# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of
The Securities Exchange Act of 1934
Date of Report (Date of earliest event reported) January 22, 2015

# HUNTINGTON BANCSHARES INCORPORATED 

(Exact name of registrant as specified in its charter)

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

1-34073
(Commission
File Number)

31-0724920
(IRS Employer
Identification No.)

Registrant's telephone number, including area code(614) 480-8300
Not Applicable
(Former name or former address, if changed since last report.)

[^0]$\qquad$ 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 January 22, 2015, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended December 31, 2014. Also on January 22, 2015, Huntington made a Quarterly Financial Supplement available on the Investor Relations section of its web site, www.huntington.com.

Huntington's senior management will host an earnings conference call on January 22, 2015, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at the Investor Relations section of Huntington's web site, www.huntington.com or through a dial-in telephone number at (877) 684-3807; Conference ID 51410831. Slides will be available the Investor Relations section of Huntington's web site, www.huntington.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 approximately two hours after the completion of the call through January 31, 2015 at (855) 859-2056 or (404) 537-3406; conference ID 51410831.

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 general economic, political, or industry conditions; uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board; volatility and disruptions in global capital and credit markets; (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, and interpretations, including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Basel III regulatory capital reforms, as well as those involving the OCC, Federal Reserve, FDIC, 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 2013 Annual Report on Form $10-\mathrm{K}$, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

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

## Item 9.01. Financial Statements and Exhibits.

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

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated January 22, 2015.
Exhibit 99.2 - Quarterly Financial Supplement, December 2014.

## SIGNATURES

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

HUNTINGTON BANCSHARES INCORPORATED

Date: January 22, 2015
By: /s/ Howell D. McCullough III
Howell D. McCullough III
Senior Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

## Exhibit No. Description

Exhibit 99.1 News release of Huntington Bancshares Incorporated, January 22, 2015.
Exhibit $99.2 \quad$ Quarterly Financial Supplement, December 2014.

## FOR IMMEDIATE RELEASE

January 22, 2015

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## HUNTINGTON BANCSHARES INCORPORATED REPORTS 2014 FOURTH QUARTER NET INCOME OF $\$ 164$ MILLION; EARNINGS PER COMMON SHARE OF $\mathbf{\$ 0 . 1 9}$; DELIVERING STRONG LOAN GROWTH

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN;www.huntington.com) reported net income for the 2014 fourth quarter of $\$ 164$ million, a $\$ 9$ million and $\$ 5$ million increase from the prior and year-ago quarters, respectively. Earnings per common share for the 2014 fourth quarter were $\$ 0.19$, an increase of $\$ 0.01$ from the prior and year-ago quarters.

2014 full-year net income was $\$ 632$ million, down $1 \%$ from the prior year. Earnings per common share for the year were $\$ 0.72$, unchanged from the prior year.
"We met our commitments of positive operating leverage and revenue growth," said Steve Steinour, chairman, president and CEO. "We continue to invest opportunistically to position ourselves well as we move into 2015 and beyond."
"Last year we invested in a series of initiatives that drove revenue growth while streamlining our operations. As a result, Huntington is uniquely attractive to both consumer and commercial customers who appreciate our innovative products, strong distribution system, digital banking, and award-winning customer service," continued Steinour. "We continue to manage risk while investing to deliver continued growth and positive operating leverage."
"2014 was a year of accomplishments, evidenced by retail banking customers rating Huntington 'Highest in Customer Satisfaction with Retail Banking in the North Central Region' for the second year in a row in the J.D. Power 2014 U.S. Retail Banking Satisfaction Study. Furthermore, small business owners ranked Huntington 'Highest in Customer Satisfaction with Small Business Banking in the Midwest Region' in another study released by J.D. Power in 2014," Steinour said. "Huntington has been recognized as the No. 1 SBA lender in the country in terms of number of loans, and also cited by the U.S. Treasury Department as the largest lender in its state small business credit initiative."

Huntington today also announced that the Board of Directors declared a quarterly cash dividend on its common stock of $\$ 0.06$ per common share. The dividend is payable April 1, 2015, to shareholders of record on March 18, 2015.

## Specific full-year 2014 highlights compared with 2013:

- $1.01 \%$ return on average assets, $11.8 \%$ return on average tangible common equity
- $\$ 100$ million, or $4 \%$, increase in fully-taxable equivalent revenue
- Achieved positive operating leverage for the second consecutive year
- $\quad \$ 6.1$ billion, or $12 \%$, increase in average earning assets
- $\quad \$ 3.6$ billion, or $9 \%$, increase in average loans and leases
- Net interest margin of $3.23 \%$, a decrease of 13 basis points
- $\quad \$ 33$ million, or $3 \%$, decrease in noninterest income, including a $\$ 42$ million, or $33 \%$, decrease in mortgage banking income
- $\$ 124$ million, or $7 \%$, increase in noninterest expense, largely driven by $\$ 76$ million net impact of Significant Items related to acquisitions, franchise repositioning, net additions to litigation reserves, and the benefit from the prior year's pension curtailment
- Net charge-offs declined to $0.27 \%$ of average loans and leases, down from $0.45 \%$
- 35.7 million common shares repurchased at an average price of $\$ 9.37$ per share; Combined with dividends of $\$ 0.21$ per share, $\$ 506$ million was returned to shareholders


## 2014 Fourth Quarter specific highlights compared with 2013 Fourth Quarter:

- $\$ 0.36$, or $6 \%$, increase in tangible book value per common share to $\$ 6.62$; end of period dividend yield of $2.1 \%$
- $\quad \$ 7.0$ billion, or $13 \%$, increase in average earning assets; $\$ 4.0$ billion, or $9 \%$, increase in average loans and leases
- $\quad \$ 25$ million, or $4 \%$, increase in fully-taxable equivalent revenue
- $\quad \$ 37$ million, or $8 \%$, increase in noninterest expense, including $\$ 13$ million net increase related to Significant Items
- $\quad \$ 22$ million decrease in provision for credit losses


## 2014 Fourth Quarter specific highlights compared with 2014 Third Quarter:

- $\quad \$ 1.3$ billion, or $9 \%$ annualized, increase in average earning assets, including a $\$ 1.0$ billion, or $8 \%$ annualized, increase in average loans and leases
- Net interest margin of $3.18 \%$, a decrease of 2 basis points
- $\$ 14$ million, or $6 \%$, decrease in noninterest income, including an $\$ 11$ million, or $44 \%$, decrease in mortgage banking income
- $\quad \$ 22$ million decrease in provision for credit losses

Table 1 - Earnings Performance Summary

| (\$ in millions, except per share data) | Full Year |  |  |  | 2014 |  |  |  | $\begin{gathered} 2013 \\ \hline \text { Fourth } \\ \text { Quarter } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  | Fourth Quarter |  | Third Quarter |  |  |  |
| Net Income | \$ | 632.4 | \$ | 641.3 |  | 163.6 | \$ | 155.0 |  | 158.2 |
| Diluted earnings per common share |  | 0.72 |  | 0.72 |  | 0.19 |  | 0.18 |  | 0.18 |
| Return on average assets |  | 1.01\% |  | 1.14\% |  | 1.00\% |  | 0.97\% |  | 1.09\% |
| Return on average common equity |  | 10.2 |  | 11.0 |  | 10.3 |  | 9.9 |  | 10.5 |
| Return on average tangible common equity |  | 11.8 |  | 12.7 |  | 11.9 |  | 11.4 |  | 12.1 |
| Net interest margin |  | 3.23 |  | 3.36 |  | 3.18 |  | 3.20 |  | 3.28 |
| Efficiency ratio |  | 65.1 |  | 62.6 |  | 66.2 |  | 65.3 |  | 63.4 |
| Tangible book value per common share | \$ | 6.62 | \$ | 6.26 | \$ | - 6.62 | \$ | 6.53 | \$ | 6.26 |
| Cash dividends declared per common share |  | 0.21 |  | 0.19 |  | 0.06 |  | 0.05 |  | 0.05 |
| Average diluted shares outstanding (000's) |  | 833,081 |  | 843,974 |  | 825,338 |  | 829,623 |  | 842,324 |
| Average earning assets | \$ | 57,705 | \$ | 51,598 |  | 60,010 | \$ | 58,707 | \$ | 53,012 |
| Average loans |  | 45,425 |  | 41,826 |  | 47,092 |  | 46,113 |  | 43,138 |
| Average core deposits |  | 46,147 |  | 43,979 |  | 47,638 |  | 46,119 |  | 44,748 |
| Tangible common equity / tangible assets ratio |  | 8.17\% |  | 8.82\% |  | 8.17\% |  | 8.35\% |  | 8.82\% |
| Tier 1 common risk-based capital ratio |  | 10.23 |  | 10.31 |  | 10.23 |  | 10.31 |  | 10.90 |
| NCOs as a \% of average loans and leases |  | 0.27\% |  | 0.45\% |  | 0.20\% |  | 0.26\% |  | 0.43\% |
| NAL ratio |  | 0.63 |  | 0.75 |  | 0.63 |  | 0.70 |  | 0.75 |
| ACL as a \% of total loans and leases |  | 1.40 |  | 1.65 |  | 1.40 |  | 1.47 |  | 1.65 |

Table 2 lists certain items that Management believes are significant in understanding corporate performance and trends (see Basis of Presentation). This quarter contained two Significant Items: 1) a $\$ 12$ million net increase in litigation reserves, and 2) $\$ 9$ million of franchise repositioning related expense for the previously announced consolidation of 26 branches and organizational actions.

## Table 2 - Significant Items Influencing Earnings

| Three Months Ended (in millions, except per share) | $\frac{\text { Pre-Tax Impact }}{\text { Amount }}$ |  | After-Tax Impact |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (l) |  | EPS (2) |
| December 31, 2014 - net income |  |  | \$ | 164 | \$ 0.19 |
| - Addition to litigation reserves | \$ | (12) |  | (8) | (0.01) |
| - Franchise repositioning related expense |  | (9) |  | (6) | (0.01) |
| September 30, 2014 - net income |  |  | \$ | 155 | \$ 0.18 |
| - Franchise repositioning related expense | \$ | (19) |  | (13) | (0.02) |
| - Merger and acquisition related net expenses |  | (3) |  | (2) | (0.00) |
| June 30, 2014 - net income |  |  | \$ | 165 | \$ 0.19 |
| March 31, 2014 - net income |  |  | \$ | 149 | \$ 0.17 |
| - Camco Financial acquisition | \$ | (12) |  | (8) | (0.01) |
| - Addition to litigation reserves |  | (9) |  | (6) | (0.01) |
| December 31, 2013 - net income |  |  | \$ | 158 | \$ 0.18 |
| - Franchise repositioning related expense | \$ | (7) |  | (5) | (0.01) |
| September 30, 2013 - net income |  |  | \$ | 178 | \$ 0.20 |
| - Pension curtailment gain | \$ | 34 |  | 22 | 0.03 |
| - Franchise repositioning related expense | \$ | (17) |  | (11) | (0.01) |
| June 30, 2013 - net income |  |  | \$ | 151 | \$ 0.17 |
| March 31, 2013 - net income |  |  | \$ | 153 | \$ 0.17 |

(1) Favorable (unfavorable) impact on net income; 35\% operating tax rate
(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

|  | 2014 | 2013 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full | Full | Change | Fourth | Third | Fourth | Chang |  |
| (\$ in millions) | Year | Year | YOY | Quarter | Quarter | Quarter | LQ | YOY |
| Net interest income | \$1,837.1 | \$1,704.6 | 8\% | \$473.3 | \$466.3 | \$430.6 | (1)\% | 10\% |
| FTE adjustment | 27.6 | 27.3 | 1 | 7.5 | 7.5 | 8.2 | - | (8) |
| Net interest income - FTE | 1,864.7 | 1,731.9 | 8 | 480.8 | 473.8 | 438.8 | (1) | 10 |
| Noninterest income | 979.2 | 1,012.2 | (3) | 233.3 | 247.3 | 249.9 | 6 | (7) |
| Total revenue - FTE | \$2,843.9 | \$2,744.1 | 4\% | \$ 714.1 | \$721.2 | \$688.7 | 1\% | 4\% |


| Yield / Cost |  |  |  |  |  |  | Change bps |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | LQ | YOY |
| Total earning assets | 3.47\% | 3.66\% | (19) bp | 3.41\% | 3.44\% | 3.58\% | (3) bp | (17) bp |
| Total loans and leases | 3.71 | 3.93 | (22) | 3.60 | 3.66 | 3.77 | (6) | (18) |
| Total securities | 2.57 | 2.45 | 12 | 2.65 | 2.54 | 2.60 | 11 | 4 |
| Total interest-bearing liabilities | 0.34 | 0.43 | (9) | 0.32 | 0.33 | 0.42 | - | (10) |
| Total interest-bearing deposits | 0.25 | 0.35 | (10) | 0.23 | 0.23 | 0.32 | (1) | (9) |
| Net interest rate spread | 3.13 | 3.23 | (10) | 3.09 | 3.11 | 3.16 | (3) | (8) |
| Impact of noninterest-bearing funds on margin | 0.10 | 0.13 | (3) | 0.09 | 0.09 | 0.12 | - | (3) |
| Net interest margin | 3.23\% | 3.36\% | (13) bp | 3.18\% | 3.20\% | 3.28\% | (2) bp | (11) bp |

See Page 8 \& 18 of Quarterly Financial Supplement for additional detail.

Fully-taxable equivalent (FTE) net interest income for the 2014 fourth quarter increased $\$ 42$ million, or $10 \%$, from the 2013 fourth quarter. This reflected the benefit from the $\$ 7.0$ billion, or $13 \%$, increase in average earnings assets, including a $\$ 4.0$ billion, or $9 \%$, increase in average loans and leases and a $\$ 3.0$ billion, or $31 \%$, increase in average securities. This earning asset growth was partially offset by the 10 basis point decrease in the FTE net interest margin (NIM) to $3.18 \%$. The NIM contraction reflected a 17 basis point decrease related to the mix and yield of earning assets and 3 basis point reduction in benefit from the impact of noninterest-bearing funds, partially offset by the 10 basis point reduction in funding costs.

Compared to the 2014 third quarter, FTE net interest income increased $\$ 7$ million, or $6 \%$ annualized. While the NIM decreased 2 basis points, average earning assets increased $\$ 1.3$ billion, or $9 \%$ annualized, including a $\$ 1.0$ billion, or $8 \%$ annualized, increase in average loans and leases.

