UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d)
of The Securities Exchange Act of 1934

April 13, 2018
Date of Report (Date of earliest event reported)

THE PNC FINANCIAL SERVICES GROUP, INC.
(Exact name of registrant as specified in its charter)

Commission File Number 001-09718

Pennsylvania	**25-1435979**
(State or other jurisdiction of incorporation)	**(I.R.S. Employer Identification No.)**

The Tower at PNC Plaza
300 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2401
(Address of principal executive offices, including zip code)

(888) 762-2265
(Registrant’s telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). 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. ☐

Item 2.02 Results of Operations and Financial Condition.

On April 13, 2018, The PNC Financial Services Group, Inc. ("the Corporation") issued a press release regarding the Corporation's earnings and business results for the first quarter of 2018. In connection therewith, the Corporation provided supplementary financial information on its web site. A copy of the Corporation's supplementary financial information is included in this Report as Exhibit 99.1 and is furnished herewith.

Item 8.01 Other Events

On April 13, 2018, The PNC Financial Services Group, Inc. ("the Corporation") held a conference call for investors regarding the Corporation's earnings and business results for the first quarter of 2018. The Corporation provided electronic presentation slides on its web site used in connection with the related investor conference call. Copies of the electronic presentation slides are included in this Report as Exhibit 99.2 and are furnished herewith.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Number	Description	Method of Filing
99.1	Financial Supplement (unaudited) for the First Quarter 2018	Furnished herewith
99.2	Electronic presentation slides for earnings release conference call	Furnished herewith

SIGNATURE

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

		THE PNC FINANCIAL SERVICES GROUP, INC.
		(Registrant)
Date: April 13, 2018	By:	/s/ Gregory H. Kozich
		Gregory H. Kozich
		Senior Vice President and Controller

Exhibit 99.1

THE PNC FINANCIAL SERVICES GROUP, INC.

FINANCIAL SUPPLEMENT
FIRST QUARTER 2018
(Unaudited)

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
FIRST QUARTER 2018
(UNAUDITED)

The information contained in this Financial Supplement is preliminary, unaudited and based on data available onApril 13, 2018. We have reclassified certain prior period amounts to be consistent with the current period presentation, which we believe is more meaningful to readers of our consolidated financial statements. This information speaks only as of the particular date or dates included in the schedules. We do not undertake any obligation to, and disclaim any duty to, correct or update any of the information provided in this Financial Supplement. Our future financial performance is subject to risks and uncertainties as described in our United States Securities and Exchange Commission (SEC) filings.

BUSINESS
PNC is one of the largest diversified financial services companies in the United States and is headquartered in Pittsburgh, Pennsylvania. PNC has businesses engaged in retail banking, including residential mortgage, corporate and institutional banking and asset management, providing many of its products and services nationally. PNC's primary geographic markets are located in the Mid-Atlantic, Midwest and Southeast. PNC also provides certain products and services internationally.

THE PNC FINANCIAL SERVICES GROUP, INC.

Cross Reference Index to First Quarter 2018 Financial Supplement (Unaudited)

Financial Supplement Table Reference

Table 1: Consolidated Income Statement (Unaudited)

