HUNTINGTON BANCSHARES INC/MD
Form 10-Q
July 30, 2018
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## 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, 2018
Commission File Number 1-34073
Huntington Bancshares Incorporated
Maryland
31-0724920
(State or other jurisdiction of (I.R.S. Employer
incorporation or organization) Identification No.)
Registrant's address: 41 South High Street, Columbus, Ohio 43287
Registrant's telephone number, including area code: (614) 480-2265
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 website, 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, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one): Largeccuedehatatedilifirer

## Nön(A2ocebatrahedk if a smaller

fikeporting company)
Smaller reporting company *
Emerging growth company *
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. "
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).
. Yes x No
There were 1,104,226,603 shares of the Registrant's common stock (\$0.01 par value) outstanding on June 30, 2018.

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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:

ACL Allowance for Credit Losses
AFS Available-for-Sale
ALLL Allowance for Loan and Lease Losses
AOCI Accumulated Other Comprehensive Income
ASC Accounting Standards Codification
AULC Allowance for Unfunded Loan Commitments
Basel III
Refers to the final rule issued by the FRB and OCC and published in the Federal Register on October 11, 2013
C\&I Commercial and Industrial
CCAR Comprehensive Capital Analysis and Review
CDs Certificates of Deposit
CET1 Common equity tier 1 on a transitional Basel III basis
CFPB Bureau of Consumer Financial Protection
CMO Collateralized Mortgage Obligations
CRE Commercial Real Estate
EPS Earnings Per Share
EVE Economic Value of Equity
FDIC Federal Deposit Insurance Corporation
FHLB Federal Home Loan Bank
FICO Fair Isaac Corporation
FirstMerit FirstMerit Corporation
FRB Federal Reserve Bank
FTE Fully-Taxable Equivalent
FTP Funds Transfer Pricing
FVO Fair Value Option
GAAP Generally Accepted Accounting Principles in the United States of America
HTM Held-to-Maturity
IRS Internal Revenue Service
LCR Liquidity Coverage Ratio
LIBOR London Interbank Offered Rate
MBS Mortgage-Backed Securities
MD\&A Management's Discussion and Analysis of Financial Condition and Results of Operations
MSR Mortgage Servicing Right
NAICS North American Industry Classification System
NALs Nonaccrual Loans
NCO Net Charge-off
NII Noninterest Income
NIM Net Interest Margin
NPAs Nonperforming Assets
NSF Non-sufficient funds
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
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Plan Huntington Bancshares Retirement Plan
RBHPCG Regional Banking and The Huntington Private Client Group
ROC Risk Oversight Committee
SAD Special Assets Division
SBA Small Business Administration
SEC Securities and Exchange Commission
TCJA H.R. 1, Originally known as the Tax Cuts and Jobs Act
TDR Troubled Debt Restructuring
U.S. Treasury U.S. Department of the Treasury

UCS Uniform Classification System
VIE Variable Interest Entity
XBRL eXtensible Business Reporting Language

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## PART I. FINANCIAL INFORMATION

When we refer to "we", "our", and "us", "Huntington," and "the Company" 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

 INTRODUCTIONWe 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 over 150 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, recreational vehicle and marine financing, equipment leasing, investment management, trust services, brokerage services, insurance programs, and other financial products and services. Our 968 branches and private client group offices are located in Ohio, Illinois, Indiana, Kentucky, Michigan, Pennsylvania, West Virginia, and Wisconsin. Select financial services and other activities are also conducted in various other states. International banking services are available through the headquarters office in Columbus, Ohio. 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 2017 Form 10-K should be read in conjunction with this MD\&A as this discussion provides only material updates to the 2017 Form 10-K. This MD\&A should also be read in conjunction with the Unaudited Condensed Consolidated Financial Statements, Notes to Unaudited Condensed Consolidated Financial Statements, and other information contained in this report.

## EXECUTIVE OVERVIEW

Summary of 2018 Second Quarter Results Compared to 2017 Second Quarter
For the quarter, we reported net income of $\$ 355$ million, or $\$ 0.30$ per common share, compared with $\$ 272$ million, or $\$ 0.23$ per common share, in the year-ago quarter (see Table 1).
Fully-taxable equivalent (FTE) net interest income was $\$ 791$ million, up $\$ 34$ million, or $4 \%$. The results reflected the benefit from a $\$ 4.6$ billion, or $5 \%$, increase in average earning assets, partially offset by a two basis point decrease in the FTE net interest margin (NIM) to $3.29 \%$. Average earning asset growth included a $\$ 4.5$ billion, or $7 \%$, increase in average loans and leases. Average earning asset yields increased 32 basis points year-over-year, driven by a 34 basis point improvement in loan yields. Average funding costs increased 44 basis points, although interest-bearing deposit costs only increased 28 basis points. The cost of short-term borrowings and long-term debt increased 104 basis points and 126 basis points, respectively. Embedded within these yields and costs, FTE net interest income during the 2018 second quarter included $\$ 19$ million, or approximately 8 basis points, of purchase accounting impact compared to $\$ 34$ million, or approximately 15 basis points, in the year-ago quarter.
The provision for credit losses increased $\$ 31$ million year-over-year to $\$ 56$ million in the 2018 second quarter. NCOs decreased $\$ 8$ million to $\$ 28$ million. NCOs represented an annualized $0.16 \%$ of average loans and leases, down from $0.21 \%$ in the year ago quarter.
Non-interest income was $\$ 336$ million, up $\$ 11$ million, or $3 \%$, reflecting ongoing household / relationship acquisition and execution of our Optimal Customer Relationship (OCR) strategy. Trust and investment management services increased $\$ 5$ million, or $14 \%$, reflecting strong equity market performance. Other income decreased $\$ 5$ million, or $10 \%$, primarily reflecting a $\$ 3$ million unfavorable Visa Class B derivative fair value adjustment.
Non-interest expense was $\$ 652$ million, down $\$ 42$ million, or $6 \%$, due to the $\$ 50$ million of acquisition-related Significant Items in the year-ago quarter compared with no Significant Items in the current quarter. Personnel costs increased $\$ 4$ million, or $1 \%$, primarily reflecting increased incentive compensation and benefits costs, partially offset by an $\$ 18$ million decrease in acquisition-related Significant Items. Other expense decreased $\$ 10$ million, or $17 \%$, primarily reflecting a decrease in franchise taxes and $\$ 4$ million of acquisition-related Significant Items in the year-ago quarter.

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The tangible common equity to tangible assets ratio was $7.78 \%$, up 37 basis points from a year-ago. The CET1 risk-based capital ratio was $10.53 \%$ at June 30, 2018, compared to $9.88 \%$ a year ago. The regulatory Tier 1 risk-based capital ratio was $11.99 \%$ compared to $11.24 \%$ at June 30, 2017.
The Company did not repurchase any common stock during the 2018 second quarter. Under the 2017 CCAR capital plan executed over the past four quarters, the Company repurchased $\$ 308$ million of common stock at an average cost of $\$ 13.71$ per share.
Business Overview
General
Our general business objectives are:
1.Grow organic revenue across all business segments.
2.Invest in our businesses, particularly technology and risk management.
3.Deliver positive operating leverage.
4.Manage capital and liquidity positions consistent with our risk appetite.

Economy
The economies in our footprint continue to perform well, with strength across geographies, industries, and business stratifications. We are encouraged by the outlook for continued loan and deposit growth in coming quarters. While pipelines are steady and customer sentiment remains strong, some of our customers are monitoring international trade agreements and tariffs that could have a dampening effect on economic growth.

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".

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Table 1 - Selected Quarterly Income Statement Data (1) (dollar amounts in millions, except per share amounts)

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, | $\begin{aligned} & \text { March } \\ & 31 \text {, } \end{aligned}$ | December $31 \text {, }$ | September 30, | June 30, |
|  | 2018 | 2018 | 2017 | 2017 | 2017 |
| Interest income | \$972 | \$914 | \$894 | \$ 873 | \$846 |
| Interest expense | 188 | 144 | 124 | 115 | 101 |
| Net interest income | 784 | 770 | 770 | 758 | 745 |
| Provision for credit losses | 56 | 66 | 65 | 43 | 25 |
| Net interest income after provision for credit losses | 728 | 704 | 705 | 715 | 720 |
| Service charges on deposit accounts | 91 | 86 | 91 | 91 | 88 |
| Cards and payment processing income | 56 | 53 | 53 | 54 | 52 |
| Trust and investment management services | 42 | 44 | 41 | 39 | 37 |
| Mortgage banking income | 28 | 26 | 33 | 34 | 32 |
| Insurance income | 21 | 21 | 21 | 18 | 22 |
| Capital markets fees | 21 | 19 | 23 | 22 | 17 |
| Bank owned life insurance income | 17 | 15 | 18 | 16 | 15 |
| Gain on sale of loans | 15 | 8 | 17 | 14 | 12 |
| Securities gains (losses) | - | - | (4 | - | - |
| Other income | 45 | 42 | 47 | 42 | 50 |
| Total noninterest income | 336 | 314 | 340 | 330 | 325 |
| Personnel costs | 396 | 376 | 373 | 377 | 392 |
| Outside data processing and other services | 69 | 73 | 71 | 80 | 75 |
| Net occupancy | 35 | 41 | 36 | 55 | 53 |
| Equipment | 38 | 40 | 36 | 45 | 43 |
| Deposit and other insurance expense | 18 | 18 | 19 | 19 | 20 |
| Professional services | 15 | 11 | 18 | 15 | 18 |
| Marketing | 18 | 8 | 10 | 17 | 19 |
| Amortization of intangibles | 13 | 14 | 14 | 14 | 14 |
| Other expense | 50 | 52 | 56 | 58 | 60 |
| Total noninterest expense | 652 | 633 | 633 | 680 | 694 |
| Income before income taxes | 412 | 385 | 412 | 365 | 351 |
| Provision (benefit) for income taxes | 57 | 59 | (20 | 90 | 79 |
| Net income | 355 | 326 | 432 | 275 | 272 |
| Dividends on preferred shares | 21 | 12 | 19 | 19 | 19 |
| Net income applicable to common shares | \$334 | \$314 | \$413 | \$256 | \$253 |
| Average common shares-basic | 1,103,337 | 37 1,083,836 | 1,077,397 | 1,086,038 | 1,088,934 |
| Average common shares-diluted | 1,122,612 | 2 1,124,778 | 1,130,117 | 1,106,491 | 1,108,527 |
| Net income per common share-basic | \$0.30 | \$0.29 | \$0.38 | \$ 0.24 | \$0.23 |
| Net income per common share-diluted | 0.30 | 0.28 | 0.37 | 0.23 | 0.23 |
| Cash dividends declared per common share | 0.11 | 0.11 | 0.11 | 0.08 | 0.08 |
| Return on average total assets | 1.36 \% | \% 1.27 \% | 1.67 \% | 1.08 \% | 1.09 \% |
| Return on average common shareholders' equity | 13.2 | 13.0 | 17.0 | 10.5 | 10.6 |
| Return on average tangible common shareholders' equity (2) | 17.6 | 17.5 | 22.7 | 14.1 | 14.4 |
| Net interest margin (3) | 3.29 | 3.30 | 3.30 | 3.29 | 3.31 |
| Efficiency ratio (4) | 56.6 | 56.8 | 54.9 | 60.5 | 62.9 |


| Effective tax rate | 13.8 | 15.3 | $(4.8$ | $)$ | 24.7 | 22.4 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Revenue-FTE |  |  |  |  |  |  |
| Net interest income | $\$ 784$ | $\$ 770$ | $\$ 770$ | $\$ 758$ | $\$ 745$ |  |
| FTE adjustment | 7 | 7 | 12 | 13 | 12 |  |
| Net interest income (3) | 791 | 777 | 782 | 771 | 757 |  |
| Noninterest income | 336 | 314 | 340 | 330 | 325 |  |
| Total revenue (3) | $\$ 1,127$ | $\$ 1,091$ | $\$ 1,122$ | $\$ 1,101$ | $\$ 1,082$ |  |

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Table 2 - Selected Year to Date Income Statements (1)

| (dollar amounts in millions, except per share amounts) | Six Months Ended June 30, |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2017 | Amoun | untPercent |
| Interest income | \$1,886 | \$ 1,667 | \$219 | 13 \% |
| Interest expense | 332 | 192 | 140 | 73 |
| Net interest income | 1,554 | 1,475 | 79 | 5 |
| Provision for credit losses | 122 | 93 | 29 | 31 |
| Net interest income after provision for credit losses | 1,432 | 1,382 | 50 | 4 |
| Service charges on deposit accounts | 177 | 171 | 6 | 4 |
| Cards and payment processing income | 109 | 100 | 9 | 9 |
| Trust and investment management services | 86 | 76 | 10 | 13 |
| Mortgage banking income | 54 | 64 | (10 | ) (16) |
| Insurance income | 42 | 42 | - | - |
| Capital markets fees | 40 | 31 | 9 | 29 |
| Bank owned life insurance income | 32 | 33 | (1 | ) (3) |
| Gain on sale of loans | 23 | 25 | (2 | ) (8) |
| Securities gains (losses) | - | - | - | - |
| Other noninterest income | 87 | 96 | (9 | ) (9 ) |
| Total noninterest income | 650 | 638 | 12 | 2 |
| Personnel costs | 772 | 774 |  | ) - |
| Outside data processing and other services | 142 | 162 | (20 | ) (12) |
| Net occupancy | 76 | 120 |  | ) (37) |
| Equipment | 78 | 90 | (12 | ) (13) |
| Deposit and other insurance expense | 36 | 41 | (5 | ) (12) |
| Professional services | 26 | 36 | (10 | ) (28) |
| Marketing | 26 | 33 | (7 | ) (21) |
| Amortization of intangibles | 27 | 29 |  | ) (7) |
| Other noninterest expense | 102 | 117 |  | ) (13) |
| Total noninterest expense | 1,285 | 1,402 | (117) | ) (8) |
| Income before income taxes | 797 | 618 | 179 | 29 |
| Provision for income taxes | 116 | 138 | (22 | ) (16) |
| Net income | 681 | 480 | 201 | 42 |
| Dividends declared on preferred shares | 33 | 38 |  | ) (13) |
| Net income applicable to common shares | \$648 | \$ 442 | \$206 | 47 \% |
| Average common shares-basic | 1,093,587,087,654 |  | 5,933 | 1 \% |
| Average common shares-diluted | 1,123,6416108,572 |  | 15,074 |  |
| Net income per common share-basic | \$0.59 | \$ 0.41 | \$0.18 | 44 |
| Net income per common share-diluted | 0.58 | 0.40 | 0.18 | 45 |
| Cash dividends declared per common share | 0.22 | 0.16 | 0.06 | 38 |
| Revenue-FTE |  |  |  |  |
| Net interest income | \$1,554 | \$ 1,475 | \$79 | 5 \% |
| FTE adjustment | 14 | 24 | (10 | ) (42) |
| Net interest income (3) | 1,568 | 1,499 | 69 | 5 |

Noninterest income
Total revenue (3)
$\begin{array}{llll}650 & 638 & 12 & 2\end{array}$
Comparisons for presented periods are impacted by a number of factors. Refer to the "Significant Items" for ${ }^{(1)}$ additional discussion regarding these key factors.

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'
(2)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 $21 \%$ tax rate and a $35 \%$ tax rate for periods prior to December 31, 2017.
${ }_{(3)}$ On a fully-taxable equivalent (FTE) basis assuming a $21 \%$ tax rate and a $35 \%$ tax rate for periods prior to January (3) $1,2018$.
(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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## Significant Items

There were no Significant Items in the 2018 second quarter.
Earnings comparisons are impacted by the Significant Items summarized below:
Mergers and Acquisitions. Significant events relating to mergers and acquisitions, and the impacts of those events on our reported results, are as follows:
During the 2017 second quarter, $\$ 50$ million of noninterest expense was recorded related to the acquisition of FirstMerit. This resulted in a negative impact of $\$ 0.03$ per common share.
The following table reflects the earnings impact of the above-mentioned Significant Items for the periods affected:
Table 3 - Significant Items Influencing Earnings Performance Comparison
Three Months Ended
June 30, $2018 \begin{aligned} & \text { March 31, June 30, } 2017 \\ & 2018\end{aligned}$
$\begin{array}{lllll}\text { (dollar amounts in millions, except per share amounts) } & \text { AmouFtPS (1) } & \text { AmountPS (1) } & \text { AmounEPS (1) } \\ \text { Net income } & \$ 355 & \$ 326 & \$ 272 \\ \text { Earnings per share, after-tax } & & \$ 0.30 & \$ 0.28 & \$ 0.23\end{array}$
Significant Items—favorable (unfavorable) impact:
Mergers and acquisitions, net expenses
Earninges (1) Earninges (1) EarningsPS (1)
Tax impact
\$— \$- \$(50)
Mergers and acquisitions, after-tax
\$- \$- \$- \$- \$(33) \$(0.03)
(1) Based upon the quarterly average outstanding diluted common shares.

Six Months Ended
June 30, 2018 June 30, 2017
(dollar amounts in millions, except per share amounts) AmoubiPS (1) AmountEPS (1)
Net income
\$681
\$480
Earnings per share, after-tax
$\$ 0.58 \quad \$ 0.40$
Significant Items-favorable (unfavorable) impact:
Mergers and acquisitions, net expenses
Tax impact
EarningBS (1) EarningEPS (1)

Mergers and acquisitions, after-tax
\$— \$(121)

- 42
\$- \$- \$(79 ) \$(0.07)
(1) Based upon the year to date average outstanding diluted common shares.

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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 Average Balance Sheet and Net Interest Margin Analysis
(dollar amounts in millions)
Assets:
Interest-bearing deposits in banks
Securities:
Trading account securities
Available-for-sale securities:
Taxable
Tax-exempt
Total available-for-sale securities
Held-to-maturity securities-taxable
Other securities
Total securities
Loans held for sale
Loans and leases: (3)
Commercial:
Commercial and industrial
Commercial real estate:
Construction
Commercial
Commercial real estate
Total commercial
Consumer:
Automobile
Home equity
Residential mortgage
RV and marine finance
Other consumer
Total consumer
Total loans and leases
Allowance for loan and lease losses
Net loans and leases
Total earning assets
Cash and due from banks
Intangible assets
All other assets
Total assets
Liabilities and Shareholders' Equity:
Deposits:
Demand deposits-noninterest-bearing
Demand deposits-interest-bearing
Total demand deposits

Average Balances
Three Months Ended

| June 30, | March 31, | December 31, | September 30, | June 30, | 2Q18 v | v. 2Q17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 | 2018 | 2017 | 2017 | 2017 | Amoun | t Percent |
| \$84 | \$90 | \$90 | \$102 | \$102 | \$(18 | ) (18)\% |
| 82 | 87 | 87 | 92 | 91 | (9 | ) (10) |
| 10,832 | 11,158 | 11,154 | 11,680 | 12,570 | (1,738 | ) (14) |
| 3,554 | 3,633 | 3,404 | 3,160 | 3,103 | 451 | 15 |
| 14,386 | 14,791 | 14,558 | 14,840 | 15,673 | (1,287 | ) (8) |
| 8,706 | 8,877 | 9,066 | 8,264 | 7,426 | 1,280 | 17 |
| 599 | 605 | 598 | 597 | 566 | 33 | 6 |
| 23,773 | 24,360 | 24,309 | 23,793 | 23,756 | 17 | - |
| 619 | 478 | 598 | 678 | 525 | 94 | 18 |


| 28,863 | 28,243 | 27,445 | 27,643 | 27,992 | 871 | 3 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |
| 1,126 | 1,189 | 1,199 | 1,152 | 1,130 | $(4$ | $)$ |
| 6,233 | 6,142 | 5,997 | 6,064 | 5,940 | 293 | 5 |
| 7,359 | 7,331 | 7,196 | 7,216 | 7,070 | 289 | 4 |
| 36,222 | 35,574 | 34,641 | 34,859 | 35,062 | 1,160 | 3 |
|  |  |  |  |  |  |  |
| 12,271 | 12,100 | 11,963 | 11,713 | 11,324 | 947 | 8 |
| 9,941 | 10,040 | 10,027 | 9,960 | 9,958 | $(17$ | $)$ |
| 9,624 | 9,174 | 8,809 | 8,402 | 7,979 | 1,645 | 21 |
| 2,667 | 2,481 | 2,405 | 2,296 | 2,039 | 628 | 31 |
| 1,162 | 1,115 | 1,095 | 1,046 | 983 | 179 | 18 |
| 35,665 | 34,910 | 34,299 | 33,417 | 32,283 | 3,382 | 10 |
| 71,887 | 70,484 | 68,940 | 68,276 | 67,345 | 4,542 | 7 |
| $(742$ | $)(709$ | $)(688$ | $)(672$ | $)(672$ | $)(70$ | $)(10)$ |
| 71,145 | 69,775 | 68,252 | 67,604 | 66,673 | 4,472 | 7 |
| 96,363 | 95,412 | 93,937 | 92,849 | 91,728 | 4,635 | 5 |
| 1,283 | 1,217 | 1,226 | 1,299 | 1,287 | $(4$ | $)$ |
| 2,318 | 2,332 | 2,346 | 2,359 | 2,373 | $(55$ | $)$ |
| 5,599 | 5,596 | 5,481 | 5,455 | 5,405 | 194 | 4 |
| $\$ 104,821$ | $\$ 103,848$ | $\$ 102,302$ | $\$ 101,290$ | $\$ 100,121$ | $\$ 4,700$ | 5 |


| 20,382 | 20,572 | 21,745 | 21,723 | 21,599 | $\$(1,217)$ | $(6$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $) \%$ |  |  |  |  |  |  |
| 19,121 | 18,630 | 18,175 | 17,878 | 17,445 | 1,676 | 10 |
| 39,503 | 39,202 | 39,920 | 39,601 | 39,044 | 459 | 1 |

