# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

QUARTERLY PERIOD ENDED June 30, 2014

Commission File Number 1-34073

## Huntington Bancshares Incorporated

## Edgar Filing: HUNTINGTON BANCSHARES INC/MD - Form 10-Q

## Registrant s telephone number (614) 480-8300

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days. x Yes " No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). x Yes "No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer $x \quad$ Accelerated filer
Non-accelerated filer $\quad$ (Do not check if a smaller reporting company) Smaller reporting company Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). " Yes x No

There were 817,002,296 shares of Registrant s common stock (\$0.01 par value) outstanding on June 30, 2014.

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## Glossary of Acronyms and Terms

The following listing provides a comprehensive reference of common acronyms and terms used throughout the document:

2013 Form 10-K Annual Report on Form 10-K for the year ended December 31, 2013
ABL Asset Based Lending
ACL Allowance for Credit Losses
AFCRE Automobile Finance and Commercial Real Estate
AFS Available-for-Sale
ALCO Asset-Liability Management Committee
ALLL Allowance for Loan and Lease Losses
ARM Adjustable Rate Mortgage
ASC Accounting Standards Codification
ASU Accounting Standards Update
ATM Automated Teller Machine
AULC Allowance for Unfunded Loan Commitments
AVM Automated Valuation Methodology

| Basel III | Refers to the final rule issued by the FRB and OCC and published in the Federal Register on October 11, 2013 |
| :--- | :--- |
| BHC | Bank Holding Companies |
| C\&I | Commercial and Industrial |
| Camco Financial | Camco Financial Corp. |
| CCAR | Comprehensive Capital Analysis and Review |
| CDO | Collateralized Debt Obligations |
| CDs | Certificate of Deposit |
| CFPB | Bureau of Consumer Financial Protection |
| CMO | Collateralized Mortgage Obligations |
| CRE | Commercial Real Estate |
| Dodd-Frank Act | Dodd-Frank Wall Street Reform and Consumer Protection Act |
| EPS | Earnings Per Share |
| ERISA | Employee Retirement Income Security Act |
| EVE | Economic Value of Equity |
| Fannie Mae | (see FNMA) |
| FASB | Financial Accounting Standards Board |
| FDIC | Federal Deposit Insurance Corporation |
| FDICIA | Federal Deposit Insurance Corporation Improvement Act of 1991 |
| FHA | Federal Housing Administration |
| FHFA | Federal Housing Finance Agency |

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| FHLB | Federal Home Loan Bank |
| :--- | :--- |
| FHLMC | Federal Home Loan Mortgage Corporation |
| FICA | Federal Insurance Contributions Act |
| FICO | Fair Isaac Corporation |
| FNMA | Federal National Mortgage Association |
| FRB | Federal Reserve Bank |
| Freddie Mac | (see FHLMC) |
| FTE | Fully-Taxable Equivalent |
| FTP | Funds Transfer Pricing |
| GAAP | Generally Accepted Accounting Principles in the United States of America |

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| HAMP | Home Affordable Modification Program |
| :---: | :---: |
| HARP | Home Affordable Refinance Program |
| HIP | Huntington Investment and Tax Savings Plan |
| HQLA | High Quality Liquid Asset |
| HTM | Held-to-Maturity |
| IRC | Internal Revenue Code of 1986, as amended |
| IRS | Internal Revenue Service |
| ISE | Interest Sensitive Earnings |
| LCR | Liquidity Coverage Ratio |
| LIBOR | London Interbank Offered Rate |
| LGD | Loss-Given-Default |
| LIHTC | Low Income Housing Tax Credit |
| LTV | Loan to Value |
| MD\&A | Management s Discussion and Analysis of Financial Condition and Results of Operations |
| MSA | Metropolitan Statistical Area |
| MSR | Mortgage Servicing Rights |
| NALs | Nonaccrual Loans |
| NAV | Net Asset Value |
| NCO | Net Charge-off |
| NIM | Net Interest Margin |
| NCUA | National Credit Union Administration |
| NPAs | Nonperforming Assets |
| NPR | Notice of Proposed Rulemaking |
| N.R. | Not relevant. Denominator of calculation is a gain in the current period compared with a loss in the prior period, or vice-versa |
| NSF / OD | Nonsufficient Funds and Overdraft |
| OCC | Office of the Comptroller of the Currency |
| OCI | Other Comprehensive Income (Loss) |
| OCR | Optimal Customer Relationship |
| OLEM | Other Loans Especially Mentioned |
| OREO | Other Real Estate Owned |
| OTTI | Other-Than-Temporary Impairment |
| PD | Probability-Of-Default |
| Plan | Huntington Bancshares Retirement Plan |
| Problem Loans | Includes nonaccrual loans and leases (Table 15), troubled debt restructured loans (Table 16), accruing loans and leases past due 90 days or more (aging analysis section of Footnote 3), and Criticized commercial loans (credit quality indicators section of Footnote 3). |
| REIT | Real Estate Investment Trust |

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Reg E Regulation E, of the Electronic Fund Transfer Act
RBHPCG Regional Banking and The Huntington Private Client Group

ROC
SAD
SBA
SEC
SERP
Sky Financial
SRIP

Risk Oversight Committee
Special Assets Division
Small Business Administration
Securities and Exchange Commission
Supplemental Executive Retirement Plan
Sky Financial Group, Inc.
Supplemental Retirement Income Plan

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| TCE | Tangible Common Equity |
| :--- | :--- |
| TDR | Troubled Debt Restructured Loan |
| TLGP | Temporary Liquidity Guarantee Program |
| U.S. Treasury | U.S. Department of the Treasury |
| UCS | Uniform Classification System |
| UPB | Unpaid Principal Balance |
| USDA | U.S. Department of Agriculture |
| VA | U.S. Department of Veteran Affairs |
| VIE | Variable Interest Entity |

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## PART I. FINANCIAL INFORMATION

When we refer to we, our, and us in this report, we mean Huntington Bancshares Incorporated and our consolidated subsidiaries, unless the context indicates that we refer only to the parent company, Huntington Bancshares Incorporated. When we refer to the Bank in this report, we mean our only bank subsidiary, The Huntington National Bank, and its subsidiaries.

## Item 2: Management s Discussion and Analysis of Financial Condition and Results of Operations INTRODUCTION

We are a multi-state diversified regional bank holding company organized under Maryland law in 1966 and headquartered in Columbus, Ohio. Through the Bank, we have 148 years of servicing the financial needs of our customers. Through our subsidiaries, we provide full-service commercial and consumer banking services, mortgage banking services, automobile financing, equipment leasing, investment management, trust services, brokerage services, insurance service programs, and other financial products and services. Our 730 branches are located in Ohio, Michigan, Pennsylvania, Indiana, West Virginia, and Kentucky. Selected financial services and other activities are also conducted in various other states. International banking services are available through the headquarters office in Columbus, Ohio and a limited purpose office located in the Cayman Islands and another limited purpose office located in Hong Kong. Our foreign banking activities, in total or with any individual country, are not significant.

This MD\&A provides information we believe necessary for understanding our financial condition, changes in financial condition, results of operations, and cash flows. The MD\&A included in our Form 8-K filed on May 28, 2014 should be read in conjunction with this MD\&A as this discussion provides only material updates to the Form 8-K. This MD\&A should also be read in conjunction with the financial statements, notes and other information contained in this report.

Our discussion is divided into key segments:

Executive Overview Provides a summary of our current financial performance and business overview, including our thoughts on the impact of the economy, legislative and regulatory initiatives, and recent industry developments. This section also provides our outlook regarding our expectations for the next several quarters.

Discussion of Results of Operations Reviews financial performance from a consolidated Company perspective. It also includes a Significant Items section that summarizes key issues helpful for understanding performance trends. Key consolidated average balance sheet and income statement trends are also discussed in this section.

Risk Management and Capital Discusses credit, market, liquidity, operational, and compliance risks, including how these are managed, as well as performance trends. It also includes a discussion of liquidity policies, how we obtain funding, and related performance. In addition, there is a discussion of guarantees and / or commitments made for items such as standby letters of credit and commitments to sell loans, and a discussion that reviews the adequacy of capital, including regulatory capital requirements.

Business Segment Discussion Provides an overview of financial performance for each of our major business segments and provides additional discussion of trends underlying consolidated financial performance.

Additional Disclosures Provides comments on important matters including forward-looking statements, critical accounting policies and use of significant estimates, and recent accounting pronouncements and developments.
A reading of each section is important to understand fully the nature of our financial performance and prospects.

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## EXECUTIVE OVERVIEW

## Summary of 2014 Second Quarter Results

For the quarter, we reported net income of $\$ 164.6$ million, or $\$ 0.19$ per common share, compared with $\$ 151.0$ million, or $\$ 0.17$ per common share, in the year-ago quarter (see Table 1).

Fully-taxable equivalent net interest income was $\$ 466.7$ million for the quarter, up $\$ 35.2$ million, or $8 \%$, from the year-ago quarter. The results reflected a $\$ 5.9$ billion, or $12 \%$, increase in average earning assets, including a $\$ 3.7$ billion, or $9 \%$, increase in average loans and leases, as well as a $\$ 2.6$ billion, or $28 \%$, increase in average securities. These balance increases were partially offset by a 10 basis point decrease in the net interest margin. The primary items affecting the net interest margin were a 15 basis point negative impact from the mix and yield of earning assets, partially offset by a 5 basis point reduction in funding costs. During the 2014 second quarter, the unexpected pay-off of an acquired commercial real estate loan improved net interest income and the net interest margin by $\$ 5.1$ million and 4 basis points, respectively.

The provision for credit losses increased $\$ 4.7$ million, or $19 \%$, from the year-ago quarter. This reflected substantial loan growth during the current quarter combined with a slight improvement in asset quality. NCOs decreased $\$ 6.1$ million, or $18 \%$, to $\$ 28.6$ million. The consumer loan portfolios drove the majority of the decline, continuing the positive trend exhibited over the past four quarters. NCOs were an annualized $0.25 \%$ of average loans and leases in the current quarter, compared to $0.34 \%$ in the year-ago quarter.

Noninterest income decreased $\$ 1.9$ million, or less than $1 \%$, from the year-ago quarter. The results included a $\$ 10.9$ million, or $33 \%$, decrease in mortgage banking income, reflecting a 49\% reduction in origination and secondary marketing revenue, as originations decreased 23\%, and gain-on-sale margins compressed. The decline was partially offset by a $\$ 7.1$ million, or $25 \%$, increase in other income primarily related to commercial loan fees and credit card revenue, as our new credit card products were launched last year. In addition, service charges on deposit accounts increased $\$ 4.6$ million, or $7 \%$, reflecting an $8 \%$ consumer household and $1 \%$ commercial relationship growth and changing customer usage patterns.

Noninterest expense increased $\$ 12.8$ million, or $3 \%$, from the year-ago quarter. The results included an $\$ 8.6$ million, or $92 \%$, increase in professional services, $\$ 4.8$ million of which is one-time consulting expense related to strategic planning. Outside data processing and other services increased $\$ 4.4$ million, or $9 \%$, reflecting higher debit and credit card processing costs and other technology expense. Equipment expense increased $\$ 3.8$ million, or $15 \%$, reflecting technology investments and the near-complete rollout of enhanced ATMs. The increases were partially offset by a $\$ 3.3$ million, or $1 \%$, decrease in personnel costs, reflecting the curtailment of the pension plan at the end of 2013, partially offset by annual compensation increases.

The tangible common equity to tangible assets ratio was $8.38 \%$, down 38 basis points from a year ago. Our Tier 1 common risk-based capital ratio was $10.26 \%$, down 45 basis points from a year ago. The regulatory Tier 1 risk-based capital ratio was $11.56 \%$, down 68 basis points from a year ago. All capital ratios were impacted by the repurchase of 28.7 million common shares over the last four quarters, 12.1 million of which were repurchased during the 2014 second quarter, as well as the issuance of 8.7 million common shares as part of the Camco acquisition. The decrease in the regulatory Tier 1 risk-based capital ratio reflected the redemption of $\$ 50$ million of qualifying preferred securities on December 31, 2013 and an increase in risk-weighted assets caused by organic balance sheet growth, as well as assets acquired from Camco. These declines were partially offset by the increase in retained earnings.

## Business Overview

## General

Our general business objectives are: (1) grow net interest income and fee income, (2) increase cross-sell and share-of-wallet across all business segments, (3) improve efficiency ratio, (4) continue to strengthen risk management, including sustained improvement in credit metrics, and (5) maintain strong capital and liquidity positions.

We are very pleased with our second quarter performance. We have been able to grow both total revenue and net interest income year over year. Net interest income was particularly noteworthy, as average loan growth of $9 \%$ allowed us to overcome continued pressure on the net interest margin from the short-term, low, flat yield curve. We also completed $\$ 111$ million of stock buybacks during the quarter, which demonstrates our belief in the future prospects of the company and our commitment to return capital to our shareholders.

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Average loans and leases increased $\$ 3.7$ billion from the 2013 second quarter, driven by growth in commercial and auto lending, reflecting heightened consumer and business confidence in the economy. During the quarter, we announced and received approval from the OCC for the deposit purchase included with 24 branches in Michigan, which is targeted to close in September. Also during the second quarter, we were the number one SBA lender, by number of loans, in the country for the first nine months of the program s fiscal year, even though we only lend in our six-state footprint. We also gave customers more convenience during the quarter with the rollout of the Quick Balance feature to our mobile banking one of the first of its kind in the country.

## Economy

We are optimistic about the continued growth in our local economies and the growing benefit from previous investments, which are driving our robust pipelines. In addition, our footprint state unemployment rates have dropped sharply during the recovery and job growth should benefit from rising aggregate demand in the manufacturing sector in the next year. Also, housing activity and prices will likely continue on a moderate upward trend in line with long-term historical growth. Nevertheless, we continue to face a challenging regulatory and competitive environment.

## 2014 Expectations

Net interest income is expected to increase modestly. We anticipate an increase in earning assets as total loans moderately grow and investment securities increase modestly. However, those benefits to net interest income are expected to be partially offset by continued downward pressure on NIM. We continue to maintain a disciplined approach to loan and deposit pricing; however, asset yields remain under pressure, and the opportunity to reduce funding costs further is diminishing.

Noninterest income, excluding the impact of any net MSR activity, is expected to remain near the current quarter s level. In July, we will implement the previously announced change in our consumer service charges on deposits that is expected to have an approximate quarterly negative impact of $\$ 6$ million. We expect that continued organic consumer household and business relationship growth coupled with the completion of the Michigan branch acquisitions will help offset this reduction.

Noninterest expense, excluding one-time items, is expected to remain near the current quarter s reported level. We will continue to look for ways to reduce expenses, while not impacting our previously announced growth strategies and our high level of customer service.

Asset quality metrics are expected to trend favorably, although moderate quarterly volatility also is expected given the low level of problem assets and credit costs. NPAs are expected to show continued improvement. We anticipate NCOs will remain within or below our long-term normalized range of 35 to 55 basis points.

The effective tax rate for the remainder of 2014 is expected to be in the range of $25 \%$ to $28 \%$, primarily reflecting the impacts of tax-exempt income, tax-advantaged investments, general business credits, and the change in accounting for investments in qualified affordable housing projects.

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## DISCUSSION OF RESULTS OF OPERATIONS

This section provides a review of financial performance from a consolidated perspective. It also includes a Significant Items section that summarizes key issues important for a complete understanding of performance trends. Key Unaudited Condensed Consolidated Balance Sheet and Unaudited Condensed Statement of Income trends are discussed. All earnings per share data are reported on a diluted basis. For additional insight on financial performance, please read this section in conjunction with the Business Segment Discussion.

## Table 1 Selected Quarterly Income Statement Data (1)

|  | 2014 |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands, except per share amounts) | Second | First | Fourth | Third | Second |
| Interest income | \$ 495,322 | \$ 472,455 | \$ 469,824 | \$ 462,912 | \$ 462,582 |
| Interest expense | 35,274 | 34,949 | 39,175 | 38,060 | 37,645 |
| Net interest income | 460,048 | 437,506 | 430,649 | 424,852 | 424,937 |
| Provision for credit losses | 29,385 | 24,630 | 24,331 | 11,400 | 24,722 |
| Net interest income after provision for credit losses | 430,663 | 412,876 | 406,318 | 413,452 | 400,215 |
| Service charges on deposit accounts | 72,633 | 64,582 | 69,992 | 72,918 | 68,009 |
| Mortgage banking income | 22,717 | 23,089 | 24,327 | 23,621 | 33,659 |
| Trust services | 29,581 | 29,565 | 30,711 | 30,470 | 30,666 |
| Electronic banking | 26,491 | 23,642 | 24,251 | 24,282 | 23,345 |
| Insurance income | 15,996 | 16,496 | 15,556 | 17,269 | 17,187 |
| Brokerage income | 17,831 | 17,071 | 15,116 | 16,532 | 19,546 |
| Bank owned life insurance income | 13,865 | 13,307 | 13,816 | 13,740 | 15,421 |
| Capital markets fees | 10,500 | 9,194 | 12,332 | 12,825 | 12,229 |
| Gain on sale of loans | 3,914 | 3,570 | 7,144 | 5,063 | 3,348 |
| Securities gains (losses) | 490 | 16,970 | 1,239 | 98 | (410) |
| Other income | 36,049 | 30,999 | 35,407 | 36,950 | 28,919 |
| Total noninterest income | 250,067 | 248,485 | 249,891 | 253,768 | 251,919 |
| Personnel costs | 260,600 | 249,477 | 249,554 | 229,326 | 263,862 |
| Outside data processing and other services | 54,338 | 51,490 | 51,071 | 49,313 | 49,898 |
| Net occupancy | 28,673 | 33,433 | 31,983 | 35,591 | 27,656 |
| Equipment | 28,749 | 28,750 | 28,775 | 28,191 | 24,947 |
| Marketing | 14,832 | 10,686 | 13,704 | 12,271 | 14,239 |
| Deposit and other insurance expense | 10,599 | 13,718 | 10,056 | 11,155 | 13,460 |
| Amortization of intangibles | 9,520 | 9,291 | 10,320 | 10,362 | 10,362 |
| Professional services | 17,896 | 12,231 | 11,567 | 12,487 | 9,341 |
| Other expense | 33,429 | 51,045 | 38,979 | 34,640 | 32,100 |
| Total noninterest expense | 458,636 | 460,121 | 446,009 | 423,336 | 445,865 |
| Income before income taxes | 222,094 | 201,240 | 210,200 | 243,884 | 206,269 |
| Provision for income taxes | 57,475 | 52,097 | 52,029 | 65,047 | 55,269 |
| Net income | \$ 164,619 | \$ 149,143 | \$ 158,171 | \$ 178,837 | \$ 151,000 |
| Dividends on preferred shares | 7,963 | 7,964 | 7,965 | 7,967 | 7,967 |
| Net income applicable to common shares | \$ 156,656 | \$ 141,179 | \$ 150,206 | \$ 170,870 | \$ 143,033 |


| Average common shares basic | 821,546 |  | 829,659 |  | 830,590 |  | 830,398 |  | 834,730 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average common shares diluted | 834,687 |  | 842,677 |  | 842,324 |  | 841,025 |  | 843,840 |  |
| Net income per common share basic | \$ | 0.19 | \$ | 0.17 | \$ | 0.18 | \$ | 0.21 | \$ | 0.17 |
| Net income per common share diluted |  | 0.19 |  | 0.17 |  | 0.18 |  | 0.20 |  | 0.17 |
| Cash dividends declared per common share |  | 0.05 |  | 0.05 |  | 0.05 |  | 0.05 |  | 0.05 |
| Return on average total assets |  | 1.07\% |  | 1.01\% |  | 1.09\% |  | 1.27\% |  | 1.08\% |
| Return on average common shareholders equity |  | 10.8 |  | 9.9 |  | 10.5 |  | 12.3 |  | 10.4 |
| Return on average tangible common shareholders equity (2) |  | 12.4 |  | 11.3 |  | 12.1 |  | 14.2 |  | 12.1 |
| Net interest margin (3) |  | 3.28 |  | 3.27 |  | 3.28 |  | 3.34 |  | 3.38 |
| Efficiency ratio (4) |  | 62.7 |  | 66.4 |  | 63.4 |  | 60.3 |  | 63.7 |
| Effective tax rate |  | 25.9 |  | 25.9 |  | 24.8 |  | 26.7 |  | 26.8 |

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| Revenue FTE | $\mathbf{\$ 4 6 0 , 0 4 8}$ | $\mathbf{\$ 4 3 7 , 5 0 6}$ | $\$ 430,649$ | $\$ 424,852$ | $\$ 424,937$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net interest income | $\mathbf{6 , 6 3 7}$ | $\mathbf{5 , 8 8 5}$ | 8,196 | 6,634 | 6,587 |
| FTE adjustment |  |  |  |  |  |
|  | $\mathbf{4 6 6 , 6 8 5}$ | $\mathbf{4 4 3 , 3 9 1}$ | 438,845 | 431,486 | 431,524 |
| Net interest income (3) | $\mathbf{2 5 0 , 0 6 7}$ | $\mathbf{2 4 8 , 4 8 5}$ | 249,891 | 253,768 | 251,919 |
| Noninterest income | $\mathbf{~ 7 1 6 , 7 5 2}$ | $\mathbf{\$ 6 9 1 , 8 7 6}$ | $\$ 688,736$ | $\$ 685,254$ | $\$ 683,443$ |

${ }^{(1)}$ Comparisons for presented periods are impacted by a number of factors. Refer to the Significant Items for additional discussion regarding these key factors.
(2) Net income excluding expense for amortization of intangibles for the period divided by average tangible common shareholders equity. Average tangible common shareholders equity equals average total common shareholders equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(3) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(4) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains.

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Table 2 Selected Year to Date Income Statement Data (1)

|  | Six Months Ended June 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands, except per share amounts) |  | 2014 |  | 2013 |  | Amount | Percent |
| Interest income | \$ | 967,777 | \$ | 927,901 |  | 39,876 | 4\% |
| Interest expense |  | 70,223 |  | 78,794 |  | $(8,571)$ | (11) |
| Net interest income |  | 897,554 |  | 849,107 |  | 48,447 | 6 |
| Provision for credit losses |  | 54,015 |  | 54,314 |  | (299) | (1) |
| Net interest income after provision for credit losses |  | 843,539 |  | 794,793 |  | 48,746 | 6 |
| Service charges on deposit accounts |  | 137,215 |  | 128,892 |  | 8,323 | 6 |
| Mortgage banking income |  | 45,807 |  | 78,907 |  | $(33,100)$ | (42) |
| Trust services |  | 59,146 |  | 61,826 |  | $(2,680)$ | (4) |
| Electronic banking |  | 50,133 |  | 44,058 |  | 6,075 | 14 |
| Insurance income |  | 32,492 |  | 36,439 |  | $(3,947)$ | (11) |
| Brokerage income |  | 34,903 |  | 37,541 |  | $(2,638)$ | (7) |
| Bank owned life insurance income |  | 27,172 |  | 28,863 |  | $(1,691)$ | (6) |
| Capital markets fees |  | 19,694 |  | 20,063 |  | (369) | (2) |
| Gain on sale of loans |  | 7,484 |  | 5,964 |  | 1,520 | 25 |
| Securities gains (losses) |  | 17,460 |  | (919) |  | 18,379 | N.R. |
| Other income |  | 67,046 |  | 66,903 |  | 143 |  |
| Total noninterest income |  | 498,552 |  | 508,537 |  | $(9,985)$ | (2) |
| Personnel costs |  | 510,077 |  | 522,757 |  | $(12,680)$ | (2) |
| Outside data processing and other services |  | 105,828 |  | 99,163 |  | 6,665 | 7 |
| Net occupancy |  | 62,106 |  | 57,770 |  | 4,336 | 8 |
| Equipment |  | 57,499 |  | 49,827 |  | 7,672 | 15 |
| Marketing |  | 25,518 |  | 25,210 |  | 308 | 1 |
| Deposit and other insurance expense |  | 24,317 |  | 28,950 |  | $(4,633)$ | (16) |
| Amortization of intangibles |  | 18,811 |  | 20,682 |  | $(1,871)$ | (9) |
| Professional services |  | 30,127 |  | 16,533 |  | 13,594 | 82 |
| Other expense |  | 84,474 |  | 67,766 |  | 16,708 | 25 |
| Total noninterest expense |  | 918,757 |  | 888,658 |  | 30,099 | 3 |
| Income before income taxes |  | 423,334 |  | 414,672 |  | 8,662 | 2 |
| Provision for income taxes |  | 109,572 |  | 110,398 |  | (826) | (1) |
| Net income | \$ | 313,762 | \$ | 304,274 |  | 9,488 | 3\% |
| Dividends declared on preferred shares |  | 15,927 |  | 15,937 |  | (10) |  |
| Net income applicable to common shares | \$ | 297,835 | \$ | 288,337 |  | 9,498 | 3\% |
| Average common shares basic |  | 825,603 |  | 837,917 |  | $(12,314)$ | (1)\% |
| Average common shares diluted |  | 838,546 |  | 846,274 |  | $(7,728)$ | (1) |
| Per common share |  |  |  |  |  |  |  |
| Net income per common share basic | \$ | 0.36 | \$ | 0.34 | \$ | 0.02 | 6\% |
| Net income per common share diluted |  | 0.36 |  | 0.34 |  | 0.02 | 6 |
| Cash dividends declared |  | 0.10 |  | 0.09 |  | 0.01 | 11 |


| Revenue FTE | $\mathbf{8 9 7 , 5 5 4}$ | $\$ 849,107$ | $\$ 48,447$ | $6 \%$ |
| :--- | ---: | ---: | :---: | :---: |
| Net interest income | $\mathbf{1 2 , 5 2 2}$ | 12,510 |  | 12 |
| FTE adjustment |  |  |  |  |
|  | $\mathbf{9 1 0 , 0 7 6}$ | 861,617 | 48,459 | 6 |
| Net interest income (2) | $\mathbf{4 9 8 , 5 5 2}$ | 508,537 | $(9,985)$ | $(2)$ |
| Noninterest income | $\mathbf{~ \$ 1 , 4 0 8 , 6 2 8}$ | $\$ 1,370,154$ | $\$ 38,474$ | $3 \%$ |
| Total revenue (2) |  |  |  |  |

N.R. Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.
${ }^{(1)}$ Comparisons for presented periods are impacted by a number of factors. Refer to the Significant Items for additional discussion regarding these key factors.
(2) On a fully taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.

