



2011 Fourth Quarter Earnings Review

January 19, 2012

1

Basis of Presentation

Use of non-GAAP financial measures

This document may contain GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2011 Fourth Quarter Performance Discussion and Quarterly Financial Review supplements, the 2011 fourth quarter earnings press release, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

Pre-Tax, Pre-Provision Income

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

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

Annualized data

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



2

Basis of Presentation

Fully-taxable equivalent interest income and net interest margin

Income from tax-exempt earning assets is increased by an amount equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.

Rounding

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

Earnings per share equivalent data

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

Forward Looking Statements

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions, including impacts from the continuing economic uncertainty in the US, the European Union, and other areas; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, timing and results of governmental actions, examinations, reviews and reforms including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

Participants

Presenters

Steve Steinour

- Chairman, President, and Chief Executive Officer

Don Kimble

- Senior Executive Vice President – Chief Financial Officer

Dan Neumeyer

- Senior Executive Vice President – Chief Credit Officer

Todd Beekman

- Senior Vice President – Director of Investor Relations

Discussion Topics

- | | |
|--|----------|
| • 2011 Fourth Quarter Highlights | Steinour |
| • 2011 Fourth Quarter Financial Review | Kimble |
| • Credit Quality Highlights | Neumeyer |
| • OCR Initiative Update | Steinour |
| • Expectations | Steinour |

2011 Fourth Quarter Highlights

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

2011 Fourth Quarter Highlights (cont.)

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

Quarterly Performance Highlights

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

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

(2) Linked-quarter annualized average balance growth rate

(3) Annualized

(4) Period end

(5) Nonaccrual loans / total loans and leases

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

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



9

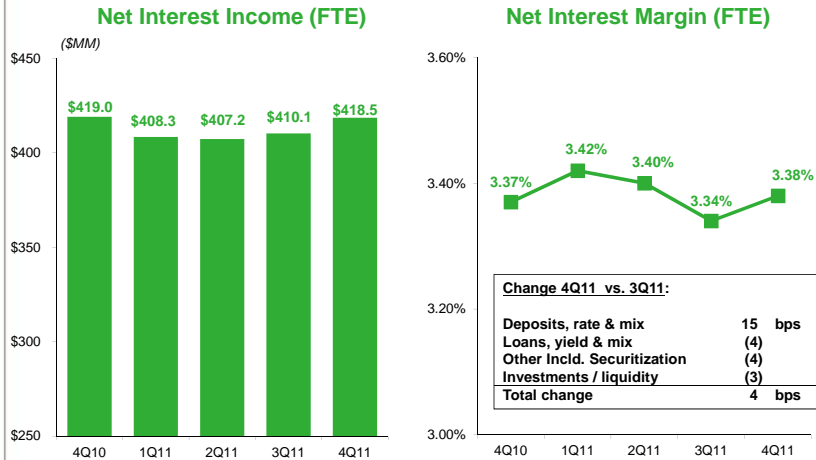
Quarterly Earnings

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



10

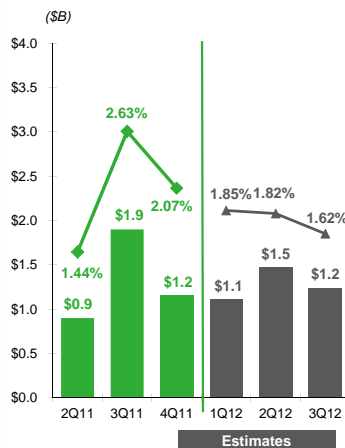
Net Interest Income and Margin (1)



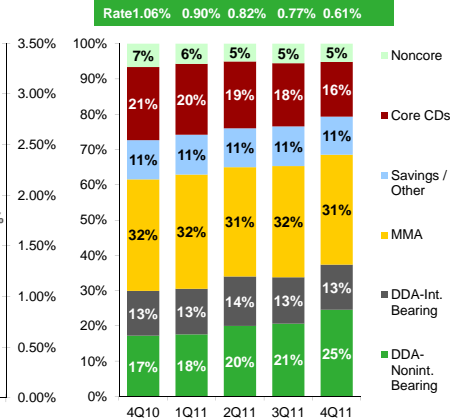
(1) Fully-taxable equivalent basis

Deposits

Core CD Maturities & Avg. Maturity Rate



Avg. Total Deposits – Rate / Mix



Deposit Trends

Linked Quarter <i>(in billions)</i>	2011		Change	
	Fourth	Third	Amount	%
	Quarter	Quarter		
Average Deposits				
Demand deposits - noninterest bearing	\$ 10.7	\$ 8.7	\$ 2.0	23 %
Demand deposits - interest bearing	5.6	5.6	(0.0)	(0)
Total demand deposits	16.3	14.3	2.0	14
Money market deposits	13.6	13.3	0.3	2
Savings and other domestic deposits	4.7	4.8	(0.0)	(1)
Core certificates of deposit	6.8	7.6	(0.8)	(11)
Total core deposits	41.4	40.0	1.4	3
Other domestic deposits of \$250,000 or more	0.4	0.4	0.0	5
Brokered deposits and negotiable CDs	1.4	1.5	(0.1)	(8)
Other deposits	0.4	0.4	0.0	8
Total deposits	\$ 43.6	\$ 42.3	\$ 1.3	3 %

Loan and Lease Trends

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

Noninterest Income Trends

Linked Quarter (in millions)	2011		Change	
	Fourth	Third	Amount	%
	Quarter	Quarter		
Noninterest Income				
Service charges on deposit accounts	\$ 63.3	\$ 65.2	\$ (1.9)	(3) %
Trust services	28.8	29.5	(0.7)	(2)
Electronic banking income	18.3	32.9	(14.6)	(44)
Mortgage banking income	24.1	12.8	11.3	88
Brokerage income	18.7	20.3	(1.7)	(8)
Insurance income	17.9	17.2	0.7	4
Bank owned life insurance income	14.3	15.6	(1.4)	(9)
Capital markets fees	9.8	11.3	(1.4)	(13)
Gain on sale of loans	2.9	19.1	(16.2)	(85)
Automobile operating lease income	4.7	5.9	(1.2)	(20)
Securities (losses) gains	(3.9)	(1.4)	(2.5)	(187)
Other income	30.5	30.1	0.4	1
Total noninterest income	\$ 229.4	\$ 258.6	\$ (29.2)	(11) %

Noninterest Expense Trends

(in millions)	2011		Change	
	Fourth	Third	Amount	%
	Quarter	Quarter		
Noninterest Expense				
Personnel costs	\$ 228.1	\$ 226.8	\$ 1.3	1 %
Outside data processing and other services	53.4	49.6	3.8	8
Net occupancy	26.8	27.0	(0.1)	(0)
Equipment	25.9	22.3	3.6	16
Deposit and other insurance expense	18.5	17.5	1.0	6
Marketing	16.4	22.3	(5.9)	(26)
Professional services	16.8	20.3	(3.5)	(17)
Amortization of intangibles	13.2	13.4	(0.2)	(2)
Automobile operating lease expense	3.4	4.4	(1.0)	(23)
OREO and foreclosure expense	5.0	4.7	0.3	7
Gain on early extinguishment of debt	(9.7)	-	(9.7)	NR
Other expense	32.5	31.0	1.6	5
Total noninterest expense	\$ 430.3	\$ 439.1	\$ (8.8)	(2) %

(in thousands)

Number of employees (full-time equivalent) 11.2 11.5 (0.2) (2) %

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

Capital ⁽¹⁾

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

(1) Period end

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



17

Credit Quality Trends Overview

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

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

(2) NALs divided by total loans and leases

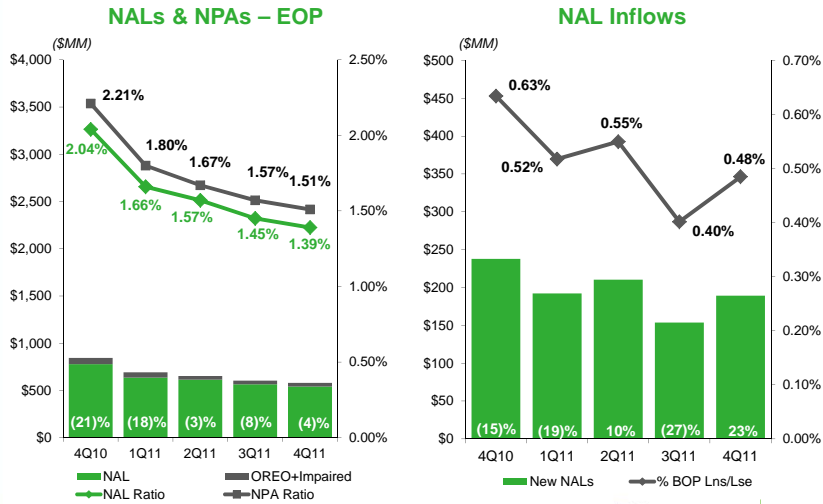
(3) NPAs divided by the sum of loans and leases, impaired loans held for sale, net other real estate and other NPAs