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| Money market deposits | 20,943 | 20,678 | 20,731 | 20,314 | 19,212 | 1,731 | 9 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Savings and other domestic deposits | 11,146 | 11,219 | 11,348 | 11,590 | 11,889 | $(743$ | $)(6)$ |  |
| Core certificates of deposit | 3,794 | 2,293 | 1,947 | 2,044 | 2,146 | 1,648 | 77 |  |
| Total core deposits | 75,386 | 73,392 | 73,946 | 73,549 | 72,291 | 3,095 | 4 |  |
| Other domestic time deposits of $\$ 250,000$ | 243 | 247 | 400 | 432 | 479 | $(236$ | $)(49)$ |  |
| or more |  | 3,661 | 3,307 | 3,391 | 3,563 | 3,783 | $(122$ | $)(3$ |
| Brokered deposits and negotiable CDs | 79,290 | 76,946 | 77,737 | 77,544 | 76,553 | 2,737 | 4 |  |
| Total deposits | 3,082 | 5,228 | 2,837 | 2,391 | 2,687 | 395 | 15 |  |
| Short-term borrowings | 9,225 | 8,958 | 9,232 | 8,949 | 8,730 | 495 | 6 |  |
| Long-term debt | 71,215 | 70,560 | 68,061 | 67,161 | 66,371 | 4,844 | 7 |  |
| Total interest-bearing liabilities | 1,891 | 1,861 | 1,819 | 1,661 | 1,557 | 334 | 21 |  |
| All other liabilities | 11,333 | 10,855 | 10,677 | 10,745 | 10,594 | 739 | 7 |  |
| Shareholders' equity | $\$ 104,821$ | $\$ 103,848$ | $\$ 102,302$ | $\$ 101,290$ | $\$ 100,121$ | $\$ 4,700$ | 5 | $\%$ |

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Table 4 - Consolidated Average Balance Sheet and Net Interest Margin Analysis (Continued)

Fully-taxable equivalent basis (1)
Assets:
Interest-bearing deposits in banks
Securities:
Trading account securities
Available-for-sale securities:
Taxable
Average Yield Rates (2)
Three Months Ended
June March December September June
30, 31, 31, 30, 30,
$\begin{array}{lllll}2018 & 2018 & 2017 & 2017 & 2017\end{array}$

Tax-exempt
Total available-for-sale securities
Held-to-maturity securities-taxable
Other securities
Total securities
Loans held for sale
Loans and leases: (3)
Commercial:
Commercial and industrial
Commercial real estate:
Construction
Commercial
Commercial real estate
Total commercial
$1.95 \% 1.97 \% 1.92 \% 1.77 \% 1.53 \%$
$\begin{array}{lllll}0.23 & 0.15 & 0.21 & 0.16 & 0.25\end{array}$

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 2.63 | 2.51 | 2.45 | 2.38 | 2.35 |
| 3.35 | 3.18 | 3.76 | 3.62 | 3.71 |
| 2.81 | 2.67 | 2.75 | 2.64 | 2.62 |
| 2.42 | 2.45 | 2.41 | 2.36 | 2.38 |
| 4.58 | 3.98 | 3.86 | 3.35 | 3.18 |
| 2.71 | 2.62 | 2.64 | 2.55 | 2.55 |
| 4.17 | 3.82 | 3.68 | 3.83 | 3.73 |

Consumer:
Automobile
Home equity
Residential mortgage
RV and marine finance
Other consumer
Total consumer
Total loans and leases
Total earning assets
Liabilities:
Deposits:

| Demand deposits—noninterest-bearing | - | - | - | - | - |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Demand deposits-interest-bearing | 0.38 | 0.29 | 0.26 | 0.23 | 0.20 |
| Total demand deposits | 0.18 | 0.14 | 0.12 | 0.10 | 0.09 |
| Money market deposits | 0.60 | 0.45 | 0.40 | 0.36 | 0.31 |
| Savings and other domestic deposits | 0.21 | 0.20 | 0.20 | 0.20 | 0.21 |
| Core certificates of deposit | 1.56 | 1.01 | 0.75 | 0.73 | 0.56 |
| Total core deposits | 0.51 | 0.36 | 0.32 | 0.30 | 0.26 |
| Other domestic time deposits of $\$ 250,000$ or more | 1.01 | 0.69 | 0.54 | 0.61 | 0.49 |
| Brokered deposits and negotiable CDs | 1.81 | 1.47 | 1.21 | 1.16 | 0.95 |
| Total deposits | 0.59 | 0.43 | 0.37 | 0.35 | 0.31 |
| Short-term borrowings | 1.82 | 1.47 | 1.15 | 0.95 | 0.78 |

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| Long-term debt | 3.75 | 2.92 | 2.73 | 2.65 |  | 2.49 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Total interest-bearing liabilities | 1.05 | 0.82 | 0.73 | 0.68 | 0.61 |  |
| Net interest rate spread | 3.02 | 3.09 | 3.10 | 3.10 | 3.14 |  |
| Impact of noninterest-bearing funds on margin | 0.27 | 0.21 | 0.20 | 0.19 | 0.17 |  |
| Net interest margin | 3.29 | $\%$ | 3.30 | $\%$ | 3.30 | $\%$ |
| 3.29 | $\%$ | 3.31 | $\%$ |  |  |  |

(1)FTE yields are calculated assuming a $21 \%$ tax rate and a $35 \%$ tax rate for periods prior to January $1,2018$. (2) Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
(3)For purposes of this analysis, NALs are reflected in the average balances of loans.

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## 2018 Second Quarter versus 2017 Second Quarter

FTE net interest income for the 2018 second quarter increased $\$ 34$ million, or $4 \%$, from the 2017 second quarter. This reflected the benefit from the $\$ 4.6$ billion, or $5 \%$, increase in average earning assets, partially offset by a two basis point decrease in the FTE NIM to $3.29 \%$. Average earning asset growth reflected a $\$ 4.5$ billion, or $7 \%$, increase in average loans and leases. Average earning asset yields increased 32 basis points year-over-year, driven by a 34 basis point improvement in loan yields. Average funding costs increased 44 basis points, although interest-bearing deposit costs only increased 28 basis points. The cost of short-term borrowings and long-term debt increased 104 basis points and 126 basis points, respectively. Embedded within these yields and costs, FTE net interest income during the 2018 second quarter included $\$ 19$ million, or approximately 8 basis points, of purchase accounting impact compared to $\$ 34$ million, or approximately 15 basis points, in the year-ago quarter.
Average earning assets for the 2018 second quarter increased $\$ 4.6$ billion, or $5 \%$, from the year-ago quarter, primarily reflecting a $\$ 4.5$ billion, or $7 \%$, increase in average loans and leases. Average residential mortgage loans increased $\$ 1.6$ billion, or $21 \%$, driven by an increase in lending officers and expansion into the Chicago market. Average automobile loans increased $\$ 0.9$ billion, or $8 \%$, driven by $\$ 6.2$ billion of new production over the past year. Average commercial and industrial (C\&I) loans increased $\$ 0.9$ billion, or $3 \%$, reflecting growth in middle market, asset finance, energy, and corporate banking. Average RV and marine finance loans increased $\$ 0.6$ billion, or $31 \%$, reflecting the success of the well-managed expansion of the acquired business into 17 new states over the past two years.
Average total interest-bearing liabilities increased $\$ 4.8$ billion, or $7 \%$, from the year-ago quarter. Average total deposits for the 2018 second quarter increased $\$ 2.7$ billion, or $4 \%$, from the year-ago quarter, while average total core deposits increased $\$ 3.1$ billion, or $4 \%$. Average money market deposits increased $\$ 1.7$ billion, or $9 \%$, primarily reflecting growth in certain specialty commercial deposits and continued shifting commercial customer preferences for higher yielding deposit products. Average core CDs increased $\$ 1.6$ billion, or $77 \%$, reflecting initiatives to grow fixed-rate, term consumer deposits in light of the rising interest rate environment. Average demand deposits increased $\$ 0.5$ billion, or $1 \%$, primarily driven by a $\$ 0.3$ billion, or $1 \%$, increase in average commercial demand deposits. Average long-term debt increased $\$ 0.5$ billion, or $6 \%$, reflecting the issuance of $\$ 2.0$ billion and maturity of $\$ 1.3$ billion of senior debt over the past four quarters. Partially offsetting these increases, average savings and other domestic deposits decreased $\$ 0.7$ billion, or $6 \%$, reflecting consumer migration into higher yielding deposit products, such as money market and CDs.

## 2018 Second Quarter versus 2018 First Quarter

Compared to the 2018 first quarter, FTE net interest income increased $\$ 14$ million, or $2 \%$, primarily reflecting growth in average earning assets and the impact of day count. Average earning assets increased $\$ 1.0$ billion, or $1 \%$, sequentially, driven by a $\$ 1.4$ billion or $2 \%$, increase in average loans, partially offset by a $\$ 0.6$ billion, or $2 \%$, decrease in average securities. The NIM decreased 1 basis point. Average earning asset yields increased 16 basis points sequentially, driven by a 17 basis point increase in loan yields. Average funding costs increased 23 basis points, primarily driven by higher cost of long-term debt (up 83 basis points) and short-term borrowings (up 35 basis points). The increase in long-term debt is primarily driven by higher rates on variable rate hedges against fixed rate debt, some of which were terminated in the quarter, as well as derivative hedging ineffectiveness recognized during the 2018 second quarter. Average interest-bearing deposit costs increased 16 basis points, while noninterest-bearing funding improved 6 basis points. Day count negatively impacted the NIM by 1 basis point on a linked quarter basis. The purchase accounting impact on the net interest margin was approximately 8 basis points in the 2018 second quarter, unchanged from the prior quarter.
Compared to the 2018 first quarter, average earning assets increased $\$ 1.0$ billion, or $1 \%$, reflecting the $\$ 1.4$ billion, or $2 \%$, increase in average loans and leases. Average C\&I loans increased $\$ 0.6$ billion, or $2 \%$, reflecting broad-based growth in middle market, asset finance, energy, and specialty. Average residential mortgage loans increased $\$ 0.5$ billion, or $5 \%$, driven by seasonality and the expansion of our home lending business. Average securities decreased $\$ 0.6$ billion, or $2 \%$, primarily due to runoff in the portfolio.

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Compared to the 2018 first quarter, average total core deposits increased $\$ 2.0$ billion, or $3 \%$, primarily reflecting a $\$ 1.5$ billion, or $65 \%$, increase in average core CDs. Average demand deposits increased $\$ 0.3$ billion, or $1 \%$, primarily driven by a $\$ 0.2$ billion, or $2 \%$, increase in average consumer demand deposits. Average short-term borrowings decreased $\$ 2.1$ billion, or $41 \%$, as continued growth in core deposits reduced reliance on wholesale funding.

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Table 5 - Consolidated YTD Average Balance Sheets and Net Interest Margin Analysis (dollar amounts in millions)

Fully-taxable equivalent basis (1)
Assets:
Interest-bearing deposits in banks
Securities:
Trading account securities
Available-for-sale securities:
Taxable
Tax-exempt
Total available-for-sale securities
Held-to-maturity securities-taxable
Other securities
Total securities
Loans held for sale
Loans and leases: (3)
Commercial:
Commercial and industrial
Commercial real estate:
Construction
Commercial
Commercial real estate
Total commercial
Consumer:
Automobile
Home equity
Residential mortgage
RV and marine finance
Other consumer
Total consumer
Total loans and leases
Allowance for loan and lease losses
Net loans and leases
Total earning assets
Cash and due from banks
Intangible assets
All other assets
Total assets
Liabilities and Shareholders' Equity:
Deposits:
Demand deposits-noninterest-bearing
Demand deposits-interest-bearing
Total demand deposits
Money market deposits
Savings and other domestic deposits

YTD Average Balances
Six months ended Change
June 30 ,

YTD Average Rates (2)
Six months ended June 30,
$2018 \quad 2017$ Amount Percent 2018 2017
$\left.\begin{array}{llllllll}\$ 87 & \$ 101 & \$(14\end{array}\right)(14) \% ~ 1.96 \quad \% ~ 1.31 \quad \%$
$\begin{array}{llllll}84 & 114 & (30 & ) & (26) & 0.19\end{array}$

| 10,994 | 12,401 | $(1,407$ | $)(11)$ | 2.57 | 2.34 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 3,593 | 3,075 | 518 | 17 | 3.26 | 3.74 |
| 14,587 | 15,476 | $(889$ | $)(6)$ | 2.74 | 2.62 |
| 8,791 | 7,541 | 1,250 | 17 | 2.44 | 2.37 |
| 602 | 569 | 33 | 6 | 4.28 | 3.23 |
| 24,064 | 23,700 | 364 | 2 | 2.67 | 2.55 |
| 549 | 470 | 79 | 17 | 4.02 | 3.76 |


| 28,555 | 27,957 | 598 | 2 | 4.40 | 4.01 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
| 1,157 | 1,221 | $(64$ | $)(5$ | $)$ | 4.99 |
| , 188 | 5,990 | 198 | 3 | 4.41 | 3.09 |
| 7,345 | 7,211 | 134 | 2 | 4.50 | 3.83 |
| 35,900 | 35,168 | 732 | 2 | 4.42 | 3.98 |
|  |  |  |  |  |  |
| 12,186 | 11,194 | 992 | 9 | 3.60 | 3.55 |
| 9,986 | 9,994 | $(8$ | $)$ | - | 4.99 |
| 9,401 | 7,879 | 1,522 | 19 | 3.68 | 3.54 |
| 2,574 | 1,957 | 617 | 32 | 5.11 | 5.60 |
| 1,143 | 972 | 171 | 18 | 11.80 | 11.49 |
| 35,290 | 31,996 | 3,294 | 10 | 4.39 | 4.25 |
| 71,190 | 67,164 | 4,026 | 6 | 4.41 | 4.11 |
| $(726$ | $(654$ | $)(72$ | $) 11$ |  |  |
| 70,464 | 66,510 | 3,954 | 6 |  |  |
| 95,890 | 91,435 | 4,455 | 5 | 4.00 | $\%$ |
| 1,250 | 1,647 | $(397$ | $)(24)$ |  | 3.73 |
| 2,325 | 2,380 | $(55$ | $)(2$ | $)$ |  |
| 5,598 | 5,424 | 174 | 3 |  |  |
| $\$ 104,337$ | $\$ 100,232$ | $\$ 4,105$ | 4 | $\%$ |  |


| $\$ 20,477$ | $\$ 21,664$ | $\$(1,187)$ | $(5$ | $) \%$ | - | $\%$ | - |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 18,877 | 17,127 | 1,750 | 10 | 0.33 |  | 0.18 | $\%$ |
| 39,354 | 38,791 | 563 | 1 | 0.16 |  | 0.08 |  |
| 20,811 | 18,934 | 1,877 | 10 | 0.52 |  | 0.29 |  |
| 11,182 | 11,930 | $(748$ | $)$ | $(6)$ | 0.20 |  | 0.21 |

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| Core certificates of deposit | 3,048 | 2,243 | 805 | 36 | 1.35 | 0.47 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total core deposits | 74,395 | 71,898 | 2,497 | 3 | 0.44 | 0.24 |  |
| Other domestic time deposits of $\$ 250,000$ or more | 245 | 474 | $(229$ | $)$ | $(48)$ | 0.85 | 0.47 |
| Brokered deposits and negotiable CDs | 3,485 | 3,876 | $(391$ | $)(10)$ | 1.65 | 0.83 |  |
| Total deposits | 78,125 | 76,248 | 1,877 | 2 | 0.51 | 0.28 |  |
| Short-term borrowings | 4,149 | 3,236 | 913 | 28 | 1.60 | 0.69 |  |
| Long-term debt | 9,092 | 8,630 | 462 | 5 | 3.34 | 2.41 |  |
| Total interest-bearing liabilities | 70,889 | 66,450 | 4,439 | 7 | 0.94 | 0.58 |  |
| All other liabilities | 1,876 | 1,609 | 267 | 17 |  |  |  |
| Shareholders' equity | 11,095 | 10,509 | 586 | 6 |  |  |  |
| Total liabilities and shareholders' equity | $\$ 104,337$ | $\$ 100,232$ | $\$ 4,105$ | 4 | $\%$ |  |  |
| Net interest rate spread |  |  |  |  | 3.06 | 3.15 |  |
| Impact of noninterest-bearing funds on margin |  |  |  |  | 0.24 | 0.16 |  |
| Net interest margin |  |  |  | 3.30 | $\%$ | 3.31 | $\%$ |

(1)FTE yields are calculated assuming a $21 \%$ tax rate and a $35 \%$ tax rate for periods prior to January $1,2018$.
(2) Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
(3)For purposes of this analysis, NALs are reflected in the average balances of loans.

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2018 First Six Months versus 2017 First Six Months
FTE net interest income for the first six-month period of 2018 increased $\$ 69$ million, or $5 \%$. This reflected the benefit of a $\$ 4.5$ billion, or $5 \%$, increase in average total earning assets, partially offset by a basis point decrease in the FTE NIM to $3.30 \%$. Average loans and leases increased $\$ 4.0$ billion, or $6 \%$, primarily reflecting an increase in C\&I, automobile, residential mortgage and RV and marine finance lending. Average earning asset yields increased 27 basis points sequentially, driven by a 30 basis point increase in loan yields. Average funding costs increased 36 basis points, primarily driven by higher cost of short-term borrowings (up 91 basis points) and long-term debt (up 93 basis points). Average interest-bearing deposit costs increased 23 basis points, while noninterest-bearing funding improved 8 basis points.

## Provision for Credit Losses

(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 inherent in the loan and lease portfolio and the portfolio of unfunded loan commitments and letters-of-credit.
The provision for credit losses for the 2018 second quarter was $\$ 56$ million, which increased $\$ 31$ million, or $124 \%$, compared to the second quarter 2017. On a year-to-date basis, provision for credit losses for the first six-month period of 2018 was $\$ 122$ million, an increase of $\$ 29$ million, or $31 \%$, compared to year-ago period. The increase from the 2018 first quarter and prior year-to-date provision for credit losses was primarily the result of allowance growth attributed to portfolio balance expansion and risk rating migration within the commercial loan portfolio, partially offset by lower NCOs.
Noninterest Income
The following table reflects noninterest income for each of the periods presented:
Table 6 - Noninterest Income
(dollar amounts in millions)
Service charges on deposit accounts
Cards and payment processing income
Trust and investment management services
Mortgage banking income
Insurance income
Capital markets fees
Bank owned life insurance income
Gain on sale of loans
Securities gains (losses)
Other income

| Three Months |  |  | $\begin{aligned} & \text { 2Q18 vs. } \\ & \text { 2Q17 } \end{aligned}$ | $\begin{aligned} & \text { 2Q18 vs. } \\ & \text { QQ18 } \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ended |  |  |  |  |  |  |
| June | March | June | Change | Change |  |  |
| 30, | 31, | 30, |  |  |  |  |
| 2018 | 2018 | 2017 | AmouRercent |  | ouRer | rcen |
| \$91 | \$ 86 | \$88 | \$3 3 \% | \$5 | 6 | \% |
| 56 | 53 | 52 | 48 | 3 | 6 |  |
| 42 | 44 | 37 | $5 \quad 14$ | (2 | ) (5 |  |
| 28 | 26 | 32 | (4) (13) |  | 8 |  |
| 21 | 21 | 22 | (1) (5 | - | - |  |
| 21 | 19 | 17 | $4 \quad 24$ | 2 | 11 |  |
| 17 | 15 | 15 | 213 | 2 | 13 |  |
| 15 | 8 | 12 | 325 | 7 | 88 |  |
| - | - | - | - - | - |  |  |
| 45 | 42 | 50 | (5 ) (10) |  | 7 |  |
| \$336 | \$ 314 | \$325 | \$11 3 \% | \$22 | 7 |  |

$\begin{array}{lllllllll}\text { Total noninterest income } & \$ 336 & \$ 314 & \$ 325 & \$ 11 & 3 & \% & \$ 22 & 7\end{array}$
2018 Second Quarter versus 2017 Second Quarter
Reported noninterest income for the 2018 second quarter increased $\$ 11$ million, or $3 \%$, from the year-ago quarter, reflecting ongoing household / relationship acquisition and execution of our Optimal Customer Relationship (OCR) strategy. Trust and investment management services increased $\$ 5$ million, or $14 \%$, reflecting strong equity market performance. Other income decreased $\$ 5$ million, or $10 \%$, primarily reflecting a $\$ 3$ million unfavorable Visa Class B derivative fair value adjustment.