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## Significant Items

## Definition of Significant Items

From time-to-time, revenue, expenses, or taxes are impacted by items judged by us 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 us 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 our decisions associated with significant corporate actions outside 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 writedowns, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant Item.

We believe the disclosure of Significant Items provides a better understanding of our performance and trends to ascertain which of such items, if any, to include or exclude from an analysis of our performance; i.e., within the context of determining how that performance differed from expectations, as well as how, if at all, to adjust estimates of future performance accordingly. To this end, we adopted a practice of listing Significant Items in our external disclosure documents; e.g., earnings press releases, 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.

## Significant Items Influencing Financial Performance Comparisons

Earnings comparisons were impacted by the Significant Items summarized below:

1. Camco Financial Acquisition. During the 2014 first quarter, $\$ 11.8$ million of net one-time merger related costs were recorded related to the acquisition of Camco Financial. This resulted in a negative impact of $\$ 0.01$ per common share.
2. Litigation Reserve. During the 2014 first quarter, $\$ 9.0$ million of additions to litigation reserves were recorded as other noninterest expense. This resulted in a negative impact of $\$ 0.01$ per common share.
The following table reflects the earnings impact of the above-mentioned Significant Items for periods affected by this Results of Operations discussion:

Table 3 Significant Items Influencing Earnings Performance Comparison

| (dollar amounts in thousands, except per share amounts) | June 30, 2014 |  | Three Months Ended <br> March 31, 2014 |  | June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | After-tax | EPS (2)(3) | After-tax | EPS (2)(3) | After-tax | EPS (2)(3) |
| Net income | \$ 164,619 |  | \$ 149,143 |  | \$ 151,000 |  |
| Earnings per share, after-tax |  | \$ 0.19 |  | \$ 0.17 |  | \$ 0.17 |
| Significant Items favorable (unfavorable) impact: | Earnings (1) | EPS (2)(3) | Earnings (1) | EPS (2)(3) | Earnings (1) | EPS (2)(3) |
| Camco Financial Acquisition |  |  | $(11,823)$ | (0.01) |  |  |
| Additions to Litigation Reserve |  |  | $(9,000)$ | (0.01) |  |  |

[^0](2) Based on average outstanding diluted common shares
(3) After-tax

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(1) Pretax unless otherwise noted.
${ }^{(2)}$ Based on average outstanding diluted common shares
(3) After-tax

## Net Interest Income / Average Balance Sheet

The following tables detail the change in our average balance sheet and the net interest margin:
Table 4 Consolidated Quarterly Average Balance Sheets


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| Total consumer | 21,715 | 20,891 | 20,564 | 20,052 | 19,232 | 2,483 | 13 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | 45,024 | 43,423 | 43,139 | 41,994 | 41,280 | 3,744 | 9 |
| Allowance for loan and lease losses | (642) | (649) | (668) | (717) | (746) | 104 | (14) |
| Net loans and leases | 44,382 | 42,774 | 42,471 | 41,277 | 40,534 | 3,848 | 9 |
| Total earning assets | 57,077 | 54,961 | 53,012 | 51,247 | 51,156 | 5,921 | 12 |
| Cash and due from banks | 872 | 904 | 846 | 944 | 940 | (68) | (7) |
| Intangible assets | 591 | 535 | 542 | 552 | 563 | 28 | 5 |
| All other assets | 3,932 | 3,941 | 3,917 | 3,889 | 3,976 | (44) | (1) |
| Total assets | \$ 61,830 | \$ 59,692 | \$ 57,649 | \$ 55,915 | \$ 55,889 | \$ 5,941 | 11\% |

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| Liabilities and Shareholders Equity: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits noninterest-bearing | \$ 13,466 | \$ 13,192 | \$ 13,337 | \$ 13,088 | \$ 12,879 | \$ 587 | 5\% |
| Demand deposits interest-bearing | 5,945 | 5,775 | 5,755 | \$ 5,763 | \$ 5,927 | 18 |  |
| Total demand deposits | 19,411 | 18,967 | 19,092 | 18,851 | 18,806 | 605 | 3 |
| Money market deposits | 17,680 | 17,648 | 16,827 | 15,739 | 15,069 | 2,611 | 17 |
| Savings and other domestic deposits | 5,086 | 4,967 | 4,912 | 5,007 | 5,115 | (29) | (1) |
| Core certificates of deposit | 3,434 | 3,613 | 3,916 | 4,176 | 4,778 | $(1,344)$ | (28) |
| Total core deposits | 45,611 | 45,195 | 44,747 | 43,773 | 43,768 | 1,843 | 4 |
| Other domestic time deposits of \$250,000 or more | 262 | 284 | 275 | 268 | 324 | (62) | (19) |
| Brokered deposits and negotiable CDs | 2,070 | 1,782 | 1,398 | 1,553 | 1,779 | 291 | 16 |
| Deposits in foreign offices | 315 | 328 | 354 | 376 | 316 | (1) |  |
| Total deposits | 48,258 | 47,589 | 46,774 | 45,970 | 46,187 | 2,071 | 4 |
| Short-term borrowings | 939 | 883 | 629 | 710 | 701 | 238 | 34 |
| Federal Home Loan Bank advances | 1,977 | 1,499 | 851 | 549 | 757 | 1,220 | 161 |
| Subordinated notes and other long-term debt | 3,395 | 2,503 | 2,244 | 1,753 | 1,292 | 2,103 | 163 |
| Total interest-bearing liabilities | 41,103 | 39,282 | 37,161 | 35,894 | 36,058 | 5,045 | 14 |
| All other liabilities | 1,033 | 1,035 | 1,095 | 1,054 | 1,064 | (31) | (3) |
| Shareholders equity | 6,228 | 6,183 | 6,056 | 5,879 | 5,888 | 340 | 6 |
| Total liabilities and shareholders equity | \$ 61,830 | \$ 59,692 | \$ 57,649 | \$ 55,915 | \$ 55,889 | \$ 5,941 | 11\% |

(1) For purposes of this analysis, NALs are reflected in the average balances of loans.

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## Table 5 Consolidated Quarterly Net Interest Margin Analysis

|  | Average Rates (2) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |  |
| Fully-taxable equivalent basis (1) | Second | First | Fourth | Third | Second |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.04\% | 0.03\% | 0.04\% | 0.07\% | 0.27\% |
| Loans held for sale | 4.27 | 3.74 | 4.46 | 3.89 | 3.39 |
| Securities: |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.52 | 2.47 | 2.38 | 2.34 | 2.29 |
| Tax-exempt | 3.15 | 3.03 | 6.34 | 4.04 | 3.94 |
| Total available-for-sale and other securities | 2.63 | 2.55 | 2.72 | 2.48 | 2.42 |
| Trading account securities | 0.70 | 1.12 | 0.42 | 0.23 | 0.60 |
| Held-to-maturity securities taxable | 2.46 | 2.47 | 2.42 | 2.29 | 2.29 |
| Total securities | 2.57 | 2.52 | 2.60 | 2.41 | 2.38 |


| Loans and leases: (3) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 3.49 | 3.56 | 3.54 | 3.68 | 3.75 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 4.29 | 3.99 | 4.04 | 3.91 | 3.93 |
| Commercial | 4.16 | 3.84 | 3.97 | 4.10 | 4.13 |
| Commercial real estate | 4.17 | 3.86 | 3.98 | 4.08 | 4.09 |
| Total commercial | 3.64 | 3.63 | 3.63 | 3.77 | 3.83 |


| Consumer: | $\mathbf{3 . 4 7}$ | $\mathbf{3 . 5 4}$ | 3.67 | 3.80 | 3.96 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Automobile | $\mathbf{4 . 1 2}$ | $\mathbf{4 . 1 2}$ | 4.11 | 4.10 | 4.16 |
| Home equity | $\mathbf{3 . 7 7}$ | $\mathbf{3 . 7 8}$ | 3.77 | 3.81 | 3.82 |
| Residential mortgage | $\mathbf{7 . 3 4}$ | $\mathbf{6 . 8 4}$ | 6.64 | 6.98 | 6.66 |
| Other consumer | $\mathbf{3 . 8 7}$ | $\mathbf{3 . 8 9}$ | 3.93 | 3.99 | 4.07 |
| Total consumer |  |  |  |  |  |
| Total loans and leases | $\mathbf{3 . 7 5}$ | $\mathbf{3 . 7 5}$ | 3.77 | 3.87 | 3.95 |
| Total earning assets | $\mathbf{3 . 5 3 \%}$ | $\mathbf{3 . 5 3 \%}$ | $3.58 \%$ | $3.64 \%$ | $3.68 \%$ |


| Liabilities |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits: |  |  |  |  |  |
| Demand deposits noninterest-bearing |  |  |  |  | \% |
| Demand deposits interest-bearing | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |
| Total demand deposits | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| Money market deposits | 0.24 | 0.25 | 0.27 | 0.26 | 0.24 |
| Savings and other domestic deposits | 0.17 | 0.20 | 0.24 | 0.25 | 0.27 |
| Core certificates of deposit | 0.81 | 0.94 | 1.05 | 1.05 | 1.13 |
| Total core deposits | 0.25 | 0.28 | 0.32 | 0.32 | 0.34 |

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| Other domestic time deposits of \$250,000 or more | 0.43 | 0.41 | 0.39 | 0.44 | 0.50 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Brokered deposits and negotiable CDs | 0.24 | 0.28 | 0.39 | 0.55 | 0.62 |
| Deposits in foreign offices | 0.13 | 0.13 | 0.14 | 0.14 | 0.14 |
| Total deposits | 0.25 | 0.28 | 0.32 | 0.33 | 0.36 |
| Short-term borrowings | 0.12 | 0.07 | 0.08 | 0.09 | 0.10 |
| Federal Home Loan Bank advances | 0.12 | 0.12 | 0.14 | 0.14 | 0.14 |
| Subordinated notes and other long-term debt | 1.48 | 1.66 | 2.10 | 2.29 | 2.35 |
| Total interest-bearing liabilities | 0.34\% | 0.36\% | 0.42\% | 0.42\% | 0.42\% |
| Net interest rate spread | 3.19\% | 3.17\% | 3.15\% | 3.20\% | 3.26\% |
| Impact of noninterest-bearing funds on margin | 0.09 | 0.10 | 0.13 | 0.14 | 0.12 |
| Net interest margin | 3.28\% | 3.27\% | 3.28\% | 3.34\% | 3.38\% |

${ }^{(1)}$ FTE yields are calculated assuming a $35 \%$ tax rate.
${ }^{(2)}$ Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized deferred fees.
${ }^{(3)}$ For purposes of this analysis, NALs are reflected in the average balances of loans.

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## 2014 Second Quarter versus 2013 Second Quarter

Fully-taxable equivalent net interest income increased $\$ 35.2$ million, or $8 \%$, from the 2013 second quarter. This reflected the benefit from the $\$ 3.7$ billion, or $9 \%$, of average loan growth and a $\$ 2.6$ billion, or $28 \%$, increase in securities. This was partially offset by the 10 basis point decrease in the FTE net interest margin to $3.28 \%$. The 15 basis point negative impact on NIM from the mix and yield of earning assets was partially offset by the 5 basis point reduction in funding costs. During the 2014 second quarter, net interest income and the NIM benefitted by $\$ 5.1$ million and 4 basis points, respectively, from the unexpected pay-off of an acquired commercial real estate loan.

Average loans and leases increased $\$ 3.7$ billion, or $9 \%$, from the prior year, driven by:
$\$ 2.1$ billion, or $39 \%$, increase in average automobile loans, as originations remained strong and we continued to portfolio all of the production.
$\$ 1.2$ billion, or $7 \%$, increase in average C\&I loans and leases. This reflected growth in the international and other specialty lending verticals, automobile dealer floorplan lending, and business banking.
$\$ 0.4$ billion, or $7 \%$, increase in average residential mortgage loans as a result of increased customer demand for adjustable rate mortgages.
Average total core deposits increased $\$ 1.9$ billion, or $4 \%$, from the year-ago quarter. Average interest-bearing liabilities increased $\$ 5.0$ billion, or $14 \%$, from the 2013 second quarter, reflecting:
$\$ 3.6$ billion, or $130 \%$, increase in short- and long-term borrowings, which were used to efficiently finance balance sheet growth while continuing to manage the overall cost of funds. Included in the increase are $\$ 2.1$ billion of bank-level debt and $\$ 0.4$ billion of parent-level debt issued over the past year.
$\$ 2.6$ billion, or $17 \%$, increase in money market deposits, primarily reflecting the strategic focus on customer growth and increased share-of-wallet among both consumer and commercial customers.
$\$ 0.6$ billion, or 5\%, increase in noninterest bearing deposits.
Partially offset by:
$\$ 1.3$ billion, or $28 \%$, decrease in average core certificates of deposit due to the strategic focus on changing the funding sources to no-cost demand deposits and lower cost money market deposits.

## 2014 Second Quarter versus 2014 First Quarter

Compared to the 2014 first quarter, fully-taxable equivalent net interest income increased $\$ 23.3$ million, or 5\%, reflecting a $\$ 2.1$ billion, or $4 \%$ increase in average earnings assets, and a 1 basis point increase in NIM.

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## Table 6 Consolidated YTD Average Balance Sheets and Net Interest Margin Analysis

| Fully-taxable equivalent basis (1) (dollar amounts in millions) | YTD Average Balances |  |  |  | YTD Average Rates (2) Six Months Ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30, |  | Change |  |  |  |
|  | 2014 | 2013 | Amount | Percent | 2014 | 2013 |
| Assets: |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 87 | \$ 78 | \$ | 12\% | 0.03\% | 0.22\% |
| Loans held for sale | 283 | 694 | (411) | (59) | 4.01 | 3.35 |
| Securities: |  |  |  |  |  |  |
| Available-for-sale and other securities: |  |  |  |  |  |  |
| Taxable | 6,452 | 6,845 | (393) | (6) | 2.49 | 2.30 |
| Tax-exempt | 1,203 | 570 | 633 | 111 | 3.09 | 3.95 |
| Total available-for-sale and other securities | 7,655 | 7,415 | 240 | 3 | 2.59 | 2.43 |
| Trading account securities | 42 | 85 | (43) | (51) | 0.89 | 0.55 |
| Held-to-maturity securities taxable | 3,730 | 1,714 | 2,016 | 118 | 2.46 | 2.29 |
| Total securities | 11,427 | 9,214 | 2,213 | 24 | 2.54 | 2.38 |
| Loans and leases: (3) |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |
| Commercial and industrial | 17,948 | 16,994 | 954 | 6 | 3.53 | 3.79 |
| Commercial real estate: |  |  |  |  |  |  |
| Construction | 657 | 592 | 65 | 11 | 4.15 | 3.99 |
| Commercial | 4,317 | 4,561 | (244) | (5) | 4.00 | 4.06 |
| Commercial real estate | 4,974 | 5,153 | (179) | (3) | 4.02 | 4.06 |
| Total commercial | 22,922 | 22,147 | 775 | 3 | 3.63 | 3.85 |
| Consumer: |  |  |  |  |  |  |
| Automobile | 7,069 | 5,058 | 2,011 | 40 | 3.50 | 4.11 |
| Home equity | 8,358 | 8,277 | 81 | 1 | 4.12 | 4.17 |
| Residential mortgage | 5,494 | 5,102 | 392 | 8 | 3.78 | 3.89 |
| Other consumer | 384 | 488 | (104) | (21) | 7.09 | 6.76 |
| Total consumer | 21,305 | 18,925 | 2,380 | 13 | 3.88 | 4.15 |
| Total loans and leases | 44,227 | 41,072 | 3,155 | 8 | 3.75 | 3.99 |
| Allowance for loan and lease losses | (645) | (758) | 113 | (15) |  |  |
| Net loans and leases | 43,582 | 40,314 | 3,268 | 8 |  |  |
| Total earning assets | 56,024 | 51,058 | 4,966 | 10 | 3.53\% | 3.71\% |
| Cash and due from banks | 888 | 922 | (34) | (4) |  |  |
| Intangible assets | 563 | 567 | (4) | (1) |  |  |
| All other assets | 3,937 | 4,020 | (83) | (2) |  |  |
| Total assets | \$ 60,767 | \$ 55,809 | \$ 4,958 | 9\% |  |  |

## Liabilities and Shareholders Equity:

| Deposits: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits noninterest-bearing | \$ 13,330 | \$ 12,524 | \$ | 806 | 6\% | \% | \% |
| Demand deposits interest-bearing | 5,860 | 5,952 |  | (92) | (2) | 0.04 | 0.04 |
| Total demand deposits | 19,190 | 18,476 |  | 714 | 4 | 0.01 | 0.01 |
| Money market deposits | 17,664 | 15,057 |  | 2,607 | 17 | 0.25 | 0.23 |
| Savings and other domestic deposits | 5,027 | 5,099 |  | (72) | (1) | 0.19 | 0.29 |
| Core certificates of deposit | 3,523 | 5,060 |  | $(1,537)$ | (30) | 0.88 | 1.16 |
| Total core deposits | 45,404 | 43,692 |  | 1,712 | 4 | 0.27 | 0.36 |
| Other domestic time deposits of \$250,000 or more | 273 | 342 |  | (69) | (20) | 0.42 | 0.51 |
| Brokered deposits and negotiable CDs | 1,927 | 1,738 |  | 189 | 11 | 0.26 | 0.65 |
| Deposits in foreign offices | 322 | 328 |  | (6) | (2) | 0.13 | 0.15 |
| Total deposits | 47,926 | 46,100 |  | 1,826 | 4 | 0.27 | 0.37 |
| Short-term borrowings | 911 | 732 |  | 179 | 24 | 0.09 | 0.11 |
| Federal Home Loan Bank advances | 1,740 | 722 |  | 1,018 | 141 | 0.12 | 0.16 |
| Subordinated notes and other long-term debt | 2,951 | 1,320 |  | 1,631 | 124 | 1.55 | 2.45 |
| Total interest-bearing liabilities | 40,198 | 36,350 |  | 3,848 | 11 | 0.35 | 0.44 |
| All other liabilities | 1,034 | 1,074 |  | (40) | (4) |  |  |
| Shareholders equity | 6,205 | 5,861 |  | 344 | 6 |  |  |
| Total liabilities and shareholders equity | \$ 60,767 | \$ 55,809 | \$ | 4,958 | 9\% |  |  |
| Net interest rate spread |  |  |  |  |  | 3.18 | 3.28 |
| Impact of noninterest-bearing funds on margin |  |  |  |  |  | 0.10 | 0.12 |
| Net interest margin |  |  |  |  |  | 3.28\% | 3.40\% |

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(1) FTE yields are calculated assuming a $35 \%$ tax rate.
${ }^{(2)}$ Loan, lease, and deposit average rates include the impact of applicable derivatives, non-deferrable fees, and amortized deferred fees.
(3) For purposes of this analysis, nonaccrual loans are reflected in the average balances of loans.

## 2014 First Six Months versus 2013 First Six Months

Fully-taxable equivalent net interest income for the first six-month period of 2014 increased $\$ 48.5$ million, or $6 \%$ reflecting the benefit of a $\$ 5.0$ billion, or $10 \%$, increase in average total earning assets. The fully-taxable equivalent net interest margin decreased to $3.28 \%$ from $3.40 \%$. The increase in average earning assets reflected:
$\$ 3.2$ billion, or $8 \%$, increase in average total loans and leases.
$\$ 2.2$ billion, or $24 \%$, increase in securities that meet the requirement for HQLA as proposed in the LCR rules issued by the regulators in October 2013.
Partially offset by:
$\$ 0.4$ billion, or $59 \%$, decrease in loans held for sale.
The $\$ 3.2$ billion, or $8 \%$, increase in average total loans and leases primarily reflected:
$\$ 2.0$ billion, or $40 \%$, increase in the average automobile portfolio as originations remained strong and we continued to portfolio all of the production. Investments in our automobile lending business throughout the Northeast and upper Midwest continue to grow as planned.
$\$ 1.0$ billion, or $6 \%$, increase in the average C\&I portfolio, primarily reflecting growth in the international and other specialty lending verticals, automobile dealer floorplan lending, and business banking.
The $\$ 1.8$ billion, or $4 \%$, increase in average total deposits reflected:
$\$ 2.6$ billion, or $17 \%$, increase in money market deposits, reflecting the strategic focus on customer growth and increased share-of-wallet among both consumer and commercial customers.
$\$ 0.7$ billion, or $4 \%$, increase in total demand deposits, reflecting our focus on changing our product mix to reduce the overall cost of deposits.
Partially offset by:
$\$ 1.5$ billion, or $30 \%$, decline in core certificates of deposit due to the strategic focus on changing the funding sources to no-cost demand deposits and lower cost money market deposits.
In addition, short- and long-term borrowings increased $\$ 2.8$ billion, or $102 \%$, which were used to efficiently finance balance sheet growth while continuing to manage the overall cost of funds. Included in the increase are $\$ 2.1$ billion of bank-level debt and $\$ 0.4$ billion of parent-level debt.

## Provision for Credit Losses

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(This section should be read in conjunction with the Credit Risk section.)

The provision for credit losses is the expense necessary to maintain the ALLL and the AULC at levels appropriate to absorb our estimate of credit losses in the loan and lease portfolio and the portfolio of unfunded loan commitments and letters-of-credit.

The provision expense for the quarter was significantly impacted by the substantial loan growth in the quarter, combined with the slight improvement in overall asset quality metrics. The provision for credit losses for the 2014 second quarter was $\$ 29.4$ million and increased $\$ 4.8$ million, or $19 \%$, from the prior quarter and increased $\$ 4.7$ million, or $19 \%$, from the year-ago quarter. The current quarter s provision for credit losses was $\$ 0.7$ million more than total NCOs for the same period. On a year-to-date basis, provision for credit losses for the first six-month period of 2014 declined $\$ 0.3$ million, or $1 \%$, compared to year-ago period. The provision for credit losses for the first six-month period of 2014 was $\$ 17.6$ million less than total NCOs. (See Credit Quality discussion). Given the low level of the provision for credit losses and the uncertain and uneven nature of the economic recovery, some degree of volatility on a quarter-to-quarter basis is expected.

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## Noninterest Income

The following table reflects noninterest income for each of the past five quarters:

## Table 7 Noninterest Income

| (dollar amounts in thousands) | 2014 |  | 2013 |  |  | 2Q14 vs 2Q13 |  | 2Q14 vs 1Q14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second | First | Fourth | Third | Second | Amount | Percent | Amount | Percent |
| Service charges on deposit accounts | \$ 72,633 | \$ 64,582 | \$ 69,992 | \$ 72,918 | \$ 68,009 | \$ 4,624 | 7\% | \$ 8,051 | 12\% |
| Mortgage banking income | 22,717 | 23,089 | 24,327 | 23,621 | 33,659 | $(10,942)$ | (33) | (372) | (2) |
| Trust services | 29,581 | 29,565 | 30,711 | 30,470 | 30,666 | $(1,085)$ | (4) | 16 | , |
| Electronic banking | 26,491 | 23,642 | 24,251 | 24,282 | 23,345 | 3,146 | 13 | 2,849 | 12 |
| Insurance income | 15,996 | 16,496 | 15,556 | 17,269 | 17,187 | $(1,191)$ | (7) | (500) | (3) |
| Brokerage income | 17,831 | 17,071 | 15,116 | 16,532 | 19,546 | $(1,715)$ | (9) | 760 | 4 |
| Bank owned life insurance income | 13,865 | 13,307 | 13,816 | 13,740 | 15,421 | $(1,556)$ | (10) | 558 | 4 |
| Capital markets fees | 10,500 | 9,194 | 12,332 | 12,825 | 12,229 | $(1,729)$ | (14) | 1,306 | 14 |
| Gain on sale of loans | 3,914 | 3,570 | 7,144 | 5,063 | 3,348 | 566 | 17 | 344 | 10 |
| Securities gains (losses) | 490 | 16,970 | 1,239 | 98 | (410) | 900 | N.R. | $(16,480)$ | (97) |
| Other income | 36,049 | 30,999 | 35,407 | 36,950 | 28,919 | 7,130 | 25 | 5,050 | 16 |
| Total noninterest income | \$ 250,067 | \$ 248,485 | \$ 249,891 | \$ 253,768 | \$ 251,919 | \$ (1,852) | (1)\% | \$ 1,582 | 1\% |

N.R. - Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.

## 2014 Second Quarter versus 2013 Second Quarter

In the 2014 second quarter, noninterest income decreased $\$ 1.9$ million, or $1 \%$, from the year-ago quarter, primarily reflecting:
$\$ 10.9$ million, or $33 \%$, decrease in mortgage banking income, reflecting a $49 \%$ reduction in origination and secondary marketing revenue as originations decreased $23 \%$ and gain-on-sale margins compressed.
Partially offset by:
$\$ 7.1$ million, or $25 \%$, increase in other income primarily related to commercial loan fees and credit card revenue, as our new credit card products were launched last year.
$\$ 4.6$ million, or $7 \%$, increase in service charges on deposit accounts reflecting $8 \%$ consumer household and $1 \%$ commercial relationship growth and changing customer usage patterns.

## 2014 Second Quarter versus 2014 First Quarter

Compared to the 2014 first quarter, noninterest income increased $\$ 1.6$ million, or $1 \%$. This increase reflected typical seasonality within service charges on deposit accounts, which increased $\$ 8.1$ million, or $12 \%$, and a $\$ 2.8$ million, or $12 \%$, increase in electronic banking. These were mostly offset by a $\$ 16.5$ million, or $97 \%$, decrease in securities gains.

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## 2014 First Six Months versus 2013 First Six Months

Noninterest income for the first six-month period of 2014 decreased $\$ 10.0$ million, or $2 \%$, from the comparable year-ago period.
Table 8 Noninterest Income 2014 First Six Months vs. 2013 First Six Months

| (dollar amounts in thousands) | Six Months Ended June 30,20142013 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Percent |
| Service charges on deposit accounts | \$ 137,215 | \$ 128,892 | \$ 8,323 | 6\% |
| Mortgage banking income | 45,807 | 78,907 | $(33,100)$ | (42) |
| Trust services | 59,146 | 61,826 | $(2,680)$ | (4) |
| Electronic banking | 50,133 | 44,058 | 6,075 | 14 |
| Insurance income | 32,492 | 36,439 | $(3,947)$ | (11) |
| Brokerage income | 34,903 | 37,541 | $(2,638)$ | (7) |
| Bank owned life insurance income | 27,172 | 28,863 | $(1,691)$ | (6) |
| Capital markets fees | 19,694 | 20,063 | (369) | (2) |
| Gain on sale of loans | 7,484 | 5,964 | 1,520 | 25 |
| Securities gains (losses) | 17,460 | (919) | 18,379 | N.M. |
| Other income | 67,046 | 66,903 | 143 |  |
| Total noninterest income | \$ 498,552 | \$ 508,537 | \$ (9,985) | (2)\% |

N.M. - Not relevant, as numerator of calculation is a loss in current period compared with gain in prior period.

