## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): May 15, 2009

## HUNTINGTON BANCSHARES INCORPORATED

(Exact name of registrant as specified in its charter)

| Maryland $\mathbf{0 0 1 - 3 4 0 7 3}$ <br> (State or other Jurisdiction of  <br> Incorporation)  |  | 31-0724920 |
| :---: | :---: | :---: |
|  |  | (IRS Employer Identification No.) |
| Huntington Center 41 South High Street Columbus, Ohio |  | 43287 |
| (Address of Principal Executive Offices) |  | (Zip Code) |
| Registrant's telephone number, including area code: (614) 480-8300 |  |  |
| Not Applicable |  |  |
| $\overline{\text { (Former name or former address if changed since last report.) }}$ |  |  |
| Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registran under any of the following provisions: |  |  |
| $\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) |  |  |
| $\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) |  |  |
| $\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) |  |  |
| $\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) |  |  |

## Item 7.01 Regulation FD Disclosure.

The attached Analyst Handout contains information that members of Huntington Bancshares Incorporated ("Huntington") management will use from time to time through June 30, 2009, during visits with investors, analysts, and other interested parties to assist their understanding Huntington. This handout is available in the Investor Relations section of Huntington's web site at www.huntington-ir.com.

The Analyst Handout is attached as Exhibit 99.1 to this report and is incorporated herein by reference.
The Analyst Handout is attached as Exhibit 99.1 and is being furnished, not filed, under item 7.01 of this Form 8-K.
Item 9.01 Financial Statements and Exhibits.
(d) Exhibits.

The following exhibit is being furnished herewith:
Exhibit 99.1 - Analyst Handout

## 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

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

## EXHIBIT INDEX

Exhibit No. Description
Exhibit 99.1 Analyst Handout

# 2009 Second Quarter Investor Handout 

May 12, 2009

## Basis of Presentation

## Use of non-GAAP financial measures

This presentation contains 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 the current quarter eamings release, this presentation, in the Quarterly Financial Review supplement to the current quarter earnings release, or 8 -K related to the filed 4/21/09 earnings press release, which can be found on Huntington's website at huntington-ir.com

## Significant Items

Certain components of the Income Statement are naturally subject to more volatility than others. As a result, analysts/investors may view such items differently in their assessment of performance compared with their expectations and/or any implications resulting from them on their assessment of future performance trends. It is a general practice of analysts/investors to try and determine their perception of what "underlying" or "core" earnings performance is in any given reporting period, as this typically forms the basis for their estimation of performance in future periods. Therefore, Management believes the disclosure of certain "Significant ttems" in current and prior period results aids analysts/investors in better understanding corporate performance so that they can ascertain for themselves what, if any, items they may wish to include/exclude from their analysis of 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.

## Annualized date

Certain returns, yields, performance ratios, or growth rates for a quarter are "annualized" in this presentation to represent an annual time period. 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 growth rates 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 secunties and certain lease assets, on a common basis that facilitates companison of results to results of competitors.

## Basis of Presentation

## Rounding

Please note that columns of data in the following slides may not add due to rounding.
Earnings per share equivalent data
Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate eamings 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 consensus 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 separately disclosed, with this then being the amount used to calculate the earnings per share equivalent.
NM or nm
Percent changes of 100\% or more are typically shown as "nm" or "not meaningful" unless required. Such large percent changes typically reflect the impact of unusual or particularly volatile items within the measured periods. Since the primary purpose of showing a percent change is for discerning underlying performance trends, such large percent changes are typically "not meaningful" for trend analysis purposes.

## Discretionary Equity Issuance

Comments in this presentation do not constitute an offer to sell or a solicitation of an offer to buy any securities of the company, nor shall there be any sale of securities of the company in any state or jurisdiction in which such an offer, solicitation or sale would be unlawful prior to registration or qualification under the secunities laws of any such jurisdiction. Unless an exemption from the securities laws is available, any offering may be made only by means of a prospectus supplement and related base prospectus.

## Forward Looking Statements

This presentation contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties.

Actual results could differ materially from those contained or implied by such statements for a variety of factors including: (1) deterioration in the loan portfolio could be worse than expected due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success and timing of other business strategies; (6) the nature, extent, and timing of governmental actions and reforms, including existing and potential future restrictions and limitations imposed in connection with the Troubled Asset Relief Program's voluntary Capital Purchase Plan or otherwise under the Emergency Economic Stabilization Act of 2008; and (7) extended disruption of vital infrastructure.

Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2008 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 release are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Steinour Overview Discussion

杪 Huntington

## 2009 First Quarter Achievements

- Successfully restructured Franklin Credit relationship
- Increased capital ratios
- Cut the common stock dividend
- Converted a portion of Series A preferred stock to common
- Increased balance sheet efficiency... automobile loan securitization, mortgage loan sale, and municipal securities sale
- Improved liquidity - \$2.3 B of cash on hand, up \$1.5 B
- \$1,160 MM core deposit growth
- $\$ 600$ MM TLGP borrowing
- \$600 MM municipal securities sold
- \$1.0 B automobile loan securitization - TALF eligible
- \$200 MM mortgage loan sale
- \$1,631 MM pay down of FHLB borrowings... increases future borrowing capacity
- \$150 MM of debt repurchased
- Completed Management team restructure
- Implemented $\$ 100$ million cost cutting initiative
- Continued to expand our external disclosure


## 2009 First Quarter Achievements - Risk Management

 Enhancements
## Objective / Strategy

- More centralized view of portfolio management and risk appetite
- Establish common risk criteria and approval process
- Strengthen accountability

Actions

- Adjusted consumer and commercial credit policies
- Created commercial real estate line of business... hired new executive
- Took derisking actions including:
- Closed out-of-region automobile finance operations
- Placed hard cap on CRE lending exposure
- No longer support out-of-market projects for in-market commercial developers
- Enhanced credit MIS and reporting
- Third parties engaged to assist process
- Hired new Special Assets managing director and doubled staffing
- Instituted a detailed monthly review of all "watch" credits
- Adjusted management responsibility for consumer loss mitigation
- Implemented loan committee approval process for all exposures >\$5 MM


## 90-Day Report Card

## Objectives

$\sqrt{\text { Intensively manage the Franklin relationship and address this as }}$ an investor concern while creating opportunities to build shareholder value
$\sqrt{\text { Review the } 2009 \text { budget in light of the expense initiative and }}$ current economic conditions
$\sqrt{ }$ By March $31^{\text {st }}$ announce organizational changes to better align and focus management resources to ensure we are organized to drive results with accountability
$\sqrt{ }$ Intensively review and assess our lending and credit management areas
$\sqrt{\text { Visit each region, meet associates and customers }}$

## The Next 90-Days

## Objectives

- Optimize total balance sheet for maximum net interest income
- Drive fee income results through cross-sell
- Implement recently announced reorganization
- Launch strategic plan for select business segment growth and investment
- Aggressively manage expenses... exceed targeted saves
- Actively position Huntington with external campaigns that elevate awareness, strengths, and continuity


## Important Messages

- Franklin... addressed credit exposure... positioned to capture value in servicing platform... opportunity for recovery
- With the economy weak, levels of problem loans, net charge-offs, and provision expense are expected to remain elevated... no "blow outs" expected
- Auto, home equity and residential mortgages stable
- SFHB and CRE-Retail commercial portfolios... two highest risk portfolios... ... analysis of portfolios with actions in process
- C\&I loans... continue to improve MIS and portfolio management
- Capital ratios positively impacted by balance sheet strategies... continue to look for ways to increase balance sheet efficiency and internally strengthen capital
- Industry is going through a period of heightened stress and uncertainty but Huntington's core businesses are strong
- Retail banking... high customer loyalty and deepening relationships and growing relationships and deposits
- Commercial banking... relationship approach a competitive advantage
- Investment management... strong revenue potential and fund performance... needs to be larger
- Automobile finance... recognized leader... positions us to capture the eventual industry rebound
Huntington


## 2009 Outlook ${ }^{(1)}$

- No significant economic turnaround will occur this year
- Elevated charge-offs throughout the year
- Continue to expect that provisioning will remain elevated
- Net interest margin under modest pressure from 1Q09 level of 2.97\%
- Continue to expect core deposit growth
- Low interest rate environment is expected to support loan originations
- Fee income will remain mixed... mortgage banking and brokerage and insurance are expected to perform well... deposit service charges and trust income are expected to remain under pressure
- Expenses will remain well-controlled as we expect to exceed the targeted net $\$ 100$ million of expense saves
- May issue up to $\$ 100$ million of common equity under the recently approved Discretionary Equity Issuance program


## Huntington Review

滞Huntington

Table of Contents

| 2009 First Quarter Overview | 14 | Indirect auto lending | 88 |
| :---: | :---: | :---: | :---: |
| Quarterly Financial Review | 20 | Real estate lending | 96 |
| Quarterly earnings summaries | 21 | Home equity loans and lines | 98 |
| Significant items impacting comparisons | 25 | Residential mortgages | 108 |
| Income Statement | 26 | Residential \& other secured loans | 115 |
| Income Statement | 7 | Credit Quality Review | 116 |
| Net income \& EPS | 27 | Net Charge-offs | 120 |
| Pre-tax, pre-provision income | 28 | NALs, NPAs, \& ARLs | 122 |
| Net interest margin | 29 | Delinquencies | 126 |
| Noninterest income | 35 | ALLL, AULC, ACL | 132 |
| Expense trends | 41 | Relative Performance | 134 |
| Operating leverage | 45 | Non-Franklin Reconciliations | 139 |
| Balance Sheet | 46 | Deposits \& Other Funding | 148 |
| Investment Securities | 49 | Deposit trends | 149 |
| Loan Portfolio Overview | 55 | Core deposit trends | 152 |
| Credit composition | 56 | Other funding | 154 |
| Loan trends | 58 | Funding assessment | 155 |
| Franklin Credit Relationship | 60 | Capital | 156 |
| Commercial loans and leases | 63 | Franchise | 164 |
| Commercial \& industrial | 67 | Strategy, Organization \& History | 168 |
| Commercial real estate | 74 | Strategy, Organization \& History |  |
| Consumer loans and leases | 86 |  |  |
| 唺Huntington |  |  |  |

## 2009 First Quarter <br> Overview

相Huntington

1Q09 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net loss | \$ $2,433.2$ ) MM |  |
| Net loss applicable to common shares | \$(2,492.0) MM | \$(6.79) |
| Significant ltems | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(1)}$ | EPS ${ }^{(2)}$ |
| Goodwill impairment charge | \$(2,602.7) | \$(7.09) |
| Preferred stock conversion | NA | (0.08) |
| Franklin restructuring | $159.9{ }^{(2)}$ | 0.44 |
| (1) Favorable (unfavorable) impact on GAAP earnings; pre-tax unless otherwise noted <br> (2) After tax; EPS reflected on a fully diluted basis |  |  |
| 楣Huntington |  | 15 |

## Quarterly Earnings

| (\$MM) | 1 Q09 | 4Q08 | 1Q08 | Change Better (Worse) vs. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{aligned} & \text { 4Q08 } \\ & \text { Amt. } \end{aligned}$ | 1Q08 |  |
|  |  |  |  |  | Amt. | Pct. |
| Net interest income | \$ 337.5 | \$ 376.4 | \$ 376.8 | \$ (38.9) | \$ (39.3) | (10) \% |
| Provision | (291.8) | (722.6) | (88.7) | 430.8 | (203.2) | NM |
| Noninterest income | 239.1 | 67.1 | 235.8 | 172.0 | 3.4 | 1 |
| Noninterest expense | $(2,969.8)$ | (390.1) | (370.5) | $(2,579.7)$ | $(2,599.3)$ | NM |
| Pre-tax income/(loss) | (2,685.0) | (669.2) | 153.4 | $(2,015.8)$ | $(2,838.4)$ | NM |
| Net Income/(loss) | \$(2,433.2) | \$ (417.3) | \$ 127.1 | \$ (2,015.9) | \$ (2,560.3) | NM |
| EPS | \$ (6.79) | \$ (1.20) | \$ 0.35 | \$ (5.59) | \$ (7.14) | NM \% |
| NM - not meaningful |  |  |  |  |  |  |
| 嘸Huntington |  |  |  |  |  | 16 |

## 2009 First Quarter Performance Highlights

- \$(6.79) EPS; \$(0.06) EPS excluding impact of Significant Items
- Goodwill impairment charge
- Franklin restructuring \$(7.09)
- Preferred stock conversion
- \$225 million pre-tax pre-provision income, up \$25 million, or 13\%, linked-quarter
- 4.65\% TCE ratio, up 61 bp linked-quarter
- 5.13\% TCE/risk-weighted assets ratio
- 8\% linked-quarter increase in NPAs
- 3.34\% net charge-off ratio... 2.12\% non-Franklin related
- 2.24\% allowance for credit losses
- 2.97\% net interest margin
- $\$ 4.4$ billion of loans originated or renewed... $\$ 2.0$ billion commercial... $\$ 2.4$ billion consumer
- 9\% annualized linked-quarter growth in average total core deposits
- Strong linked-quarter growth in mortgage banking and brokerage and insurance income
- $6 \%$ linked-quarter decline in expenses, excluding goodwill impairment charge