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2018 Second Quarter versus 2018 First Quarter
Compared to the 2018 first quarter, reported noninterest income increased $\$ 22$ million, or $7 \%$. Gain on sale of loans increased $\$ 7$ million, or $88 \%$, reflecting $\$ 5$ million of gains on the sale of asset finance leases and the seasonal increase in SBA loan sales. Service charges on deposit accounts increased $\$ 5$ million, or $6 \%$, primarily reflecting seasonality in consumer service charges.
Table 7 - Noninterest Income—2018 First Six Months vs. 2017 First Six
Months
(dollar amounts in thousands)
Service charges on deposit accounts
Cards and payment processing income
Trust and investment management services
Mortgage banking income
Insurance income
Capital markets fees
Bank owned life insurance income
Gain on sale of loans
Securities gains (losses)
Other income
Total noninterest income

| Six Months |  |  |
| :---: | :---: | :---: |
| Ended | June | Change |
| 30, |  |  |
| 2018 | 2017 | AmouRercent |
| \$177 | \$171 | \$6 4 \% |
| 109 | 100 |  |
| 86 | 76 | $10 \quad 13$ |
| 54 | 64 | (10) (16) |
| 42 | 42 | - - |
| 40 | 31 | 29 |
| 32 | 33 | (1) (3 |
| 23 | 25 | (2) (8) |
| - | - | - - |
|  | 96 | (9 ) (9 |
| \$650 | \$638 | \$12 2 \% |

Noninterest income for the first six-month period of 2018 increased $\$ 12$ million, or $2 \%$, from the year-ago period, primarily reflecting ongoing household / relationship acquisition and execution of our Optimal Customer Relationship (OCR) strategy. Trust and investment management services increased $\$ 10$ million, or $13 \%$, primarily reflecting continued growth of managed accounts and strong equity market performance. Capital market fees increased $\$ 9$ million, or $29 \%$, reflecting increased foreign exchange and interest rate derivative activity. Cards and payment processing income increased $\$ 9$ million, or $9 \%$, due to higher credit and debit card related income and underlying customer growth. Mortgage banking decreased $\$ 10$ million, or $16 \%$, driven by lower spreads on origination volume. Other income decreased $\$ 9$ million, or $9 \%$, reflecting an unfavorable Visa Class B derivative fair value adjustment.
Noninterest Expense
(This section should be read in conjunction with Significant Items.)
The following table reflects noninterest expense for each of the periods presented:
Table 8 - Noninterest Expense
(dollar amounts in millions)
Personnel costs
Outside data processing and other services
Net occupancy
Equipment
Deposit and other insurance expense
Professional services
Marketing
Amortization of intangibles

| Three | Months | nded | $\begin{aligned} & \text { 2Q18 vs. } \\ & 2 \mathrm{O} 17 \end{aligned}$ | $\begin{aligned} & \text { 2Q18 vs. } \\ & \text { 1Q18 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| June | March | June | Change | Change |
| 30, | 31, | 30, | Change | Change |
| 2018 | 2018 | 2017 | Amounlercent | AmouRerc |
| \$396 | \$ 376 | \$ 392 | \$4 1 \% | \$20 |
| 69 | 73 | 75 | $(6)(8)$ | (4 ) (5 |
| 35 | 41 | 53 | (18) (34) | (6) (15) |
| 38 | 40 | 43 | (5 ) (12) | (2) (5 |
| 18 | 18 | 20 | $(2)(10)$ | - - |
| 15 | 11 | 18 | (3) (17) | 36 |
| 18 | 8 | 19 | $(1)(5)$ | $10 \quad 125$ |
| 13 | 14 | 14 | $(1)(7$ | (1) (7 |

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| Other noninterest expense | 50 | 52 | 60 | $(10$ | $)$ | $(17)$ | $(2)$ | $(4)$ | $)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total noninterest expense | $\$ 652$ | $\$ 633$ | $\$ 694$ | $\$(42)$ | $(6)$ | $) \%$ | $\$ 19$ | 3 | $\%$ |
| Number of employees (average full-time equivalent) | $15,73215,599$ | 16,103 | $(371)$ | $(2)$ | $) \%$ | 133 | 1 | $\%$ |  |

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Impacts of Significant Items:

|  | Three Months <br> Ended <br> Jumarch June |  |
| :--- | :--- | :--- |
|  | 3031, | 30, |
|  | 201818 | 2017 |
| (dollar amounts in millions) | $\$-\$$ | $\$ 18$ |
| Personnel costs | - | 6 |
| Outside data processing and other services | - | 14 |
| Net occupancy | - | 4 |
| Equipment | - | 4 |
| Professional services | - | - |
| Marketing | - | 4 |
| Other noninterest expense | $\$-\$$ | $\$ 50$ |

Adjusted Noninterest Expense (See Non-GAAP Financial Measures in the Additional Disclosures section):

| Three Months | 2 Q 18 vs. | 2 Q 18 vs |
| :--- | :--- | :--- |
| Ended | 2 Q 17 | 1 Q 18 |

(dollar amounts in millions)
Personnel costs
Outside data processing and other services
Net occupancy
Equipment
Deposit and other insurance expense
Professional services
Marketing
Amortization of intangibles
Other noninterest expense 30, 31, 30, Change Change
201820182017 AmouRercent AmouRercent
\$396 \$ 376 \$374 \$22 6 \% \$20 5 \%
$\left.\begin{array}{lllllll}69 & 73 & 69 & - & - & (4)\end{array}\right)(5 \quad)$
$\left.\begin{array}{llllll}35 & 41 & 39 & (4)\end{array}\right)(10) \quad(6)(15)$
$38 \quad 40 \quad 39 \quad(1)(3) \quad(2)(5)$
$\begin{array}{lllll}18 & 18 & 20 & (2) & (10)\end{array} \quad-\quad-$
$\begin{array}{lllllll}15 & 11 & 14 & 1 & 7 & 4 & 36\end{array}$
$\begin{array}{lllllll}18 & 8 & 19 & (1 & ) & (5 & )\end{array} 10 \quad 125$

Total adjusted noninterest expense (Non-GAAP) | 652 |
| :--- | 633 \$644 $\$ 8$ 1 $\quad \% \quad \$ 19 \quad 3 \quad \%$

2018 Second Quarter versus 2017 Second Quarter
Reported noninterest expense for the 2018 second quarter decreased $\$ 42$ million, or $6 \%$, from the year-ago quarter, primarily reflecting the $\$ 50$ million of acquisition-related Significant Items in the year-ago quarter. Personnel costs increased $\$ 4$ million, or $1 \%$, primarily reflecting increased incentive compensation and benefits costs, partially offset by an $\$ 18$ million decrease in acquisition-related Significant Items. Other expense decreased $\$ 10$ million, or $17 \%$, primarily reflecting a decrease in franchise taxes and $\$ 4$ million of acquisition-related Significant Items in the year-ago quarter.
2018 Second Quarter versus 2018 First Quarter
Reported noninterest expense increased $\$ 19$ million, or 3\%, from the 2018 first quarter. Personnel costs increased $\$ 20$ million, or $5 \%$, reflecting the implementation of annual merit increases and grant of annual long-term equity incentive compensation, both in May. Marketing expense increased $\$ 10$ million, or $125 \%$, reflecting the timing of marketing campaigns and deposit promotions. Net occupancy expense decreased $\$ 6$ million, or $15 \%$, due to seasonality.

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Table 9 - Noninterest Expense—2018 First Six Months vs. 2017 First Six
Months


Reported noninterest expense decreased $\$ 117$ million, or $8 \%$, from the year-ago period, primarily reflecting the $\$ 124$ million of acquisition-related Significant Items in the year-ago period. Net occupancy expense decreased $\$ 44$ million, or $37 \%$, primarily reflecting $\$ 38$ million of acquisition-related expense. Outside data processing and other services decreased $\$ 20$ million, or $12 \%$, reflecting $\$ 21$ million of acquisition-related expense. Other noninterest expense

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decreased $\$ 15$ million, or $13 \%$, reflecting $\$ 9$ million of acquisition-related expense. Equipment expense decreased $\$ 12$ million, or $13 \%$, primarily due to $\$ 10$ million of acquisition-related expense. Professional services decreased $\$ 10$ million, or $28 \%$, primarily reflecting $\$ 8$ million of acquisition-related expense in the year-ago period.

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Provision for Income Taxes
The provision for income taxes in the 2018 second quarter was $\$ 57$ million. This compared with a provision for income taxes of $\$ 79$ million in the 2017 second quarter and $\$ 59$ million in the 2018 first quarter. The provision for income taxes for the six-month periods ended June 30, 2018 and June 30, 2017 was $\$ 116$ million and $\$ 138$ million, respectively. All periods included the benefits from tax-exempt income, tax-advantaged investments, general business credits, investments in qualified affordable housing projects, excess tax deductions for stock-based compensation, and capital losses. The 2018 second quarter and 2018 first quarter also included expense for nondeductible FDIC insurance premiums. The effective tax rates for the 2018 second quarter, 2017 second quarter, and 2018 first quarter were $13.8 \%, 22.4 \%$, and $15.3 \%$, respectively. The effective tax rates for the six month period ended June 30, 2018 and June 30, 2017 were $14.6 \%$ and $22.3 \%$, respectively. The variance between the 2018 second quarter compared to the 2017 second quarter, and the six month period ended June 30, 2018 compared to the six month period ended June 30, 2017 in the provision for income taxes and effective tax rates relates primarily to the impact of the TCJA. The net federal deferred tax liability was $\$ 141$ million and the net state deferred tax asset was $\$ 24$ million at June 30, 2018. We file income tax returns with the IRS and various state, city, and foreign jurisdictions. The IRS is currently examining our 2010 and 2011 consolidated federal income tax returns. While the statute of limitations remains open for tax years 2012 through 2016, the IRS has advised that tax years 2012 through 2014 will not be audited, and has begun the examination of the 2015 federal income tax return in second quarter 2018. Various state and other jurisdictions remain open to examination, including Ohio, Kentucky, Indiana, Michigan, Pennsylvania, West Virginia, Wisconsin, and Illinois.

## RISK MANAGEMENT AND CAPITAL

We use a multi-faceted approach to risk governance. It begins with the board of directors defining our risk appetite as aggregate moderate-to-low. Risk awareness, identification and assessment, reporting, and active management are key elements in overall risk management. Controls include, among others, effective segregation of duties, access, authorization and reconciliation procedures, as well as staff education and a disciplined assessment process. We believe that our primary risk exposures are credit, market, liquidity, operational and compliance. More information on risk can be found in the Risk Factors section included in Item 1A of our 2017 Form 10-K and subsequent filings with the SEC. The MD\&A included in our 2017 Form $10-\mathrm{K}$ should be read in conjunction with this MD\&A as this discussion provides only material updates to the Form 10-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 the 2017 Form 10-K.
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 credit risk associated with our AFS, HTM, and other securities portfolios (see Note 4, Note 5, and Note 6 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 management 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 quantitative measurement capabilities utilizing external data sources, enhanced 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 solutions for delinquent or stressed borrowers.
Loan and Lease Credit Exposure Mix
Refer to the "Loan and Lease Credit Exposure Mix" section of our 2017 Form 10-K for a brief description of each portfolio segment.

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The table below provides the composition of our total loan and lease portfolio:
Table 10 - Loan and Lease Portfolio Composition
(dollar amounts in millions)
June 30,

2018 $\quad$| March 31, | December 31, | September 30, | June 30, |
| :--- | :--- | :--- | :--- |
| 2018 | 2017 | 2017 | 2017 |

Commercial:
Commercial and industrial \$28,850 40 \% \$28,622 40 \% \$28,107 40 \% \$27,469 40 \% \$27,969 $41 \%$
Commercial real estate:

| Construction | 1,083 | 1 | 1,167 | 2 | 1,217 | 2 | 1,182 | 2 | 1,145 | 2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Commercial | 6,118 | 8 | 6,245 | 9 | 6,008 | 9 | 6,024 | 9 | 6,000 | 9 |
| Commercial real estate | 7,201 | 9 | 7,412 | 11 | 7,225 | 11 | 7,206 | 11 | 7,145 | 11 |
| Total commercial | 36,051 | 49 | 36,034 | 51 | 35,332 | 51 | 34,675 | 51 | 35,114 | 52 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 12,390 | 17 | 12,146 | 17 | 12,100 | 17 | 11,876 | 17 | 11,555 | 17 |
| Home equity | 9,907 | 14 | 9,987 | 14 | 10,099 | 14 | 9,985 | 15 | 9,966 | 15 |
| Residential mortgage | 10,006 | 14 | 9,357 | 13 | 9,026 | 13 | 8,616 | 13 | 8,237 | 12 |
| RV and marine finance | 2,846 | 4 | 2,549 | 3 | 2,438 | 3 | 2,371 | 3 | 2,178 | 3 |
| Other consumer | 1,206 | 2 | 1,090 | 2 | 1,122 | 2 | 1,064 | 1 | 1,009 | 1 |
| Total consumer | 36,355 | 51 | 35,129 | 49 | 34,785 | 49 | 33,912 | 49 | 32,945 | 48 |

Total loans and leases $\quad \$ 72,406100 \%$ \$71,163 100\% \$70,117 $100 \%$ \$68,587 $100 \%$ \$68,059 100\%
Our loan portfolio is composed of a managed mix of consumer and commercial credits. At the corporate level, we manage the overall credit exposure and portfolio composition in part via a credit concentration policy. The policy designates specific loan types, collateral types, and loan structures to be formally tracked and assigned maximum exposure limits as a percentage of capital. C\&I lending by NAICS categories, specific limits for CRE project types, loans secured by residential real estate, shared national credit exposure, and designated high risk loan definitions represent examples of specifically tracked components of our concentration management process. There are no identified concentrations that exceed the assigned exposure limit. Our concentration management policy is approved by the ROC of the Board and is one of the strategies used to ensure a high quality, well diversified portfolio that is consistent with our overall objective of maintaining an aggregate moderate-to-low risk profile. Changes to existing concentration limits require the approval of the ROC prior to implementation, incorporating specific information relating to the potential impact on the overall portfolio composition and performance metrics.
Commercial Credit
Refer to the "Commercial Credit" section of our 2017 Form 10-K for our commercial credit underwriting and on-going credit management processes.
Consumer Credit
Refer to the "Consumer Credit" section of our 2017 Form 10-K for our consumer credit underwriting and on-going credit management processes.

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The table below provides our total loan and lease portfolio segregated by industry type. The changes in the industry composition from December 31, 2017 are consistent with the portfolio growth metrics.
Table 11 - Loan and Lease Portfolio by Industry Type
(dollar amounts in millions)
Commercial loans and leases:
Real estate and rental and leasing
Retail trade (1)
Manufacturing
Finance and insurance
Health care and social assistance
Wholesale trade
Accommodation and food services
Professional, scientific, and
technical services
Other services
Transportation and warehousing
Construction
Mining, quarrying, and oil and gas extraction
Admin./Support/Waste Mgmt. and Remediation Services
Arts, entertainment, and recreation
Educational services
Utilities
Information
Unclassified/Other
Public administration
Agriculture, forestry, fishing and
hunting
Management of companies and enterprises
Total commercial loans and leases
by industry category
Automobile
Residential mortgage
Home Equity
RV and marine finance
Other consumer loans
Total loans and leases

June 30, March 31, December 31, September 30, June 30, $2018 \quad 2018 \quad 2017 \quad 2017 \quad 2017$

| $\$ 7,314$ | 10 | $\%$ | $\$ 7,509$ | 11 | $\%$ | $\$ 7,378$ | 11 | $\%$ | $\$ 7,461$ | 11 | $\%$ | $\$ 7,588$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 12 | $\%$ |  |  |  |  |  |  |  |  |  |  |  |
| 4,886 | 7 | 5,034 | 7 | 4,886 | 7 | 4,643 | 7 | 4,805 | 7 |  |  |  |
| 4,867 | 7 | 4,780 | 7 | 4,791 | 7 | 4,874 | 7 | 4,916 | 7 |  |  |  |
| 3,188 | 4 | 3,216 | 5 | 3,044 | 4 | 2,900 | 4 | 3,051 | 4 |  |  |  |
| 2,589 | 4 | 2,649 | 4 | 2,664 | 4 | 2,727 | 4 | 2,699 | 4 |  |  |  |
| 2,575 | 4 | 2,472 | 3 | 2,291 | 3 | 2,070 | 3 | 2,058 | 3 |  |  |  |
| 1,657 | 2 | 1,675 | 2 | 1,617 | 2 | 1,653 | 2 | 1,660 | 2 |  |  |  |
| 1,303 | 2 | 1,293 | 2 | 1,257 | 2 | 1,230 | 2 | 1,232 | 2 |  |  |  |
| 1,266 | 2 | 1,263 | 2 | 1,296 | 2 | 1,265 | 2 | 1,261 | 2 |  |  |  |
| 1,209 | 2 | 1,171 | 2 | 1,243 | 2 | 1,255 | 2 | 1,284 | 2 |  |  |  |
| 1,010 | 1 | 1,030 | 1 | 976 | 1 | 913 | 1 | 928 | 1 |  |  |  |
| 899 | 1 | 780 | 1 | 694 | 1 | 619 | 1 | 501 | 1 |  |  |  |


| 611 | 1 | 551 | 1 | 561 | 1 | 484 | 1 | 444 | 1 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 503 | 1 | 525 | 1 | 593 | 1 | 530 | 1 | 469 | 1 |
| 493 | 1 | 498 | 1 | 504 | 1 | 509 | 1 | 570 | 1 |
| 417 | - | 410 | - | 389 | 1 | 431 | 1 | 433 | 1 |
| 395 | - | 434 | 1 | 467 | 1 | 468 | 1 | 458 | 1 |
| 336 | - | 244 | - | 163 | - | 122 | - | 183 | - |
| 255 | - | 236 | - | 255 | - | 262 | - | 274 | - |
| 195 | - | 164 | - | 172 | - | 176 | - | 203 | - |
| 83 | - | 100 | - | 91 | - | 83 | - | 97 | - |

(1) Amounts include $\$ 3.2$ billion, $\$ 3.4$ billion, $\$ 3.2$ billion, $\$ 3.0$ billion and $\$ 3.2$ billion of auto dealer services loans at (1) June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017, respectively.

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, NALs, and 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 2018 second quarter reflected continued overall positive results with continued low net charge-offs. Total NCOs were $\$ 28$ million, or $0.16 \%$ annualized, of average total loans and leases. Net charge-offs decreased by $\$ 10$ million from the prior quarter, due to a decrease in net charge-offs in the C\&I and consumer portfolios. There was a $2 \%$ decline in NPAs from the prior quarter. NPAs to total loans and leases remains low at $0.57 \%$. The ALLL to total loans and leases ratio increased 1 basis points to $1.02 \%$. The ACL to total loans and leases ratio increased 2 basis points to $1.15 \%$.
NPAs, NALs, AND TDRs
(This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements and "Credit Quality" section of our 2017 Form 10-K.)
NPAs and NALs
Of the $\$ 232$ million of C\&I and CRE-related NALs at June 30, 2018, $\$ 152$ million, or $66 \%$, 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, RV and marine finance and other consumer loans are generally charged-off at 120 -days past due.
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 12 - Nonaccrual Loans and Leases and Nonperforming Assets

| (dollar amounts in millions) | June 30, March 31, December 31, September 30, June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2018 | 2017 | 2017 | 2017 |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |
| Commercial and industrial | \$207 | \$ 190 | \$ 161 | \$ 170 | \$ 195 |
| Commercial real estate | 25 | 30 | 29 | 18 | 17 |
| Automobile | 4 | 5 | 6 | 4 | 4 |
| Home equity | 68 | 75 | 68 | 71 | 68 |
| Residential mortgage | 73 | 82 | 84 | 75 | 80 |
| RV and marine finance | 1 | 1 | 1 | - | - |
| Other consumer | - | - | - | - | - |
| Total nonaccrual loans and leases | 378 | 383 | 349 | 338 | 364 |
| Other real estate, net: |  |  |  |  |  |
| Residential | 23 | 23 | 24 | 26 | 27 |
| Commercial | 5 | 7 | 9 | 16 | 17 |
| Total other real estate, net | 28 | 30 | 33 | 42 | 44 |
| Other NPAs (1) | 6 | 7 | 7 | 7 | 7 |
| Total nonperforming assets | \$412 | \$ 420 | \$ 389 | \$ 387 | \$415 |
| Nonaccrual loans and leases as a \% of total loans and lease | s0.52 | \% 0.54 | \% 0.50 | \% 0.49 | \% 0.54 \% |
| NPA ratio (2) | 0.57 | 0.59 | 0.55 | 0.56 | 0.61 |

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

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2018 Second Quarter versus 2017 Fourth Quarter.
Total NPAs increased by $\$ 23$ million, or $6 \%$, compared with December 31, 2017 primarily related to an increase in the C\&I portfolio, partially offset by a decrease in nonperforming loans secured by residential properties. The commercial increase was centered in a small number of credits from diverse industries.