The $\$ 10.0$ million, or $2 \%$, decrease in total noninterest income reflected:
$\$ 33.1$ million, or $42 \%$, decrease in mortgage banking income. This primarily reflected a $\$ 26.4$ million, or $48 \%$, decrease in origination and secondary marketing income as originations decreased $32 \%$, gain-on-sale margin compression, and a higher percentage of originations were held on the balance sheet.
Partially offset by:
\$18.4 million increase in securities gains, as we adjusted the mix of our securities portfolio to prepare for the LCR.
$\$ 8.3$ million, or $6 \%$, increase in service charges on deposit accounts, reflecting consumer household and commercial relationship growth and changing customer usage patterns.
$\$ 6.1$ million, or $14 \%$, increase in electronic banking income, primarily due to continued consumer household growth.

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## Noninterest Expense

(This section should be read in conjunction with Significant Item 1 and 2.)

The following table reflects noninterest expense for each of the past five quarters:

## Table 9 Noninterest Expense

|  | 2014 |  | 2013 |  |  | 2Q14 vs 2Q13 |  | 2Q14 vs 1Q14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | Second | First | Fourth | Third | Second | Amount | Percent | Amount | Percent |
| Personnel costs | \$ 260,600 | \$ 249,477 | \$ 249,554 | \$ 229,326 | \$ 263,862 | \$ $(3,262)$ | (1)\% | \$ 11,123 | 4\% |
| Outside data processing and other services | 54,338 | 51,490 | 51,071 | 49,313 | 49,898 | 4,440 | 9 | 2,848 | 6 |
| Net occupancy | 28,673 | 33,433 | 31,983 | 35,591 | 27,656 | 1,017 | 4 | $(4,760)$ | (14) |
| Equipment | 28,749 | 28,750 | 28,775 | 28,191 | 24,947 | 3,802 | 15 | (1) | (0) |
| Marketing | 14,832 | 10,686 | 13,704 | 12,271 | 14,239 | 593 | 4 | 4,146 | 39 |
| Deposit and other insurance expense | 10,599 | 13,718 | 10,056 | 11,155 | 13,460 | $(2,861)$ | (21) | $(3,119)$ | (23) |
| Amortization of intangibles | 9,520 | 9,291 | 10,320 | 10,362 | 10,362 | (842) | (8) | 229 | 2 |
| Professional services | 17,896 | 12,231 | 11,567 | 12,487 | 9,341 | 8,555 | 92 | 5,665 | 46 |
| Other expense | 33,429 | 51,045 | 38,979 | 34,640 | 32,100 | 1,329 | 4 | $(17,616)$ | (35) |
| Total noninterest expense | \$ 458,636 | \$ 460,121 | \$ 446,009 | \$ 423,336 | \$ 445,865 | \$ 12,771 | $3 \%$ | \$ (1,485) | (0)\% |
| Number of employees (average full-time equivalent) | 12,000 | 11,848 | 11,765 | 12,080 | 12,063 | (63) | (1) | 152 | 1 |

2014 Second Quarter versus 2013 Second Quarter
In the 2014 first quarter, noninterest expense increased $\$ 12.8$ million, or $3 \%$, from the year-ago quarter, reflecting:
$\$ 8.6$ million, or $92 \%$, increase in professional services, $\$ 4.8$ million of which is one-time consulting expense related to strategic planning.
$\$ 4.4$ million, or $9 \%$, increase in outside data processing and other services, reflecting higher debit and credit card processing costs and other technology expense.
$\$ 3.8$ million, or $15 \%$, increase in equipment expense, reflecting technology investments and the near-complete rollout of enhanced ATMs.
Partially offset by:
$\$ 3.3$ million, or $1 \%$, decrease in personnel costs, reflecting the curtailment of the pension plan at the end of 2013 partially offset by annual compensation increases.

## 2014 Second Quarter versus 2014 First Quarter

Noninterest expense decreased $\$ 1.5$ million, or less than $1 \%$, from the 2014 first quarter. When adjusting for the $\$ 21.6$ million of Significant Items in the 2014 first quarter, noninterest expense increased $\$ 20.1$ million. Personnel costs increased $\$ 11.1$ million, or $4 \%$, primarily reflecting compensation and benefits increases. Marketing increased $\$ 4.1$ million, or $39 \%$, due to the seasonal increase in campaigns and promotions. Net

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occupancy expense decreased $\$ 4.8$ million, or $14 \%$, primarily related to the prior quarter s snow removal expenses as well as $\$ 1.7$ million of one-time expenses related to the Camco acquisition and conversion. Other expense decreased $\$ 17.6$ million, or $35 \%$, as the 2014 first quarter included the $\$ 9.0$ million addition to litigation reserves and a $\$ 3.0$ million goodwill impairment.

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## 2014 First Six Months versus 2013 First Six Months

Noninterest expense for the first six-month period of 2014 increased $\$ 30.1$ million, or $3 \%$, from the comparable year-ago period.
Table 10 Noninterest Expense 2014 First Six Months vs. 2013 First Six Months

|  | Six Months Ended June 30, |  | Change |  |
| :--- | :--- | :---: | :---: | :---: |
| (dollar amounts in thousands) | $\mathbf{2 0 1 4}$ | 2013 | Amount | Percent |
| Personnel costs | $\mathbf{5 1 0 , 0 7 7}$ | $\$ 522,757$ | $\$(12,680)$ | $(2) \%$ |
| Outside data processing and other services | $\mathbf{1 0 5 , 8 2 8}$ | 99,163 | 6,665 | 7 |
| Net occupancy | $\mathbf{6 2 , 1 0 6}$ | 57,770 | 4,336 | 8 |
| Equipment | $\mathbf{5 7 , 4 9 9}$ | 49,827 | 7,672 | 15 |
| Marketing | $\mathbf{2 5 , 5 1 8}$ | 25,210 | 308 | 1 |
| Deposit and other insurance expense | $\mathbf{2 4 , 3 1 7}$ | 28,950 | $(4,633)$ | $(16)$ |
| Amortization of intangibles | $\mathbf{1 8 , 8 1 1}$ | 20,682 | $(1,871)$ | $(9)$ |
| Professional services | $\mathbf{3 0 , 1 2 7}$ | 16,533 | 13,594 | 82 |
| Other expense | $\mathbf{8 4 , 4 7 4}$ | 67,766 | 16,708 | 25 |
|  |  |  |  |  |
| Total noninterest expense | $\mathbf{\$ 9 1 8 , 7 5 7}$ | $\$ 888,658$ | $\$ 30,099$ | $3 \%$ |

The $\$ 30.1$ million, or $3 \%$, increase in total noninterest expense reflected:
$\$ 16.7$ million, or $25 \%$, increase in other expense, as the 2014 first quarter included the $\$ 9.0$ million addition to litigation reserves and $\$ 3.0$ million goodwill impairment.
$\$ 13.6$ million, or $82 \%$, increase in professional services, of which $\$ 6.2$ million is one-time consulting expenses related to strategic planning, and $\$ 2.2$ million of Camco acquisition related costs.
$\$ 7.7$ million, or $15 \%$, increase in equipment, primarily due to technology investments and the near-complete rollout of enhanced ATMs.
$\$ 6.7$ million, or $7 \%$, increase in outside data processing and other services, reflecting $\$ 4.3$ million of one-time merger related expenses, higher debit and credit card processing costs, and other technology expenses.
$\$ 4.3$ million, or $8 \%$, increase in net occupancy, reflecting $\$ 1.7$ million of one-time merger related expenses and abnormally high snow removal expenses in the 2014 first quarter.
Partially offset by:
$\$ 12.7$ million, or $2 \%$, decrease in personnel costs, primarily reflecting the curtailment of the pension plan at the end of 2013 that was partially offset by $\$ 2.3$ million of one-time Camco merger related expenses and annual compensation increases.
$\$ 4.6$ million, or $16 \%$, decrease in deposit and other insurance.

## Provision for Income Taxes

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The provision for income taxes in the 2014 second quarter was $\$ 57.5$ million and $\$ 55.3$ million in the 2013 second quarter. The provision for income taxes for the six month periods ended June 30, 2014 and June 30, 2013 was $\$ 109.6$ million and $\$ 110.4$ million, respectively. Both quarters included the benefits from tax-exempt income, tax-advantaged investments, general business credits, and the change in accounting for investments in qualified affordable housing projects. At June 30, 2014, we had a net federal deferred tax asset of $\$ 82.0$ million and a net state deferred tax asset of $\$ 47.3$ million. For regulatory capital purposes, there was no disallowed net deferred tax asset at June 30, 2014.

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We file income tax returns with the IRS and various state, city, and foreign jurisdictions. Federal income tax audits have been completed for tax years through 2009. In the first quarter of 2013, the IRS began an examination of our 2010 and 2011 consolidated federal income tax returns. We have appealed certain proposed adjustments resulting from the IRS examination of our 2006, 2007, 2008, 2009, and 2010 tax returns. We believe the tax positions taken related to such proposed adjustments are correct and supported by applicable statutes, regulations, and judicial authority, and intend to vigorously defend them. It is possible the ultimate resolution of the proposed adjustments, if unfavorable, may be material to the results of operations in the period it occurs. Nevertheless, although no assurances can be given, we believe the resolution of these examinations will not, individually or in the aggregate, have a material adverse impact on our consolidated financial position. Various state and other jurisdictions remain open to examination, including Kentucky, Indiana, Michigan, Pennsylvania, West Virginia, and Illinois.

On September 13, 2013, the IRS released final tangible property regulations under Sections 162(a) and 263(a) of the IRC and proposed regulations under Section 168 of the IRC. These regulations generally apply to taxable years beginning on or after January 1, 2014 and will affect all taxpayers that acquire, produce, or improve tangible property. Based upon preliminary analysis, we do not expect that the adoption of these regulations will have a material impact on the Company s Condensed Consolidated Financial Statements.

## RISK MANAGEMENT AND CAPITAL

Risk awareness, identification and assessment, reporting, and active management are key elements in overall risk management. We manage risk to an aggregate moderate-to-low risk profile through a control framework and by monitoring and responding to identified potential risks. Controls include, among others, effective segregation of duties, access, authorization and reconciliation procedures, as well as staff education and a disciplined assessment process.

We identify primary risks, and the sources of those risks, within each business unit. We utilize Risk and Control Self-Assessments (RCSA) to identify exposure risks. Through this RCSA process, we continually assess the effectiveness of controls associated with the identified risks, regularly monitor risk profiles and material exposure to losses, and identify stress events and scenarios to which we may be exposed. Our chief risk officer is responsible for ensuring that appropriate systems of controls are in place for managing and monitoring risk across the Company. Potential risk concerns are shared with the Risk Management Committee, Risk Oversight Committee, and the board of directors, as appropriate. Our internal audit department performs on-going independent reviews of the risk management process and ensures the adequacy of documentation. The results of these reviews are regularly reported to the audit committee and board of directors.

We believe that our primary risk exposures are credit, market, liquidity, operational, and compliance oriented. More information on risk can be found in the Risk Factors section included in Item 1A of our 2013 Form 10-K and subsequent filings with the SEC. The MD\&A included in our Form 8-K filed on May 28, 2014 should be read in conjunction with this MD\&A as this discussion provides only material updates to the Form 8 -K. This MD\&A should also be read in conjunction with the financial statements, notes and other information contained in this report. Our definition, philosophy, and approach to risk management have not materially changed from the discussion presented in this report.

## Credit Risk

Credit risk is the risk of financial loss if a counterparty is not able to meet the agreed upon terms of the financial obligation. The majority of our credit risk is associated with lending activities, as the acceptance and management of credit risk is central to profitable lending. We also have significant credit risk associated with our AFS and HTM securities portfolios (see Note 4 and Note 5 of the Notes to the Unaudited Condensed Consolidated Financial Statements). We engage with other financial counterparties for a variety of purposes including investing, asset and liability management, mortgage banking, and trading activities. While there is credit risk associated with derivative activity, we believe this exposure is minimal.

We continue to focus on the identification, monitoring, and managing of our credit risk. In addition to the traditional credit risk mitigation strategies of credit policies and processes, market risk management activities, and portfolio diversification, we use additional quantitative measurement capabilities utilizing external data sources, enhanced use of modeling technology, and internal stress testing processes. Our portfolio management resources demonstrate our commitment to maintaining an aggregate moderate-to-low risk profile. In our efforts to continue to identify risk mitigation techniques, we have focused on product design features, origination policies, and treatment strategies for delinquent or stressed borrowers.

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## Loan and Lease Credit Exposure Mix

At June 30, 2014, loans and leases totaled $\$ 46.1$ billion, representing a $\$ 3.0$ billion, or $7 \%$, increase compared to $\$ 43.1$ billion at December 31, 2013, primarily reflecting growth in the C\&I and automobile portfolio. The growth included $\$ 559$ million in loans from our acquisition of Camco Financial during the 2014 first quarter. The Camco Financial portfolio composition was centered in CRE, home equity and residential mortgage.

At June 30, 2014, commercial loans and leases totaled $\$ 23.9$ billion and represented $52 \%$ of our total loans and leases. The increase compared to December 31, 2013 primarily reflects growth in the international and other specialty lending verticals, automobile dealer floorplan lending, and business banking. Our commercial portfolio is diversified along product type, customer size, and geography across our footprint, and is comprised of the following loan types (see Commercial Credit discussion).
$C \& I \quad \mathrm{C} \& \mathrm{I}$ loans and leases are made to commercial customers for use in normal business operations to finance working capital needs, equipment purchases, or other projects. The majority of these borrowers are customers doing business within our geographic regions. C\&I loans and leases are generally underwritten individually and secured with the assets of the company and/or the personal guarantee of the business owners. The financing of owner occupied facilities is considered a C\&I loan even though there is improved real estate as collateral. This treatment is a result of the credit decision process, which focuses on cash flow from operations of the business to repay the debt. The operation, sale, rental, or refinancing of the real estate is not considered the primary repayment source for these types of loans. As we have expanded our C\&I portfolio, we have developed a series of verticals to ensure that new products or lending types are embedded within a structured, centralized Commercial Lending area with designated experienced credit officers.

CRE CRE loans consist of loans to developers and REITs supporting income-producing or for-sale commercial real estate properties. We mitigate our risk on these loans by requiring collateral values that exceed the loan amount and underwriting the loan with projected cash flow in excess of the debt service requirement. These loans are made to finance properties such as apartment buildings, office and industrial buildings, and retail shopping centers, and are repaid through cash flows related to the operation, sale, or refinance of the property.

Construction CRE Construction CRE loans are loans to developers, companies, or individuals used for the construction of a commercial or residential property for which repayment will be generated by the sale or permanent financing of the property. Our construction CRE portfolio primarily consists of retail, multi family, office, and warehouse project types. Generally, these loans are for construction projects that have been presold or preleased, or have secured permanent financing, as well as loans to real estate companies with significant equity invested in each project. These loans are underwritten and managed by a specialized real estate lending group that actively monitors the construction phase and manages the loan disbursements according to the predetermined construction schedule.

Total consumer loans and leases were $\$ 22.2$ billion at June 30, 2014, and represented $48 \%$ of our total loan and leases. The consumer portfolio is comprised primarily of automobile, home equity loans and lines-of-credit, and residential mortgages (see Consumer Credit discussion). The increase from December 31, 2013 primarily relates to strong consumer demand for automobile originations and adjustable rate residential mortgages (ARMs).

Automobile Automobile loans are comprised primarily of loans made through automotive dealerships and include exposure in selected states outside of our primary banking markets. The exposure outside of our primary banking markets represents $19 \%$ of the total exposure, with no individual state representing more than $5 \%$. Applications are underwritten utilizing an automated underwriting system that applies consistent policies and processes across the portfolio.

Home equity Home equity lending includes both home equity loans and lines-of-credit. This type of lending, which is secured by a first-lien or junior-lien on the borrower s residence, allows customers to borrow against the equity in their home or refinance existing mortgage debt. Products include closed-end loans which are generally fixed-rate with principal and interest payments, and variable-rate, interest-only lines-of-credit which do not require payment of principal during the 10 -year revolving period. The home equity line of credit may convert to a 20 -year amortizing structure at the end of the revolving period. Applications are underwritten centrally in conjunction with an automated underwriting system. The home equity underwriting criteria is based on minimum credit scores, debt-to-income ratios, and LTV ratios, with current collateral valuations.

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Residential mortgage Residential mortgage loans represent loans to consumers for the purchase or refinance of a residence. These loans are generally financed over a 15 -year to 30 -year term, and in most cases, are extended to borrowers to finance their primary residence. Applications are underwritten centrally using consistent credit policies and processes. All residential mortgage loan decisions utilize a full appraisal for collateral valuation. Huntington has not originated or acquired residential mortgages that allow negative amortization or allow the borrower multiple payment options.

Other consumer Primarily consists of consumer loans not secured by real estate, including personal unsecured loans, overdraft balances, and credit cards. We introduced a consumer credit card product during 2013, utilizing a centralized underwriting system and focusing on existing Huntington customers.

The table below provides the composition of our total loan and lease portfolio:
Table 11 Loan and Lease Portfolio Composition

| (dollar amounts in millions) | 2014 |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  |  | December 31, |  | September 30, |  | June 30, |  |
| Commercial: ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 18,899 | 41\% | \$ 18,046 | 41\% | \$ 17,594 | 41\% | \$ 17,335 | 41\% | \$ 17,113 | 41\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 757 | 2 | 692 | 2 | 557 | 1 | 544 | 1 | 607 | 1 |
| Commercial | 4,233 | 9 | 4,339 | 10 | 4,293 | 10 | 4,328 | 10 | 4,286 | 10 |
| Total commercial real estate | 4,990 | 11 | 5,031 | 12 | 4,850 | 11 | 4,872 | 11 | 4,893 | 11 |
| Total commercial | 23,889 | 52 | 23,077 | 53 | 22,444 | 52 | 22,207 | 52 | 22,006 | 52 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 7,686 | 17 | 6,999 | 16 | 6,639 | 15 | 6,317 | 15 | 5,810 | 14 |
| Home equity | 8,405 | 18 | 8,373 | 19 | 8,336 | 18 | 8,347 | 20 | 8,369 | 20 |
| Residential mortgage | 5,707 | 12 | 5,542 | 12 | 5,321 | 12 | 5,307 | 12 | 5,168 | 12 |
| Other consumer | 393 | 1 | 363 |  | 380 | 2 | 378 | 1 | 387 | 2 |
| Total consumer | 22,191 | 48 | 21,277 | 47 | 20,676 | 48 | 20,349 | 48 | 19,734 | 48 |
| Total loans and leases | \$ 46,080 | 100\% | \$ 44,354 | 100\% | \$ 43,120 | 100\% | \$ 42,556 | 100\% | \$ 41,740 | 100\% |

(1) As defined by regulatory guidance, there were no commercial loans outstanding that would be considered a concentration of lending to a particular industry or group of industries.
As shown in the table above, our loan portfolio is diversified by consumer and commercial credit. At the corporate level, we manage the credit exposure via a credit concentration policy. The policy designates specific loan types, collateral types, and loan structures to be formally tracked and assigned limits as a percentage of capital. C\&I lending by segment, specific limits for CRE primary project types, loans secured by residential real estate, shared national credit exposure, unsecured lending, and designated high risk loan definitions represent examples of specifically tracked components of our concentration management process. Our concentration management process is approved by our board level Risk Oversight Committee and is one of the strategies utilized to ensure a high quality, well diversified portfolio that is consistent with our overall objective of maintaining an aggregate moderate-to-low risk profile.

The table below provides our total loan and lease portfolio segregated by the type of collateral securing the loan or lease: The changes in the collateral composition are consistent with the portfolio growth metrics, with increases noted in the residential and vehicle categories. The increase in the unsecured exposure is centered in high quality commercial credit customers.

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Table 12 Loan and Lease Portfolio by Collateral Type

| (dollar amounts in millions) | 2014 |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  |  | December 31, |  | September 30, |  | June 30, |  |
| Secured loans: |  |  |  |  |  |  |  |  |  |  |
| Real estate commercial | \$ 8,617 | 19\% | \$ 8,612 | 19\% | \$ 8,622 | 20\% | \$ 8,769 | 21\% | \$ 8,749 | 21\% |
| Real estate consumer | 14,113 | 31 | 13,916 | 31 | 13,657 | 32 | 13,654 | 32 | 13,537 | 32 |
| Vehicles | 9,782 | 21 | 9,270 | 21 | 8,989 | 21 | 8,275 | 19 | 7,763 | 19 |
| Receivables/Inventory | 5,932 | 13 | 5,717 | 13 | 5,534 | 13 | 5,367 | 13 | 5,260 | 13 |
| Machinery/Equipment | 3,267 | 7 | 2,930 | 7 | 2,738 | 6 | 2,778 | 7 | 2,831 | 7 |
| Securities/Deposits | 1,349 | 3 | 1,064 | 2 | 786 | 2 | 905 | 2 | 924 | 2 |
| Other | 940 | 2 | 870 | 3 | 1,016 | 2 | 948 | 2 | 1,020 | 2 |
| Total secured loans and leases | 44,000 | 96 | 42,379 | 96 | 41,342 | 96 | 40,696 | 96 | 40,084 | 96 |
| Unsecured loans and leases | 2,080 | 4 | 1,975 | 4 | 1,778 | 4 | 1,860 | 4 | 1,656 | 4 |
| Total loans and leases | \$ 46,080 | 100\% | \$ 44,354 | 100\% | \$ 43,120 | 100\% | \$ 42,556 | 100\% | \$ 41,740 | 100\% |

## Commercial Credit

Refer to the Commercial Credit section of our Form 8-K filed on May 28, 2014 for our commercial credit underwriting and on-going credit management processes.

## C\&I PORTFOLIO

The C\&I portfolio continues to have strong origination activity as evidenced by the growth over the past 12 months. The credit quality of the portfolio remains strong as we maintain a focus on high quality originations. Problem loans have trended downward, reflecting a combination of proactive risk identification and effective workout strategies implemented by the SAD. We continue to maintain a proactive approach to identifying borrowers that may be facing financial difficulty in order to maximize the potential solutions.

## CRE PORTFOLIO

We manage the risks inherent in this portfolio specific to CRE lending, focusing on the quality of the developer and the specifics associated with each project. Generally, we: (1) limit our loans to $80 \%$ of the appraised value of the commercial real estate at origination, (2) require net operating cash flows to be $125 \%$ of required interest and principal payments, and (3) if the commercial real estate is nonowner occupied, require that at least $50 \%$ of the space of the project be preleased. We actively monitor both geographic and project-type concentrations and performance metrics of all CRE loan types, with a focus on loans identified as higher risk based on the risk rating methodology. Both macro-level and loan-level stress-test scenarios based on existing and forecast market conditions are part of the on-going portfolio management process for the CRE portfolio.

Dedicated real estate professionals originated the majority of the portfolio, with the remainder obtained from prior bank acquisitions. Appraisals are obtained from approved vendors, and are reviewed by an internal appraisal review group comprised of certified appraisers to ensure the quality of the valuation used in the underwriting process. The portfolio is diversified by project type and loan size, and this diversification represents a significant portion of the credit risk management strategies employed for this portfolio. Subsequent to the origination of the loan, the Credit Review group provides an independent review and assessment of the quality of the underwriting and/or risk of new loan originations.

Appraisal values are obtained in conjunction with all originations and renewals, and on an as needed basis, in compliance with regulatory requirements. We continue to perform on-going portfolio level reviews within the CRE portfolio. These reviews generate action plans based on occupancy levels or sales volume associated with the projects being reviewed. Property values are updated using appraisals on a regular basis to ensure appropriate decisions regarding the on-going management of the portfolio reflect the changing market conditions. This highly individualized process requires working closely with all of our borrowers, as well as an in-depth knowledge of CRE project lending and the market environment.

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## Consumer Credit

Refer to the Consumer Credit section of our Form 8-K filed on May 28, 2014 for our consumer credit underwriting and on-going credit management processes.

## AUTOMOBILE PORTFOLIO

Our strategy in the automobile portfolio continues to focus on high quality borrowers as measured by both FICO and internal custom scores, combined with appropriate LTVs, terms, and profitability. Our strategy and operational capabilities allow us to appropriately manage the origination quality across the entire portfolio, including our newer markets. Although increased origination volume and entering new markets can be associated with increased risk levels, we believe our disciplined strategy and operational processes significantly mitigate these risks.

We have continued to consistently execute our value proposition and take advantage of available market opportunities. Importantly, we have maintained our high credit quality standards while expanding the portfolio.

## RESIDENTIAL REAL ESTATE SECURED PORTFOLIOS

The properties securing our residential mortgage and home equity portfolios are primarily located within our geographic footprint. Huntington continues to support our local markets with consistent underwriting across all residential secured products. The residential-secured portfolio originations continue to be of high quality, with the majority of the negative credit impact coming from loans originated in 2006 and earlier. Our portfolio management strategies associated with our Home Savers group allows us to focus on effectively helping our customers with appropriate solutions for their specific circumstances.