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



18

Nonaccrual Loans and Nonperforming Assets



Nonperforming Asset Flow Analysis

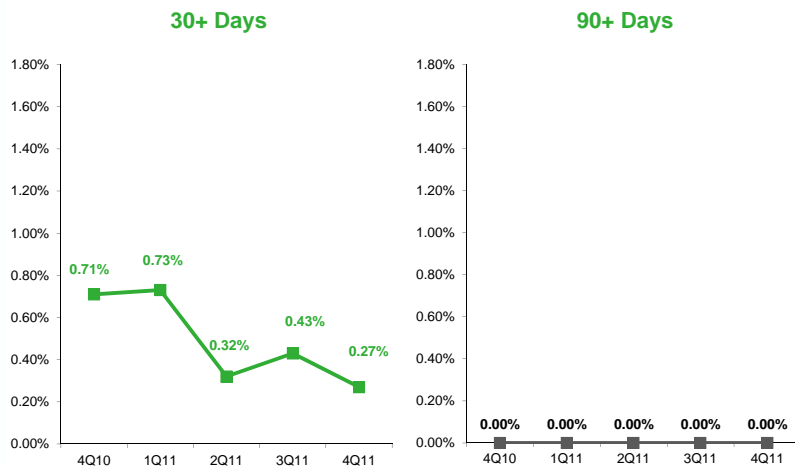
(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
NPA beginning-of-period	\$614.0	\$652.9	\$690.9	\$844.8	\$1,104.9
Additions / increases	189.1	153.6	210.3	192.0	237.8
Return to accruing status	(30.7)	(25.8)	(68.4)	(70.9)	(100.1)
Loan and lease losses	(79.1)	(80.0)	(74.9)	(128.7)	(126.0)
OREO gains (losses)	(0.9)	(0.2)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

Total Commercial Loans – Criticized Loan Flow Analysis

Period End

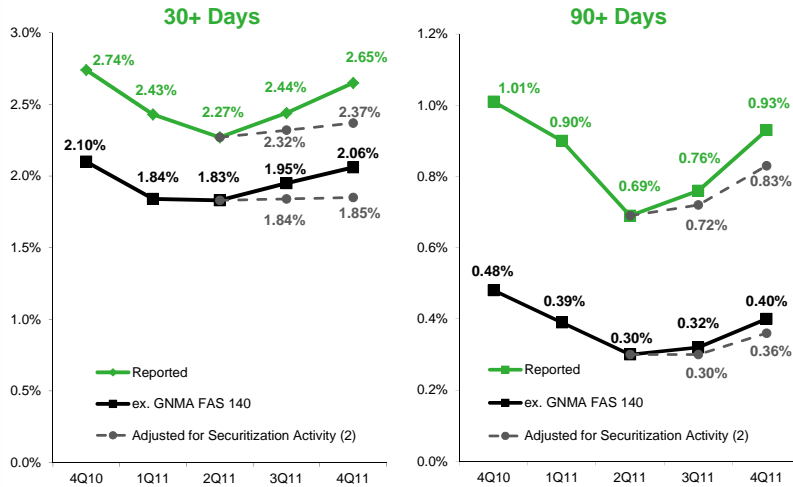
(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
Criticized beginning-of-period	\$2,291	\$2,379	\$2,661	\$3,074	\$3,638
Additions / increases	291	357	250	170	290
Advances	42	46	44	62	52
Upgrades to "Pass"	(139)	(252)	(272)	(239)	(383)
Paydowns	(280)	(181)	(232)	(295)	(401)
Charge-offs	(58)	(58)	(73)	(112)	(121)
Criticized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

Total Commercial Loan – Delinquencies ⁽¹⁾



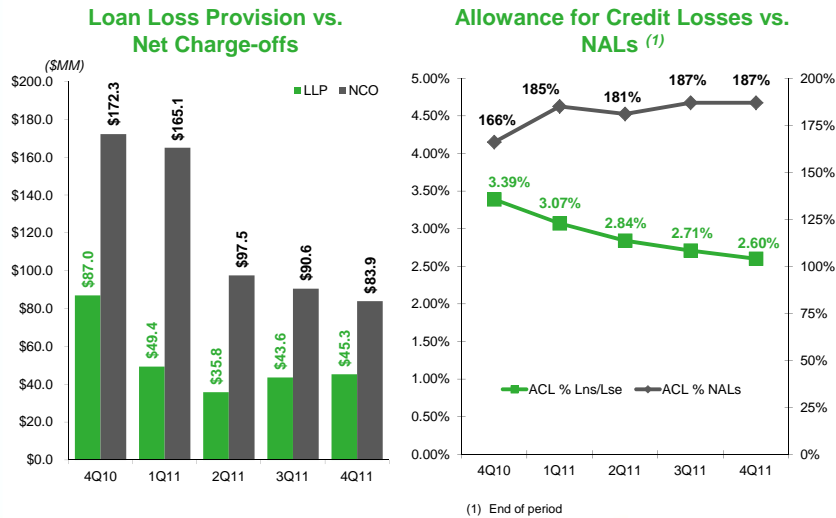
(1) Period end; delinquent but accruing as a % of related outstandings at EOP

Total Consumer Loan Delinquencies ⁽¹⁾



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

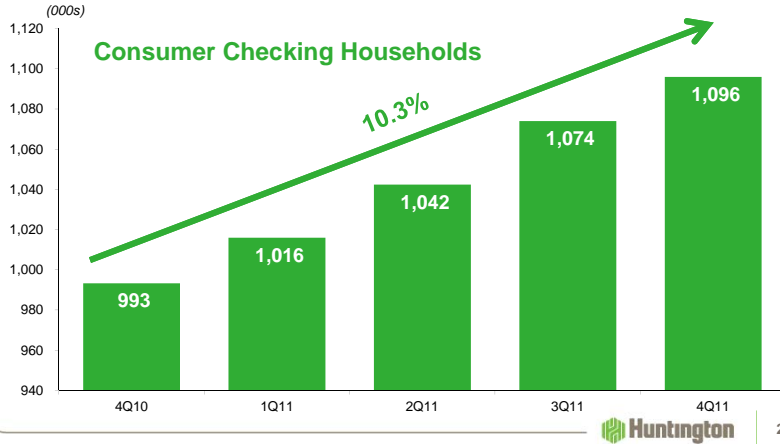
Provision, NCO, and ACL



(1) End of period

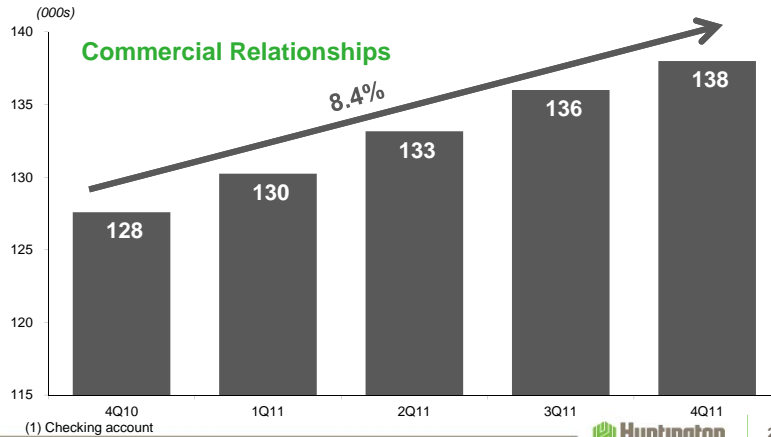
Consumer Checking Account Household Growth

- 10.3% growth for the full year
- 73.5% with 4+ products or services penetration
- 4Q11 revenue of \$231 MM, down 4.1% YOY, reflecting Durbin impact and lower CD balances



Commercial Relationship ⁽¹⁾ Growth

- 8.4% growth for the full year
- 31.4% with 4+ products or services penetration
- 4Q11 revenue of \$175 MM, up 9.1% YOY