## TDR Loans

(This section should be read in conjunction with Note 3 of the Notes to Unaudited Condensed Consolidated Financial Statements and TDR Loans section of our 2017 Form 10-K.)
Over the past five quarters, the accruing component of the total TDR balance has been approximately $83 \%$, indicating there is no identified credit loss and the borrowers continue to make their monthly payments. In fact, over $75 \%$ of the $\$ 479$ million of accruing TDRs secured by residential real estate (Residential mortgage and Home equity in Table 13) are current on their required payments. In addition, over $60 \%$ of the accruing pool have had no delinquency in the past 12 months. There is limited migration from the accruing to non-accruing components, and virtually all of the charge-offs come from the non-accruing TDR balances.
The table below presents our accruing and nonaccruing TDRs at period-end for each of the past five quarters:
Table 13 - Accruing and Nonaccruing Troubled Debt Restructured Loans

| (dollar amounts in millions) | June 30, March 31, December 31, September 30, June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2018 | 2017 | 2017 | 2017 |
| TDRs-accruing: |  |  |  |  |  |
| Commercial and industrial | \$314 | \$ 316 | \$ 300 | \$ 268 | \$ 270 |
| Commercial real estate | 65 | 76 | 78 | 80 | 74 |
| Automobile | 32 | 32 | 30 | 29 | 28 |
| Home equity | 258 | 261 | 265 | 265 | 269 |
| Residential mortgage | 221 | 224 | 224 | 235 | 238 |
| RV and marine finance | 1 | 1 | 1 | 1 | 1 |
| Other consumer | 9 | 6 | 8 | 7 | 4 |
| Total TDRs-accruing | 900 | 916 | 906 | 885 | 884 |
| TDRs-nonaccruing: |  |  |  |  |  |
| Commercial and industrial | 87 | 83 | 82 | 96 | 90 |
| Commercial real estate | 14 | 16 | 15 | 4 | 4 |
| Automobile | 3 | 3 | 4 | 4 | 4 |
| Home equity | 28 | 31 | 28 | 31 | 29 |
| Residential mortgage | 46 | 52 | 55 | 50 | 56 |
| RV and marine finance | 1 | - | - | - | - |
| Other consumer | - | - | - | - | - |
| Total TDRs-nonaccruing | 179 | 185 | 184 | 185 | 183 |
| Total TDRs | \$ 1,079 | \$ 1,101 | \$ 1,090 | \$ 1,070 | \$ 1,067 |

Overall TDRs decreased slightly in the quarter. The Commercial accruing TDR level has increased over the five quarter period as Huntington continues to proactively work with our Commercial borrowing relationships that require assistance. The resulting loan structures enable our borrowers to meet their commitments and Huntington to retain earning assets. The accruing component of TDRs meet the well secured definition and have demonstrated a period of satisfactory payment performance.
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 ACL methodology committee 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 or qualitative adjustments, 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

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applying the same quantitative reserve determination process to the unfunded portion of the loan exposures adjusted by an applicable funding expectation.
Loans originated for investment are stated at their principal amount outstanding adjusted for partial charge-offs, and net deferred loan fees and costs.
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 increased year over year, all of the relevant benchmarks remain strong.
The table below reflects the allocation of our ALLL among our various loan categories during each of the past five quarters:
Table 14 - Allocation of Allowance for Credit Losses (1)
$\begin{array}{lllllll}\text { (dollar amounts in millions) } & \begin{array}{ll}\text { June 30, } \\ 2\end{array} & 2018 & \text { March 31, } & \text { December 31, September 30, June 30, } \\ 20 & 2018 & 2017 & 2017 & 2017\end{array}$

## ALLL

Commercial

$\begin{array}{llllllllllll}\text { Commercial real estate } & 118 & 9 & 113 & 11 & 105 & 11 & 100 & 11 & 107 & 11\end{array}$
$\begin{array}{lllllllllll}\text { Total commercial } & 531 & 49 & 515 & 51 & 482 & 51 & 474 & 51 & 475 & 52\end{array}$
Consumer
$\begin{array}{lllllllllll}\text { Automobile } & 52 & 17 & 52 & 17 & 53 & 17 & 50 & 17 & 48 & 17\end{array}$
$\begin{array}{lllllllllll}\text { Home equity } & 55 & 14 & 57 & 14 & 60 & 14 & 58 & 15 & 63 & 15\end{array}$
Residential mortgage
RV and marine finance
Other consumer
Total consumer
Total ALLL
AULC
Total ACL

| 24 | 14 | 24 | 13 |
| :--- | :--- | :--- | :--- |

Total ALLL as a \% of

| Total loans and leases | $1.02 \%$ | $1.01 \%$ | $0.99 \%$ | $0.98 \%$ | $0.98 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Nonaccrual loans and leases | 197 | 188 | 198 | 200 | 183 |
| NPAs | 180 | 172 | 178 | 175 | 161 |
| Total ACL as \% of |  |  |  |  |  |
| Total loans and leases | $1.15 \%$ | $1.13 \%$ | $1.11 \%$ | $1.10 \%$ | $1.11 \%$ |

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

2018 Second Quarter versus 2017 Fourth Quarter
At June 30, 2018, the ALLL was $\$ 741$ million, compared to $\$ 691$ million at December 31, 2017. The $\$ 50$ million, or $7 \%$, increase in the ALLL relates to growth in reserve levels associated with new loan originations as well as an increase in NALs in the Commercial portfolio. The ALLL to total loans ratio was $1.02 \%$ at June 30, 2018 and $0.99 \%$ at December 31, 2017. The ACL to total loans ratio was $1.15 \%$ at June 30, 2018 and $1.11 \%$ at December 31, 2017. In addition to the ALLL contribution, the ACL increased primarily as the result of increased expectations on future line utilization within our commercial portfolio. We believe these ratios are appropriate given the overall moderate-to-low risk profile of our loan portfolio and its coverage levels reflect the quality of our portfolio and the current operating environment. We continue to focus on early identification of loans with changes in credit metrics and have proactive action plans for these loans.

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NCOs
A 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 where 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 discharge.
C\&I and CRE loans are either charged-off or written down to net realizable value by 90 -days past due with the exception of administrative small ticket lease delinquencies. Automobile loans, RV and marine finance, and other consumer loans are generally fully 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. The remaining balance is in delinquent status until a modification can be completed, or the loan goes through the foreclosure process.

Table 15 - Quarterly Net Charge-off Analysis

| Three |  |  |
| :--- | :--- | :--- |
| Months Ended |  |  |
| June | March | June |
| 30, | 31, | 30, |
| 2018 | 2018 | 2017 |

(dollar amounts in millions) 201820182017
Net charge-offs (recoveries) by loan and lease type:
Commercial:
Commercial and industrial \$3 \$17 \$13
Commercial real estate:
Construction - (1 ) -

Commercial (1 ) (13) (4 )
Commercial real estate $\quad(1)$ (14) (4)
Total commercial $\quad 2 \quad 3 \quad 9$
Consumer:
$\begin{array}{llll}\text { Automobile } & 7 & 10 & 9\end{array}$
Home equity $\quad$ - $\quad 3 \quad 1$
$\begin{array}{llll}\text { Residential mortgage } & 1 & 1 & 1\end{array}$
$\begin{array}{llll}\text { RV and marine finance } & 2 & 3 & 2\end{array}$
$\begin{array}{llll}\text { Other consumer } & 16 & 18 & 14\end{array}$
$\begin{array}{lllll}\text { Total consumer } & 26 & 35 & 27\end{array}$
Total net charge-offs $\quad \$ 28 \quad \$ 38 \quad \$ 36$

Three Months Ended
June March June
30, 31, 30,
201820182017
Net charge-offs (recoveries) - annualized percentages:
Commercial:
Commercial and industrial $0.04 \% \quad 0.24 \% \quad 0.18 \%$
Commercial real estate:
Construction
$\begin{array}{lll}(0.24 & (0.18 & 0.03\end{array}$
Commercial
Commercial real estate
(0.06 (0.80) (0.24

Total commercial
(0.08 (0.70) (0.20)

Consumer:

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| Automobile | 0.22 | 0.32 | 0.29 |
| :--- | :--- | :--- | :--- |
| Home equity | 0.01 | 0.11 | 0.05 |
| Residential mortgage | 0.04 | 0.04 | 0.05 |
| RV and marine finance | 0.34 | 0.42 | 0.37 |
| Other consumer | 5.60 | 6.51 | 5.81 |
| Total consumer | 0.30 | 0.39 | 0.33 |
| Net charge-offs as a \% of average loans | $0.16 \%$ | $0.21 \%$ | $0.21 \%$ |

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In assessing NCO trends, it is helpful to understand the process of how commercial loans are treated as they deteriorate over time. The ALLL is established consistent with the level of risk associated with the commercial portfolio's original underwriting. As a part of our normal portfolio management process for commercial loans, loans within the portfolio are periodically reviewed and the ALLL is increased or decreased based on the updated risk ratings. For TDRs and individually assessed impaired loans, a specific reserve is established based on the discounted projected cash flows or collateral value of the specific loan. Charge-offs, if necessary, are generally recognized in a period after the specific ALLL is established. 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, except for TDRs. 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.
2018 Second Quarter versus 2018 First Quarter
NCOs were an annualized $0.16 \%$ of average loans and leases in the current quarter, a decrease from $0.21 \%$ in the 2018 first quarter, and below our average through-the-cycle target range of $0.35 \%-0.55 \%$. Annualized NCOs for the C\&I portfolio decreased significantly to $0.04 \%$ in the current quarter compared to 2018 first quarter based on an increased level of recovery activity. Consumer charge-offs were lower for the quarter, primarily driven by seasonality trends across the consumer portfolio, consistent with our expectations. Given the low level of C\&I and CRE NCOs, we have experienced and continue to expect some volatility on a quarter-to-quarter comparison basis.

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The table below reflects NCO detail for the six-month periods ended June 30, 2018 and 2017:
Table 16 - Year to Date Net Charge-off Analysis

|  | Six Months Ended June |  |
| :---: | :---: | :---: |
|  |  |  |
|  | 30, |  |
| (dollar amounts in millions) | 2018 | 2017 |
| Net charge-offs (recoveries) by loan and lease type: (1) |  |  |
| Commercial: |  |  |
| Commercial and industrial | \$20 | \$21 |
| Commercial real estate: |  |  |
| Construction | (1) | (3) |
| Commercial | (14) | (3) |
| Commercial real estate | (15) | (6 |
| Total commercial | 5 | 15 |
| Consumer: |  |  |
| Automobile | 17 | 21 |
| Home equity | 3 | 3 |
| Residential mortgage | 2 | 4 |
| RV and marine finance | 5 | 4 |
| Other consumer | 34 | 28 |
| Total consumer | 61 | 60 |
| Total net charge-offs | \$66 | \$75 |

Six Months
Ended June
30,
$2018 \quad 2017$
Net charge-offs (recoveries) - annualized percentages:
Commercial:
Commercial and industrial $0.14 \% 0.15 \%$
Commercial real estate:
Construction (0.20) (0.50
Commercial $\quad$ (0.42 $\quad(0.09$
Commercial real estate $\quad(0.39 \quad(0.16$
$\begin{array}{lll}\text { Total commercial } & 0.03 & 0.09\end{array}$
Consumer:
Automobile $0.27 \quad 0.37$
Home equity $0.06 \quad 0.06$
Residential mortgage $\quad 0.04 \quad 0.09$
RV and marine finance $\quad 0.38 \quad 0.43$
$\begin{array}{lll}\text { Other consumer } & 6.02 & 5.93\end{array}$
Total consumer $0.34 \quad 0.38$
Net charge-offs as a \% of average loans $0.19 \% 0.22 \%$
(1) Amounts presented above exclude write-downs of loans transferred to loans held for sale.

2018 First Six Months versus 2017 First Six Months

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NCOs were $\$ 66$ million, a decline of $\$ 9$ million when compared with the same period in the prior year. Given the low level of C\&I and CRE NCO's, we expect some continued volatility on a period-to-period comparison basis.

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Market Risk
(This section should be read in conjunction with the "Market Risk" section of our 2017 Form 10-K for our on-going market risk management processes.)
Market risk refers to potential losses arising from changes in interest rates, foreign exchange rates, equity prices and commodity prices, including the correlation among these factors and their volatility. When the value of an instrument is tied to such external factors, the holder faces market risk. We are primarily exposed to interest rate risk as a result of offering a wide array of financial products to our customers and secondarily to price risk from trading securities, securities owned by our broker-dealer subsidiary, foreign exchange positions, equity investments, and investments in securities backed by mortgage loans.
Interest Rate Risk
Table 17 - Net Interest Income at Risk
Net Interest Income at Risk (\%)
Basis point change scenario -25 $+100 \quad+200$
Board policy limits - $\quad \% \quad-2.0 \quad \% \quad-4.0 \quad \%$
$\begin{array}{lllllll}\text { June 30, } 2018 & -0.6 & \% & 2.9 & \% & 5.9 & \%\end{array}$
December 31, $2017 \quad-0.6 \quad \% \quad 2.5 \quad \% \quad 4.8 \quad \%$
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 twelve months.
Our NII at Risk is within our board of director's 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 shows that our balance sheet is asset sensitive at both June 30, 2018, and December 31, 2017.
Table 18 - Economic Value of Equity at Risk
Economic Value of Equity at Risk (\%)
Basis point change scenario -25 $+100 \quad+200$
Board policy limits - $\quad$ - $\quad-5.0 \quad \% \quad-12.0 \quad \%$
$\begin{array}{llllll}\text { June 30, } 2018 & -0.7 & \% & 1.7 & \% & 2.1\end{array}$
December 31, $2017 \quad-0.5 \quad \% \quad 1.9 \quad \% \quad 1.9 \quad \%$
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.
We are within our board of director's policy limits for the +100 and +200 basis point scenarios. There is no policy limit for the -25 basis point scenario. The EVE depicts a moderate asset sensitive balance sheet profile, positioning us for rising interest rates.
MSRs
(This section should be read in conjunction with Note 7 of Notes to the Unaudited Condensed Consolidated Financial Statements.)
At June 30, 2018, we had a total of $\$ 215$ million of capitalized MSRs representing the right to service $\$ 20$ billion in mortgage loans. Of this $\$ 215$ million, $\$ 11$ million was recorded using the fair value method and $\$ 204$ million was recorded using the amortization method.
MSR fair values are 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 reduced by prepayments. Prepayments usually increase when mortgage interest rates decline and decrease when mortgage interest rates rise. We have employed hedging strategies to reduce the risk of MSR fair value changes or impairment. However, volatile changes in interest rates can diminish the effectiveness of these economic hedges. We report changes in the MSR value net of hedge-related trading activity in the mortgage banking income category of noninterest income. Changes in fair value between reporting dates are recognized 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, which may result in a lower probability of prepayments or impairment. MSR assets are included in servicing rights in the Unaudited Condensed Consolidated Financial Statements.

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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 subsidiary, foreign exchange positions and equity investments. 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.
Liquidity Risk
(This section should be read in conjunction with the "Liquidity Risk" section of our 2017 Form 10-K for our on-going liquidity risk management processes.)
Our primary source of liquidity is our core deposit base. Core deposits comprised approximately $96 \%$ of total deposits at June 30, 2018. We also have available unused wholesale sources of liquidity, including advances from the FHLB of Cincinnati, issuance through dealers in the capital markets, and access to certificates of deposit issued through brokers. Liquidity is further provided by unencumbered, or unpledged, investment securities that totaled $\$ 15.2$ billion as of June 30, 2018.
Bank Liquidity and Sources of Funding
Our primary sources of funding for the Bank are retail and commercial core deposits. At June 30, 2018, these core deposits funded $72 \%$ of total assets ( $105 \%$ of total loans). Other sources of liquidity include non-core deposits, FHLB advances, wholesale debt instruments, and securitizations. Demand deposit overdrafts that have been reclassified as loan balances were $\$ 24$ million and $\$ 22$ million at June 30, 2018 and December 31, 2017, respectively.
The following table reflects deposit composition detail for each of the last five quarters:
Table 19 - Deposit Composition

| ollar amounts in millions | $\begin{aligned} & \text { June } \\ & 2018 \end{aligned}$ |  | $\begin{aligned} & \text { Marcl } \\ & 2018 \end{aligned}$ |  | $\begin{aligned} & \text { Decen } \\ & 2017 \end{aligned}$ |  | $\begin{aligned} & \text { Septer } \\ & 2017 \end{aligned}$ | 30, | $\begin{aligned} & \text { June } 3 \\ & 2017 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By Type: |  |  |  |  |  |  |  |  |  |  |
| Demand |  |  |  |  |  |  |  |  |  |  |
| Demand deposits-interest-bearing | 19,026 | 24 | 19,337 | 25 | 18,001 | 23 | 18,343 | 23 | 17,113 | 23 |
| Money market deposits | 20,990 | 26 | 20,849 | 26 | 20,690 | 27 | 20,553 | 26 | 19,423 | 26 |
| Savings and other domestic | 10,987 | 14 | 11,291 | 14 | 11,270 | 15 | 11,441 | 15 | 11,758 | 15 |
| Core certificates of deposit | 4,402 |  | 3,157 |  | 1,934 |  | 2,009 |  | 2,088 |  |
| Total core deposits: | 75,758 | 96 | 75,441 | 95 | 73,441 | 96 | 74,57 | 95 | 1,802 |  |
| Other domestic deposits of $\$ 250,000265$ or more |  |  | 228 |  | 239 |  | 41 |  | 441 |  |
| Brokered deposits and negotiable CDs | 3,564 | 4 | 3,802 | 5 | 3,361 | 4 | 3,456 | 4 | 3,690 |  |
| Total deposits | \$79 | 100\% | \% \$79 |  |  |  | \$78 | 100\% |  |  |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$34,094 | 45 \% | \% \$34,615 | 46 | \$34,273 | 47 \% | \% \$35,516 | 48 | \$32,201 | 45 |
| Consumer | 41,664 | 55 | 40,826 | 54 | 39,168 | 53 | 39,055 |  | ,601 |  |
| Total core deposits | \$75,758 | 100\% | \% \$75,441 | 100\% | \$73,441 | 100\% | \% \$74,571 | 100\% | \$71,802 | 100\% |
| The Bank maintains borrowing capacity at the FHLB and the Federal Reserve Bank Discount Window. The Bank does not consider borrowing capacity from the Federal Reserve Bank Discount Window as a primary source of liquidity. Total loans pledged to the Federal Reserve Discount Window and the FHLB are $\$ 34.1$ billion and $\$ 31.7$ billion at June 30, 2018 and December 31, 2017, respectively. |  |  |  |  |  |  |  |  |  |  |
| To the extent we are unable to obtain sufficient liquidity through core deposits, we may meet our liquidity needs through sources of wholesale funding, asset securitization or sale. Sources of wholesale funding include other domestic deposits of $\$ 250,000$ or more, brokered deposits and negotiable CDs, short-term borrowings, and long-term debt. At June 30, 2018, total wholesale funding was $\$ 16.0$ billion, a decrease from $\$ 17.9$ billion at December 31, 2017. The decrease from year-end primarily relates to a decrease in short-term borrowings. |  |  |  |  |  |  |  |  |  |  |