Pre-tax, Pre-provision Income Trends

| (in millions) | 2009 <br> First <br> Quarter |  | 2008 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fourth Quarter |  | Third Quarter |  | Second <br> Quarter |  | First Quarter |  |
| (Loss) Income Before Income Taxes | \$ | $(2,685.0)$ | \$ | (669.2) | \$ | 92.1 | \$ | 127.7 | \$ | 153.4 |
| Add: Provision for credit losses |  | 291.8 |  | 722.6 |  | 125.4 |  | 120.8 |  | 88.7 |
| Less: Securities gains (losses) |  | 2.1 |  | (127.1) |  | (73.8) |  | 2.1 |  | 1.4 |
| Add: Amortization of intangibles |  | 2,619.8 |  | 19.2 |  | 19.5 |  | 19.3 |  | 18.9 |
| Pre-tax, Pre-provision Income | \$ | 224.6 | \$ | 199.6 | \$ | 310.8 | \$ | 265.7 | \$ | 259.6 |

\$25.0 MM Linked-Quarter Increase Reflected:

- Higher mortgage banking income
- Lower expenses, excluding goodwill impairment
- Higher brokerage and insurance income
- Lower net interest income
- All other

限Huntington

Better/(Worse)
\$42.2 MM
21.0
8.7
(38.9)
(8.0)

## Quarterly Performance Highlights

|  | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EPS | \$(6.79) | \$(1.20) | \$0.17 | \$0.25 | \$0.35 |
| Pre-tax pre-provision income (\$MM) ${ }^{(1)}$ | \$224.6 | \$199.6 | \$310.8 | \$265.7 | \$259.6 |
| Net interest margin | 2.97\% | 3.18\% | 3.29\% | 3.29\% | 3.23\% |
| Efficiency ratio (2) | 60.5\% | 64.6\% | 50.3\% | 56.9\% | 57.0\% |
| Loan \& lease growth ${ }^{(3)}$ | (6)\% | 4\% | - \% | 7\% | 3\% |
| Core deposit growth (4) | 9\% | 3\% | 4\% | (1)\% | (2)\% |
| Net charge-off ratio | 3.34\% | 5.41\% | 0.82\% | 0.64\% | 0.48\% |
| Net charge-off ratio: non-Franklin ${ }^{(5)}$ Period End Ratios | 2.12\% | 1.36\% | 0.84\% | 0.65\% | 0.49\% |
| NPA ratio | 4.46\% | 3.97\% | 1.64\% | 1.52\% | 1.26\% |
| ALLL/loans \& leases | 2.12\% | 2.19\% | 1.75\% | 1.66\% | 1.53\% |
| ACL/loans \& leases | 2.24\% | 2.30\% | 1.90\% | 1.80\% | 1.67\% |
| Tier 1 risk-based capital ratio (6) | 11.16\% | 10.72\% | 8.80\% | 8.82\% | 7.56\% |
| Total risk-based capital ratio (6) | 14.28\% | 13.91\% | 12.03\% | 12.05\% | 10.87\% |
| Tangible common equity/assets (6) | 4.65\% | 4.04\% | 4.88\% | 4.81\% | 4.92\% |
| Tangible common equity/risk-weighted assets ${ }^{(6)}$ | 5.13\% | 4.39\% | 5.38\% | 5.37\% | 5.58\% |
| Tangible equity/risk-weighted assets ${ }^{(6)}$ | 8.94\% | 8.39\% | 6.60\% | 6.59\% | 5.58\% |
| (1) See pre-tax pre-provision reconciliation slide <br> (2) Net Income less expense for amortization of intangibles divided by average tangible shareholder equity (shareholder equity - intangible assets) <br> (3) Linked-quarter annualized average balance growth rate; impacted by loan sales <br> (4) Linked-quarter annualized average balance growth rates <br> (5) See non-Franklin credit metrics reconcliation <br> (6) See slide 157 for $3 / 31 / 09$ pro forma ratios reflecting completion of 1 Q09 Series A Preferred Stock conversions and DEIP <br> 限 Huntington |  |  |  |  |  |

## 2009 - 2008 Quarterly Financial Review

相Huntington

4Q08 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net loss | \$(417.3) MM |  |
| Net loss applicable to common shares | \$(440.4) MM | \$(1.20) |
| Significant ltems | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(1)}$ | EPS ${ }^{(2)}$ |
| Franklin relationship | \$(454.3) | \$(0.81) |
| Net market-related loss ${ }^{(3)}$ | (141.7) | (0.25) |
| VISA ${ }^{\circledR}$ indemnification | 4.6 | 0.01 |
| VISA ${ }^{\oplus}$-related deferred tax valuation allowance provision | $(2.9)^{(2)}$ | (0.01) |
| (1) Pre-tax <br> (2) After tax |  |  |
| (3)Investment securities losses <br> Net impact of MSR hedging <br> Let inver$\quad \$(127.1)$ <br> $(12.2)$ |  |  |
|  |  |  |

3Q08 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net income | \$75.1 MM |  |
| Net income applicable to common shares | \$63.0 MM | \$0.17 |
| Significant Items | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(1)}$ | EPS ${ }^{(2)}$ |
| Net market-related losses ${ }^{(3)}$ | \$(47.1) | \$(0.08) |
| VISA ${ }^{\oplus}$-related deferred tax valuation allowance provision | $(3.7)^{(2)}$ | (0.01) |
| (1) Pre-tax <br> (2) After tax |  |  |
| (3) Gain on extinguishment of debt Equity investment gains |  |  |
| 限 F Huntington |  | 22 |

2Q08 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net income | \$101.4 MM |  |
| Net income applicable to common shares | \$90.2 MM | \$0.25 |
| Significant Items | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(1)}$ | EPS ${ }^{(2)}$ |
| VISA ${ }^{\oplus}$-related deferred tax valuation allowance benefit | \$3.4 ${ }^{(2)}$ | \$0.01 |
| Merger / restructuring costs | (14.6) | (0.03) |
| Net market-related losses ${ }^{(3)}$ | (6.8) | (0.01) |
| (1) Pre-tax <br> (2) After tax |  |  |
| (3) Loss on sale of held-for-sale loans Equity investment losses |  |  |
|  |  |  |
| Gain on extinguishment of debt 2.2 |  |  |
| $\begin{array}{ll}\text { Investment securities gains } \\ \text { Gain on sale of mortgage loans } & 2.1 \\ 2.1\end{array}$ |  |  |
| Gain on sale of mortgage loans 2.1 |  |  |
| 嘅Huntington |  | ${ }^{23}$ |

1 Q08 Earnings Summary

|  | After-tax | EPS |
| :---: | :---: | :---: |
| Net income | \$127.1 MM | \$0.35 |
| Significant Items | Favorable/(Unfavorable) |  |
|  | Earnings ${ }^{(1)}$ | EPS ${ }^{(2)}$ |
| Aggregate impact of Visa ${ }^{\text {® }}$ IPO ${ }^{(3)}$ | \$37.5 | \$0.07 |
| VISA ${ }^{\oplus}$-related deferred tax valuation allowance benefit | $11.1{ }^{(2)}$ | 0.03 |
| Net market-related losses ${ }^{(4)}$ | (20.0) | (0.04) |
| Asset impairment | (11.0) | (0.02) |
| Merger costs | (7.3) | (0.01) |
| (1) Pretax |  |  |
| (3) (i)an from IPO |  |  |
| Partial feversal f 4007 indemnification |  |  |
| (4) Netimpacat of MSR hedging |  |  |
| Equirlinvestment losses |  |  |
| 限Huntington |  |  |

Significant Items * Impacting Financial Performance Comparisons - Reconciliation
2009-2008 Quarterly


## Income Statement

掃Huntington


Pre-tax, Pre-provision Income ${ }^{(1)}$

(1) Excluding securities gains (losses) and amortization of intangibles



## Managing Interest Rate Risk

Net Interest Income at Risk = Interest Rate Risk + Business Risk

Interest Rate Risk

- The exposure of income (short-term interest rate risk) and economic values (long-term interest rate risk) to changes in market interest rates


## Business Risk

- Examples:
- Credit and liquidity risk that change loan and deposit pricing and volumes versus expectations
- Deposit pricing competition that shrinks margins
- These examples cause net interest income volatility and should not be confused as hedgable interest rate risk


## Managing Interest Rate Risk

## Philosophy

- Relatively stable net interest margin
- Maintain long-term perspective... avoid speculating on the short-term movement in interest rates
- Policy metrics to manage interest rate risk include:
- Net interest income at risk simulation model - short-term interest rate risk
- Economic Value of Equity at risk (EVE) - long-term interest rate risk
- Operate within established guidelines
- Net interest income at risk guideline limited to (4)\%
- EVE at risk guideline limited to (12)\%
- Long-term bias to be modestly liability sensitive
- Natural business flows typically asset sensitive
- Current positioning indicates a benefit to rising interest rates


## Managing Interest Rate Risk

## Net Interest Income at Risk

Forward Curve +2\%, -2\%, \& -1\% Gradual Change in Rates


滑Huntington

Managing Interest Rate Risk


Noninterest Income Trends

| Linked Quarter |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | First <br> Quarter 2009 |  | Fourth <br> Quarter <br> 2008 |  | Change |  |  |
|  |  |  |  | ount | \% |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 69.9 |  |  | \$ | 75.2 | \$ | (5.4) | (7) \% |
| Brokerage and insurance income |  | 39.9 |  | 31.2 |  | 8.7 | 28 |
| Trust services |  | 24.8 |  | 27.8 |  | (3.0) | (11) |
| Electronic banking |  | 22.5 |  | 22.8 |  | (0.4) | (2) |
| Bank owned life insurance income |  | 12.9 |  | 13.6 |  | (0.7) | (5) |
| Automobile operating lease income |  | 13.2 |  | 13.2 |  | 0.1 | 0 |
| Mortgage banking income (loss) |  | 35.4 |  | (6.7) |  | 42.2 | NM |
| Securities gains (losses) |  | 2.1 |  | (127.1) |  | 129.1 | NM |
| Other income |  | 18.4 |  | 17.1 |  | 1.3 | 8 |
| Total noninterest income | \$ | 239.1 | \$ | 67.1 | \$ | 172.0 | NM \% |

Noninterest Income Trends

## Prior-year Quarter

| (in millions) | First Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 69.9 | \$ | 72.7 | \$ | (2.8) | (4) \% |
| Brokerage and insurance income |  | 39.9 |  | 36.6 |  | 3.4 | 9 |
| Trust services |  | 24.8 |  | 34.1 |  | (9.3) | (27) |
| Electronic banking |  | 22.5 |  | 20.7 |  | 1.7 | 8 |
| Bank owned life insurance income |  | 12.9 |  | 13.8 |  | (0.8) | (6) |
| Automobile operating lease income |  | 13.2 |  | 5.8 |  | 7.4 | NM |
| Mortgage banking income (loss) |  | 35.4 |  | (7.1) |  | 42.5 | NM |
| Securities gains (losses) |  | 2.1 |  | 1.4 |  | 0.6 | 45 |
| Other income |  | 18.4 |  | 57.7 |  | (39.3) | (68) |
| Total noninterest income | \$ | 239.1 | \$ | 235.8 | \$ | 3.4 | 1 \% |

## Mortgage Banking Income

| (\$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Origination \& secondary marketing | \$30.0 | \$7.2 | \$7.6 | \$13.1 | \$9.3 |
| Servicing fees | 11.8 | 11.7 | 11.8 | 11.2 | 10.9 |
| Amortz. capitalized servicing | (12.3) | (6.5) | (6.2) | (7.0) | (6.9) |
| Other mortgage banking income | 9.4 | 3.0 | 3.5 | 6.0 | 4.3 |
| Sub-total | 38.9 | 15.3 | 16.8 | 23.2 | 17.6 |
| MSR recovery | (10.4) | (63.4) | (10.3) | 39.0 | (18.1) |
| Net trading gains (losses) | 6.9 | 41.3 | 3.8 | (49.7) | (6.6) |
| Total | \$35.4 | \$(6.7) | \$10.3 | \$12.5 | \$(7.1) |
| Investor servicing portfolio (1) | \$16.3B | \$15.8B | \$15.7B | \$15.8B | \$15.1 B |
| Weighted average coupon | 5.86 \% | 5.95 \% | 5.95 \% | 5.94 \% | 5.97 \% |
| Originations | \$1.55B | \$0.7B | \$0.7 B | \$1.1B | \$1.2B |
| Mortgage servicing rights ${ }^{(1)}$ | \$167.8 MM | \$167.4 MM | \$230.4 MM | \$240.0 MM | \$191.8 MM |
| MSR \% of investor servicing portfolio (1) | 1.03 \% | 1.06 \% | 1.46 \% | 1.52 \% | 1.27 \% |
| (1) End-of-period |  |  |  |  |  |
| 㤽 Huntington |  |  |  |  | 37 |