	Three months ended				
In millions, except per share data	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Interest Income					
Loans	$ 2,228	$ 2,154	$ 2,140	$ 2,040	$ 1,904
Investment securities	512	509	501	495	493
Other	178	162	154	139	123
Total interest income	2,918	2,825	2,795	2,674	2,520
Interest Expense					
Deposits	213	190	170	143	120
Borrowed funds	344	290	280	273	240
Total interest expense	557	480	450	416	360
Net interest income	2,361	2,345	2,345	2,258	2,160
Noninterest Income					
Asset management	455	720	421	398	403
Consumer services	357	366	357	360	332
Corporate services (a)	429	458	404	466	414
Residential mortgage	97	29	104	104	113
Service charges on deposits	167	183	181	170	161
Other (a) (b)	245	159	313	304	301
Total noninterest income	1,750	1,915	1,780	1,802	1,724
Total revenue	4,111	4,260	4,125	4,060	3,884
Provision For Credit Losses	92	125	130	98	88
Noninterest Expense					
Personnel	1,354	1,449	1,286	1,276	1,257
Occupancy	218	240	204	202	222
Equipment	273	274	259	281	251
Marketing	55	60	62	67	55
Other	627	1,038	645	653	617
Total noninterest expense	2,527	3,061	2,456	2,479	2,402
Income before income taxes (benefit) and noncontrolling interests	1,492	1,074	1,539	1,483	1,394
Income taxes (benefit)	253	(1,017)	413	386	320
Net income	1,239	2,091	1,126	1,097	1,074
Less: Net income attributable to noncontrolling interests	10	11	12	10	17
Preferred stock dividends (c)	63	55	63	55	63
Preferred stock discount accretion and redemptions	1	2	1	2	21
Net income attributable to common shareholders	$ 1,165	$ 2,023	$ 1,050	$ 1,030	$ 973
Earnings Per Common Share					
Basic	$ 2.45	$ 4.23	$ 2.18	$ 2.12	$ 1.99
Diluted	$ 2.43	$ 4.18	$ 2.16	$ 2.10	$ 1.96
Average Common Shares Outstanding					
Basic	473	476	479	484	487
Diluted	476	480	483	488	492
Efficiency	61%	72 %	60%	61%	62%
Noninterest income to total revenue	43%	45 %	43%	44%	44%
Effective tax rate (d)	17.0%	(94.7)%	26.8%	26.0%	23.0%

(a) Effective for the first quarter 2018, we have reclassified operating lease income to corporate services noninterest income from other noninterest income. Prior period amounts were reclassified for operating lease income of $35 million, $34 million, $31 million, and $21 million for the three months ended December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

(b) Includes net gains (losses) on sales of securities of $(1) million, $(3) million, $(1) million, $13 million, and $(2) million for the quarters ended March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

(c) Dividends are payable quarterly other than Series O, Series R and Series S preferred stock, which are payable semiannually, with the Series O payable in different quarters than the Series R and Series S preferred stock.

(d) The effective income tax rates are generally lower than the statutory rate due to the relationship of pretax income to tax credits and earnings that are not subject to tax. The first quarter 2018 results reflected the change in the statutory federal income tax rate from 35% to 21%, effective as of January 1, 2018, as a result of the new federal tax legislation. The fourth quarter 2017 results benefited from an income tax benefit from the new federal tax legislation primarily attributable to revaluation of deferred tax liabilities at the lower statutory tax rate. Where certain income tax effects could be reasonably estimated, these were included as provisional amounts as of December 31, 2017. As a result, these provisional amounts could be adjusted during the measurement period, which will end in December 2018. No changes were made to these provisional amounts during the first quarter of 2018.

Table 2: Consolidated Balance Sheet (Unaudited)

In millions, except par value	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Assets					
Cash and due from banks	$ 4,649	$ 5,249	$ 4,736	$ 5,039	$ 5,003
Interest-earning deposits with banks (a)	28,821	28,595	24,713	22,482	27,877
Loans held for sale (b)	965	2,655	1,764	2,030	1,414
Investment securities – available for sale	56,018	57,618	57,254	58,878	59,339
Investment securities – held to maturity	18,544	18,513	17,740	17,553	17,093
Loans (b)	221,614	220,458	221,109	218,034	212,826
Allowance for loan and lease losses	(2,604)	(2,611)	(2,605)	(2,561)	(2,561)
Net loans	219,010	217,847	218,504	215,473	210,265
Equity investments (c)	12,008	11,392	11,009	10,819	10,900
Mortgage servicing rights	1,979	1,832	1,854	1,867	1,867
Goodwill	9,218	9,173	9,163	9,163	9,103
Other (b)	27,949	27,894	28,454	28,886	28,083
Total assets	$ 379,161	$ 380,768	$ 375,191	$ 372,190	$ 370,944
Liabilities					
Deposits					
Noninterest-bearing	$ 78,303	$ 79,864	$ 79,967	$ 79,550	$ 79,246
Interest-bearing	186,401	185,189	180,768	179,626	181,464
Total deposits	264,704	265,053	260,735	259,176	260,710
Borrowed funds					
Federal Home Loan Bank borrowings	19,537	21,037	20,538	19,039	19,549
Bank notes and senior debt	28,773	28,062	26,467	26,054	23,745
Subordinated debt	5,121	5,200	5,601	6,111	6,889
Other (b)	4,608	4,789	4,958	5,202	4,879
Total borrowed funds	58,039	59,088	57,564	56,406	55,062
Allowance for unfunded loan commitments and letters of credit	290	297	293	304	305
Accrued expenses and other liabilities	9,093	8,745	10,147	10,119	8,964
Total liabilities	332,126	333,183	328,739	326,005	325,041
Equity					
Preferred stock (d)					
Common stock - $5 par value					
Authorized 800 shares, issued 542 shares	2,710	2,710	2,710	2,710	2,709
Capital surplus	16,227	16,374	16,343	16,326	16,275
Retained earnings	36,266	35,481	33,819	33,133	32,372
Accumulated other comprehensive income (loss)	(699)	(148)	(22)	(98)	(279)
Common stock held in treasury at cost: 72, 69, 66, 62 and 57 shares	(7,535)	(6,904)	(6,462)	(5,987)	(5,323)
Total shareholders' equity	46,969	47,513	46,388	46,084	45,754
Noncontrolling interests	66	72	64	101	149
Total equity	47,035	47,585	46,452	46,185	45,903
Total liabilities and equity	$ 379,161	$ 380,768	$ 375,191	$ 372,190	$ 370,944