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Liquidity Coverage Ratio
At June 30, 2018, the Bank is in compliance with the LCR requirements and management believes it has 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 and equity securities.
At June 30, 2018 and December 31, 2017, the parent company had $\$ 2.9$ billion and $\$ 1.6$ billion, respectively, in cash and cash equivalents.
During the 2018 first quarter, Huntington elected to effect the conversion of all of its outstanding $8.50 \%$ Series A Non-Cumulative Perpetual Convertible Preferred Stock into common stock, and issued $\$ 500$ million of Series E Preferred Stock. See Note 10 for further information.
On July 17, 2018, the board of directors declared a quarterly common stock cash dividend of $\$ 0.14$ per common share. The dividend is payable on October 1, 2018, to shareholders of record on September 17, 2018. Based on the current quarterly dividend of $\$ 0.14$ per common share, cash demands required for common stock dividends are estimated to be approximately $\$ 155$ million per quarter. On July 17, 2018, the board of directors declared a quarterly Series B, Series C, Series D, and Series E Preferred Stock dividend payable on October 15, 2018 to shareholders of record on October 1, 2018. Cash demands required for Series B are expected to be less than $\$ 1$ million per quarter. Cash demands required for Series C, Series D and Series E are expected to be approximately $\$ 2$ million, $\$ 9$ million and $\$ 7$ million per quarter, respectively.
During the first six months of 2018, the Bank paid a preferred dividend of $\$ 22$ million and common stock dividend of $\$ 549$ million to the holding company. To meet any additional liquidity needs, the parent company may issue debt or equity securities from time to time.
Off-Balance Sheet Arrangements
In the normal course of business, we enter into various off-balance sheet arrangements. These arrangements include commitments to extend credit, interest rate swaps, financial guarantees contained in standby letters-of-credit issued by the Bank, and commitments by the Bank to sell mortgage loans.
Operational Risk
Operational risk is the risk of loss due to human error; inadequate or failed internal systems and controls, including the use of financial or other quantitative methodologies that may not adequately predict future results; 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. We actively and continuously monitor cyberattacks such as attempts related to online deception 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.
Our objective for managing cyber security risk is to avoid or minimize the impacts of external threat events or other efforts to penetrate our systems. We work to achieve this objective by hardening networks and systems against attack, and by diligently managing visibility and monitoring controls within our data and communications environment to recognize events and respond before the attacker has the opportunity to plan and execute on its own goals. To this end we employ a set of defense in-depth strategies, which include efforts to make us less attractive as a target and less vulnerable to threats, while investing in threat analytic capabilities for rapid detection and response. Potential concerns related to cyber security may be escalated to our board-level Technology Committee, as appropriate. As a complement to the overall cyber security risk management, we use a number of internal training methods, both formally through mandatory courses and informally through written communications and other updates. Internal policies and procedures have been implemented to encourage the reporting of potential phishing attacks or other security risks. We also use third-party services to test the effectiveness of our cyber security risk management framework, and any such

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third parties are required to comply with our policies regarding information security and confidentiality. To mitigate operational risks, we have an Operational Risk Committee, a Legal, Regulatory, and Compliance Committee, and a Third Party Risk Management 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

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issues. In addition, we have a Model Risk Oversight Committee that is responsible for policies and procedures describing how model risk is evaluated and managed and the application of the governance process to implement these practices throughout the enterprise. These committees report any significant findings and recommendations to the Risk Management Committee. Potential concerns may be escalated to our ROC of the Board, as appropriate. Significant findings or issues are escalated by the Third Party Risk Management Committee to the Technology Committee of the Board, as appropriate.
The goal of this framework is to implement effective operational risk techniques and strategies; minimize operational, fraud, and legal losses; minimize the impact of inadequately designed models and enhance our overall performance.

## Compliance Risk

Financial institutions are subject to many laws, rules, and regulations at both the federal and state levels. These broad-based laws, rules, and regulations include, but are not limited to, expectations relating to anti-money laundering, lending limits, client privacy, fair lending, prohibitions against unfair, deceptive or abusive acts or practices, 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. The following table presents certain regulatory capital data at both the consolidated and Bank levels for each of the periods presented:
Table 20 - Regulatory Capital Data


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At June 30, 2018, we maintained Basel III transitional capital ratios in excess of the well-capitalized standards established by the FRB.
CET1 risk-based capital ratio was $10.53 \%$ at June 30, 2018, up from 10.45\% at March 31, 2018. The regulatory Tier 1 risk-based capital ratio was $11.99 \%$ compared to $11.94 \%$ at March 31, 2018.

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Over the past four quarters, the Company repurchased $\$ 308$ million of common stock at an average cost of $\$ 13.71$ per share. In addition, during the 2018 first quarter, $\$ 363$ million of $8.5 \%$ Series A preferred equity was converted into common equity, and subsequently $\$ 500$ million of $5.7 \%$ Series $E$ preferred equity was issued.

## Shareholders' Equity

We generate shareholders' equity primarily through the retention of earnings, net of dividends and share repurchases. 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 $\$ 11.5$ billion at June 30, 2018, an increase of $\$ 0.7$ billion when compared with December 31, 2017.
On June 28, 2018, Huntington was notified by the Federal Reserve that it had no objection to Huntington's proposed capital actions included in Huntington's capital plan submitted in the 2018 CCAR. These actions included a $27 \%$ increase in quarterly dividend per common share to $\$ 0.14$, starting in the third quarter of 2018 , the repurchase of up to $\$ 1.068$ billion of common stock over the next four quarters (July 1, 2018 through June 30, 2019), and maintaining dividends on the outstanding classes of preferred stock and trust preferred securities. Any capital actions, including those contemplated in the above announced actions, are subject to consideration and evaluation by Huntington's Board of Directors.
On July 17, 2018, the Board authorized the repurchase of up to $\$ 1.068$ billion of common shares over the four quarters through the 2019 second quarter.

On July 27, 2018, Huntington entered into an accelerated share repurchase agreement for the repurchase of approximately $\$ 400$ million of its outstanding common shares.
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.
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 annual capital plan.
Huntington repurchased 3.0 million shares during the first six-months of 2018. This completed the remaining repurchase of shares authorized by the Board of Directors on July 19, 2017.

## 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. We have four major business segments: Consumer and Business Banking, Commercial Banking, Vehicle Finance, and Regional Banking and The Huntington Private Client Group (RBHPCG). The Treasury / Other function includes technology and operations, other unallocated assets, liabilities, revenue, and expense.
Business segment results are determined based upon our management practices, 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.

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## 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 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 four business segments from Treasury / Other. We utilize a full-allocation methodology, where all Treasury / Other expenses, except reported Significant Items, and a small amount of other residual unallocated expenses, are allocated to the four 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). A new methodology for establishing FTP rates was adopted in 2017, therefore, prior period amounts have been restated to reflect the new methodology.
Net Income by Business Segment
Net income by business segment for the six-month periods ending June 30, 2018 and June 30, 2017 is presented in the following table:
Table 21 - Net Income (Loss) by Business
Segment

|  | Six Months <br> Ended June <br> 30, |  |
| :--- | :--- | :--- |
|  | 2018 | 2017 |
| (dollar amounts in millions) | 2017 |  |
| Consumer and Business Banking | $\$ 213$ | $\$ 154$ |
| Commercial Banking | 245 | 217 |
| Vehicle Finance | 85 | 77 |
| RBHPCG | 52 | 34 |
| Treasury / Other | 86 | $(2)$ |
| Net income | $\$ 681$ | $\$ 480$ |

## Treasury / Other

The Treasury / Other function includes revenue and expense related to assets, liabilities, and equity not directly assigned or allocated to one of the four business segments. Assets include investment securities and bank owned life insurance.
Net interest income includes the impact of administering our investment securities portfolios, the net impact of derivatives used to hedge interest rate sensitivity as well as the financial impact associated with our FTP methodology, as described above. Noninterest income includes miscellaneous fee income not allocated to other business segments, such as bank owned life insurance income and securities and trading asset gains or losses. Noninterest expense includes certain corporate administrative, and other miscellaneous expenses not allocated to other business segments. The provision for income taxes for the business segments is calculated at a statutory $21 \%$ tax rate and a $35 \%$ percent tax rate for periods prior to January 1, 2018, although 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 at the time to allocate income taxes to the business segments.

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## Consumer and Business Banking

Table 22 - Key Performance Indicators for Consumer and Business Banking

|  | Six Months Ended <br> June 30, |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Change |  |  |  |  |

2018 First Six Months versus 2017 First Six Months
Consumer and Business Banking, including Home Lending, reported net income of $\$ 213$ million in the first six-month period of 2018, an increase of $\$ 59$ million, or $38 \%$, compared to the year-ago period. Segment net interest income increased $\$ 49$ million, or $6 \%$, primarily due to an increase in total average loans and deposits. The provision for credit losses increased $\$ 8$ million, or $16 \%$. Noninterest income increased $\$ 6$ million, or $2 \%$, due to an increase in card and payment processing income and service charges on deposit accounts, as a result of higher card-related transaction volumes. Noninterest expense increased $\$ 14$ million, or $2 \%$ due to increased personnel costs and allocated expenses.

Home Lending, an operating unit of Consumer and Business Banking, reflects the result of the origination and servicing of mortgage loans less referral fees and net interest income for mortgage banking products distributed by the retail branch network and other business segments. Home Lending reported a loss of $\$ 7$ million in the first six-month period of 2018 , a decrease of $\$ 12$ million, or $240 \%$, compared to the year-ago period. Noninterest expense increased $\$ 15$ million, or $22 \%$, as a result of higher allocated indirect costs and higher personnel and loan origination expense. This is the result of higher loan origination volume and increased headcount related to sales expansion initiatives. Total revenues remained largely unchanged due to an improvement in net interest income, offset by a reduction to noninterest income.

## Commercial Banking

Table 23 - Key Performance Indicators for Commercial Banking

|  | Six Months Ended <br> June 30, | Change |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| (dollar amounts in millions) | 2018 | 2017 | Amount | Percent |  |
| Net interest income | $\$ 449$ | $\$ 452$ | $\$(3)$ | $(1)$ | ) $\%$ |
| Provision for credit losses | 39 | 16 | 23 | 144 |  |
| Noninterest income | 149 | 134 | 15 | 11 |  |
| Noninterest expense | 249 | 236 | 13 | 6 |  |
| Provision for income taxes | 65 | 117 | $(52$ | $)$ | $(44)$ |
| Net income | $\$ 245$ | $\$ 217$ | $\$ 28$ | 13 | $\%$ |
| Number of employees (average full-time equivalent) | 1,238 | 1,244 | $(6)$ | - | $\%$ |

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Total average assets
Total average loans/leases
Total average deposits
Net interest margin
NCOs (Recoveries)
NCOs as a \% of average loans and leases
\$32,731 $\quad \$ 31,338 \quad \$ 1,393 \quad 4$
26,239 25,354 $885 \quad 3$
21,675 20,276 1,399 7
3.15 \% 3.36 \% (0.21 ) \% (6 )
$\$(5 \quad \$ 1 \quad \$(6) \quad$ (600)
$(0.04) \% 0.01 \quad \%(0.05) \%(500)$

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2018 First Six Months versus 2017 First Six Months
Commercial Banking reported net income of $\$ 245$ million in the first six-month period of 2018, an increase of $\$ 28$ million, or $13 \%$, compared to the year-ago period. Segment net interest income decreased $\$ 3$ million, or $1 \%$, primarily due to a 21 basis point decrease in net interest margin driven by a decline in loan and lease spreads partially offset by an increase in deposit spreads. Average deposits increased $7 \%$ and average loans and leases increased $3 \%$.
Noninterest income increased $\$ 15$ million, or $11 \%$, largely driven by an increase in capital markets related revenues, equipment finance related fee income, and loan commitment and other fees, partially offset by a reduction in operating lease income. Noninterest expense increased $\$ 13$ million, or $6 \%$, primarily due to personnel expense, allocated overhead, and SAD related losses, partially offset by a decrease in operating lease expense and outside data processing and other services.
Vehicle Finance
Table 24 - Key Performance Indicators for Vehicle Finance

|  | Six Months Ended June 30, |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in millions) | 2018 | 2017 | Amoun |  | Percent |
| Net interest income | \$199 | \$210 | \$(11 | ) | (5)\% |
| Provision for credit losses | 23 | 26 | (3 | ) | (12) |
| Noninterest income | 6 | 8 | (2 | ) | (25) |
| Noninterest expense | 74 | 74 | - |  | - |
| Provision for income taxes | 23 | 41 | (18 | ) | (44) |
| Net income | \$85 | \$77 | \$8 |  | 10 \% |
| Number of employees (average full-time equivalent) | 262 | 246 | 16 |  | 7 \% |
| Total average assets | \$18,080 | \$16,529 | \$ 1,551 |  | 9 |
| Total average loans/leases | 18,048 | 16,495 | 1,553 |  | 9 |
| Total average deposits | 338 | 328 | 10 |  | 3 |
| Net interest margin | 2.23 | \% 2.57 | \% (0.34 | )\% | (13) |
| NCOs | \$21 | \$25 | \$(4 |  | (16) |
| NCOs as a \% of average loans and leases | 0.23 | \% 0.30 | \% (0.07 | )\% | (23) |

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2018 First Six Months versus 2017 First Six Months
Vehicle Finance reported net income of $\$ 85$ million in the first six-month period of 2018, an increase of $\$ 8$ million, or $10 \%$, compared to the year-ago period, primarily reflecting the decrease in the provision for income taxes. Segment net interest income decreased $\$ 11$ million or $5 \%$, due to a 34 basis point decrease in the net interest margin primarily reflecting the continued run off of the acquired loan portfolios and the related purchase accounting impact. This decrease was offset in part by a $\$ 1.6$ billion increase in average loan balances. Average automobile loans increased $\$ 1.0$ billion, while average RV and marine finance loans increased $\$ 0.6$ billion reflecting the expansion of this acquired business into 17 new states. Noninterest income decreased $\$ 2$ million, or $25 \%$, primarily due to lower recoveries of acquired loans that were charged-off prior to acquisition as well as a decrease in net servicing income on securitized automobile loans. Noninterest expense was unchanged from a year ago.

## Regional Banking and The Huntington Private Client Group

Table 25 - Key Performance Indicators for Regional Banking and The Huntington Private Client Group
(dollar amounts in millions)
Net interest income
Provision for credit losses
Noninterest income
Noninterest expense
Provision for income taxes
Net income
Number of employees (average full-time equivalent)
Total average assets

| Six Months Ended June 30, |  | Change |  |
| :---: | :---: | :---: | :---: |
| 2018 | 2017 | Amount | Percent |
| \$91 | \$83 | \$8 | 10 \% |
| 1 | - | 1 |  |
| 98 | 94 | 4 | 4 |
| 123 | 124 | (1) | (1 |
| 13 | 19 | (6) | (32 |
| \$52 | \$34 | \$18 | 53 \% |
| 1,017 | 1,034 | (17 ) | (2 )\% |
| \$5,931 | \$5,404 | \$527 | 10 |
| 5,268 | 4,701 | 567 | 12 |
| 5,910 | 6,076 | (166) | (3 |
| 3.18 \% | \% 2.82 | \% 0.36 \% | 13 |
| \$- | \$1 | \$(1 ) | (100) |
| 0.02 \% | \% 0.04 \% | \% (0.02)\% | (50 |
| \$17.9 | \$ 17.6 | \$0.3 | 2 |
| 122.5 | 101.6 | 20.9 | 21 |

Total average loans/leases
Total average deposits
Net interest margin
NCOs
NCOs as a \% of average loans and leases
Total assets under management (in billions)-eop
$\begin{array}{llll}122.5 & 101.6 & 20.9 & 21\end{array}$
Total trust assets (in billions)-eop
eop - End of Period.
2018 First Six Months versus 2017 First Six Months
RBHPCG reported net income of $\$ 52$ million in the first six-month period of 2018, an increase of $\$ 18$ million, or $53 \%$, compared to the year-ago period. Segment net interest income increased $\$ 8$ million or $10 \%$ due to a 36 basis point increase in net interest margin and a $12 \%$ increase in average loans and leases. Noninterest income increased $\$ 4$ million, or $4 \%$, primarily reflecting increased trust and investment management revenue as a result of an increase in trust assets and assets under management. Noninterest expense decreased $\$ 1$ million, or $1 \%$, as a result of decreased legal and professional fees and amortization of intangibles.

## ADDITIONAL DISCLOSURES

## Forward-Looking Statements

This report, including MD\&A, contains certain forward-looking statements, including, but not limited to, certain plans, expectations, goals, projections, and statements, which are not historical facts and 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

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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.

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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: 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; movements in interest rates; competitive pressures on product pricing and services; success, impact, and timing of our business strategies, including market acceptance of any new products or services implementing our "Fair Play" banking philosophy; 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 other factors that may affect our future results. Additional factors that could cause results to differ materially from those described above can be found in our Annual Report on Form 10-K for the year ended December 31, 2017, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2018, which are on file with the Securities and Exchange Commission (the "SEC") and available in the "Investor Relations" section of our website, http://www.huntington.com, under the heading "Publications and Filings" and in other documents we file with the SEC. All forward-looking statements speak only as of the date they are made and are based on information available at that time. We do not assume any 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-GAAP Financial Measures

This document contains GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found herein.
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, 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 $10-\mathrm{Q}$ and $10-\mathrm{K}$.
Significant Items for any particular period are not intended to be a complete list of items that may materially impact current or future period performance.
Fully-Taxable Equivalent Basis
Interest income, yields, and ratios on a FTE basis are considered non-GAAP financial measures. Management believes net interest income on a FTE basis provides an insightful picture of the interest margin for comparison purposes. The FTE basis also allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The FTE basis assumes a federal statutory tax rate of 21 percent and 35 percent for the 2018

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and 2017 periods, respectively. We encourage 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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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, and
Tangible common equity to risk-weighted assets using Basel III

- definitions.

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 goodwill and other intangible assets, the nature and extent of which varies among different financial services companies. These ratios are not defined in GAAP or federal banking regulations. As a result, these non-regulatory capital ratios disclosed by the Company 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.
Risk Factors
More information on risk is discussed in the Risk Factors section included in Item 1A of our 2017 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 Consolidated Financial Statements are prepared in accordance with GAAP. The preparation of financial statements in conformity with GAAP requires us to establish accounting policies and make estimates that affect amounts reported in our Consolidated Financial Statements. Note 1 of the Notes to Consolidated Financial Statements included in our December 31, 2017 Form 10-K, as supplemented by this report including this MD\&A, describes the significant accounting policies we used in our Consolidated Financial Statements.
An accounting estimate requires assumptions and judgments about uncertain matters that could have a material effect on the Consolidated Financial Statements. Estimates are made under facts and circumstances at a point in time, and changes in those facts and circumstances could produce results substantially different from those estimates. Our most significant accounting estimates relate to our ACL, valuation of financial instruments, contingent liabilities, income taxes, and deferred tax assets/liabilities. These significant accounting estimates and their related application are discussed in our December 31, 2017 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 2018 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.
Fair Value
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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Item 1: Financial Statements
Huntington Bancshares Incorporated
Condensed Consolidated Balance Sheets
(Unaudited)
(dollar amounts in millions, except number of shares)
June 30, December 31,
Assets
Cash and due from banks
Interest-bearing deposits in banks
Trading account securities
Available-for-sale securities
Held-to-maturity securities 2018

2017

Other securities
\$ 1,382 \$ 1,520

Loans held for sale (includes $\$ 643$ and $\$ 413$ respectively, measured at fair value)(1)
41
47

Loans and leases (includes $\$ 84$ and $\$ 93$ respectively, measured at fair value)(1)
Allowance for loan and lease losses
Net loans and leases
Bank owned life insurance
85
86

Premises and equipment
14,070
14,869
8,682
9,091

Goodwill
597
600
$709 \quad 488$

Other intangible assets
72,406
70,117

Servicing rights
(741 ) (691

Accrued income and other assets
Total assets
71,665
69,426

Liabilities and shareholders' equity
Liabilities
Deposits $\quad \$ 79,587 \quad \$ 77,041$
$\begin{array}{ll}\text { Short-term borrowings } \quad 2,442 & 5,056\end{array}$
Long-term debt
Accrued expenses and other liabilities
Total liabilities
9,726 9,206

Total liabilities
Commitments and contingencies (Note 17)
Shareholders' equity
Preferred stock
Capital surplus
Less treasury shares, at cost
Accumulated other comprehensive loss
Retained earnings
Total shareholders' equity
Total liabilities and shareholders' equity
2,131 2,068

Common stock

Common shares authorized (par value of $\$ 0.01$ )
Common shares issued
2,488 2,466
$840 \quad 864$
1,993 1,993
$319 \quad 346$
$248 \quad 238$
2,239 2,151
\$ 105,358 \$ 104,185

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(1) Amounts represent loans for which Huntington has elected the fair value option. See Note 14.