Noninterest Income Trends


## Service Charge Income



## Trust and Brokerage / Insurance Income



## Expense Trends

| Linked Quarter | First Quarter 2009 |  | Fourth Quarter 2008 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) |  |  |  | Amount | \% |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 175.9 |  |  | \$ | 196.8 | \$ | (20.9) | (11) \% |
| Outside data processing and other servict |  | 32.4 |  | 31.2 |  | 1.2 | 4 |
| Net occupancy |  | 29.2 |  | 23.0 |  | 6.2 | 27 |
| Equipment |  | 20.4 |  | 22.3 |  | (1.9) | (9) |
| Amortization of intangibles |  | 2,619.8 |  | 19.2 |  | 2,600.7 | NM |
| Professional services |  | 18.3 |  | 17.4 |  | 0.8 | 5 |
| Marketing |  | 8.2 |  | 9.4 |  | (1.1) | (12) |
| Automobile operating lease expense |  | 10.9 |  | 10.5 |  | 0.4 | 4 |
| Telecommunications |  | 5.9 |  | 5.9 |  | (0.0) | (0) |
| Printing and supplies |  | 3.6 |  | 4.2 |  | (0.6) | (14) |
| Other expense |  | 45.1 |  | 50.2 |  | (5.1) | (10) |
| Total noninterest expense | \$ | 2,969.8 | \$ | 390.1 | \$ | 2,579.7 | NM \% |
| Less: Goodwill impairment |  | $(2,602.7)$ |  | - |  | $(2,602.7)$ | NM |
| Total noninterest expense excluding goodwill impairment | \$ | 367.1 | \$ | 390.1 | \$ | (23.0) | (6) \% |

Huntington

## Expense Trends

## Prior-year Quarter

| (in millions) | First Quarter |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2009 | 2008 |  | Amount | \% |
| Noninterest Expense |  |  |  |  |  |  |
| Personnel costs | \$ | 175.9 | \$ 201.9 | \$ | (26.0) | (13) \% |
| Outside data processing and other services |  | 32.4 | 34.4 |  | (1.9) | (6) |
| Net occupancy |  | 29.2 | 33.2 |  | (4.1) | (12) |
| Equipment |  | 20.4 | 23.8 |  | (3.4) | (14) |
| Amortization of intangibles |  | 2,619.8 | 18.9 |  | 2,600.9 | NM |
| Professional services |  | 18.3 | 9.1 |  | 9.2 | NM |
| Marketing |  | 8.2 | 8.9 |  | (0.7) | (8) |
| Automobile operating lease expense |  | 10.9 | 4.5 |  | 6.4 | NM |
| Telecommunications |  | 5.9 | 6.2 |  | (0.4) | (6) |
| Printing and supplies |  | 3.6 | 5.6 |  | (2.1) | (36) |
| Other expense |  | 45.1 | 23.8 |  | 21.2 | 89 |
| Total noninterest expense | \$ | 2,969.8 | \$ 370.5 | \$ | 2,599.3 | NM \% |
| Less: Goodwill impairment |  | $(2,602.7)$ | - |  | $(2,602.7)$ | NM |
| Total noninterest expense excluding goodwill impairment | \$ | 367.1 | \$ 370.5 | \$ | (3.4) | (1) \% |

Huntington


## Efficiency Ratio Trends



## Operating Leverage \& Efficiency Ratio Trends



## Balance Sheet

殿Huntington

Balance Sheet - Assets

|  | 2009 |  | 2008 |  | 2008 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in milions) | March 31, |  | December 31, |  | March 31, |  | Amount |  | Percent |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 2,273 | \$ | 807 | \$ | 1,242 | \$ | 1,030 | 82.9\% |
| Federal funds sold and securities purchased under resale agreements |  | - |  | 38 |  | 1,039 |  | $(1,039)$ | -100.0\% |
| Interest bearing deposits in banks |  | 383 |  | 293 |  | 253 |  | 130 | 51.2\% |
| Trading account securities |  | 84 |  | 89 |  | 1,247 |  | $(1,163)$ | -93.3\% |
| Loans held for sale |  | 481 |  | 390 |  | 632 |  | (151) | -23.9\% |
| Investment securities |  | 4,908 |  | 4,384 |  | 4,313 |  | 595 | 13.8\% |
| Loans and leases: |  |  |  |  |  |  |  |  |  |
| Commercial and industrial loans and leases |  | 13,768 |  | 13,541 |  | 13,646 |  | 122 | 0.9\% |
| Commercial real estate loans |  | 9,261 |  | 10,098 |  | 9,516 |  | (255) | -2.7\% |
| Total Commercial |  | 23,029 |  | 23,639 |  | 23,162 |  | (133) | -0.6\% |
| Automobile loans |  | 2,894 |  | 3,901 |  | 3,491 |  | (597) | -17.1\% |
| Automobile leases |  | 468 |  | 563 |  | 1,000 |  | (532) | -53.2\% |
| Home equity loans |  | 7,731 |  | 7,556 |  | 7,296 |  | 435 | 6.0\% |
| Residential mortgage loans |  | 4,769 |  | 4,761 |  | 5,366 |  | (597) | -11.1\% |
| Other consumer loans |  | 657 |  | 672 |  | 699 |  | (42) | -6.0\% |
| Total Consumer |  | 16,519 |  | 17,453 |  | 17,852 |  | $(1,333)$ | -7.5\% |
| Loans and leases |  | 39,548 |  | 41,092 |  | 41,014 |  | $(1,466)$ | -3.6\% |
| Allowance for loan and lease losses |  | (839) |  | (900) |  | (628) |  | (211) | 33.6\% |
| Net loans and leases |  | 38,709 |  | 40,192 |  | 40,386 |  | $(1,677)$ | -4.2\% |
| Bank owned life insurance |  | 1,377 |  | 1,364 |  | 1,327 |  | 50 | 3.8\% |
| Premises and equipment |  | 517 |  | 520 |  | 545 |  | (28) | -5.1\% |
| Goodwill |  | 452 |  | 3,055 |  | 3,047 |  | $(2,595)$ | -85.2\% |
| Other intangible assets |  | 340 |  | 357 |  | 409 |  | (69) | -17.0\% |
| Accrued income and other assets |  | 2,178 |  | 2,864 |  | 1,611 |  | 567 | 35.2\% |
| Total assets | \$ | 51,702 | \$ | 54,353 | \$ | 56,052 | \$ | $(4,350)$ | -7.8\% |
|  |  |  |  |  |  |  |  |  | 47 |

Balance Sheet - Liabilities \& Shareholders' Equity

|  | 2009 |  | 2008 |  | 2008 |  | Change March '09 vs. '08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in milions) | March 31, |  | December 31, |  | March 31, |  | Amount |  | Percent |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |
| Demand deposits - non-interest bearing | \$ | 5,887 | \$ | 5,477 | \$ | 5,160 | \$ | 727 | 14.1\% |
| Demand deposits - interest bearing |  | 4,306 |  | 4,083 |  | 4,041 |  | 265 | 6.6\% |
| Money market deposits |  | 5,857 |  | 5,182 |  | 6,681 |  | (824) | -12.3\% |
| Savings and other domestic deposits |  | 4,929 |  | 4,846 |  | 5,083 |  | (154) | -3.0\% |
| Core certificates of deposit |  | 12,496 |  | 12,727 |  | 10,583 |  | 1,913 | 18.1\% |
| Total core deposits |  | 33,475 |  | 32,315 |  | 31,548 |  | 1,927 | 6.1\% |
| Other domestic deposits of \$100,000 or more |  | 1,239 |  | 1,541 |  | 2,160 |  | (921) | -42.6\% |
| Brokered deposits and negotiable CDs |  | 3,848 |  | 3,355 |  | 3,362 |  | 486 | 14.5\% |
| Deposits in foreign offices |  | 508 |  | 732 |  | 1,046 |  | (538) | -51.4\% |
| Deposits |  | 39,070 |  | 37,943 |  | 38,116 |  | 954 | 2.5\% |
| Short-term borrowings |  | 1,055 |  | 1,309 |  | 3,337 |  | $(2,281)$ | -68.4\% |
| Federal Home Loan Bank advances |  | 958 |  | 2,589 |  | 3,684 |  | $(2,726)$ | -74.0\% |
| Other long-term debt |  | 2,734 |  | 2,332 |  | 1,908 |  | 827 | 43.3\% |
| Subordinated notes |  | 1,905 |  | 1,950 |  | 1,930 |  | (25) | -1.3\% |
| Accrued expenses and other liabilities |  | 1,164 |  | 1,001 |  | 1,168 |  | (4) | -0.3\% |
| Total liabilities |  | 46,887 |  | 47,123 |  | 50,143 |  | $(3,256)$ | -6.5\% |
| Shareholders' equity |  |  |  |  |  |  |  |  |  |
| Preferred stock |  | 1,768 |  | 1,878 |  | - |  | 1,768 | NA |
| Common stock |  | 4 |  | 4 |  | 4 |  | 0 | 6.7\% |
| Capital surplus |  | 5,465 |  | 5,322 |  | 5,241 |  | 224 | 4.3\% |
| Less 914,581 and 739,139 treasury shares, at cost |  | (14) |  | (16) |  | (15) |  | 1 | -4.1\% |
| Accumulated other comprehensive loss |  | (280) |  | (327) |  | (122) |  | (157) | 128.8\% |
| Retained earnings |  | $(2,129)$ |  | 367 |  | 801 |  | $(2,930)$ | -365.8\% |
| Total shareholders' equity |  | 4,815 |  | 7,229 |  | 5,909 |  | $(1,094)$ | -18.5\% |
| Total liabilities and shareholders' equity | \$ | 51,702 | \$ | 54,352 | \$ | 56,052 | \$ | $(4,350)$ | -7.8\% |

## Investment Securities

掃Huntington

## Investment Securities



## AFS Securities Overview - 3/31/09

Total Fair Value - $\$ 4.9$ Billion


Investment Securities - Assessment ${ }^{(1)}$

| Par Value | Book Value | Market Value | OCl |
| :---: | :---: | :---: | :---: |
| Alt-A mortgage backed <br> \$543 MM <br> - Purchased 2006 <br> - 25 securities - senior tranche <br> - 10/1 ARMs or 15 / 30 year fixed; no option ARMs <br> - Cash flow analysis performed monthly to test for OT | \$365 MM <br> th third-party v | \$356 MM \% to Par Value <br> tion | $\begin{gathered} \hline \text { \$(6) MM } \\ 66 \% \end{gathered}$ |
| Trust preferred <br> - Purchased 2003-2005 <br> -16 pools with 480 separate issues <br> $-87 \%=1^{\text {st }} / 2^{\text {nd }}$ tier bank trust preferred securities with <br> - Cash flow analysis performed quarterly to test for O | 282 <br> \% to Par Value <br> REIT trust pref <br> with third-party v |  131 <br>  $44 \%$ <br>   <br> ds  | (98) |
| Prime CMOs <br> - Purchased 4Q03-4Q07 <br> - 32 securities <br> - Cash flow analysis performed monthly to test for OT | $650$ <br> \% to Par Value <br> with quarterly thir | $\begin{aligned} & 512 \\ & 77 \% \end{aligned}$ <br> arty validation | (90) |
| Total <br> \$1,505 MM <br> (1) $3 / 31 / 09$ <br> OCl - accumulated other comprehensive income; tax adjusted OTTI - other-than-temporary impairment | \$1,297 MM | \$999 MM | \$(194) MM |
| 匆Huntington |  |  |  |

Available for Sale Securities Mix


Investment Securities - Credit Quality ${ }^{(1)}$


## Loan Portfolio Overview

滞Huntington

## Credit Exposure Composition

| (\$MM) | 3/31/ |  | 12/31/ |  | 12/31/07 |  | 12/31/ |  | 12/31/ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amt | Pct | Amt | Pct | Amt | Pct | Amt | Pct | Amt | Pct |
| Commercial \& industrial | \$13.8 | 35 \% | S13.5 | 33 \% | \$13.1 | 33 \% | \$7.8 | $30 \%$ | \$6.8 | 28 \% |
| Commercial real estate | 9.3 | $\underline{23}$ | 10.1 | 24 | 9.2 | $\underline{23}$ | 4.5 | 17 | 4.0 | 16 |
| Total commercial | 23.0 | 58 | 23.6 | 58 | 22.3 | 56 | 12.4 | 47 | 10.8 | 44 |
| Auto loans | 2.9 | 7 | 3.9 | 10 | 3.1 | 8 | 2.1 | 8 | 2.0 | 8 |
| Auto direct fin. leases | 0.5 | 1 | 0.6 | 1 | 1.2 | 3 | 1.8 | 7 | 2.3 | 9 |
| Home equity | 7.7 | 19 | 7.6 | 18 | 7.3 | 18 | 4.9 | 19 | 4.8 | 19 |
| Residential real estate | 4.8 | 12 | 4.8 | 12 | 5.4 | 14 | 4.5 | 17 | 4.2 | 17 |
| Other consumer | $\underline{0.7}$ | $\underline{2}$ | 0.7 | $\underline{2}$ | 0.7 | $\underline{2}$ | 0.4 | $\underline{2}$ | 0.4 | 1 |
| Total consumer | 16.5 | 42 | 17.5 | 42 | 17.7 | 44 | 13.8 | 53 | 13.6 | 55 |
| Total loans \& leases | 39.5 | 100 | 41.1 | 100 | 40.1 | 100 | $\underline{26.2}$ | 100 | 24.5 | 99 |
| Auto operating leases | 0.2 | -- | 0.2 | -- | 0.1 | - | -- | - | 0.2 | 1 |
| Total credit exposure | \$39.7 | 100 \% | \$41.3 | $100 \%$ | \$40.1 | 100 \% | \$26.2 | 100 \% | \$24.7 | 100 \% |
| Total auto exposure ( ${ }^{(1)}$ | \$3.6 | 9 \% | \$4.7 | 11 \% | \$4.3 | 11 \% | \$3.9 | 15 \% | \$4.5 | $18 \%$ |
| (1) As \% of total loans and leases + auto operating leases + auto loans securitized |  |  |  |  |  |  |  |  |  |  |
| Hilintington |  |  |  |  |  |  |  |  |  |  |