Expectations

- Economy... encouraging signs recently but uncertainty remains as there is limited potential for improvement given low interest rates and fragile confidence
- Net interest income... modest growth... benefits of modest loan growth and low cost deposit growth mostly offset by net interest margin pressure
- Total loans... modest growth... strong automobile originations with periodic securitizations, meaningful C&I growth, modest home equity and residential mortgage growth, declining CRE but at a slower pace
- Total deposits... continued focus on growing low- and no-cost deposit
- Fee income... modest growth driven by higher levels of cross-sell (OCR) and growth in key activities related to customer growth, increased contribution from capital markets, treasury management services, and brokerage
- Noninterest expense...slight increase... a focus on expense efficiencies, partially offset by continued strategic investments, and additional regulatory costs
- Nonaccrual loans and net charge-offs ... continued decline
- Provision...current level is in line with long-term expectations

Appendix

Appendix

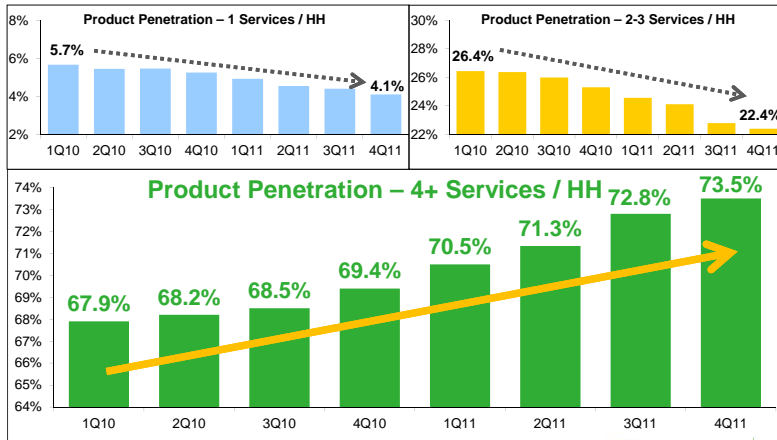
OCR Performance Review	30	Commercial Real Estate	66
Quarterly Financial Review	35	CRE core / noncore	69
Significant items impacting comparisons	36	Total Consumer Loans and Leases	71
Pre-tax, pre-provision income	37	Indirect Auto	73
Income Statement	39	Home equity	75
Net interest margin	40	Residential mortgages	76
Noninterest income	42	Other consumer loans	78
Mortgage banking income	43	Credit Quality Review	79
Noninterest expense	44	Consumer delinquencies	80
Balance Sheet	45	Net charge-offs	81
Investment Securities	49	Nonaccrual & nonperforming assets	83
Loan Portfolio Overview	55	Accruing 90 days past due and TDR loans	84
Credit exposure composition	56	Deposits & Other Funding	85
Loan & lease trends	58	Deposit trends	86
Total Commercial Loans	59	Total core deposit trends	87
Granularity	60	Other funding	88
Risk grade distribution	61	Capital	89
Commercial & Industrial	62	Franchise	92



OCR Performance Review

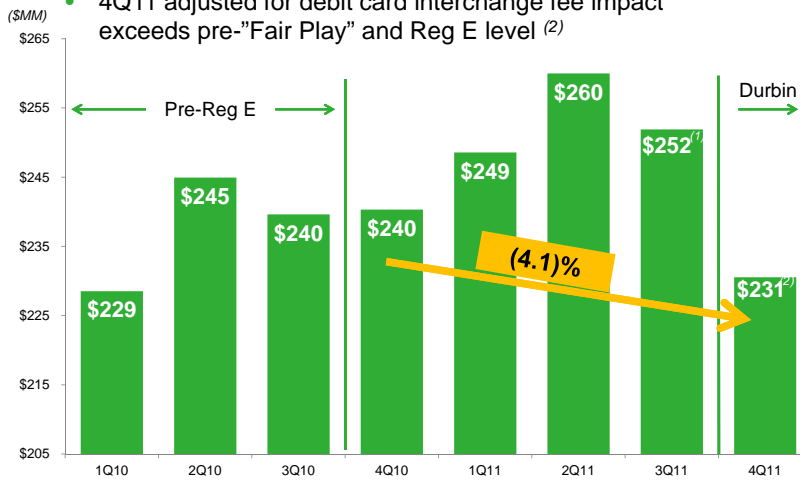
Consumer Checking Account Household Product Penetration

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



Consumer Checking Household Revenue

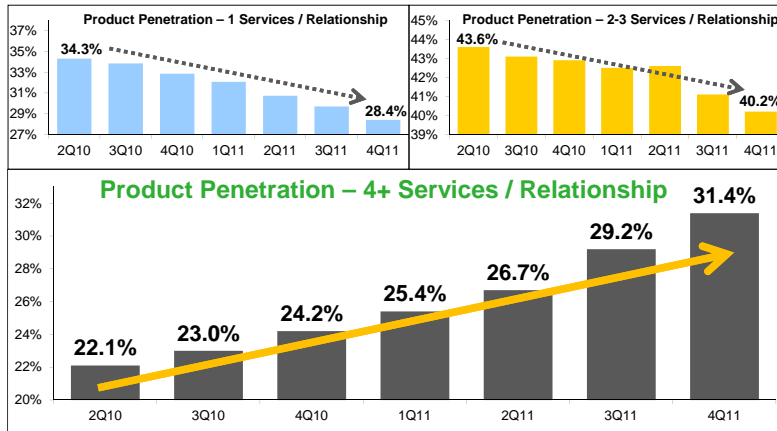
- 4Q11 adjusted for debit card interchange fee impact exceeds pre-"Fair Play" and Reg E level (2)



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

Commercial Relationship ⁽¹⁾ Product Penetration

- Deepening relationships and accelerating product or service cross-sell



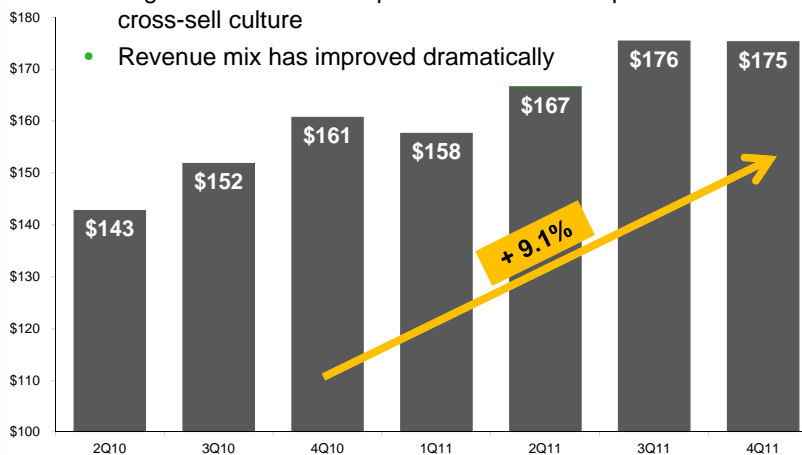
(1) Checking account



33

Commercial Relationship ⁽¹⁾ Revenue

- (\$MM)
- Migration from credit dependent to relationship based / cross-sell culture
 - Revenue mix has improved dramatically



(1) Checking account



34

Quarterly Financial Review

35

Significant Items Impacting Financial Performance Comparisons – Reconciliation

2011 – 2010 Quarterly

(in millions, except per share amounts)

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

(in millions, except per share amounts)

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

(1) Pre-tax unless otherwise noted

(2) After-tax

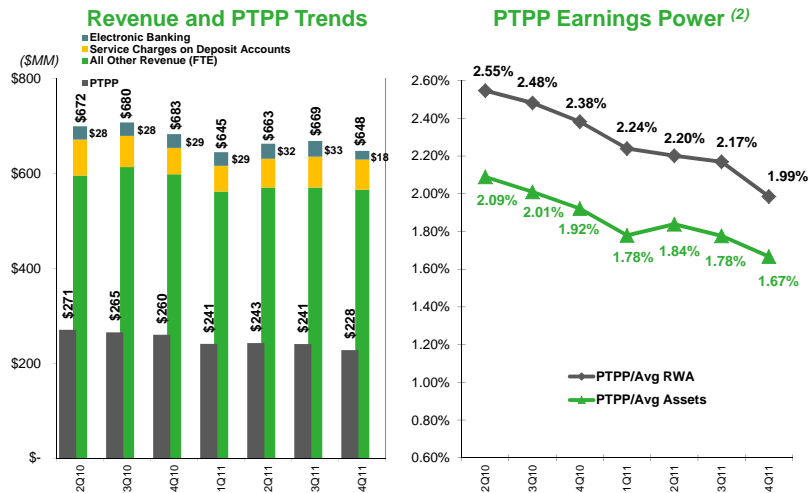
Pre-Tax, Pre-Provision Income ⁽¹⁾

(in thousands)	2011				2010			
	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
Income Before Income Taxes	\$ 168,812	\$ 182,333	\$ 194,898	\$ 161,191	\$ 157,948	\$ 130,636	\$ 62,083	\$ 1,644
Add: Provision for credit losses	45,291	43,586	35,797	49,385	86,973	119,160	193,406	235,008
Less: Securities (losses) gains	(3,878)	(1,350)	1,507	40	(103)	(296)	156	(31)
Add: Amortization of intangibles	13,175	13,387	13,386	13,370	15,046	15,145	15,141	15,146
Less: Significant items ⁽¹⁾	-	-	-	(17,028)	-	-	-	-
Additions to litigation reserves	-	-	-	(17,028)	-	-	-	-
Gain on early extinguishment of debt ⁽²⁾	9,697	-	-	-	-	-	-	-
Visa® related derivative loss	(6,385)	-	-	-	-	-	-	-
Pre-Tax, Pre-Provision Income ⁽¹⁾	\$ 227,844	\$ 240,656	\$ 242,574	\$ 240,934	\$ 260,070	\$ 265,237	\$ 270,474	\$ 251,829
Linked-quarter change - amount	\$ (12,812)	\$ (1,918)	\$ 1,640	\$ (19,136)	\$ (5,167)	\$ (5,237)	\$ 18,645	\$ 9,768
Linked-quarter change - percent	-5.3%	-0.8%	0.7%	-7.4%	-1.9%	-1.9%	7.4%	4.0%