See Notes to Unaudited Condensed Consolidated Financial Statements

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Huntington Bancshares Incorporated
Condensed Consolidated Statements of Income (Unaudited)
(dollar amounts in millions)
Interest and fee income:
Loans and leases
Available-for-sale securities
Taxable
Tax-exempt
Held-to-maturity securities-taxable

| Three | Six Months |
| :--- | :--- |
| Months | Ended |
| Ended | June 30, |
| June 30, | 2017 |
| 2018 2017 | $2018 \quad 20$ |

Other securities
Taxable
Other
Total interest income
\$810 \$700 \$1,566 \$1,376

Interest expense:
$\begin{array}{llllll}\text { Deposits } & 87 & 42 & 147 & 77\end{array}$
Short-term borrowings
Subordinated notes and other long-term debt
Total interest expense
$\begin{array}{llll}14 & 5 & 33 & 11\end{array}$

Net interest income
Provision for credit losses
Net interest income after provision for credit losses
Service charges on deposit accounts
$\begin{array}{llll}87 & 54 & 152 & 104\end{array}$
$\begin{array}{llll}188 & 101 & 332 & 192\end{array}$

Cards and payment processing income
Trust and investment management services
Mortgage banking income
Insurance income
$\begin{array}{llll}784 & 745 & 1,554 & 1,475\end{array}$
$\begin{array}{llll}56 & 25 & 122 & 93\end{array}$
$\begin{array}{llll}728 & 720 & 1,432 & 1,382\end{array}$

Capital markets fees
Bank owned life insurance income
Gain on sale of loans

| 91 | 88 | 177 | 171 |
| :--- | :--- | :--- | :--- |

$\begin{array}{llll}56 & 52 & 109 & 100\end{array}$
$\begin{array}{llll}42 & 37 & 86 & 76\end{array}$
$\begin{array}{llll}28 & 32 & 54 & 64\end{array}$

Net gains on sales of securities - 4 - 4
Impairment losses on available-for-sale securities - $\quad(4 \quad) \quad-\quad(4)$
Other noninterest income
Total noninterest income
$\begin{array}{llll}45 & 50 & 87 & 96\end{array}$
Personnel costs
Outside data processing and other services
Net occupancy
Equipment
Deposit and other insurance expense
Professional services
Marketing
Amortization of intangibles
Other noninterest expense
$\begin{array}{llll}336 & 325 & 650 & 638\end{array}$
$\begin{array}{llll}396 & 392 & 772 & 774\end{array}$
$\begin{array}{llll}69 & 75 & 142 & 162\end{array}$
$\begin{array}{llll}35 & 53 & 76 & 120\end{array}$
$\begin{array}{llll}38 & 43 & 78 & 90\end{array}$
$\begin{array}{llll}18 & 20 & 36 & 41\end{array}$
$\begin{array}{llll}15 & 18 & 26 & 36\end{array}$
$\begin{array}{llll}18 & 19 & 26 & 33\end{array}$
$\begin{array}{llll}13 & 14 & 27 & 29\end{array}$
Total noninterest expense

| 50 | 60 | 102 | 117 |
| :--- | :--- | :--- | :--- |

$\begin{array}{llll}652 & 694 & 1,285 & 1,402\end{array}$

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Income before income taxes
Provision for income taxes
Net income
Dividends on preferred shares
Net income applicable to common shares

| 412 | 351 | 797 | 618 |
| :--- | :--- | :--- | :--- |

$\begin{array}{llll}57 & 79 & 116 & 138\end{array}$
$\begin{array}{llll}355 & 272 & 681 & 480\end{array}$
$\begin{array}{llll}21 & 19 & 33 & 38\end{array}$
$\begin{array}{llll}\$ 334 & \$ 253 & \$ 648\end{array}$

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(dollar amounts in millions, except per share amounts)
Average common shares-basic

| Three Months | Six Months |
| :---: | :---: |
| Ended | Ended |
| June 30, | June 30, |
| 20182017 | 20182017 |
| 1,103,3ß,088,934 | 1,093,518087,654 |
| 1,122,611,208,527 | 1,123,64,608,572 |
| \$0.30 \$ 0.23 | \$0.59 \$ 0.41 |
| $0.30 \quad 0.23$ | $0.58 \quad 0.40$ |
| 0.110 .08 | 0.220 .16 |
| \$- \$ (4 | \$- \$ (4 |
| - - |  |
| \$- \$ (4 | \$- \$ (4 |

See Notes to Unaudited Condensed Consolidated Financial Statements

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Huntington Bancshares Incorporated
Condensed Consolidated Statements of Comprehensive Income (Unaudited)


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Huntington Bancshares Incorporated
Condensed Consolidated Statements of Changes in Shareholders' Equity (Unaudited)


Six Months Ended June 30, 2018
Balance, beginning of period \$1,071 $1,075,295$ \$ $11 \quad \$ 9,707 \quad(3,268) \$(35) \$(528) \$ 588 \quad \$ 10,814$
Cumulative-effect adjustment
(ASU 2016-01)
Net income $681 \quad 681$
Other comprehensive income
(loss)
(201 )
(201 )
Net proceeds from issuance of Preferred Series E Stock

495
495
Repurchases of common stock
$(3,007)-\quad(48 \quad)$
(48 )
Cash dividends declared:
Common ( $\$ 0.22$ per share)
Preferred Series B (\$23.67
per share)
Preferred Series C (\$29.38
per share)
Preferred Series D (\$31.25
per share)
Preferred Series E (\$2042.50
per share)
Conversion of Preferred
Series A Stock to Common (363 ) 30,330 363 -
Stock
Recognition of the fair value
of share-based compensation
Other share-based
compensation activity
Other
Balance, end of period $\quad \$ 1,203 \quad 1,107,817 \quad \$ 11 \quad \$ 10,038 \quad(3,268) \$(40) \$(730 \quad) \$ 990 \quad \$ 11,472$
Six Months Ended June 30,
2017
Balance, beginning of period $\$ 1,071 \quad 1,088,641 \quad \$ 11 \quad \$ 9,881 \quad(2,953) \$(27) \$(401 \quad) \$(227) \$ 10,308$
Net income $480 \quad 480$
Other comprehensive income
(loss)
Cash dividends declared:
Common ( $\$ 0.16$ per share)

Preferred Series A (\$42.50
per share)
Preferred Series B (\$18.95
per share)
Preferred Series C (\$29.38
per share)
Preferred Series D (\$31.25
per share)
Recognition of the fair value
of share-based compensation
Other share-based
compensation activity
Other
Balance, end of period $\quad \$ 1,071 \quad 1,093,162 \$ 11 \quad \$ 9,919 \quad(3,146) \$(31) \$(350 \quad) \$ 34 \quad \$ 10,654$
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 millions) 20182017
Operating activities
Net income \$
Adjustments to reconcile net
income to net cash provided
by (used in) operating
activities:
Provision for credit losses 12293
Depreciation and 228
amortization
228
211
Share-based compensation
expense 4
expense
52
Deferred income tax expense 13912

Net change in:
Trading account securities $1 \quad 39$
Loans held for sale (274) (221
Accrued income and other (170 ) (58
assets
Accrued expense and other
liabilities
Other, net (136
Net cash provided by (used
in) operating activities
602559
Investing activities
$\begin{array}{lll}\text { Change in interest bearing } & 56 & 19 \\ \text { deposits in banks }\end{array}$
deposits in banks
Proceeds from:

| $\begin{array}{l}\text { Maturities and calls of } \\ \text { available-for-sale securities }\end{array}$ | 1,014 |
| :--- | :--- |

$\begin{array}{ll}\text { Maturities of } & 350 \\ & 523\end{array}$
held-to-maturity securities
Maturities and calls of other 5
securities
Sales of available-for-sale 381406
securities
Sales of other securities - 6
$\left.\begin{array}{llll}\begin{array}{lll}\text { Purchases of } \\ \text { available-for-sale securities } \\ \text { Purchases of held-to-maturity } \\ \text { (71 } \\ \text { securities }\end{array} & \text { ) } & (1,850 & \\ \text { Purchases of other securities }(2 & ) & (9 & ) \\ \begin{array}{lll}\text { Net proceeds from sales of } \\ \text { portfolio loans }\end{array} & 310 & ) & (41 \\ & (2,619 & ) & 259\end{array}\right)$

Net loan and lease activity, excluding sales and purchases
Purchases of premises and
equipment
(38
Proceeds from sales of other
real estate
Purchases of loans and leases (104
Other, net 18
Net cash provided by (used
in) investing activities
Financing activities
$\begin{array}{lll}\text { Increase (decrease) in } & 2,546 & 326\end{array}$ deposits
Increase (decrease) in
short-term borrowings
Net proceeds from issuance of long-term debt
Maturity/redemption of long-term debt
Dividends paid on preferred stock
Dividends paid on common
stock
Repurchases of common stock
Proceeds from stock options exercised
Net proceeds from issuance
of preferred stock
Payments related to tax-withholding for share
based compensation awards
Other, net
Net cash provided by (used for) financing activities
Increase (decrease) in cash a
cash equivalents
Cash and cash equivalents at
beginning of period
Cash and cash equivalents at
end of period
(94
9
$1,331 \quad 1,061$
(734 ) (843
(30 ) (38
(240 ) (174
(48
4
495
(1,580 )

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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 statement 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 2017 Form 10-K, 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 flow 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.
Certain amounts reported in prior periods have been reclassified to conform to the current period presentation.

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## 2. ACCOUNTING STANDARDS UPDATE

Accounting
standards
adopted in
current
period
Standard

ASU 2014-09 -
Revenue from Contracts with Customers (Topic 606):

ASU 2016-01 -
Recognition and Measurement of Financial Assets and Financial Liabilities. Issued January 2016

ASU 2016-15 - - Clarifies guidance on the classification of Classification of Certaincertain cash receipts and payments in the Cash Receipts and Cash statement of cash flows.

- Huntington adopted the new guidance in the on January 1, 2018 using the modified retrospective approach. respective appor
(a) Measure its equity investments with changes in the fair value recognized in the income statement.
(b) Present separately in OCI the portion of - Amendments are applied as a the total change in the fair value of a liability cumulative-effect adjustment to the balance resulting from a change in the cumulative-effect adjustment to the balance
sheet as of the beginning of the fiscal year of instrument-specific credit risk when the entityadoption.
has elected to measure the liability at fair value in accordance with the fair value option - Huntington reclassified $\$ 19$ million of equity for financial instruments (i.e., FVO liability). securities from AFS Securities to Other (c) Use the exit price notion when measuring Securities on the Unaudited Condensed the fair value of financial instruments for Consolidated Balance Sheets and reclassified disclosure purposes. unrealized gains of $\$ 1$ million from AOCI to (d) Assess deferred tax assets related to a net Retained Earnings. Prior periods have been unrealized loss on AFS securities in adjusted to present these securities as Other combination with the entity's other deferred Securities to facilitate comparison. tax assets. - Huntington adopted the new guidance on January 1, 2018.
- Huntington adopted the new guidance on January 1, 2018 using the modified retrospective approach. reflects the consideration to which the entity expects to be entitled in exchange for those - The update did not have a significant impact goods or services. on Huntington's Unaudited Condensed Consolidated Financial Statements.
- Also requires additional qualitative and quantitative disclosures relating to the nature, - See Footnote 12 for further detail impact on amount, timing and uncertainty of revenue adoption. and cash flows arising from contracts with customers
- Guidance sets forth a five step approach for revenue recognition.
- Improvements to GAAP disclosures
including requiring an entity to:


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Payments.
Issued August 2016

ASU 2017-07 -
Improving the Presentation of Net Periodic Pension Cost and Periodic
Postretirement Benefit
Cost.
Issued March 2017

- The update did not have a significant impact - Provides consistent principles for evaluatingon Huntington's Unaudited Condensed the classification of cash payments and Consolidated Financial Statements. receipts in the statement of cash flows to reduce diversity in practice with respect to several types of cash flows.
- Requires that an employer report the service cost component of the pension cost and postretirement benefit cost in the same line items as other compensation costs arising from services rendered by the pertinent employees during the period.
- Other components of the net benefit cost should be presented or disclosed separately in the income statement from the service cost component.


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Standard Summary of guidance Effects on financial statements

- Reduces the current diversity in practice and provides explicit guidance pertaining to the provisions of modification accounting.
ASU 2017-09 - Stock
Compensation Modification - Clarifies that an entity should account for

Accounting. Issued May 2017 effects of modification unless the fair value, vesting conditions and the classification of the modified award are the same as the original awards immediately before the original award is modified.

- Aligns the entity's risk management activities and financial reporting for hedging relationships.
- Requires an entity to present the earnings eliminating the separate measurement of effect of the hedging instrument in the same ineffectiveness should be recognized in income statement line item in which the AOCI with a corresponding adjustment to earnings effect of the hedged item is reported.

ASU 2017-12 - Derivatives and Hedging - Targeted Improvements to Accounting for Hedging Activities. Issued August 2017

- Refines measurement techniques for hedges of benchmark interest rate risk.
- Eliminates the separate measurement and reporting of hedge ineffectiveness.
- For cash flow and net investment hedges, the cumulative-effect adjustment related to retained earnings.
- Huntington adopted the new guidance on January 1, 2018. Except as mentioned in the paragraph below, the update did not have a significant impact on Huntington's Unaudited Condensed Consolidated Financial Statements.
- Huntington adopted the new guidance on January 1, 2018.
- The update did not have a significant impact on Huntington's Unaudited Condensed Consolidated Financial Statements.
- Allows stated amount of assets in a closed - Huntington reclassified $\$ 2.8$ billion portfolio to be fair value hedged by securities eligible to be hedged under the excluding proportion of hedged item related last-of-layer method from held-to-maturity to prepayments, defaults and other events. to available-for-sale and recognized \$26 million of fair value loss (net of tax) within - Eases hedge effectiveness testing OCI. including an option to perform qualitative testing.

ASU 2018-02 -
Reclassification of Certain Tax Effects from Accumulated Other
Comprehensive Income (Topic 220)
Issued Feb 2018

- Allows an entity to elect a reclassification - Effective for fiscal years beginning after from AOCI to retained earnings for stranded tax effects resulting from TCJA. December 15, 2018 and interim periods within those fiscal years with early adoption permitted.
- The amount of that reclassification should include the effect of changes of tax rate on - Huntington early adopted the guidance the deferred tax amount, any related effective 4Q 2017.
valuation allowance and other income tax effects on the items in AOCI.
- Requires an entity to state if an election to reclassify the tax effect to retained earnings is made along with the description of other income tax effects that are reclassified from

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

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Accounting
standards
yet to be adopted
Standard Summary of guidance
Effects on financial statements

- Effective for the fiscal period beginning after December 15, 2018, with early application permitted.
- New lease accounting model - Management intends to adopt the guidance on January 1, 2019, and for lessors and lessees. For has formed a working group comprised of associates from different lessees, virtually all leases will disciplines, including Procurement, Real Estate, and Credit be required to be recognized on Administration, to evaluate the impact of the standard where the balance sheet by recording Huntington is a lessee or lessor, as well as any impact to borrower's a right-of-use asset and lease financial statements.
liability. Subsequent accounting for leases varies - Management is currently assessing the impact of the new guidance on depending on whether the lease Huntington's Unaudited Condensed Consolidated Financial Statements, is classified as an operating including working with associates engaged in the procurement of

ASU 2016-02 lease or a finance lease.

- Leases.

Issued - Accounting applied by a
February 2016 lessor is largely unchanged from that applied under the existing guidance.

- Requires additional qualitative and quantitative disclosures with the objective of enabling users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases. goods and services used in the entity's operations, and reviewing contractual arrangements for embedded leases in an effort to identify Huntington's full lease population.
- Huntington will recognize right-of-use assets and lease liabilities for virtually all of its operating lease commitments. The amounts of right-of-use assets and corresponding lease liabilities recorded upon adoption will be based, primarily, on the present value of unpaid future minimum lease payments as of January 1, 2019. Those amounts will also be impacted by assumptions around renewals and/or extensions, and the interest rate used to discount those future lease obligations. As of December 31, 2017, the Company reported approximately $\$ 315$ million in minimum lease payments due under such agreements January 1, 2019 forward. While these leases represent a majority of the leases within the scope of the standard, the lease portfolio is subject to change as a result of the execution of new leases and termination of existing leases prior to the effective date, as well as the identification of potential embedded and other leases.
ASU 2016-13 - Eliminates the probable - Effective for fiscal years beginning after December 15, 2019, - Financial recognition threshold for credit including interim periods within those fiscal years. Early adoption is Instruments - losses on financial assets Credit Losses. measured at amortized cost. Issued June
2016 - Requires those financial assets to be presented at the net which the guidance is effective. amount expected to be credit losses).
- Measurement of expected credit losses should be based
collected (i.e., net of expected - Management intends to adopt the guidance on January 1, 2020 and
permitted for fiscal years beginning after December 15, 2018.
- Adoption will be applied through a cumulative-effect adjustment to retained earnings as of the beginning of the first reporting period in has formed a working group comprised of teams from different disciplines including credit, finance, and risk management to evaluate the requirements of the new standard and the impact it will have on our processes.


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on relevant information about
past events, including historical-Huntington is currently in the process of developing credit models as experience, current conditions, well as accounting, reporting, and governance processes to comply and reasonable and supportable with the new credit reserve requirements.
forecasts that affect the
collectibility of the reported
amount.

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| Standard | Summary of guidance | Effects on financial statements |
| :---: | :---: | :---: |
|  | - Simplifies the goodwill impairment test by eliminating Step 2 of the goodwill impairment process, which requires an entity to determine the implied fair value of its goodwill by assigning fair value to all its assets and | - Effective for annual and interim goodwill tests performed in fiscal |
| ASU 2017-04 - <br> Simplifying the Test for Goodwill | liabilities. | years beginning after December 15, |
|  |  | 2019. Early adoption is permitted. |
|  | - Entities will instead recognize an impairment charge |  |
| Impairment. | for the amount by which the carrying amount exceeds | - The amendment is not expected to |
| Issued January 2017 | the reporting unit's fair value. | have a significant impact on Huntington's Unaudited Condensed |
|  | - Entities will still have the option to perform the qualitative assessment for a reporting unit to determine if the quantitative impairment test is necessary. | Consolidated Financial Statements. |

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

Loans and leases 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. The total balance that is netted against the loans pertaining to unamortized premiums, discounts, fees, and costs are $\$ 372$ million and $\$ 334$ million at June 30, 2018 and December 31, 2017, respectively.
Loan and Lease Portfolio Composition
The following table provides a detailed listing of Huntington's loan and lease portfolio at June 30, 2018 and December 31, 2017.

| (dollar amounts in millions) | June 30, <br> 2018 | December 31, <br> 2017 |
| :--- | :--- | :--- |
| $\left.\begin{array}{lll}\text { Loans and leases: } \\ \text { Commercial and industrial } & & \\ \text { Commercial real estate } & 7,28,850 & \$ 28,107 \\ \text { Automobile } & 7,225 \\ \text { Home equity } & 12,390 & 12,100 \\ \text { Residential mortgage } & 9,907 & 10,099 \\ \text { RV and marine finance } & 10,006 & 9,026 \\ \text { Other consumer } & 2,846 & 2,438 \\ \text { Loans and leases } & 1,206 & 1,122 \\ \text { Allowance for loan and lease losses } & \$ 72,406 & \$ 70,117 \\ \text { Net loans and leases } & \$ 71,665 & \$ 691 \\ & & \$ 69,426\end{array}\right)$ |  |  |

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Nonaccrual and Past Due Loans
Loans are considered past due when the contractual amounts due with respect to principal and interest are not received within 30 days of the contractual due date. See Note 1 "Significant Accounting Policies" to the consolidated financial statements of the Annual Report on Form 10-K for the year ended December 31, 2017 for a description of the accounting policies related to the NALs.
The following table presents NALs by loan class at June 30, 2018 and December 31, 2017.

| (dollar amounts in millions) | June 30, | ber 31, |
| :---: | :---: | :---: |
|  | 2018 | 2017 |
| Commercial and industrial | \$ 207 | \$ 161 |
| Commercial real estate | 25 | 29 |
| Automobile | 4 | 6 |
| Home equity | 68 | 68 |
| Residential mortgage | 73 | 84 |
| RV and marine finance | 1 | 1 |
| Other consumer | - | - |
| Total nonaccrual loans | \$ 378 | \$ 349 |

The following table presents an aging analysis of loans and leases, including past due loans and leases, by loan class at June 30, 2018 and December 31, 2017:

June 30, 2018
Past Due (1) 90 or
Loans Total more

FVO Leases $\begin{aligned} & \text { and } \\ & \text { accruing }\end{aligned}$

| Commercial and industrial | $\$ 47$ | $\$ 28$ | $\$ 63$ |  | $\$ 138$ | $\$ 28,712$ | $\$$ | - | $\$ 28,850$ | $\$ 9$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Commercial real estate | 2 | 12 | 6 | 20 | 7,181 | - |  | 7,201 | - |  |
| Automobile | 71 | 15 | 7 | 93 | 12,297 | - |  | 12,390 | 6 |  |
| Home equity | 44 | 19 | 59 | 122 | 9,783 | 2 |  | 9,907 | 16 |  |
| Residential mortgage | 108 | 40 | 133 | 281 | 9,644 | 81 |  | 10,006 | 96 |  |
| RV and marine finance | 8 | 2 | 1 | 11 | 2,834 | 1 |  | 2,846 | 1 |  |
| Other consumer | 12 | 6 | 4 | 22 | 1,184 | - |  | 1,206 | 4 |  |
| Total loans and leases | $\$ 292$ | $\$ 122$ | $\$ 273$ | $\$ 687$ | $\$ 71,635$ | $\$$ | 84 | $\$ 72,406$ | $\$ 132$ |  |

$\begin{array}{lllllllllll}\text { Commercial real estate } & 2 & 12 & 6 & 20 & 7,181 & - & 7,201 & -\end{array}$
$\begin{array}{lllllllll}\text { Automobile } & 71 & 15 & 7 & 93 & 12,297 & - & 12,390 & 6\end{array}$
$\begin{array}{llllllllll}\text { Home equity } & 44 & 19 & 59 & 122 & 9,783 & 2 & 9,907 & 16\end{array}$
$\begin{array}{llllllllll}\text { Residential mortgage } & 108 & 40 & 133 & 281 & 9,644 & 81 & 10,006 & 96\end{array}$

December 31, 2017

|  | Past Due (1) |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Commercial and industrial | 35 | 14 | 65 | 114 | 27,954 | 39 | - | 28,107 | 9 | (2) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Commercial real estate | 10 | 1 | 11 | 22 | 7,201 | 2 | - | 7,225 | 3 |  |
| Automobile | 89 | 18 | 10 | 117 | 11,982 | - | 1 | 12,100 | 7 |  |
| Home equity | 49 | 19 | 60 | 128 | 9,969 | - | 2 | 10,099 | 18 |  |
| Residential mortgage | 129 | 48 | 118 | 295 | 8,642 | - | 89 | 9,026 | 72 | (3) |
| RV and marine finance | 11 | 3 | 2 | 16 | 2,421 | - | 1 | 2,438 | 1 |  |
| Other consumer | 12 | 5 | 5 | 22 | 1,100 | - | - | 1,122 | 5 |  |
| Total loans and leases | $\$ 335$ | $\$ 108$ | $\$ 271$ | $\$ 714$ | $\$ 69,269$ | $\$$ | 41 | $\$$ | 93 | $\$ 70,117$ |

(1) NALs are included in this aging analysis based on the loan's past due status.
(2) Amounts include Huntington Technology Finance administrative lease delinquencies.
(3) Amounts include mortgage loans insured by U.S. government agencies.