(a) Amounts include balances held with the Federal Reserve Bank of Cleveland of $28.6 billion, $28.3 billion, $24.3 billion, $22.1 billion and $27.5 billion as of March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

(b) Amounts include assets and liabilities for which PNC has elected the fair value option. Our 2017 Form 10-K included, and our first quarter 2018 Form 10-Q will include, additional information regarding these items.

(c) Amounts include our equity interest in BlackRock. The amount at March 31, 2018 includes $603 million of trading and available for sale securities that were reclassified to Equity investments on January 1, 2018 in accordance with the adoption of Accounting Standard Update 2016-01, Financial Instruments - Overall: *Recognition and Measurement of Financial Assets and Financial Liabilities* .

(d) Par value less than $.5 million at each date.

Table 3: Average Consolidated Balance Sheet (Unaudited) (a)

	Three months ended				
In millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Assets					
Interest-earning assets:					
Investment securities					
Securities available for sale					
Residential mortgage-backed					
Agency	$ 25,438	$ 25,338	$ 25,493	$ 25,862	$ 26,385
Non-agency	2,398	2,577	2,758	2,947	3,127
Commercial mortgage-backed	4,534	4,542	4,838	5,493	5,919
Asset-backed	5,158	5,330	5,546	5,863	5,992
U.S. Treasury and government agencies	14,307	13,646	13,081	12,881	13,101
Other	4,233	4,940	5,011	5,093	5,293
Total securities available for sale	56,068	56,373	56,727	58,139	59,817
Securities held to maturity					
Residential mortgage-backed	14,818	13,976	13,549	12,790	11,852
Commercial mortgage-backed	902	963	1,211	1,393	1,458
Asset-backed	199	220	358	490	556
U.S. Treasury and government agencies	743	739	561	533	529
Other	1,926	1,974	2,000	2,007	2,041
Total securities held to maturity	18,588	17,872	17,679	17,213	16,436
Total investment securities	74,656	74,245	74,406	75,352	76,253
Loans					
Commercial	111,462	111,365	109,503	106,944	103,084
Commercial real estate	28,901	29,432	29,676	29,655	29,178
Equipment lease financing	7,845	7,670	7,704	7,602	7,497
Consumer	55,588	55,814	56,062	56,342	56,843
Residential real estate	17,308	16,840	16,273	15,830	15,651
Total loans	221,104	221,121	219,218	216,373	212,253
Interest-earning deposits with banks (b)	25,667	25,567	23,859	22,543	24,192
Other interest-earning assets	7,904	8,759	9,024	9,748	8,395
Total interest-earning assets	329,331	329,692	326,507	324,016	321,093
Noninterest-earning assets	46,944	47,136	46,890	46,286	45,323
Total assets	$ 376,275	$ 376,828	$ 373,397	$ 370,302	$ 366,416
Liabilities and Equity					
Interest-bearing liabilities:					
Interest-bearing deposits					
Money market	$ 58,523	$ 60,954	$ 62,325	$ 62,157	$ 63,921
Demand	59,620	57,128	56,743	57,513	56,797
Savings	48,451	45,817	43,869	42,128	39,095
Time deposits	16,844	17,438	17,571	17,214	17,058
Total interest-bearing deposits	183,438	181,337	180,508	179,012	176,871
Borrowed funds					
Federal Home Loan Bank borrowings	20,721	19,565	19,190	20,405	20,416
Bank notes and senior debt	28,987	27,778	26,602	24,817	22,992
Subordinated debt	5,179	5,433	5,970	6,607	7,102
Other	4,751	5,261	5,254	5,695	4,432
Total borrowed funds	59,638	58,037	57,016	57,524	54,942
Total interest-bearing liabilities	243,076	239,374	237,524	236,536	231,813
Noninterest-bearing liabilities and equity:					
Noninterest-bearing deposits	77,222	80,152	78,931	77,375	78,050
Accrued expenses and other liabilities	9,118	10,801	10,749	10,432	10,081
Equity	46,859	46,501	46,193	45,959	46,472
Total liabilities and equity	$ 376,275	$ 376,828	$ 373,397	$ 370,302	$ 366,416