Table 13 Selected Home Equity and Residential Mortgage Portfolio Data
(dollar amounts in millions)

|  | Home Equity |  |  |  | Residential Mortgage |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Secured by first-lien |  | Secured by junior-lien |  |  |  |
|  | 06/30/14 | 12/31/13 | 06/30/14 | 12/31/13 | 06/30/14 | 12/31/13 |
| Ending balance | \$ 4,953 | \$ 4,842 | \$ 3,452 | \$ 3,494 | \$ 5,707 | \$ 5,321 |
| Portfolio weighted average LTV ratio ${ }^{(1)}$ | 71\% | 71\% | 81\% | 81\% | 74\% | 74\% |
| Portfolio weighted average FICO score ${ }^{(2)}$ | 758 | 758 | 750 | 741 | 749 | 743 |
|  | Home Equity |  |  |  | Residential Mortgage (3) |  |
|  | Secured by first-lien |  | Secured by junior-lien Six Months Ended June 30, |  |  |  |
|  | 2014 | 2013 |  |  | 2014 | 2013 |
| Originations | \$ 726 | \$ 952 | \$ 396 | \$ 210 | \$ 585 | \$ 816 |
| Origination weighted average LTV ratio ${ }^{(1)}$ | 73\% | 67\% | 82\% | 81\% | 84\% | 78\% |
| Origination weighted average FICO score ${ }^{(2)}$ | 764 | 781 | 763 | 756 | 755 | 759 |

(1) The LTV ratios for home equity loans and home equity lines-of-credit are cumulative and reflect the balance of any senior loans. LTV ratios reflect collateral values at the time of loan origination.
(2) Portfolio weighted average FICO scores reflect currently updated customer credit scores whereas origination weighted average FICO scores reflect the customer credit scores at the time of loan origination.
(3) Represents only owned-portfolio originations.

Home Equity Portfolio

Within the home equity portfolio, the standard product is a 10 -year interest-only draw period with a 20 -year fully amortizing term at the end of the draw period. Prior to 2007, the standard product was a 10 -year draw period with a balloon payment. In either case, after the 10 -year draw period, the borrower must reapply to continue with the interest only revolving structure or begin repaying the debt in a term structure.

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The principal and interest payment associated with the term structure will be higher than the interest-only payment, resulting in maturity risk. Our maturity risk can be segregated into two distinct segments: (1) home equity lines-of-credit underwritten with a balloon payment at maturity and (2) home equity lines-of-credit with an automatic conversion to a 20 -year amortizing loan. We manage this risk based on both the actual maturity date of the line-of-credit structure and at the end of the 10 -year draw period. This maturity risk is embedded in the portfolio which we address with proactive contact strategies beginning one year prior to maturity. In certain circumstances, our Home Saver group is able to provide payment and structure relief to borrowers experiencing significant financial hardship associated with the payment adjustment. Our existing HELOC maturity strategy is consistent with the recent regulatory guidance.

The table below summarizes our home equity line-of-credit portfolio by maturity date:

## Table 14 Maturity Schedule of Home Equity Line-of-Credit Portfolio

|  | June 30, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in millions) | 1 year or less |  | years |  | years |  | years |  | e than years | Total |
| Secured by first-lien | \$ 52 | \$ | 8 | \$ | 2 | \$ | 2 | \$ | 2,602 | \$ 2,666 |
| Secured by junior-lien | 245 |  | 145 |  | 124 |  | 56 |  | 2,419 | 2,989 |
| Total home equity line-of-credit | \$ 297 | \$ | 153 | \$ | 126 | \$ | 58 | \$ | 5,021 | \$ 5,655 |

The amounts in the above table maturing in four years or less primarily consist of balloon payment structures and represent the most significant maturity risk. The amounts maturing in more than four years primarily consist of exposure with a 20 -year amortization period after the 10-year draw period.

Historically, less than $30 \%$ of our home equity lines-of-credit that are one year or less from maturity actually reach the maturity date.

## Residential Mortgages Portfolio

Huntington underwrites all applications centrally, with a focus on higher quality borrowers. We do not originate residential mortgages that allow negative amortization or allow the borrower multiple payment options and have incorporated regulatory requirements and guidance into our underwriting process. All residential mortgages are originated based on a completed full appraisal during the credit underwriting process. We update values in compliance with applicable regulations to facilitate our portfolio management, as well as our workout and loss mitigation functions.

Several government programs continued to impact the residential mortgage portfolio, including various refinance programs such as HARP and HAMP, which positively affected the availability of credit for the industry. During the six-month period ended June 30, 2014, we closed \$158 million in HARP residential mortgages and $\$ 0.5$ million in HAMP residential mortgages. The HARP and HAMP residential mortgage loans are part of our residential mortgage portfolio or serviced for others.

We are subject to repurchase risk associated with residential mortgage loans sold in the secondary market. An appropriate level of reserve for representations and warranties related to residential mortgage loans sold has been established to address this repurchase risk inherent in the portfolio (see Operational Risk discussion).

## Credit Quality

## (This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements.)

We believe the most meaningful way to assess overall credit quality performance is through an analysis of credit quality performance ratios. This approach forms the basis of most of the discussion in the sections immediately following: NPAs and NALs, TDRs, ACL, and NCOs. In addition, we utilize delinquency rates, risk distribution and migration patterns, and product segmentation in the analysis of our credit quality performance.

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Credit quality performance in the 2014 second quarter reflected continued overall improvement. The level of NPA s decreased $1 \%$ to $\$ 362.1$ million compared to the prior quarter. The decrease this quarter reflects lower commercial OREO levels after the increase in the first quarter. NCOs decreased by $\$ 14.3$ million or $33 \%$ from the prior quarter, primarily as a result of continued improvement in the consumer portfolios secured by residential real estate, and recovery levels in the C\&I and CRE portfolios. Total criticized loans continued to decline, across both the commercial and consumer segments. The ACL to total loans ratio declined by 6 basis points to $1.50 \%$, and our coverage ratios as demonstrated by the ACL to NAL ratio of $213 \%$ also remained strong.

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## NPAs, NALs, AND TDRs

(This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements.)

## NPAs and NALs

NPAs consist of (1) NALs, which represent loans and leases no longer accruing interest, (2) impaired loans held for sale, (3) OREO properties, and (4) other NPAs. Any loan in our portfolio may be placed on nonaccrual status prior to the policies described below when collection of principal or interest is in doubt. Also, when a borrower with discharged non-reaffirmed debt in a Chapter 7 bankruptcy is identified and the loan is determined to be collateral dependent, the loan is placed on nonaccrual status.

C\&I and CRE loans are placed on nonaccrual status at 90-days past due, or earlier if repayment of principal and interest is in doubt.
Of the $\$ 140.7$ million of CRE and C\&I-related NALs at June 30, 2014, $\$ 65.8$ million, or $47 \%$, represented loans that were less than 30-days past due, demonstrating our continued commitment to proactive credit risk management. With the exception of residential mortgage loans guaranteed by government organizations which continue to accrue interest, first-lien loans secured by residential mortgage collateral are placed on nonaccrual status at 150-days past due. Junior-lien home equity loans are placed on nonaccrual status at the earlier of 120 -days past due or when the related first-lien loan has been identified as nonaccrual. Automobile and other consumer loans are generally charged-off when the loan is 120-days past due.

When loans are placed on nonaccrual, accrued interest income is reversed with current year accruals charged to earnings and prior year amounts generally charged-off as a credit loss. When, in our judgment, the borrower s ability to make required interest and principal payments has resumed and collectability is no longer in doubt, the loan or lease could be returned to accrual status.

The following table reflects period-end NALs and NPAs detail for each of the last five quarters:
Table 15 Nonaccrual Loans and Leases and Nonperforming Assets

| (dollar amounts in thousands) | 2014 |  | 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, | December 31, |  | tember 30, | June 30, |
| Nonaccrual loans and leases: |  |  |  |  |  |  |
| Commercial and industrial | \$ 75,274 | \$ 57,053 | \$ 56,615 | \$ | 68,034 | \$ 80,037 |
| Commercial real estate | 65,398 | 71,344 | 73,417 |  | 80,295 | 93,643 |
| Automobile | 4,384 | 6,218 | 6,303 |  | 5,972 | 7,743 |
| Residential mortgage | 110,635 | 121,681 | 119,532 |  | 116,260 | 122,040 |
| Home equity | 69,266 | 70,862 | 66,189 |  | 62,545 | 60,083 |
| Total nonaccrual loans and leases | 324,957 | 327,158 | 322,056 |  | 333,106 | 363,546 |
| Other real estate owned, net |  |  |  |  |  |  |
| Residential | 31,761 | 30,581 | 23,447 |  | 16,610 | 17,353 |
| Commercial | 2,934 | 5,110 | 4,217 |  | 12,544 | 3,713 |
| Total other real estate owned, net | 34,695 | 35,691 | 27,664 |  | 29,154 | 21,066 |
| Other nonperforming assets ${ }^{(1)}$ | 2,440 | 2,440 | 2,440 |  | 12,000 | 12,087 |
| Total nonperforming assets | \$ 362,092 | \$ 365,289 | \$ 352,160 | \$ | 374,260 | \$ 396,699 |
| Nonaccrual loans as a \% of total loans and leases | 0.71\% | 0.74\% | 0.75\% |  | 0.78\% | 0.87\% |
| Nonperforming assets ratio ${ }^{(2)}$ | 0.79 | 0.82 | 0.82 |  | 0.88 | 0.95 |
| (NPA+90days)/(Loan+OREO) ${ }^{(3)}$ | 1.08 | 1.17 | 1.20 |  | 1.29 | 1.38 |

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

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(2) This ratio is calculated as nonperforming assets divided by the sum of loans and leases, other nonperforming assets, and net other real estate owned.
(3) This ratio is calculated as the sum of nonperforming assets and total accruing loans and leases past due 90 days or more divided by the sum of loans and leases and net other real estate owned.

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## 2014 Second Quarter versus 2014 First Quarter

The $\$ 3.2$ million, or $1 \%$, decrease in NPAs compared with March 31, 2014, represents the net impact of increases in the commercial portfolio offset by decreases across the consumer portfolios:
$\$ 11.0$ million, or $9 \%$, decrease in residential mortgage NALs, reflecting resolutions of foreclosures and improved delinquency results.
$\$ 5.9$ million, or $8 \%$, decline in CRE NALs, reflecting both NCO activity and problem credit resolutions, including borrower payments and payoffs partially resulting from successful workout strategies implemented by our commercial loan workout group. Partially offset by:
$\$ 18.2$ million, or $32 \%$, increase in C\&I NALs, primarily reflecting the impact of two credit relationships.

## 2014 Second Quarter versus 2013 Fourth Quarter

Compared with December 31, 2013, NPAs increased $\$ 9.9$ million, or $3 \%$, primarily reflecting:
$\$ 18.7$ million, or $33 \%$, increase in C\&I NALs, primarily due to two credit relationships.
$\$ 7.0$ million, or $25 \%$, increase in net OREO properties primarily related to consumer OREO, reflecting increased inflow, limited sales in the first part of the year, and the impact from Camco Financial.
Partially offset by:
$\$ 8.9$ million, or $7 \%$, decline in residential mortgage NALs, reflecting resolution of foreclosure processes and improved delinquency trends.
$\$ 8.0$ million, or $11 \%$, decline in CRE NALs, reflecting both NCO activity and problem credit resolutions, including borrower payments and payoffs partially resulting from successful workout strategies implemented by our commercial loan workout group.

## TDR Loans

(This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements.)
TDRs are loans to which a financial concession is provided to a borrower experiencing financial difficulties. TDRs can be classified as either accrual or nonaccrual loans. Nonaccrual TDRs are included in NALs whereas accruing TDRs are excluded from NALs, as it is probable that all contractual principal and interest due under the restructured terms will be collected. TDRs primarily reflect our loss mitigation efforts to proactively work with borrowers having difficulty making their payments.

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The table below presents our accruing and nonaccruing TDRs at period-end for each of the past five quarters:
Table 16 Accruing and Nonaccruing Troubled Debt Restructured Loans

| (dollar amounts in thousands) | 2014 |  | 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, | December 31, |  | ember 30, | June 30, |
| Troubled debt restructured loans accruing: |  |  |  |  |  |  |
| Commercial and industrial | \$ 90,604 | \$ 102,970 | \$ 83,857 | \$ | 85,687 | \$ 94,583 |
| Commercial real estate | 212,736 | 210,876 | 204,668 |  | 204,597 | 184,372 |
| Automobile | 31,833 | 27,393 | 30,781 |  | 30,981 | 32,768 |
| Home equity | 221,539 | 202,044 | 188,266 |  | 153,591 | 135,759 |
| Residential mortgage | 289,239 | 284,194 | 305,059 |  | 300,809 | 293,933 |
| Other consumer | 3,496 | 1,727 | 1,041 |  | 959 | 3,383 |
| Total troubled debt restructured loans accruing | 849,447 | 829,204 | 813,672 |  | 776,624 | 744,798 |
| Troubled debt restructured loans nonaccruing: |  |  |  |  |  |  |
| Commercial and industrial | 6,677 | 7,197 | 7,291 |  | 8,643 | 14,541 |
| Commercial real estate | 24,396 | 27,972 | 23,981 |  | 22,695 | 26,118 |
| Automobile | 4,287 | 5,676 | 6,303 |  | 5,972 | 7,743 |
| Home equity | 22,264 | 20,992 | 20,715 |  | 11,434 | 10,227 |
| Residential mortgage | 81,546 | 84,441 | 82,879 |  | 77,525 | 80,563 |
| Other consumer | 120 | 120 |  |  |  |  |
| Total troubled debt restructured loans nonaccruing | 139,290 | 146,398 | 141,169 |  | 126,269 | 139,192 |
| Total troubled debt restructured loans | \$ 988,737 | \$ 975,602 | \$ 954,841 | \$ | 902,893 | \$ 883,990 |

Our strategy is to structure TDRs in a manner that avoids new concessions subsequent to the initial TDR terms. However, there are times when subsequent modifications are required, such as when the modified loan matures. Often the loans are performing in accordance with the TDR terms, and a new note is originated with similar modified terms. These loans are subjected to the normal underwriting standards and processes for other similar credit extensions, both new and existing. If the loan is not performing in accordance with the existing TDR terms, typically an individualized approach to repayment is established. In accordance with ASC 310-20-35, the refinanced note is evaluated to determine if it is considered a new loan or a continuation of the prior loan. A new loan is considered for removal of the TDR designation. A continuation of the prior note requires the continuation of the TDR designation, and because the refinanced note constitutes a new or amended debt instrument, it is included in our TDR activity table (below) as a new TDR and a restructured TDR removal during the period.

The types of concessions granted are consistent with those granted on new TDRs and include interest rate reductions, amortization or maturity date changes beyond what the collateral supports, and principal forgiveness based on the borrower s specific needs at a point in time. Our policy does not limit the number of times a loan may be modified. A loan may be modified multiple times if it is considered to be in the best interest of both the borrower and Huntington.

Commercial loans are not automatically considered to be accruing TDRs upon the granting of a new concession. If the loan is in accruing status and no loss is expected based on the modified terms, the modified TDR remains in accruing status. For loans that are on nonaccrual status before the modification, collection of both principal and interest must not be in doubt, and the borrower must be able to exhibit sufficient cash flows for a six-month period of time to service the debt in order to return to accruing status. This six-month period could extend before or after the restructure date.

TDRs in the home equity and residential mortgage portfolio will continue to increase in the near term as we continue to appropriately manage the portfolio. Any granted change in terms or conditions that are not readily available in the market for that borrower, requires the designation as a TDR. There are no provisions for the removal of the TDR designation based on payment activity for consumer loans.

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The following table reflects TDR activity for each of the past five quarters:

## Table 17 Troubled Debt Restructured Loan Activity

|  | 2014 |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | Second | First | Fourth | Third | Second |
| TDRs, beginning of period | \$ 975,602 | \$ 954,841 | \$ 902,893 | \$ 883,990 | \$ 913,710 |
| New TDRs | 184,024 | 219,656 | 169,383 | 161,812 | 115,955 |
| Payments | $(66,530)$ | $(55,130)$ | $(46,974)$ | $(60,392)$ | $(39,818)$ |
| Charge-offs | $(5,134)$ | $(10,774)$ | $(5,980)$ | $(10,439)$ | $(8,083)$ |
| Sales | $(4,001)$ | $(14,169)$ | (613) | $(2,999)$ | $(2,738)$ |
| Transfer to OREO | $(3,539)$ | $(2,597)$ | $(2,609)$ | $(2,056)$ | $(2,453)$ |
| Restructured TDRs accruing ${ }^{(d)}$ | $(83,586)$ | $(86,012)$ | $(51,709)$ | $(58,499)$ | $(46,987)$ |
| Restructured TDRs nonaccruing | $(4,146)$ | $(23,038)$ | $(7,415)$ | $(6,163)$ | $(2,520)$ |
| Other | $(3,953)$ | $(7,175)$ | $(2,135)$ | $(2,361)$ | $(43,076)$ |
| TDRs, end of period | \$ 988,737 | \$ 975,602 | \$ 954,841 | \$ 902,893 | \$ 883,990 |

(1) Represents existing TDRs that were re-underwritten with new terms providing a concession. A corresponding amount is included in the New TDRs amount above.

## ACL

(This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements.)
Our total credit reserve is comprised of two different components, both of which in our judgment are appropriate to absorb credit losses inherent in our loan and lease portfolio: the ALLL and the AULC. Combined, these reserves comprise the total ACL. Our Credit Administration group is responsible for developing the methodology assumptions and estimates used in the calculation, as well as determining the appropriateness of the ACL. The ALLL represents the estimate of losses inherent in the loan portfolio at the reported date. Additions to the ALLL result from recording provision expense for loan losses or increased risk levels resulting from loan risk-rating downgrades, while reductions reflect charge-offs (net of recoveries), decreased risk levels resulting from loan risk-rating upgrades, or the sale of loans. The AULC is determined by applying the transaction reserve process to the unfunded portion of the loan exposures adjusted by an applicable funding expectation.

We regularly evaluate the appropriateness of the ACL by performing on-going evaluations of the loan and lease portfolio, including such factors as the differing economic risks associated with each loan category, the financial condition of specific borrowers, the level of delinquent loans, the value of any collateral and, where applicable, the existence of any guarantees or other documented support. We evaluate the impact of changes in interest rates and overall economic conditions on the ability of borrowers to meet their financial obligations when quantifying our exposure to credit losses and assessing the appropriateness of our ACL at each reporting date. In addition to general economic conditions and the other factors described above, we also consider the impact of collateral value trends and portfolio diversification. A provision for credit losses is recorded to adjust the ACL to the level we have determined to be appropriate to absorb credit losses inherent in our loan and lease portfolio.

Our ACL evaluation process includes the on-going assessment of credit quality metrics, and a comparison of certain ACL benchmarks to current performance. While the total ACL balance has declined in recent quarters, all of the relevant benchmarks remain strong.

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The table below reflects the allocation of our ACL among our various loan categories during each of the past five quarters:
Table 18 Allocation of Allowance for Credit Losses (1)

| (dollar amounts in thousands) | 2014 |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  |  | December 31, |  | September 30, |  | June 30, |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 278,512 | 41\% | \$ 266,979 | 41\% | \$ 265,801 | 41\% | \$ 262,048 | 41\% | \$ 233,679 | 41\% |
| Commercial real estate | 137,346 | 11 | 160,306 | 12 | 162,557 | 11 | 164,522 | 11 | 255,849 | 11 |
| Total commercial | 415,858 | 52 | 427,285 | 53 | 428,358 | 52 | 426,570 | 52 | 489,528 | 52 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Automobile | 27,158 | 17 | 25,178 | 16 | 31,053 | 15 | 27,087 | 15 | 39,990 | 14 |
| Home equity | 105,943 | 18 | 113,177 | 19 | 111,131 | 19 | 124,068 | 20 | 115,626 | 20 |
| Residential mortgage | 47,191 | 12 | 39,068 | 12 | 39,577 | 12 | 51,252 | 12 | 63,802 | 12 |
| Other consumer | 38,951 | 1 | 27,210 |  | 37,751 | 2 | 37,053 | 1 | 24,130 | 2 |
| Total consumer | 219,243 | 48 | 204,633 | 47 | 219,512 | 48 | 239,460 | 48 | 243,548 | 48 |
| Total allowance for loan and lease losses | 635,101 | 100\% | 631,918 | 100\% | 647,870 | 100\% | 666,030 | 100\% | 733,076 | 100\% |
| Allowance for unfunded loan commitments | 56,927 |  | 59,368 |  | 62,899 |  | 66,857 |  | 44,223 |  |


| Total allowance for credit |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| losses | $\mathbf{\$ 6 9 2 , 0 2 8}$ | $\$ \mathbf{6 9 1}, \mathbf{2 8 6}$ | $\$ 710,769$ | $\$ 732,887$ | $\$ 777,299$ |


| Total allowance for loan and leases losses as \% of: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | 1.38\% | 1.42\% | 1.50\% | 1.57\% | 1.76\% |
| Nonaccrual loans and leases | 195 | 193 | 201 | 200 | 202 |
| Nonperforming assets | 175 | 174 | 184 | 178 | 185 |
| Total allowance for credit losses as \% of: |  |  |  |  |  |
| Total loans and leases | 1.50\% | 1.56\% | 1.65\% | 1.72\% | 1.86\% |
| Nonaccrual loans and leases | 213 | 211 | 221 | 220 | 214 |
| Nonperforming assets | 191 | 191 | 202 | 196 | 196 |

(1) Percentages represent the percentage of each loan and lease category to total loans and leases.

2014 Second Quarter versus 2014 First Quarter

The $\$ 0.7$ million increase in ACL compared with March 31, 2014, primarily reflected:
$\$ 11.7$ million, or $43 \%$, increase in other consumer, reflecting the increased level of overdraft exposure compared to the prior period and the increasing credit card portfolio.

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$\$ 11.5$ million, or $4 \%$, increase in C\&I, reflecting an increased level of loans in the classified risk rating designation and overall portfolio growth.
$\$ 8.1$ million, or $21 \%$ increase in residential mortgage, primarily due to increased reserves on TDRs.
$\$ 2.0$ million, or $8 \%$, increase in automobile based on the portfolio growth.
Partially offset by:
$\$ 23.0$ million or $14 \%$, decline in CRE, reflecting continued improving portfolio asset quality metrics and performance.
$\$ 7.2$ million or $6 \%$, decline in home equity directly attributable to the lower delinquency rate and improved portfolio performance metrics.
$\$ 2.4$ million, or 4\%, decline in AULC, reflecting lower unfunded risk exposures.

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## 2014 Second Quarter versus 2013 Fourth Quarter

The $\$ 18.7$ million, or 3\%, decline in ACL compared with December 31, 2013, primarily reflected:
$\$ 25.2$ million or $16 \%$, decline in CRE, reflecting continued improving portfolio asset quality metrics and performance.
$\$ 6.0$ million or $9 \%$, decline in AULC, reflecting lower risk exposures.
$\$ 5.2$ million or $5 \%$, decline in home equity as a result of the lower delinquency rate and improved portfolio performance metrics.
$\$ 3.9$ million, or $13 \%$, decline in automobile, reflecting the continued positive performance metrics and the high quality origination strategy partially offset by significant portfolio growth.
Partially offset by:
$\$ 12.7$ million, or 5\%, increase in C\&I, reflecting the risk rating composition and overall growth in the portfolio.
$\$ 7.6$ million, or $19 \%$ increase in residential mortgage, primarily due to increased reserves on TDRs.
The ACL to total loans and leases declined to $1.50 \%$ at June 30, 2014, compared to $1.65 \%$ at December 31, 2013. We believe the decline in the ratio is appropriate given the significant continued improvement in the risk profile of our loan portfolio. Further, we believe that early identification of loans with changes in credit metrics and proactive action plans for these loans, combined with originating high quality new loans will contribute to continued improvement in our key credit quality metrics.

We have significant exposure to loans secured by residential real estate and continue to be an active lender in our communities. The impact of the downturn in real estate values over the past several years has had a significant impact on some of our borrowers as evidenced by the higher delinquencies and NCOs since late 2007. Real estate values have rebounded from their 2007 levels in our primary markets, but remain generally below the historic peak.

Given the combination of these noted positive and negative factors, we believe that our ACL is appropriate and its coverage level is reflective of the quality of our portfolio and the current operating environment.

NCOs

Any loan in any portfolio may be charged-off prior to the policies described below if a loss confirming event has occurred. Loss confirming events include, but are not limited to, bankruptcy (unsecured), continued delinquency, foreclosure, or receipt of an asset valuation indicating a collateral deficiency and that asset is the sole source of repayment. Additionally, discharged, collateral dependent non-reaffirmed debt in Chapter 7 bankruptcy filings will result in a charge-off to estimated collateral value, less anticipated selling costs at the time of the modification.

C\&I and CRE loans are either charged-off or written down to net realizable value at 90-days past due. Automobile loans and other consumer loans are charged-off at 120-days past due. First-lien and junior-lien home equity loans are charged-off to the estimated fair value of the collateral, less anticipated selling costs, at 150-days past due and 120-days past due, respectively. Residential mortgages are charged-off to the estimated fair value of the collateral, less anticipated selling costs, at 150 -days past due.