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Allowance for Credit Losses
Huntington maintains two reserves, both of which reflect Management's judgment regarding the appropriate level necessary to absorb probable and estimable credit losses inherent in our loan and lease portfolio as of the balance sheet date: the ALLL and the AULC. Combined, these reserves comprise the total ACL. The determination of the ACL requires significant estimates, including the timing and amounts of expected future cash flows on impaired loans and leases, consideration of current economic conditions, and historical loss experience pertaining to pools of homogeneous loans and leases, all of which may be susceptible to change. See Note 1 "Significant Accounting Policies" to the consolidated financial statements of the Annual Report on Form 10-K for the year ended December 31, 2017 for a description of the accounting policies related to the ACL.
The ALLL is increased through a provision for credit losses that is charged to earnings, based on Management's quarterly evaluation and is reduced by charge-offs, net of recoveries.
The following table presents ALLL and AULC activity by portfolio segment for the three-month and six-month periods ended June 30, 2018 and 2017.
(dollar amounts in millions)
Three-month period ended June 30, 2018:
ALLL balance, beginning of period \$ 515 \$206 \$721
Loan charge-offs
Recoveries of loans previously charged-off
Provision for loan and lease losses
ALLL balance, end of period
AULC balance, beginning of period
Provision (reduction in allowance) for unfunded loan commitments and letters of credit
AULC balance, end of period
(12 ) (41 ) (53 )

ACL balance, end of period
$10 \quad 15 \quad 25$
$18 \quad 30 \quad 48$

Six-month period ended June 30, 2018:
$\left.\begin{array}{llll}\text { ALLL balance, beginning of period } & \$ 482 & \$ 209 & \$ 691 \\ \text { Loan charge-offs } & (35 & ) & (91\end{array}\right)(126)$
Recoveries of loans previously charged-off
Provision for loan and lease losses
ALLL balance, end of period
AULC balance, beginning of period
Provision (reduction in allowance) for unfunded loan commitments and letters of credit
AULC balance, end of period $\quad \$ 90 \quad \$ 3 \quad \$ 93$
ACL balance, end of period
\$ 621 \$ 213

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(dollar amounts in millions)
Three-month period ended June 30, 2017:
ALLL balance, beginning of period
Loan charge-offs
Recoveries of loans previously charged-off
Provision for loan and lease losses
ALLL balance, end of period
AULC balance, beginning of period
Provision (reduction in allowance) for unfunded loan commitments and letters of credit
AULC balance, end of period
ACL balance, end of period
Six-month period ended June 30, 2017:
ALLL balance, beginning of period
Loan charge-offs
Recoveries of loans previously charged-off
Provision for loan and lease losses
ALLL balance, end of period
AULC balance, beginning of period
Provision (reduction in allowance) for unfunded loan commitments and letters of credit
AULC balance, end of period
ACL balance, end of period
Commercial Consumer Total
$\left.\begin{array}{lll}\$ 480 & \$ 193 & \$ 673 \\ (15 & ) & (42 \\ 6 & 15 & (57 \quad) \\ 4 & 27 & 31 \\ \$ 475 & \$ 193 & \$ 668 \\ \$ 89 & \$ 3 & \$ 92 \\ (7 & - & (7 \\ \hline\end{array}\right)$

Credit Quality Indicators
See Note 4 "Loans / Leases and Allowance for Credit Losses" to the consolidated financial statements of the Annual Report on Form 10-K for the year ended December 31, 2017 for a description of the credit quality indicators
Huntington utilizes for monitoring credit quality and for determining an appropriate ACL level.
To facilitate the monitoring of credit quality for C\&I and CRE loans, and for purposes of determining an appropriate ACL level for these loans, Huntington utilizes the following internally defined categories of credit grades:
Pass - Higher quality loans that do not fit any of the other categories described below.
OLEM - The credit risk may be relatively minor yet represents a risk given certain specific circumstances. If the potential weaknesses are not monitored or mitigated, the loan may weaken or the collateral may be inadequate to protect Huntington's position in the future. For these reasons, Huntington considers the loans to be potential problem loans.
Substandard - Inadequately protected loans by the borrower's ability to repay, equity, and/or the collateral pledged to secure the loan. These loans have identified weaknesses that could hinder normal repayment or collection of the debt. It is likely Huntington will sustain some loss if any identified weaknesses are not mitigated.
Doubtful - Loans that have all of the weaknesses inherent in those loans classified as Substandard, with the added elements of the full collection of the loan is improbable and that the possibility of loss is high.

Loans are generally assigned a category of "Pass" rating upon initial approval and subsequently updated as appropriate based on the borrowers financial performance.
Commercial loans categorized as OLEM, Substandard, or Doubtful are considered Criticized loans. Commercial loans categorized as Substandard or Doubtful are both considered Classified loans.

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The following table presents each loan and lease class by credit quality indicator at June 30, 2018 and December 31, 2017.

June 30, 2018
(dollar amounts in millions) Credit Risk Profile by UCS Classification
Commercial Pass OLEM Substandard Doubtful Total

| Commercial and industrial | $\$ 26,940$ | $\$ 784$ | $\$ 1,115$ | $\$ 11$ | $\$ 28,850$ |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Commercial real estate | 6,895 | 181 | 123 | 2 | 7,201 |
| :--- | :--- | :--- | :--- | :--- | :--- |


|  | Credit Risk Profile by FICO Score (1), (2) |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Consumer | $750+$ | $650-749$ | $<650$ | Other (3) Total |  |
| Automobile | $\$ 6,338$ | $\$ 4,469$ | $\$ 1,296$ | $\$ 287$ | $\$ 12,390$ |
| Home equity | 6,219 | 3,014 | 601 | 71 | 9,905 |
| Residential mortgage | 6,579 | 2,598 | 592 | 156 | 9,925 |
| RV and marine finance | 1,805 | 887 | 96 | 57 | 2,845 |
| Other consumer | 452 | 580 | 116 | 58 | 1,206 |

December 31, 2017
(dollar amounts in millions) Credit Risk Profile by UCS Classification
Commercial Pass OLEM Substandard Doubtful Total

Commercial and industrial $\begin{array}{lllll}\text { S26,268 }\end{array}$ \$ 694 \$ 1,116 \$ 29 \$28,107
$\begin{array}{llllll}\text { Commercial real estate } & 6,909 & 200 & 115 & 1 & 7,225\end{array}$

Credit Risk Profile by FICO Score (1), (2)
Consumer 750+ 650-749 <650 Other (3) Total
Automobile $\quad \$ 6,102$ \$4,312 \$ 1,390 \$ $295 \quad \$ 12,099$
$\begin{array}{llllll}\text { Home equity } & 6,352 & 3,024 & 617 & 104 & 10,097\end{array}$
$\begin{array}{llllll}\text { Residential mortgage } & 5,697 & 2,581 & 605 & 54 & 8,937\end{array}$
$\begin{array}{llllll}\mathrm{RV} \text { and marine finance } & 1,433 & 863 & 96 & 45 & 2,437\end{array}$
$\begin{array}{llllll}\text { Other consumer } 428 & 540 & 143 & 11 & 1,122\end{array}$
(1) Excludes loans accounted for under the fair value option.
(2)Reflects updated customer credit scores.
(3)Reflects deferred fees and costs, loans in process, etc.

Impaired Loans
See Note 1 "Significant Accounting Policies" to the consolidated financial statements of the Annual Report on Form 10-K for the year ended December 31, 2017 for a description of accounting policies related to impaired loans.
The following tables present the balance of the ALLL attributable to loans by portfolio segment individually and collectively evaluated for impairment and the related loan and lease balance at June 30, 2018 and December 31, 2017.
(dollar amounts in millions)
Commercial Consumer Total
ALLL at June 30, 2018:
Portion of ALLL balance:
Attributable to loans individually evaluated for impairment $\quad \$ 39 \quad \$ 10 \quad \$ 49$
$\begin{array}{lllll}\text { Attributable to loans collectively evaluated for impairment } & 492 & 200 & 692\end{array}$
Total ALLL balance
Loan and Lease Ending Balances at June 30, 2018: (1)
Portion of loan and lease ending balance:

| Individually evaluated for impairment | $\$ 642$ | $\$ 599$ | $\$ 1,241$ |
| :--- | :--- | :--- | :--- |
| Collectively evaluated for impairment | 35,409 | 35,672 | 71,081 |
| Total loans and leases evaluated for impairment | $\$ 36,051$ | $\$ 36,271$ | $\$ 72,322$ |

(1) Excludes loans accounted for under the fair value option.

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(dollar amounts in millions)
Commercial Consumer Total
ALLL at December 31, 2017:
Portion of ALLL balance:
Attributable to loans individually evaluated for impairment
Attributable to loans collectively evaluated for impairment
Total ALLL balance:
Loan and Lease Ending Balances at December 31, 2017: (1)
Portion of loan and lease ending balances:
Attributable to purchased credit-impaired loans $\quad \$ 41 \quad \$-\quad \$ 41$
$\begin{array}{llll}\text { Individually evaluated for impairment } & 607 & 616 & 1,223\end{array}$
Collectively evaluated for impairment
Total loans and leases evaluated for impairment

| $\$ 32$ | $\$ 9$ | $\$ 41$ |
| :--- | :--- | :--- |
| 450 | 200 | 650 |
| $\$ 482$ | $\$ 209$ | $\$ 691$ |

(1) Excludes loans accounted for under the fair value option.

The following tables present by class the ending, unpaid principal balance, and the related ALLL, along with the average balance and interest income recognized only for impaired loans and leases: (1)

Three Months Six Months
(dollar amounts in millions)
With no related allowance recorded:
Commercial and industrial
emercial real estate
Automobile -

Residential mortgage
RV and marine finance
Other consumer

With an allowance recorded:
Commercial and industrial
Commercial real estate
Automobile
Home equity
Residential mortgage
RV and marine finance
Other consumer

Total
Commercial and industrial (3)
Commercial real estate (4)
Automobile (2)
Home equity (5)
Residential mortgage (5)
RV and marine finance (2)
Other consumer (2)

June 30, 2018
Ended
June 30, 2018
$\quad \begin{aligned} & \text { Unpaid } \\ & \text { Ending } \\ & \text { Principal }\end{aligned}$
Balance
Balance (6)

Ended
June 30, 2018
Interest
Average
Income
Balance Recognized

| $\$ 276$ | $\$$ | 305 | $\$$ | $-\$ 259$ | $\$$ | 6 | $\$ 268$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |${ }^{2} 10$


| 277 | 311 | 37 | 295 | 3 | 283 | 6 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 50 | 56 | 2 | 46 | - | 48 | 1 |
| 36 | 40 | 2 | 37 | 1 | 36 | 1 |
| 327 | 372 | 13 | 331 | 4 | 332 | 7 |
| 294 | 327 | 4 | 300 | 3 | 303 | 5 |
| 2 | 2 | - | 2 | - | 2 | - |
| 9 | 9 | 3 | 7 | - | 7 | - |


| 553 | 616 | 37 | 554 | 9 | 551 | 16 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 89 | 114 | 2 | 101 | 2 | 103 | 5 |
| 36 | 40 | 2 | 37 | 1 | 36 | 1 |
| 327 | 372 | 13 | 331 | 4 | 332 | 7 |
| 294 | 327 | 4 | 300 | 3 | 303 | 5 |
| 2 | 2 | - | 2 | - | 2 | - |
| 9 | 9 | 3 | 7 | - | 7 | - |

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(1) These tables do not include loans fully charged-off.
(2) All automobile, RV and marine finance and other consumer impaired loans included in these tables are considered ${ }^{2}$ impaired due to their status as a TDR.
(3) At June 30, 2018 and December 31, 2017, C\&I loans of $\$ 401$ million and $\$ 382$ million, respectively, were (3) considered impaired due to their status as a TDR.
(4) At June 30, 2018 and December 31, 2017, CRE loans of $\$ 79$ million and $\$ 93$ million, respectively, were considered impaired due to their status as a TDR.
(5) Includes home equity and residential mortgages considered to be collateral dependent due to their non-accrual
(5) status as well as home equity and mortgage loans considered impaired due to their status as a TDR.
(6) The differences between the ending balance and unpaid principal balance amounts represent partial charge-offs.

TDR Loans
TDRs are modified loans where a concession was provided to a borrower experiencing financial difficulties. Loan modifications are considered TDRs when the concessions provided are not available to the borrower through either normal channels or other sources. However, not all loan modifications are TDRs. See Note 4 "Loans / Leases and Allowance for Credit Losses" to the consolidated financial statements of the Annual Report on Form 10-K for the year ended December 31, 2017 for an additional discussion of TDRs.

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The following table presents, by class and modification type, the number of contracts, post-modification outstanding balance, and the financial effects of the modification for the three-month and six-month periods ended June 30, 2018 and 2017.


| Interest rate reduction | 491 | 4 | - |  | - | - |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortization or maturity date change | 1 | - | - |  | 2 | - |  |  |  |  |
| Chapter 7 bankruptcy | 1 | - | - |  | 2 | - |  |  |  |  |
| Other | - | - | - |  | - | - |  |  |  |  |
| Total Other consumer | 493 | 4 | - |  | 4 | - |  |  |  |  |
| Total new troubled debt restructurings | 1,741 |  | (7 |  | 1,178 | \$ | 221 | \$ | (8 | ) |

(1) TDRs may include multiple concessions and the disclosure classifications are based on the primary concession provided to the borrower.
Post-modification balances approximate pre-modification balances. The aggregate amount of charge-offs as a
(2) result of a restructuring are not significant.
(3) Amount represents the financial impact via provision for loan and lease losses as a result of the modification.

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Amortization or maturity date change
Chapter 7 bankruptcy 2 -
Other
Total Other consumer
Total new troubled debt restructurings

| 1 | - | - | 4 | - | - |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2 | - | - | 3 | - | - |  |
| - | - | - | - | - | - |  |
| 934 | 4 | $(10$ | $)$ | 2,606 | $\$$ | 401 |

(1) TDRs may include multiple concessions and the disclosure classifications are based on the primary concession provided to the borrower.
(2) Post-modification balances approximate pre-modification balances. The aggregate amount of charge-offs as a
2) result of a restructuring are not significant.
(3) Amount represents the financial impact via provision for loan and lease losses as a result of the modification.

Pledged Loans and Leases
The Bank has access to the Federal Reserve's discount window and advances from the FHLB of Cincinnati. As of June 30, 2018 and December 31, 2017, these borrowings and advances are secured by $\$ 34.1$ billion and $\$ 31.7$ billion of loans and securities, respectively.

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## 4. AVAILABLE-FOR-SALE SECURITIES

Contractual maturities of available-for-sale securities at June 30, 2018 and December 31, 2017 were:

| (dollar amounts in millions) | June 30, 2018 |  | $\begin{aligned} & \text { December 31, } \\ & 2017 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | AmortizeHair |  | AmortizeHair |  |
|  | Cost | Value | Cost | Value |
| U.S. Treasury, Federal agency, and other agency securities: U.S. Treasury: |  |  |  |  |
|  |  |  |  |  |
| 1 year or less | \$6 | \$6 | \$5 | \$5 |
| Total U.S. Treasury | 6 | 6 | 5 | 5 |
| Federal agencies: |  |  |  |  |
| Residential CMO: |  |  |  |  |
| After 1 year through 5 years | - | - | 1 | 1 |
| After 5 years through 10 years | 44 | 42 | 90 | 89 |
| After 10 years | 7,510 | 7,208 | 6,570 | 6,394 |
| Total Residential CMO | 7,554 | 7,250 | 6,661 | 6,484 |
| Residential MBS: |  |  |  |  |
| After 1 year through 5 years | 4 | 4 | 6 | 6 |
| After 5 years through 10 years | 31 | 30 | 7 | 8 |
| After 10 years | 643 | 625 | 1,358 | 1,353 |
| Total Residential MBS | 678 | 659 | 1,371 | 1,367 |
| Commercial MBS: |  |  |  |  |
| After 1 year through 5 years | 69 | 66 | 23 | 22 |
| After 5 years through 10 years | 9 | 8 | 151 | 148 |
| After 10 years | 1,737 | 1,669 | 2,365 | 2,317 |
| Total Commercial MBS | 1,815 | 1,743 | 2,539 | 2,487 |
| Other agencies: |  |  |  |  |
| 1 year or less | 1 | 1 | 2 | 2 |
| After 1 year through 5 years | 8 | 8 | 9 | 9 |
| After 5 years through 10 years | 179 | 174 | 58 | 59 |
| Total other agencies | 188 | 183 | 69 | 70 |
| Total U.S. Treasury, Federal agency, and other agency securities | 10,241 | 9,841 | 10,645 | 10,413 |
| Municipal securities: |  |  |  |  |
| 1 year or less | 164 | 164 | 103 | 103 |
| After 1 year through 5 years | 1,115 | 1,105 | 1,140 | 1,134 |
| After 5 years through 10 years | 1,702 | 1,674 | 1,709 | 1,704 |
| After 10 years | 845 | 822 | 940 | 937 |
| Total municipal securities | 3,826 | 3,765 | 3,892 | 3,878 |
| Asset-backed securities: |  |  |  |  |
| After 1 year through 5 years | 40 | 39 | 80 | 80 |
| After 5 years through 10 years | 46 | 46 | 53 | 54 |
| After 10 years | 295 | 288 | 349 | 333 |
| Total asset-backed securities | 381 | 373 | 482 | 467 |
| Corporate debt: |  |  |  |  |
| 1 year or less | 1 | 1 | - | - |
| After 1 year through 5 years | 75 | 74 | 73 | 74 |
| After 5 years through 10 years | 11 | 12 | 20 | 21 |
| After 10 years | - | - | 13 | 14 |
| Total corporate debt | 87 | 87 | 106 | 109 |