(a) Calculated using average daily balances.
(b) Amounts include balances held with the Federal Reserve Bank of Cleveland of $ 25.4 billion, $25.3 billion, $23.4 billion, $22.1 billion and $ 23.7 billion for the three months ended March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

Table 4: Details of Net Interest Margin (Unaudited) (a)

	Three months ended				
	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Average yields/rates					
Yield on interest-earning assets					
Investment securities					
Securities available for sale					
Residential mortgage-backed					
Agency	2.60%	2.58%	2.61%	2.51%	2.57%
Non-agency	5.99%	4.29%	5.91%	5.58%	5.59%
Commercial mortgage-backed	2.75%	4.68%	2.71%	2.56%	2.35%
Asset-backed	2.87%	2.82%	2.53%	2.48%	2.50%
U.S. Treasury and government agencies	2.07%	1.79%	1.83%	1.78%	1.66%
Other	3.39%	3.32%	3.08%	3.08%	2.93%
Total securities available for sale	2.71%	2.73%	2.63%	2.56%	2.53%
Securities held to maturity					
Residential mortgage-backed	2.84%	2.74%	2.81%	2.82%	2.79%
Commercial mortgage-backed	3.76%	4.11%	4.42%	4.30%	3.50%
Asset-backed	2.90%	2.66%	2.53%	2.35%	2.21%
U.S. Treasury and government agencies	2.80%	2.85%	3.07%	3.10%	3.07%
Other	4.44%	5.28%	5.30%	5.28%	5.34%
Total securities held to maturity	3.05%	3.10%	3.20%	3.22%	3.16%
Total investment securities	2.79%	2.82%	2.77%	2.71%	2.67%
Loans					
Commercial	3.74%	3.59%	3.54%	3.45%	3.24%
Commercial real estate	3.81%	3.68%	3.65%	3.48%	3.27%
Equipment lease financing	3.68%	2.33%	3.71%	3.65%	3.34%
Consumer	4.87%	4.72%	4.67%	4.52%	4.47%
Residential real estate	4.40%	4.41%	4.45%	4.55%	4.55%
Total loans	4.09%	3.91%	3.92%	3.82%	3.67%
Interest-earning deposits with banks	1.52%	1.33%	1.26%	1.04%	.81%
Other interest-earning assets	4.00%	3.55%	3.47%	3.38%	3.54%
Total yield on interest-earning assets	3.59%	3.45%	3.45%	3.35%	3.22%
Rate on interest-bearing liabilities					
Interest-bearing deposits					
Money market	.54%	.45%	.41%	.30%	.23%
Demand	.21%	.17%	.14%	.12%	.10%
Savings	.57%	.51%	.45%	.45%	.42%
Time deposits	.88%	.85%	.79%	.73%	.69%
Total interest-bearing deposits	.47%	.42%	.37%	.32%	.28%
Borrowed funds					
Federal Home Loan Bank borrowings	1.76%	1.48%	1.37%	1.23%	1.09%
Bank notes and senior debt	2.43%	2.04%	2.05%	2.00%	1.85%
Subordinated debt	3.91%	3.49%	3.48%	3.66%	3.49%
Other	2.18%	1.74%	1.60%	1.67%	1.36%
Total borrowed funds	2.31%	1.96%	1.93%	1.89%	1.74%
Total rate on interest-bearing liabilities	.91%	.79%	.75%	.70%	.62%
Interest rate spread	2.68%	2.66%	2.70%	2.65%	2.60%
Impact of noninterest-bearing sources (b)	.23	.22	.21	.19	.17
Net interest margin	2.91%	2.88%	2.91%	2.84%	2.77%