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The following table reflects NCO detail for each of the last five quarters:

## Table 19 Quarterly Net Charge-off Analysis

| (dollar amounts in thousands) | 2014 |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second | First | Fourth | Third | Second |
| Net charge-offs by loan and lease type: |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | \$ 10,597 | \$ 8,606 | \$ 9,826 | \$ 1,661 | \$ 1,586 |
| Commercial real estate: |  |  |  |  |  |
| Construction | (171) | 918 | (88) | 6,165 | 1,079 |
| Commercial | $(2,020)$ | $(1,905)$ | $(2,783)$ | 6,398 | 1,305 |
| Commercial real estate | $(2,191)$ | (987) | $(2,871)$ | 12,563 | 2,384 |
| Total commercial | 8,406 | 7,619 | 6,955 | 14,224 | 3,970 |
| Consumer: |  |  |  |  |  |
| Automobile | 2,926 | 4,642 | 3,759 | 2,721 | 1,463 |
| Home equity | 8,491 | 15,687 | 20,451 | 27,175 | 14,654 |
| Residential mortgage | 3,406 | 7,859 | 7,605 | 4,789 | 8,620 |
| Other consumer | 5,413 | 7,179 | 7,677 | 6,833 | 6,083 |
| Total consumer | 20,236 | 35,367 | 39,492 | 41,518 | 30,820 |
| Total net charge-offs | \$ 28,642 | \$ 42,986 | \$ 46,447 | \$ 55,742 | \$ 34,790 |

Net charge-offs - annualized percentages:
Commercial:

| Commercial and industrial | 0.23\% | 0.20\% | 0.22\% | 0.04\% | 0.04\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial real estate: |  |  |  |  |  |
| Construction | (0.10) | 0.60 | (0.06) | 4.36 | 0.74 |
| Commercial | (0.19) | (0.18) | (0.26) | 0.59 | 0.12 |
| Commercial real estate | (0.17) | (0.08) | (0.23) | 1.02 | 0.19 |
| Total commercial | 0.14 | 0.14 | 0.12 | 0.26 | 0.07 |


| Consumer: |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Automobile | $\mathbf{0 . 1 6}$ | $\mathbf{0 . 2 7}$ | 0.23 | 0.18 | 0.11 |
| Home equity | $\mathbf{0 . 4 1}$ | $\mathbf{0 . 7 5}$ | 0.98 | 1.30 | 0.71 |
| Residential mortgage | $\mathbf{0 . 2 4}$ | $\mathbf{0 . 5 8}$ | 0.57 | 0.36 | 0.66 |
| Other consumer | $\mathbf{5 . 6 6}$ | $\mathbf{7 . 4 4}$ | 7.98 | 7.19 | 5.28 |
| Total consumer |  |  |  |  |  |
| Net charge-offs as a \% of average loans |  | $\mathbf{0 . 6 8}$ | 0.77 | 0.83 | 0.64 |

In assessing NCO trends, it is helpful to understand the process of how commercial loans are treated as they deteriorate over time. The ALLL established is consistent with the level of risk associated with the original underwriting. As a part of our normal portfolio management process for commercial loans, the loan is periodically reviewed and the ALLL is increased or decreased based on the enhanced risk rating. In certain cases, the standard ALLL is determined to not be appropriate, and a specific reserve is established based on the projected cash flow or collateral value of the specific loan. Charge-offs, if necessary, are generally recognized in a period after the specific ALLL was established. If the

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previously established ALLL exceeds that necessary to satisfactorily resolve the problem loan, a reduction in the overall level of the ALLL could be recognized. Consumer loans are treated in much the same manner as commercial loans, with increasing reserve factors applied based on the risk characteristics of the loan, although specific reserves are not identified for consumer loans. In summary, if loan quality deteriorates, the typical credit sequence would be periods of reserve building, followed by periods of higher NCOs as the previously established ALLL is utilized. Additionally, an increase in the ALLL either precedes or is in conjunction with increases in NALs. When a loan is classified as NAL, it is evaluated for specific ALLL or charge-off. As a result, an increase in NALs does not necessarily result in an increase in the ALLL or an expectation of higher future NCOs.

Our overall NCOs are operating within our long term target range. However, both the residential mortgage and home equity portfolios remain at elevated levels.

All residential mortgage loans greater than 150-days past due are charged-down to the estimated value of the collateral, less anticipated selling costs. The remaining balance is in delinquent status until a modification can be completed, or the loan goes through the foreclosure process. For the home equity portfolio, virtually all of the defaults represent full charge-offs, as there is no remaining equity, creating a lower delinquency rate but a higher NCO impact.

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## 2014 Second Quarter versus 2014 First Quarter

NCOs decreased $\$ 14.3$ million from the prior quarter to $\$ 28.6$ million, primarily as a result of continued expected improvement and the impact of recovery activity in the quarter for the home equity, residential mortgage, and other consumer portfolios. This was partially offset by an increase in C\&I. NCOs were an annualized $0.25 \%$ of average loans and leases in the current quarter, down from $0.40 \%$ in the 2014 first quarter, and still below our long term expectation of $0.35 \%-0.55 \%$. Given the low level of C\&I and CRE NCO s, there will continue to be some volatility on a quarter-to-quarter comparison basis.

The table below reflects NCO activity for the first six-month periods ended June 30, 2014 and 2013:
Table 20 Year to Date Net Charge-off Analysis

| (dollar amounts in thousands) | Six Months Ended June 30, |  |
| :--- | :---: | :---: |
| Net charge-offs by loan and lease type: |  | 2013 |
| Commercial: | $\mathbf{2 1 9 , 2 0 3}$ | $\$ 4,903$ |
| Commercial and industrial | $\mathbf{7 4 7}$ | 281 |
| Commercial real estate: | $\mathbf{3 , 9 2 5}$ | 14,880 |
| Construction | $\mathbf{( 3 , 1 7 8 )}$ | 15,161 |
| Commercial | $\mathbf{1 6 , 0 2 5}$ | 20,064 |
| Commercial real estate |  |  |
|  | $\mathbf{7 , 5 6 8}$ | 4,057 |
| Total commercial | $\mathbf{2 4 , 1 7 8}$ | 34,637 |
| Consumer: | $\mathbf{1 1 , 2 6 5}$ | 14,768 |
| Automobile | $\mathbf{1 2 , 5 9 3}$ | 12,951 |
| Home equity | $\mathbf{5 5 , 6 0 4}$ | 66,413 |
| Residential mortgage |  |  |
| Other consumer | $\mathbf{\$ 7 1 , 6 2 9}$ | $\$ 86,477$ |
| Total consumer |  |  |

Net charge-offs - annualized percentages:

| Commercial: | $\mathbf{0 . 2 1 \%}$ | $0.06 \%$ |
| :--- | :---: | :---: |
| Commercial and industrial |  |  |
| Commercial real estate: | $\mathbf{0 . 2 3}$ | 0.09 |
| Construction | $\mathbf{( 0 . 1 8}$ | 0.65 |


| Commercial real estate | $\mathbf{( 0 . 1 3 )}$ | 0.59 |
| :--- | :---: | :---: |
| Total commercial | $\mathbf{0 . 1 4}$ | 0.18 |

Consumer:

| Automobile | $\mathbf{0 . 2 1}$ | 0.16 |
| :--- | :--- | :---: |
| Home equity | $\mathbf{0 . 5 8}$ | 0.84 |
| Residential mortgage | $\mathbf{0 . 4 1}$ | 0.58 |
| Other consumer | $\mathbf{6 . 5 5}$ | 5.31 |
|  |  |  |
| Total consumer | $\mathbf{0 . 5 2}$ | 0.70 |

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Net charge-offs as a \% of average loans
0.32\%
0.42\%

## 2014 First Six Months versus 2013 First Six Months

NCOs decreased $\$ 14.8$ million in the first six-month period of 2014 to $\$ 71.6$ million, primarily as a result of continued expected improvement and the impact of recovery activity in the CRE portfolio. This improvement was partially offset by an increase in C\&I primarily relating to large losses associated with a small number of credit relationships.

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## Market Risk

Market risk represents the risk of loss due to changes in market values of assets and liabilities. We incur market risk in the normal course of business through exposures to market interest rates, foreign exchange rates, equity prices, and credit spreads. We have identified two primary sources of market risk: interest rate risk and price risk.

## Interest Rate Risk

## OVERVIEW

Huntington actively manages interest rate risk, as changes in market interest rates can have a significant impact on reported earnings. The interest rate risk process is designed to compare income simulations in market scenarios designed to alter the direction, magnitude, and speed of interest rate changes, as well as the slope of the yield curve. These scenarios are designed to illustrate the embedded optionality in the balance sheet from, among other things, faster or slower mortgage prepayments and changes in deposit mix.

## INCOME SIMULATION AND ECONOMIC VALUE ANALYSIS

Interest rate risk measurement is calculated and reported to the ALCO monthly and ROC at least quarterly. The information reported includes period-end results and identifies any policy limits exceeded, along with an assessment of the policy limit breach and the action plan and timeline for resolution, mitigation, or assumption of the risk.

Huntington uses two approaches to model interest rate risk: Net Interest Income at Risk (NII at Risk) and Economic Value of Equity (EVE). Under NII at Risk, net interest income is modeled utilizing various assumptions for assets, liabilities, and derivative positions under various interest rate scenarios over a one-year time horizon. EVE measures the period end market value of assets minus the market value of liabilities and the change in this value as rates change.

## Table 21 Net Interest Income at Risk

|  | Net Interest Income at Risk (\%) |  |  |
| :---: | :---: | :---: | :---: |
| Basis point change scenario | -25 | +100 | +200 |
| Board policy limits |  | -2.0\% | -4.0\% |
| June 30, 2014 | -0.4\% | 0.2\% | \% |

In previous quarters, we reported ISE at Risk. We now report NII at Risk to isolate the change in income related solely to interest earning assets and interest bearing liabilities. The difference between the results for ISE at Risk and NII at Risk are not significant for this or any previous quarterly period.

The NII at Risk results included in the table above reflect the analysis used monthly by management. It models gradual $-25,+100$ and +200 basis point parallel shifts in market interest rates, implied by the forward yield curve over the next one-year period. Due to the current low level of short-term interest rates, the analysis reflects a declining interest rate scenario of 25 basis points, the point at which many assets and liabilities reach zero percent.

Huntington is within Board policy limits for the +100 and +200 basis point scenarios. There is no policy limit for the -25 basis point scenario. The NII at Risk reported at June 30, 2014, shows that Huntington s earnings are not sensitive to changes in interest rates over the next year. In recent periods, the amount of fixed rate assets, primarily indirect auto loans and securities, increased resulting in a reduction in asset sensitivity. This reduction is somewhat accentuated by our portfolio of mortgage-related loans and securities, whose expected maturities lengthen as rates rise. The reduced asset sensitivity for the +200 basis points scenario (relative to the +100 basis points scenario) relates to the modeled migration of money market accounts balances into CDs thereby shifting from variable to fixed rate.

Table 22 Economic Value of Equity at Risk

|  | Economic Value of Equity at Risk (\%) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Basis point change scenario | -25 | +100 | +200 |  |
| Board policy limits |  |  | $-5.0 \%$ | $-12.0 \%$ |
| June 30, 2014 | $\mathbf{0 . 3 \%}$ | $\mathbf{- 3 . 2 \%}$ | $\mathbf{- 8 . 4 \%}$ |  |

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The EVE results included in the table above reflect the analysis used monthly by management. It models immediate $-25,+100$ and +200 basis point parallel shifts in market interest rates. Due to the current low level of short-term interest rates, the analysis reflects a declining interest rate scenario of 25 basis points, the point at which many assets and liabilities reach zero percent.

Huntington is within Board policy limits for the +100 and +200 basis point scenarios. There is no policy limit for the -25 basis point scenario. The EVE reported at June 30, 2014 shows that as interest rates increase (decrease) immediately, the economic value of equity position will decrease (increase). When interest rates rise, fixed rate assets generally lose economic value; the longer the duration, the greater the value lost. The opposite is true when interest rates fall. Compared to recent periods, the EVE results for June 30, 2014, reflect lower market rates.

## MSRs

(This section should be read in conjunction with Note 6 of Notes to Unaudited Condensed Consolidated Financial Statements.)

At June 30, 2014 we had a total of $\$ 159.9$ million of capitalized MSRs representing the right to service $\$ 15.6$ billion in mortgage loans. Of this $\$ 159.9$ million, $\$ 26.8$ million was recorded using the fair value method and $\$ 133.1$ million was recorded using the amortization method.

MSR fair values are very sensitive to movements in interest rates as expected future net servicing income depends on the projected outstanding principal balances of the underlying loans, which can be greatly reduced by prepayments. Prepayments usually increase when mortgage interest rates decline and decrease when mortgage interest rates rise. We have employed strategies to reduce the risk of MSR fair value changes or impairment. In addition, we engage a third party to provide valuation tools and assistance with our strategies with the objective to decrease the volatility from MSR fair value changes. However, volatile changes in interest rates can diminish the effectiveness of these hedges. We typically report MSR fair value adjustments net of hedge-related trading activity in the mortgage banking income category of noninterest income. Changes in fair value between reporting dates are recorded as an increase or a decrease in mortgage banking income.

MSRs recorded using the amortization method generally relate to loans originated with historically low interest rates, resulting in a lower probability of prepayments and, ultimately, impairment. MSR assets are included in accrued income and other assets in the Unaudited Condensed Consolidated Financial Statements.

## Price Risk

Price risk represents the risk of loss arising from adverse movements in the prices of financial instruments that are carried at fair value and are subject to fair value accounting. We have price risk from trading securities, securities owned by our broker-dealer subsidiaries, foreign exchange positions, equity investments, investments in securities backed by mortgage loans, and marketable equity securities held by our insurance subsidiaries. We have established loss limits on the trading portfolio, on the amount of foreign exchange exposure that can be maintained, and on the amount of marketable equity securities that can be held by the insurance subsidiaries.

## Liquidity Risk

Liquidity risk is the risk of loss due to the possibility that funds may not be available to satisfy current or future commitments resulting from external macro market issues, investor and customer perception of financial strength, and events unrelated to us, such as war, terrorism, or financial institution market specific issues. In addition, the mix and maturity structure of Huntington s balance sheet, the amount of on-hand cash and unencumbered securities, and the availability of contingent sources of funding can have an impact on Huntington sability to satisfy current or future funding commitments. We manage liquidity risk at both the Bank and the parent company.

The overall objective of liquidity risk management is to ensure that we can obtain cost-effective funding to meet current and future obligations, and can maintain sufficient levels of on-hand liquidity, under both normal business-as-usual and unanticipated stressed circumstances. The ALCO was appointed by the ROC to oversee liquidity risk management and the establishment of liquidity risk policies and limits. Contingency funding plans are in place, which measure forecasted sources and uses of funds under various scenarios in order to prepare for unexpected liquidity shortages. Liquidity risk is reviewed monthly for the Bank and the parent company, as well as its subsidiaries. In addition, liquidity working groups meet regularly to identify and monitor liquidity positions, provide policy guidance, review funding strategies, and oversee the adherence to, and maintenance of, the contingency funding plans.

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## Investment Securities Portfolio

The expected weighted average maturities of our AFS and HTM portfolios are significantly shorter than their contractual maturities as reflected in Note 4 and Note 5 of the Notes to Unaudited Condensed Consolidated Financial Statements. Particularly regarding the MBS and ABS, prepayments of principal and interest that historically occur in advance of scheduled maturities will shorten the expected life of these portfolios. The expected weighted average maturities, which take into account expected prepayments of principal and interest under existing interest rate conditions, are shown in the following table:

## Table 23 Expected Life of Investment Securities

June 30, 2014

| (dollar amounts in thousands) | Available-for-Sale \& Other Securities |  | Held-to-Maturity Securities |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Under 1 year | \$ 695,178 | \$ 692,464 | \$ | \$ |
| 1-5 years | 4,152,001 | 4,208,426 | 1,038,648 | 1,033,538 |
| 6-10 years | 2,733,973 | 2,735,082 | 2,583,347 | 2,577,723 |
| Over 10 years | 565,467 | 505,728 |  |  |
| Other securities | 348,512 | 349,337 |  |  |
| Total | \$ 8,495,131 | \$ 8,491,037 | \$ 3,621,995 | \$ 3,611,261 |

## Bank Liquidity and Sources of Liquidity

Our primary sources of funding for the Bank are retail and commercial core deposits. At June 30, 2014, these core deposits funded $72 \%$ of total assets ( $100 \%$ of total loans). At June 30, 2014 and December 31, 2013, total core deposits represented $94 \%$ and $95 \%$ of total deposits, respectively.

Core deposits may increase our need for liquidity as certificates of deposit mature or are withdrawn before maturity and as nonmaturity deposits, such as checking and savings account balances, are withdrawn. Noninterest-bearing demand deposits increased $\$ 0.5$ billion from December 31, 2013, but include certain large commercial deposits that may be more short-term in nature.

Demand deposit overdrafts that have been reclassified as loan balances were $\$ 35.9$ million and $\$ 19.3$ million at June 30, 2014 and December 31, 2013, respectively. Other domestic time deposits of $\$ 250,000$ or more and brokered deposits and negotiable CDs totaled $\$ 2.4$ billion and $\$ 1.9$ billion at June 30, 2014 and December 31, 2013, respectively.

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The following tables reflect deposit composition and short-term borrowings detail for each of the last five quarters:

## Table 24 Deposit Composition

| (dollar amounts in millions) | 2014 |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  |  | December 31, |  | September 30, |  | June 30, |  |
| By Type |  |  |  |  |  |  |  |  |  |  |
| Demand deposits noninterest-bearing | \$ 14,151 | 29\% | \$ 14,314 | 29\% | \$ 13,650 | 29\% | \$ 13,421 | 29\% | \$ 13,491 | 29\% |
| Demand deposits interest-bearing | 5,921 | 12 | 5,970 | 12 | 5,880 | 12 | 5,856 | 13 | 5,977 | 13 |
| Money market deposits | 17,563 | 36 | 17,693 | 36 | 17,213 | 36 | 16,212 | 34 | 15,131 | 33 |
| Savings and other domestic deposits | 5,036 | 10 | 5,115 | 10 | 4,871 | 10 | 4,946 | 11 | 5,054 | 11 |
| Core certificates of deposit | 3,272 | 7 | 3,557 | 7 | 3,723 | 8 | 4,108 | 9 | 4,353 | 9 |
| Total core deposits | 45,943 | 94 | 46,649 | 94 | 45,337 | 95 | 44,543 | 96 | 44,006 | 95 |
| Other domestic deposits of $\$ 250,000$ or more | 241 |  | 289 | 1 | 274 | 1 | 268 | 1 | 283 | 1 |
| Brokered deposits and negotiable CDs | 2,198 | 5 | 2,074 | 4 | 1,580 | 3 | 1,366 | 3 | 1,695 | 4 |
| Deposits in foreign offices | 367 | 1 | 337 | 1 | 316 | 1 | 387 |  | 347 |  |
| Total deposits | \$ 48,749 | 100\% | \$49,349 | 100\% | \$ 47,507 | 100\% | \$ 46,564 | 100\% | \$ 46,331 | 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ 20,629 | 45\% | \$ 20,507 | 44\% | \$ 19,982 | 44\% | \$ 19,526 | 44\% | \$ 18,922 | 43\% |
| Consumer | 25,314 | 55 | 26,142 | 56 | 25,355 | 56 | 25,017 | 56 | 25,084 | 57 |
| Total core deposits | \$ 45,943 | 100\% | \$ 46,649 | 100\% | \$45,337 | 100\% | \$ 44,543 | 100\% | \$ 44,006 | 100\% |

Table 25 Federal Funds Purchased and Repurchase Agreements

| (dollar amounts in millions) | 201 |  |  | 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  | December 31, | September 30, |  | June 30, |  |
| Balance at period-end |  |  |  |  |  |  |  |  |
| Federal Funds purchased and securities sold under agreements to repurchase | \$ 1,223 | \$ | 1,342 | \$ 549 | \$ | 655 | \$ | 627 |
| Other short-term borrowings | 29 |  | 56 | 4 |  | 6 |  | 3 |
| Weighted average interest rate at period-end |  |  |  |  |  |  |  |  |
| Federal Funds purchased and securities sold under agreements to repurchase | 0.05\% |  | 0.06\% | 0.06\% |  | 0.07\% |  | 0.09\% |
| Other short-term borrowings | 1.41 |  | 0.26 | 2.59 |  | 1.41 |  | 3.63 |
| Maximum amount outstanding at month-end during the period |  |  |  |  |  |  |  |  |
| Federal Funds purchased and securities sold under agreements to repurchase | \$ 1,223 | \$ | 1,342 | \$ 787 | \$ | 787 | \$ |  |
| Other short-term borrowings | 29 |  | 56 | 19 |  | 9 |  | 10 |
| Average amount outstanding during the period |  |  |  |  |  |  |  |  |
| Federal Funds purchased and securities sold under agreements to repurchase | \$ 909 | \$ | 875 | \$ 692 | \$ | 703 | \$ |  |
| Other short-term borrowings | 29 |  | 8 | 8 |  | 7 |  | 9 |
| Weighted average interest rate during the period |  |  |  |  |  |  |  |  |
| Federal Funds purchased and securities sold under agreements to repurchase | 0.06\% |  | 0.06\% | 0.08\% |  | 0.08\% |  | 0.08\% |

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To the extent we are unable to obtain sufficient liquidity through core deposits, we may meet our liquidity needs through sources of wholesale funding or asset securitization or sale. Sources of wholesale funding include other domestic time deposits of $\$ 250,000$ or more, brokered deposits and negotiable CDs, deposits in foreign offices, short-term borrowings, FHLB advances, other long-term debt, and subordinated notes. In February 2014, the Bank issued $\$ 500.0$ million of senior notes at $99.842 \%$ of face value. The senior bank note issuances mature on April 1, 2019 and have a fixed coupon rate of $2.20 \%$. The senior note issuance may be redeemed one month prior to the maturity date at $100 \%$ of principal plus accrued and unpaid interest. At June 30, 2014, total wholesale funding was $\$ 10.5$ billion, an increase from $\$ 7.0$ billion at December 31, 2013. The increase from prior year-end primarily relates to an increase in other long-term debt, short-term borrowings, and FHLB advances, partially offset by a decrease in subordinated notes.

## Table 26 FHLB Borrowing Capacity

|  | June 30, <br> (dollar amounts in billions) | December 31, <br> 3014 |  |
| :--- | :---: | :---: | :---: |
| Total unused borrowing capacity at the FHLB | $\mathbf{2 0 1 3}$ | $\mathbf{3 . 2}$ | $\$$ |

The Bank is a member of the FHLB, and as such, has access to advances from the FHLB. These advances are secured by residential mortgages, other mortgage-related loans, and available-for-sale securities. We can also obtain funding through other methods including: purchasing federal funds, selling securities under repurchase agreements, selling or maturity of investment securities, selling or securitization of loans, selling of national market certificates of deposit, and issuing of common and preferred stock. The Bank also has access to the Federal Reserve s discount window. These borrowings are secured by non-real estate related commercial loans. Total loans and securities pledged related to the Federal Reserve discount window and FHLB advances are $\$ 18.1$ billion and $\$ 19.8$ billion at June 30, 2014 and December 31, 2013, respectively.

On October 24, 2013, the OCC, U.S. Treasury, FRB, and the FDIC issued an NPR regarding the implementation of a quantitative liquidity requirement consistent with the LCR standard established by the Basel Committee on Banking Supervision. The requirements are designed to promote the short term resilience of the liquidity risk profile of banks to which it applies. In preparation for the January 2015 LCR requirements, we sold securities in the 2014 first quarter that will not qualify for liquidity coverage and reinvested the proceeds into High Quality Liquid Assets.

At June 30, 2014, we believe the Bank had sufficient liquidity to meet its cash flow obligations for the foreseeable future.

## Parent Company Liquidity

The parent company s funding requirements consist primarily of dividends to shareholders, debt service, income taxes, operating expenses, funding of nonbank subsidiaries, repurchases of our stock, and acquisitions. The parent company obtains funding to meet obligations from dividends and interest received from the Bank, interest and dividends received from direct subsidiaries, net taxes collected from subsidiaries included in the federal consolidated tax return, fees for services provided to subsidiaries, and the issuance of debt securities.

At June 30, 2014 and December 31, 2013, the parent company had $\$ 0.8$ billion and $\$ 1.0$ billion, respectively, in cash and cash equivalents.
On July 16,2014 , we announced that the board of directors had declared a quarterly common stock cash dividend of $\$ 0.05$ per common share. The dividend is payable on October 1, 2014, to shareholders of record on September 17, 2014. Based on the current quarterly dividend of $\$ 0.05$ per common share, cash demands required for common stock dividends are estimated to be approximately $\$ 40.9$ million per quarter. Based on the current dividend, cash demands required for Series A Preferred Stock are estimated to be approximately $\$ 7.7$ million per quarter. Cash demands required for Series B Preferred Stock are expected to be approximately $\$ 0.3$ million per quarter.

At June 30, 2014, the Bank no longer has a regulatory dividend limitation due to the deficit position of its undivided profits. During the quarter the Bank paid dividends of $\$ 75.0$ million to the holding company. We anticipate that the Bank will declare additional dividends to the holding company during the second half of 2014. To help meet any additional liquidity needs, we have an open-ended, automatic shelf registration statement filed and effective with the SEC, which permits us to issue an unspecified amount of debt or equity securities.

With the exception of the items discussed above, the parent company does not have any significant cash demands. It is our policy to keep operating cash on hand at the parent company to satisfy cash demands for at least the next 18 months. Considering the factors discussed above, and other analyses that we have performed, we believe the parent company has sufficient liquidity to meet its cash flow obligations for the foreseeable future.

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## Off-Balance Sheet Arrangements

In the normal course of business, we enter into various off-balance sheet arrangements. These arrangements include interest rate swaps, financial guarantees contained in standby letters-of-credit issued by the Bank and commitments by the Bank to sell mortgage loans.

## INTEREST RATE SWAPS

Balance sheet hedging activity is arranged to receive hedge accounting treatment and is classified as either fair value or cash flow hedges. Fair value hedges are purchased to convert deposits and subordinated and other long-term debt from fixed-rate obligations to floating rate. Cash flow hedges are also used to convert floating rate loans made to customers into fixed rate loans. See Note 15 for more information.

## STANDBY LETTERS-OF-CREDIT

Standby letters-of-credit are conditional commitments issued to guarantee the performance of a customer to a third party. These guarantees are primarily issued to support public and private borrowing arrangements, including commercial paper, bond financing, and similar transactions. Most of these arrangements mature within two years and are expected to expire without being drawn upon. Standby letters-of-credit are included in the determination of the amount of risk-based capital that the parent company and the Bank are required to hold. Through our credit process, we monitor the credit risks of outstanding standby letters-of-credit. When it is probable that a standby letter-of-credit will be drawn and not repaid in full, a loss is recognized in the provision for credit losses. See Note 17 for more information.

## COMMITMENTS TO SELL LOANS

Activity related to our mortgage origination activity supports the hedging of the mortgage pricing commitments to customers and the secondary sale to third parties. At June 30, 2014 and December 31, 2013, we had commitments to sell residential real estate loans of $\$ 596.5$ million and $\$ 452.6$ million, respectively. These contracts mature in less than one year.

We do not believe that off-balance sheet arrangements will have a material impact on our liquidity or capital resources.

## Operational Risk

As with all companies, we are subject to operational risk. Operational risk is the risk of loss due to human error; inadequate or failed internal systems and controls; violations of, or noncompliance with, laws, rules, regulations, prescribed practices, or ethical standards; and external influences such as market conditions, fraudulent activities, disasters, and security risks. We continuously strive to strengthen our system of internal controls to ensure compliance with laws, rules, and regulations, and to improve the oversight of our operational risk. For example, we actively and continuously monitor cyber-attacks such as attempts related to eFraud and loss of sensitive customer data. We evaluate internal systems, processes and controls to mitigate loss from cyber-attacks and, to date, have not experienced any material losses.

To mitigate operational risks, we have established a senior management Operational Risk Committee and a senior management Legal, Regulatory, and Compliance Committee. The responsibilities of these committees, among other duties, include establishing and maintaining management information systems to monitor material risks and to identify potential concerns, risks, or trends that may have a significant impact and ensuring that recommendations are developed to address the identified issues. Both of these committees report any significant findings and recommendations to the Risk Management Committee. Additionally, potential concerns may be escalated to our ROC, as appropriate.

The goal of this framework is to implement effective operational risk techniques and strategies, minimize operational and fraud losses, and enhance our overall performance.

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## Representation and Warranty Reserve

We primarily conduct our mortgage loan sale and securitization activity with FNMA and FHLMC. In connection with these and other securitization transactions, we make certain representations and warranties that the loans meet certain criteria, such as collateral type and underwriting standards. We may be required to repurchase individual loans and / or indemnify these organizations against losses due to a loan not meeting the established criteria. We have a reserve for such losses and exposure, which is included in accrued expenses and other liabilities. The reserves are estimated based on historical and expected repurchase activity, average loss rates, and current economic trends. The level of mortgage loan repurchase losses depends upon economic factors, investor demand strategies and other external conditions containing a level of uncertainty and risk that may change over the life of the underlying loans. We currently do not have sufficient information to estimate the range of reasonably possible loss related to representation and warranty exposure.

The tables below reflect activity in the representations and warranties reserve:
Table 27 Summary of Reserve for Representations and Warranties on Mortgage Loans Serviced for Others

|  | $\mathbf{2 0 1 4}$ |  |  |  | 2013 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | Second | First | Fourth | Third | Second |  |
| Reserve for representations and warranties, beginning of period | $\mathbf{\$ 1 7 , 0 9 4}$ | $\mathbf{\$ 2 2 , 0 2 7}$ | $\$ 27,502$ | $\$ 28,039$ | $\$ 28,932$ |  |
| Reserve charges | $\mathbf{( 1 , 0 4 7 )}$ | $(\mathbf{6 , 1 3 2 )}$ | $(6,024)$ | $(2,490)$ | $(1,531)$ |  |
| Provision for representations and warranties | $\mathbf{( 7 9 8 )}$ | $\mathbf{1 , 1 9 9}$ | 549 | 1,952 | 638 |  |
| Reserve for representations and warranties, end of period | $\mathbf{\$ 1 5 , 2 4 9}$ | $\mathbf{\$ 1 7 , 0 9 4}$ | $\mathbf{\$ 2 2 , 0 2 7}$ | $\mathbf{\$ 2 7 , 5 0 1}$ | $\$ 28,039$ |  |

Table 28 Mortgage Loan Repurchase Statistics

|  | 2014 |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | Second | First | Fourth | Third | Second |
| Number of loans sold | 4,599 | 3,882 | 4,856 | 5,839 | 5,747 |
| Amount of loans sold (UPB) | \$ 572,861 | \$ 487,822 | \$ 625,958 | \$ 861,897 | \$ 921,458 |
| Number of loans repurchased (1) | 33 | 89 | 41 | 40 | 32 |
| Amount of loans repurchased (UPB) (1) | \$ 3,766 | \$ 10,557 | \$ 5,204 | \$ 4,055 | \$ 2,969 |
| Number of claims received | 43 | 35 | 341 | 222 | 71 |
| Successful dispute rate (2) | 40\% | 34\% | 40\% | 36\% | 45\% |
| Number of make whole payments (3) | 20 | 91 | 91 | 28 | 19 |
| Amount of make whole payments (3) | \$ 844 | \$ 5,693 | \$ 5,742 | \$ 2,125 | \$ 1,304 |

[^1]Compared to the high volume servicers, we service a relatively low volume of residential mortgage foreclosures. We have reviewed our residential foreclosure process. We have not found evidence of financial injury to any borrowers from any foreclosure by the Bank that should not have proceeded. We continuously review our processes and controls to ensure that our foreclosure processes are appropriate.

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## Compliance Risk

Financial institutions are subject to several laws, rules, and regulations at both the federal and state levels. These broad-based mandates include, but are not limited to, expectations relating to anti-money laundering, lending limits, client privacy, fair lending, protections for military members as they enter active duty, and community reinvestment. Additionally, the volume and complexity of recent regulatory changes have increased our overall compliance risk. As such, we utilize various resources to help ensure expectations are met, including a team of compliance experts dedicated to ensuring our conformance with all applicable laws, rules, and regulations. Our colleagues receive training for several broad-based laws and regulations including, but not limited to, anti-money laundering and customer privacy. Additionally, colleagues engaged in lending activities receive training for laws and regulations related to flood disaster protection, equal credit opportunity, fair lending, and / or other courses related to the extension of credit. We set a high standard of expectation for adherence to compliance management and seek to continuously enhance our performance.

## Capital

Both regulatory capital and shareholders equity are managed at the Bank and on a consolidated basis. We have an active program for managing capital and maintain a comprehensive process for assessing the Company s overall capital adequacy. We believe our current levels of both regulatory capital and shareholders equity are adequate.

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## Regulatory Capital

The following table presents risk-weighted assets and other financial data necessary to calculate certain financial ratios, including the Tier 1 common equity ratio, which we use to measure capital adequacy.

Table 29 Capital Adequacy

| (dollar amounts in millions) | 2014 |  |  | 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | March 31, |  | December 31, | September 30, |  | June 30, |  |
| Consolidated capital calculations: |  |  |  |  |  |  |  |  |
| Common shareholders equity | \$ 5,855 | \$ | 5,790 | \$ 5,704 | \$ | 5,566 | \$ | 5,388 |
| Preferred shareholders equity | 386 |  | 386 | 386 |  | 386 |  | 386 |
| Total shareholders equity | 6,241 |  | 6,176 | 6,090 |  | 5,952 |  | 5,774 |
| Goodwill | (505) |  | (505) | (444) |  | (444) |  | (444) |
| Other intangible assets | (81) |  | (91) | (93) |  | (104) |  | (114) |
| Other intangible assets deferred tax liability (1) | 28 |  | 32 | 33 |  | 36 |  | 40 |
| Total tangible equity (2) | 5,683 |  | 5,612 | 5,586 |  | 5,440 |  | 5,256 |
| Preferred shareholders equity | (386) |  | (386) | (386) |  | (386) |  | (386) |
| Total tangible common equity (2) | \$ 5,297 | \$ | 5,226 | \$ 5,200 | \$ | 5,054 | \$ | 4,870 |
| Total assets | \$ 63,797 | \$ | 61,146 | \$ 59,467 | \$ | 56,639 |  | 56,104 |
| Goodwill | (505) |  | (505) | (444) |  | (444) |  | (444) |
| Other intangible assets | (81) |  | (91) | (93) |  | (104) |  | (114) |
| Other intangible assets deferred tax liability (1) | 28 |  | 32 | 33 |  | 36 |  | 40 |
| Total tangible assets (2) | \$ 63,239 | \$ | 60,582 | \$ 58,963 | \$ | 56,127 |  | 55,586 |
| Tier 1 capital | \$ 6,132 | \$ | 6,107 | \$ 6,100 | \$ | 6,018 | \$ | 5,885 |
| Preferred shareholders equity | (386) |  | (386) | (386) |  | (386) |  | (386) |
| Trust preferred securities | (304) |  | (304) | (299) |  | (299) |  | (299) |
| REIT preferred stock |  |  |  |  |  | (50) |  | (50) |
| Tier 1 common equity (2) | \$ 5,442 | \$ | 5,417 | \$ 5,415 | \$ | 5,283 |  | 5,150 |
| Risk-weighted assets (RWA) | \$ 53,035 | \$ | 51,120 | \$ 49,690 | \$ | 48,687 |  | 48,080 |
| Tier 1 common equity / RWA ratio (2) | 10.26\% |  | 10.60\% | 10.90\% |  | 10.85\% |  | 10.71\% |
| Tangible equity / tangible asset ratio (2) | 8.99 |  | 9.26 | 9.47 |  | 9.69 |  | 9.46 |
| Tangible common equity / tangible asset ratio (2) | 8.38 |  | 8.63 | 8.82 |  | 9.01 |  | 8.76 |
| Tangible common equity / RWA ratio (2) | 9.99 |  | 10.22 | 10.46 |  | 10.38 |  | 10.13 |

${ }^{(1)}$ Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(2) Tangible equity, Tier 1 common equity, tangible common equity, and tangible assets are non-GAAP financial measures. Additionally, any ratios utilizing these financial measures are also non-GAAP. These financial measures have been included as they are considered to be critical metrics with which to analyze and evaluate financial condition and capital strength. Other companies may calculate these financial measures differently.

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The following table presents certain regulatory capital data at both the consolidated and Bank levels for each of the past five quarters:

## Table 30 Regulatory Capital Data

| (dollar amounts in millions) |  | 2014 |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | June 30, | March 31, | December 31, | September 30, | June 30, |
| Total risk-weighted assets | Consolidated | \$ 53,035 | \$ 51,120 | \$ 49,690 | \$ 48,687 | \$ 48,080 |
|  | Bank | 53,005 | 51,021 | 49,609 | 48,570 | 48,026 |
| Tier 1 risk-based capital | Consolidated | 6,132 | 6,107 | 6,100 | 6,017 | 5,885 |
|  | Bank | 5,982 | 5,872 | 5,682 | 5,540 | 5,343 |
| Tier 2 risk-based capital | Consolidated | 1,118 | 1,118 | 1,139 | 1,127 | 1,120 |
|  | Bank | 819 | 817 | 838 | 825 | 819 |
| Total risk-based capital | Consolidated | 7,250 | 7,225 | 7,239 | 7,144 | 7,005 |
|  | Bank | 6,801 | 6,689 | 6,520 | 6,365 | 6,162 |
| Tier 1 leverage ratio | Consolidated | 10.01\% | 10.32\% | 10.67\% | 10.85\% | 10.64\% |
|  | Bank | 9.78 | 9.96 | 9.97 | 10.01 | 9.68 |
| Tier 1 risk-based capital ratio | Consolidated | 11.56 | 11.95 | 12.28 | 12.36 | 12.24 |
|  | Bank | 11.29 | 11.51 | 11.45 | 11.41 | 11.13 |
| Total risk-based capital ratio | Consolidated | 13.67 | 14.13 | 14.57 | 14.67 | 14.57 |
|  | Bank | 12.83 | 13.11 | 13.14 | 13.11 | 12.83 |

The decreases in the capital ratios were due to balance sheet growth and share repurchases that were partially offset by retained earnings and the stock issued in the Camco acquisition. Specifically, all capital ratios were impacted by the repurchase of 28.7 million common shares over the last four quarters, 12.1 million of which were repurchased during the 2014 second quarter. The decrease in the regulatory Tier 1 risk-based capital ratio also reflected the redemption of $\$ 50$ million of qualifying preferred securities on December 31, 2013. These declines were offset partially by the increase in retained earnings as well as the issuance of 8.7 million common shares in the Camco acquisition.

## Shareholders Equity

We generate shareholders equity primarily through the retention of earnings, net of dividends. Other potential sources of shareholders equity include issuances of common and preferred stock. Our objective is to maintain capital at an amount commensurate with our risk profile and risk tolerance objectives, to meet both regulatory and market expectations, and to provide the flexibility needed for future growth and business opportunities. Shareholders equity totaled $\$ 6.2$ billion at June 30, 2014, an increase of $\$ 0.2$ billion when compared with December 31, 2013.

## Dividends

We consider disciplined capital management as a key objective, with dividends representing one component. Our strong capital ratios and expectations for continued earnings growth positions us to continue to actively explore additional capital management opportunities.

On July 16, 2014, our board of directors declared a quarterly cash dividend of $\$ 0.05$ per common share, payable on October 1, 2014. Also, cash dividends of $\$ 0.05$ per share were declared on April 16, 2014 and January 16, 2014.

On July 16, 2014, our board of directors also declared a quarterly cash dividend on our $8.50 \%$ Series A Non-Cumulative Perpetual Convertible Preferred Stock of $\$ 21.25$ per share. The dividend is payable on October 15,2014 . Also, cash dividends of $\$ 21.25$ per share were declared on April 16, 2014 and January 16, 2014.

On July 16, 2014, our board of directors also declared a quarterly cash dividend on our Floating Rate Series B Non-Cumulative Perpetual Preferred Stock of $\$ 7.33$ per share. The dividend is payable on October 15, 2014. Also, cash dividends of $\$ 7.32$ per share $\$ 7.35$ per share were declared on April 16, 2014 and January 16, 2014, respectively.

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## Share Repurchases

From time to time the board of directors authorizes the Company to repurchase shares of our common stock. Although we announce when the board of directors authorizes share repurchases, we typically do not give any public notice before we repurchase our shares. Future stock repurchases may be private or open-market repurchases, including block transactions, accelerated or delayed block transactions, forward transactions, and similar transactions. Various factors determine the amount and timing of our share repurchases, including our capital requirements, the number of shares we expect to issue for employee benefit plans and acquisitions, market conditions (including the trading price of our stock), and regulatory and legal considerations, including the FRB s response to our capital plan.

On March 26, 2014, Huntington announced that the Federal Reserve did not object to Huntington's proposed capital actions included in Huntington's capital plan submitted to the Federal Reserve in January 2014. These actions included a potential repurchase of up to $\$ 250$ million of common stock through the first quarter of 2015 . Huntington s board of directors authorized a share repurchase program consistent with Huntington s capital plan. The new repurchase authorization represents a $\$ 23$ million, or $10 \%$, increase from the recently completed common stock repurchase authorization. During the 2014 second quarter, we repurchased 12.1 million shares, with a weighted average price of $\$ 9.17$, under this program. Purchases of common stock may include open market purchases, privately negotiated transactions, and accelerated repurchase programs.

## Fair Value

## Fair Value Measurements

The fair value of a financial instrument is defined as the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. Assets and liabilities carried at fair value inherently result in a higher degree of financial statement volatility. We estimate the fair value of a financial instrument using a variety of valuation methods. Where financial instruments are actively traded and have quoted market prices, quoted market prices are used for fair value. We characterize active markets as those where transaction volumes are sufficient to provide objective pricing information, with reasonably narrow bid/ask spreads, and where received quoted prices do not vary widely. When the financial instruments are not actively traded, other observable market inputs, such as quoted prices of securities with similar characteristics, may be used, if available, to determine fair value. Inactive markets are characterized by low transaction volumes, price quotations that vary substantially among market participants, or in which minimal information is released publicly. When observable market prices do not exist, we estimate fair value primarily by using cash flow and other financial modeling methods. Our valuation methods consider factors such as liquidity and concentration concerns and, for the derivatives portfolio, counterparty credit risk. Other factors such as model assumptions, market dislocations, and unexpected correlations can affect estimates of fair value. Changes in these underlying factors, assumptions, or estimates in any of these areas could materially impact the amount of revenue or loss recorded.

The FASB ASC Topic 820, Fair Value Measurements, establishes a framework for measuring the fair value of financial instruments that considers the attributes specific to particular assets or liabilities and establishes a three-level hierarchy for determining fair value based on the transparency of inputs to each valuation as of the fair value measurement date. The three levels are defined as follows:

Level 1 quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 inputs include quoted prices for similar assets and liabilities in active markets, quoted prices of identical or similar assets or liabilities in markets that are not active, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

Level 3 inputs that are unobservable and significant to the fair value measurement. Financial instruments are considered Level 3 when values are determined using pricing models, discounted cash flow methodologies, or similar techniques, and at least one significant model assumption or input is unobservable.
At the end of each quarter, we assess the valuation hierarchy for each asset or liability measured. As necessary, assets or liabilities may be transferred within hierarchy levels due to changes in availability of observable market inputs at the measurement date. The fair values measured at each level of the fair value hierarchy, additional discussion regarding fair value measurements, and a brief description of how fair value is determined for categories that have unobservable inputs, can be found in Note 14 of the Notes to Unaudited Condensed Consolidated Financial Statements.

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## BUSINESS SEGMENT DISCUSSION

## Overview

Our business segments are based on our internally-aligned segment leadership structure, which is how we monitor results and assess performance. During the 2014 first quarter, we reorganized our business segments to drive our ongoing growth and leverage the knowledge of our highly experienced team. We now have five major business segments: Retail and Business Banking, Commercial Banking, Automobile Finance and Commercial Real Estate (AFCRE), Regional Banking and The Huntington Private Client Group (RBHPCG), and Home Lending. A Treasury / Other function includes our insurance brokerage business, along with technology and operations, other unallocated assets, liabilities, revenue, and expense. All periods presented have been reclassified to conform to the current period classification.

Business segment results are determined based upon our management reporting system, which assigns balance sheet and income statement items to each of the business segments. The process is designed around our organizational and management structure and, accordingly, the results derived are not necessarily comparable with similar information published by other financial institutions.

## Revenue Sharing

Revenue is recorded in the business segment responsible for the related product or service. Fee sharing is recorded to allocate portions of such revenue to other business segments involved in selling to, or providing service to, customers. Results of operations for the business segments reflect these fee sharing allocations.

## Expense Allocation

The management accounting process that develops the business segment reporting utilizes various estimates and allocation methodologies to measure the performance of the business segments. Expenses are allocated to business segments using a two-phase approach. The first phase consists of measuring and assigning unit costs (activity-based costs) to activities related to product origination and servicing. These activity-based costs are then extended, based on volumes, with the resulting amount allocated to business segments that own the related products. The second phase consists of the allocation of overhead costs to all five business segments from Treasury / Other. We utilize a full-allocation methodology, where all Treasury / Other expenses, except those related to our insurance business, reported Significant Items (except for the goodwill impairment), and a small amount of other residual unallocated expenses, are allocated to the five business segments.

## Funds Transfer Pricing (FTP)

We use an active and centralized FTP methodology to attribute appropriate income to the business segments. The intent of the FTP methodology is to transfer interest rate risk from the business segments by providing matched duration funding of assets and liabilities. The result is to centralize the financial impact, management, and reporting of interest rate risk in the Treasury / Other function where it can be centrally monitored and managed. The Treasury / Other function charges (credits) an internal cost of funds for assets held in (or pays for funding provided by) each business segment. The FTP rate is based on prevailing market interest rates for comparable duration assets (or liabilities).

## Net Income by Business Segment

The segregation of net income by business segment for the first six-month period of June 30, 2014 and June 30, 2013 is presented in the following table:

Table 31 Net Income (Loss) by Business Segment

|  | Six-Months Ended June 30, |  |  |
| :--- | :---: | ---: | :---: |
| (dollar amounts in thousands) | $\mathbf{2 0 1 4}$ | 2013 |  |
| Retail and Business Banking | $\mathbf{8 1 , 9 8 5}$ | $\$ 8,342$ |  |
| Commercial Banking | $\mathbf{6 2 , 0 2 8}$ | 74,004 |  |
| AFCRE | $\mathbf{9 9 , 3 5 8}$ | 89,352 |  |
| RBHPCG | $\mathbf{1 4 , 8 9 9}$ | 16,047 |  |
| Home Lending | $\mathbf{( 1 1 , 6 9 5 )}$ | 8,453 |  |


| Treasury/Other | $\mathbf{6 7 , 1 8 7}$ | 48,076 |  |
| :--- | ---: | ---: | ---: |
| Total net income | $\mathbf{\$}$ | $\mathbf{3 1 3 , 7 6 2}$ | $\$ 304,274$ |

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## Treasury / Other

The Treasury / Other function includes revenue and expense related to our insurance business, and assets, liabilities, and equity not directly assigned or allocated to one of the five business segments. Other assets include investment securities and bank owned life insurance. The financial impact associated with our FTP methodology, as described above, is also included.

Net interest income includes the impact of administering our investment securities portfolios and the net impact of derivatives used to hedge interest rate sensitivity. Noninterest income includes insurance income, miscellaneous fee income not allocated to other business segments, such as bank owned life insurance income and any investment security and trading asset gains or losses. Noninterest expense includes any insurance-related expenses, as well as certain corporate administrative, merger, and other miscellaneous expenses not allocated to other business segments. The provision for income taxes for the business segments is calculated at a statutory $35 \%$ tax rate, though our overall effective tax rate is lower. As a result, Treasury / Other reflects a credit for income taxes representing the difference between the lower actual effective tax rate and the statutory tax rate used to allocate income taxes to the business segments.

The $\$ 19.1$ million, or $40 \%$, year over year increase in net income for Treasury/Other was primarily the result of the FTP process described above. The FTP process produced increased net income for Treasury/Other as the sustained low market interest rate environment, combined with a shift in funding mix to include additional wholesale sources, resulted in lower FTP credits paid to the business segments.

## Optimal Customer Relationship (OCR)

Our OCR strategy is focused on building and deepening relationships with our customers through superior interactions, product penetration, and quality of service. We will deliver high-quality customer and prospect interactions through a fully integrated sales culture which will include all partners necessary to deliver a total Huntington solution The quality of our relationships will lead to our ability to be the primary bank for our customers, yielding quality, annuitized revenue and profitable share of customers overall financial services revenue. We believe our relationship oriented approach will drive a competitive advantage through our local market delivery channels.

## CONSUMER OCR PERFORMANCE

For both consumer and commercial OCR performance there are three key performance metrics: (1) the number of checking account households, (2) the number of product penetration per consumer checking household, and (3) the revenue generated from the consumer households of all business segments.

The growth in consumer checking account number of households is a result of both new sales of checking accounts and improved retention of existing checking account households. The overall objective is to grow the number of households, along with an increase in product penetration.

We use the checking account since it typically represents the primary banking relationship product. We count additional services by type, not number of services. For example, a household that has one checking account and one mortgage, we count as having two services. A household with four checking accounts, we count as having one service. The household relationship utilizing four or more services is viewed to be more profitable and loyal. The overall objective, therefore, is to decrease the percentage of 1-3 services per consumer checking account household, while increasing the percentage of those with 4 or more services. Since we have made significant strides toward having the vast majority of our customers with $4+$ services, during the 2013 second quarter, we changed our measurement to $6+$ services. We are holding ourselves to a higher performance standard.

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The following table presents consumer checking account household OCR metrics:

## Table 32 Consumer Checking Household OCR Cross-sell Report

|  | $\mathbf{2 0 1 4}$ |  |  |  |  | 2013 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Third |  |  |  |  |  |  |$)$

(1) The definitions and measurements used in our OCR process are periodically reviewed and updated prospectively. Our emphasis on cross-sell, coupled with customers being attracted by the benefits offered through our Fair Play banking philosophy with programs such as 24 -Hour Grace ${ }^{\circledR}$ on overdrafts and Asterisk-Free Checking, are having a positive effect. The percent of consumer households with 6 or more products at the end of the 2014 second quarter was $48.7 \%$, up from $46.7 \%$ at the end of the 2013 second quarter due to increased product sales and services provided.

## COMMERCIAL OCR PERFORMANCE

For commercial OCR performance, there are three key performance metrics: (1) the number of commercial relationships, (2) the number of services penetration per commercial relationship, and (3) the revenue generated. Commercial relationships include relationships from all business segments.

The growth in the number of commercial relationships is a result of both new sales of checking accounts and improved retention of existing commercial accounts. The overall objective is to grow the number of relationships, along with an increase in product service distribution.

The commercial relationship is defined as a business banking or commercial banking customer with a checking account relationship. We use this metric because we believe that the checking account anchors a business relationship and creates the opportunity to increase our cross-sell. Multiple sales of the same type of service are counted as one service, the same as consumer.

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The following table presents commercial relationship OCR metrics:

## Table 33 Commercial Relationship OCR Cross-sell Report

|  | 2014 |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Second |  | First |  | Fourth |  | Third |  | Second |
| Commercial Relationships (1) |  | 159,290 |  | 159,973 |  | 159,716 |  | 159,878 |  | 158,010 |
| Product Penetration by Number of Services (2) |  |  |  |  |  |  |  |  |  |  |
| 1 Service |  | 16.9\% |  | 19.4\% |  | 21.1\% |  | 22.1\% |  | 22.8\% |
| 2-3 Services |  | 41.8 |  | 41.1 |  | 41.4 |  | 41.1 |  | 40.9 |
| 4+ Services |  | 41.3 |  | 39.5 |  | 37.5 |  | 36.8 |  | 36.3 |
| Total revenue (in millions) |  | 211.8 | \$ | 213.3 | \$ | 190.9 | \$ | 193.9 |  | \$ 178.6 |

(1) Checking account required.
(2) The definitions and measurements used in our OCR process are periodically reviewed and updated prospectively.

By focusing on targeted relationships we are able to achieve higher product service penetration among our commercial relationships, and leverage these relationships to generate a deeper share of wallet.

Table 34 Average Loans/Leases and Deposits by Business Segment

| (dollar amounts in millions) | Six Months Ended June 30, 2014 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Busin | Retail and ness Banking | Commercial Banking |  | AFCRE |  | RBHPCG |  | Home Lending |  | Treasury / Other |  | TOTAL |
| Average Loans/Leases |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | \$ 3,606 | \$ | 10,771 | \$ | 2,871 | \$ | 617 | \$ | 1 | \$ | 82 | \$ 17,948 |
| Commercial real estate |  | 363 |  | 301 |  | 4,096 |  | 215 |  |  |  | (1) | 4,974 |
| Total commercial |  | 3,969 |  | 11,072 |  | 6,967 |  | 832 |  | 1 |  | 81 | 22,922 |
| Automobile |  |  |  |  |  | 7,070 |  |  |  |  |  | (1) | 7,069 |
| Home equity |  | 7,495 |  | 2 |  | 1 |  | 734 |  | 165 |  | (39) | 8,358 |
| Residential mortgage |  | 1,147 |  |  |  |  |  | 1,285 |  | 3,062 |  |  | 5,494 |
| Other consumer |  | 312 |  | 3 |  | 32 |  | 10 |  | 17 |  | 10 | 384 |
| Total consumer |  | 8,954 |  | 5 |  | 7,103 |  | 2,029 |  | 3,244 |  | (30) | 21,305 |
| Total loans and leases |  | \$ 12,923 | \$ | 11,077 |  | 14,070 | \$ | 2,861 |  | 3,245 | \$ | 51 | \$ 44,227 |
| Average Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits noninterest-bearing |  | \$ 5,850 | \$ | 4,543 | \$ | 742 | \$ | 1,623 | \$ |  | \$ | 295 | \$ 13,330 |
| Demand deposits interest-bearing |  | 4,719 |  | 745 |  | 67 |  | 316 |  |  |  | 13 | 5,860 |
| Money market deposits |  | 9,879 |  | 3,701 |  | 265 |  | 3,813 |  |  |  | 6 | 17,664 |
| Savings and other domestic deposits |  | 4,861 |  | 82 |  | 5 |  | 80 |  |  |  | (1) | 5,027 |
| Core certificates of deposit |  | 3,459 |  | 14 |  |  |  | 48 |  |  |  | 2 | 3,523 |
| Total core deposits |  | 28,768 |  | 9,085 |  | 1,079 |  | 5,880 |  | 277 |  | 315 | 45,404 |
| Other deposits |  | 105 |  | 833 |  | 85 |  | 3 |  |  |  | 1,496 | 2,522 |
| Total deposits |  | \$ 28,873 | \$ | 9,918 | \$ | 1,164 | \$ | 5,883 | \$ | 277 | \$ | 1,811 | \$ 47,926 |

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## Retail and Business Banking

Table 35 Key Performance Indicators for Retail and Business Banking

| (dollar amounts in thousands unless otherwise noted) | Six Months Ended June 30, |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | Amount | Percent |
| Net interest income | \$ 448,184 | \$ 453,420 | \$ ( 5,236 ) | (1)\% |
| Provision for credit losses | 41,434 | 58,321 | $(16,887)$ | (29) |
| Noninterest income | 200,496 | 187,143 | 13,353 | 7 |
| Noninterest expense | 481,115 | 477,100 | 4,015 | 1 |
| Provision for income taxes | 44,146 | 36,800 | 7,346 | 20 |
| Net income | \$ 81,985 | \$ 68,342 | \$ 13,643 | 20\% |
| Number of employees (average full-time equivalent) | 5,167 | 5,252 | (85) | (2)\% |
| Total average assets (in millions) | \$ 14,701 | \$ 14,372 | \$ 329 | 2 |
| Total average loans/leases (in millions) | 12,923 | 12,643 | 280 | 2 |
| Total average deposits (in millions) | 28,873 | 28,331 | 542 | 2 |
| Net interest margin | 3.17\% | 3.25\% | (0.08)\% | (2) |
| NCOs | \$ 46,027 | \$ 59,841 | \$ (13,814) | (23) |
| NCOs as a \% of average loans and leases | 0.71\% | 0.95\% | (0.24)\% | (25) |
| Return on average common equity | 12.2 | 9.7 | 2.5 | 26 |

Retail and Business Banking reported net income of $\$ 82.0$ million in the first six-month period of 2014. This was an increase of $\$ 13.6$ million, or $20 \%$, when compared to the year-ago period. The increase in net income reflected a combination of factors described below.

The decrease in net interest income from the year-ago period reflected:

8 basis point decrease in the net interest margin. This decline was mainly due to a 13 basis point decrease in deposit spreads that resulted from a reduction in the funds transfer price rates assigned to those deposits. Partially offset by:
$\$ 0.5$ billion, or $2 \%$, increase in total average deposits.

10 basis points increase in loan spreads, primarily due to a reduction in the funds transfer price assigned to loans. The increase in total average loans and leases from the year-ago period reflected:
$\$ 179$ million, or $2 \%$, increase in consumer loans, primarily due to growth in home equity lines of credit and residential mortgages, as well as the impact of the Camco acquisition.
$\$ 101$ million, or $3 \%$, increase in commercial loans, primarily due to C\&I loan growth and the impact of the Camco acquisition. The increase in total average deposits from the year-ago period reflected:

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A continued focus on product mix in reducing the overall cost of deposits as evidenced by an increase in money market and noninterest bearing deposits and a corresponding decrease in core certificates of deposit. In addition, the Camco acquisition contributed to the deposit increase.

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The decrease in the provision for credit losses from the year-ago period reflected:

A $\$ 13.8$ million, or $23 \%$, decrease in NCOs, combined with improved credit metrics in business banking and in consumer loans. The increase in noninterest income from the year-ago period reflected:
$\$ 7.7$ million, or $8 \%$, increase in service charges on deposit accounts, primarily due to an increase in the number of households and changing customer usage patterns.
$\$ 6.0$ million, or $14 \%$, increase in electronic banking income, primarily due to higher transaction volumes and an increase in the number of households.
$\$ 4.2$ million, or $42 \%$, increase in other noninterest income, primarily due to an increase in gains on SBA loan sales and loan servicing and an increase in revenue from our credit card product, which was introduced in the 2013 third quarter.
Partially offset by:
$\$ 6.5$ million, or $51 \%$ decline in mortgage banking income, primarily due to lower refinancing activity referred to the Home Lending segment.
The increase in noninterest expense from the year-ago period reflected:
$\$ 12.2$ million, or $6 \%$ increase in other noninterest expense, primarily due to a $\$ 12.8$ million, or $7 \%$ increase in allocated indirect expenses.
$\$ 2.7$ million, or $17 \%$ increase in equipment expense, primarily due to technology investments, including ATM deposit automation and replacement of computers in branches in advance of implementing a new teller system.
$\$ 2.1$ million, or $12 \%$ increase in outside data processing and other services expense, primarily related to our new credit card product. Partially offset by:
$\$ 8.7$ million, or $6 \%$, decrease in personnel costs, primarily due to the curtailment of the pension plan at the end of 2013. Various efficiency improvement initiatives also contributed to the decrease in personnel costs.
$\$ 3.6$ million, or $46 \%$, reduction in deposit and other insurance.
$\$ 1.4$ million, or $10 \%$, reduction in amortization of intangibles.

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## Commercial Banking

Table 36 Key Performance Indicators for Commercial Banking

|  | Six Months Ended June 30, |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands unless otherwise noted) | 2014 | 2013 |  | Amount | Percent |
| Net interest income | \$ 142,626 | \$ 139,995 | \$ | 2,631 | 2\% |
| Provision for credit losses | 17,596 | $(8,614)$ |  | 26,210 | N.R. |
| Noninterest income | 66,237 | 63,780 |  | 2,457 | 4 |
| Noninterest expense | 95,840 | 98,536 |  | $(2,696)$ | (3) |
| Provision for income taxes | 33,399 | 39,849 |  | $(6,450)$ | (16) |
| Net income | \$ 62,028 | \$ 74,004 |  | $(11,976)$ | (16)\% |
| Number of employees (average full-time equivalent) | 643 | 687 |  | (44) | (6)\% |
| Total average assets (in millions) | \$ 12,887 | \$ 11,663 | \$ | 1,224 | 10 |
| Total average loans/leases (in millions) | 11,077 | 10,656 |  | 421 | 4 |
| Total average deposits (in millions) | 9,918 | 9,118 |  | 800 | 9 |
| Net interest margin | 2.60\% | 2.76\% |  | (0.16)\% | (6) |
| NCOs | \$ 5,479 | \$ $(3,029)$ | \$ | 8,508 | (281) |
| NCOs as a \% of average loans and leases | 0.10\% | (0.06)\% |  | 0.16\% | (267) |
| Return on average common equity | 9.6 | 14.9 |  | (5.3) | (36) |

N.R. Not relevant, as denominator of calculation is a negative in prior period compared with positive in current period.

## 2014 First Six Months vs. 2013 First Six Months

Commercial Banking reported net income of $\$ 62.0$ million in the first six-month period of 2014. This was a decrease of $\$ 12.0$ million, or $16 \%$, compared to the year-ago period. The decrease in net income reflected a combination of factors described below.

The increase in net interest income from the year-ago period reflected:
$\$ 0.8$ billion, or $9 \%$, increase in average total deposits.
$\$ 1.1$ billion, or $10 \%$, increase in total average earning assets.
Partially offset by:

16 basis point decrease in the net interest margin, primarily due to a 10 basis point compression in commercial loan spreads, as well as decreased funds transfer pricing credit on deposits.
The increase in total average earning assets from the year-ago period reflected:
$\$ 0.7$ billion increase in available-for-sale securities.
$\$ 0.4$ billion, or $507 \%$, increase in the international loan portfolio, primarily bankers acceptances and foreign insured receivables.

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$\$ 0.2$ billion, or $2 \%$, increase in the middle market loan portfolio, primarily due to our focus in specialty businesses. Partially offset by:
$\$ 0.2$ billion, or $54 \%$, decrease in commercial loans managed by SAD, which reflected improved credit quality in the portfolio.

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The increase in total average deposits from the year-ago period reflected:
$\$ 1.0$ billion, or $12 \%$, increase in core deposits, which primarily reflected a $\$ 0.5$ billion increase in noninterest-bearing demand deposits. Middle market accounts, such as not-for-profit universities and healthcare, contributed $\$ 0.7$ billion of the balance growth, while corporate banking accounts contributed $\$ 0.3$ billion.
The increase in the provision for credit losses from the year-ago period reflected:

The increase was primarily due to loan growth and an increase in NCOs.
The increase in noninterest income from the year-ago period reflected:
$\$ 1.6$ million, or $7 \%$, increase in service charges on deposit accounts and other Treasury Management related revenue, primarily due to a new commercial card product implemented in 2013.
$\$ 1.3$ million, or $32 \%$, increase in international related revenue, primarily due to bankers acceptances and letters of credit. Partially offset by:
$\$ 1.3$ million, or $9 \%$, decrease in commitment and other loan related fees primarily reflecting a significant one-time fee in the 2013 first quarter.
The decrease in noninterest expense from the year-ago period reflected:
$\$ 2.8$ million, or $45 \%$, decrease in deposit and other insurance expense.
$\$ 1.2$ million, or $6 \%$, decrease in allocated overhead expense.
Partially offset by:
$\$ 1.2$ million, or $23 \%$, increase in treasury management related data processing expense, driven primarily by the new commercial card product.

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## Automobile Finance and Commercial Real Estate

Table 37 Key Performance Indicators for Automobile Finance and Commercial Real Estate

| (dollar amounts in thousands unless otherwise noted) | Six Months Ended June 30, 2014 <br> 2013 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Percent |
| Net interest income | \$ 191,035 | \$ 180,733 | \$ 10,302 | 6\% |
| Provision (reduction in allowance) for credit losses | $(23,701)$ | $(12,171)$ | 11,530 | 95 |
| Noninterest income | 17,815 | 21,873 | $(4,058)$ | (19) |
| Noninterest expense | 79,693 | 77,313 | 2,380 | 3 |
| Provision for income taxes | 53,500 | 48,112 | 5,388 | 11 |
| Net income | \$ 99,358 | \$ 89,352 | \$ 10,006 | 11\% |
| Number of employees (average full-time equivalent) | 286 | 282 | 4 | 1\% |
| Total average assets (in millions) | \$ 14,403 | \$ 12,580 | \$ 1,823 | 14 |
| Total average loans/leases (in millions) | 14,070 | 11,887 | 2,183 | 18 |
| Total average deposits (in millions) | 1,164 | 991 | 173 | 17 |
| Net interest margin | 2.68\% | 2.88\% | (0.20)\% | (7) |
| NCOs | \$ 4,602 | \$ 14,185 | \$ (9,583) | (68) |
| NCOs as a \% of average loans and leases | 0.07\% | 0.24\% | (0.17)\% | (71) |
| Return on average common equity | 31.1 | 31.0 | 0.1 | 0 |

2014 First Six Months vs. 2013 First Six Months

AFCRE reported net income of $\$ 99.4$ million in the first six-month period of 2014. This was an increase of $\$ 10.0$ million, or $11 \%$, compared to the year-ago period. The increase in net income reflected a combination of factors described below.

The increase in net interest income from the year-ago period reflected:
$\$ 2.0$ billion, or $40 \%$, increase in automobile loans and leases, primarily due to continued strong origination volume.
Partially offset by:

20 basis point decrease in the net interest margin, primarily due to 16 basis point reduction in loan spreads. This decline primarily reflects the impact of competitive pricing pressures in all of our portfolios, partially offset by a $\$ 5.1$ million, or 7 basis points, recovery from the unexpected pay-off of an acquired commercial real estate loan.
The decrease in the provision (reduction in allowance) for credit losses from the year-ago period reflected:

Decline in NCOs and improving CRE credit metrics.
The decrease in noninterest income from the year-ago period reflected:
$\$ 4.3$ million, or $22 \%$, decrease in other noninterest income, primarily due to decreases in market related gains associated with certain loans carried at fair value, operating lease related income and servicing income on securitized automobile loans.
The increase in noninterest expense from the year-ago period reflected:

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$\$ 4.2$ million, or $9 \%$, increase in other noninterest expense, primarily due to a $\$ 5.1$ million increase in allocated expenses, generally reflecting higher levels of business activity.
Partially offset by:
$\$ 2.3$ million, or $35 \%$, decrease in deposit and other insurance expense.

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## Regional Banking and The Huntington Private Client Group

Table 38 Key Performance Indicators for Regional Banking and The Huntington Private Client Group


## 2014 First Six Months vs. 2013 First Six Months

RBHPCG reported net income of $\$ 14.9$ million in the first six-month period of 2014. This was a decrease of $\$ 1.1$ million, or $7 \%$, when compared to the year-ago period. The decrease in net income reflected a combination of factors described below.

The decrease in net interest income from the year-ago period reflected:

11 basis point decrease in the net interest margin, primarily due to lower spreads on deposits, resulting from lower funds transfer pricing rates.
Partially offset by:
$\$ 0.1$ billion, or $2 \%$, increase in average total deposits.
The decrease in provision for credit losses reflected:

Improved credit quality of commercial loans.
The decrease in noninterest income from the year-ago period reflected:

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$\$ 3.6$ million, or $6 \%$, decrease in trust services, primarily due to reduced proprietary mutual fund revenue mainly due to a reduction in asset values and partially due to the sale of the fixed income funds.
$\$ 3.5$ million, or $35 \%$, decrease in other noninterest income, primarily due to a gain realized from LIHTC investment sales in the 2013 first quarter.
$\$ 1.9$ million, or $9 \%$, decrease in brokerage income, primarily due to a change in the product sales mix.

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The decrease in noninterest expense from the year-ago period reflected:
$\$ 3.8$ million, or $13 \%$, decrease in other noninterest expense, primarily due to a decrease in allocated costs.
$\$ 2.0$ million, or $3 \%$, decrease in personnel costs, primarily due to the curtailment of the pension plan at the end of 2013. Partially offset by:
$\$ 2.5$ million, or $148 \%$, increase in professional services expense, primarily due to increased consulting fees.

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## Home Lending

Table 39 Key Performance Indicators for Home Lending

|  | Six Months Ended June 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands unless otherwise noted) |  | 2014 |  | 2013 |  | Amount | Percent |
| Net interest income | \$ | 27,377 |  | 24,706 | \$ | 2,671 | 11\% |
| Provision for credit losses |  | 16,511 |  | 6,492 |  | 10,019 | 154 |
| Noninterest income |  | 39,108 |  | 67,222 |  | $(28,114)$ | (42) |
| Noninterest expense |  | 67,967 |  | 72,432 |  | $(4,465)$ | (6) |
| Provision for income taxes |  | $(6,298)$ |  | 4,551 |  | 10,849 | 238 |
| Net income (Loss) |  | $(11,695)$ |  | 8,453 |  | 20,148 | 238\% |
| Number of employees (average full-time equivalent) |  | 989 |  | 1,117 |  | (128) | (11)\% |
| Total average assets (in millions) | \$ | 3,742 | \$ | 3,593 | \$ | 149 | 4 |
| Total average loans/leases (in millions) |  | 3,245 |  | 3,026 |  | 219 | 7 |
| Total average deposits (in millions) |  | 277 |  | 399 |  | (122) | (31) |
| Net interest margin |  | 1.57\% |  | 1.46\% |  | 0.11 | 8 |
| NCOs |  | 10,526 |  | 10,175 | \$ | 351 | 3 |
| NCOs as a \% of average loans and leases |  | 0.65\% |  | 0.67\% |  | (0.02) | (3) |
| Return on average common equity |  | (13.5) |  | 9.3 |  | 22.8 | N.R. |
| Mortgage banking origination volume (in millions) | \$ | 585 |  | 816 | \$ | (231) | (28) |

N.R. Not relevant, as denominator of calculation is a loss in the current period compared with a loss in the prior period.

## 2014 First Six Months vs. 2013 First Six Months

Home Lending reported a net loss of $\$ 11.7$ million in the first six-month period of 2014 compared to net income of $\$ 8.5$ million in the year-ago period. Home Lending supports the origination and servicing of mortgage loans across all segments. The decrease in net income reflected a combination of factors described below.

The increase in net interest income from the year-ago period reflected:

11 basis point increase in the net interest margin, primarily due to a 19 basis point increase in loan spreads. This increase is primarily driven by lower funding costs on the loan portfolio.
$\$ 0.2$ billion, or $7 \%$, increase in average total loans.
Partially offset by:
$\$ 0.1$ billion, or $31 \%$, decrease in average total deposits driven by lower refinance volume and escrow balances.
The increase in provision for credit losses reflected:

The increase in NCOs and the transfer of the student loan portfolio to loans held-for-sale during the 2014 first quarter.
The decrease in noninterest income from the year-ago period reflected:

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$\$ 26.1$ million, or $41 \%$, decrease in mortgage banking income, primarily due to a reduction in volume and gain on sale related to lower refinancing levels.
$\$ 1.7$ million, or $55 \%$, decrease in insurance income, primarily due to lower refinance volume related to title insurance referrals. The decrease in noninterest expense from the year-ago period reflected:
$\$ 7.2$ million, or $15 \%$, decrease in personnel costs, primarily due to lower mortgage production volume and lower headcount.

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Partially offset by:
$\$ 2.2$ million, or $20 \%$, increase in other noninterest expense, primarily due to goodwill impairment in the 2014 first quarter.
$\$ 1.9$ million, or $26 \%$, increase in outside data processing and other services, primarily due to spending on loan promotions.

## ADDITIONAL DISCLOSURES

## Forward-Looking Statements

This report, including MD\&A, contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Statements that do not describe historical or current facts, including statements about beliefs and expectations, are forward-looking statements. 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. The forward-looking statements are intended to be subject to the safe harbor provided by Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the Private Securities Litigation Reform Act of 1995 .

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of collateral that could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected, (2) changes in general economic, political, or industry conditions, uncertainty in U.S. fiscal and monetary policy, including the interest rate policies of the Federal Reserve Board, volatility and disruptions in global capital and credit markets, (3) movements in interest rates, (4) competitive pressures on product pricing and services, (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services implementing our Fair Play banking philosophy, (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements, (7) extended disruption of vital infrastructure, (8) the final outcome of significant litigation, (9) the nature, extent, timing, and results of governmental actions, examinations, reviews, reforms, regulations, and interpretations, including those related to the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Basel III regulatory capital reforms, as well as those involving the OCC, Federal Reserve, FDIC, and CFPB, and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in our 2013 Annual Report on Form 10-K and documents subsequently filed by us with the Securities and Exchange Commission.

All forward-looking statements speak only as of the date they are made and are based on information available at that time. We assume no obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements were made or to reflect the occurrence of unanticipated events except as required by federal securities laws. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.

## Non-Regulatory Capital Ratios

In addition to capital ratios defined by banking regulators, the Company considers various other measures when evaluating capital utilization and adequacy, including:

Tangible common equity to tangible assets,

Tier 1 common equity to risk-weighted assets using Basel I and Basel III definitions, and

Tangible common equity to risk-weighted assets using Basel I definition.

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These non-regulatory capital ratios are viewed by management as useful additional methods of reflecting the level of capital available to withstand unexpected market conditions. Additionally, presentation of these ratios allows readers to compare the Company s capitalization to other financial services companies. These ratios differ from capital ratios defined by banking regulators principally in that the numerator excludes preferred securities, the nature and extent of which varies among different financial services companies. These ratios are not defined in Generally Accepted Accounting Principles (GAAP ) or federal banking regulations. As a result, these non-regulatory capital ratios disclosed by the Company are considered non-GAAP financial measures.

Because there are no standardized definitions for these non-regulatory capital ratios, the Company s calculation methods may differ from those used by other financial services companies. Also, there may be limits in the usefulness of these measures to investors. As a result, the Company encourages readers to consider the consolidated financial statements and other financial information contained in this Form 10-Q in their entirety, and not to rely on any single financial measure.

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## Risk Factors

Information on risk is discussed in the Risk Factors section included in Item 1A of our 2013 Form 10-K. Additional information regarding risk factors can also be found in the Risk Management and Capital discussion of this report.

## Critical Accounting Policies and Use of Significant Estimates

Our financial statements are prepared in accordance with GAAP. The preparation of financial statements in conformity with GAAP requires us to establish critical accounting policies and make accounting estimates, assumptions, and judgments that affect amounts recorded and reported in our financial statements. Note 1 of Notes to Consolidated Financial Statements included in our 2013 Form 10-K, as supplemented by this report, lists significant accounting policies we use in the development and presentation of our financial statements. This MD\&A, the significant accounting policies, and other financial statement disclosures identify and address key variables and other qualitative and quantitative factors necessary for an understanding and evaluation of our company, financial position, results of operations, and cash flows.

An accounting estimate requires assumptions about uncertain matters that could have a material effect on the financial statements if a different amount within a range of estimates were used or if estimates changed from period to period. Estimates are made under facts and circumstances at a point in time, and changes in those facts and circumstances could produce results that significantly differ from when those estimates were made.

Our most significant accounting estimates relate to our ACL, income taxes and deferred tax assets, and fair value measurements of investment securities, goodwill, pension, and other real estate owned. These significant accounting estimates and their related application are discussed in our 2013 Form 10-K.

## Recent Accounting Pronouncements and Developments

Note 2 of the Notes to Unaudited Condensed Consolidated Financial Statements discusses new accounting pronouncements adopted during 2014 and the expected impact of accounting pronouncements recently issued but not yet required to be adopted. To the extent the adoption of new accounting standards materially affect financial condition, results of operations, or liquidity, the impacts are discussed in the applicable section of this MD\&A and the Notes to Unaudited Condensed Consolidated Financial Statements.

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## Item 1: Financial Statements

## Huntington Bancshares Incorporated

## Condensed Consolidated Balance Sheets

## (Unaudited)

| (dollar amounts in thousands, except number of shares) | $2014$ <br> June 30, |  | 2013 <br> December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and due from banks | \$ | 1,218,453 | \$ | 1,001,132 |
| Interest-bearing deposits in banks |  | 69,634 |  | 57,043 |
| Trading account securities |  | 50,541 |  | 35,573 |
| Loans held for sale (includes \$316,182 and \$278,928 respectively, measured at fair value) (1) |  | 317,862 |  | 326,212 |
| Available-for-sale and other securities |  | 8,491,037 |  | 7,308,753 |
| Held-to-maturity securities |  | 3,621,995 |  | 3,836,667 |
| Loans and leases (includes \$25,498 and \$52,286 respectively, measured at fair value) (1) |  | 46,079,775 |  | 43,120,500 |
| Allowance for loan and lease losses |  | $(635,101)$ |  | $(647,870)$ |
| Net loans and leases |  | 45,444,674 |  | 42,472,630 |
| Bank owned life insurance |  | 1,693,991 |  | 1,647,170 |
| Premises and equipment |  | 622,289 |  | 634,657 |
| Goodwill |  | 505,448 |  | 444,268 |
| Other intangible assets |  | 81,460 |  | 93,193 |
| Accrued income and other assets |  | 1,679,729 |  | 1,609,876 |
| Total assets | \$ | 63,797,113 | \$ | 59,467,174 |


| Liabilities and shareholders equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |  |
| Deposits | \$ | 48,748,765 | \$ | 47,506,718 |
| Short-term borrowings |  | 1,252,409 |  | 552,143 |
| Federal Home Loan Bank advances |  | 2,883,173 |  | 1,808,293 |
| Other long-term debt |  | 2,602,869 |  | 1,349,119 |
| Subordinated notes |  | 983,310 |  | 1,100,860 |
| Accrued expenses and other liabilities |  | 1,085,796 |  | 1,059,888 |
| Total liabilities |  | 57,556,322 |  | 53,377,021 |


| Shareholders equity |  |  |  |
| :--- | :--- | ---: | :--- |
| Preferred stock authorized $6,617,808$ shares: |  |  |  |
| Series A, $8.50 \%$ fixed rate, non-cumulative perpetual convertible preferred stock, par value of |  |  |  |
| $\$ 0.01$, and liquidation value per share of $\$ 1,000$ | $\mathbf{3 6 2 , 5 0 7}$ | 362,507 |  |
| Series B, floating rate, non-voting, non-cumulative perpetual preferred stock, par value of $\$ 0.01$, | $\mathbf{2 3 , 7 8 5}$ | $\mathbf{8 , 1 8 2}$ | 8,785 |
| and liquidation value per share of $\$ 1,000$ | $\mathbf{7 , 2 7 9 , 2 4 4}$ | $7,398,515$ |  |
| Common stock | $\mathbf{( 9 , 0 7 1 )}$ | $(9,643)$ |  |
| Capital surplus | $\mathbf{( 1 5 9 , 7 2 7 )}$ | $(214,009)$ |  |
| Less treasury shares, at cost | $\mathbf{( 1 , 2 6 4 , 1 2 9 )}$ | $(1,479,324)$ |  |
| Accumulated other comprehensive loss |  | $\mathbf{6 , 2 4 0 , 7 9 1}$ | $\mathbf{6 , 0 9 0 , 1 5 3}$ |

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| Total liabilities and shareholders equity | $\mathbf{8 3 , 7 9 7 , 1 1 3}$ | $\$$ | $59,467,174$ |
| :--- | ---: | ---: | ---: |
| Common shares authorized (par value of $\$ 0.01$ ) | $\mathbf{1 , 5 0 0 , 0 0 0 , 0 0 0}$ | $1,500,000,000$ |  |
| Common shares issued | $\mathbf{8 1 8 , 2 4 8 , 4 5 0}$ | $832,217,098$ |  |
| Common shares outstanding | $\mathbf{8 1 7 , 0 0 2 , 2 9 6}$ | $830,963,427$ |  |
| Treasury shares outstanding | $\mathbf{1 , 2 4 6 , 1 5 4}$ | $1,253,671$ |  |
| Preferred shares issued | $\mathbf{1 , 9 6 7 , 0 7 1}$ | $1,967,071$ |  |
| Preferred shares outstanding | $\mathbf{3 9 8 , 0 0 7}$ | 398,007 |  |

(1) Amounts represent loans for which Huntington has elected the fair value option. See Notes to Unaudited Condensed Consolidated Financial Statements

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## Huntington Bancshares Incorporated