Other securities/Sovereign debt:
1 year or less $\quad$ - $\quad$ - $\quad 1 \quad 1$
$\begin{array}{lllll}\text { After } 1 \text { year through } 5 \text { years } & 4 & 4 & 1 & 1\end{array}$
Total other securities/Sovereign debt
Total available-for-sale securities
$\begin{array}{llll}4 & 4 & 2 & 2\end{array}$
\$14,539 \$ 14,070 \$ 15,127 \$14,869
The following tables provide amortized cost, fair value, and gross unrealized gains and losses recognized in OCI by investment category at June 30, 2018 and December 31, 2017:

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(dollar amounts in millions)
June 30, 2018
U.S. Treasury

Federal agencies:
Residential CMO
Residential MBS
Commercial MBS
Other agencies
Total U.S. Treasury, Federal agency and other agency securities
Municipal securities
Asset-backed securities
Corporate debt
Other securities/Sovereign debt
Total available-for-sale securities
(dollar amounts in millions)
December 31, 2017
U.S. Treasury

Federal agencies:
Residential CMO 6,661 1 (178 ) 6,484
Residential MBS
Commercial MBS
Other agencies
$1,371 \quad 1 \quad(5 \quad) 1,367$

Total U.S. Treasury, Federal agency and other agency securities
Municipal securities
Asset-backed securities
Corporate debt
Other securities/Sovereign debt
Total available-for-sale securities
Unrealized
Amortized GrosGross Fair
Cost GainLosses Value
\$6 \$— \$- \$6
7,554 - (304 ) 7,250
678 - (19 ) 659
1,815 - (72 ) 1,743
188 - (5 ) 183
10,241 - (400 ) 9,841
3,826 $12 \quad$ (73 ) 3,765
381 - (8 ) 373
$87 \quad 1 \quad(1 \quad) 87$
4 - - 4
\$ 14,539 \$ 13 \$(482) \$14,070
Unrealized
Amortized GrosGross Fair
Cost GainLosses Value
\$5 \$— \$— \$5

2,539 - (52 ) 2,487
$69 \quad 1 \quad-\quad 70$
10,645 3 (235 ) 10,413
3,892 21 (35 ) 3,878
$482 \quad 1 \quad(16 \quad) 467$
1063 - 109
2 - - 2
\$ 15,127 \$28 \$(286) \$14,869

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The following tables provide detail on investment securities with unrealized losses aggregated by investment category and the length of time the individual securities have been in a continuous loss position as of June 30, 2018 and December 31, 2017.
(dollar amounts in millions)

| Less than 12 | Over 12 Months |  | Total |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Months |  |  |  | Gross | Fair | | Gross |  |
| :--- | :--- |
| Fair | Gross |

June 30, 2018
Federal agencies:
Residential CMO
Residential MBS
Commercial MBS
Other agencies
Total Federal Agency and other agency securities
Municipal securities
$\left.\begin{array}{llllllll}\$ 3,217 & \$(86 & ) & \$ 3,988 & \$(218 & ) & \$ 7,205 & \$(304\end{array}\right)$

Other securities/Sovereign debt
Total temporarily impaired securities
(dollar amounts in millions)
\$6,805 \$ (170 ) \$6,368 \$ (312 ) \$13,173 \$ (482 )
Less than 12
Months
$\begin{array}{lllllll}\text { Fair } & \text { Gross } & \text { Fair } & \text { Gross } & \text { Fair } & \text { Gross } \\ \text { Value } & \text { Unrealized } & \text { Voses } & \text { Unrealized } & \text { Value } & \text { Unrealized } \\ & \text { Losses } & & \text { Losses } & & \text { Losses }\end{array}$
December 31, 2017
Federal agencies:
Residential CMO
Residential MBS
Commercial MBS
Other agencies
Total Federal Agency and other agency securities
Municipal securities
$\left.\begin{array}{llllllll}\$ 1,660 & \$(19 & ) & \$ 4,520 & \$(159 & ) & \$ 6,180 & \$(178\end{array}\right)$

Total temporarily impaired securities $\quad \$ 5,545 \$(61 \quad$ ) $\$ 6,728 \$(225) \$ 12,273 \$(286)$
At June 30, 2018 and December 31, 2017, the carrying value of investment securities pledged to secure public and trust deposits, trading account liabilities, U.S. Treasury demand notes, and security repurchase agreements totaled $\$ 4.7$ billion and $\$ 6.1$ billion, respectively. There were no securities of a single issuer, which are not governmental or government-sponsored, that exceeded $10 \%$ of shareholders' equity at either June 30, 2018 or December 31, 2017. The following table is a summary of realized securities gains and losses for the three-month and six-month periods ended June 30, 2018 and 2017, respectively.

|  | Three | Six |  |
| :--- | :--- | :--- | :--- |
|  | Months | Months |  |
|  | Ended | Ended |  |
|  | June 30, | June 30, |  |
|  | 20182017 | 20182017 |  |
| (dollar amounts in millions) | $\$ 1$ | $\$ 4$ | $\$ 6$ |
| Gross gains on sales of securities | $\$ 1$ |  |  |
| Gross (losses) on sales of securities | $(1)-$ | $(6)(1)$ |  |
| Net gain on sales of securities | $\$-\$ 4$ | $\$-\$ 4$ |  |

OTTI recognized in earnings
Net securities gains (losses) 60

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Security Impairment
Huntington evaluates the available-for-sale securities portfolio for impairment on a quarterly basis by conducting a comprehensive security-level assessment on all available-for-sale securities. Impairment would exist when the present value of the expected cash flows are not sufficient to recover the entire amortized cost basis at the balance sheet date. Under these circumstances, any credit impairment would be recognized in earnings. As of June 30, 2018, Huntington has evaluated available-for-sale securities with gross unrealized losses for impairment and concluded no OTTI is required.

## 5. HELD-TO-MATURITY SECURITIES

These are debt securities that Huntington has the intent and ability to hold until maturity. The debt securities are carried at amortized cost and adjusted for amortization of premiums and accretion of discounts using the interest method.
Listed below are the contractual maturities of held-to-maturity securities at June 30, 2018 and December 31, 2017.
(dollar amounts in millions)
June 30, 2018
December 31,
2017

Federal agencies:
Residential CMO:
After 5 years through 10 years
After 10 years
AmortizEdir AmortizEdir
Cost Value Cost Value

Total Residential CMO
$\begin{array}{llll}37 & 37 & - & -\end{array}$

Residential MBS:
After 5 years through 10 years
After 10 years
Total Residential MBS
Commercial MBS:
After 1 year through 5 years $\quad$ - $\quad$ - 3837
After 5 years through 10 years
$\begin{array}{llll}130 & 127 & 1 & 1\end{array}$
After 10 years
$\begin{array}{llll}4,196 & 4,047 & 3,752 & 3,698\end{array}$
Total Commercial MBS
$\begin{array}{llll}4,326 & 4,174 & 3,791 & 3,736\end{array}$
Other agencies:
After 1 year through 5 years
After 5 years through 10 years
After 10 years
$\begin{array}{llll}2,262 & 2,185 & 3,714 & 3,657\end{array}$
$\begin{array}{llll}2,299 & 2,222 & 3,714 & 3,657\end{array}$

- $\quad 28 \quad 28$
$\begin{array}{llll}1,677 & 1,623 & 1,021 & 1,016\end{array}$
$\begin{array}{llll}1,677 & 1,623 & 1,049 & 1,044\end{array}$

Total other agencies
$\begin{array}{llll}13 & 13 & 7 & 8\end{array}$

Total Federal agencies and other agencies $8,677 \quad 8,386 \quad 9,086 \quad 8,966$
Municipal securities:
After 10 years $\quad 5 \quad 5 \quad 5 \quad 5$
Total municipal securities
$5 \quad 5 \quad 5 \quad 5$
Total held-to-maturity securities
\$8,682 \$8,391 \$9,091 \$8,971

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The following table provides amortized cost, gross unrealized gains and losses, and fair value by investment category at June 30, 2018 and December 31, 2017.

Unrealized
(dollar amounts in millions)
Amortized Gresboss Fair
Cost GaImssses Value
June 30, 2018
Federal agencies:
Residential CMO
Residential MBS
Commercial MBS
Other agencies
Total Federal agencies and other agencies

| \$ 2,299 | \$ \$ (77 | \$2,222 |
| :---: | :---: | :---: |
| 1,677 | -(54 | ) 1,623 |
| 4,326 | -(152 | ) 4,174 |
| 375 | - ${ }^{(8)}$ | ) 367 |
| 8,677 | - (291 | ) 8,386 |
| 5 |  | 5 |
| \$ 8,682 | \$ \$ (291) | ) $\$ 8,391$ |
|  | Unrealized |  |
| mort | Grossross | Fair |
| Cost | Gaili | V |

December 31, 2017
Federal agencies:
Residential CMO

| $\$ 3,714$ | $\$ 1$ | $\$(58$ | $)$ |
| :--- | :--- | :--- | :--- |$\$ 3,657$

Residential MBS
Commercial MBS
Other agencies
$532 \quad 1 \quad(4 \quad) 529$
Total Federal agencies and other agencies
Municipal securities
5

-     - 5

Total held-to-maturity securities \$ 9,091 \$4 (124) \$8,971
The following tables provide detail on HTM securities with unrealized losses aggregated by investment category and the length of time the individual securities have been in a continuous loss position, at June 30, 2018 and December 31, 2017.

| (dollar amounts in millions) | Less than 12 <br> Months |  | Over 12 Months |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair <br> Value | Gross <br> Unrealized <br> Losses | Fair <br> Value | Gross <br> Unrealiz <br> Losses |  | Fair <br> Value | Gross Unrealized Losses |
| June 30, 2018 |  |  |  |  |  |  |  |
| Federal agencies: |  |  |  |  |  |  |  |
| Residential CMO | \$958 | \$ (29 ) | \$1,264 | \$ (48 | ) | \$2,222 | \$ (77 |
| Residential MBS | 1,552 | (54 ) | - | - |  | 1,552 | (54 |
| Commercial MBS | 3,458 | (134) | 716 | (18 | ) | 4,174 | (152 |
| Other agencies | 281 | (6 | 64 | (2 | ) | 345 | (8 |
| Total Federal agencies and other agencies | 6,249 | (223 | 2,044 | (68 | ) | 8,293 | (291 |
| Municipal securities | - | - | 5 | - |  | 5 | - |
| Total temporarily impaired securities | \$6,249 | \$ (223 | \$2,049 | \$ (68 | ) | \$8,298 | \$ (291 |

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|  | Less than 12 <br> Months |  | Over 12 Months |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in millions) | Fair Value | Gross <br> Unrealized Losses | Fair <br> Value | Gross <br> Unrealiz <br> Losses |  | Fair Value | Gross <br> Unrealized Losses |
| December 31, 2017 |  |  |  |  |  |  |  |
| Federal agencies: |  |  |  |  |  |  |  |
| Residential CMO | \$2,369 | \$ (26) | \$1,019 | \$ (32 | ) | \$3,388 | \$ (58 |
| Residential MBS | 974 | (7 ) | - | - |  | 974 | (7 |
| Commercial MBS | 3,456 | (49 | 253 | (6 | ) | 3,709 | (55 |
| Other agencies | 249 | (2) | 139 | (2 | ) | 388 | (4 |
| Total Federal agencies and other agencies | 7,048 | (84 ) | 1,411 | (40 | ) | 8,459 | (124 |
| Municipal securities | - | - | 5 | - |  | 5 | - |
| Total temporarily impaired securities | \$7,048 | \$ (84 | \$1,416 | \$ (40 | ) | \$8,464 | \$ (124 |

Security Impairment
Huntington evaluates the held-to-maturity securities portfolio on a quarterly basis for impairment. Impairment would exist when the present value of the expected cash flows is not sufficient to recover the entire amortized cost basis at the balance sheet date. Under these circumstances, any impairment would be recognized in earnings. As of June 30, 2018, Huntington has evaluated held-to-maturity securities with gross unrealized losses for impairment and concluded no OTTI is required.
6. OTHER SECURITIES
(dollar amounts in millions)

| June 30, | December |
| :--- | :--- |
| 2018 | 31,2017 |
| AmortFraid | AmortFrad |
| Cost Value | Cost Value |

Other securities, at cost
Non-marketable equity securities:
Federal Home Loan Bank stock $282 \quad 282 \quad 287287$
Federal Reserve Bank stock 294294294294
Other securities, at fair value
Mutual funds
Marketable equity securities
Total other securities
$1 \quad 2 \quad 1 \quad 1$

Other securities are primarily composed of FHLB stock and FRB stock (which are carried at cost) and mutual funds and other marketable equity securities (which are carried at fair value, with changes in fair value recognized in other noninterest income). Other securities that are carried at cost are reviewed at least annually for impairment, with valuation adjustments recognized in other noninterest income.

## 7. LOAN SALES AND SECURITIZATIONS

## Residential Mortgage Portfolio

The following table summarizes activity relating to residential mortgage loans sold with servicing retained for the three-month and six-month periods ended June 30, 2018 and 2017:

|  | Three <br>  <br> Months | Six Months <br> Ended | Ended |  |
| :--- | :--- | :--- | :--- | :--- |
|  | June 30, June 30, |  |  |  |
|  | 2018 | 2017 | 2018 | 2017 |
| (dollar amounts in millions) | $\$ 897$ | $\$ 798$ | $\$ 1,740$ | $\$ 1,646$ |
| Residential mortgage loans sold with servicing retained |  |  |  |  |
| Pretax gains resulting from above loan sales (1) | 19 | 17 | 40 | 39 |
| (1)Recorded in mortgage banking income. |  |  |  |  |

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The following table summarizes the changes in MSRs recorded using the amortization method for the three-month and six-month periods ended June 30, 2018 and 2017:

| Three | Six Months |
| :--- | :--- |
| Months | Ended |
| Ended | June 30, |
| June 30, |  |

(dollar amounts in millions) $\quad 2018 \quad 2017 \quad 2018 \quad 2017$
Carrying value, beginning of period $\begin{array}{lllll}\$ 200 & \$ 178 & \$ 191 & \$ 172\end{array}$
$\begin{array}{llllll}\text { New servicing assets created } & 11 & 8 & 20 & 18\end{array}$
Impairment recovery (charge) $\quad$ - $\quad(3 \quad) 7 \quad(1)$
Amortization
Carrying value, end of period
Fair value, end of period
$\begin{array}{lllll}\text { Weighted-average life (years) } & 7.0 & 7.1 & 7.0 & 7.1\end{array}$
MSRs do not trade in an active, open market with readily observable prices. While sales of MSRs occur, the precise terms and conditions are typically not readily available. Therefore, the fair value of MSRs is estimated using a discounted future cash flow model. The model considers portfolio characteristics, contractually specified servicing fees and assumptions related to prepayments, delinquency rates, late charges, other ancillary revenues, costs to service, and other economic factors. Changes in the assumptions used may have a significant impact on the valuation of MSRs.
MSR values are highly sensitive to movement in interest rates as expected future net servicing income depends on the projected outstanding principal balances of the underlying loans, which can be greatly impacted by the level of prepayments. Huntington economically hedges the value of certain MSRs against changes in value attributable to changes in interest rates using a combination of derivative instruments and trading securities.
For MSRs under the amortization method, a summary of key assumptions and the sensitivity of the MSR value to changes in these assumptions at June 30, 2018, and December 31, 2017 follows:


Additionally, at June 30, 2018 and 2017, Huntington held MSRs recorded using the fair value method of $\$ 11$ million and $\$ 13$ million, respectively.
Total servicing, late and other ancillary fees included in mortgage banking income were $\$ 15$ million and $\$ 14$ million for the three-month periods ended June 30, 2018 and 2017, respectively. For the six-month periods ended June 30, 2018 and 2017, total servicing, late and other ancillary fees included in mortgage banking income were $\$ 29$ million and $\$ 28$ million. The unpaid principal balance of residential mortgage loans serviced for third parties was $\$ 20.2$ billion and $\$ 19.8$ billion at June 30, 2018 and December 31, 2017, respectively.
Automobile Loans
Huntington has retained servicing responsibilities on sold automobile loans and receives annual servicing fees and other ancillary fees on the outstanding loan balances. Automobile loan servicing rights are accounted for using the amortization method. A servicing asset is established at fair value at the time of the sale. The servicing asset is then amortized against servicing income. Impairment, if any, is recognized when carrying value exceeds the fair value as determined by calculating the present value of expected net future cash flows. The primary risk characteristic for measuring servicing assets is payoff rates of the underlying loan pools. Valuation calculations rely on the predicted
payoff assumption and, if actual payoffs are faster than expected, then future value could be impaired.
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Changes in the carrying value of automobile loan servicing rights for the three-month and six-month periods ended June 30, 2018 and 2017, and the fair value at the end of each period were as follows:

|  | Three | Six |
| :---: | :---: | :---: |
|  | Months | Months |
|  | Ended | Ended |
|  | June 30, | June 30, |
| (dollar amounts in millions) | 20182017 | 20182017 |
| Carrying value, beginning of period | \$6 \$15 | \$8 \$18 |
| Amortization | (1) (3) | (3) (6) |
| Carrying value, end of period | \$5 \$ 12 | \$5 \$12 |
| Fair value, end of period | \$5 \$12 | \$5 \$12 |
| Weighted-average contractual life (years) | 3.23 .8 | 3.23 .8 |

Servicing income amounted to $\$ 3$ million and $\$ 5$ million for the three-month periods ending June 30, 2018, and 2017.
For the six-month periods ended June 30, 2018 and 2017, servicing income was $\$ 6$ million and $\$ 10$ million, respectively. The unpaid principal balance of automobile loans serviced for third parties was $\$ 0.8$ billion and $\$ 1.0$ billion at June 30, 2018 and December 31, 2017, respectively.
Small Business Association (SBA) Portfolio
The following table summarizes activity relating to SBA loans sold with servicing retained for the three-month and six-month periods ended June 30, 2018 and 2017:

|  | Three <br> Months <br> Ended | Six Months <br> Ended |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | June 30, <br> June 30, |  |  |  |
| (dollar amounts in millions) | 20182017 | 2018 | 2017 |  |
| SBA loans sold with servicing retained | $\$ 97$ | $\$ 88$ | $\$ 161$ | $\$ 165$ |
| Pretax gains resulting from above loan sales (1) | 10 | 7 | 17 | 13 |

(1)Recorded in gain on sale of loans.

Huntington has retained servicing responsibilities on sold SBA loans and receives annual servicing fees on the outstanding loan balances. SBA loan servicing rights are accounted for using the amortization method. A servicing asset is established at fair value at the time of the sale using a discounted future cash flow model. The servicing asset is then amortized against servicing income. Impairment, if any, is recognized when carrying value exceeds the fair value as determined by calculating the present value of expected net future cash flows.
The following table summarizes the changes in the carrying value of the servicing asset for the three-month and six-month periods ended June 30, 2018 and 2017:

|  | Three | Six |
| :---: | :---: | :---: |
|  | Months | Months |
|  | Ended | Ended |
|  | June 30, | June 30, |
| (dollar amounts in millions) | 20182017 | 20182017 |
| Carrying value, beginning of period | \$28 \$21 | \$27 \$21 |
| New servicing assets created | 3 | 56 |
| Amortization | (3) (2) | (4 ) (4 ) |
| Carrying value, end of period | \$28 \$23 | \$28 \$23 |
| Fair value, end of period | \$33 \$27 | \$33 \$27 |
| Weighted-average life (years) | 3.43 .3 | 3.43 .3 |

Servicing income amounted to $\$ 3$ million and $\$ 3$ million for the three-month periods ending June 30, 2018, and 2017, respectively. For the six-month periods ended June 30, 2018 and 2017, servicing income was $\$ 6$ million and $\$ 5$ million, respectively. The unpaid principal balance of SBA loans serviced for third parties was $\$ 1.5$ billion and $\$ 1.4$ billion at June 30, 2018 and December 31, 2017, respectively.

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## 8. LONG-TERM DEBT

In May 2018, Huntington issued $\$ 500$ million of senior notes at $99.686 \%$ of face value. The senior notes mature on May 15, 2025 and have a fixed coupon rate of $4.00 \%$. The senior notes may be redeemed one month prior to the maturity date at $100 \%$ of principal plus accrued and unpaid interest. At June 30, 2018, debt issuance costs of $\$ 1$ million related to the note are reported on the balance sheet as a direct deduction from the face of the note.

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In May 2018, the Bank issued $\$ 750$ million of senior notes at $99.774 \%$ of face value. The senior notes mature on May 14, 2021 and have a fixed coupon rate of $3.25 \%$. The senior notes may be redeemed one month prior to the maturity date at $100 \%$ of principal plus accrued and unpaid interest. At June 30, 2018, debt issuance costs of $\$ 2$ million related to the note are reported on the balance sheet as a direct deduction from the face of the note.

## 9. OTHER COMPREHENSIVE INCOME

The components of Huntington's OCI for the three-month and six-month periods ended June 30, 2018 and 2017, were as follows:


