# 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) April 17, 2013

# HUNTINGTON BANCSHARES INCORPORATED 

(Exact name of registrant as specified in its charter)

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

## 1-34073 <br> (Commission

File Number)
31-0724920
(IRS Employer Identification No.)

Huntington Center<br>41 South High Street<br>Columbus, Ohio<br>(Address of principal executive offices)

43287
(Zip Code)

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 April 17, 2013, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended March 31, 2013. Also on April 17, 2013, Huntington made a Quarterly Financial Supplement available on its web site, www.huntington-ir.com.

Huntington's senior management will host an earnings conference call April 17, 2013, 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 21477583 . 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 April 30, 2013, at (855) 859-2056 or (404) 537-3406; conference call ID 21477583.

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 implementation of the Budget Control Act of 2011, the American Taxpayer Relief Act of 2012, the Consolidated and Further Continuing Appropriations Act of 2013, as well as 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 implementing 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, regulations including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, OCC, Federal Reserve, and CFPB; 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 2012 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 April 17, 2013.
Exhibit 99.2 - Quarterly Financial Supplement, March 2013.

## 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: April 17, 2013
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, April 17, 2013. |
| Exhibit 99.2 | Quarterly Financial Supplement, March 2013 |

## FOR IMMEDIATE RELEASE

Apr. 17, 2013
Analysts:Todd Beekman (todd.beekman@huntington.com), 614.480.3878
Mark Muth (mark.muth@huntington.com), 614.480.4720
Media: Maureen Brown (maureen.brown@huntington.com), 614.480.5512

HUNTINGTON BANCSHARES INCORPORATED
REPORTS NET INCOME OF \$151.8 MILLION, OR \$0.17 PER COMMON SHARE, FOR THE 2013 FIRST QUARTER, DOWN 1\% FROM THE YEAR-AGO QUARTER AND DOWN

9\% FROM THE PRIOR QUARTER
DECLARES 25\% INCREASE IN QUARTERLY CASH DIVIDEND ON COMMON STOCK TO \$0.05 PER SHARE
Specific highlights compared with 2012 First Quarter:

- $\$ 0.58$, or $11 \%$, increase in tangible book value per common share to $\$ 5.91$
- $1.10 \%$ return on average assets, down from $1.13 \%$
- $\quad \$ 682.3$ million of fully-taxable equivalent revenue, a $3 \%$ decrease
- $\quad \$ 8.9$ million, or $2 \%$, increase in fully-taxable equivalent net interest income, reflecting:
- $3.42 \%$ fully-taxable equivalent net interest margin, up 2 basis points
- $4 \%$ growth in average total loans
- $5 \%$ growth in average core deposits
- $\$ 33.1$ million, or $12 \%$, decrease in noninterest income, reflecting a $\$ 24.2$ million, or $90 \%$, decrease in gain on sale of loans
- $\quad \$ 19.9$ million, or $4 \%$, decrease in noninterest expense
- Delivered positive operating leverage and a modest improvement in efficiency ratio
- NCOs declined $38 \%$ and were an annualized $0.51 \%$ of total loans
- $19 \%$ decline in nonaccrual loans to $0.92 \%$ of total loans and leases, down from $1.15 \%$


## Specific highlights compared with 2012 Fourth Quarter:

- $\quad \$ 54.9$ million, or $7 \%$, decrease in fully-taxable equivalent revenue, reflecting:
- $\quad \$ 9.4$ million, or $2 \%$, decrease in fully-taxable equivalent net interest income primarily due to fewer days in the quarter
- $3.42 \%$ fully-taxable equivalent net interest margin, down 3 basis points
- $5 \%$ annualized growth in average total loans
- $\quad \$ 18.1$ million decrease in gain on sale of loans
- $\quad \$ 16.5$ million decrease in mortgage banking income
- $\quad \$ 27.8$ million, or $6 \%$, decrease in noninterest expense
- $\quad 4.7$ million shares repurchased at an average price of $\$ 7.07$ per share

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN;www.huntington.com) reported 2013 first quarter net income of $\$ 151.8$ million, a decrease of $\$ 1.5$ million, or $1 \%$, from the 2012 first quarter and a decrease of $\$ 15.5$ million, or $9 \%$, from the 2012 fourth quarter. Earnings per common share were $\$ 0.17$, unchanged from the year ago quarter and down $\$ 0.02$ from the prior quarter.

Huntington today announced two capital actions approved by the Board of Directors. First, they declared a quarterly cash dividend on the company's common stock of $\$ 0.05$ per common share. This represents a $\$ 0.01$ per share, or $25 \%$, increase from the prior quarter's dividend. The dividend is payable July 1,2013 , to shareholders of record on June 17, 2013. Second, the Board also approved the repurchase of up to $\$ 227$ million of common stock. The new repurchase authorization represents a $\$ 45$ million, or $25 \%$, increase from the recently completed common stock repurchase authorization. Both actions were proposed in the January 2013 capital plan, which received no objections from the Federal Reserve.

## Strategies Continue to Drive Business Performance

"The year is off to a solid start," said Stephen D. Steinour, chairman, president and chief executive officer. "This quarter's results continue to demonstrate that our strategies are working. We have differentiated Huntington by investing in innovative products and customer services, including our Fair Play approach. As a result, we are continuing to see double digit household growth and recognition by national entities of our focus on outstanding customer service."
"Huntington's growth has occurred in a challenging economic and regulatory environment. While some companies are hesitant to invest in light of the uncertain economy, we will continue to look for areas where we can improve efficiency, continue to deliver positive operating leverage, and selectively invest in our businesses in order to drive our long-term profitability," Steinour added.

Table 1 - Earnings Performance Summary

|  | $\begin{gathered} 2213 \\ \hline \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ |  | 2012 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |
| Net Income | \$ | 151.8 | \$ | 167.3 | \$ | 167.8 |  | \$ 152.7 |  | \$ 153.3 |
| Diluted earnings per common share |  | 0.17 |  | 0.19 |  | 0.19 |  | 0.17 |  | 0.17 |
| Return on average assets |  | 1.10\% |  | 1.19\% |  | 1.19\% |  | 1.10\% |  | 1.13\% |
| Return on average common equity |  | 10.7 |  | 11.6 |  | 11.9 |  | 11.1 |  | 11.4 |
| Return on average tangible common equity |  | 12.4 |  | 13.5 |  | 13.9 |  | 13.1 |  | 13.5 |
| Net interest margin |  | 3.42 |  | 3.45 |  | 3.38 |  | 3.42 |  | 3.40 |
| Efficiency ratio |  | 63.3 |  | 62.3 |  | 64.5 |  | 62.8 |  | 63.8 |
| Tangible book value per common share | \$ | 5.91 |  | 5.78 |  | 5.71 |  | \$ 5.49 |  | \$ 5.33 |
| Cash dividends declared per common share |  | 0.04 |  | 0.04 |  | 0.04 |  | 0.04 |  | 0.04 |
| Average diluted shares outstanding (000's) |  | 848,708 |  | 853,306 |  | 863,588 |  | 867,551 |  | 869,164 |
| Average earning assets |  | 50,960 |  | 50,682 |  | 51,330 |  | \$ 51,050 |  | \$ 49,767 |
| Average loans |  | 40,864 |  | 40,397 |  | 40,120 |  | 41,179 |  | 39,145 |
| Average core deposits |  | 43,616 |  | 44,310 |  | 43,764 |  | 42,781 |  | 41,387 |
| Tangible common equity / tangible assets ratio |  | 8.92\% |  | 8.76\% |  | 8.74\% |  | 8.41\% |  | 8.33\% |
| Tier 1 common risk-based capital ratio |  | 10.62 |  | 10.48 |  | 10.28 |  | 10.08 |  | 10.15 |
| NCOs as a \% of average loans and leases |  | 0.51\% |  | 0.69\% |  | 1.05\% |  | 0.82\% |  | 0.85\% |
| NAL ratio |  | 0.92 |  | 1.00 |  | 1.11 |  | 1.19 |  | 1.15 |
| ACL as a \% of total loans and leases |  | 1.91 |  | 1.99 |  | 2.09 |  | 2.28 |  | 2.37 |

## 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 four quarters. There were no significant items in the current quarter.

## Table 2 -Significant Items Influencing Earnings Performance Comparisons

| Three Months Ended (in millions, except per share) | Impact |  |
| :---: | :---: | :---: |
|  | Amount (1) | EPS (2) |
| March 31, 2013 - net income | \$ 151.8 | \$ 0.17 |
| December 31, 2012 - net income | \$ 167.3 | \$ 0.19 |
| September 30, 2012 - net income | \$ 167.8 | \$ 0.19 |
| - State deferred tax valuation allowance benefit | 19.5 | 0.02 |
| June 30, 2012 - net income | \$ 152.7 | \$ 0.17 |
| March 31, 2012 - net income | \$ 153.3 | \$ 0.17 |
| - Bargain purchase gain, FDIC-assisted Fidelity Bank acquisition, pre-tax | 11.4 | 0.01 |
| - Addition to litigation reserves, pre-tax | (23.5) | (0.02) |

(1) Favorable (unfavorable) impact on net income; after-tax unless otherwise noted
(2) EPS reflected on a fully diluted basis

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

Table 3 - Net Interest Income and Net Interest Margin Performance Summary

| ( 8 in millions) | $\begin{gathered} 2013 \\ \hline \text { First } \\ \text { Quarter } \end{gathered}$ | 2012 |  |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fourth Quarter | Third Quarter | Second Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |
|  |  |  |  |  |  | LQ | $\underline{\mathrm{YOY}}$ |
| Net interest income | \$424.2 | \$434.1 | \$430.3 | \$429.0 | \$417.2 | (2)\% | 2\% |
| FTE adjustment | 5.9 | 5.5 | 5.3 | 5.7 | 3.9 | 8 | 51 |
| Net interest income-FTE | 430.1 | 439.5 | 435.6 | 434.7 | 421.1 | (2) | 2 |
| Noninterest income | 252.2 | 297.7 | 261.1 | 253.8 | 285.3 | (15) | (12) |
| Total revenue-FTE | \$682.3 | \$737.2 | \$696.6 | \$688.5 | \$706.5 | (7) \% | (3) $\%$ |


| Yield / Cost |  |  |  |  |  | Change bps |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | LQ | YOY |
| Total earning assets | 3.75\% | 3.80\% | 3.79\% | 3.89\% | 3.91\% | (5) | (16) |
| Total loans and leases | 4.03 | 4.13 | 4.12 | 4.18 | 4.21 | (9) | (18) |
| Total securities | 2.39 | 2.38 | 2.41 | 2.45 | 2.50 | 1 | (12) |
| Total interest-bearing liabilities | 0.45 | 0.50 | 0.58 | 0.63 | 0.68 | (4) | (23) |
| Total interest-bearing deposits | 0.38 | 0.42 | 0.48 | 0.51 | 0.55 | (4) | (16) |
| Net interest rate spread | 3.30 | 3.30 | 3.21 | 3.26 | 3.23 | - | 7 |
| Impact of noninterest-bearing funds on margin | 0.12 | 0.15 | 0.17 | 0.16 | 0.17 | (3) | (5) |
| Net interest margin | 3.42\% | 3.45\% | 3.38\% | 3.42\% | 3.40\% | (3) | 2 |

See Page 8 of Quarterly Financial Supplement for additional rate detail.

Fully-taxable equivalent net interest income increased $\$ 8.9$ million, or $2 \%$, from the 2012 first quarter. This reflected the benefit of a $\$ 1.2$ billion, or $2 \%$, increase in average earning assets, coupled with a 2 basis point increase in the fully-taxable equivalent net interest margin (NIM) to $3.42 \%$. The primary items impacting the increase in the NIM were:

- 20 basis point reduction in the cost of subordinated notes and other long-term debt, reflecting the benefit of the redemption of $\$ 230$ million of trust preferred securities in 2012.
- 17 basis point positive impact from the reduction in total deposit costs.

Partially offset by:

- 18 basis point negative impact from the mix and yield of loans.
- 11 basis point negative impact from the yield on total securities.
- 5 basis point lower impact from noninterest-bearing funds.

Compared to the 2012 fourth quarter, fully-taxable equivalent net interest income decreased $\$ 9.4$ million, or $2 \%$, reflecting the seasonal impact of a fewer number of days as well as a 3 basis point decrease in NIM, partially offset by a $\$ 0.3$ billion increase in average earnings assets. The primary items affecting the NIM were a 5 basis point negative impact from the mix and yield of earning assets and a 3 basis point lower benefit from noninterest-bearing funds, which were partially offset by a 5 basis point positive impact from the reduction in total funding costs.

Table 4 - Average Earning Assets - C\&I and Automobile Continue To Drive Growth


## See Page 6 of Quarterly Financial Supplement for additional detail.

Average earning assets increased $\$ 1.2$ billion, or $2 \%$, since the year-ago quarter, driven by:

- $\quad \$ 2.1$ billion, or $14 \%$, growth in average Commercial and Industrial (C\&I) loans. This reflected the continued growth across most business lines, with particularly strong growth in equipment finance, dealer floorplan, and health care.
- $\$ 0.3$ billion, or $6 \%$, increase in automobile loans. No automobile loans were transferred to held for sale during the 2013 first quarter, as the only currently planned securitization is expected to be in the second half of 2013.

Partially offset by:

- $\quad \$ 0.6$ billion, or $10 \%$, decrease in average Commercial Real Estate (CRE) loans. This reflected continued runoff of the noncore and core portfolios as acceptable returns for new core origination were balanced against internal concentration limits and increased competition, particularly pricing, for high quality developers and projects.
- $\quad \$ 0.2$ billion, or $4 \%$, decrease in residential mortgages due to payoffs and the mix of originations shifted towards more saleable loans.

Similar trends were seen when comparing against the 2012 fourth quarter. The $\$ 0.3$ billion, or $1 \%$, increase in average earning assets reflected a $\$ 0.4$ billion, or $11 \%$ annualized, increase in C\&I loans and a $\$ 0.3$ billion, or $31 \%$ annualized, increase in automobile loans. These were partially offset by the $\$ 0.2$ billion, or $13 \%$ annualized, decrease in CRE and $\$ 0.2$ billion, or $14 \%$ annualized, decrease in residential mortgages. Compared with December 31, 2012, end-of-period residential mortgages increased $7 \%$ annualized, and we expect to keep a greater portion of mortgages on balance sheet.

Table 5 - Average Liabilities - Core Deposit Growth Offsets Reduction in Borrowings

| (in billions) | 2013 | 2012 |  |  |  | Change (\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { First } \\ & \text { Quarter } \end{aligned}$ | Fourth Quarter | $\begin{gathered} \hline \text { Third } \\ \text { Quarter } \end{gathered}$ | Second Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |
|  |  |  |  |  |  | LQ | $\underline{\mathrm{YOY}}$ |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ 12.2 | \$ 13.1 | \$ 12.3 | \$ 12.1 | \$11.3 | (7)\% | 8\% |
| Demand deposits - interest bearing | 6.0 | 5.8 | 5.8 | 5.9 | 5.6 | 2 | 6 |
| Total demand deposits | 18.1 | 19.0 | 18.1 | 18.0 | 16.9 | (4) | 7 |
| Money market deposits | 15.0 | 14.7 | 14.5 | 13.2 | 13.1 | 2 | 14 |
| Savings and other domestic deposits | 5.1 | 5.0 | 5.0 | 5.0 | 4.8 | 2 | 6 |
| Core certificates of deposit | 5.3 | 5.6 | 6.1 | 6.6 | 6.5 | (5) | (18) |
| Total core deposits | 43.6 | 44.3 | 43.8 | 42.8 | 41.4 | (2) | 5 |
| Other domestic deposits of \$250,000 or more | 0.4 | 0.4 | 0.3 | 0.3 | 0.3 | 0 | 4 |
| Brokered deposits and negotiable CDs | 1.7 | 1.8 | 1.9 | 1.4 | 1.3 | (3) | 30 |
| Other deposits | 0.3 | 0.3 | 0.4 | 0.4 | 0.4 | (1) | (21) |
| Total deposits | 46.0 | 46.8 | 46.3 | 44.9 | 43.5 | (2) | 6 |
| Short and long-term borrowings | 2.8 | 2.4 | 3.1 | 4.3 | 4.6 | 15 | (39) |
| Total interest-bearing liabilities | \$ 36.6 | \$36.1 | \$37.0 | \$37.1 | \$ 36.8 | $\underline{2} \%$ | (0) $\%$ |

## See Page 6 of Quarterly Financial Supplement for additional detail.

Average liabilities increased $\$ 0.7$ billion, or $1 \%$, from the first quarter 2012, primarily reflecting:

- $\quad \$ 1.9$ billion, or $14 \%$, increase in money market deposits.
- $\quad \$ 0.9$ billion, or $8 \%$, increase in average noninterest bearing demand deposits.

Partially offset by:

- $\quad \$ 1.8$ billion, or $39 \%$, decrease in FHLB advances and short- and long-term borrowings.
- $\quad \$ 1.2$ billion, or $18 \%$, decrease in average core certificates of deposit.

Compared to the 2012 fourth quarter, the $\$ 0.7$ billion, or $6 \%$ annualized, decrease in average total core deposits primarily reflected a $\$ 1.0$ billion, or $29 \%$ annualized, decrease in average noninterest bearing deposits due to our continued effort to reduce collateralized deposits. This was partially offset by a $\$ 0.3$ billion, or $8 \%$ annualized, increase in average money market deposits. Compared with December 31, 2012, end-of-period noninterest bearing deposits increased $5 \%$ annualized.

## Noninterest Income

Table 6 - Noninterest Income - Lack of Securitization Drives Year Over Year Decline


In the 2013 first quarter, noninterest income decreased $\$ 33.1$ million, or $12 \%$, from the year-ago quarter, primarily reflecting:

- $\$ 24.2$ million, or $90 \%$, decrease in gain on sale of loans related to the prior year's automobile loan securitization.
- $\quad \$ 7.5$ million, or $18 \%$, decrease in other income related to the prior year's $\$ 11.4$ million bargain purchase gain from the FDIC-assisted Fidelity Bank acquisition and the $\$ 2.7$ million decrease in operating lease income. 2013 first quarter other noninterest income included a $\$ 7.6$ million gain on the sale of Low Income Housing Tax Credit investments.

Compared to the 2012 fourth quarter, the $\$ 45.4$ million, or $15 \%$, decrease in noninterest income reflected an $\$ 18.1$ million, or $87 \%$, decrease in gain on sale of loans related to the prior quarter's automobile loan securitization, a $\$ 16.5$ million, or $27 \%$, decrease in mortgage banking income, a $\$ 7.2$ million, or $11 \%$, decrease in service charges on deposit accounts, and a $\$ 4.9$ million, or $38 \%$, decrease in capital markets activity. Lower than expected commercial customer transactions negatively impacted both capital markets revenue and service charges on commercial deposit accounts, more than offsetting the favorable impact from continued robust growth in total commercial customer relationship of $11.9 \%$ annualized during the quarter. The decrease in service charges on deposit accounts also reflects typical seasonality and the February implementation of a new posting order for consumer transaction accounts. The full-year impact from the new posting order, which was incorporated into previous 2013 guidance, is estimated to be between $\$ 25$ million and $\$ 30$ million. Consumer household checking account growth of $11.8 \%$ annualized during the quarter partially offset the unfavorable impact from the new posting order.

## Noninterest Expense

## Table 7 - Noninterest Expense - Meaningful Decreases in Other Expenses Drives Improvement



In the 2013 first quarter, noninterest expense decreased $\$ 19.9$ million, or $4 \%$, from the year-ago quarter, primarily reflecting:

- $\quad \$ 27.5$ million, or $45 \%$, decrease in other expense, reflecting a $\$ 2.1$ million, or $73 \%$, decrease to $\$ 0.8$ million in operating lease expense as the automobile lease portfolio continues to run off and is expected to be essentially zero by the end of the year. The year ago quarter also included a $\$ 23.5$ million addition to litigation reserves.
- $\quad \$ 5.2$ million, or $25 \%$, decrease in deposit and other insurance expense, reflecting lower insurance premiums.
- $\quad \$ 3.5$ million, or $33 \%$, decrease in professional services, reflecting a decrease in legal and outside consultant expenses.

Partially offset by:

- $\quad \$ 15.4$ million, or $6 \%$, increase in personnel costs, reflecting an increase in the number of full-time equivalent employees as well as increased salaries and benefits.
- $\quad \$ 6.7$ million, or $16 \%$, increase in outside data processing and other services primarily related to continued IT infrastructure investments.

Noninterest expense decreased $\$ 27.8$ million, or $6 \%$, from the prior quarter as professional services decreased $\$ 15.3$ million, $68 \%$, primarily reflecting the decline in regulatory-related expenses. Other expenses decreased $\$ 8.2$ million, or $20 \%$, due to lower litigation and travel expenses, while marketing decreased $\$ 5.5$ million, or $33 \%$, as the latest advertising campaign did not launch until late in the quarter. Personnel costs increased $\$ 4.9$ million, or $2 \%$, reflecting the approximately $\$ 8$ million of costs related to the annual payroll tax resets, partially offset by approximately $\$ 5$ million in lower commission expense due to lower levels of capital markets and other customer-related activities.

## Credit Quality

Table 8-Summary Credit Quality Metrics - Continued Improvement

| (\$ in thousands) | 2013 | 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Dec. 31 | Sep. 30 | Jun. 30 | Mar. 31 |
| Total nonaccrual loans and leases | \$380,311 | \$407,633 | \$445,046 | \$474,166 | \$467,558 |
| Total other real estate, net | 25,139 | 28,097 | 54,206 | 38,608 | 48,747 |
| Other NPAs ${ }^{(1)}$ | 10,045 | 10,045 | 10,476 | 10,476 | 10,772 |
| Total nonperforming assets ${ }^{(2)}$ | \$415,495 | \$445,775 | \$509,728 | \$523,250 | \$527,077 |
| Accruing loans and leases past due 90 days or more | 108,423 | 110,316 | 108,219 | 95,555 | 60,557 |
| NPAs + accruing loans and lease past due 90 days or more | \$523,918 | \$556,091 | \$617,947 | \$618,805 | \$587,634 |
| NAL ratio ${ }^{(2)}$ | 0.92\% | 1.00\% | 1.11\% | 1.19\% | 1.15\% |
| NPA ratio (3) | 1.01 | 1.09 | 1.26 | 1.31 | 1.29 |
| (NPAs +90 days)/(Loans+OREO) | 1.48 | 1.59 | 1.75 | 1.76 | 1.68 |
| Provision for credit losses | \$ 29,592 | \$ 39,458 | \$ 37,004 | \$ 36,520 | \$ 34,406 |
| Net charge-offs | 51,687 | 70,130 | 105,095 | 84,245 | 82,992 |
| Net charge-offs / Average total loans | 0.51\% | 0.69\% | 1.05\% | 0.82\% | 0.85\% |
| Allow ance for loans and lease losses | \$746,769 | \$769,075 | \$789,142 | \$859,646 | \$913,069 |
| Allow ance for unfunded loan commitments and letters of credit | 40,855 | 40,651 | 53,563 | 50,978 | 50,934 |
| Allow ance for credit losses (ACL) | \$787,624 | \$809,726 | \$842,705 | \$910,624 | \$964,003 |
| ACL as a \% of: |  |  |  |  |  |
| Total loans and leases | 1.91\% | 1.99\% | 2.09\% | 2.28\% | 2.37\% |
| NALs | 207 | 199 | 189 | 192 | 206 |
| NPAs | 190 | 182 | 165 | 174 | 183 |

(1) Other nonperforming assets represent an investment security backed by a municipal bond.
(2) NPA's related to Chapter 7 bankruptcy: 3Q12— $\$ 63.0 \mathrm{MM}, 4 Q 12-\$ 60.1 \mathrm{MM}$, and $1 Q 13-\$ 59.9 \mathrm{MM}$
(3) Total NALs as a \% of total loans and leases
(4) Total NPAs as a $\%$ of sum of loans and leases, impaired loans held for sale, and net other real estate.

## See Pages 11 through 14 of Quarterly Financial Supplement for additional detail.

Credit quality performance in the 2013 first quarter reflected continued improvement. Nonaccrual loans (NALs) declined $\$ 87.2$ million, or $19 \%$, from the 2012 first quarter and $\$ 27.3$ million, or $7 \%$, from the 2012 fourth quarter to $\$ 380.3$ million, or $0.92 \%$ of total loans and leases. Nonperforming assets (NPAs) declined $\$ 111.6$ million, or $21 \%$, compared to the year-ago quarter and $\$ 30.3$ million, or $7 \%$, from the 2012 fourth quarter to $\$ 415.5$ million, or $1.01 \%$ of total loans and leases, OREO, and other NPAs. The decreases primarily reflected meaningful improvement in commercial NALs.

The provision for credit losses decreased $\$ 4.8$ million, or $14 \%$, from the 2012 first quarter. Net charge-offs (NCOs) benefited from higher levels of recoveries than experienced over the last year and were $\$ 51.7$ million, down $38 \%$ from $\$ 83.0$ million in the year-ago quarter. NCOs were an annualized $0.51 \%$ of average loans and leases in the current quarter, down from $0.85 \%$ in the 2012 first quarter. Given the absolute low levels of NCOs, high levels of volatility are expected for the remainder of the year. The period-end allowance for credit losses (ACL) as a percentage of total loans and leases decreased to $1.91 \%$ from $2.37 \%$ a year ago, while the ACL as a percentage of period-end total NALs increased to $207 \%$ from $206 \%$.

Total accruing loans and leases over 90 days past due, excluding loans guaranteed by the U.S. Government, were $\$ 108.4$ million at March 31, 2013, down $\$ 1.9$ million, or $2 \%$, from the end of the prior quarter, and up $\$ 47.9$ million, or $79 \%$, from the end of the year-ago period. On this same basis, the over 90 -day delinquency ratio was $0.26 \%$ at March 31, 2013, down one basis point from the end of the prior quarter and up 11 basis points from the end of the year-ago quarter.

Total troubled debt restructured loans were $\$ 913.7$ million at March 31, 2013, up $\$ 38.1$ million, or $4 \%$, from December 31, 2012 and up $\$ 137.6$ million, or $18 \%$, from March 31, 2012.

## Capital

Table 9 - Capital Ratios - TCE and Tier 1 Common Continue to Build

| (in millions) | $\begin{gathered} 2013 \\ \hline \text { Mar. } 31 \\ \hline \end{gathered}$ | 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec. 31, | Sep. 30 | Jun. 30 | Mar. 31 |
| Tangible common equity / tangible assets ratio | 8.92\% | 8.76\% | 8.74\% | 8.41\% | 8.33\% |
| Tier 1 common risk-based capital ratio | 10.62\% | 10.48\% | 10.28\% | 10.08\% | 10.15\% |
| Regulatory Tier 1 risk-based capital ratio | 12.16\% | 12.02\% | 11.88\% | 11.93\% | 12.22\% |
| Excess over 6.0\% ${ }^{(1)}$ | \$ 2,953 | \$ 2,876 | \$ 2,831 | \$ 2,840 | \$ 2,906 |
| Regulatory Total risk-based capital ratio | 14.55\% | 14.50\% | 14.37\% | 14.42\% | 14.76\% |
| Excess over 10.0\% ${ }^{(1)}$ | \$ 2,181 | \$ 2,150 | \$ 2,104 | \$ 2,117 | \$ 2,224 |
| Total risk-weighted assets | \$47,937 | \$47,773 | \$48,147 | \$47,890 | \$46,716 |

## (1) "Well-capitalized" regulatory threshold

## See Page 15 of Quarterly Financial Supplement for additional detail.

The tangible common equity to tangible assets ratio at March 31,2013 was $8.92 \%$, up 59 basis points from the year ago quarter. Our Tier 1 common risk-based capital ratio at quarter end was $10.62 \%$, up from $10.15 \%$ at the end of the 2012 first quarter. The regulatory Tier 1 risk-based capital ratio at March 31 , 2013 was $12.16 \%$, down from $12.22 \%$ at March 31, 2012. The decline in the regulatory Tier 1 risk-based capital ratio primarily reflected the redemption of $\$ 230$ million of trust preferred securities during 2012. All capital ratios were impacted by the repurchase of 28.1 million common shares over the last four quarters, of which 4.7 million were repurchased in the 2013 first quarter at an average price per share of $\$ 7.07$.

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 and regulatory approval, to return a meaningful amount of our earnings to the owners of the company. We continue to evaluate other capital actions. As we have shown over the last several years, we will maintain a high level of discipline when considering M\&A."

## Income Taxes

The provision for income taxes in the 2013 first quarter was $\$ 52.2$ million, $\$ 54.3$ million in the 2012 fourth quarter, and $\$ 52.2$ million in the 2012 first quarter. The effective tax rates for the 2013 first quarter, 2012 fourth quarter, and 2012 first quarter were $25.6 \%, 24.5 \%$, and $25.4 \%$, respectively. At March 31 , 2013, we had a net federal deferred tax asset of $\$ 116.9$ million and a net state deferred tax asset of $\$ 37.4$ million. Based on both positive and negative evidence and our level of forecasted future taxable income, there was no impairment to the net federal and net state deferred tax assets at March 31, 2013. As of March 31, 2013 and December 31, 2012, there was no disallowed deferred tax asset for regulatory capital purposes.

## 2013 Expectations

"We are starting to see positive signs in both our business and consumer customer bases as the economic recovery progresses. We believe the soundness of our strategies will continue to drive growth and improve our profitability. Our retail customers and our mortgage lending businesses are benefiting from recovering housing markets," said Steinour. "Although a recent uptick among our business customers of drawing down cash balances to support working capital needs and to fund new projects has negative nearterm implications on our balance sheet, we are encouraged by this activity as it suggests improving confidence among business owners and implies a more robust long-term economic outlook. Competition continues to pressure asset yields and more recently loan structure, but we will remain disciplined as we manage our aggregate moderate-to-low risk profile," said Steinour.

Net interest income is expected to modestly grow over the course of 2013, as we anticipate an increase in total loans, excluding the impact of any future loan securitizations. However, those benefits to net interest income are expected to be mostly offset by downward NIM pressure. 2013 NIM is not expected to fall below the mid $3.30 \%$ 's due to continued deposit repricing and mix shift opportunities while maintaining a disciplined approach to loan pricing.

The C\&I portfolio is expected to continue to see growth in 2013, although we expect growth will be more heavily weighted to the back half of the year as the economic recovery progresses. Our C\&I sales pipeline remains robust with much of this reflecting the positive impact from our investments in specialized commercial verticals, focused OCR sales process and continued support of middle market and small business lending. While on-balance sheet loans are expected to increase, we will continue to evaluate the use of automobile loan securitizations due to our expectation of continued strong levels of originations. We currently anticipate one securitization in the second half of 2013. Residential mortgages and home equity loan balances are expected to increase modestly. CRE loans likely will experience declines from current levels but are expected to remain in the $\$ 5$ billion range.

Excluding potential future automobile loan securitizations, we anticipate the increase in total loans will modestly outpace growth in total deposits. This reflects our continued focus on the overall cost of funds, the continued shift towards low- and no-cost demand deposits and money market deposit accounts.

Noninterest income over the course of the year, excluding the impact of any automobile loan sales and any net MSR impact, is expected to be at similar levels as 2012 . The anticipated slowdown in mortgage banking activity is expected to be offset by continued growth in new customers, increased contribution from higher cross-sell, and the continued maturation of our previous strategic investments.

Noninterest expense in the 2013 first quarter was below our expected average quarterly run rate for the year. Second quarter expenses are expected to increase due to higher commission expense related to a more normal level of commercial customer-related activity, annual merit increases, higher marketing expense as we continue the launch of our new media campaign, and equipment related to our continued in-store expansion. We remain committed to posting positive operating leverage in 2013 as growth in total revenue is expected to outpace total expense growth.

Overall credit quality is expected to experience continued improvement, and NCOs while in the normalized range this quarter, are expected to remain volatile but reach normalized levels by the end of 2013. The level of provision for credit losses was at the low end of our long-term expectation, and we expect some quarterly volatility within each of the loan categories given the absolute low level of the provision for credit losses and the uncertain and uneven nature of the economic recovery.

We anticipate an effective tax rate for the remainder of 2013 to be in the range of $25 \%$ to $28 \%$, primarily reflecting the impacts of tax-exempt income, tax advantaged investments, and general business credits.

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on Wednesday, April 17, 2013, 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 21477583. Slides will be available at www.huntingtonir.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 April 30, 2013 at (855) 859-2056; Conference ID 21477583.

Please see the 2013 First Quarter Quarterly Financial Supplement for additional detailed financial performance metrics. This document can be found at: http://www.investquest.com $/ \mathrm{iq} / \mathrm{h} / \mathrm{hban} /$ ne/news/index.htm

## 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 implementation of the Budget Control Act of 2011, the American Taxpayer Relief Act of 2012, the Consolidated and Further Continuing Appropriations Act of 2013, as well as 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 implementing 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, regulations including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, OCC, Federal Reserve, and CFPB; 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 2012 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 fourth quarter earnings conference call slides, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

## Significant Items

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

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

Management believes the disclosure of "Significant Items", 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 $10-\mathrm{Q}$ 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 2012 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.

## About Huntington

Huntington Bancshares Incorporated is a $\$ 56$ 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 700 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 1,400 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 INCORPORATED <br> Quarterly Financial Supplement <br> March 2013

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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 and Basel III definitions, 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.

## Quarterly Key Statistics(1)

## (Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2013 |  | 2012 |  |  |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | First | Fourth |  | First |  | 4Q12 | 1Q12 |
| Net interest income | \$ | 424,170 | \$ | 434,055 | \$ | 417,209 | (2)\% | 2\% |
| Provision for credit losses |  | 29,592 |  | 39,458 |  | 34,406 | (25) | (14) |
| Noninterest income |  | 252,209 |  | 297,651 |  | 285,320 | (15) | (12) |
| Noninterest expense |  | 442,793 |  | 470,628 |  | 462,676 | (6) | (4) |
| Income before income taxes |  | 203,994 |  | 221,620 |  | 205,447 | (8) | (1) |
| Provision for income taxes |  | 52,214 |  | 54,341 |  | 52,177 | (4) | - |
| Net income | \$ | 151,780 | \$ | 167,279 | \$ | 153,270 | (9) $\%$ | (1) $\%$ |
| Dividends on preferred shares |  | 7,970 |  | 7,973 |  | 8,049 | - | (1) |
| Net income applicable to common shares | \$ | 143,810 | \$ | 159,306 | \$ | 145,221 | (10) $\%$ | (1) $\%$ |
| Net income per common share - diluted | \$ | 0.17 | \$ | 0.19 | \$ | 0.17 | (11)\% | - \% |
| Cash dividends declared per common share |  | 0.04 |  | 0.04 |  | 0.04 | - | - |
| Book value per common share at end of period |  | 6.53 |  | 6.41 |  | 5.97 | 2 | 9 |
| Tangible book value per common share at end of period |  | 5.91 |  | 5.78 |  | 5.33 | 2 | 11 |
| Average common shares - basic |  | 841,103 |  | 847,220 |  | 864,499 | (1) | (3) |
| Average common shares - diluted |  | 848,708 |  | 853,306 |  | 869,164 | (1) | (2) |
| Return on average assets |  | 1.10\% |  | 1.19\% |  | 1.13 |  |  |
| Return on average common shareholders' equity |  | 10.7 |  | 11.6 |  | 11.4 |  |  |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ |  | 12.4 |  | 13.5 |  | 13.5 |  |  |
| Net interest margin(3) |  | 3.42 |  | 3.45 |  | 3.40 |  |  |
| Efficiency ratio ${ }^{(4)}$ |  | 63.3 |  | 62.3 |  | 63.8 |  |  |
| Noninterest Income/Total Revenue |  | 37.0 |  | 40.4 |  | 40.4 |  |  |
| Effective tax rate |  | 25.6 |  | 24.5 |  | 25.4 |  |  |
| Average loans and leases |  | 0,863,921 |  | 40,396,541 |  | 9,144,688 | 1 | 4 |
| Average loans and leases - linked quarter annualized growth rate |  | 4.6\% |  | 2.8\% |  | (3.8 |  |  |
| Average earning assets |  | 0,959,966 |  | 50,682,461 |  | 9,766,526 | 1 | 2 |
| Average total assets |  | 5,728,126 |  | 56,053,542 |  | 4,656,001 | (1) | 2 |
| Average core deposits(5) |  | 3,615,639 |  | 44,309,913 |  | 1,387,049 | (2) | 5 |
| Average core deposits - linked quarter annualized growth rate |  | (6.3)\% |  | 5.0\% |  | 0.3 |  |  |
| Average shareholders' equity |  | 5,834,190 | \$ | 5,842,493 |  | 5,492,228 | - | 6 |
| Total assets at end of period |  | 6,054,966 |  | 56,153,185 |  | 5,876,654 | - | - |
| Total shareholders' equity at end of period |  | 5,867,138 |  | 5,790,211 |  | 5,549,828 | 1 | 6 |
| Net charge-offs (NCOs) |  | 51,687 |  | 70,130 |  | 82,992 | (26) | (38) |
| NCOs as a \% of average loans and leases |  | 0.51\% |  | 0.69\% |  | 0.85 |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 380,311 | \$ | 407,633 | \$ | 467,558 | (7) | (19) |
| NAL ratio |  | 0.92\% |  | 1.00\% |  | 1.15 |  |  |
| Nonperforming assets (NPAs) ${ }^{(6)}$ | \$ | 415,495 | \$ | 445,775 | \$ | 527,077 | (7) | (21) |
| NPA ratio(6) |  | 1.01\% |  | 1.09\% |  | 1.29 |  |  |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 1.81 |  | 1.89 |  | 2.24 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a \% of total loans and leases at the end of period |  | 1.91 |  | 1.99 |  | 2.37 |  |  |
| ACL as a \% of NALs |  | 207 |  | 199 |  | 206 |  |  |
| ACL as a \% of NPAs |  | 190 |  | 182 |  | 183 |  |  |
| Tier 1 leverage ratio ${ }^{(7)}$ |  | 10.57 |  | 10.36 |  | 10.55 |  |  |
| Tier 1 common risk-based capital ratio ${ }^{(7)}$ |  | 10.62 |  | 10.48 |  | 10.15 |  |  |
| Tier 1 risk-based capital ratio (7) |  | 12.16 |  | 12.02 |  | 12.22 |  |  |
| Total risk-based capital ratio (7) |  | 14.55 |  | 14.50 |  | 14.76 |  |  |
| Tangible common equity / tangible assets ratio ${ }^{8}$ ) |  | 8.92 |  | 8.76 |  | 8.33 |  |  |

See Notes to the Quarterly Key Statistics.

## Notes to the 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).
(5) Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.
(6) NPAs include other real estate owned.
(7) March 31, 2013, figures are estimated.
${ }^{(8)}$ 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) |  | 2013 | 2012 |  |  |  | Percent Changes vs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  | December 31, |  | March 31, |  | $\underline{4 Q 12}$ | $\underline{1 \text { Q12 }}$ |
|  |  | Unaudited) |  |  |  | Unaudited) |  |  |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 828,688 | \$ | 1,262,806 | \$ | 1,111,165 | (34)\% | (25)\% |
| Federal funds sold and securities purchased under resale agreements |  | - |  | - - |  | 52 | N.R. | N.R. |
| Interest-bearing deposits in banks |  | 71,317 |  | 70,921 |  | 151,973 | 1 | (53) |
| Trading account securities |  | 86,520 |  | 91,205 |  | 59,663 | (5) | 45 |
| Loans held for sale |  | 729,707 |  | 764,309 |  | 310,383 | (5) | 135 |
| Available-for-sale and other securities |  | 7,504,639 |  | 7,566,175 |  | 8,909,733 | (1) | (16) |
| Held-to-maturity securities |  | 1,693,074 |  | 1,743,876 |  | 621,798 | (3) | 172 |
| Loans and leases ${ }^{(1)}$ |  | 41,283,524 |  | 40,728,425 |  | 40,678,542 | 1 | 1 |
| Allowance for loan and lease losses |  | $(746,769)$ |  | $(769,075)$ |  | $(913,069)$ | (3) | (18) |
| Net loans and leases |  | 40,536,755 |  | 39,959,350 |  | 39,765,473 | 1 | 2 |
| Bank owned life insurance |  | 1,609,610 |  | 1,596,056 |  | 1,562,449 | 1 | 3 |
| Premises and equipment |  | 620,833 |  | 617,257 |  | 577,538 | 1 | 7 |
| Goodwill |  | 444,268 |  | 444,268 |  | 444,268 | - | - |
| Other intangible assets |  | 124,236 |  | 132,157 |  | 171,135 | (6) | (27) |
| Accrued income and other assets |  | 1,805,319 |  | 1,904,805 |  | 2,191,024 | (5) | (18) |
| Total assets | \$ | 56,054,966 | \$ | 56,153,185 | \$ | 55,876,654 | - $\%$ | - $\%$ |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits( ${ }^{(2)}$ | \$ | 46,867,141 | \$ | 46,252,683 | \$ | 45,008,964 | 1\% | 4\% |
| Short-term borrowings |  | 732,705 |  | 589,814 |  | 1,504,086 | 24 | (51) |
| Federal Home Loan Bank advances |  | 183,491 |  | 1,008,959 |  | 56,938 | (82) | 222 |
| Other long-term debt |  | 156,301 |  | 158,784 |  | 1,058,167 | (2) | (85) |
| Subordinated notes |  | 1,188,674 |  | 1,197,091 |  | 1,494,263 | (1) | (20) |
| Accrued expenses and other liabilities |  | 1,059,516 |  | 1,155,643 |  | 1,204,408 | (8) | (12) |
| Total liabilities |  | 50,187,828 |  | 50,362,974 |  | 50,326,826 | - | - |

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 | 8,401 | 8,441 | 8,659 | - | (3) |
| Capital surplus | 7,451,287 | 7,475,149 | 7,602,064 | - | (2) |
| Less treasury shares, at cost | $(11,141)$ | $(10,921)$ | $(10,234)$ | 2 | 9 |
| Accumulated other comprehensive loss | $(159,955)$ | $(150,817)$ | $(157,816)$ | 6 | 1 |
| Retained earnings | $(1,807,746)$ | $(1,917,933)$ | $(2,279,137)$ | (6) | (21) |
| Total shareholders' equity | 5,867,138 | 5,790,211 | 5,549,828 | 1 | 6 |
| Total liabilities and shareholders' equity | \$ 56,054,966 | \$ 56,153,185 | \$ 55,876,654 | - \% | - \% |
| Common shares authorized (par value of \$0.01) | 1,500,000,000 | 1,500,000,000 | 1,500,000,000 |  |  |
| Common shares issued | 840,087,217 | 844,105,349 | 865,873,499 |  |  |
| Common shares outstanding | 838,757,987 | 842,812,709 | 864,674,530 |  |  |
| Treasury shares outstanding | 1,329,230 | 1,292,640 | 1,198,969 |  |  |
| Preferred shares issued | 1,967,071 | 1,967,071 | 1,967,071 |  |  |
| Preferred shares outstanding | 398,007 | 398,007 | 398,007 |  |  |

(1) See page 4 for detail of loans and leases.
${ }^{(2)}$ See page 5 for detail of deposits.
N.R- Not relevant, as denominator of calculation is a negative in prior period compared with a positive in current period, or as numberator of caculation is zero in the current period

Huntington Bancshares Incorporated

## Loans and Leases Composition

| (dollar amounts in millions) | $\frac{2013}{\text { March 31, }}$ |  | 2012 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  | September 30, |  | June 30, |  | March 31, |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Commercial:(1) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$17,267 | 42\% | \$16,971 | 42\% | \$16,478 | 41\% | \$16,322 | 41\% | \$15,838 | 39\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 574 | 1 | 648 | 2 | 541 | 1 | 591 | 1 | 597 | 1 |
| Commercial | 4,485 | 11 | 4,751 | 12 | 4,956 | 12 | 5,317 | 13 | 5,443 | 13 |
| Commercial real estate | 5,059 | 12 | 5,399 | 14 | 5,497 | 13 | 5,908 | 14 | 6,040 | 14 |
| Total commercial | 22,326 | 54 | 22,370 | 56 | 21,975 | 54 | 22,230 | 55 | 21,878 | 53 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 5,036 | 12 | 4,634 | 11 | 4,276 | 11 | 3,808 | 10 | 4,787 | 12 |
| Home equity | 8,474 | 21 | 8,335 | 20 | 8,381 | 21 | 8,344 | 21 | 8,261 | 20 |
| Residential mortgage | 5,051 | 12 | 4,970 | 12 | 5,192 | 13 | 5,123 | 13 | 5,284 | 13 |
| Other consumer | 397 | 1 | 419 | 1 | 436 | 1 | 454 | 1 | 469 | 2 |
| Total consumer | 18,958 | 46 | 18,358 | 44 | 18,285 | 46 | 17,729 | 45 | 18,801 | 47 |
| Total loans and leases | \$41,284 | 100\% | \$40,728 | 100\% | \$40,260 | 100\% |  | 100\% | \$40,679 | :100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$12,749 | 31\% | \$12,644 | 31\% | \$12,656 | 31\% | \$12,714 | 32\% | \$12,432 | 31\% |
| Regional and Commercial Banking | 11,166 | 27 | 10,679 | 26 | 10,463 | 26 | 10,420 | 26 | 9,936 | 24 |
| AFCRE | 11,526 | 28 | 11,396 | 28 | 11,019 | 27 | 10,892 | 27 | 11,698 | 29 |
| WGH | 5,767 | 14 | 5,887 | 15 | 6,053 | 16 | 5,904 | 15 | 5,968 | 14 |
| Treasury / Other | 76 | - | 122 | - | 69 | - | 29 | - | 645 | 2 |
| Total loans and leases | \$41,284 | 100\% | \$40,728 | 100\% | $\underline{\$ 40,260}$ | 100\% | \$39,959 | 100\% | \$40,679 | 100\% |


|  | 2013 |  | 2012 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$12,693 | 31\% | \$12,677 | 31\% | \$12,703 | 32\% | \$12,977 | 32\% | \$12,420 | 32\% |
| Regional and Commercial Banking | 10,987 | 27 | 10,390 | 26 | 10,427 | 26 | 10,229 | 25 | 9,250 | 24 |
| AFCRE | 11,454 | 28 | 11,221 | 28 | 10,949 | 27 | 11,891 | 29 | 11,468 | 29 |
| WGH | 5,711 | 14 | 6,054 | 15 | 5,993 | 15 | 6,007 | 14 | 5,920 | 15 |
| Treasury / Other | 19 | - | 55 | - | 48 | - | 75 | - | 87 | - |
| Total loans and leases | \$40,864 | 100\% | \$40,397 | 100\% | \$40,120 | 100\% | \$41,179 | 100\% | \$39,145 | 100\% |

[^0]
## Huntington Bancshares Incorporated

## Deposits Composition

| (dollar amounts in millions) | $\begin{gathered} 2013 \\ \hline \text { March 31, } \\ \hline \end{gathered}$ |  |  |  |  | 201 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  | $\begin{aligned} & \hline \frac{\text { September 30, }}{\text { (Unaudited) }} \end{aligned}$ |  | June 30, |  | March 31, | (Unaudited) |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$12,757 | 27\% | \$12,600 | 27\% | \$12,680 | 27\% | \$12,324 | 27\% | \$11,797 | 26\% |
| Demand deposits - interest-bearing | 6,135 | 13 | 6,218 | 13 | 5,909 | 13 | 6,060 | 13 | 6,126 | 14 |
| Money market deposits | 15,165 | 32 | 14,691 | 32 | 14,926 | 32 | 13,756 | 30 | 13,169 | 29 |
| Savings and other domestic deposits | 5,174 | 11 | 5,002 | 11 | 4,949 | 11 | 4,961 | 11 | 4,954 | 11 |
| Core certificates of deposit | 5,170 | 11 | 5,516 | 12 | 5,817 | 12 | 6,508 | 14 | 6,920 | 15 |
| Total core deposits | 44,401 | 94 | 44,027 | 95 | 44,281 | 95 | 43,609 | 95 | 42,966 | 95 |
| Other domestic deposits of \$250,000 or more | 355 | 1 | 354 | 1 | 352 | 1 | 260 | 1 | 325 | 1 |
| Brokered deposits and negotiable CDs | 1,807 | 4 | 1,594 | 3 | 1,795 | 4 | 1,888 | 4 | 1,276 | 3 |
| Deposits in foreign offices | 304 | 1 | 278 | 1 | 313 | - | 319 | - | 442 | 1 |
| Total deposits | $\underline{\underline{\$ 46,867}}$ | 100\% | $\underline{\$ 46,253}$ | 100\% | \$46,741 | $\underline{\underline{100}}$ \% | \$46,076 | $\underline{\underline{100}}$ \% | \$45,009 | 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$18,502 | 42\% | \$18,358 | 42\% | \$19,207 | 43\% | \$18,324 | 42\% | \$17,101 | 40\% |
| Consumer | 25,899 | 58 | 25,669 | 58 | 25,074 | 57 | 25,285 | 58 | 25,865 | 60 |
| Total core deposits | $\underline{\text { \$44,401 }}$ | 100\% | \$44,027 | 100\% | \$44,281 | :100\% | \$43,609 | 100\% | \$42,966 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$28,719 | 61\% | \$28,367 | 61\% | \$28,220 | 60\% | \$28,348 | 62\% | \$27,935 | 62\% |
| Regional and Commercial Banking | 5,627 | 12 | 5,863 | 13 | 6,205 | 13 | 5,333 | 12 | 4,748 | 11 |
| AFCRE | 970 | 2 | 995 | 2 | 922 | 2 | 907 | 2 | 914 | 2 |
| WGH | 10,015 | 22 | 9,508 | 21 | 9,816 | 22 | 9,782 | 20 | 9,632 | 21 |
| Treasury / Other ${ }^{(1)}$ | 1,536 | 3 | 1,520 | 3 | 1,578 | 3 | 1,706 | 4 | 1,780 | 4 |
| Total deposits | \$46,867 | 100\% | \$46,253 | 100\% | \$46,741 | $\underline{100 \%}$ | \$46,076 | $\underline{\text { 100\% }}$ | \$45,009 | $\underline{\text { 100\% }}$ |
|  | 2013 |  |  |  |  | 201 |  |  |  |  |
|  | First |  | Fourth |  | Third |  | Second |  | First |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$28,331 | 62\% | \$28,301 | 61\% | \$28,248 | 61\% | \$28,260 | 63\% | \$27,452 | 63\% |
| Regional and Commercial Banking | 5,668 | 12 | 6,120 | 13 | 5,715 | 12 | 4,762 | 11 | 4,680 | 11 |
| AFCRE | 922 | 2 | 949 | 2 | 942 | 2 | 855 | 2 | 811 | 2 |
| WGH | 9,623 | 21 | 9,873 | 21 | 9,735 | 21 | 9,783 | 21 | 9,450 | 22 |
| Treasury / Other ${ }^{(1)}$ | 1,469 | 3 | 1,524 | 3 | 1,658 | 4 | 1,197 | 3 | 1,072 | 2 |
| Total deposits | $\underline{\$ 46,013}$ | 100\% | \$46,767 | 100\% | \$46,298 | $\underline{\underline{100}} \%$ | $\underline{\underline{\$ 4,857}}$ | $\underline{\underline{100}}$ \% | \$43,465 | 100\% |

[^1]Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

(Unaudited)


[^2]
## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 |  |  |  |
|  | First | Fourth | Third | Second | First |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 29 | \$ 51 | \$ 42 | \$ 97 | \$ 12 |
| Loans held for sale | 5,702 | 6,675 | 14,548 | 3,541 | 12,005 |
| Securities: |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 40,185 | 41,335 | 45,936 | 48,245 | 48,824 |
| Tax-exempt | 5,438 | 4,968 | 4,383 | 4,099 | 4,209 |
| Total available-for-sale and other securities | 45,623 | 46,303 | 50,319 | 52,344 | 53,033 |
| Trading account securities | 106 | 245 | 178 | 223 | 207 |
| Held-to-maturity securities - taxable | 9,838 | 9,244 | 5,591 | 4,539 | 4,714 |
| Total securities | 55,567 | 55,792 | 56,088 | 57,106 | 57,954 |
| Loans and leases: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 162,396 | 163,644 | 162,998 | 162,419 | 150,397 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 6,045 | 6,075 | 5,583 | 5,397 | 5,831 |
| Commercial | 46,978 | 52,543 | 50,704 | 54,554 | 50,750 |
| Commercial real estate | 53,023 | 58,618 | 56,287 | 59,951 | 56,581 |
| Total commercial | 215,419 | 222,262 | 219,285 | 222,370 | 206,978 |
| Consumer: |  |  |  |  |  |
| Automobile | 51,013 | 50,930 | 49,718 | 57,971 | 55,435 |
| Home equity | 86,991 | 88,541 | 89,388 | 89,358 | 88,582 |
| Residential mortgage | 49,353 | 52,440 | 51,981 | 54,326 | 53,914 |
| Other consumer | 7,168 | 7,774 | 7,991 | 8,522 | 8,992 |
| Total consumer | 194,525 | 199,685 | 199,078 | 210,177 | 206,923 |
| Total loans and leases | 409,944 | 421,947 | 418,363 | 432,547 | 413,901 |
| Total earning assets | \$471,242 | $\underline{\text { \$484,465 }}$ | \$489,041 | \$493,291 | \$483,872 |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ - | \$ - | \$ - | \$ - | \$ |
| Demand deposits - interest-bearing | 642 | 734 | 1,013 | 987 | 845 |
| Total demand deposits | 642 | 734 | 1,013 | 987 | 845 |
| Money market deposits | 8,438 | 9,843 | 12,025 | 9,954 | 8,343 |
| Savings and other domestic deposits | 3,818 | 4,150 | 4,576 | 4,858 | 5,345 |
| Core certificates of deposit | 15,710 | 17,144 | 19,237 | 22,682 | 25,919 |
| Total core deposits | 28,608 | 31,871 | 36,851 | 38,481 | 40,452 |
| Other domestic deposits of \$250,000 or more | 465 | 553 | 511 | 493 | 583 |
| Brokered deposits and negotiable CDs | 2,823 | 3,141 | 3,356 | 2,650 | 2,547 |
| Deposits in foreign offices | 140 | 152 | 164 | 165 | 197 |
| Total deposits | 32,036 | 35,717 | 40,882 | 41,789 | 43,779 |
| Short-term borrowings | 234 | 363 | 544 | 558 | 583 |
| Federal Home Loan Bank advances | 301 | 129 | 135 | 333 | 222 |
| Subordinated notes and other long-term debt | 8,578 | 8,731 | 11,928 | 15,902 | 18,144 |
| Total interest bearing liabilities | 41,149 | 44,940 | 53,489 | 58,582 | 62,728 |
| Net interest income | \$430,093 | \$439,525 | \$435,552 | \$434,709 | \$421,144 |

[^3]
## Huntington Bancshares Incorporated

## Consolidated Quarterly Net Interest Margin Analysis

(Unaudited)


## Commercial Loan Derivative Impact

(Unaudited)

|  | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 |  |  |  |
| Fully-taxable equivalent basis ${ }^{(1)}$ | First | Fourth | Third | Second | First |
| Commercial loans ${ }^{(2)(3)}$ | 3.58\% | 3.72\% | 3.61\% | 3.67\% | 3.69\% |
| Impact of commercial loan derivatives | 0.29 | 0.24 | 0.28 | 0.30 | 0.27 |
| Total commercial - as reported | 3.87\% | 3.96\% | 3.89\% | 3.97\% | 3.96\% |
| Average 30 day LIBOR | 0.20\% | 0.21\% | 0.24\% | 0.24\% | 0.26\% |

(1) Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 9 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.

## Huntington Bancshares Incorporated

 Selected Quarterly Income Statement Data(1)(Unaudited)

|  | 2013 | 2012 |  |  |  | Percent Change vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands, except per share amounts) | First | Fourth | Third | Second | First | 4Q12 | 1Q12 |
| Interest income | \$465,319 | \$478,995 | \$483,787 | \$487,544 | \$479,937 | (3)\% | (4)\% |
| Interest expense | 41,149 | 44,940 | 53,489 | 58,582 | 62,728 | (8) | (34) |
| Net interest income | 424,170 | 434,055 | 430,298 | 428,962 | 417,209 | (2) | 2 |
| Provision for credit losses | 29,592 | 39,458 | 37,004 | 36,520 | 34,406 | (25) | (14) |
| Net interest income after provision for credit losses | 394,578 | 394,597 | 393,294 | 392,442 | 382,803 | (0) | 3 |
| Service charges on deposit accounts | 60,883 | 68,083 | 67,806 | 65,998 | 60,292 | (11) | 1 |
| Mortgage banking income | 45,248 | 61,711 | 44,614 | 38,349 | 46,418 | (27) | (3) |
| Trust services | 31,160 | 31,388 | 29,689 | 29,914 | 30,906 | (1) | 1 |
| Electronic banking | 20,713 | 21,011 | 22,135 | 20,514 | 18,630 | (1) | 11 |
| Brokerage income | 17,995 | 17,415 | 16,526 | 19,025 | 19,260 | 3 | (7) |
| Insurance income | 19,252 | 17,268 | 17,792 | 17,384 | 18,875 | 11 | 2 |
| Gain on sale of loans | 2,616 | 20,690 | 6,591 | 4,131 | 26,770 | (87) | (90) |
| Bank owned life insurance income | 13,442 | 13,767 | 14,371 | 13,967 | 13,937 | (2) | (4) |
| Capital markets fees | 8,051 | 12,918 | 11,805 | 13,455 | 9,982 | (38) | (19) |
| Securities gains (losses) | (509) | 863 | 4,169 | 350 | (613) | (159) | (17) |
| Other income | 33,358 | 32,537 | 25,569 | 30,732 | 40,863 | 3 | (18) |
| Total noninterest income | 252,209 | 297,651 | 261,067 | 253,819 | 285,320 | (15) | (12) |
| Personnel costs | 258,895 | 253,952 | 247,709 | 243,034 | 243,498 | 2 | 6 |
| Outside data processing and other services | 49,265 | 48,699 | 50,396 | 48,568 | 42,592 | 1 | 16 |
| Net occupancy | 30,114 | 29,008 | 27,599 | 25,474 | 29,079 | 4 | 4 |
| Equipment | 24,880 | 26,580 | 25,950 | 24,872 | 25,545 | (6) | (3) |
| Deposit and other insurance expense | 15,490 | 16,327 | 15,534 | 15,731 | 20,738 | (5) | (25) |
| Professional services | 7,192 | 22,514 | 17,510 | 15,037 | 10,697 | (68) | (33) |
| Marketing | 10,971 | 16,456 | 16,842 | 17,396 | 13,569 | (33) | (19) |
| Amortization of intangibles | 10,320 | 11,647 | 11,431 | 11,940 | 11,531 | (11) | (11) |
| OREO and foreclosure expense | 2,666 | 4,233 | 4,982 | 4,106 | 4,950 | (37) | (46) |
| Loss (Gain) on early extinguishment of debt | - | - | 1,782 | $(2,580)$ | - | - | - |
| Other expense | 33,000 | 41,212 | 38,568 | 40,691 | 60,477 | (20) | (45) |
| Total noninterest expense | 442,793 | 470,628 | 458,303 | 444,269 | 462,676 | (6) | (4) |
| Income before income taxes | 203,994 | 221,620 | 196,058 | 201,992 | 205,447 | (8) | (1) |
| Provision for income taxes | 52,214 | 54,341 | 28,291 | 49,286 | 52,177 | (4) | - |
| Net income | \$151,780 | \$167,279 | \$167,767 | \$152,706 | \$153,270 | (9) $\%$ | (1) $\%$ |
| Dividends on preferred shares | 7,970 | 7,973 | 7,983 | 7,984 | 8,049 | (0) | (1) |
| Net income applicable to common shares | \$143,810 | \$159,306 | \$159,784 | \$144,722 | \$145,221 | $(10) \%$ | (1) $\%$ |
| Average common shares - basic | 841,103 | 847,220 | 857,871 | 862,261 | 864,499 | (1)\% | (3)\% |
| Average common shares - diluted | 848,708 | 853,306 | 863,588 | 867,551 | 869,164 | (1) | (2) |
| Per common share |  |  |  |  |  |  |  |
| Net income - basic | \$ 0.17 | \$ 0.19 | \$ 0.19 | \$ 0.17 | \$ 0.17 | (11)\% | - \% |
| Net income - diluted | 0.17 | 0.19 | 0.19 | 0.17 | 0.17 | (11) | - |
| Cash dividends declared | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | - | - |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$424,170 | \$434,055 | \$430,298 | \$428,962 | \$417,209 | (2) | 2 |
| FTE adjustment | 5,923 | 5,470 | 5,254 | 5,747 | 3,935 | 8 | 51 |
| Net interest income ${ }^{(2)}$ | 430,093 | 439,525 | 435,552 | 434,709 | 421,144 | (2) | 2 |
| Noninterest income | 252,209 | 297,651 | 261,067 | 253,819 | 285,320 | (15) | (12) |
| Total revenue ${ }^{(2)}$ | \$682,302 | \$737,176 | \$696,619 | \$688,528 | \$706,464 | (7) \% | (3)\% |

(1) Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.
(2) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.

## Huntington Bancshares Incorporated

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

| (dollar amounts in thousands, except as noted) | 2013 | 2012 |  |  |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First | Fourth | Third | Second | First | 4Q12 | 1Q12 |
| Mortgage banking income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ 27,330 | \$ 44,497 | \$ 40,860 | \$ 30,184 | \$ 31,304 | (39)\% | (13)\% |
| Servicing fees | 11,241 | 11,491 | 11,308 | 11,618 | 11,760 | (2) | (4) |
| Amortization of capitalized servicing | $(7,903)$ | $(9,116)$ | $(8,405)$ | $(9,108)$ | $(9,279)$ | (13) | (15) |
| Other mortgage banking income | 4,654 | 4,828 | 4,999 | 4,814 | 4,966 | (4) | (6) |
| Subtotal | 35,322 | 51,700 | 48,762 | 37,508 | 38,751 | (32) | (9) |
| MSR valuation adjustment ${ }^{1}$ ) | 17,798 | 11,747 | $(19,543)$ | $(19,013)$ | 9,907 | 52 | 80 |
| Net trading gains (losses) related to MSR hedging | $(7,872)$ | $(1,736)$ | 15,395 | 19,854 | $(2,240)$ | 353 | 251 |
| Total mortgage banking income | \$ 45,248 | \$ 61,711 | \$ 44,614 | \$ 38,349 | \$ 46,418 | (27) \% | (3) $\%$ |
| Mortgage originations (in millions) | \$ 1,119 | \$ 1,161 | \$ 1,224 | \$ 1,291 | \$ 1,157 | (4)\% | (3)\% |
| Average trading account securities used to hedge MSRs(in millions) | - | 1 | 4 | 4 | 5 | (100) | (100) |
| Capitalized mortgage servicing rights(2) | 139,927 | 120,747 | 108,074 | 128,297 | 148,349 | 16 | (6) |
| Total mortgages serviced for others (in millions)(2) | 15,367 | 15,623 | 15,571 | 15,724 | 15,902 | (2) | (3) |
| MSR \% of investor servicing portfolio ${ }^{(2)}$ | 0.91\% | 0.77\% | 0.69\% | 0.82\% | 0.93\% | 18 | (2) |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment ${ }^{1}$ ) | \$ 17,798 | \$ 11,747 | \$ $(19,543)$ | \$ $(19,013)$ | \$ 9,907 | 52\% | 80\% |
| Net trading gains (losses) related to MSR hedging | $(7,872)$ | $(1,736)$ | 15,395 | 19,854 | $(2,240)$ | 353 | 251 |
| Net interest income (loss) related to MSR hedging | - | - | 4 | (21) | (9) | - | (100) |
| Net gain (loss) of MSR hedging | \$ 9,926 | \$ 10,011 | \$ (4,144) | \$ 8 | \$ 7,658 | (1) $\%$ | 30\% |

[^4]
## Huntington Bancshares Incorporated

## Quarterly Credit Reserves Analysis

(Unaudited)

|  | 2013 | 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | First | Fourth | Third | Second | First |
| Allowance for loan and lease losses, beginning of period | $\overline{\text { \$769,075 }}$ | \$ 789,142 | \$ 859,646 | \$ 913,069 | \$ 964,828 |
| Loan and lease losses | $(84,142)$ | $(106,962)$ | $(132,186)$ | $(108,092)$ | $(107,960)$ |
| Recoveries of loans previously charged off | 32,455 | 36,832 | 27,091 | 23,847 | 24,968 |
| Net loan and lease losses | $(51,687)$ | $(70,130)$ | $(105,095)$ | $(84,245)$ | $(82,992)$ |
| Provision for loan and lease losses | 29,388 | 52,370 | 34,419 | 36,476 | 31,928 |
| Allowance of assets sold or transferred to loans held for sale | (7) | $(2,307)$ | 172 | $(5,654)$ | (695) |
| Allowance for loan and lease losses, end of period | \$746,769 | \$ 769,075 | \$ 789,142 | \$ 859,646 | \$ 913,069 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 40,651 | \$ 53,563 | \$ 50,978 | \$ 50,934 | \$ 48,456 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses | 204 | $(12,912)$ | 2,585 | 44 | 2,478 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 40,855 | \$ 40,651 | \$ 53,563 | \$ 50,978 | \$ 50,934 |
| Total allowance for credit losses, end of period | \$787,624 | \$ 809,726 | \$ 842,705 | \$ 910,624 | \$ 964,003 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.81\% | 1.89\% | 1.96\% | 2.15\% | 2.24\% |
| Nonaccrual loans and leases (NALs) | 196 | 189 | 177 | 181 | 195 |
| Nonperforming assets (NPAs) | 180 | 173 | 155 | 164 | 173 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.91\% | 1.99\% | 2.09\% | 2.28\% | 2.37\% |
| Nonaccrual loans and leases | 207 | 199 | 189 | 192 | 206 |
| Nonperforming assets | 190 | 182 | 165 | 174 | 183 |

Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | 2013 | 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First | Fourth | Third | Second | First |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | \$ 3,317 | \$ 7,052 | \$ 13,023 | \$15,678 | \$28,495 |
| Commercial real estate: |  |  |  |  |  |
| Construction | (798) | 11,038 | (280) | $(1,531)$ | $(1,186)$ |
| Commercial | 13,575 | 10,333 | 17,654 | 30,709 | 11,692 |
| Commercial real estate | 12,777 | 21,371 | 17,374 | 29,178 | 10,506 |
| Total commercial | 16,094 | 28,423 | 30,397 | 44,856 | 39,001 |
| Consumer: |  |  |  |  |  |
| Automobile | 2,594 | 1,896 | 4,019 | 449 | 3,078 |
| Home equity | 19,983 | 25,013 | 46,592 | 21,045 | 23,729 |
| Residential mortgage | 6,148 | 9,687 | 16,880 | 10,786 | 10,570 |
| Other consumer | 6,868 | 5,111 | 7,207 | 7,109 | 6,614 |
| Total consumer | 35,593 | 41,707 | 74,698 | 39,389 | 43,991 |
| Total net charge-offs | $\underline{\underline{51,687}}$ | \$70,130 | \$105,095 | \$84,245 | \$82,992 |
| Net charge-offs - annualized percentages: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 0.08\% | 0.17\% | 0.32\% | 0.39\% | 0.77\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | (0.53) | 7.67 | (0.20) | (1.05) | (0.79) |
| Commercial | 1.16 | 0.84 | 1.37 | 2.24 | 0.89 |
| Commercial real estate | 0.97 | 1.56 | 1.21 | 1.92 | 0.72 |
| Total commercial | 0.29 | 0.52 | 0.55 | 0.81 | 0.75 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.21 | 0.17 | 0.40 | 0.04 | 0.27 |
| Home equity | 0.95 | 1.20 | 2.23 | 1.01 | 1.15 |
| Residential mortgage | 0.49 | 0.75 | 1.30 | 0.82 | 0.82 |
| Other consumer | 6.67 | 4.74 | 6.49 | 6.15 | 5.45 |
| Total consumer | 0.76 | 0.91 | 1.65 | 0.83 | 0.95 |
| Net charge-offs as a \% of average loans | 0.51\% | 0.69 $\%$ | 1.05\% | 0.82\% | 0.85\% |

## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | $\begin{gathered} 2013 \\ \underline{\text { March 31, }} \\ \hline \end{gathered}$ | 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | December 31, |  | $\underline{\text { September 30, }}$ |  | June 30, | March 31, |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 80,928 | \$ | 90,705 | \$ | 109,452 | \$133,678 | \$142,492 |
| Commercial real estate | 110,803 |  | 127,128 |  | 148,986 | 219,417 | 205,105 |
| Automobile | 6,770 |  | 7,823 |  | 11,814 | - | - |
| Residential mortgage | 118,405 |  | 122,452 |  | 123,140 | 75,048 | 74,114 |
| Home equity | 63,405 |  | 59,525 |  | 51,654 | 46,023 | 45,847 |
| Total nonaccrual loans and leases | 380,311 |  | 407,633 |  | 445,046 | 474,166 | 467,558 |
| Other real estate, net: |  |  |  |  |  |  |  |
| Residential | 19,538 |  | 21,378 |  | 23,640 | 21,499 | 31,850 |
| Commercial | 5,601 |  | 6,719 |  | 30,566 | 17,109 | 16,897 |
| Total other real estate, net | 25,139 |  | 28,097 |  | 54,206 | 38,608 | 48,747 |
| Other NPAs (1) | 10,045 |  | 10,045 |  | 10,476 | 10,476 | 10,772 |
| Total nonperforming assets ${ }^{(4)}$ | \$415,495 | \$ | 445,775 | \$ | 509,728 | \$523,250 | \$527,077 |
| Nonaccrual loans and leases as a \% of total loans and leases | 0.92\% |  | 1.00\% |  | 1.11\% | 1.19\% | 1.15\% |
| NPA ratio ${ }^{(2)}$ | 1.01 |  | 1.09 |  | 1.26 | 1.31 | 1.29 |
| (NPA +90 days)/(Loan+OREO) ${ }^{(3)}$ | 1.48 |  | 1.59 |  | 1.75 | 1.76 | 1.68 |
|  | 2013 | 2012 |  |  |  |  |  |
|  | First |  | Fourth |  | Third | Second | First |
| Nonperforming assets, beginning of period | \$445,775 | \$ | 509,728 | \$ | 523,250 | \$527,077 | $\overline{\$ 590,276}$ |
| New nonperforming assets(4) | 115,061 |  | 175,083 |  | 210,995 | 221,010 | 134,636 |
| Returns to accruing status | $(19,537)$ |  | $(23,553)$ |  | $(45,729)$ | $(39,376)$ | $(32,056)$ |
| Loan and lease losses | $(51,019)$ |  | $(82,759)$ |  | $(78,308)$ | $(74,546)$ | $(75,366)$ |
| OREO (losses) gains | 840 |  | 283 |  | 73 | (459) | (295) |
| Payments | $(64,045)$ |  | $(81,940)$ |  | $(90,535)$ | $(63,530)$ | $(66,609)$ |
| Sales | $(11,580)$ |  | $(51,067)$ |  | $(10,018)$ | $(46,926)$ | $(23,509)$ |
| Nonperforming assets, end of period | $\underline{\underline{\$ 415,495}}$ | \$ | 445,775 | \$ | 509,728 | \$523,250 | \$527,077 |

(1) Other nonperforming assets represent an investment security backed by a municipal bond.
(2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.
${ }^{(3)}$ The sum of nonperforming assets and total accruing loans and leases past due 90 days or more divided by the sum of loans and leases and other real estate.
${ }^{(4)}$ Includes $\$ 59.9$ million at March 31, 2013; $\$ 60.1$ million at December 31, 2012; $\$ 63.0$ million at September 30, 2012 related to Chapter 7 bankruptcy loans

## Huntington Bancshares Incorporated

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

| (dollar amounts in thousands) | 2013 | 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, | December 31, |  | tember 30, | June 30, | March 31, |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |
| Commercial and industrial (1) | \$ 26,547 | \$ 26,648 | \$ | 26,117 | \$ 19,258 | \$ |
| Commercial real estate (1) | 56,007 | 56,660 |  | 45,131 | 38,125 | - |
| Automobile | 3,531 | 4,418 |  | 3,857 | 3,338 | 3,873 |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) | 6,187 | 2,718 |  | 10,687 | 15,457 | 35,604 |
| Home equity | 15,044 | 18,200 |  | 21,343 | 18,176 | 19,862 |
| Other consumer | 1,107 | 1,672 |  | 1,084 | 1,201 | 1,218 |
| Total, excl. loans guaranteed by the U.S. Government | 108,423 | 110,316 |  | 108,219 | 95,555 | 60,557 |
| Add: loans guaranteed by U.S. Government | 88,596 | 90,816 |  | 87,463 | 85,678 | 94,560 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$197,019 | \$ 201,132 | \$ | 195,682 | \$181,233 | \$155,117 |
| Ratios: |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.26\% | 0.27\% |  | 0.27\% | 0.24\% | 0.15\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases | 0.21 | 0.22 |  | 0.22 | 0.21 | 0.23 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.48 | 0.49 |  | 0.49 | 0.45 | 0.38 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |
| Commercial and industrial | \$ 90,642 | \$ 76,586 | \$ | 55,809 | \$ 57,008 | \$ 53,795 |
| Commercial real estate | 192,167 | 208,901 |  | 222,155 | 202,190 | 231,923 |
| Automobile | 34,379 | 35,784 |  | 33,719 | 34,460 | 35,521 |
| Home equity | 162,087 | 110,581 |  | 92,763 | 66,997 | 59,270 |
| Residential mortgage | 288,041 | 290,011 |  | 280,890 | 298,967 | 294,836 |
| Other consumer | 2,514 | 2,544 |  | 2,644 | 3,038 | 4,233 |
| Total accruing troubled debt restructured loans | \$769,830 | \$ 724,407 | \$ | 687,980 | \$662,660 | \$679,578 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |
| Commercial and industrial | \$ 14,970 | \$ 19,268 | \$ | 28,859 | \$ 35,535 | \$ 26,886 |
| Commercial real estate | 26,588 | 32,548 |  | 20,284 | 55,022 | 39,606 |
| Automobile | 6,770 | 7,823 |  | 11,814 | - | - |
| Home equity | 11,235 | 6,951 |  | 7,756 | 374 | 334 |
| Residential mortgage | 84,317 | 84,515 |  | 83,163 | 28,332 | 29,549 |
| Other consumer | - | 113 |  | 113 | 113 | 113 |
| Total nonaccruing troubled debt restructured loans | \$143,880 | \$ 151,218 | \$ | 151,989 | \$119,376 | \$ 96,488 |

(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.

## Huntington Bancshares Incorporated

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

(Unaudited)
Quarterly common stock summary

| (dollar amounts in thousands, except per share amounts) | 2013 |  | 2012 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | First |  | Fourth |  | Third |  | Second |  | First |
| Common stock price, per share |  |  |  |  |  |  |  |  |  |  |
| High ${ }^{(1)}$ | \$ | 7.550 | \$ | 7.200 | \$ | 7.200 | \$ | 6.770 | \$ | 6.580 |
| Low(1) |  | 6.480 |  | 5.900 |  | 6.160 |  | 5.840 |  | 5.490 |
| Close |  | 7.370 |  | 6.390 |  | 6.895 |  | 6.400 |  | 6.445 |
| Average closing price |  | 7.073 |  | 6.416 |  | 6.561 |  | 6.367 |  | 5.974 |
| Dividends, per share |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per common share | \$ | 0.04 | \$ | 0.04 | \$ | 0.04 | \$ | 0.04 | \$ | 0.04 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |
| Average - basic |  | 841,103 |  | 847,220 |  | 857,871 |  | 862,261 |  | 864,499 |
| Average - diluted |  | 848,708 |  | 853,306 |  | 863,588 |  | 867,551 |  | 869,164 |
| Ending |  | 838,758 |  | 842,813 |  | 855,485 |  | 858,401 |  | 864,675 |
| Book value per common share | \$ | 6.53 | \$ | 6.41 | \$ | 6.34 | \$ | 6.13 | \$ | 5.97 |
| Tangible book value per common share ${ }^{2}$ ) |  | 5.91 |  | 5.78 |  | 5.71 |  | 5.49 |  | 5.33 |
| Common share repurchases |  |  |  |  |  |  |  |  |  |  |
| Number of shares repurchased |  | 4,738 |  | 13,160 |  | 3,742 |  | 6,426 |  | - |
|  | $\frac{2013}{\text { March 31, }}$ |  |  |  |  | 20 |  |  |  |  |
| (dollar amounts in millions) |  |  | December 31, |  | $\underline{\text { September 30, }}$ |  | June 30, |  | March 31, |  |
| Calculation of tangible equity / asset ratio: $\quad-$ |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 5,867 | \$ | 5,790 | \$ | 5,808 | \$ | 5,649 | \$ | 5,550 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (124) |  | (132) |  | (144) |  | (159) |  | (171) |
| Add: related deferred tax liability ${ }^{(2)}$ |  | 43 |  | 46 |  | 50 |  | 56 |  | 60 |
| Total tangible equity |  | 5,342 |  | 5,260 |  | 5,270 |  | 5,102 |  | 4,995 |
| Less: preferred equity |  | (386) |  | (386) |  | (386) |  | (386) |  | (386) |
| Total tangible common equity | \$ | 4,956 | \$ | 4,874 | \$ | 4,884 | \$ | 4,716 |  | 4,609 |
| Total assets | \$ | 56,055 | \$ | 56,153 | \$ | 56,443 |  | 56,623 |  | 55,877 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Less: other intangible assets |  | (124) |  | (132) |  | (144) |  | (159) |  | (171) |
| Add: related deferred tax liability ${ }^{(2)}$ |  | 43 |  | 46 |  | 50 |  | 56 |  | 60 |
| Total tangible assets | \$ | 55,530 | \$ | 55,623 | \$ | 55,905 |  | 56,076 |  | 55,322 |
| Tangible equity / tangible asset ratio |  | 9.62\% |  | 9.46\% |  | 9.43\% |  | 9.10\% |  | 9.03\% |
| Tangible common equity / tangible asset ratio |  | 8.92 |  | 8.76 |  | 8.74 |  | 8.41 |  | 8.33 |
| Tier 1 common risk-based capital ratio:(4) |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 5,829 | \$ | 5,741 | \$ | 5,720 | \$ | 5,714 | \$ | 5,709 |
| Shareholders' preferred equity |  | (386) |  | (386) |  | (386) |  | (386) |  | (386) |
| Trust preferred securities |  | (299) |  | (299) |  | (335) |  | (449) |  | (532) |
| REIT preferred stock |  | (50) |  | (50) |  | (50) |  | (50) |  | (50) |
| Tier 1 common | \$ | 5,094 | \$ | 5,006 | \$ | 4,949 |  | 4,829 | \$ | 4,741 |
| Total risk-weighted assets(4) | \$ | 47,937 | \$ | 47,773 | \$ | 48,147 |  | 47,890 |  | 46,716 |
| Tier 1 common risk-based capital ratio ${ }^{(4)}$ |  | 10.62\% |  | 10.48\% |  | 10.28\% |  | 10.08\% |  | 10.15 |
| Other capital data: |  |  |  |  |  |  |  |  |  |  |
| Tier 1 leverage ratio ${ }^{(4)}$ |  | 10.57 |  | 10.36 |  | 10.29 |  | 10.34 |  | 10.55\% |
| Tier 1 risk-based capital ratio ${ }^{(4)}$ |  | 12.16 |  | 12.02 |  | 11.88 |  | 11.93 |  | 12.22 |
| Total risk-based capital ratio ${ }^{(4)}$ |  | 14.55 |  | 14.50 |  | 14.37 |  | 14.42 |  | 14.76 |
| Tangible common equity / risk-weighted assets ratio ${ }^{4}$ ) |  | 10.34 |  | 10.20 |  | 10.14 |  | 9.85 |  | 9.86 |
| Other data: |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 12,052 |  | 11,806 |  | 11,731 |  | 11,417 |  | 11,166 |
| Number of domestic full-service branches ${ }^{(3)}$ |  | 717 |  | 705 |  | 699 |  | 682 |  | 669 |

(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) March 31, 2013, figures are estimated.


[^0]:    ${ }^{(1)}$ As defined by regulatory guidance, there were no commercial loans outstanding that would be considered a concentration of lending to a particular industry or group of industries.

[^1]:    (1) Comprised primarily of national market deposits.

[^2]:    (1) Includes nonaccrual loans.

[^3]:    ${ }^{(1)}$ Fully-taxable equivalent (FTE) income and expense calculated assuming a $35 \%$ tax rate. See page 9 for the FTE adjustment.

[^4]:    (1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
    (2) At period end.