⁽¹⁾ See Basis of Presentation for definition

⁽²⁾ Only includes transactions deemed significant

Revenue and PTPP Growth ⁽¹⁾



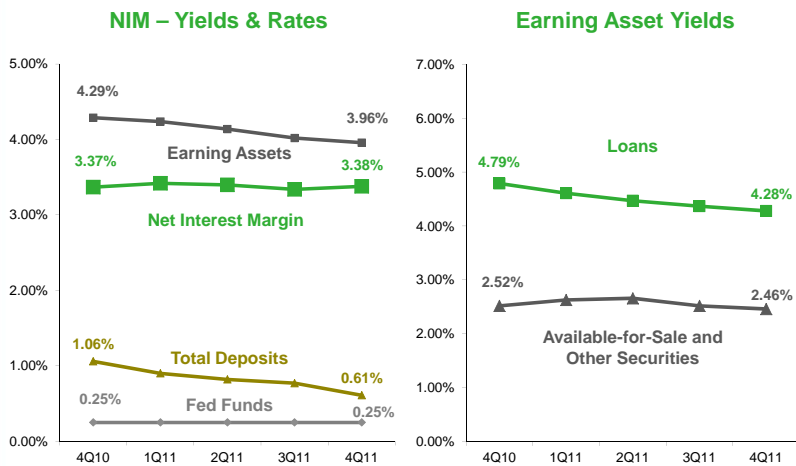
(1) Revenue is FTE; See Basis of Presentation for definition of PTPP, as well as PTPP Income reconciliation slide

(2) Annualized

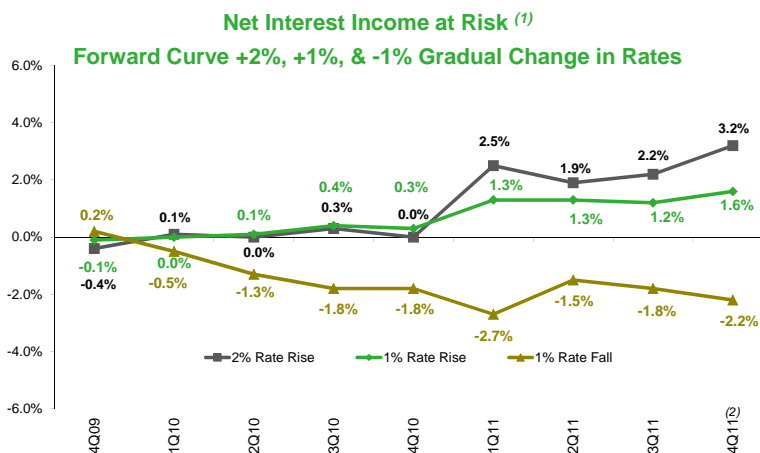
Income Statement

39

Net Interest Margin – Yields and Rates



Managing Interest Rate Risk



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

(2) Estimated at 11/30/11

Noninterest Income Trends

Prior-Year Quarter <i>(in millions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
Noninterest Income				
Service charges on deposit accounts	\$ 63.3	\$ 55.8	\$ 7.5	13 %
Trust services	28.8	29.4	(0.6)	(2)
Electronic banking income	18.3	28.9	(10.6)	(37)
Mortgage banking income	24.1	53.2	(29.1)	(55)
Brokerage Income	18.7	17.0	1.7	10
Insurance Income	17.9	19.7	(1.8)	(9)
Bank owned life insurance income	14.3	16.1	(1.8)	(11)
Capital markets fees	9.8	8.8	1.0	12
Gain on sale of loans	2.9	3.4	(0.5)	(16)
Automobile operating lease income	4.7	10.5	(5.7)	(55)
Securities (losses) gains	(3.9)	(0.1)	(3.8)	(3665)
Other income	30.5	21.6	8.8	41
Total noninterest income	\$ 229.4	\$ 264.2	\$ (34.9)	(13) %

Mortgage Banking Income

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

(1) End-of-period

Noninterest Expense Trends

Prior-Year Quarter <i>(in millions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
Noninterest Expense				
Personnel costs	\$ 228.1	\$ 212.2	\$ 15.9	8 %
Outside data processing and other services	53.4	40.9	12.5	30
Net occupancy	26.8	26.7	0.2	1
Equipment	25.9	22.1	3.8	17
Deposit and other insurance expense	18.5	23.3	(4.8)	(21)
Marketing	16.4	16.2	0.2	1
Professional services	16.8	21.0	(4.3)	(20)
Amortization of intangibles	13.2	15.0	(1.9)	(12)
Automobile operating lease expense	3.4	8.1	(4.8)	(59)
OREO and foreclosure expense	5.0	10.5	(5.5)	(52)
Gain on early extinguishment of debt	(9.7)	-	(9.7)	NR
Other expense	32.5	38.5	(6.0)	(16)
Total noninterest expense	\$ 430.3	\$ 434.6	\$ (4.3)	(1) %

(in thousands)

Number of employees (full-time equivalent)	11.2	11.3	(0.1)	(1) %
--	------	------	-------	-------

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

Balance Sheet

45

Balance Sheet – Assets

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

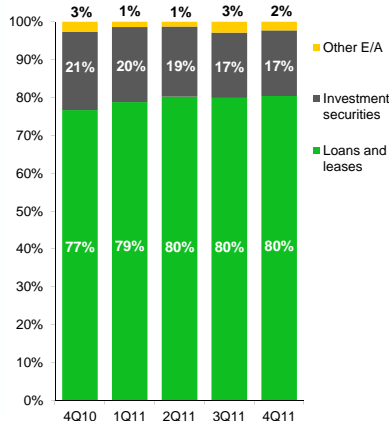
NR = Not relevant

Balance Sheet – Liabilities and Shareholders' Equity

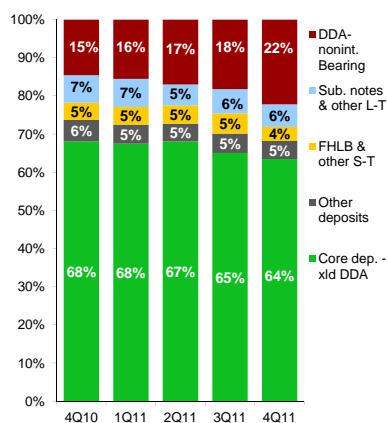
(in millions)	2011		2010	Dec '11 vs. '10	
	Dec. 31,	Sep. 30,	Dec. 31,	Amount	Percent
Liabilities					
Demand deposits - non-interest bearing	\$ 11,158	\$ 9,502	\$ 7,217	\$ 3,941	54.6%
Demand deposits - interest bearing	5,722	5,763	5,469	253	4.6%
Money market deposits	13,117	13,759	13,410	(293)	-2.2%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

Earning Assets and Funding Composition (1)

Earning Asset Composition



Funding (2)

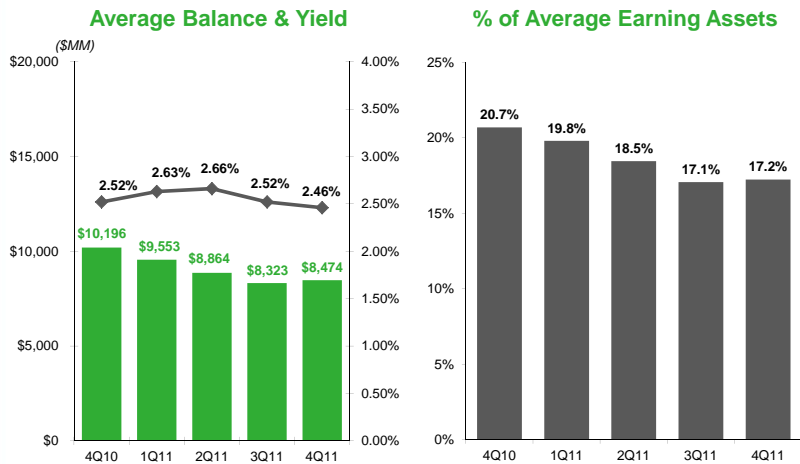


(1) Average balances (2) Interest bearing liabilities + DDA noninterest bearing

Investment Securities

49

Available-For-Sale and Other Securities



Securities Trends ⁽¹⁾

Linked Quarter - Average

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

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

⁽²⁾ Variable rate demand notes included in municipal securities in external reporting

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

Securities Overview ⁽¹⁾ – 12/31/11

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

⁽¹⁾ Held-to-maturity, available for sale, and other

⁽²⁾ Credit ratings reflect the low est current rating assigned by a nationally recognized credit rating agency.