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

|  | 2014 | 2013 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full | Full | YOY | Fourth | Third | $\overline{\text { Fourth }}$ | Chang | (\%) |
| (in billions) | Year | Year | Change | Quarter | Quarter | Quarter | LQ | $\underline{Y O Y}$ |
| Average Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$18.3 | \$17.2 | 7\% | \$ 18.9 | \$ 18.6 | \$ 17.7 | 2\% | 7\% |
| Commercial real estate | 5.0 | 5.0 | (1) | 5.1 | 5.0 | 4.9 | 2 | 4 |
| Total commercial | 23.3 | 22.2 | 5 | 24.0 | 23.5 | 22.6 | 2 | 6 |
| Automobile | 7.7 | 5.7 | 35 | 8.5 | 8.0 | 6.5 | 6 | 31 |
| Home equity | 8.4 | 8.3 | 1 | 8.5 | 8.4 | 8.3 | - | 1 |
| Residential mortgage | 5.6 | 5.2 | 8 | 5.8 | 5.7 | 5.3 | - | 8 |
| Other consumer | 0.4 | 0.4 | (9) | 0.4 | 0.4 | 0.4 | 4 | 7 |
| Total consumer | 22.1 | 19.6 | 13 | 23.1 | 22.6 | 20.6 | 2 | 12 |
| Total loans and leases | 45.4 | 41.8 | 9 | 47.1 | 46.1 | 43.1 | 2 | 9 |
| Total securities | 11.9 | 9.2 | 29 | 12.5 | 12.2 | 9.5 | 2 | 31 |
| Held-for-sale and other earning assets | 0.4 | 0.6 | (31) | 0.5 | 0.4 | 0.4 | 6 | 17 |
| Total earning assets | \$57.7 | \$51.6 | 12\% | \$ 60.0 | \$ 58.7 | \$ 53.0 | 2\% | 13\% |

See Page 6 \& 16 of Quarterly Financial Supplement for additional detail.
Average earning assets for the 2014 fourth quarter increased $\$ 7.0$ billion, or $13 \%$, from the year-ago quarter, driven by:

- $\quad \$ 3.0$ billion, or $31 \%$, increase in average securities, reflecting an increase of $\$ 1.5$ billion of Liquidity Coverage Ratio (LCR) Level 1 qualified securities and $\$ 1.3$ billion of direct purchase municipal instruments, which at the end of the year-ago quarter $\$ 0.6$ billion were reclassified from Commercial and Industrial (C\&I) loans.
- $\quad \$ 2.0$ billion, or $31 \%$, increase in average Automobile loans, as originations remained strong.
- $\quad \$ 1.2$ billion, or $7 \%$, increase in average C\&I loans and leases, primarily reflecting growth in trade finance in support of our middle market and corporate customers.
- $\$ 0.4$ billion, or $8 \%$, increase in average Residential mortgage loans as a result of the Camco acquisition and a decrease in the rate of payoffs due to lower levels of refinancing.

Table 5 - Average Liabilities - Focus on Core Customer Relationships and Reducing Funding Costs Continues to Drive Shift in Funding Mix

| (in billions) | $\begin{aligned} & 2014 \\ & \hline \text { Full } \\ & \text { Year } \\ & \hline \end{aligned}$ | $\begin{aligned} & 2013 \\ & \hline \text { Full } \\ & \text { Year } \\ & \hline \end{aligned}$ | YOY <br> Change | 2014 |  | $\begin{aligned} & \frac{2013}{\text { Fourth }} \\ & \text { Quarter } \end{aligned}$ | Change (\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Fourth | Third |  |  |  |
|  |  |  |  | Quarter | Quarter |  | LQ | $\underline{Y O Y}$ |
| Average Deposits |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$14.0 | \$12.9 | 9\% | \$ 15.2 | \$ 14.1 | \$ 13.3 | 8\% | 14\% |
| Demand deposits - interest bearing | 5.9 | 5.9 | 1 | 5.9 | 5.9 | 5.8 | 1 | 3 |
| Total demand deposits | 19.9 | 18.7 | 6 | 21.1 | 20.0 | 19.1 | 6 | 11 |
| Money market deposits | 17.9 | 15.7 | 14 | 18.4 | 17.9 | 16.8 | 3 | 9 |
| Savings and other domestic deposits | 5.0 | 5.0 | - | 5.1 | 5.0 | 4.9 | 1 | 3 |
| Core certificates of deposit | 3.3 | 4.5 | (27) | 3.1 | 3.2 | 3.9 | (3) | (22) |
| Total core deposits | 46.1 | 44.0 | 5 | 47.6 | 46.1 | 44.7 | 3 | 6 |
| Other domestic deposits of \$250,000 or more | 0.2 | 0.3 | (21) | 0.2 | 0.2 | 0.3 | (10) | (27) |
| Brokered deposits and negotiable CDs | 2.1 | 1.6 | 33 | 2.4 | 2.3 | 1.4 | 8 | 74 |
| Other deposits | 0.4 | 0.3 | 8 | 0.5 | 0.4 | 0.4 | 28 | 35 |
| Total deposits | 48.9 | 46.2 | 6 | 50.8 | 49.0 | 46.8 | 4 | 9 |
| Short and long-term borrowings | 6.3 | 3.1 | 104 | 6.6 | 7.2 | 3.7 | (7) | 78 |
| Total Interest-bearing liabilities | \$41.2 | \$36.4 | 13\% | \$ 42.2 | \$ 42.0 | \$ 37.2 | $=$ = $\%$ | 14\% |

See Page 6 \& 16 of Quarterly Financial Supplement for additional detail.
Average total core deposits for the 2014 fourth quarter increased $\$ 2.9$ billion, or $6 \%$, from the year-ago quarter, of which $\$ 1.1$ billion were acquired deposits. Noninterest bearing deposits increased $\$ 1.8$ billion, or $14 \%$. Average interest-bearing liabilities increased $\$ 5.1$ billion, or $14 \%$, from the year-ago quarter, reflecting:

- $\quad \$ 2.9$ billion, or $78 \%$, increase in short- and long-term borrowings, primarily reflecting a cost-effective method of funding incremental LCR related securities growth.
- $\quad \$ 1.6$ billion, or $9 \%$, increase in money market deposits, reflecting the strategic focus on customer growth and increased share-of-wallet among both consumer and commercial customers.
- $\quad \$ 1.0$ billion, or $74 \%$, increase in brokered deposits and negotiated CDs, which were used to efficiently finance balance sheet growth while continuing to manage the overall cost of funds.

Partially offset by:

- $\quad \$ 0.9$ billion, or $22 \%$, decrease in average core certificates of deposit due to the strategic focus on changing the funding sources to no-cost demand deposits and lower-cost money market deposits.

Compared to the 2014 third quarter, average noninterest bearing deposits increased $\$ 1.1$ billion, or $31 \%$ annualized, while average short- and long-term borrowings decreased by $\$ 0.5$ billion, or $29 \%$ annualized.

## Noninterest Income

## Table 6 - Noninterest Income

|  | 2014 |  | 2013 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full |  | Full | YOY | Fourth | Third | Fourth | Chang |  |
| (in millions) | Year |  | Year | Change | Quarter | Quarter | Quarter | LQ | YOY |
| Noninterest Income |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$273.7 |  | 271.8 | 1\% | \$ 67.4 | \$ 69.1 | \$ 70.0 | (2)\% | (4)\% |
| Trust services | 116.0 |  | 123.0 | (6) | 28.8 | 28.0 | 30.7 | 3 | (6) |
| Electronic Banking | 105.4 |  | 92.6 | 14 | 28.0 | 27.3 | 24.3 | 3 | 15 |
| Mortgage banking income | 84.9 |  | 126.9 | (33) | 14.0 | 25.1 | 24.3 | (44) | (42) |
| Brokerage Income | 68.3 |  | 69.6 | (2) | 16.1 | 17.2 | 15.2 | (6) | 6 |
| Insurance income | 65.5 |  | 69.3 | (5) | 16.3 | 16.7 | 15.6 | (3) | 4 |
| Bank owned life insurance income | 57.0 |  | 56.4 | ) | 15.0 | 14.9 | 13.8 | 1 | 8 |
| Capital markets fees | 43.7 |  | 45.2 | (3) | 13.8 | 10.2 | 12.3 | 35 | 12 |
| Gain on sale of loans | 21.1 |  | 18.2 | 16 | 5.4 | 8.2 | 7.1 | (34) | (24) |
| Securities (losses) gains | 17.6 |  | 0.4 | 4100 | (0.1) | 0.2 | 1.2 | (153) | (108) |
| Other income | 126.0 |  | 138.8 | (9) | 28.7 | 30.4 | 35.4 | (6) | (19) |
| Total noninterest income | \$979.2 |  | $\underline{\text { 1,012.2 }}$ | (3) $\%$ | \$233.3 | \$247.3 | \$249.9 | (6) $\%$ | (7) $\%$ |

Noninterest income for the 2014 fourth quarter decreased $\$ 17$ million, or $7 \%$, from the year-ago quarter, primarily reflecting:

- $\$ 10$ million, or $42 \%$, decrease in mortgage banking income primarily related to the $\$ 6$ million impact of net MSR hedging activity.
- $\quad \$ 7$ million, or $19 \%$, decrease in other income, primarily related to lower fees associated with commercial loan activity.
- $\quad \$ 3$ million, or $4 \%$, decrease in service charges on deposit accounts, reflecting the late July 2014 implementation of changes in consumer products that were partially offset by a $10 \%$ increase in consumer households and changing customer usage patterns.

Partially offset by:

- $\quad \$ 4$ million, or $15 \%$, increase in electronic banking due to higher card related income and underlying customer growth.

Compared to the 2014 third quarter, noninterest income decreased $\$ 14$ million, or $6 \%$, primarily related to a similar decline in mortgage banking income.

## Noninterest Expense (see Basis of Presentation)

Table 7 - Noninterest Expense from Continuing Operations (GAAP)

| (in millions) | $\begin{aligned} & 2014 \\ & \hline \text { Full } \\ & \text { Year } \\ & \hline \end{aligned}$ | 2013 | $\begin{gathered} \text { YOY } \\ \text { Change } \end{gathered}$ | 2014 |  | $\begin{gathered} \frac{2013}{\text { Fourth }} \\ \text { Quarter } \end{gathered}$ | Change \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full |  | Fourth | Third |  |  |  |
|  |  | Year |  | Quarter | Quarter |  | LQ | $\underline{\text { YOY }}$ |
| Noninterest Expense |  |  |  |  |  |  |  |  |
| Personnel costs | \$1,048.8 | \$1,001.6 | 5\% | \$263.3 | \$275.4 | \$249.6 | (4)\% | 6\% |
| Outside data processing and other services | 212.6 | 199.5 | 7 | 53.7 | 53.1 | 51.1 | 1 | 5 |
| Net occupancy | 128.1 | 125.3 | 2 | 31.6 | 34.4 | 32.0 | (8) | (1) |
| Equipment | 119.7 | 106.8 | 12 | 32.0 | 30.2 | 28.8 | 6 | 11 |
| Professional services | 59.6 | 40.6 | 47 | 15.7 | 13.8 | 11.6 | 14 | 35 |
| Marketing | 50.6 | 51.2 | (1) | 12.5 | 12.6 | 13.7 | (1) | (9) |
| Deposit and other insurance expense | 49.0 | 50.2 | (2) | 13.1 | 11.6 | 10.1 | 13 | 30 |
| Amortization of intangibles | 39.3 | 41.4 | (5) | 10.7 | 9.8 | 10.3 | 9 | 3 |
| Other expense | 174.8 | 141.4 | 24 | 50.9 | 39.5 | 39.0 | . 29 | 31 |
| Total noninterest expense | \$1,882.3 | \$1,758.0 | 7\% | \$ 483.3 | \$480.3 | \$446.0 | 1\% | $8 \%$ |
| (in thousands) |  |  |  |  |  |  |  |  |
| Number of employees (Average full-time equivalent) | 11.9 | 11.8 | 0.9 | 11.9 | 11.9 | 11.8 | (1)\% | 1\% |

## Table 8 - Impacts of Significant Items:

| (in millions) | $\begin{aligned} & 2014 \\ & \hline \text { Full } \\ & \text { Year } \end{aligned}$ | $\begin{aligned} & 2013 \\ & \hline \text { Full } \\ & \text { Year } \\ & \hline \end{aligned}$ | YOY <br> Change | 2014 |  | $\begin{gathered} \frac{2013}{\text { Fourth }} \\ \text { Quarter } \end{gathered}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Fourth Quarter | Third Quarter |  |  |  |
|  |  |  |  |  |  |  | LQ | YOY |
| Noninterest Expense |  |  |  |  |  |  |  |  |
| Personnel costs | \$19.8 | \$(27.2) | \$ 47.1 | \$ 2.2 | \$ 15.3 | \$ 0.1 | \$(13.2) | \$ 2.1 |
| Outside data processing and other services | 5.5 | 1.4 | 4.2 | 0.3 | 0.3 | 0.9 | 0.0 | (0.6) |
| Net occupancy | 11.2 | 12.1 | (1.0) | 4.1 | 5.2 | 4.2 | (1.1) | (0.0) |
| Equipment | 2.2 | 2.4 | (0.1) | 2.0 | 0.1 | 0.8 | 1.9 | 1.2 |
| Professional services | 2.2 | - | 2.2 | - | 0.0 | - | 0.0 | - |
| Marketing | 1.4 | - | 1.4 | 0.0 | 0.8 | - | (0.8) | - |
| Other expense | 23.1 | 1.0 | 22.2 | 11.6 | 1.1 | 1.0 | 10.6 | 10.7 |
| Total noninterest expense | \$65.5 | \$(10.5) | \$ 75.9 | \$ 20.3 | \$ 22.8 | \$ 6.9 | \$ (2.5) | \$13.4 |

## Table 9 - Adjusted Noninterest Expense (Non-GAAP):

|  | 2014 | 2013 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full | Full | YOY | Fourth | Third | Fourth | Cha | e \% |
| (in millions) | Year | Year | Change | Quarter | Quarter | Quarter | LQ | $\underline{\mathrm{YOY}}$ |
| Noninterest Expense |  |  |  |  |  |  |  |  |
| Personnel costs | \$1,028.9 | \$1,028.9 | 0\% | \$ 261.1 | \$260.1 | \$249.5 | 0\% | 5\% |
| Outside data processing and other services | 207.1 | 198.2 | 4 | 53.4 | 52.8 | 50.2 | 1 | 6 |
| Net occupancy | 116.9 | 113.2 | 3 | 27.4 | 29.2 | 27.8 | (6) | (1) |
| Equipment | 117.4 | 104.4 | 12 | 30.0 | 30.1 | 27.9 | (0) | 7 |
| Professional services | 57.3 | 40.6 | 41 | 15.7 | 13.8 | 11.6 | 14 | 35 |
| Marketing | 49.2 | 51.2 | (4) | 12.5 | 11.8 | 13.7 | 6 | (9) |
| Deposit and other insurance expense | 49.0 | 50.2 | (2) | 13.1 | 11.6 | 10.1 | 13 | 30 |
| Amortization of intangibles | 39.3 | 41.4 | (5) | 10.7 | 9.8 | 10.3 | 9 | 3 |
| Other expense | 151.7 | 140.4 | 8 | 39.2 | 38.4 | 38.0 | 2 | 3 |
| Total noninterest expense | \$1,816.9 | \$1,768.5 | 3\% | \$ 463.0 | \$457.5 | \$439.1 | 1\% | 5\% |

Reported noninterest expense for the 2014 fourth quarter increased $\$ 37$ million, or $8 \%$, from the year-ago quarter. Excluding the impact of Significant Items, noninterest expense increased $\$ 24$ million, or $5 \%$. Changes in reported noninterest expense primarily reflect:

- $\$ 14$ million, or $6 \%$, increase in personnel costs. Excluding the impact of Significant Items, personnel costs increased $\$ 12$ million, or $5 \%$, primarily related to a $\$ 9$ million increase in salaries reflecting $1 \%$ increase in the number of full-time equivalent employees and a $\$ 4$ million increase in health insurance costs.
- $\$ 12$ million, or $31 \%$, increase in other expense. Excluding the impact of Significant Items, other expenses increased $\$ 1$ million, or $3 \%$.
- $\$ 4$ million, or $35 \%$, increase in professional services, reflecting an increase in outside consultant expenses and legal services.
- $\$ 3$ million, or $11 \%$, increase in equipment. Excluding the impact of Significant Items, equipment expenses increased $\$ 2$ million, or $7 \%$, primarily reflecting higher depreciation expense.

Noninterest expense increased $\$ 3$ million, or less than $1 \%$, from the 2014 third quarter. When adjusting for the $\$ 20$ million of Significant Items in the 2014 fourth quarter and the $\$ 23$ million of Significant Items in the 2014 third quarter, noninterest expense increased $\$ 5$ million. On a reported basis, personnel costs decreased $\$ 12$ million, or $4 \%$, reflecting the prior quarter's franchise repositioning actions. Other expense increased $\$ 11$ million, or $29 \%$, reflecting the current quarter's $\$ 12$ million net increase to litigation reserves.

## Credit Quality

Table 10 - Summary Credit Quality Metrics

| (\$ in thousands) | 2014 |  |  |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 | Sep. 30 | Jun. 30 | Mar. 31 | Dec. 31 |
| Total nonaccrual loans and leases | $\overline{\text { \$300,244 }}$ | \$325,765 | \$324,957 | \$327,158 | \$322,056 |
| Total other real estate, net | 35,039 | 36,270 | 34,695 | 35,691 | 27,664 |
| Other NPAs (1) | 2,440 | 2,440 | 2,440 | 2,440 | 2,440 |
| Total nonperforming assets | \$337,723 | \$364,475 | \$362,092 | \$365,289 | \$352,160 |
| Accruing loans and leases past due 90 days or more | 75,469 | 87,348 | 85,367 | 98,412 | 76,209 |
| NPAs + accruing loans and lease past due 90 days or more | \$413,192 | \$451,823 | \$447,459 | \$463,701 | \$428,369 |
| NAL ratio (2) | 0.63\% | 0.70\% | 0.71\% | 0.74\% | 0.75\% |
| NPA ratio (3) | 0.71 | 0.78 | 0.79 | 0.82 | 0.82 |
| (NPAs +90 days)/(Loans+OREO) | 0.98 | 1.08 | 1.08 | 1.17 | 1.20 |
| Provision for credit losses | \$ 2,494 | \$ 24,480 | \$ 29,385 | \$ 24,630 | \$ 24,331 |
| Net charge-offs | 22,975 | 30,023 | 28,643 | 42,986 | 46,447 |
| Net charge-offs / Average total loans | 0.20\% | 0.26\% | 0.25\% | 0.40\% | 0.43\% |
| Allowance for loans and lease losses | \$605,196 | \$631,036 | \$635,101 | \$631,918 | \$647,870 |
| Allowance for unfunded loan commitments and letters of credit | 60,806 | 55,449 | 56,927 | 59,368 | 62,899 |
| Allowance for credit losses (ACL) | \$666,002 | \$686,485 | \$692,028 | \$691,286 | \$710,769 |
| ACL as a \% of: |  |  |  |  |  |
| Total loans and leases | 1.40\% | 1.47\% | 1.50\% | 1.56\% | 1.65\% |
| NALs | 222 | 211 | 213 | 211 | 221 |
| NPAs | 197 | 188 | 191 | 191 | 202 |

(1) Other nonperforming assets includes certain impaired investment securities.
(2) Total NALs as a \% of total loans and leases.
(3) Total NPAs as a \% of sum of loans and leases, impaired loans held for sale, and net other real estate.

See Pages 11-14 \& 21-24 of Quarterly Financial Supplement for additional detail.
Nonaccrual loans and leases (NALs) decreased $\$ 22$ million, or $7 \%$, compared to a year ago to $\$ 300$ million, or $0.63 \%$ of total loans and leases. Nonperforming assets (NPAs) decreased $\$ 14$ million, or $4 \%$, to $\$ 338$ million, or $0.71 \%$ of total loans and leases, OREO, and other NPAs.

The provision for credit losses decreased $\$ 22$ million to $\$ 2$ million in the 2014 fourth quarter reflecting the current quarter's higher-than-expected level of commercial recoveries and $19 \%$ decrease in NALs within the CRE portfolio. Net charge-offs (NCOs) decreased to $\$ 23$ million with less than $\$ 1$ million of NCOs within the total commercial portfolio. NCOs equated to an annualized $0.20 \%$ of average loans and leases in the current quarter compared to $0.26 \%$ and $0.43 \%$ in the prior and year-ago quarters, respectively.

The period-end allowance for credit losses (ACL) as a percentage of total loans and leases decreased to $1.40 \%$ from $1.65 \%$ a year ago, while the ACL as a percentage of period-end total NALs remained consistent at $222 \%$.

## Capital

## Table 11 - Capital Ratios

| (in millions) | 2014 |  |  |  | $\frac{2013}{\text { Dec. } 31,}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31 | Sep. 30 | Jun. 30 | Mar. 31 |  |
| Tangible common equity / tangible assets ratio | 8.17\% | 8.35\% | 8.38\% | 8.63\% | 8.82\% |
| Tier 1 common risk-based capital ratio | 10.23\% | 10.31\% | 10.26\% | 10.60\% | 10.90\% |
| Regulatory Tier 1 risk-based capital ratio | 11.50\% | 11.61\% | 11.56\% | 11.95\% | 12.28\% |
| Excess over 6.0\% (l) | \$ 2,996 | \$ 2,987 | \$ 2,949 | \$ 3,042 | \$ 3,121 |
| Regulatory Total risk-based capital ratio | 13.56\% | 13.72\% | 13.67\% | 14.13\% | 14.57\% |
| Excess over 10.0\% (1) | \$ 1,939 | \$ 1,980 | \$ 1,946 | \$ 2,111 | \$ 2,271 |
| Total risk-weighted assets | \$54,479 | \$53,239 | \$53,035 | \$51,120 | \$49,690 |

(1) "Well-capitalized" regulatory threshold

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

The tangible common equity to tangible assets ratio at December 31, 2014, was $8.17 \%$, down 65 basis points from a year ago. Tier 1 common risk-based capital ratio was $10.23 \%$, down from $10.90 \%$ a year ago. The regulatory Tier 1 risk-based capital ratio was $11.50 \%$, down from $12.28 \%$ a year ago. Huntington estimates the negative impact to Tier 1 common risk-based capital from the 2015 first quarter implementation of the Federal Reserve's revised Basel III capital rules will be approximately 40 basis points on a fully phased-in basis.

The decreases in the capital ratios were due to balance sheet growth and share repurchases that were partially offset by increased retained earnings and the stock issued in the Camco acquisition. Specifically, all capital ratios were impacted by the repurchase of 35.7 million common shares over the last four quarters, 3.6 million of which were repurchased during the 2014 fourth quarter. This decrease was offset partially by the increase in retained earnings, as well as the issuance of 8.7 million common shares in the Camco acquisition.

## Income Taxes

The provision for income taxes in the 2014 fourth quarter was $\$ 57$ million and $\$ 52$ million in the 2013 fourth quarter. The effective tax rates for the 2014 fourth quarter and 2013 fourth quarter were $25.9 \%$ and $24.8 \%$, respectively. At December 31, 2014, we had a net federal deferred tax asset of $\$ 72.1$ million and a net state deferred tax asset of $\$ 45.3$ million. As of December 31, 2014 and December 31, 2013, there was no disallowed deferred tax asset for regulatory capital purposes.

## Expectations - 2015

"As we move into 2015, customer activity is strong, pipelines are stable, and our balance sheet is well positioned. We anticipate economic growth throughout the year. We built our plan with an assumption of no change in interest rates and with the contingent flexibility to quickly adjust to an evolving operating environment," said Steinour. "We remain committed to investing in the business, disciplined expense control, and delivering full-year positive operating leverage."

Excluding Significant Items and net MSR activity, we expect to deliver positive operating leverage in 2015 with revenue growth exceeding noninterest expense growth of $2-4 \%$.

Overall, asset quality metrics are expected to remain near current levels, although moderate quarterly volatility also is expected, given the absolute low level of problem assets and credit costs. We anticipate NCOs will remain within or below our long-term normalized range of 35 to 55 basis points.

The effective tax rate for 2015 is expected to be in the range of $25 \%$ to $28 \%$.

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on January 22, 2015, at 10:00 a.m. (Eastern Standard Time). The call may be accessed via a live Internet webcast at the Investor Relations section of Huntington's web site, www.huntington.com, or through a dial-in telephone number at (877) 684-3807; Conference ID\# 51410831. Slides will be available the Investor Relations section of Huntington's web site 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. A telephone replay will be available approximately two hours after the completion of the call through January 31,2015 at (855) 859-2056 or (404) 537-3406; conference ID\# 51410831.

Please see the 2014 Fourth Quarter Quarterly Financial Supplement for additional detailed financial performance metrics. This document can be found at the Investor Relations section of Huntington's web site, www.huntington.com.

## 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 general economic, political, or industry conditions; uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board; volatility and disruptions in global capital and credit markets; (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, and interpretations, including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Basel III regulatory capital reforms, as well as those involving the OCC, Federal Reserve, FDIC, 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 2013 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.

## J.D. Power Disclaimer

Huntington National Bank received the highest numerical score in the midwest region in the proprietary J.D. Power 2014 Small Business Banking Satisfaction StudySM. Study based on 8,996 total responses, measuring 9 financial institutions in the midwest region (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI) and measures opinions of small business customers with annual revenues from $\$ 100,000$ to $\$ 10$ million. Proprietary study results are based on experiences and perceptions of customers surveyed in JulySeptember 2014. Your experiences may vary. Visit jdpower.com

Huntington National Bank received the highest numerical score among retail banks in the North Central region in the proprietary J.D. Power 2014 Retail Banking Satisfaction StudySM. Study based on 80,445 total responses measuring 25 providers in the North Central region (IN, KY, MI, OH \& WV) and measures opinions of consumers with their primary banking provider. Proprietary study results are based on experiences and perceptions of consumers surveyed January 2014. Your experiences may vary. Visit jdpower.com.

## 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 release, 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 2013 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 $\$ 66$ billion asset regional bank holding company headquartered in Columbus, Ohio. The Huntington National Bank, founded in 1866, and its affiliates provide 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 retail 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 1,500 ATMs. Through automotive dealership relationships within its six-state retail banking franchise area and selected other Midwest and Northeast 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> December 2014

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## Notes:

The preparation of financial statement data in conformity with accounting principles generally accepted in the United States (GAAP) 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 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 the related press release in their entirety, and not to rely on any single financial measure. Basel III Tier 1 common capital ratio estimates are based on management's current interpretation, expectations, and understanding of the final U.S. Basel III rules adopted by the Federal Reserve Board and released on July 2, 2013.

## Huntington Bancshares Incorporated

## Quarterly Key Statistics(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2014 |  |  |  | $\frac{2013}{\text { Fourth }}$ |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  |  |  | $\frac{3 Q 14}{2 \%}$ | 4Q13 |
| Net interest income | \$ | 473,252 | \$ | 466,335 | 430,649 |  |  | 10\% |
| Provision for credit losses |  | 2,494 |  | 24,480 |  | 24,331 | (90) | (90) |
| Noninterest income |  | 233,278 |  | 247,349 |  | 249,892 | (6) | (7) |
| Noninterest expense |  | 483,271 |  | 480,318 |  | 446,009 | 1 | 8 |
| Income before income taxes |  | 220,765 |  | 208,886 |  | 210,201 | 6 | 5 |
| Provision for income taxes |  | 57,151 |  | 53,870 |  | 52,029 | 6 | 10 |
| Net income | \$ | 163,614 | \$ | 155,016 | \$ | 158,172 | 6\% | 3\% |
| Dividends on preferred shares |  | 7,963 |  | 7,964 |  | 7,965 | - | - |
| Net income applicable to common shares | \$ | 155,651 | \$ | 147,052 | \$ | 150,207 | 6\% | $4 \%$ |
| Net income per common share-diluted | \$ | 0.19 | \$ | 0.18 | \$ | 0.18 | 6\% | 6\% |
| Cash dividends declared per common share |  | 0.06 |  | 0.05 |  | 0.05 | 20 | 20 |
| Book value per common share at end of period |  | 7.32 |  | 7.24 |  | 6.86 | 1 | 7 |
| Tangible book value per common share at end of period |  | 6.62 |  | 6.53 |  | 6.26 | 1 | 6 |
| Average common shares-basic |  | 811,967 |  | 816,497 |  | 830,590 | (1) | (2) |
| Average common shares-diluted |  | 825,338 |  | 829,623 |  | 842,324 | (1) | (2) |
| Return on average assets |  | 1.00\% |  | 0.97\% |  | 1.09\% |  |  |
| Return on average common shareholders' equity |  | 10.3 |  | 9.9 |  | 10.5 |  |  |
| Return on average tangible common shareholders' <br> equity(2) $11.9$ |  |  |  |  |  |  |  |  |
| Net interest margin(3) |  | 3.18 |  | 3.20 |  | 3.28 |  |  |
| Efficiency ratio(4) |  | 66.2 |  | 65.3 |  | 63.4 |  |  |
| Noninterest Income/Total Revenue |  | 32.7 |  | 34.3 |  | 36.3 |  |  |
| Effective tax rate |  | 25.9 |  | 25.8 |  | 24.8 |  |  |
| Average loans and leases |  | 7,091,643 |  | 6,112,829 |  | 3,138,336 | 2 | 9 |
| Average loans and leases-linked quarter annualized growth rate |  | 8.5\% |  | 9.7\% |  | 10.9\% |  |  |
| Average earning assets |  | 0,009,528 |  | 8,707,474 |  | 3,011,850 | 2 | 13 |
| Average total assets |  | 4,931,767 |  | 3,472,782 |  | 7,648,191 | 2 | 13 |
| Average core deposits(5) |  | 7,637,501 |  | 6,118,771 |  | 4,747,659 | 3 | 6 |
| Average core deposits-linked quarter annualized growth rate |  | 13.2\% |  | 4.5\% |  | 8.9\% |  |  |
| Average shareholders' equity |  | 6,374,331 |  | 6,292,157 |  | 6,055,738 | 1 | 5 |
| Total assets at end of period |  | 6,298,010 |  | 4,330,629 |  | 9,467,174 | 3 | 11 |
| Total shareholders' equity at end of period |  | 6,328,170 |  | 6,284,210 |  | 6,090,153 | 1 | 4 |
| Net charge-offs (NCOs) |  | 22,975 |  | 30,023 |  | 46,447 | (24) | (51) |
| NCOs as a \% of average loans and leases |  | 0.20\% |  | 0.26\% |  | 0.43\% |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 300,244 | \$ | 325,765 | \$ | 322,056 | (8) | (7) |
| NAL ratio |  | 0.63\% |  | 0.70\% |  | 0.75\% |  |  |
| Nonperforming assets (NPAs)(6) | \$ | 337,723 | \$ | 364,475 | \$ | 352,160 | (7) | (4) |
| NPA ratio(6) <br> Allowance for loan and lease losses (ALLL) as a $\%$ of total loans and leases at the end of period |  | 0.71\% |  | 0.78\% |  | 0.82\% | (9) | (13) |
|  |  | 1.27 |  | 1.35 |  | 1.50 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a $\%$ of total loans and leases at the end of period |  | 1.40 |  | 1.47 |  | 1.65 |  |  |
| ACL as a \% of NALs |  | 222 |  | 211 |  | 221 |  |  |
| ACL as a \% of NPAs |  | 197 |  | 188 |  | 202 |  |  |
| Tier 1 leverage ratio(7) |  | 9.74 |  | 9.83 |  | 10.67 |  |  |
| Tier 1 common risk-based capital ratio(7) |  | 10.23 |  | 10.31 |  | 10.90 |  |  |
| Tier 1 risk-based capital ratio(7) |  | 11.50 |  | 11.61 |  | 12.28 |  |  |
| Total risk-based capital ratio(7) |  | 13.56 |  | 13.72 |  | 14.57 |  |  |
| Tangible common equity / risk-weighted assets ratio ${ }^{8}$ ) |  | 8.17 |  | 8.35 |  | 8.82 |  |  |

See Notes to the Quarterly Key Statistics.

## Huntington Bancshares Incorporated

## Annual Key Statistics(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Year Ended December 31, |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | Amount | Percent |
| Net interest income | \$ 1,837,141 | \$ 1,704,608 | \$ 132,533 | 8\% |
| Provision for credit losses | 80,989 | 90,045 | $(9,056)$ | (10) |
| Noninterest income | 979,179 | 1,012,196 | $(33,017)$ | (3) |
| Noninterest expense | 1,882,346 | 1,758,003 | 124,343 | 7 |
| Income before income taxes | 852,985 | 868,756 | $(15,771)$ | (2) |
| Provision for income taxes | 220,593 | 227,474 | $(6,881)$ | (3) |
| Net Income | \$ 632,392 | \$ 641,282 | $\underline{\$(8,890})$ | (1) $\%$ |
| Dividends on preferred shares | 31,854 | 31,869 | (15) | - |
| Net income applicable to common shares | $\$$ \$ 600,538 | \$ 609,413 | $\$ \underline{(8,875)}$ | (1) $\%$ |
| Net income per common share-diluted | \$ 0.72 | \$ 0.72 | \$ | - \% |
| Cash dividends declared per common share | 0.21 | 0.19 | 0.02 | 11 |
| Average common shares-basic | 819,917 | 834,205 | $(14,288)$ | (2) |
| Average common shares-diluted | 833,081 | 843,974 | $(10,893)$ | (1) |
| Return on average assets | 1.01\% | 1.14\% |  |  |
| Return on average common shareholders' equity | 10.2 | 11.0 |  |  |
| Return on average tangible common shareholders' equity(2) | 11.8 | 12.7 |  |  |
| Net interest margin(3) | 3.23 | 3.36 |  |  |
| Efficiency ratio ${ }^{(4)}$ | 65.1 | 62.6 |  |  |
| Noninterest Income/Total Revenue | 34.4 | 36.9 |  |  |
| Effective tax rate | 25.9 | 26.2 |  |  |
| Average loans and leases | \$45,424,872 | \$41,825,842 | \$3,599,030 | 9\% |
| Average earning assets | 57,705,358 | 51,598,472 | 6,106,886 | 12 |
| Average total assets | 62,498,880 | 56,299,313 | 6,199,567 | 11 |
| Average core deposits(5) | 46,147,109 | 43,978,894 | 2,168,215 | 5 |
| Average shareholders' equity | 6,269,884 | 5,914,914 | 354,970 | 6 |
| Net charge-offs (NCOs) | 124,627 | 188,666 | $(64,039)$ | (34) |
| NCOs as a \% of average loans and leases | 0.27\% | 0.45\% | (0.18) | (39) |

[^1]
## Key Statistics Footnotes

(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.
(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) December 31, 2014, 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) | 2014 |  |  |  | $\frac{2013}{\text { December 31, }}$ |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, <br> (Unaudited) |  | September 30, |  |  |  | 3Q14 | 4Q13 |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,220,565 | \$ | 879,862 | \$ | 1,001,132 | 39\% | 22\% |
| Interest-bearing deposits in banks |  | 64,559 |  | 72,898 |  | 57,043 | (11) | 13 |
| Trading account securities |  | 42,191 |  | 66,460 |  | 35,573 | (37) | 19 |
| Loans held for sale |  | 416,327 |  | 410,932 |  | 326,212 | 1 | 28 |
| Available-for-sale and other securities |  | 9,384,670 |  | 8,721,804 |  | 7,308,753 | 8 | 28 |
| Held-to-maturity securities |  | 3,379,905 |  | 3,496,493 |  | 3,836,667 | (3) | (12) |
| Loans and leases(1) |  | 47,655,726 |  | 46,723,374 |  | 43,120,500 | 2 | 11 |
| Allowance for loan and lease losses |  | $(605,196)$ |  | (631,036) |  | $(647,870)$ | (4) | (7) |
| Net loans and leases |  | 47,050,530 |  | 46,092,338 |  | 42,472,630 | 2 | 11 |
| Bank owned life insurance |  | 1,718,436 |  | 1,703,692 |  | 1,647,170 | 1 | 4 |
| Premises and equipment |  | 616,407 |  | 613,214 |  | 634,657 | 1 | (3) |
| Goodwill |  | 522,541 |  | 522,541 |  | 444,268 | - | 18 |
| Other intangible assets |  | 74,671 |  | 85,324 |  | 93,193 | (12) | (20) |
| Accrued income and other assets |  | 1,807,208 |  | 1,665,071 |  | 1,609,876 | 9 | 12 |
| Total assets | \$ | 66,298,010 | \$ | 64,330,629 | \$ | 59,467,174 | 3\% | 11\% |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits(2) | \$ | 51,732,151 | \$ | 50,129,837 | \$ | 47,506,718 | 3\% | 9\% |
| Short-term borrowings |  | 2,397,101 |  | 3,180,938 |  | 2,352,143 | (25) | 2 |
| Long-term debt |  | 4,335,962 |  | 3,574,588 |  | 2,458,272 | 21 | 76 |
| Accrued expenses and other liabilities |  | 1,504,626 |  | 1,161,056 |  | 1,059,888 | 30 | 42 |
| Total liabilities |  | 59,969,840 |  | 58,046,419 |  | 53,377,021 | 3 | 12 |
| Shareholder's equity |  |  |  |  |  |  |  |  |
| Preferred stock-authorized $6,617,808$ shares- Series A, $8.50 \%$ fixed rate, non-cumulative perpetual convertible preferred stock, par value of $\$ 0.01$, and liquidation value per share of $\$ 1,000$ |  | 362,507 |  | 362,507 |  | 362,507 | - | - |
| Series B, floating rate, non-voting, non-cumulative perpetual preferred stock, par value of $\$ 0.01$, and liquidation value per share of $\$ 1,000$ |  | 23,785 |  | 23,785 |  | 23,785 | - | - |
| Common stock-Par value of \$0.01 |  | 8,131 |  | 8,161 |  | 8,322 | - | (2) |
| Capital surplus |  | 7,221,745 |  | 7,243,879 |  | 7,398,515 | - | (2) |
| Less treasury shares, at cost |  | $(13,382)$ |  | $(12,938)$ |  | $(9,643)$ | 3 | 39 |
| Accumulated other comprehensive loss |  | $(222,292)$ |  | $(182,016)$ |  | $(214,009)$ | 22 | 4 |
| Retained (deficit) earnings |  | $(1,052,324)$ |  | $(1,159,168)$ |  | $(1,479,324)$ | (9) | (29) |
| Total shareholders' equity |  | 6,328,170 |  | 6,284,210 |  | 6,090,153 | 1 | 4 |
| Total liabilities and shareholders' equity | \$ | 66,298,010 | \$ | 64,330,629 | \$ | 59,467,174 | 3\% | 11\% |
| Common shares authorized (par value |  |  |  |  |  |  |  |  |
| Common shares issued |  | 813,136,321 |  | 816,091,946 |  | 832,217,098 |  |  |
| Common shares outstanding |  | 811,454,676 |  | 814,453,953 |  | 830,963,427 |  |  |
| Treasury shares outstanding |  | 1,681,645 |  | 1,637,993 |  | 1,253,671 |  |  |
| Preferred shares issued |  | 1,967,071 |  | 1,967,071 |  | 1,967,071 |  |  |
| Preferred shares outstanding |  | 398,007 |  | 398,007 |  | 398,007 |  |  |

[^2]Huntington Bancshares Incorporated

## Loans and Leases Composition

(Unaudited)

| (dollar amounts in millions) | 2014 |  |  |  |  |  |  |  | 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  | September 30, |  | June 30, |  | March 31, |  | December 31, |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Commercial:(1) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$19,033 | 40\% | \$18,791 | 40\% | \$18,899 | 41\% | \$18,046 | 41\% | \$17,594 | 41\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 875 | 2 | 850 | 2 | 757 | 2 | 692 | 2 | 557 | 1 |
| Commercial | 4,322 | 9 | 4,141 | 9 | 4,233 | 9 | 4,339 | 10 | 4,293 | 10 |
| Commercial real estate | 5,197 | 11 | 4,991 | 11 | 4,990 | 11 | 5,031 | 12 | 4,850 | 11 |
| Total commercial | 24,230 | 51 | 23,782 | 51 | 23,889 | 52 | 23,077 | 53 | 22,444 | 52 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 8,690 | 18 | 8,322 | 18 | 7,686 | 17 | 6,999 | 16 | 6,639 | 15 |
| Home equity | 8,491 | 18 | 8,436 | 18 | 8,405 | 18 | 8,373 | 19 | 8,336 | 19 |
| Residential mortgage | 5,831 | 12 | 5,788 | 12 | 5,707 | 12 | 5,542 | 12 | 5,321 | 12 |
| Other consumer | 414 | 1 | 395 | 1 | 393 | 1 | 363 | - | 380 | 2 |
| Total consumer | 23,426 | 49 | 22,941 | 49 | 22,191 | 48 | 21,277 | 47 | 20,676 | 48 |
| Total loans and leases | \$47,656 | 100\% | \$46,723 | :100\% | \$46,080 | 100\% | \$44,354 | 100\% | \$43,120 | :100\% |
| Ending Balances by Business Segment:(2) |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$13,199 | 28\% | \$13,136 | 28\% | \$13,096 | 29\% | \$13,027 | 29\% | \$12,710 | 30\% |
| Commercial Banking | 12,362 | 26 | 11,919 | 26 | 11,846 | 26 | 10,962 | 25 | 10,735 | 25 |
| AFCRE | 15,640 | 33 | 15,229 | 33 | 14,762 | 32 | 14,125 | 32 | 13,568 | 31 |
| RBHPCG | 2,963 | 6 | 2,938 | 6 | 2,883 | 6 | 2,875 | 7 | 2,850 | 7 |
| Home Lending | 3,391 | 7 | 3,372 | 7 | 3,366 | 7 | 3,229 | 7 | 3,206 | 7 |
| Treasury / Other | 101 | - | 129 | - | 127 | - | 136 | - | 51 | - |
| Total loans and leases | \$47,656 | $\underline{\underline{100}}$ \% | $\underline{\underline{\$ 46,723}}$ | 100\% | \$46,080 | 100\% | $\underline{\underline{\$ 4,354}}$ | 100\% | \$43,120 | 100\% |


|  | 2014 |  |  |  |  |  |  |  | $2013$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  | Fourth |  |
| Average Balances by Business Segment:(2) |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$13,168 | 28\% | \$13,100 | 28\% | \$13,040 | 29\% | \$12,807 | 29\% | \$12,675 | 29\% |
| Commercial Banking | 12,389 | 27 | 11,702 | 25 | 11,292 | 25 | 10,861 | 25 | 11,122 | 26 |
| AFCRE | 15,160 | 32 | 14,926 | 32 | 14,460 | 32 | 13,679 | 32 | 13,216 | 31 |
| RBHPCG | 2,949 | 6 | 2,901 | 7 | 2,879 | 7 | 2,840 | 7 | 2,835 | 7 |
| Home Lending | 3,327 | 7 | 3,377 | 8 | 3,289 | 7 | 3,198 | 7 | 3,223 | 7 |
| Treasury / Other | 99 | - | 107 | - | 63 | - | 38 | - | 68 | - |
| Total loans and leases | \$47,092 | 100\% | \$46,113 | 100\% | \$45,023 | :100\% | \$43,423 | 100\% | \$43,139 | 100\% |

[^3]
## Huntington Bancshares Incorporated

## Deposits Composition

(Unaudited)

(1) Comprised primarily of national market deposits.
(2) During the first quarter of 2014, we reorganized our business segments.

Huntington Bancshares Incorporated

## Consolidated Quarterly Average Balance Sheets

(Unaudited)

| (dollar amounts in millions) | Average Balances |  |  |  |  | $\xrightarrow{\text { Percent Changes vs. }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  | 2013 |  |  |
|  | Fourth | Third | Second | First | Fourth | 3Q14 | 4Q13 |
| Assets |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | 85 | \$ 82 | \$ 91 | \$ 83 | \$ 71 | 4\% | 20\% |
| Loans held for sale | 374 | 351 | 288 | 279 | 322 | 7 | 16 |
| Securities: |  |  |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |
| Taxable | 7,291 | 6,935 | 6,662 | 6,240 | 5,818 | 5 | 25 |
| Tax-exempt | 1,684 | 1,620 | 1,290 | 1,115 | 548 | 4 | 207 |
| Total available-for-sale and other securities | 8,975 | 8,555 | 7,952 | 7,355 | 6,366 | 5 | 41 |
| Trading account securities | 49 | 50 | 45 | 38 | 76 | (2) | (36) |
| Held-to-maturity securities-taxable | 3,435 | 3,556 | 3,677 | 3,783 | 3,038 | (3) | 13 |
| Total securities | 12,459 | 12,161 | 11,674 | 11,176 | 9,480 | 2 | 31 |
| Loans and leases:(1) |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |
| Commercial and industrial | 18,880 | 18,581 | 18,262 | 17,631 | 17,671 | 2 | 7 |
| Commercial real estate: |  |  |  |  |  |  |  |
| Construction | 822 | 775 | 702 | 612 | 573 | 6 | 43 |
| Commercial | 4,262 | 4,188 | 4,345 | 4,289 | 4,331 | 2 | (2) |
| Commercial real estate | 5,084 | 4,963 | 5,047 | 4,901 | 4,904 | 2 | 4 |
| Total commercial | 23,964 | 23,544 | 23,309 | 22,532 | 22,575 | 2 | 6 |
| Consumer: |  |  |  |  |  |  |  |
| Automobile | 8,512 | 8,012 | 7,349 | 6,786 | 6,502 | 6 | 31 |
| Home equity | 8,452 | 8,412 | 8,376 | 8,340 | 8,346 | - | 1 |
| Residential mortgage | 5,751 | 5,747 | 5,608 | 5,379 | 5,331 | - | 8 |
| Other consumer | 413 | 398 | 382 | 386 | 385 | 4 | 7 |
| Total consumer | 23,128 | 22,569 | 21,715 | 20,891 | 20,564 | 2 | 12 |
| Total loans and leases | 47,092 | 46,113 | 45,024 | 43,423 | 43,139 | 2 | 9 |
| Allowance for loan and lease losses | (631) | (633) | (642) | (649) | (668) | - | (6) |
| Net loans and leases | 46,461 | 45,480 | 44,382 | 42,774 | 42,471 | 2 | 9 |
| Total earning assets | 60,010 | 58,707 | 57,077 | 54,961 | 53,012 | 2 | 13 |
| Cash and due from banks | 929 | 887 | 872 | 904 | 846 | 5 | 10 |
| Intangible assets | 602 | 583 | 591 | 535 | 542 | 3 | 11 |
| All other assets | 4,022 | 3,929 | 3,932 | 3,941 | 3,917 | 2 | 3 |
| Total assets | $\underline{\underline{\$ 64,932}}$ | \$63,473 | \$61,830 | \$ $5 \underline{\underline{59,692}}$ | \$57,649 | 2\% | 13\% |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits-noninterest-bearing | \$15,179 | \$14,090 | \$13,466 | \$13,192 | \$13,337 | 8\% | 14\% |
| Demand deposits-interest-bearing | 5,948 | 5,913 | 5,945 | 5,775 | 5,755 | 1 | 3 |
| Total demand deposits | 21,127 | 20,003 | 19,411 | 18,967 | 19,092 | 6 | 11 |
| Money market deposits | 18,401 | 17,929 | 17,680 | 17,648 | 16,827 | 3 | 9 |
| Savings and other domestic deposits | 5,052 | 5,020 | 5,086 | 4,967 | 4,912 | 1 | 3 |
| Core certificates of deposit | 3,058 | 3,167 | 3,434 | 3,613 | 3,916 | (3) | (22) |
| Total core deposits | 47,638 | 46,119 | 45,611 | 45,195 | 44,747 | 3 | 6 |
| Other domestic deposits of \$250,000 or more | 201 | 223 | 262 | 284 | 275 | (10) | (27) |
| Brokered deposits and negotiable CDs | 2,434 | 2,262 | 2,070 | 1,782 | 1,398 | 8 | 74 |
| Deposits in foreign offices | 479 | 374 | 315 | 328 | 354 | 28 | 35 |
| Total deposits | 50,752 | 48,978 | 48,258 | 47,589 | 46,774 | 4 | 9 |
| Short-term borrowings | 2,683 | 3,193 | 2,788 | 2,372 | 1,471 | (16) | 82 |
| Long-term debt | 3,956 | 3,967 | 3,523 | 2,513 | 2,253 | - | 76 |
| Total interest-bearing liabilities | 42,212 | 42,048 | 41,103 | 39,282 | 37,161 | - | 14 |
| All other liabilities |  |  |  |  |  |  |  |
|  | 1,167 6,374 | 1,043 6,292 | 1,033 6,228 | 1,035 6,183 | 1,095 6,056 | 12 | 7 5 |
| Shareholders' equity | 6,374 | 6,292 | 6,228 | 6,183 | 6,056 | 1 | 5 |
| Total liabilities and shareholders' equity | $\underline{\underline{64,932}}$ | \$63,473 | \$61,830 | \$ $5 \underline{\underline{59,692}}$ | \$ $5 \underline{\underline{77,649}}$ | 2\% | 13\% |

[^4]
## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  | $\begin{array}{\|c\|} \hline 2013 \\ \hline \text { Fourth } \\ \hline \end{array}$ |
|  | Fourth | Third | Second | First |  |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 50 | \$ 39 | \$ 8 | \$ 6 | \$ 7 |
| Loans held for sale | 3,566 | 3,487 | 3,072 | 2,603 | 3,586 |
| Securities: |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 47,531 | 43,066 | 42,027 | 38,456 | 34,554 |
| Tax-exempt | 13,718 | 12,245 | 10,161 | 8,438 | 8,696 |
| Total available-for-sale and other securities | 61,249 | 55,311 | 52,188 | 46,894 | 43,250 |
| Trading account securities | 128 | 107 | 79 | 107 | 79 |
| Held-to-maturity securities-taxable | 21,013 | 21,777 | 22,614 | 23,320 | 18,379 |
| Total securities | 82,390 | 77,195 | 74,881 | 70,321 | 61,708 |
| Loans and leases: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 161,530 | 163,765 | 161,173 | 157,016 | 159,686 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 9,034 | 8,673 | 7,599 | 6,108 | 5,916 |
| Commercial | 37,789 | 38,542 | 45,690 | 41,171 | 43,905 |
| Commercial real estate | 46,823 | 47,215 | 53,289 | 47,279 | 49,821 |
| Total commercial | 208,353 | 210,980 | 214,462 | 204,295 | 209,507 |
| Consumer: |  |  |  |  |  |
| Automobile | 71,449 | 68,786 | 63,543 | 59,153 | 60,080 |
| Home equity | 86,176 | 86,372 | 86,099 | 84,634 | 86,460 |
| Residential mortgage | 55,186 | 54,352 | 52,896 | 50,834 | 50,225 |
| Other consumer | 7,977 | 7,355 | 6,998 | 6,494 | 6,447 |
| Total consumer | 220,788 | 216,865 | 209,536 | 201,115 | 203,212 |
| Total loans and leases | 429,141 | 427,845 | 423,998 | 405,410 | 412,719 |
| Total earning assets | \$515,147 | $\underline{\underline{\$ 08,566}}$ | \$501,959 | \$478,340 | \$478,020 |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits-noninterest-bearing | \$ - | \$ - | \$ - | \$ - | \$ |
| Demand deposits-interest-bearing | 588 | 601 | 571 | 512 | 630 |
| Total demand deposits | 588 | 601 | 571 | 512 | 630 |
| Money market deposits | 10,261 | 10,407 | 10,548 | 10,940 | 11,296 |
| Savings and other domestic deposits | 2,091 | 2,050 | 2,179 | 2,459 | 2,925 |
| Core certificates of deposit | 5,764 | 5,909 | 6,938 | 8,387 | 10,330 |
| Total core deposits | 18,704 | 18,967 | 20,236 | 22,298 | 25,181 |
| Other domestic deposits of \$250,000 or more | 220 | 246 | 281 | 289 | 271 |
| Brokered deposits and negotiable CDs | 1,128 | 1,126 | 1,228 | 1,246 | 1,385 |
| Deposits in foreign offices | 156 | 121 | 102 | 104 | 122 |
| Total deposits | 20,208 | 20,460 | 21,847 | 23,937 | 26,959 |
| Short-term borrowings | 820 | 878 | 720 | 522 | 361 |
| Long-term debt | 13,345 | 13,387 | 12,707 | 10,490 | 11,855 |
| Total interest bearing liabilities | 34,373 | 34,725 | 35,274 | 34,949 | 39,175 |
| Net interest income | \$480,774 | \$473,841 | \$466,685 | \$443,391 | \$438,845 |

[^5]
## Huntington Bancshares Incorporated

## Consolidated Quarterly Net Interest Margin-Yield

(Unaudited)

| Fully-taxable equivalent basis(1) | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  | $\frac{2013}{\text { Fourth }}$ |
|  | Fourth | Third | Second | First |  |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.23\% | 0.19\% | 0.04\% | 0.03\% | 0.04\% |
| Loans held for sale | 3.82 | 3.98 | 4.27 | 3.74 | 4.46 |
| Securities: |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.61 | 2.48 | 2.52 | 2.47 | 2.38 |
| Tax-exempt | 3.26 | 3.02 | 3.15 | 3.03 | 6.34 |
| Total available-for-sale and other securities | 2.73 | 2.59 | 2.63 | 2.55 | 2.72 |
| Trading account securities | 1.05 | 0.85 | 0.70 | 1.12 | 0.42 |
| Held-to-maturity securities-taxable | 2.45 | 2.45 | 2.46 | . 2.47 | 2.42 |
| Total securities | 2.65 | 2.54 | 2.57 | 2.52 | 2.60 |
| Loans and leases:(2)(3) |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 3.35 | 3.45 | 3.49 | 3.56 | 3.54 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 4.30 | 4.38 | 4.29 | 3.99 | 4.04 |
| Commercial | 3.47 | 3.60 | 4.16 | 3.84 | 3.97 |
| Commercial real estate | 3.60 | 3.72 | 4.17 | 3.86 | 3.98 |
| Total commercial | 3.40 | 3.51 | 3.64 | . 3.63 | 3.63 |
| Consumer: |  |  |  |  |  |
| Automobile | 3.33 | 3.41 | 3.47 | 3.54 | 3.67 |
| Home equity | 4.05 | 4.07 | 4.12 | 4.12 | 4.11 |
| Residential mortgage | 3.84 | 3.78 | 3.77 | 3.78 | 3.77 |
| Other consumer | 7.68 | 7.31 | 7.34 | . 6.82 | 6.64 |
| Total consumer | 3.80 | 3.82 | 3.87 | . 3.89 | 3.93 |
| Total loans and leases | 3.60 | 3.66 | 3.75 | -3.75 | 3.77 |
| Total earning assets | 3.41\% | 3.44\% | 3.53\% | 3.53\% | 3.58\% |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits-noninterest-bearing | - \% | - \% | - \% | - \% | - \% |
| Demand deposits-interest-bearing | 0.04 | 0.04 | 0.04 | . 0.04 | 0.04 |
| Total demand deposits | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| Money market deposits | 0.22 | 0.23 | 0.24 | 0.25 | 0.27 |
| Savings and other domestic deposits | 0.16 | 0.16 | 0.17 | 0.20 | 0.24 |
| Core certificates of deposit | 0.75 | 0.74 | 0.81 | -0.94 | 1.05 |
| Total core deposits | 0.23 | 0.23 | 0.25 | 0.28 | 0.32 |
| Other domestic deposits of \$250,000 or more | 0.43 | 0.44 | 0.43 | 0.41 | 0.39 |
| Brokered deposits and negotiable CDs | 0.18 | 0.20 | 0.24 | 0.28 | 0.39 |
| Deposits in foreign offices | 0.13 | 0.13 | 0.13 | -0.13 | 0.14 |
| Total deposits | 0.23 | 0.23 | 0.25 | 0.28 | 0.32 |
| Short-term borrowings | 0.12 | 0.11 | 0.10 | 0.09 | 0.10 |
| Long-term debt | 1.35 | 1.35 | 1.44 | . 1.67 | 2.11 |
| Total interest-bearing liabilities | 0.32 | 0.33 | 0.34 | -0.36 | 0.42 |
| Net interest rate spread | 3.09 | 3.11 | 3.19 | 3.17 | 3.16 |
| Impact of noninterest-bearing funds on margin | 0.09 | 0.09 | 0.09 | . 0.10 | 0.12 |
| Net interest margin | 3.18\% | 3.20\% | 3.28\% | 3.27\% | 3.28\% |

## Commercial Loan Derivative Impact

(Unaudited)

|  | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  | 2013 |
| Fully-taxable equivalent basis (1) | Fourth | Third | Second | First | Fourth |
| Commercial loans(2)(3) | 3.20\% | 3.30\% | 3.42\% | 3.37\% | 3.39\% |
| Impact of commercial loan derivatives | 0.20 | 0.20 | 0.22 | . 0.25 | 0.24 |
| Total commercial-as reported | 3.40\% | 3.51\% | 3.64\% | 3.63\% | 3.63\% |
| Average 30 day LIBOR | 0.16\% | 0.15\% | 0.15\% | 0.16\% | 0.17\% |

[^6]
## Huntington Bancshares Incorporated

## Selected Quarterly Income Statement Data(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2014 |  |  |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth | Third | Second | First |  |
| Interest income | \$507,625 | \$501,060 | \$495,322 | \$472,455 | \$469,824 |
| Interest expense | 34,373 | 34,725 | 35,274 | 34,949 | 39,175 |
| Net interest income | 473,252 | 466,335 | 460,048 | 437,506 | 430,649 |
| Provision for credit losses | 2,494 | 24,480 | 29,385 | 24,630 | 24,331 |
| Net interest income after provision for credit losses | 470,758 | 441,855 | 430,663 | 412,876 | 406,318 |
| Service charges on deposit accounts | 67,408 | 69,118 | 72,633 | 64,582 | 69,992 |
| Trust services | 28,781 | 28,045 | 29,581 | 29,565 | 30,711 |
| Electronic banking | 27,993 | 27,275 | 26,491 | 23,642 | 24,251 |
| Mortgage banking income | 14,030 | 25,051 | 22,717 | 23,089 | 24,327 |
| Brokerage income | 16,050 | 17,155 | 17,905 | 17,167 | 15,151 |
| Insurance income | 16,252 | 16,729 | 15,996 | 16,496 | 15,556 |
| Bank owned life insurance income | 14,988 | 14,888 | 13,865 | 13,307 | 13,816 |
| Capital markets fees | 13,791 | 10,246 | 10,500 | 9,194 | 12,332 |
| Gain on sale of loans | 5,408 | 8,199 | 3,914 | 3,570 | 7,144 |
| Securities gains (losses) | (104) | 198 | 490 | 16,970 | 1,239 |
| Other income | 28,681 | 30,445 | 35,975 | 30,903 | 35,373 |
| Total noninterest income | 233,278 | 247,349 | 250,067 | 248,485 | 249,892 |
| Personnel costs | 263,289 | 275,409 | 260,600 | 249,477 | 249,554 |
| Outside data processing and other services | 53,685 | 53,073 | 54,338 | 51,490 | 51,071 |
| Net occupancy | 31,565 | 34,405 | 28,673 | 33,433 | 31,983 |
| Equipment | 31,981 | 30,183 | 28,749 | 28,750 | 28,775 |
| Professional services | 15,665 | 13,763 | 17,896 | 12,231 | 11,567 |
| Marketing | 12,466 | 12,576 | 14,832 | 10,686 | 13,704 |
| Deposit and other insurance expense | 13,099 | 11,628 | 10,599 | 13,718 | 10,056 |
| Amortization of intangibles | 10,653 | 9,813 | 9,520 | 9,291 | 10,320 |
| Other expense | 50,868 | 39,468 | 33,429 | 51,045 | 38,979 |
| Total noninterest expense | 483,271 | 480,318 | 458,636 | 460,121 | 446,009 |
| Income before income taxes | 220,765 | 208,886 | 222,094 | 201,240 | 210,201 |
| Provision for income taxes | 57,151 | 53,870 | 57,475 | 52,097 | 52,029 |
| Net income | \$163,614 | \$155,016 | \$164,619 | \$149,143 | \$158,172 |
| Dividends on preferred shares | 7,963 | 7,964 | 7,963 | 7,964 | 7,965 |
| Net income applicable to common shares | \$155,651 | \$147,052 | \$156,656 | \$141,179 | \$150,207 |
| Average common shares-basic | 811,967 | 816,497 | 821,546 | 829,659 | 830,590 |
| Average common shares-diluted | 825,338 | 829,623 | 834,687 | 842,677 | 842,324 |
| Per common share |  |  |  |  |  |
| Net income-basic | \$ 0.19 | \$ 0.18 | \$ 0.19 | \$ 0.17 | \$ 0.18 |
| Net income-diluted | 0.19 | 0.18 | 0.19 | 0.17 | 0.18 |
| Cash dividends declared | 0.06 | 0.05 | 0.05 | 0.05 | 0.05 |
| Revenue-fully-taxable equivalent (FTE) |  |  |  |  |  |
| Net interest income | \$473,252 | \$466,335 | \$460,048 | \$437,506 | \$430,649 |
| FTE adjustment | 7,522 | 7,506 | 6,637 | 5,885 | 8,196 |
| Net interest income(2) | 480,774 | 473,841 | 466,685 | 443,391 | 438,845 |
| Noninterest income | 233,278 | 247,349 | 250,067 | 248,485 | 249,892 |
| Total revenue(2) | $\underline{\underline{\$ 714,052}}$ | \$721,190 | \$716,752 | $\underline{\$ 691,876}$ | \$688,737 |

[^7]\section*{Huntington Bancshares Incorporated

## Quarterly Mortgage Banking Income

## Quarterly Mortgage Banking Income

(Unaudited)

| (dollar amounts in thousands, except as noted) | 2014 |  |  |  | Fourth | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth | Third | Second | First |  | 3Q14 | 4Q13 |
| Mortgage banking income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ 12,940 | \$ 15,546 | \$ 14,289 | \$ 14,497 | \$ 14,201 | (17)\% | (9)\% |
| Servicing fees | 8,004 | 10,786 | 10,873 | 10,939 | 10,809 | (26) | (26) |
| Amortization of capitalized servicing | $(6,050)$ | $(6,119)$ | $(5,951)$ | $(5,982)$ | $(6,062)$ | (1) | - |
| Other mortgage banking income | 2,912 | 4,075 | 4,212 | 3,535 | 3,397 | (29) | (14) |
| Subtotal | 17,806 | 24,288 | 23,423 | 22,989 | 22,345 | (27) | (20) |
| MSR valuation adjustment(1) | $(7,080)$ | 989 | $(3,046)$ | $(1,597)$ | 3,458 | N.R. | N.R. |
| Net trading gains (losses) related to MSR hedging | 3,304 | (226) | 2,340 | 1,697 | $(1,476)$ | N.R. | N.R. |
| Total mortgage banking income | \$ 14,030 | \$ 25,051 | \$ 22,717 | \$ 23,089 | \$ 24,327 | (44) $\%$ | (42) \% |
| Mortgage originations (in millions) | \$ 922 | \$ 997 | \$ 982 | \$ 657 | \$ 841 | (8)\% | 10\% |
| Capitalized mortgage servicing rights(2) | 155,598 | 161,900 | 159,860 | 163,279 | 162,301 | (4) | (4) |
| Total mortgages serviced for others (in millions)(2) | 15,637 | 15,593 | 15,560 | 15,614 | 15,239 | - | 3 |
| MSR \% of investor servicing portfolio(2) | 1.00\% | 1.04\% | 1.03\% | 1.05\% | 1.07\% | (4) | (7) |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment(1) | \$ $(7,080)$ | \$ 989 | \$ $(3,046)$ | \$ $(1,597)$ | \$ 3,458 | N.R. | N.R. |
| Net trading gains (losses) related to MSR hedging | 3,304 | (226) | 2,340 | 1,697 | $(1,476)$ | N.R. | N.R. |
| Net gain (loss) of MSR hedging | $\$(3,776)$ | \$ 763 | \$ (706) | \$ 100 | \$ 1,982 | N.R. | N.R. |

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

## Huntington Bancshares Incorporated

## Quarterly Credit Reserves Analysis

(Unaudited)

| (dollar amounts in thousands) | 2014 |  |  |  | $\begin{gathered} 2013 \\ \hline \text { Fourth } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth | Third | Second | First |  |
| Allowance for loan and lease losses, beginning of period | \$631,036 | \$635,101 | \$631,918 | \$647,870 | \$666,030 |
| Loan and lease losses | $(56,252)$ | $(58,511)$ | $(58,827)$ | $(73,011)$ | $(73,684)$ |
| Recoveries of loans previously charged off | 33,277 | 28,488 | 30,184 | 30,025 | 27,237 |
| Net loan and lease losses | $(22,975)$ | $(30,023)$ | $(28,643)$ | $(42,986)$ | $(46,447)$ |
| Provision for loan and lease losses | $(2,863)$ | 25,958 | 31,826 | 28,161 | 28,289 |
| Allowance of assets sold or transferred to loans held for sale | (2) | - | - | $(1,127)$ | (2) |
| Allowance for loan and lease losses, end of period | \$605,196 | \$631,036 | \$635,101 | \$631,918 | \$647,870 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 55,449 | \$ 56,927 | \$ 59,368 | \$ 62,899 | \$ 66,857 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses | 5,357 | $(1,478)$ | $(2,441)$ | $(3,531)$ | $(3,958)$ |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 60,806 | \$ 55,449 | \$ 56,927 | \$ 59,368 | \$ 62,899 |
| Total allowance for credit losses, end of period | \$666,002 | \$686,485 | \$692,028 | \$691,286 | \$710,769 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.27\% | 1.35\% | 1.38\% | 1.42\% | 1.50\% |
| Nonaccrual loans and leases (NALs) | 202 | 194 | 195 | 193 | 201 |
| Nonperforming assets (NPAs) | 179 | 173 | 175 | 174 | 184 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.40\% | 1.47\% | 1.50\% | 1.56\% | 1.65\% |
| Nonaccrual loans and leases | 222 | 211 | 213 | 211 | 221 |
| Nonperforming assets | 197 | 188 | 191 | 191 | 202 |

## Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | 2014 |  |  |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth | Third | Second | First |  |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | \$ 333 | \$12,587 | \$10,597 | \$ 8,606 | \$ 9,826 |
| Commercial real estate: |  |  |  |  |  |
| Construction | $(1,747)$ | 2,171 | (171) | 918 | (88) |
| Commercial | 1,565 | $(8,178)$ | $(2,020)$ | $(1,905)$ | $(2,783)$ |
| Commercial real estate | (182) | $(6,007)$ | $(2,191)$ | (987) | $(2,871)$ |
| Total commercial | 151 | 6,580 | 8,406 | 7,619 | 6,955 |
| Consumer: |  |  |  |  |  |
| Automobile | 6,024 | 3,976 | 2,926 | 4,642 | 3,759 |
| Home equity | 6,321 | 6,448 | 8,491 | 15,687 | 20,451 |
| Residential mortgage | 3,059 | 5,428 | 3,406 | 7,859 | 7,605 |
| Other consumer | 7,420 | 7,591 | 5,414 | 7,179 | 7,677 |
| Total consumer | 22,824 | 23,443 | 20,237 | 35,367 | 39,492 |
| Total net charge-offs | \$22,975 | \$30,023 | \$28,643 | \$42,986 | \$46,447 |
| Net charge-offs-annualized percentages: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 0.01\% | 0.27\% | 0.23\% | 0.20\% | 0.22\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | (0.85) | 1.12 | (0.10) | 0.60 | (0.06) |
| Commercial | 0.15 | (0.78) | (0.19) | (0.18) | (0.26) |
| Commercial real estate | (0.01) | (0.48) | (0.17) | (0.08) | (0.23) |
| Total commercial | - | 0.11 | 0.14 | 0.14 | 0.12 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.28 | 0.20 | 0.16 | 0.27 | 0.23 |
| Home equity | 0.30 | 0.31 | 0.41 | 0.75 | 0.98 |
| Residential mortgage | 0.21 | 0.38 | 0.24 | 0.58 | 0.57 |
| Other consumer | 7.20 | 7.61 | 5.66 | 7.44 | 7.98 |
| Total consumer | 0.39 | 0.42 | 0.37 | 0.68 | 0.77 |
| Net charge-offs as a \% of average loans | 0.20\% | 0.26\% | 0.25\% | 0.40 \% | 0.43\% |

## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | 2014 |  |  |  |  |  | $\frac{2013}{\text { December 31, }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  | September 30, |  | June 30, | March 31, |  |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 71,974 | \$ | 90,265 | \$ 75,274 | \$ 57,053 | \$ | 56,615 |
| Commercial real estate |  | 48,523 |  | 59,812 | 65,398 | 71,344 |  | 73,417 |
| Automobile |  | 4,623 |  | 4,834 | 4,384 | 6,218 |  | 6,303 |
| Residential mortgage |  | 96,564 |  | 98,139 | 110,635 | 121,681 |  | 119,532 |
| Home equity |  | 78,560 |  | 72,715 | 69,266 | 70,862 |  | 66,189 |
| Total nonaccrual loans and leases |  | 300,244 |  | 325,765 | 324,957 | 327,158 |  | 322,056 |
| Other real estate, net: |  |  |  |  |  |  |  |  |
| Residential |  | 29,291 |  | 30,661 | 31,761 | 30,581 |  | 23,447 |
| Commercial |  | 5,748 |  | 5,609 | 2,934 | 5,110 |  | 4,217 |
| Total other real estate, net |  | 35,039 |  | 36,270 | 34,695 | 35,691 |  | 27,664 |
| Other NPAs (1) |  | 2,440 |  | 2,440 | 2,440 | 2,440 |  | 2,440 |
| Total nonperforming assets | \$ | 337,723 | \$ | 364,475 | \$362,092 | \$ 365,289 | \$ | 352,160 |
| Nonaccrual loans and leases as a \% of total loans and leases |  | 0.63\% |  | 0.70\% | 0.71\% | 0.74\% |  | 0.75\% |
| NPA ratio ${ }^{(2)}$ |  | 0.71 |  | 0.78 | 0.79 | 0.82 |  | 0.82 |
| (NPA+90days)/(Loan+OREO) ${ }^{(3)}$ |  | 0.98 |  | 1.08 | 1.08 | 1.17 |  | 1.20 |
|  | 2014 |  |  |  |  |  |  | 2013 |
|  |  | Fourth |  | Third | Second | First |  | Fourth |
| Nonperforming assets, beginning of period | \$ | 364,475 | \$ | 362,092 | \$365,289 | \$352,160 | \$ | 374,260 |
| New nonperforming assets |  | 87,022 |  | 102,834 | 123,601 | 117,804 |  | 109,454 |
| Returns to accruing status |  | $(20,024)$ |  | $(24,884)$ | $(23,000)$ | $(9,333)$ |  | $(12,367)$ |
| Loan and lease losses |  | $(36,108)$ |  | $(36,387)$ | $(54,646)$ | $(47,596)$ |  | $(55,750)$ |
| Payments |  | $(48,645)$ |  | $(29,121)$ | $(41,947)$ | $(39,233)$ |  | $(51,323)$ |
| Sales |  | $(8,997)$ |  | $(10,059)$ | $(7,205)$ | $(8,513)$ |  | $(12,114)$ |
| Nonperforming assets, end of period | \$ | 337,723 | \$ | 364,475 | \$362,092 | \$365,289 | \$ | 352,160 |

(1) Other nonperforming assets includes certain impaired investment securities.
(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.

## Huntington Bancshares Incorporated

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

| (dollar amounts in thousands) | 2014 |  |  |  |  |  | $\frac{2013}{\text { December 31, }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, |  | September 30, |  | June 30, | March 31, |  |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 4,937 | \$ | 7,458 | \$ 9,977 | \$ 11,554 | \$ | 14,562 |
| Commercial real estate |  | 18,793 |  | 26,285 | 27,267 | 36,711 |  | 39,142 |
| Automobile |  | 5,703 |  | 4,827 | 2,895 | 4,252 |  | 5,055 |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 33,040 |  | 33,331 | 29,709 | 29,534 |  | 2,469 |
| Home equity |  | 12,159 |  | 14,809 | 14,912 | 15,494 |  | 13,983 |
| Other consumer |  | 837 |  | 638 | 607 | 867 |  | 998 |
| Total, excl. loans guaranteed by the U.S. Government |  | 75,469 |  | 87,348 | 85,367 | 98,412 |  | 76,209 |
| Add: loans guaranteed by U.S. Government |  | 55,012 |  | 54,778 | 51,641 | 56,484 |  | 87,985 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | 130,481 | \$ | 142,126 | $\underline{=137,008}$ | \$154,896 | \$ | 164,194 |
| Ratios: |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.16\% |  | 0.19\% | 0.19\% | 0.22\% |  | 0.18\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.12 |  | 0.11 | 0.11 | 0.13 |  | 0.20 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.27 |  | 0.30 | 0.30 | 0.35 |  | 0.38 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 116,331 | \$ | 83,026 | \$ 90,604 | \$102,970 | \$ | 83,857 |
| Commercial real estate |  | 177,156 |  | 186,542 | 212,736 | 210,876 |  | 204,668 |
| Automobile |  | 26,060 |  | 31,480 | 31,833 | 27,393 |  | 30,781 |
| Home equity |  | 252,084 |  | 229,500 | 221,539 | 202,044 |  | 188,266 |
| Residential mortgage |  | 265,084 |  | 271,762 | 289,239 | 284,194 |  | 305,059 |
| Other consumer |  | 4,018 |  | 3,313 | 3,496 | 1,727 |  | 1,041 |
| Total accruing troubled debt restructured loans | \$ | 840,733 | \$ | 805,623 | \$849,447 | \$829,204 | \$ | 813,672 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 20,580 | \$ | 19,110 | \$ 6,677 | \$ 7,197 | \$ | 7,291 |
| Commercial real estate |  | 24,964 |  | 27,980 | 24,396 | 27,972 |  | 23,981 |
| Automobile |  | 4,552 |  | 4,817 | 4,287 | 5,676 |  | 6,303 |
| Home equity |  | 27,224 |  | 25,149 | 22,264 | 20,992 |  | 20,715 |
| Residential mortgage |  | 69,305 |  | 72,729 | 81,546 | 84,441 |  | 82,879 |
| Other consumer |  | 70 |  | 74 | 120 | 120 |  | - |
| Total nonaccruing troubled debt restructured loans | \$ | 146,695 | \$ | 149,859 | \$139,290 | \$146,398 | \$ | 141,169 |

## Huntington Bancshares Incorporated

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

(Unaudited)

## Quarterly common stock summary

| (dollar amounts in thousands, except per share amounts) | 2014 |  |  |  |  |  |  |  | $2013$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth |  | Third |  | Second |  | First |  | Fourth |  |
| Common stock price, per share |  |  |  |  |  |  |  |  |  |  |
| High(1) | \$ | 10.740 | \$ | 10.300 | \$ | 10.290 | \$ | 10.010 | \$ | 9.730 |
| Low(1) |  | 8.800 |  | 9.290 |  | 8.890 |  | 8.720 |  | 8.040 |
| Close |  | 10.520 |  | 9.730 |  | 9.540 |  | 9.970 |  | 9.650 |
| Average closing price |  | 9.972 |  | 9.790 |  | 9.406 |  | 9.499 |  | 8.982 |
| Dividends, per share |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per common share | \$ | 0.06 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |
| Average-basic |  | 11,967 |  | 816,497 |  | 821,546 |  | 829,659 |  | 830,590 |
| Average-diluted |  | 825,338 |  | 829,623 |  | 834,687 |  | 842,677 |  | 842,324 |
| Ending |  | 11,455 |  | 814,454 |  | 17,002 |  | 827,772 |  | 830,963 |
| Book value per common share | \$ | 7.32 | \$ | 7.24 | \$ | 7.17 | \$ | 6.99 | \$ | 6.86 |
| Tangible book value per common share(2) |  | 6.62 |  | 6.53 |  | 6.48 |  | 6.31 |  | 6.26 |
| Common share repurchases |  |  |  |  |  |  |  |  |  |  |
| Number of shares repurchased |  | 3,605 |  | 5,438 |  | 12,095 |  | 14,571 |  | - |
|  |  |  |  | 2014 |  |  |  |  |  | 2013 |
| (dollar amounts in millions) |  | nber 31, |  | mber 30, |  | une 30, |  | arch 31, |  | ember 31, |
| Calculation of tangible equity / asset ratio: |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 6,328 | \$ | 6,284 | \$ | 6,241 | \$ | 6,176 | \$ | 6,090 |
| Less: goodwill |  | (523) |  | (523) |  | (505) |  | (505) |  | (444) |
| Less: other intangible assets |  | (75) |  | (85) |  | (81) |  | (91) |  | (93) |
| Add: related deferred tax liability( 2 ) |  | 26 |  | 30 |  | 28 |  | 32 |  | 33 |
| Total tangible equity |  | 5,757 |  | 5,706 |  | 5,683 |  | 5,612 |  | 5,586 |
| Less: preferred equity |  | (386) |  | (386) |  | (386) |  | (386) |  | (386) |
| Total tangible common equity | \$ | 5,371 | \$ | 5,320 | \$ | 5,297 | \$ | 5,226 | \$ | 5,200 |
| Total assets | \$ | 66,298 | \$ | 64,331 | \$ | 63,797 |  | 61,146 | \$ | 59,467 |
| Less: goodwill |  | (523) |  | (523) |  | (505) |  | (505) |  | (444) |
| Less: other intangible assets |  | (75) |  | (85) |  | (81) |  | (91) |  | (93) |
| Add: related deferred tax |  |  |  |  |  |  |  |  |  |  |
| Total tangible assets | \$ | 65,727 | \$ | 63,753 | \$ | 63,239 | \$ | 60,582 | \$ | 58,963 |
| Tangible equity / tangible asset ratio |  | 8.76\% |  | 8.95\% |  | 8.99\% |  | 9.26\% |  | 9.47\% |
| Tangible common equity / tangible asset ratio |  | 8.17 |  | 8.35 |  | 8.38 |  | 8.63 |  | 8.82 |
| Tier 1 common risk-based capital ratio:(4) |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 6,266 | \$ | 6,180 | \$ | 6,132 | \$ | 6,107 | \$ | 6,100 |
| Shareholders' preferred equity |  | (386) |  | (386) |  | (386) |  | (386) |  | (386) |
| Trust preferred securities |  | (304) |  | (304) |  | (304) |  | (304) |  | (299) |
| Tier 1 common | \$ | 5,576 | \$ | 5,490 | \$ | 5,442 | \$ | 5,417 | \$ | 5,415 |
| Total risk-weighted assets(4) | \$ | 54,479 | \$ | 53,239 | \$ | 53,035 | \$ | 51,120 | \$ | 49,690 |
| Tier 1 common risk-based capital ratio(4) |  | 10.23\% |  | 10.31\% |  | 10.26\% |  | 10.60\% |  | 10.90\% |
| Other capital data: |  |  |  |  |  |  |  |  |  |  |
| Tier 1 leverage ratio(4) |  | 9.74 |  | 9.83 |  | 10.01 |  | 10.32 |  | 10.67 |
| Tier 1 risk-based capital ratio(4) |  | 11.50 |  | 11.61 |  | 11.56 |  | 11.95 |  | 12.28 |
| Total risk-based capital ratio(4) |  | 13.56 |  | 13.72 |  | 13.67 |  | 14.13 |  | 14.57 |
| Tangible common equity / risk-weighted assets ratio(4) |  | 9.86 |  | 9.99 |  | 9.99 |  | 10.22 |  | 10.46 |
| Other data: |  |  |  |  |  |  |  |  |  |  |
| Number of employees (Average full-time equivalent) |  | 11,875 |  | 11,946 |  | 12,000 |  | 11,848 |  | 11,765 |
| Number of domestic full-service branches(3) |  | 729 |  | 753 |  | 730 |  | 727 |  | 711 |

(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 Regional Banking and The Huntington Private Client Group offices.
(4) December 31, 2014, figures are estimated and are presented on a basel 1 basis.

## Huntington Bancshares Incorporated

## Consolidated Annual Average Balance Sheets

(Unaudited)

| (dollar amounts in millions) | Annual Average Balances |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | Change from 2013 |  | 2013 | Change from 2012 |  | 2012 |
|  |  | Amount | \% |  | Amount | \% |  |
| Assets |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 85 | \$ 15 | 21\% | \$ 70 | \$ (25) | (26)\% | \$ 95 |
| Loans held for sale | 323 | (198) | (38) | 521 | (566) | (52) | 1,087 |
| Securities: |  |  |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |
| Taxable | 6,785 | 402 | 6 | 6,383 | $(1,515)$ | (19) | 7,898 |
| Tax-exempt | 1,429 | 866 | 154 | 563 | 136 | 32 | 427 |
| Total available-for-sale and other securities | 8,214 | 1,268 | 18 | 6,946 | $(1,379)$ | (17) | 8,325 |
| Trading account securities | 46 | (34) | (43) | 80 | 13 | 19 | 67 |
| Held-to-maturity securities-taxable | 3,612 | 1,457 | 68 | 2,155 | 1,230 | 133 | 925 |
| Total securities | 11,872 | 2,691 | 29 | 9,181 | (136) | (1) | 9,317 |
| Loans and leases:(1) |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |
| Commercial and industrial | 18,342 | 1,168 | 7 | 17,174 | 1,230 | 8 | 15,944 |
| Commercial real estate: |  |  |  |  |  |  |  |
| Construction | 728 | 148 | 26 | 580 | (2) | - | 582 |
| Commercial | 4,271 | (178) | (4) | 4,449 | (749) | (14) | 5,198 |
| Commercial real estate | 4,999 | (30) | (1) | 5,029 | (751) | (13) | 5,780 |
| Total commercial | 23,341 | 1,138 | 5 | 22,203 | 479 | 2 | 21,724 |
| Consumer: |  |  |  |  |  |  |  |
| Automobile | 7,670 | 1,991 | 35 | 5,679 | 1,153 | 25 | 4,526 |
| Home equity | 8,395 | 85 | 1 | 8,310 | (5) | - | 8,315 |
| Residential mortgage | 5,623 | 425 | 8 | 5,198 | 8 | - | 5,190 |
| Other consumer | 396 | (40) | (9) | 436 | (19) | (4) | 455 |
| Total consumer | 22,084 | 2,461 | 13 | 19,623 | 1,137 | 6 | 18,486 |
| Total loans and leases | 45,425 | 3,599 | 9 | 41,826 | 1,616 | 4 | 40,210 |
| Allowance for loan and lease losses | (638) | 87 | (12) | (725) | 151 | (17) | (876) |
| Net loans and leases | 44,787 | 3,686 | 9 | 41,101 | 1,767 | 4 | 39,334 |
| Total earning assets | 57,705 | 6,107 | 12 | 51,598 | 889 | 2 | 50,709 |
| Cash and due from banks | 898 | (10) | (1) | 908 | (182) | (17) | 1,090 |
| Intangible assets | 578 | 21 | 4 | 557 | (43) | (7) | 600 |
| All other assets | 3,956 | (5) | - | 3,961 | (190) | (5) | 4,151 |
| Total assets | \$62,499 | \$ 6,200 | 11\% | \$56,299 | \$ 625 | $1 \%$ | \$55,674 |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits-noninterest-bearing | \$13,988 | \$ 1,117 | 9\% | \$12,871 | \$ 671 | 6\% | \$12,200 |
| Demand deposits-interest-bearing | 5,896 | 41 | 1 | 5,855 | 44 | 1 | 5,811 |
| Total demand deposits | 19,884 | 1,158 | 6 | 18,726 | 715 | 4 | 18,011 |
| Money market deposits | 17,917 | 2,242 | 14 | 15,675 | 1,774 | 13 | 13,901 |
| Savings and other domestic deposits | 5,031 | 2 | - | 5,029 | 96 | 2 | 4,933 |
| Core certificates of deposit | 3,315 | $(1,234)$ | (27) | 4,549 | $(1,672)$ | (27) | 6,221 |
| Total core deposits | 46,147 | 2,168 | 5 | 43,979 | 913 | 2 | 43,066 |
| Other domestic deposits of \$250,000 or more | 242 | (64) | (21) | 306 | (20) | (6) | 326 |
| Brokered deposits and negotiable CDs | 2,139 | 533 | 33 | 1,606 | 16 | 1 | 1,590 |
| Deposits in foreign offices | 375 | 29 | 8 | 346 | (26) | (7) | 372 |
| Total deposits | 48,903 | 2,666 | 6 | 46,237 | 883 | 2 | 45,354 |
| Short-term borrowings | 2,761 | 1,358 | 97 | 1,403 | (194) | (12) | 1,597 |
| Long-term debt | 3,495 | 1,825 | 109 | 1,670 | (317) | (16) | 1,987 |
| Total interest-bearing liabilities | 41,171 | 4,732 | 13 | 36,439 | (299) | (1) | 36,738 |
| All other liabilities | 1,070 | (4) | - | 1,074 | 9 | 1 | 1,065 |
| Shareholders' equity | 6,270 | 355 | 6 | 5,915 | 244 | 4 | 5,671 |
| Total liabilities and shareholders' equity | \$62,499 | \$ 6,200 | 11\% | \$56,299 | \$ 625 | $1 \%$ | \$55,674 |

[^8]
## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | Interest Income / Expense |  |  |
| :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 |
| Assets |  |  |  |
| Interest-bearing deposits in banks | \$ 103 | \$ 102 | \$ 202 |
| Loans held for sale | 12,728 | 18,905 | 36,960 |
| Securities: |  |  |  |
| Available-for-sale and other securities: |  |  |  |
| Taxable | 171,080 | 148,557 | 184,340 |
| Tax-exempt | 44,562 | 25,663 | 17,659 |
| Total available-for-sale and other securities | 215,642 | 174,220 | 201,999 |
| Trading account securities | 421 | 355 | 853 |
| Held-to-maturity securities-taxable | 88,724 | 50,214 | 24,088 |
| Total securities | 304,787 | 224,789 | 226,940 |
| Loans and leases: |  |  |  |
| Commercial: |  |  |  |
| Commercial and industrial | 643,484 | 643,731 | 639,267 |
| Commercial real estate: |  |  |  |
| Construction | 31,414 | 23,440 | 22,886 |
| Commercial | 163,192 | 182,622 | 208,552 |
| Commercial real estate | 194,606 | 206,062 | 231,438 |
| Total commercial | 838,090 | 849,793 | 870,705 |
| Consumer: |  |  |  |
| Automobile | 262,931 | 221,469 | 214,053 |
| Home equity | 343,281 | 345,379 | 355,869 |
| Residential mortgage | 213,268 | 199,601 | 212,661 |
| Other consumer | 28,824 | 27,939 | 33,279 |
| Total consumer | 848,304 | 794,388 | 815,862 |
| Total loans and leases | 1,686,394 | 1,644,181 | 1,686,567 |
| Total earning assets | \$2,004,012 | \$1,887,977 | \$1,950,669 |
| Liabilities |  |  |  |
| Deposits: |  |  |  |
| Demand deposits-noninterest-bearing | \$ - | \$ - | \$ |
| Demand deposits-interest-bearing | 2,272 | 2,525 | 3,579 |
| Total demand deposits | 2,272 | 2,525 | 3,579 |
| Money market deposits | 42,156 | 38,830 | 40,164 |
| Savings and other domestic deposits | 8,779 | 13,292 | 18,928 |
| Core certificates of deposit | 26,998 | 50,544 | 84,983 |
| Total core deposits | 80,205 | 105,191 | 147,654 |
| Other domestic deposits of \$250,000 or more | 1,036 | 1,442 | 2,140 |
| Brokered deposits and negotiable CDs | 4,728 | 9,100 | 11,694 |
| Deposits in foreign offices | 483 | 508 | 679 |
| Total deposits | 86,452 | 116,241 | 162,167 |
| Short-term borrowings | 2,940 | 1,475 | 2,391 |
| Long-term debt | 49,929 | 38,313 | 55,181 |
| Total interest-bearing liabilities | 139,321 | 156,029 | 219,739 |
| Net interest income | \$1,864,691 | \$1,731,948 | \$1,730,930 |

[^9]
## Huntington Bancshares Incorporated

## Consolidated Annual Net Interest Margin-Yield

(Unaudited)
$\left.\begin{array}{lll}\text { Fully-taxable equivalent basis } 1 \text { l }\end{array}\right)$

## Commercial Loan Derivative Impact

(Unaudited)

|  | Annual Average Rates |  |  |
| :---: | :---: | :---: | :---: |
| Fully-taxable equivalent basis(1) | 2014 | 2013 | $\underline{2012}$ |
| Commercial loans(2)(3) | 3.37\% | 3.55\% | 3.67\% |
| Impact of commercial loan derivatives | -0.22 | -0.28 | -0.34 |
| Total commercial-as reported | . $3.59 \%$ | 3.83\% | - $4.01 \%$ |
| Average 30 day LIBOR | 0.15\% | 0.19\% | 0.24\% |

[^10]
## Huntington Bancshares Incorporated

## Selected Annual Income Statement Data(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Year Ended December 31, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | Change from 2013 |  | 2013 | Change from 2012 |  | 2012 |
|  |  | Amount | \% |  | Amount | \% |  |
| Interest income | \$1,976,462 | \$115,825 | 6\% | \$1,860,637 | \$(69,626) | (4)\% | \$1,930,263 |
| Interest expense | 139,321 | $(16,708)$ | (11) | 156,029 | $(63,710)$ | (29) | 219,739 |
| Net interest income | 1,837,141 | 132,533 | 8 | 1,704,608 | $(5,916)$ | - | 1,710,524 |
| Provision for credit losses | 80,989 | $(9,056)$ | (10) | 90,045 | $(57,343)$ | (39) | 147,388 |
| Net interest income after provision for credit losses | 1,756,152 | 141,589 | 9 | 1,614,563 | 51,427 | 3 | $\underline{1,563,136}$ |
| Service charges on deposit accounts | 273,741 | 1,939 | 1 | 271,802 | 9,623 | 4 | 262,179 |
| Trust services | 115,972 | $(7,035)$ | (6) | 123,007 | 1,110 | 1 | 121,897 |
| Electronic banking | 105,401 | 12,810 | 14 | 92,591 | 10,301 | 13 | 82,290 |
| Mortgage banking income | 84,887 | $(41,968)$ | (33) | 126,855 | $(64,237)$ | (34) | 191,092 |
| Brokerage income | 68,277 | $(1,347)$ | (2) | 69,624 | $(3,060)$ | (4) | 72,684 |
| Insurance income | 65,473 | $(3,791)$ | (5) | 69,264 | $(2,055)$ | (3) | 71,319 |
| Bank owned life insurance income | 57,048 | 629 | 1 | 56,419 | 377 | 1 | 56,042 |
| Capital markets fees | 43,731 | $(1,489)$ | (3) | 45,220 | $(2,126)$ | (4) | 47,346 |
| Gain on sale of loans | 21,091 | 2,920 | 16 | 18,171 | $(40,011)$ | (69) | 58,182 |
| Securities gains (losses) | 17,554 | 17,136 | 4,100 | 418 | $(4,351)$ | (91) | 4,769 |
| Other income | 126,004 | $(12,821)$ | (9) | 138,825 | 304 | - | 138,521 |
| Total noninterest income | 979,179 | $(33,017)$ | (3) | 1,012,196 | $(94,125)$ | (9) | 1,106,321 |
| Personnel costs | 1,048,775 | 47,138 | 5 | 1,001,637 | 13,444 | 1 | 988,193 |
| Outside data processing and other services | 212,586 | 13,039 | 7 | 199,547 | 9,292 | 5 | 190,255 |
| Net occupancy | 128,076 | 2,732 | 2 | 125,344 | 14,184 | 13 | 111,160 |
| Equipment | 119,663 | 12,870 | 12 | 106,793 | 3,846 | 4 | 102,947 |
| Professional services | 59,555 | 18,968 | 47 | 40,587 | $(25,171)$ | (38) | 65,758 |
| Marketing | 50,560 | (625) | (1) | 51,185 | $(13,078)$ | (20) | 64,263 |
| Deposit and other insurance expense | 49,044 | $(1,117)$ | (2) | 50,161 | $(18,169)$ | (27) | 68,330 |
| Amortization of intangibles | 39,277 | $(2,087)$ | (5) | 41,364 | $(5,185)$ | (11) | 46,549 |
| Gain on early extinguishment of debt | - | - | - | - | 798 | (100) | (798) |
| Other expense | 174,810 | 33,425 | 24 | 141,385 | $(57,834)$ | (29) | 199,219 |
| Total noninterest expense | 1,882,346 | 124,343 | 7 | 1,758,003 | $(77,873)$ | (4) | 1,835,876 |
| Income before income taxes | 852,985 | $(15,771)$ | (2) | 868,756 | 35,175 | 4 | 833,581 |
| Provision for income taxes | 220,593 | $(6,881)$ | (3) | 227,474 | 25,183 | 12 | 202,291 |
| Net income | \$ 632,392 | \$ (8,890) | (1)\% | \$ 641,282 | \$ 9,992 | 2\% | \$ 631,290 |
| Dividends on preferred shares | 31,854 | (15) | - | 31,869 | (120) | - | 31,989 |
| Net income applicable to common shares | $\underline{\$}$ 600,538 | \$ (8,875) | (1)\% | \$ 609,413 | \$ 10,112 | 2\% | \$ 599,301 |
| Average common shares-basic | 819,917 | $(14,288)$ | (2) | 834,205 | $(23,757)$ | (3)\% | 857,962 |
| Average common shares-diluted | 833,081 | $(10,893)$ | (1) | 843,974 | $(19,428)$ | (2) | 863,402 |
| Per common share |  |  |  |  |  |  |  |
| Net income-basic | \$ 0.73 | \$ - | - \% | \$ 0.73 | \$ 0.03 | 4\% | \$ 0.70 |
| Net income-diluted | 0.72 | - | - | 0.72 | 0.03 | 4 | 0.69 |
| Cash dividends declared | 0.21 | 0.02 | 11 | 0.19 | 0.03 | 19 | 0.16 |
| Revenue-fully taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$1,837,141 | \$132,533 | 8\% | \$1,704,608 | \$ $(5,916)$ | - \% | \$1,710,524 |
| FTE adjustment(2) | 27,550 | 210 | 1 | 27,340 | 6,934 | 34 | 20,406 |
| Net interest income | 1,864,691 | 132,743 | 8 | 1,731,948 | 1,018 | - | 1,730,930 |
| Noninterest income | 979,179 | $(33,017)$ | (3) | 1,012,196 | $(94,125)$ | (9) | 1,106,321 |
| Total revenue | $\underline{\$ 2,843,870}$ | \$ 99,726 | 4\% | \$2,744,144 | \$(93,107) | (3) $\%$ | \$2,837,251 |

[^11]Huntington Bancshares Incorporated

## Annual Mortgage Banking Income

(Unaudited)

| (dollar amounts in thousands, except as noted) | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 | 2011 | 2010 |
| Mortgage banking income |  |  |  |  |  |
| Origination and secondary marketing | \$ 57,272 | \$ 85,016 | \$146,845 | \$ 68,217 | \$117,440 |
| Servicing fees | 40,602 | 43,816 | 46,177 | 49,096 | 48,123 |
| Amortization of capitalized servicing | $(24,102)$ | $(28,746)$ | $(35,908)$ | $(37,369)$ | $(47,165)$ |
| Other mortgage banking income | 14,734 | 16,206 | 19,607 | 15,506 | 16,629 |
| Subtotal | 88,506 | 116,292 | 176,721 | 95,450 | 135,027 |
| MSR valuation adjustment(1) | $(10,734)$ | 35,556 | $(16,902)$ | $(53,897)$ | $(12,721)$ |
| Net trading gains (losses) related to MSR hedging | 7,115 | $(24,993)$ | 31,273 | 41,855 | 53,476 |
| Total mortgage banking income | \$ 84,887 | \$126,855 | \$191,092 | \$ 83,408 | \$175,782 |
| Mortgage originations (in millions) | \$ 3,558 | \$ 4,418 | \$ 4,833 | \$ 3,921 | \$ 5,476 |
| Capitalized mortgage servicing rights(2) | 155,598 | 162,301 | 120,747 | 137,435 | 196,194 |
| Total mortgages serviced for others (in millions)(2) | 15,637 | 15,239 | 15,623 | 15,886 | 15,933 |
| MSR \% of investor servicing portfolio | 1.00\% | 1.07\% | 0.77\% | 0.87\% | 1.23\% |
| Net impact of MSR hedging |  |  |  |  |  |
| MSR valuation adjustment(1) | \$ $(10,734)$ | \$ 35,556 | \$ $(16,902)$ | \$ $(53,897)$ | \$ $(12,721)$ |
| Net trading gains (losses) related to MSR hedging | 7,115 | $(24,993)$ | 31,273 | 41,855 | 53,476 |
| Net interest income related to MSR hedging | - | - | (26) | 166 | 972 |
| Net gain (loss) on MSR hedging | \$ (3,619) | \$ 10,563 | \$ 14,345 | $\underline{\underline{\text { (11,876 }}}$ ) | \$ 41,727 |

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

Huntington Bancshares Incorporated

## Annual Credit Reserves Analysis

(Unaudited)

| (dollar amounts in thousands) | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 | 2011 | 2010 |
| Allowance for loan and lease losses, beginning of period | \$ 647,870 | \$ 769,075 | \$ 964,828 | \$1,249,008 | \$ 1,482,479 |
| Loan and lease losses | $(246,601)$ | $(306,316)$ | $(455,200)$ | $(557,753)$ | $(1,003,907)$ |
| Recoveries of loans previously charged off | 121,974 | 117,650 | 112,738 | 120,664 | 129,433 |
| Net loan and lease losses | $(124,627)$ | $(188,666)$ | (342,462) | $(437,089)$ | $(874,474)$ |
| Provision for loan and lease losses | 83,082 | 67,797 | 155,193 | 167,730 | 641,299 |
| Allowance of assets sold or transferred to loans held for sale | $(1,129)$ | (336) | $(8,484)$ | $(14,821)$ | (296) |
| Allowance for loan and lease losses, end of period | \$ 605,196 | \$ 647,870 | \$ 769,075 | \$ 964,828 | \$ 1,249,008 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ 62,899 | \$ 40,651 | \$ 48,456 | \$ 42,127 | \$ 48,879 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses | $(2,093)$ | 22,248 | $(7,805)$ | 6,329 | $(6,752)$ |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ 60,806 | \$ 62,899 | \$ 40,651 | \$ 48,456 | \$ 42,127 |
| Total allowance for credit losses | \$ 666,002 | \$ 710,769 | \$ 809,726 | \$1,013,284 | \$ 1,291,135 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.27\% | 1.50\% | 1.89\% | 2.48\% | 3.28\% |
| Nonaccrual loans and leases (NALs) | 202 | 201 | 189 | 178 | 161 |
| Nonperforming assets (NPAs) | 179 | 184 | 173 | 163 | 148 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |
| Total loans and leases | 1.40\% | 1.65\% | 1.99\% | 2.60\% | 3.39\% |
| Nonaccrual loans and leases (NALs) | 222 | 221 | 199 | 187 | 166 |
| Nonperforming assets (NPAs) | 197 | 202 | 182 | 172 | 153 |

## Huntington Bancshares Incorporated

## Annual Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 | 2011 | 2010 |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | \$ 32,123 | \$ 16,390 | \$ 64,248 | \$ 89,699 | \$254,932 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 1,171 | 6,358 | 8,041 | 31,524 | 109,008 |
| Commercial | $(10,538)$ | 18,496 | 70,388 | 116,577 | 166,554 |
| Commercial real estate | $(9,367)$ | 24,854 | 78,429 | 148,101 | 275,562 |
| Total commercial | 22,756 | 41,244 | 142,677 | 237,800 | 530,494 |
| Consumer: |  |  |  |  |  |
| Automobile | 17,568 | 10,537 | 9,442 | 15,067 | 26,572 |
| Home equity | 36,947 | 82,263 | 116,379 | 101,797 | 139,373 |
| Residential mortgage | 19,752 | 27,162 | 47,923 | 56,681 | 152,895 |
| Other consumer | 27,604 | 27,460 | 26,041 | 25,744 | 25,140 |
| Total consumer | 101,871 | 147,422 | 199,785 | 199,289 | 343,980 |
| Total net charge-offs | \$124,627 | \$188,666 | \$ 342,462 | \$437,089 | \$874,474 |
| Net charge-offs-annualized percentages: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 0.18\% | 0.10\% | 0.40\% | 0.66\% | 2.05\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | 0.16 | 1.10 | 1.38 | 5.33 | 9.95 |
| Commercial | (0.25) | 0.42 | 1.35 | 2.08 | 2.72 |
| Commercial real estate | (0.19) | 0.49 | 1.36 | 2.39 | 3.81 |
| Total commercial | 0.10 | 0.19 | 0.66 | 1.20 | 2.70 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.23 | 0.19 | 0.21 | 0.26 | 0.54 |
| Home equity | 0.44 | 0.99 | 1.40 | 1.28 | 1.84 |
| Residential mortgage | 0.35 | 0.52 | 0.92 | 1.20 | 3.42 |
| Other consumer | 6.99 | 6.30 | 5.72 | 4.85 | 3.80 |
| Total consumer | 0.46 | 0.75 | 1.08 | 1.05 | 1.95 |
| Net charge-offs as a \% of average loans | 0.27\% | 0.45\% | 0.85\% | 1.12\% | 2.35\% |

## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 | 2011 | 2010 |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |
| Commercial and industrial | \$ 71,974 | \$ 56,615 | \$ 90,705 | \$ 201,846 | \$ 346,720 |
| Commercial real estate | 48,523 | 73,417 | 127,128 | 229,889 | 363,692 |
| Automobile | 4,623 | 6,303 | 7,823 | - | - |
| Residential mortgage | 96,564 | 119,532 | 122,452 | 68,658 | 45,010 |
| Home equity | 78,560 | 66,189 | 59,525 | 40,687 | 22,526 |
| Total nonaccrual loans and leases | 300,244 | 322,056 | 407,633 | 541,080 | 777,948 |
| Other real estate, net: |  |  |  |  |  |
| Residential | 29,291 | 23,447 | 21,378 | 20,330 | 31,649 |
| Commercial | 5,748 | 4,217 | 6,719 | 18,094 | 35,155 |
| Total other real estate, net | 35,039 | 27,664 | 28,097 | 38,424 | 66,804 |
| Other NPAs (1) | 2,440 | 2,440 | 10,045 | 10,772 | - |
| Total nonperforming assets | \$ 337,723 | \$ 352,160 | \$ 445,775 | \$ 590,276 | \$ 8 844,752 |
| Nonaccrual loans and leases as a \% of total loans and leases | 0.63\% | 0.75\% | 1.00\% | 1.39\% | 2.04\% |
| NPA ratio (2) | 0.71 | 0.82 | 1.09 | 1.51 | 2.21 |
|  |  |  | December 31, |  |  |
| (dollar amounts in thousands) | 2014 | 2013 | 2012 | 2011 | 2010 |
| Nonperforming assets, beginning of period | \$352,160 | \$445,775 | \$590,276 | \$844,752 | \$2,058,091 |
| New nonperforming assets | 431,261 | 466,122 | 741,724 | 745,063 | 925,699 |
| Franklin impact, net | - | - | - | $(9,477)$ | $(329,023)$ |
| Returns to accruing status | $(77,241)$ | $(82,112)$ | $(140,714)$ | $(195,786)$ | $(370,798)$ |
| Loan and lease losses | $(174,737)$ | $(213,138)$ | $(310,979)$ | $(362,784)$ | $(635,606)$ |
| Payments | $(158,946)$ | $(230,726)$ | $(302,614)$ | $(328,294)$ | $(650,429)$ |
| Sales | $(34,774)$ | $(33,761)$ | $(131,918)$ | $(103,198)$ | $(153,182)$ |
| Nonperforming assets, end of period | \$ 337,723 | \$ 352,160 | \$ 445,775 | \$ 590,276 | \$ 844,752 |

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

## Huntington Bancshares Incorporated

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

(Unaudited)

| (dollar amounts in thousands) | December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2012 | 2011 | 2010 |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |
| Commercial and industrial | \$ 4,937 | \$ 14,562 | \$ 26,648 | \$ | \$ |
| Commercial real estate | 18,793 | 39,142 | 56,660 | - | - |
| Automobile | 5,703 | 5,055 | 4,418 | 6,265 | 7,721 |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) | 33,040 | 2,469 | 2,718 | 45,198 | 53,983 |
| Home equity | 12,159 | 13,983 | 18,200 | 20,198 | 23,497 |
| Other consumer | 837 | 998 | 1,672 | 1,988 | 2,456 |
| Total, excl. loans guaranteed by the U.S. Government | 75,469 | 76,209 | 110,316 | 73,649 | 87,657 |
| Add: loans guaranteed by U.S. Government | 55,012 | 87,985 | 90,816 | 96,703 | 98,288 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. |  |  |  |  |  |
| Ratios: |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.16\% | 0.18\% | 0.27\% | 0.19\% | 0.23\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases | 0.12 | 0.20 | 0.22 | 0.25 | 0.26 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases | 0.27 | 0.38 | 0.49 | 0.44 | 0.49 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |
| Commercial and industrial | \$116,331 | \$ 83,857 | \$ 76,586 | \$ 54,007 | \$ 70,136 |
| Commercial real estate | 177,156 | 204,668 | 208,901 | 249,968 | 152,496 |
| Automobile | 26,060 | 30,781 | 35,784 | 36,573 | 29,764 |
| Home equity | 252,084 | 188,266 | 110,581 | 52,224 | 37,257 |
| Residential mortgage | 265,084 | 305,059 | 290,011 | 309,678 | 328,411 |
| Other consumer | 4,018 | 1,041 | 2,544 | 6,108 | 9,565 |
| Total accruing troubled debt restructured loans | \$840,733 | \$813,672 | \$724,407 | \$708,558 | \$627,629 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |
| Commercial and industrial | \$ 20,580 | \$ 7,291 | \$ 19,268 | \$ 48,553 | \$ 15,275 |
| Commercial real estate | 24,964 | 23,981 | 32,548 | 21,968 | 18,187 |
| Automobile | 4,552 | 6,303 | 7,823 | - | - |
| Home equity | 27,224 | 20,715 | 6,951 | 369 | - |
| Residential mortgage | 69,305 | 82,879 | 84,515 | 26,089 | 5,789 |
| Other consumer | 70 | - | 113 | 113 | - |
| Total nonaccruing troubled debt restructured loans | \$146,695 | \$141,169 | \$151,218 | \$ 97,092 | \$ 39,251 |


[^0]:    Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

[^1]:    See Notes to the Annual and Quarterly Key Statistics.

[^2]:    (1) See page 4 for detail of loans and leases.
    (2) See page 5 for detail of deposits.

[^3]:    (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.
    (2) During the first quarter of 2014, we reorganized our business segments.

[^4]:    (1) Includes Nonaccrual Loans

[^5]:    (1) Fully-taxable equivalent (FTE) income and expense calculated assuming a $35 \%$ tax rate. See page 9 for the FTE adjustment.

[^6]:    (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.

[^7]:    (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.

[^8]:    (1) Includes nonaccrual loans.

[^9]:    (1) Fully-taxable equivalent (FTE) income and expense calculated assuming a $35 \%$ tax rate. See page 19 for the FTE adjustment.

[^10]:    (1) Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 19 for the FTE adjustment.
    (2) Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
    (3) Includes the impact of nonacrrual loans.

[^11]:    (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.