## Condensed Consolidated Statements of Income

## (Unaudited)

| (dollar amounts in thousands, except per share amounts) | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2013 | 2014 | 2013 |
| Interest and fee income: |  |  |  |  |
| Loans and leases | \$ 421,152 | \$ 405,445 | \$ 823,674 | \$ 812,324 |
| Available-for-sale and other securities |  |  |  |  |
| Taxable | 42,028 | 38,539 | 80,484 | 78,724 |
| Tax-exempt | 6,391 | 2,760 | 11,862 | 5,375 |
| Held-to-maturity securities - taxable | 22,614 | 9,778 | 45,934 | 19,616 |
| Other | 3,137 | 6,060 | 5,823 | 11,862 |
| Total interest income | 495,322 | 462,582 | 967,777 | 927,901 |
| Interest expense: |  |  |  |  |
| Deposits | 21,846 | 29,591 | 45,784 | 61,626 |
| Short-term borrowings | 270 | 179 | 420 | 413 |
| Federal Home Loan Bank advances | 622 | 273 | 1,075 | 574 |
| Subordinated notes and other long-term debt | 12,536 | 7,602 | 22,944 | 16,181 |
| Total interest expense | 35,274 | 37,645 | 70,223 | 78,794 |
| Net interest income | 460,048 | 424,937 | 897,554 | 849,107 |
| Provision for credit losses | 29,385 | 24,722 | 54,015 | 54,314 |
| Net interest income after provision for credit losses | 430,663 | 400,215 | 843,539 | 794,793 |
| Service charges on deposit accounts | 72,633 | 68,009 | 137,215 | 128,892 |
| Mortgage banking income | 22,717 | 33,659 | 45,807 | 78,907 |
| Trust services | 29,581 | 30,666 | 59,146 | 61,826 |
| Electronic banking | 26,491 | 23,345 | 50,133 | 44,058 |
| Insurance income | 15,996 | 17,187 | 32,492 | 36,439 |
| Brokerage income | 17,831 | 19,546 | 34,903 | 37,541 |
| Bank owned life insurance income | 13,865 | 15,421 | 27,172 | 28,863 |
| Capital markets fees | 10,500 | 12,229 | 19,694 | 20,063 |
| Gain on sale of loans | 3,914 | 3,348 | 7,484 | 5,964 |
| Net gains on sales of securities | 490 | 610 | 17,460 | 797 |
| Impairment losses recognized in earnings on available-for-sale securities |  | $(1,020)$ |  | $(1,716)$ |
| Other noninterest income | 36,049 | 28,919 | 67,046 | 66,903 |
| Total noninterest income | 250,067 | 251,919 | 498,552 | 508,537 |
| Personnel costs | 260,600 | 263,862 | 510,077 | 522,757 |
| Outside data processing and other services | 54,338 | 49,898 | 105,828 | 99,163 |
| Net occupancy | 28,673 | 27,656 | 62,106 | 57,770 |
| Equipment | 28,749 | 24,947 | 57,499 | 49,827 |
| Marketing | 14,832 | 14,239 | 25,518 | 25,210 |
| Deposit and other insurance expense | 10,599 | 13,460 | 24,317 | 28,950 |
| Amortization of intangibles | 9,520 | 10,362 | 18,811 | 20,682 |

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| Professional services | 17,896 | 9,341 | 30,127 | 16,533 |
| :---: | :---: | :---: | :---: | :---: |
| Other noninterest expense | 33,429 | 32,100 | 84,474 | 67,766 |
| Total noninterest expense | 458,636 | 445,865 | 918,757 | 888,658 |
| Income before income taxes | 222,094 | 206,269 | 423,334 | 414,672 |
| Provision for income taxes | 57,475 | 55,269 | 109,572 | 110,398 |
| Net income | 164,619 | 151,000 | 313,762 | 304,274 |
| Dividends on preferred shares | 7,963 | 7,967 | 15,927 | 15,937 |
| Net income applicable to common shares | \$ 156,656 | \$ 143,033 | \$ 297,835 | \$288,337 |
| Average common shares basic | 821,546 | 834,730 | 825,603 | 837,917 |
| Average common shares diluted | 834,687 | 843,840 | 838,546 | 846,274 |
| Per common share: |  |  |  |  |
| Net income basic | \$ 0.19 | \$ 0.17 | \$ 0.36 | \$ 0.34 |
| Net income diluted | 0.19 | 0.17 | 0.36 | 0.34 |
| Cash dividends declared | 0.05 | 0.05 | 0.10 | 0.09 |
| OTTI losses for the periods presented: |  |  |  |  |
| Total OTTI losses | \$ | \$ (1,020) | \$ | \$ (1,716) |
| Noncredit-related portion of loss recognized in OCI |  |  |  |  |
| Impairment losses recognized in earnings on available-for-sale securities | \$ | \$ $(1,020)$ | \$ | \$ (1,716) |

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## Huntington Bancshares Incorporated

## Condensed Consolidated Statements of Comprehensive Income

## (Unaudited)

|  | Three Months Ended June 30, |  |  | Six Months EndedJune 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in thousands) | 2014 |  | 2013 | 2014 |  | 2013 |
| Net income | \$ 164,619 | \$ | 151,000 | \$ 313,762 | \$ | 304,274 |
| Other comprehensive income, net of tax: |  |  |  |  |  |  |
| Unrealized gains on available-for-sale and other securities: |  |  |  |  |  |  |
| Non-credit-related impairment recoveries on debt securities not expected to be sold | 809 |  | 3,945 | 5,598 |  | 7,754 |
| Unrealized net gains (losses) on available-for-sale and other securities arising during the period, net of reclassification for net realized gains | 23,448 |  | $(76,664)$ | 30,401 |  | $(81,989)$ |
| Total unrealized gains (losses) on available-for-sale and other securities | 24,257 |  | $(72,719)$ | 35,999 |  | $(74,235)$ |
| Unrealized gains (losses) on cash flow hedging derivatives | 17,186 |  | $(56,410)$ | 17,129 |  | $(69,380)$ |
| Change in accumulated unrealized losses for pension and other post-retirement obligations | 577 |  | 5,348 | 1,154 |  | 10,696 |
| Other comprehensive income (loss) | 42,020 |  | $(123,781)$ | 54,282 |  | $(132,919)$ |
| Comprehensive income | \$ 206,639 | \$ | 27,219 | \$ 368,044 |  | 171,355 |

See Notes to Unaudited Condensed Consolidated Financial Statements

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## Huntington Bancshares Incorporated

## Condensed Consolidated Statements of Changes in Shareholders Equity

## (Unaudited)


Balance, end of period $\quad 363 \quad \$ 362,507 \quad 35 \quad \$ 23,785 \quad 831,030 \quad \$ 8,310 \quad \$ 7,390,041 \quad(1,355) \quad \$(10,719) \quad \$(283,736) \quad \$(1,716,541) \quad \$ 5,773,647$

Six Months Ended June 30,
2014
Balance, beginning of
period

| Net income |  |  |  |  | 313,762 | 313,762 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other comprehensive income (loss) |  |  |  | 54,282 |  | 54,282 |
| Shares issued pursuant to acquisition | 8,670 | 87 | 91,577 |  |  | 91,664 |
| Shares issued to HIP | 276 | 3 | 2,594 |  |  | 2,597 |
| Repurchases of common stock | $(26,666)$ | (267) | $(246,722)$ |  |  | $(246,989)$ |
| Cash dividends declared: |  |  |  |  |  |  |
| Common (\$0.10 per share) |  |  |  |  | $(82,245)$ | $(82,245)$ |


| Preferred Series A (\$42.50 per share) |  |  |  |  |  |  |  |  |  |  |  | $(15,407)$ | $(15,407)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred Series B (\$14.68 per share) |  |  |  |  |  |  |  |  |  |  |  | (521) | (521) |
| Recognition of the fair value of share-based compensation |  |  |  |  |  |  | 22,792 |  |  |  |  |  | 22,792 |
| Other share-based compensation activity |  |  |  |  | 2,942 | 29 | 8,700 |  |  |  |  | (350) | 8,379 |
| Other |  |  |  |  | 809 | 8 | 1,788 | 85 |  | 572 |  | (44) | 2,324 |
| Balance, end of period | 363 | \$ 362,507 | 35 | \$ 23,785 | 818,248 | \$8,182 | \$ 7,279,244 | $(1,246)$ | \$ | $(9,071)$ | \$ $(159,727)$ | \$ (1,264,129) | \$ 6,240,791 |

See Notes to Unaudited Condensed Consolidated Financial Statements

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## Huntington Bancshares Incorporated

## Condensed Consolidated Statements of Cash Flows

## (Unaudited)

|  | Six Months Ended |  |
| :--- | ---: | ---: |
| June 30, |  |  |
| (dollar amounts in thousands) | $\mathbf{2 0 1 4}$ | 2013 |
| Operating activities | $\mathbf{3 1 3 , 7 6 2}$ | $\$$ |
| Net income | 304,274 |  |
| Adjustments to reconcile net income to net cash provided by operating activities: | $\mathbf{3 , 0 0 0}$ |  |
| Impairment of goodwill | $\mathbf{5 4 , 0 1 5}$ | 54,314 |
| Provision for credit losses | $\mathbf{1 5 2 , 8 6 7}$ | 135,364 |
| Depreciation and amortization | $\mathbf{2 2 , 7 9 2}$ | 17,896 |
| Share-based compensation expense | $\mathbf{( 1 0 , 2 8 0 )}$ | 7,234 |
| Change in deferred income taxes | $\mathbf{( 1 , 0 8 7 , 8 2 5 )}$ | $(1,583,569)$ |
| Originations of loans held for sale | $\mathbf{1 , 0 7 1 , 9 8 0}$ | $1,624,214$ |
| Principal payments on and proceeds from loans held for sale | $\mathbf{( 1 2 , 2 0 9 )}$ | $(34,687)$ |
| Gain on sale of loans held for sale | $\mathbf{( 1 7 , 4 6 0 )}$ | $(797)$ |
| Net gain on sales of securities |  | 1,716 |
| Impairment losses recognized in earnings on available-for-sale securities | $\mathbf{( 1 4 , 9 6 8 )}$ | 10,278 |
| Net change in: | $\mathbf{( 1 0 8 , 1 5 4 )}$ | $(15,150)$ |
| Trading account securities | $\mathbf{1 5 , 0 7 9}$ | $(181,999)$ |
| Accrued income and other assets |  |  |


| Net cash provided by (used for) operating activities | $\mathbf{3 8 2 , 5 9 9}$ | 409,088 |
| :--- | ---: | :---: |
| Investing activities | $\mathbf{( 1 2 , 5 9 1 )}$ | $\mathbf{( 1 3 , 4 5 2 )}$ |
| Change in interest bearing deposits in banks |  |  |
| Cash paid for acquisition, net of cash received | $\mathbf{4 9 8 , 2 2 7}$ | $\mathbf{7 7 2 , 7 0 0}$ |
| Proceeds from: | $\mathbf{2 1 2 , 6 7 9}$ | 111,280 |
| Maturities and calls of available-for-sale and other securities | $\mathbf{1 , 0 7 0 , 3 0 5}$ | 328,031 |
| Maturities of held-to-maturity securities | $\mathbf{( 2 , 6 0 3 , 6 0 2 )}$ | $(777,389)$ |
| Sales of available-for-sale and other securities | $\mathbf{1 3 2 , 0 7 4}$ | $238,741)$ |
| Purchases of available-for-sale and other securities | $\mathbf{( 2 , 4 2 2 , 7 2 9 )}$ | $(1,077,734)$ |
| Purchases of held-to-maturity securities | $\mathbf{3 7 7}$ | $\mathbf{7 , 4 9 9}$ |
| Net proceeds from sales of loans | $\mathbf{( 2 2 , 5 9 5 )}$ | $(49,127)$ |
| Net loan and lease activity, excluding sales | $\mathbf{1 7 , 3 2 6}$ | 20,800 |
| Proceeds from sale of operating lease assets | $\mathbf{( 2 0 5 , 6 0 3 )}$ | $(18,110)$ |
| Purchases of premises and equipment | $\mathbf{( 2 2 3 )}$ | $\mathbf{2 , 5 5 2}$ |
| Proceeds from sales of other real estate | 2,015 |  |
| Purchases of loans and leases |  |  |
| Purchase of customer list |  |  |

Net cash provided by (used for) investing activities
(3,347,255)
$(605,923)$

| Financing activities | $\mathbf{6 8 5 , 1 8 0}$ | 82,055 |
| :--- | ---: | ---: |
| Increase (decrease) in deposits | $\mathbf{7 0 3 , 4 6 8}$ | 109,480 |
| Increase (decrease) in short-term borrowings | $(50,000)$ |  |
| Maturity/redemption of subordinated notes | $\mathbf{( 1 2 4 , 9 0 7 )}$ | $(\mathbf{2 , 8 7 5 , 0 0 0}$ |
| Proceeds from Federal Home Loan Bank advances | $\mathbf{( 1 , 8 7 3 , 8 6 5 )}$ | $(2,300,566)$ |
| Maturity/redemption of Federal Home Loan Bank advances |  |  |

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Huntington Bancshares Incorporated
Notes to Unaudited Condensed Consolidated Financial Statements

## 1. BASIS OF PRESENTATION

The accompanying Unaudited Condensed Consolidated Financial Statements of Huntington reflect all adjustments consisting of normal recurring accruals which are, in the opinion of Management, necessary for a fair presentation of the consolidated financial position, the results of operations, and cash flows for the periods presented. These Unaudited Condensed Consolidated Financial Statements have been prepared according to the rules and regulations of the SEC and, therefore, certain information and footnote disclosures normally included in annual financial statements prepared in accordance with GAAP have been omitted. The Notes to Consolidated Financial Statements appearing in Huntington s Form 8-K filed on May 28, 2014, which include descriptions of significant accounting policies, as updated by the information contained in this report, should be read in conjunction with these interim financial statements.

For statement of cash flows purposes, cash and cash equivalents are defined as the sum of Cash and due from banks which includes amounts on deposit with the Federal Reserve and Federal funds sold and securities purchased under resale agreements.

In conjunction with applicable accounting standards, all material subsequent events have been either recognized in the Unaudited Condensed Consolidated Financial Statements or disclosed in the Notes to Unaudited Condensed Consolidated Financial Statements.

## 2. ACCOUNTING STANDARDS UPDATE

ASU 2013-11 Income Taxes (Topic 740): Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists. The ASU requires that an unrecognized tax benefit, or a portion of an unrecognized tax benefit, be presented in the financial statements as a reduction to a deferred tax asset for a net operating loss carryforward, a similar tax loss, or a tax credit carryforward. However, if a net operating loss carryforward, a similar tax loss, or a tax credit carryforward is not available at the reporting date under the tax law of the applicable jurisdiction to settle any additional income taxes that would result from the disallowance of a tax position or the tax law of the applicable jurisdiction does not require the entity to use, and the entity does not intend to use, the deferred tax asset for such purpose, the unrecognized tax benefit should be presented in the financial statements as a liability and should not be combined with deferred tax assets. The amendments were applied prospectively and were effective for interim and annual reporting periods beginning January 1, 2014. The amendments did not have a material impact to Huntington s Unaudited Condensed Consolidated Financial Statements.

## ASU 2014-01 Investments (Topic 323): Accounting for Investments in Qualified Affordable Housing Projects.

The amendments in ASU 2014-01 permit entities to make an accounting policy election to account for investments in qualified affordable housing projects using the proportional amortization method if certain conditions are met. Under the proportional amortization method, an entity recognizes the net investment performance in the income statement as a component of income tax expense (benefit). Huntington elected to early adopt the amended guidance during the first quarter of 2014. The guidance was applied retrospectively to all prior periods presented. The adoption resulted in an immaterial adjustment reducing retained earnings at the beginning of 2010. The impact to current period net income was not material. See discussion on Low Income Housing Tax Credit Partnerships in Note 16 for further information on this topic.

## ASU 2014-04 Receivables (Topic 310): Reclassification of Residential Real Estate Collateralized Consumer Mortgage Loans upon

 Foreclosure. The ASU clarifies that an in substance repossession or foreclosure occurs upon either the creditor obtaining legal title to the residential real estate property or the borrower conveying all interest in the residential real estate property to the creditor to satisfy that loan through completion of a deed in lieu of foreclosure or through a similar legal agreement. The amendments are effective for annual periods, and interim reporting periods within those annual periods, beginning after December 15, 2014. The amendments may be adopted using either a modified retrospective transition method or a prospective transition method. Early adoption is permitted. Management does not believe the amendments will have a material impact to Huntington s Unaudited Condensed Consolidated Financial Statements.ASU 2014-09 Revenue from Contracts with Customers (Topic 606): The amendments in ASU 2014-09 supersede the revenue recognition requirements in Topic 605, Revenue Recognition, and most industry-specific guidance. The core principle of the amendments require an entity to recognize revenue upon the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance provides five steps to be analyzed to accomplish the core principle. The amendments are effective for annual reporting periods beginning after December 15, 2016, including interim periods within that reporting period. Management is currently assessing the impact to Huntington s Unaudited Condensed Consolidated Financial Statements.

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ASU 2014-11 Transfers and Servicing (Topic 860): Repurchase-to-Maturity Transactions, Repurchase Financings, and Disclosures. The amendments in the ASU require repurchase-to-maturity transactions to be recorded and accounted for as secured borrowings. Amendments to Topic 860 also require separate accounting for a transfer of a financial asset executed

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contemporaneously with a repurchase agreement with the same counterparty (i.e., a repurchase financing), which will result in secured borrowing accounting for the repurchase agreement. Additionally, the amendments require an entity to disclose information on transfers accounted for as sales in transactions that are economically similar to repurchase agreements, and provide increased transparency about the types of collateral pledged in repurchase agreements and similar transactions accounted for as secured borrowings. The accounting amendments related to repurchase-to-maturity and repurchase financing transactions, and disclosures for certain transactions accounted for as a sale are effective for interim and annual periods beginning after December 15, 2014. The disclosures for repurchase agreements, securities lending transactions, and repurchase-to-maturity transactions accounted for as secured borrowings are required to be presented for annual periods beginning after December 15, 2014, and for interim periods beginning after March 15, 2015. Management is currently assessing the impact to Huntington s Unaudited Condensed Consolidated Financial Statements.

ASU 2014-12 Compensation Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved after the Requisite Service Period. The amendments require that a performance target that affects vesting and that could be achieved after the requisite service period be treated as a performance condition. Specifically, if the performance target becomes probable of being achieved before the end of the requisite service period, the remaining unrecognized compensation cost should be recognized prospectively over the remaining requisite service period. Further, the total amount of compensation cost recognized during and after the requisite service period should reflect the number of awards that are expected to vest and should be adjusted to reflect those awards that ultimately vest. The amendments are effective for annual periods and interim periods within those annual periods beginning after December 15, 2015. Earlier adoption is permitted. Management is currently assessing the impact to Huntington s Unaudited Condensed Consolidated Financial Statements.

## 3. LOANS / LEASES AND ALLOWANCE FOR CREDIT LOSSES

Loans and leases for which Huntington has the intent and ability to hold for the foreseeable future, or until maturity or payoff, are classified in the Unaudited Condensed Consolidated Balance Sheets as loans and leases. Except for loans which are accounted for at fair value, loans and leases are carried at the principal amount outstanding, net of unamortized deferred loan origination fees and costs and net of unearned income. At June 30, 2014, and December 31, 2013, the aggregate amount of these net unamortized deferred loan origination fees and costs and net unearned income was $\$ 177.2$ million and $\$ 192.9$ million, respectively.

## Loan and Lease Portfolio Composition

The following table provides a detailed listing of Huntington s loan and lease portfolio at June 30, 2014 and December 31, 2013:

| (dollar amounts in thousands) | June 30, <br> $\mathbf{2 0 1 4}$ | December 31, <br> 2013 |
| :--- | ---: | ---: |
| Loans and leases: | $\mathbf{\$ 1 8 , 8 9 9 , 4 5 8}$ | $\$ 17,594,276$ |
| Commercial and industrial | $\mathbf{4 , 9 9 0 , 3 1 7}$ | $4,850,094$ |
| Commercial real estate | $\mathbf{7 , 6 8 5 , 7 2 5}$ | $6,638,713$ |
| Automobile | $\mathbf{8 , 4 0 5 , 0 7 8}$ | $8,336,318$ |
| Home equity | $\mathbf{3 9 1 , 7 2 4}$ | $5,321,088$ |
| Residential mortgage | $\mathbf{4 6 , 0 7 9 , 7 7 5}$ | 4380,011 |
| Other consumer |  |  |
| Loans and leases | $\mathbf{( 6 3 5 , 1 0 1 )}$ | $(647,80,500$ |
| Allowance for loan and lease losses | $\mathbf{\$ 4 5 , 4 4 4 , 6 7 4}$ | $\$ 42,472,630$ |

As shown in the table above, the primary loan and lease portfolios are: C\&I, CRE, automobile, home equity, residential mortgage, and other consumer. For ACL purposes, these portfolios are further disaggregated into classes. The classes within each portfolio are as follows:

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Portfolio
Commercial and industrial

Class
Owner occupied
Purchased credit-impaired Other commercial and industrial

Commercial real estate

Retail properties
Multi family Office

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## Automobile <br> Home equity <br> Residential mortgage

Other consumer

Industrial and warehouse
Purchased credit-impaired
Other commercial real estate

> NA (1)
> Secured by first-lien
> Secured by junior-lien
> Residential mortgage
> Purchased credit-impaired

Other consumer
Purchased credit-impaired
(1) Not applicable. The automobile loan portfolio is not further segregated into classes. Camco Financial acquisition

On March 1, 2014, Huntington completed its acquisition of Camco Financial in a stock and cash transaction valued at $\$ 109.5$ million. Loans with a fair value of $\$ 559.4$ million were transferred to Huntington. These loans were recorded at fair value in accordance with applicable accounting guidance, ASC 805. The fair values for the loans were estimated using discounted cash flow analyses using interest rates currently being offered for loans with similar terms (Level 3), and reflected an estimate of probable losses and the credit risk associated with the loans.

## Purchased Credit-Impaired Loans

Purchased loans with evidence of deterioration in credit quality since origination for which it is probable at acquisition that we will be unable to collect all contractually required payments are considered to be credit impaired. Purchased credit-impaired loans are initially recorded at fair value, which is estimated by discounting the cash flows expected to be collected at the acquisition date. Because the estimate of expected cash flows reflects an estimate of future credit losses expected to be incurred over the life of the loans, an allowance for credit losses is not recorded at the acquisition date. The excess of cash flows expected at acquisition over the estimated fair value, referred to as the accretable yield, is recognized in interest income over the remaining life of the loan, or pool of loans, on a level-yield basis. The difference between the contractually required payments at acquisition and the cash flows expected to be collected at acquisition is referred to as the nonaccretable difference. A subsequent decrease in the estimate of cash flows expected to be received on purchased credit-impaired loans generally results in the recognition of an allowance for credit losses. Subsequent increases in cash flows result in reversal of any nonaccretable difference (or allowance for loan and lease losses to the extent any has been recorded) with a positive impact on interest income subsequently recognized. The measurement of cash flows involves assumptions and judgments for interest rates, prepayments, default rates, loss severity, and collateral values. All of these factors are inherently subjective and significant changes in the cash flow estimates over the life of the loan can result.

The following table reflects the contractually required payments receivable, cash flows expected to be collected, and fair value of the credit impaired Camco Financial loans at acquisition date:

|  | March $\mathbf{1 ,}$ |  |
| :--- | :---: | :---: |
| (dollar amounts in thousands) | $\mathbf{2 0 1 4}$ |  |
| Contractually required payments including interest | $\mathbf{1 4 , 3 6 3}$ |  |
| Less: nonaccretable difference | $\mathbf{( 1 1 , 2 3 4 )}$ |  |
|  | $\mathbf{3 , 1 2 9}$ |  |
| Cash flows expected to be collected | $\mathbf{( 1 4 3 )}$ |  |
| Less: accretable yield | $\mathbf{\$}$ | $\mathbf{2 , 9 8 6}$ |

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The following table presents a rollforward of the accretable yield for purchased credit impaired loans by acquisition for three-month and six-month periods ended June 30, 2014 and 2013:

| (dollar amounts in thousands) | Three Months Ended June 30, |  |  |  | $\begin{array}{cc}\text { Six Months Ended June 30, } \\ \mathbf{2 0 1 4} & 2013\end{array}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fidelity Bank |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 24,758 | \$ | 35,160 |  | \$ 27,995 |  | 23,251 |
| Additions |  |  |  |  |  |  |  |  |
| Accretion |  | $(3,647)$ |  | $(3,781)$ |  | $(7,651)$ |  | $(7,100)$ |
| Reclassification from nonaccretable difference |  | 3,485 |  | 1,326 |  | 4,252 |  | 16,554 |
| Balance, end of period | \$ | 24,596 | \$ | 32,705 |  | \$ 24,596 |  | 32,705 |
| Camco Financial |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 134 | \$ |  |  | \$ | \$ |  |
| Impact of acquisition/purchase on March 1, 2014 |  |  |  |  |  | 143 |  |  |
| Additions |  |  |  |  |  |  |  |  |
| Accretion |  | $(5,173)$ |  |  |  | $(5,182)$ |  |  |
| Reclassification from nonaccretable difference |  | 5,193 |  |  |  | 5,193 |  |  |
| Balance, end of period | \$ | 154 | \$ |  |  | \$ 154 | \$ |  |

The allowance for loan losses recorded on the purchased credit-impaired loan portfolio at June 30, 2014 and December 31, 2013 was $\$ 3.1$ million and $\$ 2.4$ million, respectively. The following table reflects the ending and unpaid balances of all contractually required payments and carrying amounts of the acquired loans by acquisition at June 30, 2014 and December 31, 2013:

| (dollar amounts in thousands) | June 30, 2014 |  | December 31, 2013 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Ending Balance | Unpaid <br> Balance | Ending Balance | Unpaid <br> Balance |
| Fidelity Bank |  |  |  |  |
| Commercial and industrial | \$ 34,704 | \$ 49,914 | \$ 35,526 | \$ 50,798 |
| Commercial real estate | 55,256 | 119,152 | 82,073 | 154,869 |
| Residential mortgage | 2,359 | 3,242 |  |  |


[^0]:    (1) Pretax.

[^1]:    (1) Loans repurchased are loans that fail to meet the purchaser $s$ terms.
    ${ }^{(2)}$ Successful disputes are a percent of close out requests.
    ${ }^{(3)}$ Make whole payments are payments to reimburse for losses on foreclosed properties.

    ## Foreclosure Documentation

[^2]:    See Notes to Unaudited Condensed Consolidated Financial Statements