(a) Calculated as annualized taxable-equivalent net interest income divided by average earning assets. To provide more meaningful comparisons of net interest yields for all earning assets, as well as net interest margins, we use interest income on a taxable-equivalent basis in calculating net interest yields and net interest margins by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on taxable investments. This adjustment is not permitted under generally accepted accounting principles (GAAP) in the Consolidated Income Statement. The taxable-equivalent adjustments to net interest income for the three months ended March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, were $29 million, $54 million, $55 million, $54 million and $52 million, respectively. Taxable equivalent amounts for the 2018 period were calculated using a statutory federal income tax rate of 21%, reflecting the enactment of the new federal tax legislation effective January 1, 2018. Amounts for the 2017 periods were calculated using the previously applicable statutory federal income tax rate of 35%.

(b) Represents the positive effects of investing noninterest-bearing sources in interest-earning assets.

Table 5: Per Share Related Information (Unaudited)

In millions, except per share data	Three months ended March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Basic					
Net income	$ 1,239	$ 2,091	$ 1,126	$ 1,097	$ 1,074
Less:					
Net income (loss) attributable to noncontrolling interests	10	11	12	10	17
Preferred stock dividends (a)	63	55	63	55	63
Preferred stock discount accretion and redemptions	1	2	1	2	21
Net income attributable to common shareholders	1,165	2,023	1,050	1,030	973
Less:					
Dividends and undistributed earnings allocated to nonvested restricted shares	5	8	5	4	6
Net income attributable to basic common shares	$ 1,160	$ 2,015	$ 1,045	$ 1,026	$ 967
Basic weighted-average common shares outstanding	473	476	479	484	487
Basic earnings per common share	$ 2.45	$ 4.23	$ 2.18	$ 2.12	$ 1.99
Diluted					
Net income attributable to basic common shares	$ 1,160	$ 2,015	$ 1,045	$ 1,026	$ 967
Less: Impact of BlackRock earnings per share dilution	2	8	3	1	4
Net income attributable to diluted common shares	$ 1,158	$ 2,007	$ 1,042	$ 1,025	$ 963
Basic weighted-average common shares outstanding	473	476	479	484	487
Dilutive potential common shares	3	4	4	4	5
Diluted weighted-average common shares outstanding	476	480	483	488	492
Diluted earnings per common share	$ 2.43	$ 4.18	$ 2.16	$ 2.10	$ 1.96

(a) Dividends are payable quarterly other than the Series O, Series R and Series S preferred stock, which are payable semiannually, with the Series O payable in different quarters than the Series R and Series S preferred stock.

Table 6: Details of Loans (Unaudited)

In millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Commercial lending					
Commercial					
Manufacturing	$ 21,367	$ 20,578	$ 20,658	$ 20,533	$ 20,054
Retail/wholesale trade	18,232	17,846	18,256	18,101	17,446
Service providers	14,554	15,100	15,014	15,111	14,185
Real estate related (a)	12,701	12,496	12,174	12,179	11,690
Health care	9,937	9,739	9,659	9,541	9,603
Financial services	9,479	8,532	10,968	8,493	7,710
Transportation and warehousing	5,488	5,609	5,597	5,589	5,260
Other industries	20,550	20,627	18,991	19,010	17,817
Total commercial	112,308	110,527	111,317	108,557	103,765
Commercial real estate	28,835	28,978	29,516	29,489	29,435
Equipment lease financing	7,802	7,934	7,694	7,719	7,462
Total commercial lending	148,945	147,439	148,527	145,765	140,662
Consumer lending					
Home equity	27,699	28,364	28,811	29,219	29,577
Residential real estate	17,456	17,212	16,601	16,049	15,781
Credit card	5,657	5,699	5,375	5,211	5,112
Other consumer					
Automobile	13,295	12,880	12,743	12,488	12,337
Education	4,228	4,454	4,620	4,751	4,974
Other	4,334	4,410	4,432	4,551	4,383
Total consumer lending	72,669	73,019	72,582	72,269	72,164
Total loans	$ 221,614	$ 220,458	$ 221,109	$ 218,034	$ 212,826

(a) Includes loans to customers in the real estate and construction industries.