⁽³⁾ \$641MM of Agency CMO/MBS classified as HTM included at amortized cost

⁽⁴⁾ Primarily trust preferred for banks/insurance companies

⁽⁵⁾ Variable rate demand notes included in municipal securities in external reporting.

Selected Securities – Assessment ⁽¹⁾

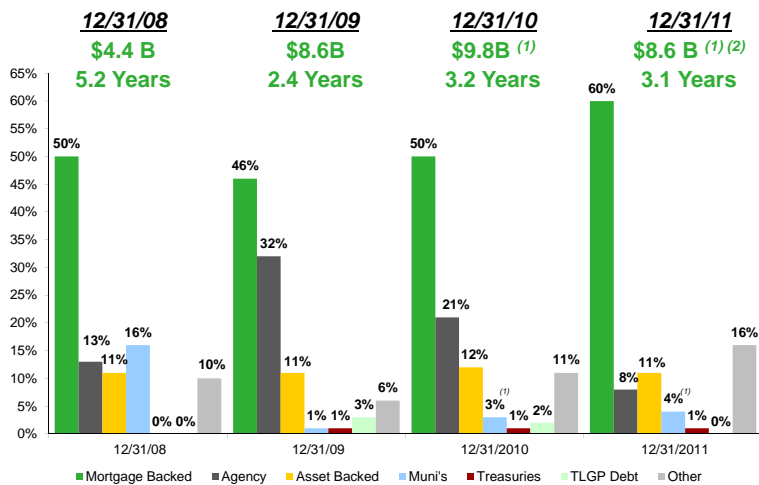
	<u>Par Value</u>	<u>Book Value</u>	<u>Market Value</u>	<u>MTM</u>
Alt-A mortgage backed	\$61 MM	\$58 MM	\$48 MM	\$(10) MM
- Purchased 2006			% to Par Value 79%	
- 3 securities – senior tranche				
- 10/1 ARMs or 30 year fixed; no option ARMs				
- Cash flow analysis performed monthly to test for OTTI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

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



53

Securities Mix Analysis



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



54

Loan Portfolio Overview

55

Credit Exposure Composition

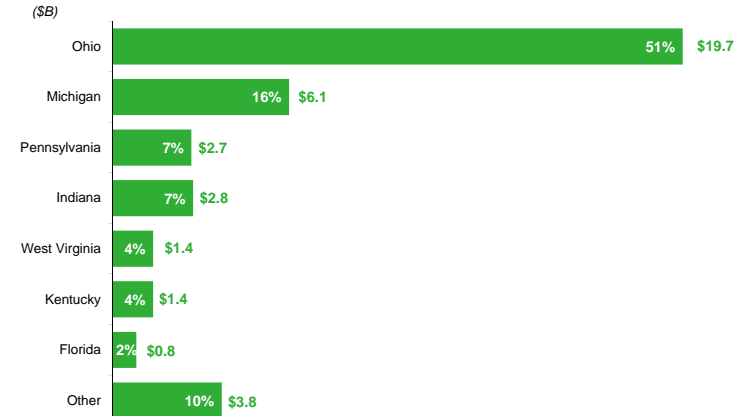
(\$B)	12/31/11		9/30/11		12/31/10		12/31/09		12/31/08	
	Amt	Pct	Amt	Pct	Amt	Pct	Amt	Pct	Amt	Pct
Commercial & industrial	\$14.7	38 %	\$13.9	36 %	\$13.1	34 %	\$12.9	35 %	\$13.5	33 %
Commercial real estate	5.8	14	5.9	15	6.7	18	7.7	21	10.1	24
Total commercial	20.5	52	19.9	51	19.7	52	20.6	56	23.6	58
Automobile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

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

Total Loans and Leases Portfolio Overview

EOP Outstandings – \$38.9 Billion ⁽¹⁾

By State



(1) 12/31/11

Loan and Lease Trends

Prior-Year Quarter <i>(in billions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
Average Loans and Leases				
Commercial and industrial	\$ 14.2	\$12.8	\$ 1.5	11 %
Commercial real estate	6.0	6.8	(0.8)	(12)
Total commercial	20.2	19.6	0.6	3
Automobile	5.6	5.5	0.1	2
Home equity	8.1	7.7	0.4	6
Residential mortgage	5.0	4.4	0.6	14
Other consumer	0.5	0.6	(0.1)	(11)
Total consumer	19.3	18.2	1.1	6
Total loans and leases	\$ 39.5	\$37.8	\$ 1.7	5 %

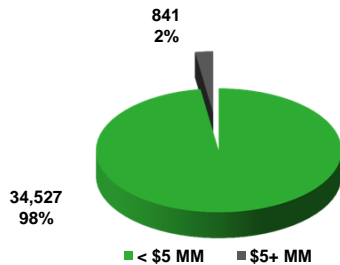
Total Commercial Loans

59

Total Commercial Loans – Granularity

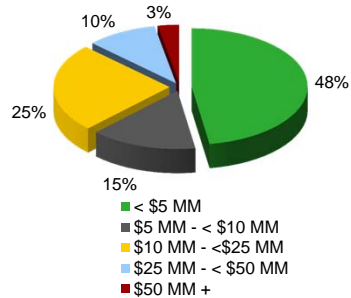
EOP Outstandings – \$20.5 Billion ⁽¹⁾

of Loans by Size



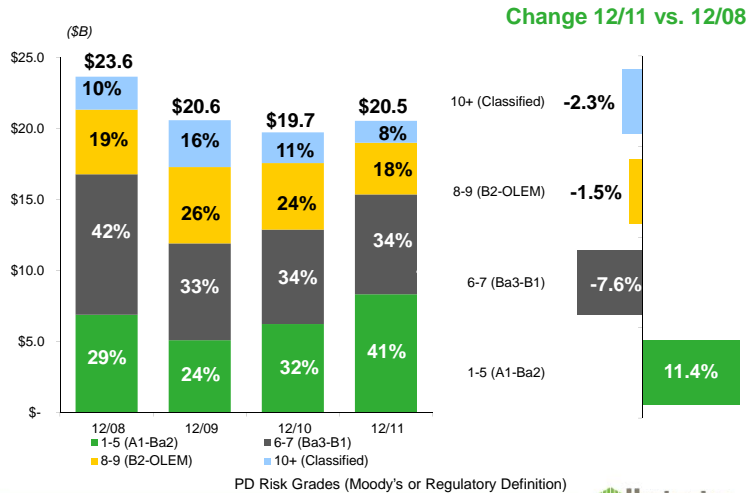
\$5 MM - < \$10 MM	441
\$10 MM - < \$25 MM	327
\$25 MM - < \$50 MM	64
> \$50 MM	<u>9</u>
Total	841

Loans by Dollar Size



(1) 12/31/11

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



Commercial and Industrial: \$14.7 Billion ⁽¹⁾

- Diversified by sector and geographically within our Midwest footprint
- Granular
 - 9 loans >\$50 million... 4% of portfolio
 - 39 loans \$25-\$50 million... 8% of the portfolio
- Focus on middle market companies with \$25-\$500 million in sales
- Lend to defined relationship oriented clients where we understand our client's market / industry and their durable competitive advantage
- Underwrite to historical cash flows with collateral as a secondary repayment source while stress testing for lower earnings / higher interest rates
- Follow disciplined credit policies and processes with monthly review of criticized and classified loans

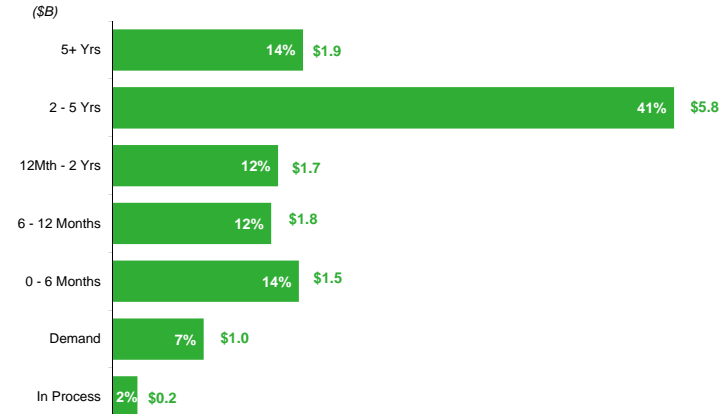
Credit Quality Trends	4Q11	3Q11	2Q11	1Q11	4Q10
30+ days PD & accruing ⁽²⁾	0.25%	0.27%	0.27%	0.37%	0.33%
90+ days PD & accruing ⁽²⁾	--	--	--	--	--
NCOs ⁽³⁾	0.31%	0.52%	0.56%	1.29%	1.85%
NALs ⁽²⁾	1.37%	1.50%	1.69%	1.96%	2.65%
ACL ⁽¹⁾	2.14%	2.26%	2.31%	2.48%	2.86%

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

C&I Loan Portfolio Composition

EOP Outstandings – \$14.7 Billion ⁽¹⁾

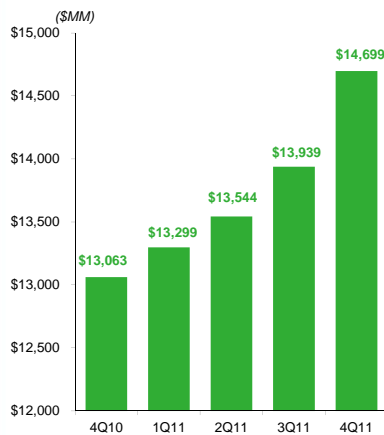
By Maturity



(1) 12/31/11

C&I – Trends

Period-End Balance



Change Analysis

(\$MM)

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

C&I – Auto Industry ⁽¹⁾

Outstandings ⁽²⁾

	4Q11	3Q11	2Q11	1Q11	4Q10
(\$MM)					
Suppliers					
Domestic	\$ 145	\$ 153	\$ 127	\$ 135	\$ 127
Foreign	18	20	20	23	22
Total suppliers	163	173	146	157	149
Dealers					
Floorplan-domestic	781	625	651	620	599
Floorplan-foreign	388	289	329	463	457
Total floorplan	1,169	913	980	1083	1056
Other	404	389	395	391	373
Total dealers	1,573	1,302	1,375	1,474	1,429
Total auto industry	\$1,736	\$1,475	\$1,521	\$1,631	\$1,578
NALs					
Suppliers	1.47%	1.67%	2.16%	3.90%	5.31%
Dealers	0.05	0.06	0.07	0.06	0.07
Net charge-offs ⁽³⁾					
Suppliers	0.57%	0.17%	0.63%	0.25%	2.54%
Dealers	0.0	0.0	0.0	0.0	0.0

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



65

Commercial Real Estate: \$5.8 Billion ⁽¹⁾

CRE – Core (\$4.0 Billion)

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

CRE – Noncore(\$1.8 Billion)

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

Credit Quality Trends

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

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

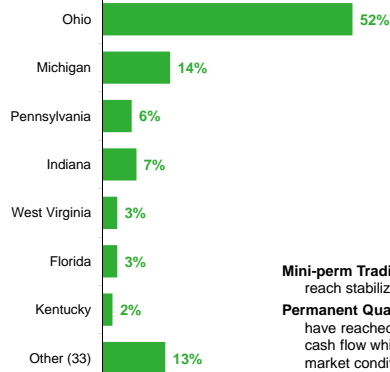


66

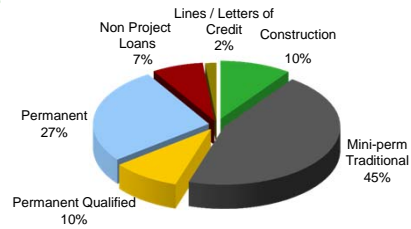
CRE – Portfolio Composition

EOP Outstandings – \$5.8 Billion ⁽¹⁾

By Property Locations



By Loan Type



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

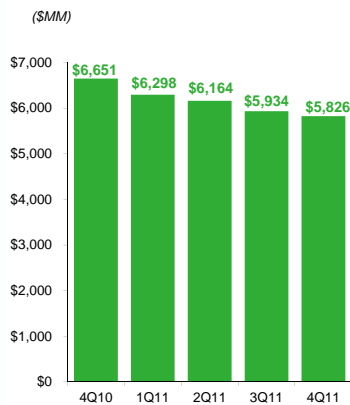
Permanent Qualified – Loans with 5 years or less term with properties that have reached a stabilized physical occupancy and exhibit an operational cash flow which would qualify for permanent financing during normalized market conditions.

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

(1) 12/31/11

CRE – Trends

Period-End Balance



Change Analysis

	4Q11 vs. 3Q11	4Q11 vs. 4Q10
Originations	\$ 291	\$ 612
Takedowns	224	776
Net payments / payoffs / other	(589)	(2,035)
Charge-offs	(36)	(178)
Net change	\$(108)	\$(825)
	(1.8)%	(12.4)%

CRE – Core vs. Noncore

(\$MM)	O/S	ACL	Criticized	NALs	Prior Charge-offs ⁽¹⁾	ACL	Credit Mark ⁽²⁾
9/30/11							
Core Total	\$3,872	\$122	\$504	\$25	\$ 16	3.15%	3.56%
Noncore SAD	910	213	502	202	286	23.43	41.72
Noncore Other	1,153	89	196	30	14	7.72	8.84
Noncore Total	2,063	302	698	232	300	14.65	25.48
CRE Total	\$5,934	\$424	\$1,202	\$257	\$316	7.15%	11.84%

12/31/11

Core Total	\$3,978	\$125	\$563	\$26	\$ 25	3.14%	3.75%
Noncore SAD	735	182	460	195	253	24.76	44.03
Noncore Other	1,113	88	151	9	17	7.91	9.29
Noncore Total	1,848	270	611	204	270	14.61	25.50
CRE Total	\$5,826	\$395	\$1,174	\$230	\$295	6.78%	11.27%

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

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

CRE – Maturity Schedule

By Loan Type – 12/31/11

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

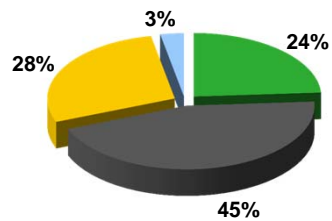
Total Consumer Loans and Leases

71

Total Consumer Loans and Leases – 12/31/11

By Loan Type

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



■ Automobile ■ Home equity
■ Residential mortgage ■ Other consumer

Indirect Auto: \$4.5 Billion ⁽¹⁾

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

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

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

Auto Loans – Production and Credit Quality Overview

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

(1) Annualized

Home Equity: \$8.2 Billion ⁽¹⁾

- Focused on geographies within our Midwest footprint with relationship customers
 - US Federal Housing Finance Agency (FHFA): only an 8% average decline in Ohio home values since 2005
- Focused on high quality borrowers... 4Q11 originations:
 - Average FICO scores of >750+
 - Average LTVs of <85% for 2nd-liens and <75% for 1st-liens
 - > 75% are 1st-liens
 - > 70% of borrowers consistently make more than required payment
- Portfolio: average FICOs >730 with >30% 1st-liens
- Began exit of broker channel in 2005... <5% of outstandings today
- Conservative underwriting – manage the probability of default while stress testing rates

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

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



75

Residential Mortgages: \$5.2 Billion ⁽¹⁾

- Focused on geographies within our Midwest footprint
- Traditional product mix... very limited nontraditional exposure as we never originated sub-prime, payment option ARMs, or negative amortization loans
- \$499 MM of Interest Only loans... targeted within executive relocation activities
- \$274 MM of Alt-A mortgages... exited in 2007
- Early identification of loss mitigation. "Home Savers" program, 25%–30% recidivism
- Seasonal linked-quarter impact, down 0.16% YoY

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

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

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



76

Residential Mortgages – LTV, FICO, Originations

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

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

(2) Only owned-portfolio originations

(3) Weighted average at origination

Other Consumer loans

EOP Outstandings – \$0.5 Billion ⁽¹⁾

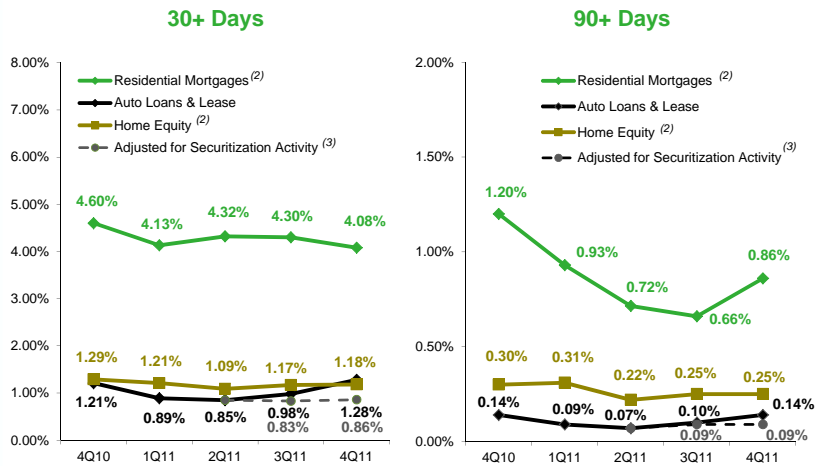
- Over collateralized
 - Autos, untitled vehicles, small boats, mobile homes and other miscellaneous
- Primarily for existing customers
- Performed within expectations over the past year, though varies by collateral type

(1) 12/31/11

Credit Quality Review

79

Consumer Loan Delinquencies ⁽¹⁾

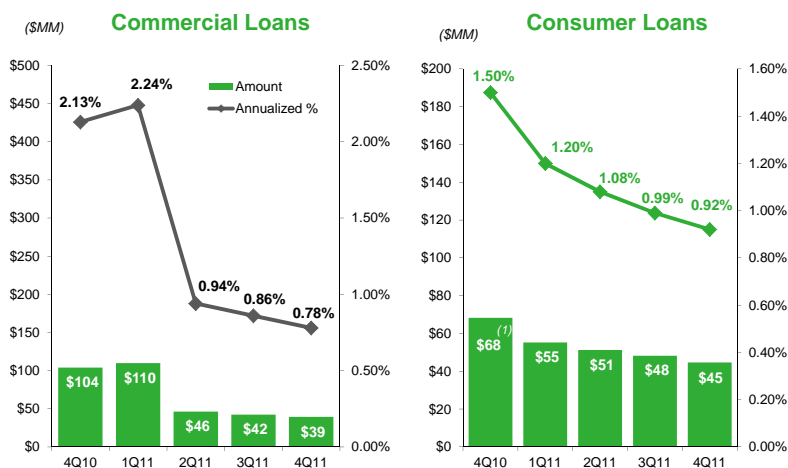


(1) Period end; delinquent but accruing as a % of related outstandings at EOP

(2) Excludes GNMA FAS 140 government guaranteed

(3) Adjusted to reflect 3Q11 \$1.0 B securitization and 4Q11 movement of \$1.3 B to held for sale

Net Charge-Offs



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

Net Charge-Offs

(\$MM)	4Q11	3Q11	2Q11	1Q11	4Q10
Commercial and industrial	\$10.9	\$17.9	\$18.7	\$42.2	\$59.1
Commercial real estate	28.4	24.4	27.6	67.7	44.9
Total commercial	39.3	42.3	46.3	109.9	104.0
Automobile	4.2	3.9	2.3	4.7	7.0
Home equity	23.4	26.2	25.4	26.7	29.2
Residential mortgages ⁽¹⁾	9.7	11.6	16.5	18.9	26.8
Other	7.2	6.6	7.1	4.9	5.3
Total consumer	44.6	48.2	51.2	55.2	68.3
Total	\$83.9	\$90.6	\$97.5	\$165.1	\$172.3
Commercial and industrial	0.31%	0.52%	0.56%	1.29%	1.85%
Commercial real estate	1.91	1.60	1.77	4.15	2.64
Total commercial	0.78	0.86	0.94	2.24	2.13
Automobile	0.30	0.25	0.15	0.33	0.51
Home equity	1.15	1.31	1.29	1.38	1.51
Residential mortgages ⁽²⁾	0.77	0.97	1.44	1.70	2.42
Other	5.67	5.05	5.27	3.47	3.66
Total consumer	0.92	0.99	1.08	1.20	1.50
Total	0.85%	0.92%	1.01%	1.73%	1.82%

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

Nonaccrual Loans (NALs) and Nonperforming Assets (NPAs)

(in millions)	2011					2010
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	
Nonaccrual loans and leases (NALs):						
Commercial and industrial	\$ 201.8	\$ 209.6	\$ 229.3	\$ 260.4	\$ 346.7	
Commercial real estate	229.9	257.1	291.5	305.8	363.7	
Residential mortgage	68.7	61.1	59.9	44.8	45.0	
Home equity	40.7	37.2	33.5	25.3	22.5	
Total nonaccrual loans and leases (NALs)	541.1	565.0	614.2	636.3	777.9	
Other real estate, net:						
Residential	20.3	18.6	20.8	28.7	31.6	
Commercial	18.1	19.4	17.9	26.0	35.2	
Total other real estate, net	38.4	38.0	38.7	54.6	66.8	
Other NPAs ⁽¹⁾	10.8	11.0	-	-	-	
Total nonperforming assets (NPAs)	\$ 590.3	\$ 614.0	\$ 652.9	\$ 690.9	\$ 844.8	
NAL ratio ⁽²⁾	1.39 %	1.45 %	1.57 %	1.66 %	2.04 %	
NPA ratio ⁽³⁾	1.51	1.57	1.67	1.80	2.21	

⁽¹⁾ Other nonperforming assets represent an investment security backed by a municipal bond

⁽²⁾ Total NALs as a % of total loans and leases

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

Accruing Loans 90 Days Past Due and Troubled Debt Restructured Loans

(in millions)	2011					2010
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	
Accruing loans and leases past due 90 days or more:						
Total excluding loans guaranteed by the U.S. Government	\$ 73.6	\$ 61.0	\$ 57.7	\$ 73.6	\$ 87.7	
Loans guaranteed by the U.S. Government	96.7	84.4	77.0	94.4	98.3	
Total loans and leases	\$ 170.4	\$ 145.4	\$ 134.6	\$ 168.0	\$ 185.9	
Ratios ⁽¹⁾						
Excluding loans guaranteed by the U.S. government	0.19 %	0.16 %	0.15 %	0.19 %	0.23 %	
Guaranteed by U.S. government	0.25	0.21	0.19	0.25	0.26	
Including loans guaranteed by the U.S. government	0.44	0.37	0.34	0.44	0.49	
Accruing troubled debt restructured loans:						
Commercial	\$ 304.0	\$ 321.6	\$ 240.1	\$ 206.5	\$ 222.6	
Residential mortgages	309.7	304.4	313.8	333.5	328.4	
Other consumer	94.9	89.6	75.0	78.5	76.6	
Total accruing troubled debt restructured loans	708.6	715.6	628.9	618.4	627.6	
Nonaccruing troubled debt restructured loans:						
Commercial	70.5	74.3	77.7	37.9	33.5	
Residential mortgages	26.1	20.9	14.4	8.5	5.8	
Other consumer	0.5	0.3	0.1	0.0	-	
Total nonaccruing troubled debt restructured loans	97.1	95.4	92.3	46.4	39.3	
Total troubled debt restructured loans	\$ 805.7	\$ 811.0	\$ 721.2	\$ 664.8	\$ 666.9	

⁽¹⁾ Percent of related loans and leases

Deposits and Other Funding

85

Deposit Trends

Prior-Year Quarter <i>(in billions)</i>	Fourth Quarter		Change	
	2011	2010	Amount	%
Average Deposits				
Demand deposits - noninterest bearing	\$ 10.7	\$ 7.2	\$ 3.5	49 %
Demand deposits - interest bearing	5.6	5.3	0.3	5
Total demand deposits	16.3	12.5	3.8	30
Money market deposits	13.6	13.2	0.4	3
Savings and other domestic deposits	4.7	4.6	0.1	1
Core certificates of deposit	6.8	8.6	(1.9)	(22)
Total core deposits	41.4	38.9	2.4	6
Other domestic deposits of \$250,000 or more	0.4	0.7	(0.3)	(45)
Brokered deposits and negotiable CDs	1.4	1.6	(0.2)	(10)
Other deposits	0.4	0.4	(0.0)	(2)
Total deposits	\$ 43.6	\$41.7	\$ 1.9	5 %