Loan and Lease Trends

## Linked Quarter

| (in billions) | First <br> Quarter <br> 2009 |  | Fourth Quarter 2008 |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.5 |  |  | \$ | 13.7 | \$ | (0.2) | (1) \% |
| Commercial real estate |  | 10.1 |  | 10.2 |  | (0.1) | (1) |
| Total commercial | \$ | 23.7 | \$ | 24.0 | \$ | (0.3) | (1) \% |
| Automobile loans and leases |  | 4.4 |  | 4.5 |  | (0.2) | (4) |
| Home equity |  | 7.6 |  | 7.5 |  | 0.1 | 1 |
| Residential mortgage |  | 4.6 |  | 4.7 |  | (0.1) | (3) |
| Other consumer |  | 0.7 |  | 0.7 |  | (0.0) | (1) |
| Total consumer |  | 17.2 |  | 17.5 |  | (0.3) | (1) |
| Total loans and leases | \$ | 40.9 | \$ | 41.4 | \$ | (0.6) | (1) \% |

Loan and Lease Trends

Prior-year Quarter

| (in billions) | First Quarter |  |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | Amount |  | \% |  |
| Average Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.5 | \$ | 13.3 | \$ | 0.2 | 1 | \% |
| Commercial real estate |  | 10.1 |  | 9.3 |  | 0.8 | 9 |  |
| Total commercial | \$ | 23.7 | \$ | 22.6 | \$ | 1.0 | 5 | \% |
| Automobile loans and leases |  | 4.4 |  | 4.4 |  | (0.0) | (1) |  |
| Home equity |  | 7.6 |  | 7.3 |  | 0.3 | 4 |  |
| Residential mortgage |  | 4.6 |  | 5.4 |  | (0.7) | (14) |  |
| Other consumer |  | 0.7 |  | 0.7 |  | (0.0) | (6) |  |
| Total consumer |  | 17.2 |  | 17.7 |  | (0.5) | (3) |  |
| Total loans and leases | \$ | 40.9 | \$ | 40.4 | \$ | 0.5 | 1 | \% |

## Franklin Credit Relationship

相Huntington

## Franklin Credit - Cash Flow Review ${ }^{(1)}$

- Improved alignment of interest beginning in 12/08 as evidenced by:
- \$22.4 million in collections in March
- Material increase in OREO sales proceeds evident over the last 4 months
- \$8.5 million in incremental payoffs from refinance efforts
- Expected April results slightly higher than March
(SMM)
- Interest collections remained consistent over the past 4 months
- Positions us to leverage the FCMC platform to more rapidly reduce exposure to this portfolio
- Huntington will provide refinancing process for secondary market eligible borrowers
- FCMC will manage collections, short-term deferrals, loan modifications, and short sale activities


Huntington

| Franklin Impact |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Change 3/31/09 vs. 12/31/08 |  |  |  |  |
| (\$MM) | Assets | NALs | OREO | Total |
| Loans and Leases |  |  |  | NPAs |
| C\&1 | \$(650.2) | \$(650.2) |  | \$(650.2) |
| Residential mortgage | 427.9 | 360.1 |  | 360.1 |
| Home equity | 65.6 | 6.0 |  | 6.0 |
| Total | (156.7) | (284.1) |  | (284.1) |
| OREO assets | 79.6 | - | \$79.6 | 79.6 |
| Total | \$(77.1) | \$(284.1) | \$79.6 | \$(204.5) |
| Change in Total Franklin Exposure | 3/31/09 | 12/31/08 | Change |  |
| Loans outstanding | \$493.6 | \$650.2 |  |  |
| Less: Allowance for loan and lease losses | -- | (130.0) |  |  |
| OREO | 79.6 | - |  |  |
| Less: Participant interest liability | (95.8) | - |  |  |
|  | \$477.3 | \$520.2 | \$(42.9) |  |
| 悵Huntington |  |  |  |  |

## Commercial Loans and Leases

## Total Commercial Loans - 3/31/09

By Industry Sector Loans Outstanding - \$23.0 Billion



Commercial Loans


Total C \& I Loan Portfolio Composition - 3/31/09


Total C \& I Loan Portfolio Composition - 3/31/09
By Region As \% of Outstandings ${ }^{(1)}$ Loans Outstanding - $\$ 13.8$ Billion

(10)R Huntington
(1) Regional data does not reflect most recent reorganization to 5 Areas from 11 Regions


## Commercial \& Industrial Lending ${ }^{(1)}$

## Loans Outstanding - \$13.8 Billion

## Risk Mitigation

- Focus on Ideal Huntington Client within our footprint
- Granular portfolio with geographic and sector diversification
- Seeking measured growth - have not sacrificed credit quality and profitability for short-term growth
- 1Q09 portfolio growth was associated with new loans to existing customers

NCOs / Average Loans ${ }^{(2)}$


NALs / Loans ${ }^{(3)}$


## Portfolio Overview - Commercial \& Industrial (1)

## Loans Outstanding: \$13.8 Billion ${ }^{(2)}$

Net charge-offs 1Q09: 255 bp 2008: 83 bp

- Diversified by sector and geographically within our Midwest footprint
- Granular
- 3 loans >\$50 million... 1\% of portfolio
- 51 loans $\$ 25-\$ 50$ million... $7 \%$ of the portfolio
- Focus on middle market companies with $\mathbf{\$ 1 0 - \$ 1 0 0 ~ M M ~ i n ~ s a l e s ~}$
- Experiencing an increasing trend in NALs and losses

| - 30+ days past due \& accruing | $\underline{1 Q 09}$ | $\underline{4 Q 08}$ | $\underline{3 Q 08}$ | $\underline{2 Q 08}$ |
| :--- | :--- | :--- | :--- | :--- |
| - $90+$ days past due \& accruing | $0.00 \%$ | $1.08 \%$ | $0.90 \%$ | $0.72 \%$ |
| - Nonaccrual loans | $2.89 \%$ | $0.08 \%$ | $0.18 \%$ | $0.07 \%$ |
| - ACL | $2.49 \%$ | $2.19 \%$ | $1.39 \%$ | $1.28 \%$ |

- Higher 2009 NCOs consistent with 2008 ACL build


## Total C \& I Loan Portfolio Asset Quality

Portfolio Performance by Segment - as of 3/31/09

| (\$MM) | O/S | $\underline{30+P D}$ <br> Accruing | Class. | NAL's | ACL |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $C \& 1$ <br> (Exc. Below Segments) | \$12,498 | 0.69\% | 6.40\% | 2.76\% | 2.45\% |
| Res. Homebuilder Related | 516 | 0.74 | 15.44 | 5.90 | 4.24 |
| Const \& Contractors | 512 | 0.77 | 9.57 | 3.44 | 2.84 |
| Auto Industry Suppliers | 242 | 1.26 | 23.45 | 6.44 | 4.12 |
| Total C \& | \$13,768 | 0.67\% | 7.18\% | 2.89\% | 2.49\% |
| 㤽 Huntington |  |  |  |  |  |

## C\&I Loans to Auto Industry ${ }^{(1)}$

| Outstandings ${ }^{(2)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| Loans to suppliers | \$ 242 | \$ 215 | \$ 226 | \$ 237 | \$ 264 |
| Dealer floorplan | 944 | 961 | 745 | 839 | 846 |
| Dealer non-floorplan | 347 | 346 | 352 | 339 | 336 |
| Total | \$1,533 | \$1,521 | \$1,323 | \$1,414 | \$1,446 |
| NPLs |  |  |  |  |  |
| Suppliers | 6.44\% | 6.71\% | 2.36\% | 2.23\% | 1.58\% |
| Dealers | 0.56 | -- | -- |  | 0.16 |
| Net charge-offs ${ }^{(3)}$ |  |  |  |  |  |
| Suppliers | 1.90\% | 0.54\% | 1.37\% | 4.22\% | 3.77\% |
| Dealers | 0.07 | 0.05 | 0.06 | 0.06 | -- |
| (1) Period end <br> (2) Companies with $>25 \%$ of their revenue from the auto industry <br> (3) Trailing 12-month; \% annualized |  |  |  |  |  |
| 粫 Huntington |  |  |  |  |  |





## Portfolio Overview- Commercial Real Estate

## Loans Outstanding: \$9.3 Billion ${ }^{(1)}$

Net charge-offs 1Q09: $327 \mathrm{bp} \quad$ 2008: 71 bp

Single Family Homebuilder (\$1.2 Billion; \$1.6 million average loan size)

- Weakest commercial loan segment
- Diversified geographically within our Midwest footprint
$C R E$ - Retail ( $\mathbf{\$ 2 . 4}$ billion; $\mathbf{\$ 2 . 1}$ million average loan size)
- Elevated level of problem credit with increased deterioration in 4Q08
- Loans originated with quality developers that have experience and financial capacity to support projects underwritten to appropriate standards regarding LTV, DSC, and equity requirements


## Total CRE

- Industrial, multifamily, and office portfolios performing to expectations
- $30+$ days past due \& accruing
- $90+$ days past due \& accruing
- Nonaccrual loans
3.90\%
1Q09
$1.36 \%$
$0.00 \%$
$6.80 \%$
$3.90 \%$

| $\frac{4 \text { Q08 }}{}$ | $\frac{3 \text { Q08 }}{2.22 \%}$ | $\underline{2 Q 08}$ |
| :--- | :--- | :--- |
| $0.55 \%$ | $2.55 \%$ |  |
| $4.41 \%$ | $0.59 \%$ | $0.25 \%$ |
| $3.30 \%$ | $3.02 \%$ | $2.70 \%$ |
| $2.56 \%$ | $2.32 \%$ |  |

- Higher 2009 NCOs consistent with 2008 ACL build
(1) $3 / 31 / 09$



## Commercial Real Estate Lending

## Loans Outstanding - $\$ 9.3$ Billion ${ }^{(1)}$

## Risk Mitigation

- Granular portfolio with geographic and project diversification throughout our footprint
- LTV, debt service coverage, and equity requirements underwritten to appropriate standards
- Construction lending targeted to major metro markets
- Enforced standard pre-leasing requirements for office and retail property types
- 1Q09 production centered in additional loans to existing borrowers


NALs / Loans ${ }^{(3)}$

Huntington
(1) 3/31/09; $\$ 2.1$ B Construction $+\$ 7.2$ B Nonconstruction
(2) Annualized
(3) Period end

## Total CRE Loan Portfolio Credit Quality Data

| By Property Type | Net Charge-offs Quarter Ended March 31, 2009 |  |  | Nonaccrual Loans At March 31, 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Amount | Annualized \% | \% of <br> Total | Amount | \% of <br> Total |
| Single family home builders | \$29.6 | 8.16\% | 35.8\% | \$289.2 | 45.9\% |
| Retail properties | 25.3 | 5.00 | 30.6 | 102.7 | 16.3 |
| Multi family | 12.0 | 2.85 | 14.5 | 65.6 | 10.4 |
| Lines to real estate companies | 8.0 | 2.45 | 9.6 | 38.3 | 6.1 |
| Office | 3.5 | 1.05 | 4.2 | 36.1 | 5.7 |
| Raw land \& other land uses | 3.0 | 5.32 | 3.6 | 25.5 | 4.0 |
| Industrial and warehouse | 1.2 | 0.39 | 1.5 | 50.6 | 8.0 |
| Other | 0.3 | 0.16 | 0.3 | 21.8 | 3.5 |
| Total CRE <br> 㴆 Huntington | \$82.8 | 3.27\% | 100.0\% | \$629.9 | 100.0\% |

## Single Family Home Builder Portfolio Reconciliation

## 12/31/08 Balance

Less: Mobile Home Parks
Less: 1-4 Family Rentals
Less: Other net changes
3/31/09 Balance

## \$1,589 MM

(93)
\$1,240 MM

- The elimination of Mobile Home Parks and 1-4 Family Rental Properties is consistent with industry practices in the definition of this segment
- Significant additional project level information now available for portfolio analysis
- Outstandings will decline over 2009
- No new originations
- Limited future fundings associated with cost to complete


## Single Family Home Builder Exposure

## Loans Outstanding - \$1.2 Billion ${ }^{(1)}$

## Portfolio Characteristics

- Granular portfolio - only 15 projects over $\$ 10$ million
- Geographic diversification
- Primary customers are middle market builders building 50-100 homes per year, limited production builder exposure
- Continuous monitoring
- Increased reserves based on increasing risks in the portfolio

| (\$MM) | 1Q09 ${ }^{(2)}$ | 4Q08 | 3 Q 08 | $\underline{2 Q 08}$ | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vertical construction | \$847 | \$1,096 | \$1,103 | \$1,135 | \$1,148 |
| Land under development | 198 | 236 | 267 | 278 | 313 |
| Land held for development | 194 | 257 | 225 | 230 | 234 |
| Total | \$1,240 | \$1,589 | \$1,596 | \$1,645 | \$1,695 |

(1) Period end
(2) 1Q09 decline form 4Q08 reflects reclassification of certain loans to owner-occupied C\&।
(18)R Huntington

Single Family Home Builder Exposure

## Loans Outstanding - $\$ 1.2$ Billion ${ }^{(1)}$

Portfolio Performance

| (\$MM) |  | 1Q09 ${ }^{(3)}$ | 4Q08 | 3Q08 | $\underline{2 Q 08}$ | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30+ days PD \& accruing | - \$ | \$267 | \$228 | \$229 | \$159 | \$143 |
|  | - \% | 21.5\% | 14.4\% | 14.4\% | 9.7\% | 8.4\% |
| Classified | - \$ | \$480 | \$369 | \$287 | \$245 | \$210 |
|  | - \% | 38.7\% | 23.2\% | 18.0\% | 14.9\% | 12.4\% |
| NALs (included in Classified) | - \$ | \$289 | \$200 | \$144 | \$118 | \$78 |
|  | - \% | 23.3\% | 12.6\% | 9.0\% | 7.2\% | 4.6\% |
| ACL | - \$ | \$108 | \$102 | \$76 | \$70 | \$59 |
|  | - \% | 8.7\% | 6.4\% | 4.7\% | 4.3\% | 3.5\% |
| Net charge-offs(annualized) | - \$ | \$29.6 | \$23.3 | \$8.7 | \$3.2 | \$1.4 |
|  | - \% | 8.16\% | 5.86\% | 2.19\% | 0.78\% | 0.33\% |

(1) Period end
(2) Includes NALs
(3) 1Q09 reflects reclassification of certain loans to owner-occupied C\&I

## CRE - Retail Exposure

## Loans Outstanding - \$2.4 Billion ${ }^{(1)}$

## Portfolio Characteristics

- Pre-leasing requirements with construction loans generate adequate NOI to cover interest expense at full funded project loan
- Intensive monitoring with loan rebalancing if new appraisals indicate LTV exceeds policy requirements
(1) Period end

煺Huntington

## CRE - Retail Exposure

| Loans Outstanding - \$2.4 Billion ${ }^{(1)}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio Performance |  |  |  |  |  |  |
| (\$MM) |  | 1 Q09 | 4Q08 | 3Q08 | 2 Q 08 | 1 Q08 |
| $30+$ days PD \& accruing ${ }^{(2)}$ | -\$ | \$121 | \$137 | \$95 | \$78 | \$43 |
|  | - \% | 5.11\% | 5.1\% | 3.6\% | 3.1\% | 1.7\% |
| Classified | -\$ | \$289 | \$165 | \$131 | \$98 | \$87 |
|  | - \% | 12.2\% | 6.1\% | 4.9\% | 3.9\% | 3.5\% |
| NALs (included in Classified) | -\$ | \$103 | \$95 | \$56 | \$55 | \$16 |
|  | - \% | 4.3\% | 3.5\% | 2.1\% | 2.2\% | 0.6\% |
| ACL | - \$ | \$108 | \$59 | \$53 | \$46 | \$44 |
|  | - \% | 4.6\% | 2.2\% | 2.0\% | 1.8\% | 1.8\% |
| Net charge-offs(annualized) | -\$ | \$25.3 | \$7.8 | \$6.5 | \$0.5 | \$1.1 |
|  | - \% | 5.00\% | 1.16\% | 0.97\% | 0.08\% | 0.18\% |
| 副Huntington (1) Period | end NALs |  |  |  |  |  |

## Consumer Loans and Leases

掃Huntington

Consumer Loans and Leases - 3/31/09


## Auto Loans \& Leases



## Portfolio Overview - Indirect Automobile Loans / Leases

## Loans / Leases Outstanding: \$3.4 Billion ${ }^{(1)}$

```
Net charge-offs 1Q09:166 bp FY08: 121 bp
```

- Consistency of strategy and commitment to dealers
- Focus on high service quality and high quality full dealer relationships
- Since 2001 focused on super-prime customers... >740 FICOs and >750 FICOs in 1H08
- Credit quality continues to perform within expectations

|  | 1Q09 ${ }^{(2)}$ | 4Q08 | 3Q08 | 2Q08 |
| :---: | :---: | :---: | :---: | :---: |
| - 30+ days PD \& accruing | $\begin{aligned} & 2.22 \% \\ & 1.48 \% \end{aligned}$ | 2.12\% | 1.74\% |  |
| - 90+ day PD \& accruing | $\begin{aligned} & 0.37 \% \\ & 0.24 \% \end{aligned}$ | 0.35\% | 0.26\% |  |

## Indirect Auto Lending

## Loans Outstanding - \$3.4 Billion ${ }^{(1)}$

## Huntington differentiates itself by:

- Consistency of strategy and commitment to service
- Commitment to service quality for the full dealer relationship
- Fully automated origination and booking system
- Robust data modeling capabilities


## Comfortable with current risk profile:

- Lease portfolio is declining due to the strategic exit of the business in 4Q08. The declining portfolio balance creates a higher loss rate with more volatility.
- 2008 loan production was strong on both volume and quality
- Securitization structure closed in 1Q09

Indirect Auto Loan Portfolio Performance

|  | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 | 4Q07 | 3Q07 | 2Q07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio Performance |  |  |  |  |  |  |  |  |
| $30+$ days PD \& accruing \% | 2.20\% | 2.09\% | 1.68\% | 1.43\% | 1.45\% | 1.94\% | 1.55\% | 1.27\% |
| Year-to-Date NCO \% | 1.56\% | 1.12\% | 0.98\% | 0.95\% | 0.97\% | 0.65\% | 0.53\% | 0.40\% |
| Origination Quality |  |  |  |  |  |  |  |  |
| Avg FICO | 756 | 751 | 751 | 752 | 752 | 745 | 743 | 744 |
| Avg. LTV | 93\% | 93\% | 96\% | 96\% | 93\% | 95\% | 98\% | 98\% |
| Expected cumulative loss | 1.00\% | 1.01\% | 1.19\% | 1.24\% | 1.26\% | 1.58\% | 1.66\% | 1.66\% |
| Orig. (\$MM) | \$399 | \$360 | \$501 | \$673 | \$679 | \$487 | \$474 | \$503 |
| Vintage Performance |  |  |  |  |  |  |  |  |
| 6 month losses |  |  | 0.21\% | 0.18\% | 0.12\% | 0.22\% | 0.23\% | 0.20\% |
| 9 month losses |  |  |  | 0.42\% | 0.38\% | 0.63\% | 0.63\% | 0.47\% |
| 12 month losses |  |  |  |  | 0.67\% | 0.99\% | 0.95\% | 0.76\% |

Indirect Auto Loan \& Lease Production

| (\$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 | 4Q07 | 3Q07 | 2Q07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans |  |  |  |  |  |  |  |  |
| Production | \$ 399 | \$ 360 | \$ 501 | \$ 673 | \$ 679 | \$ 487 | \$ 474 | S 503 |
| \% new vehicles | 31\% | 41\% | 41\% | 44\% | 44\% | 44\% | 47\% | 49\% |
| Avg. LTV ${ }^{(1)}$ | 93\% | 93\% | 96\% | 96\% | 93\% | 95\% | 98\% | 98\% |
| Avg. FICO (1) | 756 | 751 | 751 | 752 | 752 | 745 | 743 | 744 |
| Leases ${ }^{(2)}$ |  |  |  |  |  |  |  |  |
| Production | \$ -- | \$ 24 | \$ 44 | \$ 74 | \$ 68 | \$ 77 | \$ 82 | \$ 90 |
| \% new vehicles | -- | 98\% | 98\% | 97\% | 98\% | 97\% | 95\% | 96\% |
| Avg. residual | -- | 43\% | 43\% | 43\% | 44\% | 44\% | 46\% | 45\% |
| Avg. LTV (1) | -- | 88\% | 96\% | 102\% | 102\% | 102\% | 95\% | 96\% |
| Avg. FICO (1) | -- | 769 | 770 | 765 | 764 | 761 | 759 | 755 |
| (1) At origination ${ }^{\text {(2) Originated as operating leases since 10/1/07; previously originated as direct financing leas }}$ |  |  |  |  |  |  |  |  |
| \% ${ }^{\text {didur }}$ Huntington |  |  |  |  |  |  |  | 92 |

## Indirect Auto Loans - Bookings by FICO Score Range

- Beginning in 4Q07 there was a concerted effort to decrease the number of borrowers with an origination score below 670
- The under 700 originations are significantly lower in the more recent origination periods


Huntington

## Indirect Auto Loans - Portfolio Composition by Rescored FICO

- Accounts with updated FICO scores <600 have remained constant over time, and showed a slight decline with the November 2008 re-score results
- The bulk of the portfolio losses in a 12-month period come from the <600 re-score segment



## Indirect Auto Lending Credit Risk Management Strategies

## Performance Drivers

- Borrower quality - as measured at origination by
- FICO score - Super Prime with consistent increasing trend
- FICO score distribution - consistent decline in <670 levels
- Custom Score - utilized to further segment FICO eligible applications - continues to enhance predictive modeling
- Loan to value - Significantly reduced LTV across all origination segments
- Geography - Eliminated some under-performing national markets
- Decision type - Significantly reduced the level of underwriter overrule decisions
- Used car values - Signs of stabilization in the Manheim Market Index in December and January after significant decline from 2007 levels


## Risk Recognition

- $80 \%$ of losses recognized in first 24 months on books
- Shape of cumulative loss curves has remained steady
- Loss trends are predictive


## 限Huntington

## Residential Real Estate Loans



## Residential Real Estate Trends

## Outstandings

| (Average \$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity loans / lines | \$7,577 | \$7,523 | \$7,453 | \$7,365 | \$7,274 |
| Residential mortgage | 4,611 | 4,737 | 4,812 | 5,178 | 5,351 |
| Interest only | 678 | 697 | 699 | 702 | 799 |
| Alt-A | 436 | 450 | 468 | 484 | 532 |
| Total | \$12,188 | \$12,260 | \$12,265 | \$12,543 | \$12,625 |
| 眚Huntington |  |  |  |  | 97 |

Home Equity Loans / Lines


## Portfolio Overview - Home Equity Loans / Lines

## Loans / Lines Outsanding: $\$ 7.7$ Billion ${ }^{(1)}$

## Net charge-offs <br> 1Q09: $93 \mathrm{bp} \quad$ 2008: 91 bp

- Focused on geographies within our Midwest footprint
- Focused on high quality borrowers... >730 FICOs
- Began exit of broker channel in 2005... <10\% of outstandings today
- Conservative underwriting - manage the probability of default
- 70\%+ of HELOC borrowers consistently make monthly principal payments
- High risk borrower actions
- Updated collateral values
- Increased proactive contact via servicing group
- Capped lines
- Credit quality continues to perform within expectations

|  | 1Q09 | 4Q08 | 3Q08 | 2Q08 |
| :---: | :---: | :---: | :---: | :---: |
| - 30+ days PD \& accruing | 1.49\% | 1.61\% | 1.18\% |  |
|  | 1.18\% |  |  |  |
| - 90+ day PD \& accruing untington | $\begin{aligned} & 0.47 \% \\ & \text { (1) } 0^{2,33} 36 \% \end{aligned}$ | 0.38\% | 0.31\% |  |

Home Equity Lending

## Loans Outstanding - \$7.7 Billion ${ }^{(1)}$

## Production


Loans ${ }^{(2)}$
Production
Avg. FICO ${ }^{(3)}$
Avg. LTV ${ }^{(3)}$

| $\$ 39$ | $\$ 41$ | $\$ 97$ | $\$ 159$ | $\$ 204$ | $\$ 144$ | $\$ 248$ | $\$ 357$ | $\$ 295$ | $\$ 190$ | $\$ 250$ | $\$ 293$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 743 | 736 | 740 | 744 | 739 | 737 | 743 | 743 | 742 | 735 | 738 | 737 |
| $59 \%$ | $64 \%$ | $65 \%$ | $65 \%$ | $67 \%$ | $69 \%$ | $69 \%$ | $67 \%$ | $66 \%$ | $68 \%$ | $65 \%$ | $64 \%$ |

Lines ${ }^{(4)}$
Production
Avg. $\operatorname{FICO}{ }^{(3)}$
Avg. LTV ${ }^{(3)}$

| $\$ 522$ | $\$ 410$ | $\$ 442$ | $\$ 647$ | $\$ 440$ | $\$ 433$ | $\$ 358$ | $\$ 364$ | $\$ 378$ | 267 | 336 | $\$ 43$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 763 | 758 | 756 | 755 | 751 | 748 | 748 | 748 | 746 | 742 | 739 | 741 |

$\mathrm{NCOs} /$ Average Loans ${ }^{(5)}$


## NALs / Loans ${ }^{(5)}$



煺Huntington

[^0](3) At origination
4) Primarily variable-rate (5) Period end loans / lines 100

Home Equity Loans and Lines - Channel Trends
Outstandings


埽 Huntington

## Home Equity Loans and Lines Updated FICO Distribution

- Lowest score segments have declined as a percent of the portfolio in 2008
- This trend is significantly better than the industry level information available



## Home Equity Loans and Lines -

 Performance by Updated FICO- The rank ordering of risk by updated FICO is clear in the performance metrics
- Lower concentrations in the <600 segment will result in lower loss rates in the future.



## Home Equity Loans and Lines - Vintage Performance

Original CLTV Distribution Trends - Updated FICO


Home Equity Loans and Lines - CLTV Loss Rates


## Residential Collateral Lending at Huntington

## Origination Strategies

- Focused on the Huntington core markets
- Utilize the Huntington office network as the primary source
- Traditional product mix - very limited nontraditional mortgage exposure

Never originated sub-prime loans... payment option ARM structures... or negative amortization loans

- Policies and procedures designed to generate high quality borrowers
- Huntington maintains servicing on owned portfolios


## Benefits

- Clear understanding of market dynamics and economic impacts
- Direct contact with most of our borrowers
- Significant percentage of borrowers have another Huntington banking relationship
- Provided our customers with appropriate products for their circumstances
- The Interest-Only product is performing well
- Huntington has always been a cash flow lender, utilizing an interest rate stress on ARM loans and utilizing the debt/income ratio as a material portion of the underwriting process
- Our servicing capabilities allow for appropriate risk mitigation activities across our real estate secured portfolios


## Huntington

## Home Equity Loans and Lines -

 Credit Risk Management Strategies
## Performance Drivers

- Lien Position $-40 \%$, or $\$ 2.8 \mathrm{~B}$, of the portfolio is secured by a $1^{\text {st }}$ mortgage
- Payments - 70\% of borrowers conistently make more than required payment
- Borrower quality - as measured at origination by
- FICO score - consistent increasing trend
- FICO score distribution - consistent decline in low score levels
- Custom Score - utilized to further segment FICO eligible applications - continues to enhance predictive modeling
- Utilization \% - Consistent with expectations, limited increase in utilization rate over 2008
- Broker Channel - Eliminated beginning in 2006 based on risk profile
- Customer relationship orientation - not one-off transactions
- CLTV - Continue to reduce the level of $90 \%+$ financing
- Geography - Footprint lender with limited investor property exposure

Risk Recognition

- Write-down to $80 \%$ of appraised value at 120 days past due
- Non-accrual balances represent the realizable value estimate in future periods


## Residential Real Estate Loans



## Portfolio Overview - Residential Mortgages

## Loans Outstanding: $\$ 4.8$ Billion ${ }^{(1)}$

## Net charge-offs 1Q09: 55 bp 2008: 42 bp

- Focused on geographies within our Midwest footprint
- Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- $77 \%$ current LTV for total portfolio
- $37 \%$ of portfolio at $90 \%+$ LTV, with updated FICO of 696
- $16 \%$ of portfolio at $80 \%-90 \%$ LTV, with updated FICO of 702
- $47 \%$ of portfolio below $80 \%$ LTV, with updated FICO of 715
- $\$ 664$ million of Interest Only loans... targeted within executive relocation activities
- $\$ 428$ million of Alt-A mortgages... exited in 2007
- Represents $20 \%$ of the total high LTV mortgages
- Credit quality continues to perform within expectations
- 30+ days PD \& accruing

| 1 QQ09 $^{(2)}$ | $\underline{4 Q 08}$ | $\frac{3 \mathrm{Q} 08}{}$ | $\frac{2 \mathrm{Q} 08}{}$ |
| :--- | :--- | :--- | :--- |
| $6.33 \%$ | $5.74 \%$ | $5.79 \%$ | $5.08 \%$ |
| $1.83 \%$ | $1.50 \%$ | $1.20 \%$ | $1.06 \%$ |

- 90+ days PD \& accruing
1.83\%
1.50\% 1.20\% 1.06\%
(1) $3 / 31 / 09$

相 F Huntıngton

## Residential Mortgage Lending - Excluding Franklin

Loans Outstanding - \$4.4 Billion ${ }^{(1)}$


副Huntington
(1) $3 / 31 / 09$ reported $\$ 4,769$ MM less $\$ 360$ MM of Franklin (2) Originations retained
$\begin{array}{lll}\text { (3) Average FICO scores 695-700 } & \text { (4) At origination (5) Annualized (6) Period end excluding Franklin }\end{array}$

## Residential Adjustable Rate Mortgages

## Loans Outstanding - $\$ 2.8$ Billion ${ }^{(1)}$

ARMs

- 2009 resets
- 2010 resets
- FICO distribution > 670
\$673 MM
\$564 MM
70\%


## Risk Mitigation

- Proactive customer contact at least 6 months prior to rate reset.
- Given the high quality borrower, this is a customer retention as well as risk mitigation exercise.
- Have had success in converting ARMs to fixed-rate products in our owned portfolio.
- Borrowers experiencing payment issues due to rate increases are reunderwritten or restructured based on willingness and ability to pay.


## Residential Alt-A Mortgages

## Loans Outstanding - \$428 Million ${ }^{(1)}$

- 2008 Production
- 1Q09 Production
- 1Q09 Net charge-offs
- Current LTV (1Q09 values)
- 70\% greater than 90\%
- Updated FICO score (1Q09)


## Portfolio Information

- The original strategy was centered around stated income and higher LTVs associated with 700+ FICO borrowers
- Highest risk segment in the residential mortgage portfolio
- If default rate is $100 \%$, the 3 -year cumulative loss estimate is $\$ 100 \mathrm{MM}$
- Expected default rate is $20 \%$ with a 3 -year cumulative loss estimate of $\$ 30 \mathrm{MM}$
(1) $3 / 11109$


## Interest Only Mortgages

## Loans Outstanding - \$664 Million ${ }^{(1)}$

- 2008 Production
- 1Q09 Production
- 1Q09 Net charge-offs
- Current LTV (1Q09 values)
- Updated FICO score (1Q09)


## Portfolio Information

- High FICO, standard LTV structure primarily sourced via Huntington's executive relocation program
- $20 \%+$ consistently make monthly principal payments
- No material losses expected


## Residential Mortgage - <br> Credit Risk Management Strategies

## Performance Drivers

- Standard products and borrower quality - as measured at origination by
- Secondary market underwriting
- FICO score - consistent increasing trend
- FICO score distribution - consistent decline in low score levels
- Non-standard product structures
- \$664 million of Interest Only loans... targeted within executive relocation activities... continues to perform well
- $\$ 428$ million of Alt-A mortgages... exited in 2007... represents $<10 \%$ of total residential portfolio with majority of cumulative losses likely recognized within 24 months.
- Decision type - Significantly reduced the level of underwriter overrule decisions
- Geography - Primarily a footprint lender

Risk Recognition

- Updated appraisals at regular intervals
- Loss mitigation focus

限Huntington

## Other Consumer

## Loans Outstanding - \$0.7 Billion ${ }^{(1)}$

- $80 \%$ collateralized
- Autos, untitled vehicles, small boats, mobile homes and other miscellaneous
- Primarily for existing customers
- Performed within expectations over the past year though varies by collateral type


## Credit Quality Review

掃Huntington

Credit Risk Management Objective

## Manage the Probability of Default

1.Footprint Portfolio... markets we know and understand
2.Client Selection... bias for high quality customers and relationship lending vs. third party originations
3.Disciplined Underwriting... borrower ability to repay, collateral value, and stress testing when appropriate

## Credit Quality Trends Overview



## Key Loan Portfolio Credit Quality Metrics

|  |  | Delinquencies |  |  |  | NCO | NAL |  | ACL |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30+ Days |  | 90+ Days |  |  |  |  |  |
| C\&1 | 1 Q09 | 0.67 | \% | - \% | \% | 2.55 \% | (1) | 2.89 \% |  |  |  | (1) | 2.49 |  |  |
|  | 4Q08 | 1.08 |  | 0.08 |  | 1.58 | (1) | 2.19 | (1) | 2.44 |  |  |
|  | 3 Q 08 | 0.90 |  | 0.18 |  | 0.95 | (1) | 1.28 | (1) | 2.19 | (1) |  |
|  | 2Q08 | 0.72 |  | 0.07 |  | 0.40 | (1) | 1.17 | (1) | 2.10 |  |  |
| CRE | 1009 | 1.36 | \% | - | \% | 3.27 \% |  | 6.80 \% |  | 3.90 | \% |  |
|  | 4Q08 | 2.44 |  | 0.59 |  | 1.50 |  | 4.41 |  | 3.30 |  |  |
|  | 3 Q 08 | 2.22 |  | 0.59 |  | 0.45 |  | 3.02 |  | 2.56 |  |  |
|  | 2 Q 08 | 1.55 |  | 0.25 |  | 0.63 |  | 2.70 |  | 2.32 |  |  |
| Indirect Auto Loans | 1009 | 2.20 | \% | 0.36 \% | \% | 1.56 \% |  | - \% |  | 1.51 | \% |  |
|  | 4Q08 | 2.09 |  | 0.33 |  | 1.53 |  | - |  | 1.01 |  |  |
|  | 3 Q 08 | 1.68 |  | 0.26 |  | 1.02 |  | - |  | 0.91 |  |  |
|  | 2Q08 | 1.43 |  | 0.23 |  | 0.94 |  | - |  | 0.84 |  |  |
| Home Equity | 1 Q09 | 1.49 | \% | 0.47 | \% | 0.93 \% |  | 0.55 \% | (3) | 0.90 | \% |  |
|  | 4Q08 | 1.61 |  | 0.38 |  | 1.02 |  | 0.33 |  | 0.85 |  |  |
|  | 3Q08 | 1.18 |  | 0.31 |  | 0.85 |  | 0.37 |  | 0.86 |  |  |
|  | 2 Q 08 | 1.18 |  | 0.36 |  | 0.94 |  | 0.39 |  | 0.84 |  |  |
| Res. Mortgage | 1009 | 6.33 | \% ${ }^{(2)}$ | $1.83 \%$ | \% ${ }^{(2)}$ | 0.55 \% |  | 10.10 \% | (3) | 0.93 | \% |  |
|  | 4Q08 | 5.74 | (2) | 1.50 | a | 0.62 |  | 2.08 |  | 0.93 |  |  |
|  | $3 Q 08$ | $5.79$ | (2) | $1.20$ | (a) | 0.56 |  | 1.75 |  | 0.41 |  |  |
|  | 2Q08 | 5.08 | (2) | 1.06 | $\infty$ | 0.33 |  | 1.69 |  | 0.41 |  |  |
| ${ }^{(1)}$ Non-Franklin <br> ${ }^{(2)}$ Excludes GNMA loans - no additional risk as they are approved for repurchase <br> ${ }^{(3)}$ Includes Franklin |  |  |  |  |  |  |  |  |  |  |  |  |
| 㴆 Huntington |  |  |  |  |  |  |  |  |  |  |  | 119 |

Net Charge-offs

| (SMM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Franklin | \$128.3 | \$423.3 | \$ | \$ | \$ -- |
| Non-Franklin C\&I | $\Rightarrow 82.3$ | 50.1 | 29.6 | 12.4 | 10.7 |
| Total C\& | 210.6 | 473.4 | 29.6 | 12.4 | 10.7 |
| Commercial real estate | $\Rightarrow 82.8$ | 38.4 | 11.0 | 15.1 | 4.3 |
| Total commercial | 293.4 | 511.8 | 40.6 | 27.5 | 15.0 |
| Auto loans | 15.0 | 14.9 | 9.8 | 8.5 | 8.0 |
| Auto leases | 3.1 | 3.7 | 3.5 | 2.9 | 3.2 |
| Home equity | 17.7 | 19.2 | 15.8 | 17.3 | 15.2 |
| Residential RE | 6.3 | 7.3 | 6.7 | 4.3 | 2.9 |
| Other direct | 6.0 | 3.8 | 7.2 | 4.7 | 4.1 |
| Total consumer | $\Rightarrow 48.1$ | 48.8 | 43.1 | 37.8 | 33.4 |
| Total | \$341.5 | \$560.6 | \$83.8 | \$65.2 | \$48.4 |
| Non-Franklin | \$213.2 | \$137.3 | \$83.8 | \$65.2 | \$48.4 |
| 限Huntıngton |  |  |  |  | ${ }^{120}$ |

Net Charge-off Ratios ${ }^{(1)}$

|  |  | 1Q09 |  | 4Q08 |  | 3Q08 |  | $\underline{2 Q 08}$ |  | 1Q08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Franklin |  | nmv | \% | nmv | \% | -- | \% |  | \% | - | \% |
| Non-Franklin C\&I | c) | 2.55 |  | 1.58 |  | 0.95 |  | 0.40 |  | 0.35 |  |
| Total C\& |  | 6.22 |  | 13.78 |  | 0.87 |  | 0.36 |  | 0.32 |  |
| Commercial real estate | $\Rightarrow$ | 3.27 |  | 1.50 |  | 0.45 |  | 0.63 |  | 0.18 |  |
| Total commercial |  | 4.96 |  | 8.54 |  | 0.69 |  | 0.47 |  | 0.27 |  |
| Auto loans |  | 1.56 |  | 1.53 |  | 1.02 |  | 0.94 |  | 0.97 |  |
| Auto leases |  | 2.39 |  | 2.31 |  | 1.84 |  | 1.28 |  | 1.18 |  |
| Home equity |  | 0.93 |  | 1.02 |  | 0.85 |  | 0.94 |  | 0.84 |  |
| Residential RE |  | 0.55 |  | 0.62 |  | 0.56 |  | 0.33 |  | 0.22 |  |
| Other direct |  | 3.59 |  | 2.22 |  | 4.32 |  | 2.69 |  | 2.29 |  |
| Total consumer | $\Rightarrow$ | 1.12 |  | 1.12 |  | 0.98 |  | 0.85 |  | 0.75 |  |
| Total |  | 3.34 | \% | 5.41 | \% | 0.82 | \% | 0.64 | \% | 0.48 | \% |
| Non-Franklin |  | 2.12 | \% | 1.36 | \% | 0.84 | \% | 0.65 | \% | 0.49 | \% |
| 嘅Huntıngton |  |  |  | Annualized |  |  |  |  |  |  | 121 |

Nonaccrual Loans and Nonperforming Assets


Nonaccrual Loans (NAL) by Sector
\$1,553.1 MM @ 3/31/09


Nonperforming Asset Flow Analysis

| (\$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Period End |  |  |  |  |  |
| NPA beginning of period | \$1,636.6 | \$675.3 | \$624.7 | \$520.4 | \$ 472.9 |
| New | 622.5 | 509.3 | 175.3 | 256.3 | 141.1 |
| Franklin - net impact | (204.5) | 650.2 | -- | -- | -- |
| Returns to accruing status | (36.1) | (13.8) | (9.1) | (5.8) | (13.5) |
| Loan and lease losses | (172.4) | (100.3) | (52.8) | (40.8) | (27.9) |
| Payments | (61.5) | (66.5) | (43.3) | (46.1) | (38.7) |
| Sales | (9.0) | (17.6) | (19.5) | (59.3) | (13.5) |
| NPA end-of-period | \$1,775.7 | \$1,636.6 | \$675.3 | \$624.7 | \$520.4 |
| 敝Huntıngton |  |  |  |  | 124 |

Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)


Hunlinglon (1) Total ARLs / (total loans and leases + impaired loans held for sale + net other real estate + other NPAs)


## Indirect Auto Loans



## Indirect Auto Loans - Loss Rate Trends

- Dramatic improvement in the early stage loss performance for the late 2007 and early 2008 vintages
- Losses peak in the 18-24 month range, and as 2008-2009 vintages make up a greater portion of the portfolio and reach their peak loss months, portfolio losses should decline


Home Equity Loans and Lines


Residential Mortgage Loans



## Allowances for Credit Losses (ACL) ${ }^{(1)}$

| (\$MM) | 1Q09 | 4Q08 | 3Q08 | 2Q08 | 1Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (ALLL) | \$838.5 | \$900.2 | \$720.7 | \$679.4 | \$627.6 |
| Allowance for unfunded loan commitments and LOCs (AULC) | 47.0 | 44.1 | 61.6 | 61.3 | 57.6 |
| Total allowance for credit losses (ACL) | \$885.5 | \$944.4 | \$782.4 | \$740.7 | \$685.2 |
| ALLL as \% of total loans and leases total NALs | $\begin{gathered} 2.12 \% \\ 54 \end{gathered}$ | $\begin{gathered} 2.19 \% \\ 60 \end{gathered}$ | $\begin{aligned} & 1.75 \% \\ & 123 \end{aligned}$ | $\begin{aligned} & 1.66 \% \\ & 127 \end{aligned}$ | $\begin{aligned} & 1.53 \% \\ & 166 \end{aligned}$ |
| ACL as \% of total loans and leases total NALs | $\begin{array}{r} 2.24 \% \\ 57 \\ \hline \end{array}$ | $2.30 \%$ 63 | 1.90 \% 134 | $1.80 \%$ 138 | $1.67 \%$ 182 |
| (1) Period end Huntington |  |  |  |  | 132 |

## Allowance for Credit Losses Methodology

## Allowance for loan and lease loses (ALLL)

- An estimate of loss based on characteristics of each commercial and consumer loan, lease, or loan commitment, and
- An estimate of loss based on a review of each impaired loan $>\$ 500,000$
- Generally developed to cover a definded percentage of 12-month future losses
- Includes a general reserve to cover significant charges or economic shocks

Allowance for unfunded loan commitments and letters of credit (AULC)

- Reported as a liability
- Determined using the same ALLL transaction and economic reserve methodology
- AULC is reduced and the ALLL is increased as loans are funded

Allowances for credit losses (ACL)

- Sum of ALLL and AULC with both available to absorb credit losses

Huntington


Relative Performance - ALLL - 3/31/09

| ALLL/Loans |  | $A L L L / N P L$ |  |
| :---: | :---: | :---: | :---: |
| First Horizon | 4.57 \% | PNC Financial Services | 145\% |
| Fifth Third | 3.71 | KeyCorp | 126 |
| Colonial | 3.19 | Regions Financial | 113 |
| KeyCorp | 2.97 | Fifth Third | 110 |
| Marshall \& Ilsley Corp. | 2.75 | BB\&T | 108 |
| PNC Financial Services | 2.51 | M\&T Bank | 85 |
| Huntington ${ }^{(1)}$ | 2.15 | Comerica | 83 |
| Zions Bancorporation | 2.03 | First Horizon | 83 |
| Associated Banc-Corp | 1.97 | Huntington (1) | 71 |
| Regions Financial | 1.94 | Associated Ban-Corp | 69 |
| BB\&T | 1.94 | Marshall \& Ilsley Corp. | 65 |
| M\&T Bank | 1.73 | Zions Bancorporation | 58 |
| Comerica | 1.68 | Colonial | 50 |
| 12 BHC Median X HBAN | 2.27 | 12 BHC Median X HBAN | 84 |
| ALLL $=$ Allowance for Loan and Lease Losses (1) Excludes Franklin |  |  |  |
| 13 |  |  |  |

Relative Performance - NPAs \& NCOs ${ }^{(1)}$


Relative Performance - LLR Ratios


## Relative Performance - NAL/NPL Coverage



## Non-Franklin Credit Metric Reconciliations

滞Huntington

Non-Franklin Credit Metrics Reconciliation

| (in millions) | First Quarter 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | Franklin |  | NonFranklin |  |  |
| Loan loss provision | \$ | 291.8 | \$ | - | \$ | 291.8 |  |
| Total net charge-offs - $\$$ Total net charge-offs - \% | \$ | $\begin{array}{r} 341.5 \\ 3.34 \end{array}$ | \$ | 128.3 | \$ | $\begin{array}{r} 213.2 \\ 2.12 \end{array}$ | \% |
| Provision > net charge offls | \$ | (49.7) | \$ | (128.3) | \$ | 78.7 |  |
| ALLL - $\$$ | \$ | 838.5 | \$ | - | \$ | 838.5 |  |
| ALLL - \% loans/eases |  | 2.12 |  |  |  | 2.15 | \% |
| NAL coverage ratio |  | 54 |  |  |  | 71 | \% |
| NPA coverage ratio |  | 47 |  |  |  | 63 | \% |
| ACL- $\$$ | \$ | 885.5 | \$ | - | \$ | 885.5 |  |
| ACL - \% loans/eases |  | 2.24 |  |  |  | 2.27 | \% |
| NAL coverage ratio |  | 57 |  |  |  | 75 | \% |
| NPA coverage ratio |  | 50 |  |  |  | 67 | \% |
| Total loans and leases - EOP (\$ billions) | \$ | 39,548 | \$ | 494 | \$ | 39,055 |  |
| Total loans and leases - Avg (\$ billions) | \$ | 40,866 | \$ | 630 | \$ | 40,236 |  |
| Nonaecrual loans (NAL) - EOP | \$ | 1,553.1 | \$ | 366.1 | \$ | 1,187.0 |  |
| OREO |  | 210.8 |  | 79.6 |  | 131.2 |  |
| Impaired loans held for sale |  | 11.9 |  | - |  | 11.9 |  |
| Other NPAs |  | - |  | - |  | - |  |
| Nonperforming assets (NPA) - EOP | \$ | 1,775.7 | \$ | 445.7 | \$ | 1,330.0 |  |
| NAL ratio ${ }^{\text {(1) }}$ |  | 3.93 |  |  |  | 3.04 | \% |
| NPA ratio ${ }^{\text {a }}$ |  | 4.46 |  |  |  | 3.39 | \% |

(1) NuLL s /botal hans and liases
(2) NPAs / lotal loans and leases * impoired bans hedd ker sale + OREO * other NPAs

Non-Franklin Credit Metrics Reconciliation


Non-Franklin Credit Metrics Reconciliation


## Quarterly Net Charge-off Reconcilation ${ }^{(1)}$



## Quarterly Net Charge-off Reconcilation ${ }^{(1)}$



## Quarterly Net Charge-off Reconcilation ${ }^{(1)}$



Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)

| (in miltions) | 2009 |  |  | 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  |  | December 31, |  |  |  |
|  | Total | FCMC | Non-FCMC | Total | FCMC |  | n-FCMC |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 398.3 | \$ | \$ 398.3 | \$ 932.6 | \$650.2 | \$ | 282.4 |
| Commercial real estate | 629.9 | - | 629.9 | 445.7 | - |  | 445.7 |
| Residential mortgage | 487.0 | 360.1 | 126.8 | 99.0 | - |  | 99.0 |
| Home equity | 38.0 | 6.0 | 32.0 | 24.8 | - |  | 24.8 |
| Total NALs | 1,553.1 | 366.1 | 1,187.0 | 1,502.1 | 650.2 |  | 851.9 |
| Other real estate, net |  |  |  |  |  |  |  |
| Residential | 143.9 | 79.6 | 64.3 | 63.1 | - |  | 63.1 |
| Commercial | 66.9 | - | 66.9 | 59.4 | - |  | 59.4 |
| Total other real estate, net | 210.8 | 79.6 | 131.2 | 122.5 | - |  | 122.5 |
| Impaired loans held for sale | 11.9 | - | 11.9 | 12.0 | - |  | 12.0 |
| Other NPAs | - | - | - | - | - |  | - |
| Total nonperforming assets | \$1,775.7 | \$ 445.7 | \$ 1,330.0 | \$ 1,636.6 | \$650.2 | \$ | 986.4 |
| Accruing restructured loans (ARLs) |  |  |  |  |  |  |  |
| Commercial | \$ 201.5 | \$ | \$ 201.5 | \$ 185.3 | \$ | \$ | 185.3 |
| Residential mortgage | 108.0 | - | 108.0 | 82.9 | - |  | 82.9 |
| Other | 45.1 | - | 45.1 | 38.2 | - |  | 38.2 |
| Total ARLs | 354.6 | - | 354.6 | 306.4 | - |  | 306.4 |
| Total NPAs and ARLs | \$2,130.3 | \$445.7 | \$ 1,684.6 | \$ 1,943.1 | \$650.2 | \$ | 1,292.8 |
| NAL ratio ${ }^{(1)}$ | 3.93\% |  | 3.04\% | 3.66\% |  |  | 2.11\% |
| NPA ratio ${ }^{(2)}$ | 4.46\% |  | $3.39 \%$ | 3.97\% |  |  | 2.43\% |
| NPA + ARL ratio ${ }^{(3)}$ | 5.36\% |  | 4.30\% | 4.71\% |  |  | 3.19\% |
| (1) NAL / total loans and leases |  |  |  |  |  |  |  |
| (a) NPA / (total loans and leases + imp <br> (a) (NPA + ARL) / (total loans and lease | + impaired | ld for sale | + n for other | other real | ther NPA |  | NPAs) |

Nonaccrual Loans (NALs), Nonperforming Assets (NPA) \& Accruing Restructured Loans (ARLs)

| (in millions) | 2008 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30. |  |  | June 30, |  |  | March 31, |  |  |  |
|  | Total | FCMC | Non-FCMC | Total | FCMC | Non-FCMC | Total | FCMC | Non-FCMC |  |
| Nonaccrual loans and leases (NALs) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 174.2 | \$ | \$ 174.2 | \$ 161.3 | \$ | \$ 161.3 | \$ 101.8 | \$ | \$ | 101.8 |
| Commercial real estate | 298.8 | - | 298.8 | 261.7 | - | 261.7 | 183.0 | - |  | 183.0 |
| Residential mortgage | 85.2 | - | 85.2 | 82.9 | - | 82.9 | 66.5 | - |  | 66.5 |
| Home equity | 27.7 | - | 27.7 | 29.1 | - | 29.1 | 26.1 | - |  | 26.1 |
| Total NALs | 585.9 | - | 585.9 | 535.0 | - | 535.0 | 377.4 | - |  | 377.4 |
| Other real estate, net |  |  |  |  |  |  |  |  |  |  |
| Residential | 59.3 | - | 59.3 | 59.1 | - | 59.1 | 63.7 | - |  | 63.7 |
| Commercial | 14.2 | - | 14.2 | 13.3 | - | 13.3 | 10.2 | - |  | 10.2 |
| Total other real estate, net | 73.5 | - | 73.5 | 72.4 | - | 72.4 | 73.9 | - |  | 73.9 |
| Impaired loans held for sale | 13.5 | - | 13.5 | 14.8 | - | 14.8 | 66.4 | - |  | 66.4 |
| Other NPAs | 2.4 | - | 2.4 | 2.6 | - | 2.6 | 2.8 | - |  | 2.8 |
| Total nonperforming assets | \$ 675.3 | \$ | \$ 675.3 | \$ 624.7 | \$ | \$ 624.7 | \$ 520.4 | \$ | \$ | 520.4 |
| Accruing restructured loans (ARLs) |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | 71.5 | - | 71.5 | 57.8 | - | 57.8 | 45.6 | - |  | 45.6 |
| Other | 35.0 | - | 35.0 | 29.3 | - | 29.3 | 14.2 | - |  | 14.2 |
| Total ARLs | 471.4 | 364.9 | 106.5 | 455.5 | 368.4 | 87.2 | 1,217.2 | 1,157.4 |  | 59.8 |
| Total NPAs and ARLs | \$ 1,146.8 | \$364.9 | \$ 781.8 | \$ 1,080.3 | \$368.4 | \$ 711.9 | \$ 1,737.6 | \$ 1,157.4 | S | 580.2 |
| NAL ratio ${ }^{(1)}$ | 1.42\% |  | 1.46\% | 1.30\% |  | 1.34\% | 0.92\% |  |  | 0.95\% |
| NPA ratio ${ }^{(2)}$ | 1.64\% |  | 1.68\% | 1.52\% |  | 1.56\% | 1.26\% |  |  | 1.30\% |
| NPA + ARL ratio ${ }^{(3)}$ | 2.78\% |  | 1.95\% | 2.63\% |  | 1.78\% | 4.22\% |  |  | 1.45\% |
| (1) NAL / total loans and leases |  |  |  |  |  |  |  |  |  |  |
| (2) NPA / (total loans and leases + impaired loans held for sale + net other real estate + other NPAs) |  |  |  |  |  |  |  |  |  |  |
| (3) (NPA + ARL) / (total loans and leases + impaired loans held for sale + net other real estate + other NPAs) |  |  |  |  |  |  |  |  |  |  |
| 哄 Huntington |  |  |  |  |  |  |  |  |  |  |

## Deposits and Other Funding

掃Huntington

## Deposit Trends

## Linked Quarter

| (in billions) | First Quarter 2009 |  | Fourth Quarter 2008 |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |
| Average Deposits |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 5.5 |  |  | \$ | 5.2 | \$ |  | 7 | \% |
| Demand deposits - interest bearing |  | 4.1 |  | 4.0 |  | 0.1 | 2 |  |
| Money market deposits |  | 5.6 |  | 5.5 |  | 0.1 | 2 |  |
| Savings and other domestic deposits |  | 4.9 |  | 4.8 |  | 0.0 | 1 |  |
| Core certificates of deposit |  | 12.7 |  | 12.5 |  | 0.2 | 2 |  |
| Total core deposits |  | 32.8 |  | 32.0 |  | 0.8 | 2 |  |
| Other deposits |  | 5.4 |  | 5.6 |  | (0.1) | (3) |  |
| Total deposits | \$ | 38.2 | \$ | 37.6 | \$ | 0.6 | 2 | \% |

## Deposit Trends

Prior-year Quarter

| (in billions) | First Quarter |  |  |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | Amount |  | \% |  |
| Average Deposits |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 5.5 | \$ | 5.0 | \$ | 0.5 | 10 | \% |
| Demand deposits - interest bearing |  | 4.1 |  | 3.9 |  | 0.1 | 4 |  |
| Money market deposits |  | 5.6 |  | 6.8 |  | (1.2) | (17) |  |
| Savings and other domestic deposits |  | 4.9 |  | 5.0 |  | (0.1) | (3) |  |
| Core certificates of deposit |  | 12.7 |  | 10.8 |  | 1.9 | 17 |  |
| Total core deposits |  | 32.8 |  | 31.5 |  | 1.2 | 4 |  |
| Other deposits |  | 5.4 |  | 6.4 |  | (1.0) | (15) |  |
| Total deposits | \$ | 38.2 | \$ | 37.9 | \$ | 0.3 | 1 | \% |

## Total Deposits

Average Balances


## Core Deposits



## Total Core Deposits Trends

| Average | 1 Q09 | Annualized Growth ${ }^{(1)}$ |  | $\begin{gathered} \text { 1Q09 v } \\ \text { 1Q08 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { 1Q09 v } \\ 4 Q 08 \end{gathered}$ | $\begin{gathered} \hline 4 \mathrm{Q} 08 \mathrm{v} \\ 3 \mathrm{Q} 08 \end{gathered}$ |  |  |
| Commercial |  |  |  |  |  |
| Demand deposits - non-int. bearing | \$ 4.5 | 28 \% | 17 \% | 14 \% |  |
| Demand deposits - int. bearing | 0.8 | (28) | (5) | (4) |  |
| Collateralized public funds | 1.2 | 6 | (77) | (32) |  |
| Other core deposits ${ }^{(2)}$ | 1.7 | 12 | (44) | (24) |  |
| Total | 8.2 | 16 | (16) | (7) |  |
| Consumer |  |  |  |  |  |
| Demand deposits - non-int. bearing | 1.0 | 16 | (16) | (4) |  |
| Demand deposits - int. bearing | 3.3 | 19 | (1) | 6 |  |
| Other core deposits ${ }^{(2)}$ | 20.3 | 5 | 13 | 9 |  |
| Total | 24.6 | 7 | 10 | 8 |  |
| Total |  |  |  |  |  |
| Demand deposits - non-int. bearing | 5.5 | 26 | 10 | 10 |  |
| Demand deposits - int. bearing | 4.1 | 9 | (2) | 4 |  |
| Collateralized public funds | 1.2 | 6 | (77) | (32) |  |
| Other core deposits ${ }^{(2)}$ | 22.0 | 6 | 8 | 5 |  |
| Total | \$ 32.8 | $9 \%$ | $3 \%$ | $4 \%$ |  |
| (1) Linked-quarter percent change annualzed <br> (2) Includes core CDs, savings, and other deposits |  |  |  |  |  |
| ntington |  |  |  |  | 153 |



## Funding Assessment ${ }^{(1)}$

## Holding Company

- Sufficient cash for operations over a twelve-month period without relying on the bank for dividends
- Next borrowing maturity not until 2013: $\$ 50$ million

Bank Level

- $\$ 780$ million of unsecured borrowing maturities in 2009
- $\$ 600$ million medium-term bank notes settled 2/3/09
- Funding expected to be met primarily through:
1.Core deposits
2.FHLB advances
3.National market deposits
4.Auto loan on-balance sheet securitizations
- $\$ 10$ billion of unused credit available
- Discount window capacity $\$ 6.9$ billion
- FHLB advances $\$ 3.4$ billion


## Capital

## Recent Developments

Series A Preferred Stock Conversion

- 4/2/09 - Settled last of 1Q09 Series A 8.50\% Non-cumulative Perpetual Convertible Preferred stock conversions
- 4.7 million common shares issued

Descretionary Equity Issuance Program (DEIP)

- 5/7/09 - Announced completetion of DEIP
- $\$ 120$ million, or 38.5 million shares of common stock issued
- $\$ 3.12$ average price of common shares issued


## Capital Impacts

| thal | 3/31/09 |  |  |
| :---: | :---: | :---: | :---: |
|  | Actual | Impact | Pro forma |
| Tier 1 leverage | 9.67\% | 0.22 \% | 9.89 \% |
| Tier 1 risk-based capital | 11.16 | 0.25 | 11.41 |
| Tier 1 common risk-based | 5.64 | 0.30 | 5.94 |
| Total risk-based capital | 14.28 | 0.25 | 14.53 |
| Tangible common equity/assets | 4.65 | 0.27 | 4.92 |
| Tangible common equity/ risk-weighted assets | 5.13 | 0.29 | 5.42 |
| Tangible equity/assets | 8.12 | 0.23 | 8.35 |
| Tangible equity/risk weighted assets | 8.94 | 0.26 | 9.20 |

Huntington

Capital (1)


## Capital Trends ${ }^{(1)}$



Capital Trends
Shareholders' Equity Key Equity Ratios ${ }^{(1)}$


Regulatory Capital - 3/31/09


Source: SNL, Company reports
(1) Regulatory "well-capitalized" threshold; 3/31/09 ratios for MI have not been disclosed - 12/31/08 ratios shown
(2) Pro Forma for post 3/31/09 DEIP and Series A Preferred Stock Conversions

Tangible Common Equity Ratios - 3/31/09
TCE/Tangible Assets TCE/Risk-weighted Assets ${ }^{(1)}$



相 F Huntington

## Credit Ratings

|  |  | Senior <br> Notes | Subordinated <br> Notes | Com'I Paper / Short-term | Outlook |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Huntington Bancshares |  |  |  |  |  |
| Moody's | 4/7/09 | Baa2 | Baa3 | P-2 | Negative |
| S\&P | 5/4/09 | BBB | BBB- | A-2 | Credit Watch Negative |
| Fitch | 4/22/09 | $\mathrm{BBB}+$ | BBB | F2 | Negative |
| The Huntington National Bank |  |  |  |  |  |
| Moody's | 4/7/09 | Baa1 | Baa2 | P-2 | Negative |
| S\&P | 5/4/09 | BBB+ | BBB | A-2 | Credit Watch Negative |
| Fitch | 4/22/09 | $\mathrm{BBB}+$ | BBB | F2 | Negative |
| 慟Huntington |  |  |  |  | 163 |

## Franchise

滞Huntington

## Huntington Bancshares Overview

Midwest financial services holding company
Founded - 1866
Headquarters - Columbus, Ohio
Total assets - $\$ 52$ billion
Employees ${ }^{(1)} \quad-10,533$
Franchise:
Regional Banking 6 States / 11 Regions

- Retail \& Commercial Banking 599 Offices / 1,363 ATMs
- Mortgage Banking 6 States + MD, NJ

Auto Finance \& Dealer Services
Private Financial Group
(1) Full-time equivalent (FTE)
(既Huntington

The Huntington Franchise - 3/31/09

## Focus on the Midwest ${ }^{(1)}$



## A Strong Regional Presence



Source: SNL Financial, company
愊Huntington presentations and filings FDIC deposit data as of June 30, 2008


## Strategy, Organization and History

滞Huntington

## Organization



## Senior Leadership Team

|  |  | Experience-Yrs |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Position A | Appointed | Banking | HBAN |
| Stephen Steinour | Chairman, President and CEO | 1Q09 | 29 | new |
| Dan Benhase | SEVP-Private Financial Group Director | 2Q06 | 26 | 9 |
| Jim Dunlap | SEVP-Regional \& Commercial Banking Director | 1Q06 | 30 | 30 |
| Don Kimble | SEVP-Chief Financial Officer | 3Q04 | 22 | 5 |
| Mary Navarro | SEVP-Retail \& Business Banking Director | 1Q06 | 32 | 7 |
| Nick Stanutz | SEVP-Dealer Sales Group Director | 2Q06 | 30 | 23 |
| Randy Stickler | SEVP-Commercial Real Estate Director | 1Q09 | 28 | new |
| Mark Thompson | SEVP-Strategy \& Segment Performance Director | 2Q09 | 25 | new |
| Zahid Afzal | EVP-Chief Information Officer | 1Q06 | $25{ }^{(1)}$ | 3 |
| Jim Baron | EVP-Consumer Segment Director | 1Q07 | 30 | 5 |
| Dick Cheap | EVP-General Counsel and Secretary | 2Q98 | 11 | 11 |
| Michael Cross | EVP-Senior Commercial Approval Officer | 4Q06 | 29 | 7 |
| Shirley Graham | EVP-Human Resources Director | 1Q09 | 23 | 23 |
| Jim Nelson | EVP-Chief Risk Officer | 4Q04 | 22 | 4 |
| Eric Sutphin | EVP-Chief Auditor | 3Q04 | 20 | 4 |
| Peter Dunlap | President-Huntington Insurance | 3Q08 | $17{ }^{(1)}$ | 9 |
| Tim Barber | SVP-Credit Policy Manager | 1Q99 | 20 | 11 |
|  | (1) Includes outside of banking |  |  |  |
| 輀Huntington |  |  |  |  |

## Regional Banking Structure

## Commercial Banking

Executive - Jim Dunlap

- 11 Region Presidents
- Direct reporting responsibility for:

1. Commercial banking
2. Treasury management sales
3. Regional marketing / community affairs

- Increased responsibility around:

1. New business rainmaker
2. Portfolio and risk management
3. Community and political influence

- Shared fate for overall region results


## Retail and Business Banking

Executive - Mary Navarro

- 5 Areas
- Area retail sales managers report to Mary Navarro
- Area business banking sales managers report to Jeff Rosen
- Key support / center positions

1. Business Banking
2. Mortgage / Consumer
3. Administration
4. Deposit Pricing, Product and Fees
5. Payments \& Alternative Delivery
6. Corporate Marketing / Customer Experience

## Commercial Banking Regions



## Regional Banking Presidents

|  | Region | Experience - Yrs |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Appointed | Banking | HBAN |
| Jim Dunlap* | West Michigan | 1Q06 | 30 | 30 |
| Rebecca Smith | East Michigan | 1Q07 | 32 | 2 |
| Sharon Speyer | Northwest Ohio | 1Q01 | 21 | 17 |
| Jerry Kelsheimer | Greater Cleveland | 1Q05 | 21 | 13 |
| Vincent Locher | Pittsburgh | 3Q02 | 23 | 21 |
| Jim Kunk | Central Ohio | 1Q94 | 27 | 27 |
| Mark Reitzes | Southern Ohio / KY | 1Q08 | 22 | 16 |
| Clayton Rice | West Virginia | 3Q07 | 22 | 5 |
| Rick Hull | Greater Akron/Canton | 1Q06 | 25 | 18 |
| Mike Newbold | Central Indiana | 4Q06 | 31 | 4 |
| Frank Hierro | Mahoning Valley | 1Q00 | 30 | 23 |
| 糯Huntington | gional / Commercial B | anking Exe | tive |  |

## Retail and Business Banking Areas




[^0]:    (1) $3 / 31 / 09$
    (2) Primarily fixed-rate

