increase in average total loans and leases.
- $\quad \$ 0.4$ billion, or $251 \%$, increase in average held-to-maturity securities.
- $\$ 0.2$ billion, or $127 \%$, increase in average loans held for sale.

Partially offset by:

- $\quad \$ 0.2$ billion, or $2 \%$, decrease in average total available-for-sale and other securities.

The 2 basis point increase in the NIM reflected a 28 basis point positive impact from the reduction in the cost of average total interest bearing liabilities, partially offset by a 25 basis point negative impact from lower earning asset yields and other items.

| (in billions) | Second Quarter |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | Amount | \% |
| Average Loans and Leases |  |  |  |  |
| Commercial and industrial | \$16.1 | \$13.4 | \$ 2.7 | 20\% |
| Commercial real estate | 6.1 | 6.2 | (0.2) | (3) |
| Total commercial | $\underline{22.2}$ | 19.6 | 2.6 | 13 |
| Automobile | 5.0 | 6.0 | (1.0) | (16) |
| Home equity | 8.3 | 7.9 | 0.4 | 6 |
| Residential mortgage | 5.3 | 4.6 | 0.7 | 15 |
| Other consumer | 0.5 | 0.5 | (0.1) | (14) |
| Total consumer | 19.0 | 18.9 | 0.1 | 0 |
| Total loans and leases | \$41.2 | \$38.5 | \$ 2.6 | $7 \%$ |

Average total loans and leases increased $\$ 2.6$ billion, or $7 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 2.7$ billion, or $20 \%$, increase in average C\&I loans, reflecting a combination of factors, including the benefits from our strategic initiatives focusing on equipment finance and large corporate. In addition, we continued to see strong growth in more traditional middle-market and business banking loans. This growth was evident despite line utilization rates that remained well below historical norms.
- $\quad \$ 0.7$ billion, or $15 \%$, increase in average residential mortgages as we chose to sell a lower percentage of mortgages during the 2011 second half.
- $\$ 0.4$ billion, or $6 \%$, increase in average home equity loans, reflecting increased customer preference with over $70 \%$ of new originations in a first lien position.

Partially offset by:

- $\quad \$ 1.0$ billion, or $16 \%$, decline in average automobile loans. This reflected the impact of our continued program of the securitization and sale of such loans. Specifically, $\$ 1.0$ billion of such loans in the 2011 third quarter and $\$ 1.3$ billion in the 2012 first quarter were securitized and sold. While not impacting averages, $\$ 1.3$ billion of automobile loans were reclassified to loans held for sale at the end of the quarter in preparation for an expected securitization in the second half of 2012.

Table 6 - Deposits - 2Q12 vs. 2Q11

| (in billions) | Second Quarter |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | Amount | \% |
| Average Deposits |  |  |  |  |
| Demand deposits - noninterest bearing | \$12.1 | \$ 7.8 | \$ 4.3 | 55\% |
| Demand deposits - interest bearing | 5.9 | 5.6 | 0.4 | 7 |
| Total demand deposits | 18.0 | 13.4 | 4.6 | 35 |
| Money market deposits | 13.2 | 12.9 | 0.3 | 2 |
| Savings and other domestic deposits | 5.0 | 4.8 | 0.2 | 4 |
| Core certificates of deposit | 6.6 | 8.1 | (1.5) | (18) |
| Total core deposits | 42.8 | 39.1 | 3.7 | 9 |
| Other domestic deposits of \$250,000 or more | 0.3 | 0.5 | (0.2) | (36) |
| Brokered deposits and negotiable CDs | 1.4 | 1.3 | 0.1 | 7 |
| Other deposits | 0.4 | 0.3 | 0.0 | 3 |
| Total deposits | \$44.9 | \$41.3 | \$ 3.6 | 9\% |

Average total deposits increased $\$ 3.6$ billion, or $9 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 3.7$ billion, or $9 \%$, growth in average total core deposits. The drivers of this change were a $\$ 4.6$ billion, or $35 \%$, growth in average total demand deposits and more modest growth in both money market deposits and savings and other domestic deposits, partially offset by $\$ 1.5$ billion, or $18 \%$, decline in average core certificates of deposit.

The acquisition of Fidelity Bank contributed $\$ 0.7$ billion to average total deposits in 2012 second quarter.

## Provision for Credit Losses

The provision for credit losses increased $\$ 2.1$ million, or $6 \%$, from the prior quarter. The period end allowance for credit losses (ACL) as a percentage of total loans and leases decreased to $2.28 \%$ from $2.37 \%$, with the ACL as a percentage of period end total nonaccrual loans (NALs) declining to $192 \%$ from $206 \%$. Net charge-offs (NCO) were $\$ 84.2$ million, up $2 \%$ from $\$ 83.0$ million in the prior quarter. However, NCOs were an annualized $0.82 \%$ of average loans and leases in the current quarter, down from $0.85 \%$ in the 2012 first quarter (see Credit Quality discussion).

## Noninterest Income

## 2012 Second Quarter versus 2012 First Quarter

Table 7 - Noninterest Income - 2Q12 vs. $1 Q 12$

| (in millions) | 2012 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ |  |  |
|  |  |  | Amount | \% |
| Noninterest Income |  |  |  |  |
| Service charges on deposit accounts | \$ 66.0 | \$ 60.3 | \$ 5.7 | 9\% |
| Trust services | 29.9 | 30.9 | (1.0) | (3) |
| Electronic banking income | 20.5 | 18.6 | 1.9 | 10 |
| Mortgage banking income | 38.3 | 46.4 | (8.1) | (17) |
| Brokerage income | 19.0 | 19.3 | (0.2) | (1) |
| Insurance income | 17.4 | 18.9 | (1.5) | (8) |
| Bank ow ned life insurance income | 14.0 | 13.9 | 0.0 | 0 |
| Capital markets fees | 13.5 | 10.0 | 3.5 | 35 |
| Gain on sale of loans | 4.1 | 26.8 | (22.6) | (85) |
| Automobile operating lease income | 2.9 | 3.8 | (0.9) | (24) |
| Securities (losses) gains | 0.4 | (0.6) | 1.0 | 157 |
| Other income | 27.9 | 37.1 | (9.2) | (25) |
| Total noninterest income | \$253.8 | \$285.3 | \$(31.5) | (11) $\%$ |

Noninterest income decreased $\$ 31.5$ million, or $11 \%$, from the prior quarter primarily reflecting:

- $\quad \$ 22.6$ million, or $85 \%$, decline in gain on sale of loans, as the previous quarter included a $\$ 23.0$ million automobile loan securitization gain.
- $\$ 9.2$ million, or $25 \%$, decline in other income, reflecting the prior quarter's $\$ 11.4$ million bargain purchase gain associated with the FDIC-assisted Fidelity Bank acquisition.
- $\quad \$ 8.1$ million, or $17 \%$, decline in mortgage banking income. This primarily reflected a $\$ 6.8$ million decline in the benefit of net mortgage servicing rights (MSR) and a $\$ 1.1$ million decline in origination and secondary marketing income.

Partially offset by:

- $\quad \$ 5.7$ million, or $9 \%$, increase in service charges on deposit accounts, reflecting continued growth in consumer households and business relationships.
- $\quad \$ 3.5$ million, or $35 \%$, increase in capital market fees, reflecting strong customer demand for interest rate protection and other risk management products


## 2012 Second Quarter versus 2011 Second Quarter

Table 8 - Noninterest Income - 2Q12 vs. 2 Q11

| (in millions) | Second Quarter |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | Amount | \% |
| Noninterest Income |  |  |  |  |
| Service charges on deposit accounts | \$ 66.0 | \$ 60.7 | \$ 5.3 | 9\% |
| Trust services | 29.9 | 30.4 | (0.5) | (2) |
| Electronic banking income | 20.5 | 31.7 | (11.2) | (35) |
| Mortgage banking income | 38.3 | 23.8 | 14.5 | 61 |
| Brokerage income | 19.0 | 20.8 | (1.8) | (9) |
| Insurance income | 17.4 | 16.4 | 1.0 | 6 |
| Bank ow ned life insurance income | 14.0 | 17.6 | (3.6) | (21) |
| Capital markets fees | 13.5 | 8.5 | 4.9 | 58 |
| Gain on sale of loans | 4.1 | 2.8 | 1.4 | 50 |
| Automobile operating lease income | 2.9 | 7.3 | (4.4) | (61) |
| Securities (losses) gains | 0.4 | 1.5 | (1.2) | (77) |
| Other income | 27.9 | 34.2 | (6.4) | (19) |
| Total noninterest income | \$253.8 | \$255.8 | \$ (1.9) | (1) $\%$ |

Noninterest income decreased $\$ 1.9$ million, or $1 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 11.2$ million, or $35 \%$, decline in electronic banking income related to implementing the lower debit card interchange fee structure mandated in the Durbin Amendment of the "Dodd-Frank Act".
- $\quad \$ 6.4$ million, or $19 \%$, decrease in other income, as the year-ago quarter reflected an increased value in the loan servicing asset.
- $\quad \$ 4.4$ million, or $61 \%$, decline in automobile operating lease income, reflecting the impact of a declining portfolio as a result of having exited that business in 2008 .
- $\quad \$ 3.6$ million, or $21 \%$, decline in bank owned life insurance income.

Partially offset by:

- $\quad \$ 14.5$ million, or $61 \%$, increase in mortgage banking income. This primarily reflected an $\$ 18.7$ million increase in origination and secondary marketing income. Also impacting the year-over-year comparison was a $\$ 0.8$ million net MSR hedging gain in the current quarter compared to a net MSR hedging gain of $\$ 4.8$ million in the year-ago quarter.
- $\quad \$ 5.3$ million, or $9 \%$, increase in service charges on deposits, primarily reflecting continued strong customer growth.
- $\quad \$ 4.9$ million, or $58 \%$, increase in capital markets fees reflecting strong customer demand for interest rate protection and other risk management products.


## Noninterest Expense

2012 Second Quarter versus 2012 First Quarter
Table 9 - Noninterest Expense - 2Q12 vs. 1Q12

| (in millions) | 2012 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Second } \\ & \text { Quarter } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |
|  |  |  | Amount | \% |
| Noninterest Expense |  |  |  |  |
| Personnel costs | \$243.0 | \$243.5 | \$ (0.5) | (0)\% |
| Outside data processing and other services | 48.1 | 42.1 | 6.1 | 14 |
| Net occupancy | 25.5 | 29.1 | (3.6) | (12) |
| Equipment | 24.9 | 25.5 | (0.7) | (3) |
| Deposit and other insurance expense | 15.7 | 20.7 | (5.0) | (24) |
| Marketing | 21.4 | 16.8 | 4.6 | 27 |
| Professional services | 15.5 | 11.2 | 4.2 | 38 |
| Amortization of intangibles | 11.9 | 11.5 | 0.4 | 4 |
| Automobile operating lease expense | 2.2 | 2.9 | (0.7) | (24) |
| OREO and foreclosure expense | 4.1 | 5.0 | (0.8) | (17) |
| Gain on early extinguishment of debt (l) | (2.6) | - | (2.6) | NR |
| Other expense | 34.5 | 54.4 | (19.9) | (37) |
| Total noninterest expense | \$444.3 | \$462.7 | \$(18.4) | (4) $\%$ |
| (in thousands) |  |  |  |  |
| Number of employees (full-time equivalent) | 11.4 | 11.2 | 0.3 | 1\% |
| NR - Not relevant |  |  |  |  |

Noninterest expense decreased $\$ 18.4$ million, or $4 \%$, from the prior quarter. This primarily reflected:

- $\quad \$ 19.9$ million, or $37 \%$, decrease in other expense, as the prior quarter included a $\$ 23.5$ million addition to litigation reserves.
- $\quad \$ 5.0$ million, or $24 \%$, decline in deposit and other insurance expense, reflecting lower insurance premiums.
- $\quad \$ 3.6$ million, or $12 \%$, decline in net occupancy expense, reflecting seasonally lower utility and building service expense.

Partially offset by:

- $\quad \$ 6.1$ million, or $14 \%$, increase in outside data processing and other services, partially reflecting the conversion and integration of Fidelity Bank and the implementation of strategic initiatives.
- $\quad \$ 4.6$ million, or $27 \%$, seasonal increase in marketing expense.
- $\quad \$ 4.2$ million, or $38 \%$, increase in professional services, partially reflecting the conversion and integration of Fidelity Bank and increased consulting related expenses.


## 2012 Second Quarter versus 2011 Second Quarter

Table 10 - Noninterest Expense - 2Q12 vs. 2 Q11

| (in millions) | Second Quarter |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | Amount | \% |
| Noninterest Expense |  |  |  |  |
| Personnel costs | \$243.0 | \$218.6 | \$ 24.5 | 11\% |
| Outside data processing and other services | 48.1 | 43.9 | 4.3 | 10 |
| Net occupancy | 25.5 | 26.9 | (1.4) | (5) |
| Equipment | 24.9 | 21.9 | 3.0 | 13 |
| Deposit and other insurance expense | 15.7 | 23.8 | (8.1) | (34) |
| Marketing | 21.4 | 20.1 | 1.3 | 6 |
| Professional services | 15.5 | 20.1 | (4.6) | (23) |
| Amortization of intangibles | 11.9 | 13.4 | (1.4) | (11) |
| Automobile operating lease expense | 2.2 | 5.4 | (3.3) | (60) |
| OREO and foreclosure expense | 4.1 | 4.4 | (0.3) | (7) |
| Gain on early extinguishment of debt | (2.6) | - | (2.6) | NR |
| Other expense | 34.5 | 29.9 | 4.6 | 15 |
| Total noninterest expense | \$444.3 | \$428.4 | \$ 15.9 | $4 \%$ |
| (in thousands) |  |  |  |  |
| Number of employees (full-time equivalent) | 11.4 | 11.5 | (0.0) | (0)\% |
| NR - Not Relevant |  |  |  |  |

Noninterest expense increased $\$ 15.9$ million, or $4 \%$, from the year-ago quarter primarily reflecting:

- $\quad \$ 24.5$ million, or $11 \%$, increase in personnel costs reflecting increased salaries and benefits, including an increase in commissions and incentive compensation expense primarily due to improved performance metrics and results.
- $\quad \$ 4.6$ million, or $15 \%$, increase in other expense, reflecting a $\$ 3.1$ million increase in the provision for the mortgage representations and warranties reserve.
- $\quad \$ 4.3$ million, or $10 \%$, increase in outside data processing and other services, primarily reflecting the implementation of strategic initiatives.
- $\quad \$ 3.0$ million, or $13 \%$, increase in equipment expense reflects the impact of depreciation from technology investments.

Partially offset by:

- $\quad \$ 8.1$ million, or $34 \%$, decline in deposit and other insurance expense, reflecting lower insurance premiums.
- $\quad \$ 4.6$ million, or $23 \%$, decline in professional services reflecting lower legal related expenses.
- $\quad \$ 3.3$ million, or $60 \%$, decline in automobile operating lease expense as the portfolio continued its planned runoff as we exited that business in 2008 .


## Income Taxes

The provision for income taxes in the 2012 second quarter was $\$ 49.3$ million. This compared with a provision for income taxes of $\$ 52.2$ million in the 2012 first quarter. The effective tax rate for the 2012 second and first quarter were $24.4 \%$ and $25.4 \%$, respectively. At June 30 , 2012, we had a net deferred tax asset of $\$ 232.4$ 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 June 30, 2012. As of June 30, 2012 and March 31, 2012, there was no disallowed deferred tax asset for regulatory capital purposes.

We anticipate the effective tax rate for 2012 to approximate $24 \%$ to $26 \%$ which includes permanent tax benefits primarily related to tax-exempt income, tax-advantaged investments, and general business credits.

## Credit Quality Performance Discussion

Credit quality performance in the 2012 second quarter reflected continued improvement despite the inclusion of the FDIC-assisted Fidelity Bank portfolio. Net chargeoffs (NCOs) increased slightly compared to the prior quarter. While the dollar amount of NCOs was essentially unchanged, the composition shifted within the commercial portfolio from C\&I to CRE. Given the relatively low absolute level of losses, volatility of this type is to be expected. NPAs declined $1 \%$ compared to the prior quarter. Although commercial Criticized loans increased compared to the prior quarter as a result of the Fidelity acquisition, the overall portfolio excluding the acquired Fidelity loans continued to improve. Several period end metrics were also impacted by the reclassification of $\$ 1.3$ billion of automobile loans to loans held for sale in anticipation of another securitization and sale in the second half of 2012.

## Net Charge-Offs (NCOs)

Table 11 - Net Charge-Offs


Total NCOs for the 2012 second quarter were $\$ 84.2$ million, or an annualized $0.82 \%$ of average total loans and leases. This was up $\$ 1.3$ million, or $2 \%$, from $\$ 83.0$ million, or an annualized $0.85 \%$, in the prior quarter.

Total C\&I NCOs for the 2012 second quarter were $\$ 15.7$ million, or an annualized $0.39 \%$, down $55 \%$ from $\$ 28.5$ million, or an annualized $0.77 \%$ of related loans in the prior quarter. As with prior quarters, there were no specific concentrations or geographic locations driving the losses in the quarter.

Current quarter CRE net charge-offs were $\$ 29.2$ million, or an annualized $1.92 \%$ of average CRE loans. This was up $\$ 18.7$ million, or $178 \%$, from $\$ 10.5$ million, or an annualized $0.72 \%$, in the prior quarter. The vast majority of this increase was due to two larger charge-offs, with the remainder reflecting an increase from the 2012 first quarter low level.

Automobile loan and lease net charge-offs were $\$ 0.4$ million, or an annualized $0.04 \%$ of related average balances, down $85 \%$ from $\$ 3.1$ million, or an annualized $0.27 \%$ in the prior quarter. The significant decline in automobile net charge-offs reflected the positive impact of our continued commitment to high quality originations, the typical seasonality of the second quarter, and the continued strength in used car sales prices. We anticipate continued strength in the used car market throughout the remainder of 2012 .

Residential mortgage net charge-offs in the second quarter were $\$ 10.8$ million, up slightly from $\$ 10.6$ million in the prior quarter. On an annualized basis, residential mortgage net charge-offs represented $0.82 \%$ of related loans, unchanged from the prior quarter.

Home equity net charge-offs were $\$ 21.0$ million, or an annualized $1.01 \%$ of related average balances, down $11 \%$ from $\$ 23.7$ million, or an annualized $1.15 \%$, in the prior quarter.

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

## Table 12 - Nonaccrual Loans and Nonperforming Assets

| (in millions) | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 | Mar. 31 | Dec. 31 | Sep. 30 | Jun. 30 |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |
| Commercial and industrial | \$133.7 | \$142.5 | \$201.8 | \$209.6 | \$229.3 |
| Commercial real estate | 219.4 | 205.1 | 229.9 | 257.1 | 291.5 |
| Residential mortgage | 75.0 | 74.1 | 68.7 | 61.1 | 59.9 |
| Home equity | 46.0 | 45.8 | 40.7 | 37.2 | 33.5 |
| Total nonaccrual loans and leases (NALs) ${ }^{(1)}$ | 474.2 | 467.6 | 541.1 | 565.0 | 614.2 |
| Other real estate, net: |  |  |  |  |  |
| Residential (2) | 21.5 | 31.9 | 20.3 | 18.6 | 20.8 |
| Commercial | 17.1 | 16.9 | 18.1 | 19.4 | 17.9 |
| Total other real estate, net | 38.6 | 48.7 | 38.4 | 38.0 | 38.7 |
| Other NPAs ${ }^{(3)}$ | 10.5 | 10.8 | 10.8 | 11.0 | - |
| Total nonperforming assets (NPAs) ${ }^{(2)}$ | \$523.3 | \$527.1 | \$590.3 | \$614.0 | \$652.9 |
| NAL ratio (4) | 1.19\% | 1.15\% | 1.39\% | 1.45\% | 1.57\% |
| NPA ratio (5) | 1.31 | 1.29 | 1.51 | 1.57 | 1.67 |

(1) All loans acquired as part of the FDIC-assisted Fidelity Bank acquisition accrue interest as performing loans or as purchased impaired loans in accordance with ASC 310-30; therefore none of the acquired loans were reported nonaccrual on March 31, 2012 or June 30, 2012.
(2) Residential real estate owned acquired in the FDIC-assisted Fidelity Bank acquisition are reflected in the above table effective March 31, 2012.
(3) Other nonperforming assets represent an investment security backed by a municipal bond.
(4) Total NALs as a \% of total loans and leases.

Total nonaccrual loans and leases (NALs) were $\$ 474.2$ million at June 30, 2012 and represented $1.19 \%$ of total loans and leases. This was up $\$ 6.6$ million, or $1 \%$, from $\$ 467.6$ million, or $1.15 \%$, of total loans and leases, at the end of the prior quarter.

C\&I NALs decreased $\$ 8.8$ million, or $6 \%$, 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 industry concentration.

CRE NALs increased $\$ 14.3$ million, or $7 \%$, from the end of the prior quarter, reflecting a small number of higher-dollar amount loans. Although we anticipate some volatility, we expect that the long-term trend will show improvement.

Total other real estate owned decreased $\$ 10.1$ million, or $21 \%$, primarily reflecting sale activity during the current quarter.
Nonperforming assets (NPAs), which include NALs, were $\$ 523.3$ million at June 30, 2012, and represented $1.31 \%$ of related assets. This was down $\$ 3.8$ million, or $1 \%$, from $\$ 527.1$ million at the end of the prior quarter.

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

| (in millions) | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 | Mar. 31 | Dec. 31 | Sep. 30 | Jun. 30 |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |
| Total excluding loans guaranteed by the U.S. Government | \$ 95.7 | \$ 60.6 | \$ 73.6 | \$ 61.0 | \$ 57.7 |
| Loans guaranteed by the U.S. Government | 85.7 | 94.6 | 96.7 | 84.4 | 77.0 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. | \$181.4 | \$155.1 | \$170.4 | \$145.4 | \$134.6 |
| Ratios (1) |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. government | 0.24\% | 0.15\% | 0.19\% | 0.16\% | 0.15\% |
| Guaranteed by U.S. government | 0.21 | 0.23 | 0.25 | 0.21 | 0.19 |
| Including loans guaranteed by the U.S. government | 0.45 | 0.38 | 0.44 | 0.37 | 0.34 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |
| Commercial and industrial | \$ 57.0 | \$ 53.8 | \$ 54.0 | \$ 77.5 | \$ 62.3 |
| Commercial real estate | 202.2 | 231.9 | 250.0 | 244.1 | 177.9 |
| Automobile | 34.5 | 35.5 | 36.6 | 37.4 | 29.1 |
| Home equity | 67.0 | 59.3 | 52.2 | 47.7 | 37.1 |
| Residential mortgage | 299.0 | 294.8 | 309.7 | 304.4 | 313.8 |
| Other consumer | 3.0 | 4.2 | 6.1 | 4.5 | 8.9 |
| Total accruing troubled debt restructured loans | \$662.7 | \$679.6 | \$708.6 | \$715.6 | \$628.9 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |
| Commercial and industrial | 35.5 | 26.9 | 48.6 | 27.4 | 29.1 |
| Commercial real estate | 55.0 | 39.6 | 22.0 | 46.9 | 48.7 |
| Home equity | 0.4 | 0.3 | 0.4 | 0.2 | 0.0 |
| Other consumer | 28.3 | 29.5 | 26.1 | 20.9 | 14.4 |
|  | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Total nonaccruing troubled debt restructured loans | $\underline{119.4}$ | 96.5 | 97.1 | 95.4 | 92.3 |
| Total troubled debt restructured loans | \$782.0 | $\underline{\$ 776.1}$ | \$805.7 | \$811.0 | \$721.2 |

## (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 $\$ 95.7$ million at June 30, 2012, up $\$ 35.1$ million, or $58 \%$, from the end of the prior quarter, and up $\$ 38.0$ million, or $66 \%$, from the end of the year-ago period. On this same basis, the over 90 -day delinquency ratio was $0.24 \%$ at June 30,2012 , up 9 basis points from both the end of the prior quarter as well as year-ago quarter. The increase in the 90 -day accruing loans is a result of the accounting treatment for the Fidelity purchased impaired loan portfolio. In accordance with the FASB's ASC 310-30 accounting treatment, the loans are reported as accruing regardless of delinquency status. In the commercial portfolio, the legacy Huntington portfolio had no 90-day accruing delinquencies, consistent with our past quarterly performance.

Total troubled debt restructured loans were $\$ 782.0$ million at June 30 , 2012, up $\$ 5.9$ million, or less than $1 \%$, from March 31 , 2012. Huntington continues to be proactive in the identification and treatment of troubled debts in both the commercial and retail portfolios.

## Allowance for Credit Losses

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 - Allowance for Credit Losses

| (in millions) | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 | Mar. 31 | Dec. 31, | Sep. 30 | Jun. 30 |
| Allow ance for loan and lease losses (ALLL) | \$859.6 | \$913.1 | \$ 964.8 | \$1,019.7 | \$1,071.1 |
| Allow ance for unfunded loan commitments and letters of credit | 51.0 | 50.9 | 48.5 | 38.8 | 41.1 |
| Allowance for credit losses (ACL) | \$910.6 | \$964.0 | \$1,013.3 | \$1,058.5 | \$1,112.2 |
| ALLL as a \% of: |  |  |  |  |  |
| Total loans and leases | 2.15\% | 2.24\% | 2.48\% | 2.61\% | 2.74\% |
| Nonaccrual loans and leases (NALs) | 181 | 195 | 178 | 180 | 174 |
| Nonperforming assets (NPAs) | 164 | 173 | 163 | 166 | 164 |
| ACL as a \% of: |  |  |  |  |  |
| Total loans and leases | 2.28\% | 2.37\% | 2.60\% | 2.71\% | 2.84\% |
| Nonaccrual loans and leases (NALs) | 192 | 206 | 187 | 187 | 181 |
| Nonperforming assets (NPAs) | 174 | 183 | 172 | 172 | 170 |

At June 30, 2012, the ALLL was $\$ 859.6$ million, down $\$ 53.5$ million, or $6 \%$, from $\$ 913.1$ million at the end of the prior quarter. Expressed as a percent of period-end loans and leases, the ALLL ratio at June 30, 2012, was $2.15 \%$, down from $2.24 \%$ at March 31, 2012. The ALLL as a percent of NALs decreased to $181 \%$ at June 30 , 2012, from 195\% at March 31, 2012.

At June 30, 2012, the AULC was $\$ 51.0$ million, up $\$ 0.1$ million, or less than $1 \%$, from the end of the prior quarter.
On a combined basis, the ACL as a percent of total loans and leases at June 30, 2012, was $2.28 \%$, down from $2.37 \%$ at the end of the prior quarter. The ACL allocated to the C\&I portfolio specifically increased as a percentage of the total ACL as a result of the increases in balances. The ACL at the end of the 2012 second quarter as a percent of NALs decreased to $192 \%$ from $206 \%$ at the end of the prior quarter.

## Capital

Table 15 - Capital Ratios

| (in millions) | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30 | Mar. 31 | Dec. 31, | Sep. 30 | Jun. 30 |
| Tangible common equity / tangible assets ratio | 8.41\% | 8.33\% | 8.30\% | 8.22\% | 8.22\% |
| Tier 1 common risk-based capital ratio | 10.08\% | 10.15\% | 10.00\% | 10.17\% | 9.92\% |
| Regulatory Tier 1 risk-based capital ratio | 11.93\% | 12.22\% | 12.11\% | 12.37\% | 12.14\% |
| Excess over 6.0\% ${ }^{(1)}$ | \$ 2,841 | \$ 2,906 | \$ 2,804 | \$ 2,827 | \$ 2,707 |
| Regulatory Total risk-based capital ratio | 14.41\% | 14.76\% | 14.77\% | 15.11\% | 14.89\% |
| Excess over 10.0\% ${ }^{(1)}$ | \$ 2,113 | \$ 2,224 | \$ 2,189 | \$ 2,268 | \$ 2,156 |
| Total risk-w eighted assets | \$47,905 | \$46,716 | \$45,891 | \$44,376 | \$44,080 |

The tangible common equity to asset ratio at June 30 , 2012 was $8.41 \%$, up 8 basis points from the prior quarter. Our Tier 1 common risk-based capital ratio at quarter end was $10.08 \%$, down from $10.15 \%$ at the end of the prior quarter. The regulatory Tier 1 risk-based capital ratio at June 30,2012 was $11.93 \%$, down from $12.22 \%$, at March 31, 2012. This decline reflected an increase in risk-weighted assets due to balance sheet growth, the repurchasing of 6.4 million shares, and redemption of $\$ 80$ million in trust preferred securities.

In the second quarter 2012, U.S. banking regulators issued proposed rules for the U.S. adoption of the Basel III regulatory capital framework. The current estimated impact is a reduction of approximately 150 basis points to the Tier 1 Common risk-based capital ratio, which on a fully-phased-in pro forma basis, is estimated to be well above the proposed capital levels.

## 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 collateral that 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, reforms, and regulations including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act; 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 2011 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 second 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", when appropriate, 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 $10-\mathrm{K}$ ).
"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 2011 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.

## 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.

## 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 after-tax 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> June 2012 <br> Table of Contents

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## 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) | 2012 |  |  |  |  |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second |  | First |  | Second |  | $\frac{1 Q 12}{3 \%}$ | 2Q11 |
| Net interest income | \$ | 428,962 | \$ | 417,209 | \$ | 403,337 |  | 6\% |
| Provision for credit losses |  | 36,520 |  | 34,406 |  | 35,797 | 6 | 2 |
| Noninterest income |  | 253,819 |  | 285,320 |  | 255,767 | (11) | (1) |
| Noninterest expense |  | 444,269 |  | 462,676 |  | 428,409 | (4) | 4 |
| Income before income taxes |  | 201,992 |  | 205,447 |  | 194,898 | (2) | 4 |
| Provision for income taxes |  | 49,286 |  | 52,177 |  | 48,980 | (6) | 1 |
| Net income | \$ | 152,706 | \$ | 153,270 | \$ | 145,918 | - \% | 5\% |
| Dividends on preferred shares |  | 7,984 |  | 8,049 |  | 7,704 | (1) | 4 |
| Net income applicable to common shares | \$ | 144,722 | \$ | 145,221 | \$ | 138,214 | - \% | 5\% |
| Net income per common share-diluted | \$ | 0.17 | \$ | 0.17 | \$ | 0.16 | - \% | 6\% |
| Cash dividends declared per common share |  | 0.04 |  | 0.04 |  | 0.01 | - | 300 |
| Book value per common share at end of period |  | 6.13 |  | 5.97 |  | 5.66 | 3 | 8 |
| Tangible book value per common share at end of period |  | 5.49 |  | 5.33 |  | 5.00 | 3 | 10 |
| Average common shares-basic |  | 862,261 |  | 864,499 |  | 863,358 | - | - |
| Average common shares-diluted |  | 867,551 |  | 869,164 |  | 867,469 | - | - |
| Return on average assets |  | 1.10\% |  | 1.13\% |  | 1.11\% |  |  |
| Return on average common shareholders' equity |  | 11.1 |  | 11.4 |  | 11.6 |  |  |
| Return on average tangible common shareholders' equity(2) |  | 13.1 |  | 13.5 |  | 13.3 |  |  |
| Net interest margin ${ }^{(3)}$ |  | 3.42 |  | 3.40 |  | 3.40 |  |  |
| Efficiency ratio ${ }^{(4)}$ |  | 62.8 |  | 63.8 |  | 62.7 |  |  |
| Effective tax rate |  | 24.4 |  | 25.4 |  | 25.1 |  |  |
| Average loans and leases |  | ,178,520 |  | 9,144,688 |  | 8,535,019 | 5 | 7 |
| Average loans and leases-linked quarter annualized growth rate |  | 20.8\% |  | (3.8)\% |  | 4.6\% |  |  |
| Average earning assets |  | 1,050,479 |  | 9,766,526 |  | 8,017,199 | 3 | 6 |
| Average total assets |  | 5,837,396 |  | 4,656,001 |  | 2,769,511 | 2 | 6 |
| Average core deposits(5) |  | ,780,749 |  | 1,387,049 |  | 9,106,550 | 3 | 9 |
| Average core deposits-linked quarter annualized growth rate |  | 13.5\% |  | 0.3\% |  | (1.7)\% |  |  |
| Average shareholders' equity | \$ | 5,617,615 | \$ | 5,492,228 | \$ | 5,144,771 | 2 | 9 |
| Total assets at end of period |  | 6,622,959 |  | 5,876,654 |  | 3,050,039 | 1 | 7 |
| Total shareholders' equity at end of period |  | 5,649,231 |  | 5,549,828 |  | 5,252,643 | 2 | 8 |
| Net charge-offs (NCOs) |  | 84,245 |  | 82,992 |  | 97,534 | 2 | (14) |
| NCOs as a \% of average loans and leases |  | 0.82\% |  | 0.85\% |  | 1.01\% |  |  |
| Nonaccrual loans and leases (NALs) ${ }^{(6)}$ | \$ | 474,166 | \$ | 467,558 | \$ | 614,225 | 1 | 23 |
| NAL ratio(6) |  | 1.19\% |  | 1.15\% |  | 1.57\% |  |  |
| Nonperforming assets (NPAs) ${ }^{(7)}$ | \$ | 523,250 | \$ | 527,077 | \$ | 652,937 | (1) | 20 |
| NPA ratio ${ }^{(7)}$ |  | 1.31\% |  | 1.29\% |  | 1.67\% |  |  |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 2.15 |  | 2.24 |  | 2.74 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a $\%$ of total loans and leases at the end of period |  | 2.28 |  | 2.37 |  | 2.84 |  |  |
| ACL as a \% of NALs |  | 192 |  | 206 |  | 181 |  |  |
| ACL as a \% of NPAs |  | 174 |  | 183 |  | 170 |  |  |
| Tier 1 leverage ratio ${ }^{(8)}$ |  | 10.34 |  | 10.55 |  | 10.25 |  |  |
| Tier 1 common risk-based capital ratio ${ }^{(8)}$ |  | 10.08 |  | 10.15 |  | 9.92 |  |  |
| Tier 1 risk-based capital ratio ${ }^{(8)}$ |  | 11.93 |  | 12.22 |  | 12.14 |  |  |
| Total risk-based capital ratio (8) |  | 14.41 |  | 14.76 |  | 14.89 |  |  |
| Tangible common equity / risk-weighted assets ratio ${ }^{8}$ ) |  | 9.84 |  | 9.86 |  | 9.79 |  |  |
| Tangible equity / tangible assets ratio ${ }^{(9)}$ |  | 9.10 |  | 9.03 |  | 8.91 |  |  |
| Tangible common equity / tangible assets ratio ${ }^{10}$ ) |  | 8.41 |  | 8.33 |  | 8.22 |  |  |

See Notes to the Year to Date and Quarterly Key Statistics.

## HUNTINGTON BANCSHARES INCORPORATED

## Year to Date Key Statistics(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Six Months Ended June 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  | Amount |  | Percent |
| Net interest income | \$ | 846,171 | \$ | 807,667 |  | \$ 38,504 | 5\% |
| Provision for credit losses |  | 70,926 |  | 85,182 |  | $(14,256)$ | (17) |
| Noninterest income |  | 539,139 |  | 492,712 |  | 46,427 | 9 |
| Noninterest expense |  | 906,945 |  | 859,108 |  | 47,837 | 6 |
| Income before income taxes |  | 407,439 |  | 356,089 |  | 51,350 | 14 |
| Provision for income taxes |  | 101,463 |  | 83,725 |  | 17,738 | 21 |
| Net Income | \$ | 305,976 | \$ | 272,364 |  | \$ 33,612 | 12\% |
| Dividends on preferred shares |  | 16,033 |  | 15,407 |  | 626 | 4 |
| Net income applicable to common shares | \$ | 289,943 | \$ | 256,957 |  | \$ 32,986 | 13\% |
| Net income per common share-diluted | \$ | 0.33 | \$ | 0.30 |  | \$ 0.03 | 10\% |
| Cash dividends declared per common share |  | 0.08 |  | 0.02 |  | 0.06 | 300 |
| Average common shares-basic |  | 863,380 |  | 863,358 |  | 22 | - |
| Average common shares-diluted |  | 868,357 |  | 867,353 |  | 1,004 | - |
| Return on average assets |  | 1.11\% |  | 1.03\% |  |  |  |
| Return on average common shareholders' equity |  | 11.3 |  | 11.0 |  |  |  |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ |  | 13.3 |  | 13.4 |  |  |  |
| Net interest margin(3) |  | 3.41 |  | 3.41 |  |  |  |
| Efficiency ratio(4) |  | 63.3 |  | 63.7 |  |  |  |
| Effective tax rate |  | 24.9 |  | 23.5 |  |  |  |
| Average loans and leases |  | 0,161,604 |  | 38,317,324 |  | \$1,844,280 | 5 |
| Average earning assets |  | 0,408,502 |  | 48,180,174 |  | 2,228,329 | 5 |
| Average total assets |  | 5,246,698 |  | 53,067,377 |  | 2,179,321 | 4 |
| Average core deposits(5) |  | 2,083,899 |  | 39,189,945 |  | 2,893,953 | 7 |
| Average shareholders' equity |  | 5,554,922 |  | 5,083,797 |  | 471,124 | 9 |
| Net charge-offs (NCOs) |  | 167,237 |  | 262,617 |  | $(95,380)$ | (36) |
| NCOs as a \% of average loans and leases |  | 0.83\% |  | 1.37\% |  |  |  |

See Notes to the Year to Date and Quarterly Key Statistics.
${ }^{(1)}$ Comparisons for all presented periods are impacted by a number of factors. Refer to Significant Items.
${ }^{(2)}$ 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.
${ }^{\text {(3) }}$ On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(4) 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).
Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.
(6) All loans acquired as part of the FDIC-assisted Fidelity Bank acquisition accrue interest as performing loans or as purchased impaired loans under ASC 310-30, therefore none of the acquired loans were reported as nonaccrual at June 30, 2012 or March 31, 2012.
NPAs include residential real estate owned acquired as part of the FDIC-assisted Fidelity Bank acquisition.
8) June 30, 2012, figures are estimated.
(9) 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.
(10) 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) | 2012 |  | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | June '12 vs '11 |
|  | June 30, |  |  |  |  |  | December 31, |  | June 30, |  |  | Amount | Percent |
|  |  | Unaudited) |  |  |  | (Unaudited) |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,218,588 | \$ | 1,115,968 |  | \$ 983,882 |  | \$ 234,706 | 24\% |
| Interest-bearing deposits in banks |  | 88,825 |  | 90,943 |  | 116,698 |  | $(27,873)$ | (24) |
| Trading account securities |  | 53,837 |  | 45,899 |  | 98,771 |  | $(44,934)$ | (45) |
| Loans held for sale |  | 2,123,371 |  | 1,618,391 |  | 224,860 |  | 1,898,511 | 844 |
| Available-for-sale and other securities |  | 8,666,778 |  | 8,078,014 |  | 8,099,716 |  | 567,062 | 7 |
| Held-to-maturity securities |  | 598,385 |  | 640,551 |  | 670,478 |  | $(72,093)$ | (11) |
| Loans and leases ${ }^{(1)}$ |  | 39,959,180 |  | 38,923,783 |  | 39,126,452 |  | 832,728 | 2 |
| Allowance for loan and lease losses |  | $(859,646)$ |  | $(964,828)$ |  | (1,071,126) |  | 211,480 | (20) |
| Net loans and leases |  | 39,099,534 |  | 37,958,955 |  | 38,055,326 |  | 1,044,208 | 3 |
| Bank owned life insurance |  | 1,573,891 |  | 1,549,783 |  | 1,523,440 |  | 50,451 | 3 |
| Premises and equipment |  | 583,057 |  | 564,429 |  | 528,590 |  | 54,467 | 10 |
| Goodwill |  | 444,268 |  | 444,268 |  | 444,268 |  | - | - |
| Other intangible assets |  | 159,195 |  | 175,302 |  | 201,864 |  | $(42,669)$ | (21) |
| Accrued income and other assets |  | 2,013,230 |  | 2,168,149 |  | 2,102,146 |  | $(88,916)$ | (4) |
| Total assets | \$ | 56,622,959 | \$ | 54,450,652 |  | 53,050,039 |  | \$ 3,572,920 | $7 \%$ |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits(2) | \$ | 46,076,075 | \$ | 43,279,625 |  | \$ 41,402,355 |  | \$ 4,673,720 | 11\% |
| Short-term borrowings |  | 1,205,995 |  | 1,441,092 |  | 2,022,946 |  | $(816,951)$ | (40) |
| Federal Home Loan Bank advances |  | 835,653 |  | 362,972 |  | 220,224 |  | 615,429 | 279 |
| Other long-term debt |  | 310,043 |  | 1,231,517 |  | 1,635,247 |  | $(1,325,204)$ | (81) |
| Subordinated notes |  | 1,418,216 |  | 1,503,368 |  | 1,496,461 |  | $(78,245)$ | (5) |
| Accrued expenses and other liabilities |  | 1,127,746 |  | 1,213,978 |  | 1,020,163 |  | 107,583 | 11 |
| Total liabilities |  | 50,973,728 |  | 49,032,552 |  | 47,797,396 |  | 3,176,332 | 7 |

Shareholder's equity

| Preferred stock - authorized 6,617,808 shares- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Series A, $8.50 \%$ fixed rate, non-cumulative perpetual convertible preferred stock, par value of $\$ 0.01$, and liquidation value per share of $\$ 1,000$ | 362,507 | 362,507 | 362,507 | - | - |
| Series B , floating rate, non-voting, non-cumulative perpetual preferred stock, par value of $\$ 0.01$, and liquidation value per share of $\$ 1,000$ | 23,785 | 23,785 | - | 23,785 | - |
| Common stock - Par value of \$0.01 | 8,596 | 8,656 | 8,643 | (47) | (1) |
| Capital surplus | 7,569,481 | 7,596,809 | 7,588,248 | $(18,767)$ | - |
| Less treasury shares, at cost | $(10,393)$ | $(10,255)$ | $(9,357)$ | $(1,036)$ | 11 |
| Accumulated other comprehensive loss | $(135,977)$ | $(173,763)$ | $(122,543)$ |  |  |
| Retained earnings | $(2,168,768)$ | $(2,389,639)$ | $(2,574,855)$ | 406,087 | (16) |
| Total shareholders' equity | 5,649,231 | 5,418,100 | 5,252,643 | 396,588 | 8 |
| Total liabilities and shareholders' equity | \$ 56,622,959 | $\$$ \$ 54,450,652 | \$ 53,050,039 | \$ 3,572,920 | 7\% |
| Common shares authorized (par value of \$0.01) | 1,500,000,000 | 1,500,000,000 | 600,000,000 |  |  |
| Common shares issued | 859,597,015 | 865,584,517 | 864,310,281 |  |  |
| Common shares outstanding | 858,401,176 | 864,406,152 | 863,323,099 |  |  |
| Treasury shares outstanding | 1,195,839 | 1,178,365 | 987,182 |  |  |
| Preferred shares issued | 1,967,071 | 1,967,071 | 1,967,071 |  |  |
| Preferred shares outstanding | 398,007 | 398,007 | 362,507 |  |  |
| (1) (2) See page 5 for detail of loans and leases. Ser for detail of deposits. <br> (2) See page 6 for detail of deposits. |  |  |  |  |  |

Huntington Bancshares Incorporated

## Loans and Leases Composition

| (dollar amounts in millions) | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, |  | March 31, |  | December 31, |  | September 30, |  | June 30, |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Commercial:(1) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$16,322 | 41\% | \$15,838 | 39\% | \$14,699 | 38\% | \$13,939 | 36\% | \$13,544 | 35\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 591 | 1 | 597 | 1 | 580 | 1 | 520 | 1 | 591 | 2 |
| Commercial | 5,317 | 13 | 5,443 | 13 | 5,246 | 13 | 5,414 | 14 | 5,573 | 14 |
| Commercial real estate | 5,908 | 14 | 6,040 | 14 | 5,826 | 14 | 5,934 | 15 | 6,164 | 16 |
| Total commercial | 22,230 | 55 | $\underline{\text { 21,878 }}$ | 53 | 20,525 | 52 | 19,873 | 51 | 19,708 | 51 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 3,808 | 10 | 4,787 | 12 | 4,458 | 11 | 5,558 | 14 | 6,190 | 16 |
| Home equity | 8,344 | 21 | 8,261 | 20 | 8,215 | 21 | 8,079 | 21 | 7,952 | 20 |
| Residential mortgage | 5,123 | 13 | 5,284 | 13 | 5,228 | 13 | 4,986 | 13 | 4,751 | 12 |
| Other consumer | 454 | 1 | 469 | 2 | 498 | 3 | 516 | 1 | 525 | 1 |
| Total consumer | 17,729 | 45 | 18,801 | 47 | 18,399 | 48 | 19,139 | 49 | 19,418 | 49 |
| Total loans and leases | \$39,959 | 100\% | \$40,679 | 100\% | \$38,924 | 100\% | \$39,012 | 100\% | \$39,126 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$12,714 | 32\% | \$12,432 | 31\% | \$12,361 | 32\% | \$12,183 | 31\% | \$12,019 | 31\% |
| Regional and Commercial Banking | 10,420 | 26 | 9,936 | 24 | 9,134 | 23 | 8,723 | 22 | 8,291 | 21 |
| AFCRE | 10,892 | 27 | 11,698 | 29 | 11,375 | 29 | 12,318 | 32 | 13,273 | 34 |
| WGH | 5,904 | 15 | 5,968 | 14 | 5,952 | 16 | 5,713 | 15 | 5,493 | 14 |
| Treasury / Other | 29 | - | 645 | 2 | 102 | - | 75 | - | 50 | - |
| Total loans and leases | \$39,959 | 100\% | \$40,679 | 100\% | \$38,924 | 100\% | \$39,012 | : $100 \%$ | \$39,126 | 100\% |


|  | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second |  | First |  | Fourth |  | Third |  | Second |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$12,977 | 32\% | \$12,420 | 32\% | \$12,302 | 31\% | \$12,126 | 31\% | \$11,948 | 31\% |
| Regional and Commercial Banking | 10,229 | 25 | 9,250 | 24 | 8,902 | 23 | 8,495 | 22 | 8,069 | 21 |
| AFCRE | 11,891 | 29 | 11,468 | 29 | 12,496 | 32 | 13,101 | 33 | 13,145 | 34 |
| WGH | 6,007 | 14 | 5,920 | 15 | 5,731 | 14 | 5,522 | 14 | 5,297 | 14 |
| Treasury / Other | 75 | - | 87 | - | 87 | - | 53 | - | 76 | - |
| Total loans and leases | $\underline{\underline{41,179}}$ | 100\% | \$39,145 | 100\% | \$39,518 | 100\% | \$39,297 | 100\% | \$38,535 | $\underline{\underline{100}}$ |

[^0]
## Huntington Bancshares Incorporated

## Deposits Composition

| (dollar amounts in millions) | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, |  | March 31, |  | December 31, |  | $\begin{aligned} & \hline \text { September 30, } \\ & \hline \text { (Unaudited) } \end{aligned}$ |  | $\begin{gathered} \hline \text { June 30, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$12,324 | 27\% | \$11,797 | 26\% | \$11,158 | 26\% | \$ 9,502 | 22\% | \$ 8,210 | 20\% |
| Demand deposits - interest-bearing | 6,060 | 13 | 6,126 | 14 | 5,722 | 13 | 5,763 | 13 | 5,642 | 14 |
| Money market deposits | 13,756 | 30 | 13,169 | 29 | 13,117 | 30 | 13,759 | 32 | 12,643 | 31 |
| Savings and other domestic deposits | 4,961 | 11 | 4,954 | 11 | 4,698 | 11 | 4,711 | 11 | 4,752 | 11 |
| Core certificates of deposit | 6,508 | 14 | 6,920 | 15 | 6,513 | 15 | 7,084 | 16 | 7,936 | 19 |
| Total core deposits | 43,609 | 95 | 42,966 | 95 | 41,208 | 95 | 40,819 | 94 | 39,183 | 95 |
| Other domestic deposits of \$250,000 or more | 260 | 1 | 325 | 1 | 390 | 1 | 421 | 1 | 436 | 1 |
| Brokered deposits and negotiable CDs | 1,888 | 4 | 1,276 | 3 | 1,321 | 3 | 1,535 | 4 | 1,486 | 4 |
| Deposits in foreign offices | 319 | - | 442 | 1 | 361 | 1 | 445 | 1 | 297 | - |
| Total deposits | \$46,076 | 100\% | \$45,009 | 100\% | \$43,280 | 100\% | \$43,220 | 100\% | \$41,402 | 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$18,324 | 42\% | \$17,101 | 40\% | \$16,366 | 40\% | \$15,526 | 38\% | \$13,541 | 35\% |
| Consumer | 25,285 | 58 | 25,865 | 60 | 24,842 | 60 | 25,293 | 62 | 25,642 | 65 |
| Total core deposits | $\underline{\underline{\$ 43,609}}$ | 100\% | \$42,966 | 100\% | \$41,208 | 100\% | \$40,819 | 100\% | \$39,183 | $\underline{\underline{100}}$ \% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$28,348 | 62\% | \$27,935 | 62\% | \$27,536 | 64\% | \$28,095 | 65\% | \$28,325 | 68\% |
| Regional and Commercial Banking | 5,333 | 12 | 4,748 | 11 | 4,683 | 11 | 4,173 | 10 | 3,539 | 9 |
| AFCRE | 907 | 2 | 914 | 2 | 881 | 2 | 817 | 2 | 819 | 2 |
| WGH | 9,782 | 20 | 9,632 | 21 | 9,115 | 21 | 9,013 | 21 | 7,708 | 19 |
| Treasury / Other ${ }^{(1)}$ | 1,706 | 4 | 1,780 | 4 | 1,065 | 2 | 1,122 | 2 | 1,011 | 2 |
| Total deposits | $\underline{\underline{\$ 46,076}}$ | 100\% | \$45,009 | : $100 \%$ | \$43,280 | 100\% | \$43,220 | 100\% | \$41,402 | $\underline{\underline{100}}$ \% |


|  | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second |  | First |  | Fourth |  | Third |  | Second |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$28,260 | 63\% | \$27,452 | 63\% | \$27,835 | 64\% | \$28,290 | 67\% | \$28,780 | 70\% |
| Regional and Commercial Banking | 4,762 | 11 | 4,680 | 11 | 4,467 | 10 | 3,902 | 9 | 3,484 | 8 |
| AFCRE | 855 | 2 | 811 | 2 | 802 | 2 | 796 | 2 | 784 | 2 |
| WGH | 9,783 | 21 | 9,450 | 22 | 9,406 | 21 | 8,243 | 20 | 7,467 | 18 |
| Treasury / Other ${ }^{(1)}$ | 1,197 | 3 | 1,072 | 2 | 1,093 | 3 | 1,047 | 2 | 739 | 2 |
| Total deposits | \$44,857 | 100\% | \$43,465 | 100\% | \$43,603 | 100\% | \$42,278 | 100\% | \$41,254 | 100\% |

Comprised primarily of national market deposits.

## Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

(Unaudited)

| (dollar amounts in millions) | Average Balances |  |  |  |  | Change$2 \mathrm{Q} 12 \text { vs } 2 \mathrm{Q} 11$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |  |  |
|  | Second | First | Fourth | Third | Second | $\underline{\text { Amount }}$ | Percent |
| Assets |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 124 | \$ 100 | \$ 107 | \$ 164 | \$ 131 | \$ (7) | (5)\% |
| Trading account securities | 54 | 50 | 81 | 92 | 112 | (58) | (52) |
| Federal funds sold and securities purchased under resale agreements | - | - | - | - | 21 | (21) | (100) |
| Loans held for sale | 410 | 1,265 | 316 | 237 | 181 | 229 | 127 |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |
| Taxable | 8,285 | 8,171 | 8,065 | 7,902 | 8,428 | (143) | (2) |
| Tax-exempt | 387 | 404 | 409 | 421 | 436 | (49) | (11) |
| Total available-for-sale and other securities | 8,672 | 8,575 | 8,474 | 8,323 | 8,864 | (192) | (2) |
| Held-to-maturity securities - taxable | 611 | 632 | 650 | 665 | 174 | 437 | 251 |
| Loans and leases: ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |
| Commercial and industrial | 16,094 | 14,824 | 14,219 | 13,664 | 13,370 | 2,724 | 20 |
| Commercial real estate: |  |  |  |  |  |  |  |
| Construction | 584 | 598 | 533 | 670 | 554 | 30 | 5 |
| Commercial | 5,491 | 5,254 | 5,425 | 5,441 | 5,679 | (188) | (3) |
| Commercial real estate | 6,075 | 5,852 | 5,958 | 6,111 | 6,233 | (158) | (3) |
| Total commercial | 22,169 | 20,676 | 20,177 | 19,775 | 19,603 | 2,566 | 13 |
| Consumer: |  |  |  |  |  |  |  |
| Automobile | 4,985 | 4,576 | 5,639 | 6,211 | 5,954 | (969) | (16) |
| Home equity | 8,310 | 8,234 | 8,149 | 8,002 | 7,874 | 436 | 6 |
| Residential mortgage | 5,253 | 5,174 | 5,043 | 4,788 | 4,566 | 687 | 15 |
| Other consumer | 462 | 485 | 511 | 521 | 538 | (76) | (14) |
| Total consumer | 19,010 | 18,469 | 19,342 | 19,522 | 18,932 | 78 | - |
| Total loans and leases | 41,179 | 39,145 | 39,519 | 39,297 | 38,535 | 2,644 | 7 |
| Allowance for loan and lease losses | (908) | (961) | $(1,014)$ | $(1,066)$ | $(1,128)$ | 220 | (20) |
| Net loans and leases | 40,271 | 38,184 | 38,505 | 38,231 | 37,407 | 2,864 | 8 |
| Total earning assets | 51,050 | 49,767 | 49,147 | 48,778 | 48,018 | 3,032 | 6 |
| Cash and due from banks | 928 | 1,012 | 1,671 | 1,700 | 1,068 | (140) | (13) |
| Intangible assets | 609 | 613 | 625 | 639 | 652 | (43) | (7) |
| All other assets | 4,158 | 4,225 | 4,221 | 4,142 | 4,160 | (2) | (0) |
| Total assets | \$55,837 | \$54,656 | \$54,650 | \$54,193 | \$52,770 | \$ 3,067 | 6\% |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$12,064 | \$11,273 | \$10,716 | \$ 8,719 | \$ 7,806 | \$ 4,258 | 55\% |
| Demand deposits - interest-bearing | 5,939 | 5,646 | 5,570 | 5,573 | 5,565 | 374 | 7 |
| Money market deposits | 13,182 | 13,141 | 13,594 | 13,321 | 12,879 | 303 | 2 |
| Savings and other domestic deposits | 4,978 | 4,817 | 4,706 | 4,752 | 4,778 | 200 | 4 |
| Core certificates of deposit | 6,618 | 6,510 | 6,769 | 7,592 | 8,079 | $(1,461)$ | (18) |
| Total core deposits | 42,781 | 41,387 | 41,355 | 39,957 | 39,107 | 3,674 | 9 |
| Other domestic deposits of \$250,000 or more | 298 | 347 | 405 | 387 | 467 | (169) | (36) |
| Brokered deposits and negotiable CDs | 1,421 | 1,301 | 1,410 | 1,533 | 1,333 | 88 | 7 |
| Deposits in foreign offices | 357 | 430 | 434 | 401 | 347 | 10 | 3 |
| Total deposits | 44,857 | 43,465 | 43,604 | 42,278 | 41,254 | 3,603 | 9 |
| Short-term borrowings | 1,391 | 1,512 | 1,728 | 2,251 | 2,112 | (721) | (34) |
| Federal Home Loan Bank advances | 626 | 419 | 29 | 285 | 97 | 529 | 545 |
| Subordinated notes and other long-term debt | 2,251 | 2,652 | 2,866 | 3,030 | 3,249 | (998) | (31) |
| Total interest-bearing liabilities | 37,061 | 36,775 | 37,511 | 39,125 | 38,906 | $(1,845)$ | (5) |
| All other liabilities | 1,094 | 1,116 | 978 | 1,017 | 913 | 181 | 20 |
| Shareholders' equity | 5,618 | 5,492 | 5,445 | 5,332 | 5,145 | 473 | 9 |
| Total liabilities and shareholders' equity | \$55,837 | \$54,656 | \$54,650 | \$54,193 | \$52,770 | \$ 3,067 | 6\% |

[^1]
## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |
|  | Second | First | Fourth | Third | Second |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 97 | \$ 12 | \$ 15 | \$ 17 | \$ 73 |
| Trading account securities | 223 | 207 | 197 | 325 | 447 |
| Federal funds sold and securities purchased under resale agreements | - | - | - | - | 5 |
| Loans held for sale | 3,541 | 12,005 | 3,124 | 2,643 | 2,247 |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 48,245 | 48,824 | 47,784 | 47,946 | 54,603 |
| Tax-exempt | 4,099 | 4,209 | 4,313 | 4,392 | 4,385 |
| Total available-for-sale and other securities | 52,344 | 53,033 | 52,097 | 52,338 | 58,988 |
| Held-to-maturity securities - taxable | 4,539 | 4,714 | 4,867 | 5,059 | 1,287 |
| Loans and leases: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 162,419 | 150,397 | 145,825 | 144,151 | 145,675 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 5,397 | 5,831 | 6,513 | 6,620 | 4,718 |
| Commercial | 54,554 | 50,750 | 54,220 | 54,429 | 55,947 |
| Commercial real estate | 59,951 | 56,581 | 60,733 | 61,049 | 60,665 |
| Total commercial | 222,370 | 206,978 | 206,558 | 205,200 | 206,340 |
| Consumer: |  |  |  |  |  |
| Automobile | 57,971 | 55,435 | 68,283 | 76,488 | 75,110 |
| Home equity | 89,358 | 88,582 | 89,876 | 89,112 | 88,358 |
| Residential mortgage | 54,326 | 53,914 | 54,263 | 53,521 | 52,700 |
| Other consumer | 8,522 | 8,992 | 9,416 | 9,951 | 10,416 |
| Total consumer | 210,177 | 206,923 | 221,838 | 229,072 | 226,584 |
| Total loans and leases | 432,547 | 413,901 | 428,396 | 434,272 | 432,924 |
| Total earning assets | \$493,291 | $\underline{\underline{\$ 43,872}}$ | \$488,696 | \$494,654 | \$495,971 |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ | \$ | \$ | \$ | \$ |
| Demand deposits - interest-bearing | 987 | 845 | 1,182 | 1,458 | 1,240 |
| Money market deposits | 9,954 | 8,343 | 10,994 | 13,845 | 12,807 |
| Savings and other domestic deposits | 4,858 | 5,345 | 6,213 | 8,231 | 8,870 |
| Core certificates of deposit | 22,682 | 25,919 | 28,851 | 37,323 | 41,041 |
| Total core deposits | 38,481 | 40,452 | 47,240 | 60,857 | 63,958 |
| Other domestic deposits of \$250,000 or more | 493 | 583 | 794 | 907 | 1,171 |
| Brokered deposits and negotiable CDs | 2,650 | 2,547 | 2,727 | 2,963 | 2,948 |
| Deposits in foreign offices | 165 | 197 | 206 | 258 | 227 |
| Total deposits | 41,789 | 43,779 | 50,967 | 64,985 | 68,304 |
| Short-term borrowings | 558 | 583 | 764 | 931 | 856 |
| Federal Home Loan Bank advances | 333 | 222 | 156 | 233 | 215 |
| Subordinated notes and other long-term debt | 15,902 | 18,144 | 18,305 | 18,369 | 19,425 |
| Total interest bearing liabilities | 58,582 | 62,728 | 70,192 | 84,518 | 88,800 |
| Net interest income | \$434,709 | \$421,144 | \$418,504 | \$410,136 | \$407,171 |

[^2]
## Huntington Bancshares Incorporated

## Consolidated Quarterly Net Interest Margin Analysis

(Unaudited)

| Fully-taxable equivalent basis ${ }^{(1)}$ | ge Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |
|  | Second | First | Fourth | Third | Second |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.31\% | 0.05\% | 0.06\% | 0.04\% | 0.22\% |
| Trading account securities | 1.64 | 1.65 | 0.97 | 1.41 | 1.59 |
| Federal funds sold and securities purchased under resale agreements | - | - | - | - | 0.09 |
| Loans held for sale | 3.46 | 3.80 | 3.96 | 4.46 | 4.97 |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.33 | 2.39 | 2.37 | 2.43 | 2.59 |
| Tax-exempt | 4.23 | - 4.17 | . 4.22 | $\underline{4.17}$ | 4.02 |
| Total available-for-sale and other securities | 2.41 | 2.47 | 2.46 | 2.52 | 2.66 |
| Held-to-maturity securities - taxable | 2.97 | 2.98 | 2.99 | 3.04 | 2.96 |
| Loans and leases:(2)(3) |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 3.99 | 4.01 | 4.01 | 4.13 | 4.31 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 3.66 | 3.85 | 4.78 | 3.87 | 3.37 |
| Commercial | 3.93 | $\underline{3.82}$ | 3.91 | $\underline{3.91}$ | 3.90 |
| Commercial real estate | 3.89 | -3.82 | . 3.99 | . 3.91 | 3.84 |
| Total commercial | 3.97 | -3.96 | . 4.01 | . 4.06 | 4.16 |
| Consumer: |  |  |  |  |  |
| Automobile | 4.68 | 4.87 | 4.80 | 4.89 | 5.06 |
| Home equity | 4.30 | 4.30 | 4.41 | 4.45 | 4.49 |
| Residential mortgage | 4.14 | 4.17 | 4.30 | 4.47 | 4.62 |
| Other consumer | 7.42 | -7.47 | . 7.32 | . 7.57 | 7.76 |
| Total consumer | 4.43 | -4.49 | . 4.57 | . 4.68 | 4.79 |
| Total loans and leases | 4.18 | -4.21 | . 4.28 | $\underline{4.37}$ | 4.47 |
| Total earning assets | 3.89\% | 3.91\% | 3.95\% | 4.02\% | 4.14\% |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits - noninterest-bearing | - \% | - \% | - \% | - \% | - \% |
| Demand deposits - interest-bearing | 0.07 | 0.06 | 0.08 | 0.10 | 0.09 |
| Money market deposits | 0.30 | 0.26 | 0.32 | 0.41 | 0.40 |
| Savings and other domestic deposits | 0.39 | 0.45 | 0.52 | 0.69 | 0.74 |
| Core certificates of deposit | 1.38 | $\underline{1.60}$ | 1.69 | . 1.95 | 2.04 |
| Total core deposits | 0.50 | 0.54 | 0.61 | 0.77 | 0.82 |
| Other domestic deposits of \$250,000 or more | 0.66 | 0.68 | 0.78 | 0.93 | 1.01 |
| Brokered deposits and negotiable CDs | 0.75 | 0.79 | 0.77 | 0.77 | 0.89 |
| Deposits in foreign offices | 0.19 | -0.18 | . 0.19 | -0.26 | 0.26 |
| Total deposits | 0.51 | 0.55 | 0.61 | 0.77 | 0.82 |
| Short-term borrowings | 0.16 | 0.16 | 0.18 | 0.16 | 0.16 |
| Federal Home Loan Bank advances | 0.21 | 0.21 | 2.09 | 0.32 | 0.88 |
| Subordinated notes and other long-term debt | 2.83 | $\underline{-2.74}$ | . 2.56 | . 2.43 | 2.39 |
| Total interest-bearing liabilities | 0.63 | -0.68 | . 0.74 | -0.86 | 0.91 |
| Net interest rate spread | 3.18 | 3.15 | 3.15 | 3.11 | 3.19 |
| Impact of noninterest-bearing funds on margin | 0.25 | -0.25 | . 0.23 | . 0.22 | 0.21 |
| Net interest margin | 3.42\% | 3.40\% | 3.38\% | 3.34\% | 3.40\% |

## Commercial Loan Derivative Impact

(Unaudited)

| Fully-taxable equivalent basis ${ }^{(1)}$ | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |
|  | Second | First | Fourth | Third | $\underline{\text { Second }}$ |
| Commercial loans ${ }^{(2)(3)}$ | 3.67\% | 3.69\% | 3.79\% | 3.79\% | 3.83\% |
| Impact of commercial loan derivatives | 0.30 | -0.27 | 0.22 | . 0.27 | 0.34 |
| Total commercial - as reported | 3.97\% | 3.96\% | 4.01\% | 4.06\% | 4.16\% |
| Average 30 day LIBOR | 0.24\% | 0.26\% | 0.26\% | 0.21\% | 0.20\% |

[^3]
## Huntington Bancshares Incorporated

 Selected Quarterly Income Statement Data ${ }^{(1)}$(Unaudited)

|  | 2012 |  | 2011 |  |  | 2Q12 vs 2Q11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands, except per share amounts) | Second | First | Fourth | Third | Second | Amount | Percent |
| Interest income | \$487,544 | \$479,937 | \$485,216 | \$490,996 | \$492,137 | \$ (7,844) | (2)\% |
| Interest expense | 58,582 | 62,728 | 70,191 | 84,518 | 88,800 | $(30,218)$ | (34) |
| Net interest income | 428,962 | 417,209 | 415,025 | 406,478 | 403,337 | 25,625 | 6 |
| Provision for credit losses | 36,520 | 34,406 | 45,291 | 43,586 | 35,797 | 723 | 2 |
| Net interest income after provision for credit losses | 392,442 | 382,803 | 369,734 | 362,892 | 367,540 | 24,902 | 7 |
| Service charges on deposit accounts | 65,998 | 60,292 | 63,324 | 65,184 | 60,675 | 5,323 | 9 |
| Trust services | 29,914 | 30,906 | 28,775 | 29,473 | 30,392 | (478) | (2) |
| Electronic banking | 20,514 | 18,630 | 18,282 | 32,901 | 31,728 | $(11,214)$ | (35) |
| Mortgage banking income | 38,349 | 46,418 | 24,098 | 12,791 | 23,835 | 14,514 | 61 |
| Brokerage income | 19,025 | 19,260 | 18,688 | 20,349 | 20,819 | $(1,794)$ | (9) |
| Insurance income | 17,384 | 18,875 | 17,906 | 17,220 | 16,399 | 985 | 6 |
| Bank owned life insurance income | 13,967 | 13,937 | 14,271 | 15,644 | 17,602 | $(3,635)$ | (21) |
| Capital markets fees | 13,455 | 9,982 | 9,811 | 11,256 | 8,537 | 4,918 | 58 |
| Gain on sale of loans | 4,131 | 26,770 | 2,884 | 19,097 | 2,756 | 1,375 | 50 |
| Automobile operating lease income | 2,877 | 3,775 | 4,727 | 5,890 | 7,307 | $(4,430)$ | (61) |
| Securities gains (losses) | 350 | (613) | $(3,878)$ | $(1,350)$ | 1,507 | $(1,157)$ | (77) |
| Other income | 27,855 | 37,088 | 30,464 | 30,104 | 34,210 | $(6,355)$ | (19) |
| Total noninterest income | 253,819 | 285,320 | 229,352 | 258,559 | 255,767 | $(1,948)$ | (1) |
| Personnel costs | 243,034 | 243,498 | 228,101 | 226,835 | 218,570 | 24,464 | 11 |
| Outside data processing and other services | 48,149 | 42,058 | 53,422 | 49,602 | 43,889 | 4,260 | 10 |
| Net occupancy | 25,474 | 29,079 | 26,841 | 26,967 | 26,885 | $(1,411)$ | (5) |
| Equipment | 24,872 | 25,545 | 25,884 | 22,262 | 21,921 | 2,951 | 13 |
| Deposit and other insurance expense | 15,731 | 20,738 | 18,481 | 17,492 | 23,823 | $(8,092)$ | (34) |
| Marketing | 21,365 | 16,776 | 16,379 | 22,251 | 20,102 | 1,263 | 6 |
| Professional services | 15,458 | 11,230 | 16,769 | 20,281 | 20,080 | $(4,622)$ | (23) |
| Amortization of intangibles | 11,940 | 11,531 | 13,175 | 13,387 | 13,386 | $(1,446)$ | (11) |
| Automobile operating lease expense | 2,183 | 2,854 | 3,362 | 4,386 | 5,434 | $(3,251)$ | (60) |
| OREO and foreclosure expense | 4,106 | 4,950 | 5,009 | 4,668 | 4,398 | (292) | (7) |
| Gain on early extinguishment of debt | $(2,580)$ | - | $(9,697)$ | - | - | $(2,580)$ | - |
| Other expense | 34,537 | 54,417 | 32,548 | 30,987 | 29,921 | 4,616 | 15 |
| Total noninterest expense | 444,269 | 462,676 | 430,274 | 439,118 | 428,409 | 15,860 | 4 |
| Income before income taxes | 201,992 | 205,447 | 168,812 | 182,333 | 194,898 | 7,094 | 4 |
| Provision for income taxes | 49,286 | 52,177 | 41,954 | 38,942 | 48,980 | 306 | 1 |
| Net income | \$152,706 | \$153,270 | \$126,858 | \$143,391 | \$145,918 | \$ 6,788 | 5\% |
| Dividends on preferred shares | 7,984 | 8,049 | 7,703 | 7,703 | 7,704 | 280 | 4 |
| Net income applicable to common shares | \$144,722 | \$145,221 | \$119,155 | \$135,688 | \$138,214 | \$ 6,508 | 5\% |
| Average common shares - basic | 862,261 | 864,499 | 864,136 | 863,911 | 863,358 | $(1,097)$ | - \% |
| Average common shares - diluted | 867,551 | 869,164 | 868,156 | 867,633 | 867,469 | 82 | - \% |
| Per common share |  |  |  |  |  |  |  |
| Net income - basic | \$ 0.17 | \$ 0.17 | \$ 0.14 | \$ 0.16 | \$ 0.16 | \$ 0.01 | 6\% |
| Net income - diluted | 0.17 | 0.17 | 0.14 | 0.16 | 0.16 | 0.01 | 6 |
| Cash dividends declared | 0.04 | 0.04 | 0.04 | 0.04 | 0.01 | 0.03 | 300 |
| Return on average total assets | 1.10\% | 1.13\% | 0.92\% | 1.05\% | 1.11\% | (0.01)\% | (1) |
| Return on average common shareholders' equity | 11.1 | 11.4 | 9.3 | 10.8 | 11.6 | (0.5) | (4) |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ | 13.1 | 13.5 | 11.2 | 13.0 | 13.3 | (0.2) | (2) |
| Net interest margin(3) | 3.42 | 3.40 | 3.38 | 3.34 | 3.40 | 0.02 | 1 |
| Efficiency ratio(4) | 62.8 | 63.8 | 64.0 | 63.5 | 62.7 | 0.1 | - |
| Effective tax rate | 24.4 | 25.4 | 24.9 | 21.4 | 25.1 | (0.7) | (3) |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$428,962 | \$417,209 | \$415,025 | \$406,478 | \$403,337 | \$ 25,625 | 6 |
| FTE adjustment | 5,747 | 3,935 | 3,479 | 3,658 | 3,834 | 1,913 | 50 |
| Net interest income ${ }^{(3)}$ | 434,709 | 421,144 | 418,504 | 410,136 | 407,171 | 27,538 | 7 |
| Noninterest income | 253,819 | 285,320 | 229,352 | 258,559 | 255,767 | $(1,948)$ | (1) |
| Total revenue ${ }^{(3)}$ | \$688,528 | \$706,464 | \$647,856 | \$668,695 | \$662,938 | \$ 25,590 | 4\% |

${ }^{(1)}$ Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.
(2) 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.
${ }^{(4)}$ 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 <br> Quarterly Mortgage Banking Income <br> (Unaudited)

| (dollar amounts in thousands, except as noted) | 2012 |  | 2011 |  |  | 2Q12 vs 2Q11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second | First | Fourth | Third | Second | Amount | Percent |
| Mortgage banking income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ 30,184 | \$ 31,304 | \$ 21,248 | \$ 15,648 | \$ 11,522 | \$ 18,662 | 162\% |
| Servicing fees | 11,618 | 11,760 | 11,993 | 12,140 | 12,417 | (799) | (6) |
| Amortization of capitalized servicing | $(9,108)$ | $(9,279)$ | $(8,813)$ | $(9,641)$ | $(9,052)$ | (56) | 1 |
| Other mortgage banking income | 4,814 | 4,966 | 3,652 | 3,826 | 4,259 | 555 | 13 |
| Subtotal | 37,508 | 38,751 | 28,080 | 21,973 | 19,146 | 18,362 | 96 |
| MSR valuation adjustment ${ }^{(1)}$ | $(19,013)$ | 9,907 | $(6,985)$ | $(39,394)$ | $(8,292)$ | $(10,721)$ | 129 |
| Net trading gains (losses) related to MSR hedging | 19,854 | $(2,240)$ | 3,003 | 30,212 | 12,981 | 6,873 | 53 |
| Total mortgage banking income | \$ 38,349 | \$ 46,418 | \$ 24,098 | \$ 12,791 | \$ 23,835 | \$ 14,514 | 61\% |
| Mortgage originations (in millions) | \$ 1,291 | \$ 1,157 | \$ 1,123 | \$ 953 | \$ 916 | \$ 375 | 41 |
| Average trading account securities used to hedge MSRs (in millions) | 4 | 5 | 6 | 7 | 22 | (18) | (82)\% |
| Capitalized mortgage servicing rights (2) | 128,297 | 148,349 | 137,435 | 145,277 | 189,740 | $(61,443)$ | (32) |
| Total mortgages serviced for others (in millions) ${ }^{(2)}$ | 15,724 | 15,902 | 15,886 | 16,061 | 16,315 | (591) | (4) |
| MSR \% of investor servicing portfolio (2) | 0.82\% | 0.93\% | 0.87\% | 0.90\% | 1.16\% | (0.34)\% | $(2,931)$ |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment ${ }^{(1)}$ | \$(19,013) | \$ 9,907 | \$ (6,985) | \$ $(39,394)$ | \$ (8,292) | \$(10,721) | 129\% |
| Net trading gains (losses) related to MSR hedging | 19,854 | $(2,240)$ | 3,003 | 30,212 | 12,981 | 6,873 | 53 |
| Net interest income (loss) related to MSR hedging | (21) | (9) | (34) | 17 | 84 | (105) | N.R. |
| Net gain (loss) of MSR hedging | \$ 820 | $\stackrel{\$ 7,658}{\underline{-}}$ | $\stackrel{\text { \$ }}{(4,016)}$ | $\stackrel{\text { \$ }}{=}$ | $\xlongequal{\$ 4,773}$ | \$ (3,953) | (83) $\%$ |

N.R. - Not relevant, as denominator of calculation is income in prior period compared with a loss in the current period
${ }^{(1)}$ The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

## Quarterly Credit Reserves Analysis

(Unaudited)

|  | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | Second | First | Fourth | Third | Second |
| Allowance for loan and lease losses, beginning of period | \$ 913,069 | \$ 964,828 | \$1,019,710 | \$1,071,126 | \$1,133,226 |
| Loan and lease losses | $(108,092)$ | $(107,960)$ | $(114,146)$ | $(115,899)$ | $(128,701)$ |
| Recoveries of loans previously charged off | 23,847 | 24,968 | 30,229 | 25,344 | 31,167 |
| Net loan and lease losses | $(84,245)$ | $(82,992)$ | $(83,917)$ | $(90,555)$ | $(97,534)$ |
| Provision for loan and lease losses | 36,476 | 31,928 | 35,614 | 45,867 | 36,948 |
| Allowance of assets sold or transferred to loans held for sale | $(5,654)$ | (695) | $(6,579)$ | $(6,728)$ | $(1,514)$ |
| Allowance for loan and lease losses, end of period | \$ 859,646 | \$ 913,069 | \$ 964,828 | \$1,019,710 | \$1,071,126 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 50,934 | \$ 48,456 | \$ 38,779 | \$ 41,060 | \$ 42,211 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses | 44 | 2,478 | 9,677 | $(2,281)$ | $(1,151)$ |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 50,978 | \$ 50,934 | \$ 48,456 | \$ 38,779 | \$ 41,060 |
| Total allowance for credit losses, end of period | \$ 910,624 | \$ 964,003 | \$1,013,284 | \$1,058,489 | \$1,112,186 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |
| Total loans and leases | 2.15\% | 2.24\% | 2.48\% | 2.61\% | 2.74\% |
| Nonaccrual loans and leases (NALs) | 181 | 195 | 178 | 180 | 174 |
| Nonperforming assets (NPAs) | 164 | 173 | 163 | 166 | 164 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |
| Total loans and leases | 2.28\% | 2.37\% | 2.60\% | 2.71\% | 2.84\% |
| Nonaccrual loans and leases | 192 | 206 | 187 | 187 | 181 |
| Nonperforming assets | 174 | 183 | 172 | 172 | 170 |

Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | 2012 |  | 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second | First | Fourth | Third | Second |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | \$15,678 | \$28,495 | \$10,913 | \$17,891 | \$18,704 |
| Commercial real estate: |  |  |  |  |  |
| Construction | $(1,531)$ | $(1,186)$ | $(2,471)$ | 1,450 | 4,145 |
| Commercial | 30,709 | 11,692 | 30,854 | 22,990 | 23,450 |
| Commercial real estate | 29,178 | 10,506 | 28,383 | 24,440 | 27,595 |
| Total commercial | 44,856 | 39,001 | 39,296 | 42,331 | 46,299 |
| Consumer: |  |  |  |  |  |
| Automobile | 449 | 3,078 | 4,237 | 3,863 | 2,255 |
| Home equity | 21,045 | 23,729 | 23,419 | 26,222 | 25,441 |
| Residential mortgage | 10,786 | 10,570 | 9,732 | 11,562 | 16,455 |
| Other consumer | 7,109 | 6,614 | 7,233 | 6,577 | 7,084 |
| Total consumer | 39,389 | 43,991 | 44,621 | 48,224 | 51,235 |
| Total net charge-offs | $\underline{\mathbf{8 4 , 2 4 5}}$ | \$82,992 | \$83,917 | \$90,555 | \$97,534 |
| Net charge-offs-annualized percentages: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 0.39\% | 0.77\% | 0.31\% | 0.52\% | 0.56\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | (1.05) | (0.79) | (1.85) | 0.87 | 2.99 |
| Commercial | 2.24 | 0.89 | 2.27 | 1.69 | 1.65 |
| Commercial real estate | 1.92 | 0.72 | 1.91 | 1.60 | 1.77 |
| Total commercial | 0.81 | 0.75 | 0.78 | 0.86 | 0.94 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.04 | 0.27 | 0.30 | 0.25 | 0.15 |
| Home equity | 1.01 | 1.15 | 1.15 | 1.31 | 1.29 |
| Residential mortgage | 0.82 | 0.82 | 0.77 | 0.97 | 1.44 |
| Other consumer | 6.15 | 5.45 | 5.66 | 5.05 | 5.27 |
| Total consumer | 0.83 | 0.95 | 0.92 | 0.99 | 1.08 |
| Net charge-offs as a \% of average loans | 0.82\% | 0.85\% | 0.85\% | 0.92\% | 1.01\% |

## Huntington Bancshares Incorporated

## Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs) <br> (Unaudited)

| (dollar amounts in thousands) | 2012 |  | 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, | December 31, |  | tember 30, | June 30, |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |
| Commercial and industrial | \$133,678 | \$142,492 | \$ 201,846 | \$ | 209,632 | \$229,327 |
| Commercial real estate | 219,417 | 205,105 | 229,889 |  | 257,086 | 291,500 |
| Residential mortgage | 75,048 | 74,114 | 68,658 |  | 61,129 | 59,853 |
| Home equity | 46,023 | 45,847 | 40,687 |  | 37,156 | 33,545 |
| Total nonaccrual loans and leases ${ }^{(1)}$ | 474,166 | 467,558 | 541,080 |  | 565,003 | 614,225 |
| Other real estate, net: |  |  |  |  |  |  |
| Residential(2) | 21,499 | 31,850 | 20,330 |  | 18,588 | 20,803 |
| Commercial | 17,109 | 16,897 | 18,094 |  | 19,418 | 17,909 |
| Total other real estate, net | 38,608 | 48,747 | 38,424 |  | 38,006 | 38,712 |
| Other NPAs ${ }^{(3)}$ | 10,476 | 10,772 | 10,772 |  | 10,972 | - |
| Total nonperforming assets ${ }^{(2)}$ | \$523,250 | \$527,077 | \$ 590,276 | \$ | 613,981 | \$652,937 |
| Nonaccrual loans and leases as a \% of total loans and leases | 1.19\% | 1.15\% | 1.39\% |  | 1.45\% | 1.57\% |
| NPA ratio ${ }^{(4)}$ | 1.31 | 1.29 | 1.51 |  | 1.57 | 1.67 |
|  | 2012 |  | 2011 |  |  |  |
|  | Second | First | Fourth |  | Third | Second |
| Nonperforming assets, beginning of period | \$527,077 | \$590,276 | \$ 613,981 | \$ | 652,937 | \$690,886 |
| New nonperforming assets( ${ }^{(2)}$ | 221,010 | 134,636 | 189,138 |  | 153,626 | 210,255 |
| Franklin impact, net | - | - | (534) |  | (349) | $(5,088)$ |
| Returns to accruing status | $(39,376)$ | $(32,056)$ | $(30,677)$ |  | $(25,794)$ | $(68,429)$ |
| Loan and lease losses | $(74,546)$ | $(75,366)$ | $(79,117)$ |  | $(79,992)$ | $(74,945)$ |
| OREO losses (gains) | (459) | (295) | (867) |  | (242) | 388 |
| Payments | $(63,530)$ | $(66,609)$ | $(91,734)$ |  | $(76,510)$ | $(73,009)$ |
| Sales | $(46,926)$ | $(23,509)$ | $(9,914)$ |  | $(9,695)$ | $(27,121)$ |
| Nonperforming assets, end of period | \$523,250 | \$527,077 | \$ 590,276 | \$ | 613,981 | \$652,937 |

${ }^{(1)}$ All loans acquired as part of the FDIC-assisted Fidelity Bank acquisition accrue interest as performing loans or as purchased impaired loans under ASC 310-30, therefore none of the acquired loans were reported as nonaccrual at March 31, 2012 and June 30, 2012.
(2) Residential real estate owned properties acquired in the FDIC-assisted Fidelity Bank acquisition are reflected in the above table.
${ }^{(3)}$ Other nonperforming assets represent an investment security backed by a municipal bond.
(4) 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 (Unaudited)

| (dollar amounts in thousands) | 2012 |  | 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, | December 31, |  | tember 30, |  | June 30, |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |
| Commercial and industrial (1) | \$ 19,258 | \$ | \$ | \$ | - |  | \$ |
| Commercial real estate (1) | 38,125 | - | - |  | - |  | - |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) | 15,457 | 35,604 | 45,198 |  | 32,850 |  | 33,975 |
| Home equity | 18,500 | 19,862 | 20,198 |  | 20,420 |  | 17,451 |
| Other consumer | 4,334 | 5,091 | 8,253 |  | 7,755 |  | 6,227 |
| Total, excl. loans guaranteed by the U.S. Government | 95,674 | 60,557 | 73,649 |  | 61,025 |  | 57,653 |
| Add: loans guaranteed by U.S. Government | 85,678 | 94,560 | 96,703 |  | 84,413 |  | 76,979 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$181,352 | \$155,117 | \$ 170,352 | \$ | 145,438 |  | \$134,632 |
| Ratios: |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.24\% | 0.15\% | 0.19\% |  | 0.16\% |  | 0.15\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases | 0.21 | 0.23 | 0.25 |  | 0.21 |  | 0.19 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.45 | 0.38 | 0.44 |  | 0.37 |  | 0.34 |
| Accruing troubled debt restructured loans: (2) |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 57,008 | \$ 53,795 | \$ 54,007 | \$ | 77,509 |  | \$ 62,272 |
| Commercial real estate | 202,190 | 231,923 | 249,968 |  | 244,089 |  | 177,854 |
| Automobile | 34,460 | 35,521 | 36,573 |  | 37,371 |  | 29,059 |
| Home equity | 66,997 | 59,270 | 52,224 |  | 47,712 |  | 37,067 |
| Residential mortgage | 298,967 | 294,836 | 309,678 |  | 304,365 |  | 313,772 |
| Other consumer | 3,038 | 4,233 | 6,108 |  | 4,513 |  | 8,910 |
| Total accruing troubled debt restructured loans | \$662,660 | \$679,578 | \$ 708,558 | \$ | 715,559 |  | \$628,934 |
| Nonaccruing troubled debt restructured loans: (2) |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 35,535 | \$ 26,886 | \$ 48,553 | \$ | 27,410 |  | \$ 29,069 |
| Commercial real estate | 55,022 | 39,606 | 21,968 |  | 46,854 |  | 48,676 |
| Home equity | 374 | 334 | 369 |  | 166 |  | 28 |
| Residential mortgage | 28,332 | 29,549 | 26,089 |  | 20,877 |  | 14,378 |
| Other consumer | 113 | 113 | 113 |  | 113 |  | 112 |
| Total nonaccruing troubled debt restructured loans | \$119,376 | \$ 96,488 | \$ 97,092 | \$ | 95,420 |  | \$ 92,263 |

[^4]
## Huntington Bancshares Incorporated

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

(Unaudited)

## Quarterly common stock summary

| (dollar amounts in thousands, except per share amounts) | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second |  | First |  | Fourth |  | Third |  | Second |  |
| Common stock price, per share |  |  |  |  |  |  |  |  |  |  |
| High(1) | \$ | 6.770 | \$ | 6.580 | \$ | 5.650 | \$ | 6.740 | \$ | 6.920 |
| Low(1) |  | 5.840 |  | 5.490 |  | 4.670 |  | 4.460 |  | 6.000 |
| Close |  | 6.400 |  | 6.445 |  | 5.490 |  | 4.800 |  | 6.560 |
| Average closing price |  | 6.367 |  | 5.974 |  | 5.178 |  | 5.370 |  | 6.506 |
| Dividends, per share |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per common share | \$ | 0.04 | \$ | 0.04 | \$ | 0.04 | \$ | 0.04 | \$ | 0.01 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |
| Average - basic |  | 862,261 |  | 864,499 |  | 864,136 |  | 863,911 |  | 863,358 |
| Average - diluted |  | 867,551 |  | 869,164 |  | 868,156 |  | 867,633 |  | 867,469 |
| Ending |  | 858,401 |  | 864,675 |  | 864,406 |  | 864,075 |  | 863,323 |
| Book value per common share | \$ | 6.13 | \$ | 5.97 | \$ | 5.82 | \$ | 5.83 | \$ | 5.66 |
| Tangible book value per common share²) |  | 5.49 |  | 5.33 |  | 5.18 |  | 5.17 |  | 5.00 |
| Common share repurchases |  |  |  |  |  |  |  |  |  |  |
| Number of shares repurchased |  | 6,426 |  | - |  | - |  | - |  | - |


| (dollar amounts in millions) | 2012 |  |  |  | 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, |  | March 31, |  | December 31, |  | September 30, |  | June 30, |  |
| Calculation of tangible equity / asset ratio: $\quad$ - - |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 5,649 | \$ | 5,550 | \$ | 5,418 | \$ | 5,400 | \$ | 5,253 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (159) |  | (171) |  | (175) |  | (188) |  | (202) |
| Add: related deferred tax liability ${ }^{(2)}$ |  | 56 |  | 60 |  | 61 |  | 66 |  | 71 |
| Total tangible equity |  | 5,102 |  | 4,995 |  | 4,860 |  | 4,834 |  | 4,678 |
| Less: preferred equity |  | (386) |  | (386) |  | (386) |  | (363) |  | (363) |
| Total tangible common equity | \$ | 4,716 | \$ | 4,609 | \$ | 4,474 | \$ | 4,471 | \$ | 4,315 |
| Total assets | \$ | 56,623 | \$ | 55,877 | \$ | 54,451 | \$ | 54,979 | \$ | 53,050 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (159) |  | (171) |  | (175) |  | (188) |  | (202) |
| Add: related deferred tax liability ${ }^{(2)}$ |  | 56 |  | 60 |  | 61 |  | 66 |  | 71 |
| Total tangible assets | \$ | 56,076 | \$ | 55,322 | \$ | 53,893 | \$ | 54,413 | \$ | 52,475 |
| Tangible equity / tangible asset ratio |  | 9.10\% |  | 9.03\% |  | 9.02\% |  | 8.88\% |  | 8.91\% |
| Tangible common equity / tangible asset ratio |  | 8.41 |  | 8.33 |  | 8.30 |  | 8.22 |  | 8.22 |
| Tier 1 common risk-based capital ratio:(4) |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 5,714 | \$ | 5,709 | \$ | 5,557 | \$ | 5,488 | \$ | 5,353 |
| Shareholders' preferred equity |  | (386) |  | (386) |  | (386) |  | (363) |  | (363) |
| Trust preferred securities |  | (449) |  | (532) |  | (532) |  | (565) |  | (565) |
| REIT preferred stock |  | (50) |  | (50) |  | (50) |  | (50) |  | (50) |
| Tier 1 common | \$ | 4,829 | \$ | 4,741 | \$ | 4,589 | \$ | 4,510 | \$ | 4,375 |
| Total risk-weighted assets(4) | \$ | 47,903 | \$ | 46,716 | \$ | 45,891 | \$ | 44,376 | \$ | 44,080 |
| Tier 1 common risk-based capital ratio ${ }^{(4)}$ |  | 10.08\% |  | 10.15\% |  | 10.00\% |  | 10.17\% |  | 9.92\% |
| Other capital data: |  |  |  |  |  |  |  |  |  |  |
| Tier 1 leverage ratio ${ }^{(4)}$ |  | 10.34 |  | 10.55 |  | 10.28 |  | 10.24 |  | 10.25 |
| Tier 1 risk-based capital ratio ${ }^{(4)}$ |  | 11.93 |  | 12.22 |  | 12.11 |  | 12.37 |  | 12.14 |
| Total risk-based capital ratio(4) |  | 14.41 |  | 14.76 |  | 14.77 |  | 15.11 |  | 14.89 |
| Tangible common equity / risk-weighted assets ratiơ ${ }^{4}$ ) |  | 9.84 |  | 9.86 |  | 9.75 |  | 10.08 |  | 9.79 |
| Other data: |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11,417 |  | 11,166 |  | 11,245 |  | 11,473 |  | 11,457 |
| Number of domestic full-service branches(3) |  | 682 |  | 669 |  | 668 |  | 650 |  | 643 |

${ }^{(1)}$ High and low stock prices are intra-day quotes obtained from NASDAQ.
${ }^{(2)}$ Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(3) Includes WGH offices
(4) June 30, 2012, figures are estimated.

## Huntington Bancshares Incorporated

## Consolidated Year To Date Average Balance Sheets

(Unaudited)

| (dollar amounts in millions) | YTD Average Balances |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30, |  | Change |  |
|  | 2012 | 2011 | Amount | Percent |
| Assets |  |  |  |  |
| Interest bearing deposits in banks | \$ 112 | \$ 130 | \$ (18) | (14)\% |
| Trading account securities | 52 | 128 | (76) | (59) |
| Federal funds sold and securities purchased under resale agreements | - | 11 | (11) | (100) |
| Loans held for sale | 837 | 300 | 537 | 179 |
| Available-for-sale and other securities: |  |  |  |  |
| Taxable | 8,228 | 8,766 | (538) | (6) |
| Tax-exempt | 396 | 441 | (45) | (10) |
| Total available-for-sale and other securities | 8,624 | 9,207 | (583) | (6) |
| Held-to-maturity securities - taxable | 622 | 87 | 535 | 615 |
| Loans and leases:(1) |  |  |  |  |
| Commercial: |  |  |  |  |
| Commercial and industrial | 15,458 | 13,246 | 2,212 | 17 |
| Commercial real estate: |  |  |  |  |
| Construction | 591 | 582 | 9 | 2 |
| Commercial | 5,373 | 5,795 | (422) | (7) |
| Commercial real estate | 5,964 | 6,377 | (413) | (6) |
| Total commercial | 21,422 | 19,623 | 1,799 | 9 |
| Consumer: |  |  |  |  |
| Automobile | 4,781 | 5,829 | $(1,048)$ | (18) |
| Home equity | 8,272 | 7,801 | 471 | 6 |
| Residential mortgage | 5,214 | 4,516 | 698 | 15 |
| Other consumer | 473 | 548 | (75) | (14) |
| Total consumer | 18,740 | 18,694 | 46 | - |
| Total loans and leases | 40,162 | 38,317 | 1,845 | 5 |
| Allowance for loan and lease losses | (934) | $(1,179)$ | 245 | (21) |
| Net loans and leases | 39,228 | 37,138 | 2,090 | 6 |
| Total earning assets | 50,409 | 48,180 | 2,229 | 5 |
| Cash and due from banks | 970 | 1,183 | (213) | (18) |
| Intangible assets | 611 | 659 | (48) | (7) |
| All other assets | 4,191 | 4,224 | (33) | (1) |
| Total assets | \$ 55,247 | \$ 53,067 | \$ 2,180 | 4\% |
| Liabilities and shareholders' equity |  |  |  |  |
| Deposits: |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ 11,668 | \$ 7,571 | \$ 4,097 | 54\% |
| Demand deposits - interest-bearing | 5,792 | 5,462 | 330 | 6 |
| Money market deposits | 13,162 | 13,184 | (22) | - |
| Savings and other domestic deposits | 4,898 | 4,740 | 158 | 3 |
| Core certificates of deposit | 6,564 | 8,234 | $(1,670)$ | (20) |
| Total core deposits | 42,084 | 39,191 | 2,893 | 7 |
| Other domestic deposits of \$250,000 or more | 323 | 536 | (213) | (40) |
| Brokered deposits and negotiable CDs | 1,361 | 1,372 | (11) | (1) |
| Deposits in foreign offices | 393 | 360 | 33 | 9 |
| Total deposits | 44,161 | 41,459 | 2,702 | 7 |
| Short-term borrowings | 1,451 | 2,123 | (672) | (32) |
| Federal Home Loan Bank advances | 523 | 63 | 460 | 730 |
| Subordinated notes and other long-term debt | 2,452 | 3,386 | (934) | (28) |
| Total interest-bearing liabilities | 36,919 | 39,460 | (2,541) | (6) |
| All other liabilities | 1,105 | 952 | 153 | 16 |
| Shareholders' equity | 5,555 | 5,084 | 471 | 9 |
| Total liabilities and shareholders' equity | \$ 55,247 | \$ 53,067 | \$ 2,180 | 4\% |

[^5]
## Huntington Bancshares Incorporated

## Consolidated Year To Date Net Interest Margin Analysis - Interest Income / Expense (1)

(Unaudited)

| (dollar amounts in thousands) | YTD Interest Income / Expense |  |  |
| :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30, |  |  |
|  | 2012 |  | 2011 |
| Assets |  |  |  |
| Interest bearing deposits in banks | \$ 109 | \$ | \$ 110 |
| Trading account securities | 429 |  | 941 |
| Federal funds sold and securities purchased under resale agreements | - |  | 5 |
| Loans held for sale | 15,547 |  | 6,531 |
| Available-for-sale and other securities: |  |  |  |
| Taxable | 97,069 |  | 112,254 |
| Tax-exempt | 8,308 |  | 9,622 |
| Total available-for-sale and other securities | 105,377 |  | 121,876 |
| Held-to-maturity securities - taxable | 9,252 |  | 1,287 |
| Loans and leases: |  |  |  |
| Commercial: |  |  |  |
| Commercial and industrial | 312,816 |  | 295,639 |
| Commercial real estate: |  |  |  |
| Construction | 11,229 |  | 9,856 |
| Commercial | 105,304 |  | 114,043 |
| Commercial real estate | 116,533 |  | 123,899 |
| Total commercial | 429,349 |  | 419,538 |
| Consumer: |  |  |  |
| Automobile | 113,406 |  | 148,440 |
| Home equity | 177,940 |  | 176,016 |
| Residential mortgage | 108,240 |  | 105,828 |
| Other consumer | 17,515 |  | 21,221 |
| Total consumer | 417,101 |  | 451,505 |
| Total loans and leases | 846,450 |  | 871,043 |
| Total earning assets | \$ 977,164 |  | \$ 1,001,793 |
| Liabilities |  |  |  |
| Deposits: |  |  |  |
| Demand deposits - noninterest-bearing | \$ - | \$ | \$ |
| Demand deposits - interest-bearing | 1,832 |  | 2,457 |
| Money market deposits | 18,297 |  | 29,505 |
| Savings and other domestic deposits | 10,204 |  | 18,279 |
| Core certificates of deposit | 48,601 |  | 83,855 |
| Total core deposits | 78,934 |  | 134,096 |
| Other domestic deposits of \$250,000 or more | 1,076 |  | 2,792 |
| Brokered deposits and negotiable CDs | 5,198 |  | 6,799 |
| Deposits in foreign offices | 363 |  | 414 |
| Total deposits | 85,571 |  | 144,101 |
| Short-term borrowings | 1,136 |  | 1,805 |
| Federal Home Loan Bank advances | 555 |  | 434 |
| Subordinated notes and other long-term debt | 34,049 |  | 40,007 |
| Total interest-bearing liabilities | 121,311 |  | 186,347 |
| Net interest income | \$ 855,853 | \$ | \$ 815,446 |

[^6]
## Huntington Bancshares Incorporated

## Consolidated Year To Date Net Interest Margin Analysis

(Unaudited)

|  |  | YTD Average Rates (2) |
| :---: | :---: | :---: |
| Fully-taxable equivalent basis $(1)$ |  |  |$)$

## Liabilities

Deposits:

| Demand deposits - noninterest-bearing | - \% | - \% |
| :---: | :---: | :---: |
| Demand deposits - interest-bearing | 0.06 | 0.09 |
| Money market deposits | 0.28 | 0.45 |
| Savings and other domestic deposits | 0.42 | 0.78 |
| Core certificates of deposit | 1.49 | 2.05 |
| Total core deposits | 0.52 | 0.86 |
| Other domestic deposits of \$250,000 or more | 0.67 | 1.05 |
| Brokered deposits and negotiable CDs | 0.77 | 1.00 |
| Deposits in foreign offices | 0.19 | 0.23 |
| Total deposits | 0.53 | 0.86 |
| Short-term borrowings | 0.16 | 0.17 |
| Federal Home Loan Bank advances | 0.21 | 1.36 |
| Subordinated notes and other long-term debt | 2.78 | 2.36 |
| Total interest bearing liabilities | 0.66 | 0.95 |
| Net interest rate spread | 3.16 | 3.20 |
| Impact of noninterest-bearing funds on margin | 0.25 | 0.21 |
| Net interest margin | 3.41\% | 3.41\% |

## Commercial Loan Derivative Impact

(Unaudited)

| Fully-taxable equivalent basis (1) | YTD Average Rates |  |
| :---: | :---: | :---: |
|  | Six Months Ended June 30, |  |
|  | 2012 | 2011 |
| Commercial loans(2)(3) | 3.68\% | 3.83\% |
| Impact of commercial loan derivatives | 0.29 | 0.42 |
| Total commercial - as reported | 3.96\% | 4.25\% |
| Average 30 day LIBOR | 0.24\% | 0.19\% |

[^7]${ }^{(2)} \quad$ 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

## Selected Year To Date Income Statement Datari)

## (Unaudited)

| (dollar amounts in thousands, except per share amounts) | Six Months Ended June 30, |  |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2012 |  | 2011 | Amount | Percent |
| Interest income | \$ | 967,481 | \$ | \$ 994,014 | \$ 8,612 | 1\% |
| Interest expense |  | 121,310 |  | 186,347 | $(65,037)$ | (35) |
| Net interest income |  | 846,171 |  | 807,667 | 38,504 | 5 |
| Provision for credit losses |  | 70,926 |  | 85,182 | $(14,256)$ | (17) |
| Net interest income after provision for credit losses |  | 775,245 |  | 722,485 | 52,760 | 7 |
| Service charges on deposit accounts |  | 126,290 |  | 114,999 | 11,291 | 10 |
| Trust services |  | 60,820 |  | 61,134 | (314) | (1) |
| Electronic banking |  | 39,144 |  | 60,514 | $(21,370)$ | (35) |
| Mortgage banking income |  | 84,767 |  | 46,519 | 38,248 | 82 |
| Brokerage income |  | 38,285 |  | 41,330 | $(3,045)$ | (7) |
| Insurance income |  | 36,259 |  | 34,344 | 1,915 | 6 |
| Bank owned life insurance income |  | 27,904 |  | 32,421 | $(4,517)$ | (14) |
| Capital markets fees |  | 23,437 |  | 15,473 | 7,964 | 51 |
| Gain on sale of loans |  | 30,901 |  | 9,963 | 20,938 | 210 |
| Automobile operating lease income |  | 6,652 |  | 16,154 | $(9,502)$ | (59) |
| Securities gains (losses) |  | (263) |  | 1,547 | $(1,810)$ | (117) |
| Other income |  | 64,943 |  | 58,314 | 6,629 | 11 |
| Total noninterest income |  | 539,139 |  | 492,712 | 46,427 | 9 |
| Personnel costs |  | 486,532 |  | 437,598 | 48,934 | 11 |
| Outside data processing and other services |  | 90,207 |  | 84,171 | 6,036 | 7 |
| Net occupancy |  | 54,553 |  | 55,321 | (768) | (1) |
| Equipment |  | 50,417 |  | 44,398 | 6,019 | 14 |
| Deposit and other insurance expense |  | 36,469 |  | 41,719 | $(5,250)$ | (13) |
| Marketing |  | 38,141 |  | 36,997 | 1,144 | 3 |
| Professional services |  | 26,688 |  | 33,545 | $(6,857)$ | (20) |
| Amortization of intangibles |  | 23,471 |  | 26,756 | $(3,285)$ | (12) |
| Automobile operating lease expense |  | 5,037 |  | 12,270 | $(7,233)$ | (59) |
| OREO and foreclosure expense |  | 9,056 |  | 8,329 | 727 | 9 |
| Gain on early extinguishment of debt |  | $(2,580)$ |  | - | $(2,580)$ | - |
| Other expense |  | 88,954 |  | 78,004 | 10,950 | 14 |
| Total noninterest expense |  | 906,945 |  | 859,108 | 47,837 | 6 |
| Income before income taxes |  | 407,439 |  | 356,089 | 51,350 | 14 |
| Provision for income taxes |  | 101,463 |  | 83,725 | 17,738 | 21 |
| Net income | \$ | 305,976 |  | \$ 272,364 | \$ 33,612 | 12\% |
| Dividends on preferred shares |  | 16,033 |  | 15,407 | 626 | 4 |
| Net income applicable to common shares | \$ | 289,943 | \$ | \$ 256,957 | \$ 32,986 | 13\% |
| Average common shares-basic |  | 863,380 |  | 863,358 | 22 | - \% |
| Average common shares-diluted ${ }^{2}$ ) |  | 868,357 |  | 867,353 | 1,004 | - |
| Per common share |  |  |  |  |  |  |
| Net income - basic | \$ | 0.34 | \$ | \$ 0.30 | \$ 0.04 | 13 |
| Net income - diluted |  | 0.33 |  | 0.30 | 0.03 | 10 |
| Cash dividends declared |  | 0.08 |  | 0.02 | 0.06 | 300 |
| Return on average total assets |  | 1.11\% |  | 1.03\% | 0.08\% | 8 |
| Return on average common shareholders' equity |  | 11.3 |  | 11.0 | 0.3 | 3 |
| Return on average tangible common shareholders' equity ${ }^{(3)}$ |  | 13.3 |  | 13.4 | (0.1) | (1) |
| Net interest margin(4) |  | 3.41 |  | 3.41 | - | - |
| Efficiency ratio(5) |  | 63.3 |  | 63.7 | (0.4) | (1) |
| Effective tax rate |  | 24.9 |  | 23.5 | 1.4 | 6 |
| Revenue-fully taxable equivalent (FTE) |  |  |  |  |  |  |
| Net interest income | \$ | 846,171 | \$ | \$ 807,667 | \$ 38,504 | 5 |
| FTE adjustment ${ }^{(4)}$ |  | 9,682 |  | 7,779 | 1,903 | 24 |
| Net interest income |  | 855,853 |  | 815,446 | 40,407 | 5 |
| Noninterest income |  | 539,139 |  | 492,712 | 46,427 | 9 |
| Total revenue |  | $\underline{ }$ |  | $\underline{\text { 1,308,158 }}$ | \$ 86,834 | 7\% |

${ }^{(1)}$ 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.
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) 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

## Year To Date Mortgage Banking Income

(Unaudited)

| (dollar amounts in thousands, except as noted) | Six Months Ended June 30, |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | Amount | Percent |
| Mortgage banking income |  |  |  |  |
| Origination and secondary marketing | \$ 61,488 | \$ 31,321 | \$ 30,167 | 96\% |
| Servicing fees | 23,378 | 24,963 | $(1,585)$ | (6) |
| Amortization of capitalized servicing | $(18,387)$ | $(18,915)$ | 528 | (3) |
| Other mortgage banking income | 9,780 | 8,028 | 1,752 | 22 |
| Subtotal | 76,259 | 45,397 | 30,862 | 68 |
| MSR valuation adjustment ${ }^{1}$ ) | $(9,106)$ | $(7,518)$ | $(1,588)$ | 21 |
| Net trading gains (losses) related to MSR hedging | 17,614 | 8,640 | 8,974 | 104 |
| Total mortgage banking income | \$ 84,767 | \$ 46,519 | \$ 38,248 | 82\% |
| Mortgage originations (in millions) | \$ 2,448 | \$ 1,845 | \$ 603 | 33\% |
| Average trading account securities used to hedge MSRs(in millions) | 5 | 34 | (29) | (85) |
| Capitalized mortgage servicing rights ${ }^{(2)}$ | 128,297 | 189,740 | $(61,443)$ | (32) |
| Total mortgages serviced for others (in millions) ${ }^{(2)}$ | 15,724 | 16,315 | (591) | (4) |
| MSR \% of investor servicing portfolio | 0.82\% | 1.16\% | (0.34)\% | (29) |
| Net impact of MSR hedging |  |  |  |  |
| MSR valuation adjustment ${ }^{(1)}$ | \$ (9,106) | \$ (7,518) | \$ $(1,588)$ | 21\% |
| Net trading gains (losses) related to MSR hedging | 17,614 | 8,640 | 8,974 | 104 |
| Net interest income related to MSR hedging | (30) | 183 | (213) | N.R. |
| Net gain (loss) on MSR hedging | \$ 8,478 | \$ 1,305 | $\underline{\$ 7,173}$ | 550\% |

N.R.-Not relevant, as denominator of calculation is income in prior period compared with a loss in the current period.
${ }^{(1)}$ 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

## Year to Date Credit Reserves Analysis

(Unaudited)

| (dollar amounts in thousands) | Six Months Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2012 | 2011 |
| Allowance for loan and lease losses, beginning of period | \$ 964,828 | \$1,249,008 |
| Loan and lease losses | $(216,052)$ | $(327,708)$ |
| Recoveries of loans previously charged off | 48,815 | 65,091 |
| Net loan and lease losses | (167,237) | $(262,617)$ |
| Provision for loan and lease losses | 68,404 | 86,249 |
| Allowance of assets sold or transferred to loan held for sale | $(6,349)$ | $(1,514)$ |
| Allowance for loan and lease losses, end of period | \$ 859,646 | \$1,071,126 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 48,456 | \$ 42,127 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses | 2,522 | $(1,067)$ |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 50,978 | \$ 41,060 |
| Total allowance for credit losses | \$ 910,624 | \$1,112,186 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |
| Total loans and leases | 2.15\% | 2.74\% |
| Nonaccrual loans and leases (NALs) | 181 | 174 |
| Nonperforming assets (NPAs) | 164 | 164 |
| Total allowance for credit losses (ACL) as \% of: |  |  |
| Total loans and leases | 2.28\% | 2.84\% |
| Nonaccrual loans and leases (NALs) | 192 | 181 |
| Nonperforming assets (NPAs) | 174 | 170 |

## Huntington Bancshares Incorporated

## Year to Date Net Charge-Off Analysi

(Unaudited)

| (dollar amounts in thousands) | Six Months Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2012 | 2011 |
| Net charge-offs by loan and lease type: |  |  |
| Commercial: |  |  |
| Commercial and industrial | \$ 44,173 | \$ 60,895 |
| Commercial real estate: |  |  |
| Construction | $(2,717)$ | 32,545 |
| Commercial | 42,401 | 62,733 |
| Commercial real estate | 39,684 | 95,278 |
| Total commercial | 83,857 | 156,173 |
| Consumer: |  |  |
| Automobile | 3,527 | 6,967 |
| Home equity | 44,774 | 52,156 |
| Residential mortgage | 21,356 | 35,387 |
| Other consumer | 13,723 | 11,934 |
| Total consumer | 83,380 | 106,444 |
| Total net charge-offs | $\underline{\text { \$167,237 }}$ | \$262,617 |
| Net charge-offs - annualized percentages: |  |  |
| Commercial: |  |  |
| Commercial and industrial | 0.57\% | 0.92\% |
| Commercial real estate: |  |  |
| Construction | (0.92) | 11.18 |
| Commercial | 1.58 | 2.17 |
| Commercial real estate | 1.33 | 2.99 |
| Total commercial | 0.78 | 1.59 |
| Consumer: |  |  |
| Automobile | 0.15 | 0.24 |
| Home equity | 1.08 | 1.34 |
| Residential mortgage | 0.82 | 1.57 |
| Other consumer | 5.80 | 4.36 |
| Total consumer | 0.89 | 1.14 |
| Net charge-offs as a \% of average loans | 0.83\% | 1.37\% |

## Huntington Bancshares Incorporated

## Year to Date Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)

(Unaudited)

| (dollar amounts in thousands) | une 30 |  |
| :---: | :---: | :---: |
|  | 2012 | 2011 |
| Nonaccrual loans and leases (NALs): |  |  |
| Commercial and industrial | \$133,678 | \$229,327 |
| Commercial real estate | 219,417 | 291,500 |
| Residential mortgage | 75,048 | 59,853 |
| Home equity | 46,023 | 33,545 |
| Total nonaccrual loans and leases (1) | 474,166 | 614,225 |
| Other real estate, net: |  |  |
| Residential (2) | 21,499 | 20,803 |
| Commercial | 17,109 | 17,909 |
| Total other real estate, net | 38,608 | 38,712 |
| Impaired loans held for sale | - | - |
| Other NPAs (3) | 10,476 | - |
| Total nonperforming assets (2) | \$523,250 | \$652,937 |
| Nonaccrual loans and leases as a \% of total loans and leases | 1.19\% | 1.57\% |
| NPA ratio (4) | 1.31 | 1.67 |
|  | Six Month | d June 30, |
| (dollar amounts in thousands) | 2012 | 2011 |
| Nonperforming assets, beginning of period | \$ 590,276 | \$ 844,752 |
| New nonperforming assets (2) | 355,646 | 402,299 |
| Franklin impact, net | - | $(8,594)$ |
| Returns to accruing status | $(71,432)$ | $(139,315)$ |
| Loan and lease losses | $(149,912)$ | $(203,675)$ |
| OREO losses (gains) | (754) | 1,880 |
| Payments | $(130,139)$ | $(160,050)$ |
| Sales | $(70,435)$ | $(84,360)$ |
| Nonperforming assets, end of period | \$ 523,250 | \$ 652,937 |

(1) All loans acquired as part of the FDIC-assisted Fidelity Bank acquisition accrue interest as performing loans or as purchased impaired loans under ASC 310-30, therefore none of the acquired loans were reported as nonaccrual at June 30, 2012.
(2) Residential real estate owned properties acquired in the FDIC-assisted Fidelity Bank acquisition are reflected in the above table.
(3) Other nonperforming assets represent an investment security backed by a municipal bond.
(4) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

## Huntington Bancshares Incorporated

## Year to Date Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt <br> Restructured Loans

(Unaudited)

| (dollar amounts in thousands) | June 30, |  |
| :---: | :---: | :---: |
|  | 2012 | 2011 |
| Accruing loans and leases past due 90 days or more: |  |  |
| Commercial and industrial (1) | \$ 19,258 | \$ |
| Commercial real estate (1) | 38,125 | - |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) | 15,457 | 33,975 |
| Home equity | 18,500 | 17,451 |
| Other consumer | 4,334 | 6,227 |
| Total, excl. loans guaranteed by the U.S. Government | 95,674 | 57,653 |
| Add: loans guaranteed by U.S. Government | 85,678 | 76,979 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$181,352 | \$134,632 |
| Ratios: |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.24\% | 0.15\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases | 0.21 | 0.19 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.45 | 0.34 |
| Accruing troubled debt restructured loans: (2) |  |  |
| Commercial and industrial | \$ 57,008 | \$ 62,272 |
| Commercial real estate | 202,190 | 177,854 |
| Automobile | 34,460 | 29,059 |
| Home equity | 66,997 | 37,067 |
| Residential mortgage | 298,967 | 313,772 |
| Other consumer | 3,038 | 8,910 |
| Total accruing troubled debt restructured loans | \$662,660 | \$628,934 |
| Nonaccruing troubled debt restructured loans: (2) |  |  |
| Commercial and industrial | \$ 35,535 | \$ 29,069 |
| Commercial real estate | 55,022 | 48,676 |
| Home equity | 374 | 28 |
| Residential mortgage | 28,332 | 14,378 |
| Other consumer | 113 | 112 |
| Total nonaccruing troubled debt restructured loans | \$119,376 | \$ 92,263 |

(1) All amounts represent accruing purchased impaired loans related to the FDIC-assisted Fidelity Bank acquisition. Under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status.
(2) No loans related to the FDIC-assisted Fidelity Bank acquisition were considered troubled debt restructured loans at March 31, 2012.


[^0]:    ${ }^{(1)}$ There were no commercial loans outstanding that would be considered a concentration of lending to a particular industry.

[^1]:    (1) Includes nonaccrual loans.

[^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) All amounts represent accruing purchased impaired loans related to the FDIC-assisted Fidelity Bank acquisition. Under the applicable accounting guidance (ASC 310-30), the loans were recorded at fair value upon acquisition and remain in accruing status.
    (2) No loans related to the FDIC-assisted Fidelity Bank acquisition were considered troubled debt restructured loans at March 31, 2012.
[^5]:    Includes nonaccrual loans.

[^6]:    (1)

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

[^7]:    ${ }^{(1)}$ Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 21 for the FTE adjustment.