Total Core Deposit Trends

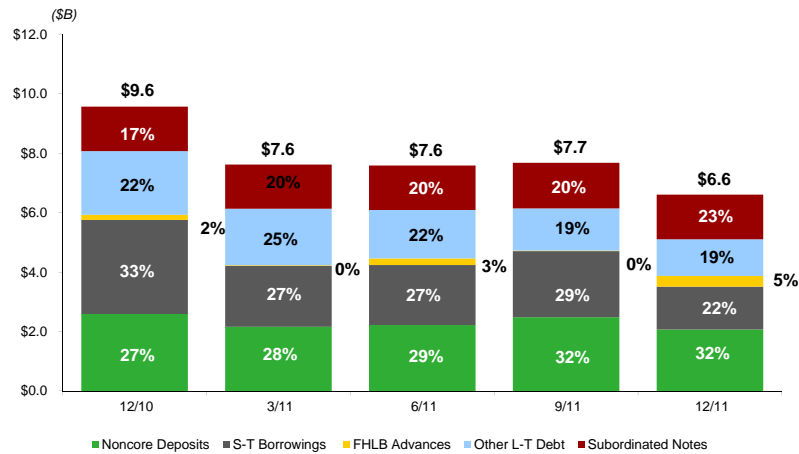
Average (\$B)	4Q11	Annualized Growth ⁽¹⁾		
		4Q11 v 3Q11	2Q11 v 1Q11	4Q11 v 4Q10
Commercial				
Demand deposits - non-interest bearing	\$ 9.3	102 %	52 %	52 %
Demand deposits - interest bearing	1.0	(17)	54	5
Other core deposits ⁽²⁾	6.1	6	38	12
Total	16.4	54	46	31
Consumer				
Demand deposits - non-interest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

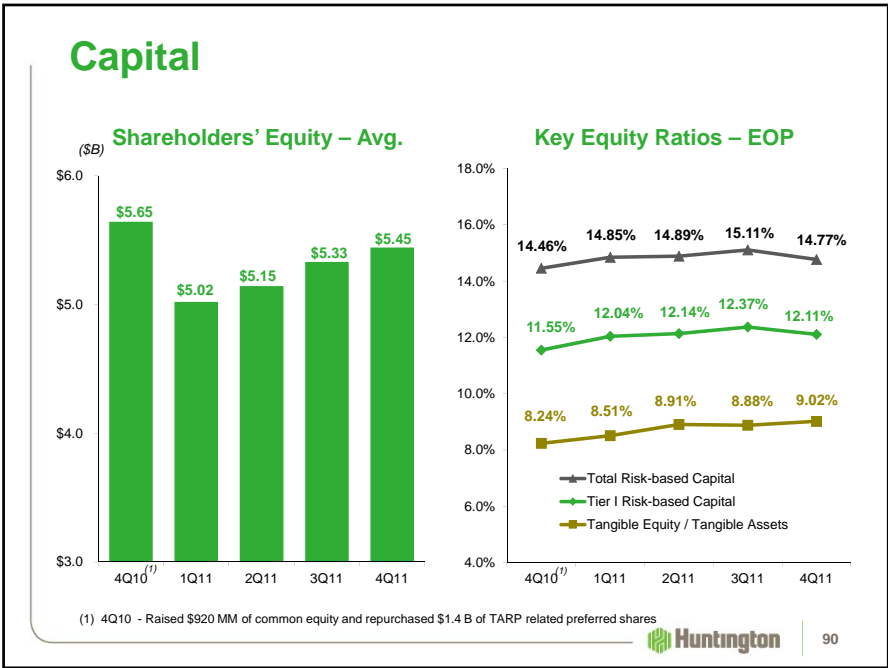
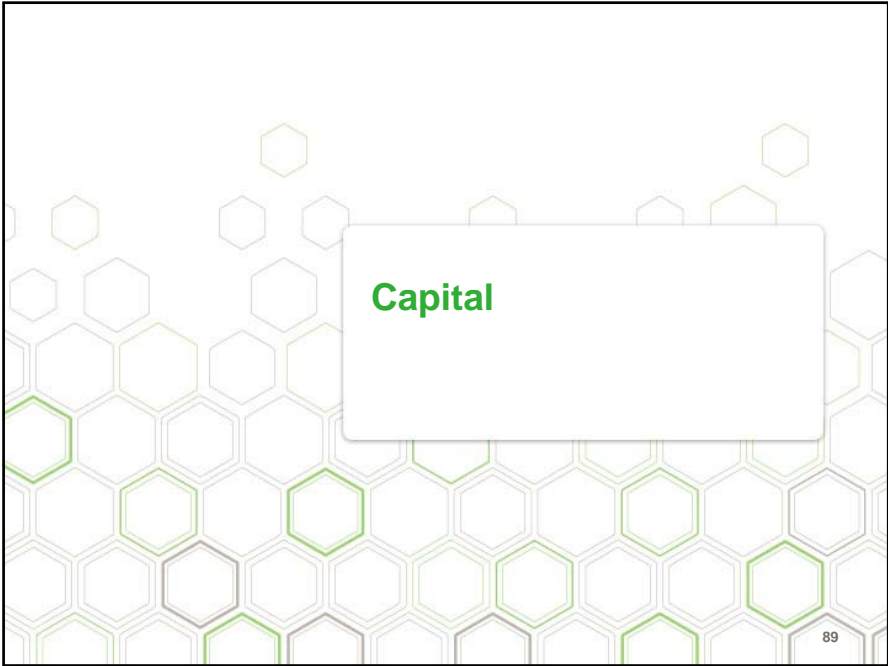
(1) Linked-quarter percent change annualized

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

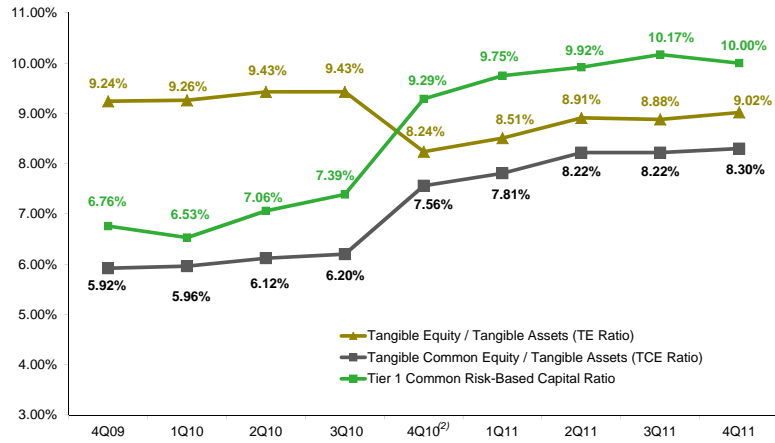
Other Funding

End of Period Balances





Capital Ratios ⁽¹⁾



(1) End-of-period

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

Franchise

Huntington Bancshares Overview

Midwest financial services holding company

Founded - 1866

Headquarters - Columbus, Ohio

Total assets - \$54 Billion

Employees ⁽¹⁾ - 11,245

Franchise:

Footprint

6 states: OH, MI, PA, IN, WV, KY

652 branches / 1,331 ATMs

Retail and Business Banking

5 Areas

- Mortgage banking

+ MD, NJ

Commercial Banking

11 Regions

Commercial Real Estate

Auto Finance & Dealer Services

+ MA, RI, VT, NH, ME, TN, NJ, WI, MN

Private Financial Group

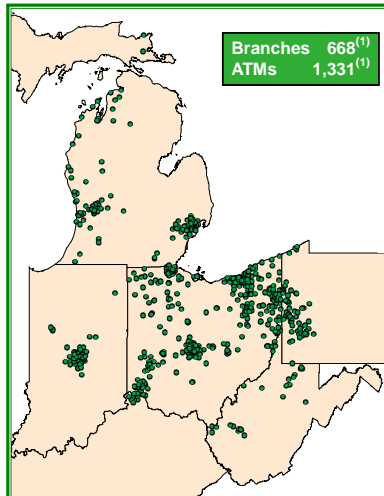
+ FL

(1) Full-time equivalent (FTE)



93

A Strong Regional Presence



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

Deposits - Top 12 MSAs

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

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

State	BBs ⁽¹⁾⁽²⁾	ATMs
Ohio	381	838
Michigan	126	178
Pennsylvania	60	103
Indiana	51	71
Kentucky	14	26
West Virginia	33	115

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



94

Basis of Presentation

Significant Items

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

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

Management believes the disclosure of "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance and trends so that they can ascertain which of such items, if any, they may wish to include/exclude from their analysis of the company's performance- i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly. To this end, Management has adopted a practice of listing "Significant Items" in its external disclosure documents (e.g., earnings press releases, quarterly performance discussions, investor presentations, Forms 10-Q and 10 K).

"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2010 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.



Huntington

Welcome.™