Allowance for Loan and Lease Losses (Unaudited)

Table 7: Change in Allowance for Loan and Lease Losses

Three months ended - in millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Beginning balance	$ 2,611	$ 2,605	$ 2,561	$ 2,561	$ 2,589
Gross charge-offs:					
Commercial	(28)	(46)	(39)	(48)	(53)
Commercial real estate	(6)	(15)	(6)	(2)	(1)
Equipment lease financing	(2)	(5)	(4)	(1)	(1)
Home equity	(28)	(25)	(26)	(38)	(34)
Residential real estate	(2)	(1)	(4)		(4)
Credit card	(56)	(46)	(44)	(46)	(46)
Other consumer					
Automobile	(38)	(37)	(31)	(28)	(30)
Education	(9)	(11)	(7)	(9)	(7)
Other	(24)	(23)	(24)	(22)	(22)
Total gross charge-offs	(193)	(209)	(185)	(194)	(198)
Recoveries:					
Commercial	16	20	17	20	24
Commercial real estate	6	7	6	8	7
Equipment lease financing	4	3	2	1	1
Home equity	21	24	24	23	20
Residential real estate	4	6	4	4	4
Credit card	6	5	5	6	5
Other consumer					
Automobile	17	15	15	15	13
Education	2	2	2	2	2
Other	4	4	4	5	4
Total recoveries	80	86	79	84	80
Net (charge-offs) / recoveries:					
Commercial	(12)	(26)	(22)	(28)	(29)
Commercial real estate		(8)		6	6
Equipment lease financing	2	(2)	(2)		
Home equity	(7)	(1)	(2)	(15)	(14)
Residential real estate	2	5		4	
Credit card	(50)	(41)	(39)	(40)	(41)
Other consumer					
Automobile	(21)	(22)	(16)	(13)	(17)
Education	(7)	(9)	(5)	(7)	(5)
Other	(20)	(19)	(20)	(17)	(18)
Total net (charge-offs)	(113)	(123)	(106)	(110)	(118)
Provision for credit losses	92	125	130	98	88
Net decrease / (increase) in allowance for unfunded loan commitments and letters of credit	7	(4)	11	1	(4)
Other	7	8	9	11	6
Ending balance	$ 2,604	$ 2,611	$ 2,605	$ 2,561	$ 2,561
Supplemental Information					
Net charge-offs to average loans (for the three months ended) (annualized)	.21%	.22%	.19%	.20%	.23%
Allowance for loan and lease losses to total loans	1.18%	1.18%	1.18%	1.17%	1.20%
Commercial lending net charge-offs	$ (10)	$ (36)	$ (24)	$ (22)	$ (23)
Consumer lending net charge-offs	(103)	(87)	(82)	(88)	(95)
Total net charge-offs	$ (113)	$ (123)	$ (106)	$ (110)	$ (118)
Net charge-offs to average loans					
Commercial lending	.03%	.10%	.06%	.06%	.07%
Consumer lending	.57%	.48%	.45%	.49%	.53%

Details of Nonperforming Assets (Unaudited)

Table 8: Nonperforming Assets by Type

In millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Nonperforming loans, including TDRs					
Commercial lending					
Commercial					
Retail/wholesale trade	$ 126	$ 115	$ 76	$ 86	$ 106
Manufacturing	67	55	63	65	41
Service providers	36	35	48	52	44
Real estate related (a)	25	33	37	26	28
Health care	13	15	23	33	23
Transportation and warehousing	3	27	15	16	3
Other industries	156	149	157	190	155
Total commercial	426	429	419	468	400
Commercial real estate	107	123	128	127	137
Equipment lease financing	4	2	3	4	12
Total commercial lending	537	554	550	599	549
Consumer lending (b)					
Home equity	820	818	814	837	900
Residential real estate	391	400	423	439	473
Credit card	6	6	5	5	4
Other consumer					
Automobile	79	76	71	66	61
Education and other	9	11	10	11	11
Total consumer lending	1,305	1,311	1,323	1,358	1,449
Total nonperforming loans (c)	1,842	1,865	1,873	1,957	1,998
OREO, foreclosed and other assets	162	170	194	196	214
Total nonperforming assets	$ 2,004	$ 2,035	$ 2,067	$ 2,153	$ 2,212
Nonperforming loans to total loans	.83%	.85%	.85%	.90%	.94%
Nonperforming assets to total loans, OREO, foreclosed and other assets	.90%	.92%	.93%	.99%	1.04%
Nonperforming assets to total assets	.53%	.53%	.55%	.58%	.60%
Allowance for loan and lease losses to nonperforming loans	141%	140%	139%	131%	128%

(a) Includes loans related to customers in the real estate and construction industries.
(b) Excludes most consumer loans and lines of credit, not secured by residential real estate, which are charged off after 120 to 180 days past due and are not placed on nonperforming status.
(c) Nonperforming loans exclude certain government insured or guaranteed loans, loans held for sale, loans accounted for under the fair value option and purchased impaired loans.

Details of Nonperforming Assets (Unaudited) (Continued)

Table 9: Change in Nonperforming Assets

In millions	January 1, 2018 - March 31, 2018	October 1, 2017 - December 31, 2017	July 1, 2017 - September 30, 2017	April 1, 2017 - June 30, 2017	January 1, 2017 - March 31, 2017
Beginning balance	$ 2,035	$ 2,067	$ 2,153	$ 2,212	$ 2,374
New nonperforming assets	249	307	303	436	330
Charge-offs and valuation adjustments	(137)	(141)	(142)	(152)	(150)
Principal activity, including paydowns and payoffs	(81)	(87)	(162)	(161)	(228)
Asset sales and transfers to loans held for sale	(29)	(40)	(38)	(58)	(42)
Returned to performing status	(33)	(71)	(47)	(124)	(72)
Ending balance	$ 2,004	$ 2,035	$ 2,067	$ 2,153	$ 2,212

Table 10: Largest Individual Nonperforming Assets at March 31, 2018 (a)

In millions

Ranking	Outstandings	Industry
1	$41	Wholesale Trade
2	39	Wholesale Trade
3	39	Information
4	27	Mining, Quarrying, and Oil and Gas Extraction
5	25	Mining, Quarrying, and Oil and Gas Extraction
6	20	Manufacturing
7	15	Manufacturing
8	13	Real Estate and Rental and Leasing
9	13	Transportation and Warehousing
10	13	Mining, Quarrying, and Oil and Gas Extraction
Total	$245	
As a percent of total nonperforming assets		12%

(a) Amounts shown are not net of related allowance for loan and lease losses, if applicable.

Accruing Loans Past Due (Unaudited)

Table 11: Accruing Loans Past Due 30 to 59 Days (a)

	Amount					Percent of Total Outstandings				
Dollars in millions	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017
Commercial	$ 53	$ 45	$ 44	$ 42	$ 62	.05%	.04%	.04%	.04%	.06%
Commercial real estate	21	27	8	4	15	.07%	.09%	.03%	.01%	.05%
Equipment lease financing	18	17	4	2	19	.23%	.21%	.05%	.03%	.25%
Home equity	94	78	74	61	57	.34%	.27%	.26%	.21%	.19%
Residential real estate										
Non government insured	66	90	75	78	62	.38%	.52%	.45%	.49%	.39%
Government insured	64	61	60	51	60	.37%	.35%	.36%	.32%	.38%
Credit card	40	43	40	34	32	.71%	.75%	.74%	.65%	.63%
Other consumer										
Automobile	77	79	71	44	35	.58%	.61%	.56%	.35%	.28%
Education and other										
Non government insured	22	25	30	24	22	.26%	.28%	.33%	.26%	.24%
Government insured	72	80	80	93	94	.84%	.90%	.88%	1.00%	1.00%
Total	$ 527	$ 545	$ 486	$ 433	$ 458	.24%	.25%	.22%	.20%	.22%

Table 12: Accruing Loans Past Due 60 to 89 Days (a)

	Amount					Percent of Total Outstandings				
Dollars in millions	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017
Commercial	$ 22	$ 25	$ 28	$ 26	$ 29	.02%	.02%	.03%	.02%	.03%
Commercial real estate	12	2	13	1	6	.04%	.01%	.04%	.00%	.02%
Equipment lease financing	1	1	3	4		.01%	.01%	.04%	.05%	
Home equity	31	26	31	24	23	.11%	.09%	.11%	.08%	.08%
Residential real estate										
Non government insured	16	21	17	14	23	.09%	.12%	.10%	.09%	.15%
Government insured	54	53	54	55	54	.31%	.31%	.33%	.34%	.34%
Credit card	26	26	25	20	21	.46%	.46%	.47%	.38%	.41%
Other consumer										
Automobile	18	20	16	12	10	.14%	.16%	.13%	.10%	.08%
Education and other										
Non government insured	11	12	15	9	11	.13%	.14%	.17%	.10%	.12%
Government insured	43	52	53	54	50	.50%	.59%	.59%	.58%	.53%
Total	$ 234	$ 238	$ 255	$ 219	$ 227	.11%	.11%	.12%	.10%	.11%

Table 13: Accruing Loans Past Due 90 Days or More (a)

	Amount					Percent of Total Outstandings				
Dollars in millions	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Jun. 30 2017	Mar. 31 2017
Commercial	$ 53	$ 39	$ 47	$ 50	$ 40	.05%	.04%	.04%	.05%	.04%
Commercial real estate				2					.01%	
Residential real estate										
Non government insured	13	24	12	11	10	.07%	.14%	.07%	.07%	.06%
Government insured	360	462	406	400	422	2.06%	2.68%	2.45%	2.49%	2.67%
Credit card	45	45	38	36	37	.80%	.79%	.71%	.69%	.72%
Other consumer										
Automobile	9	8	5	4	5	.07%	.06%	.04%	.03%	.04%
Education and other										
Non government insured	12	11	9	8	9	.14%	.12%	.10%	.09%	.10%
Government insured	136	148	161	163	176	1.59%	1.67%	1.78%	1.75%	1.88%
Total	$ 628	$ 737	$ 678	$ 674	$ 699	.28%	.33%	.31%	.31%	.33%

(a) Excludes loans held for sale and purchased impaired loans.

Business Segment Descriptions (Unaudited)

Retail Banking provides deposit, lending, brokerage, insurance services, investment management and cash management services to consumer and small business customers within our primary geographic markets. Our customers are serviced through our branch network, ATMs, call centers, online banking and mobile channels. The branch network is located primarily in Pennsylvania, Ohio, New Jersey, Michigan, Illinois, Maryland, Indiana, Florida, North Carolina, Kentucky, Washington, D.C., Delaware, Virginia, Georgia, Alabama, Missouri, Wisconsin and South Carolina. Deposit products include checking, savings and money market accounts and certificates of deposit. Lending products include residential mortgages, home equity loans and lines of credit, auto loans, credit cards, education loans and personal and small business loans and lines of credit. The residential mortgage loans are directly originated within our branch network and nationwide, and are typically underwritten to government agency and/or third-party standards, and either sold, servicing retained, or held on our balance sheet. Brokerage, investment management and cash management products and services include managed, education, retirement and trust accounts.

Corporate & Institutional Banking provides lending, treasury management, and capital markets-related products and services to mid-sized and large corporations, and government and not-for-profit entities. Lending products include secured and unsecured loans, letters of credit and equipment leases. Treasury management services include cash and investment management, receivables management, disbursement services, funds transfer services, information reporting and global trade services. Capital markets-related products and services include foreign exchange, derivatives, securities underwriting, loan syndications, mergers and acquisitions advisory and equity capital markets advisory related services. We also provide commercial loan servicing and technology solutions for the commercial real estate finance industry. Products and services are provided nationally. We offer certain products and services internationally.

Asset Management Group provides personal wealth management for high net worth and ultra high net worth clients and institutional asset management. Wealth management products and services include investment and retirement planning, customized investment management, private banking, tailored credit solutions, and trust management and administration for individuals and their families. Our Hawthorn unit provides multi-generational family planning including estate, financial, tax planning, fiduciary, investment management and consulting, private banking, personal administrative services, asset custody and customized performance reporting to ultra high net worth families. Institutional asset management provides advisory, custody and retirement administration services. The business also offers PNC proprietary mutual funds. Institutional clients include corporations, unions, municipalities, non-profits, foundations and endowments, largely within our primary geographic markets.

BlackRock, in which we hold an equity investment, is a leading publicly-traded investment management firm providing a broad range of investment, risk management and technology services to institutional and retail clients worldwide. Using a diverse platform of active and index investment strategies across asset classes, BlackRock develops investment outcomes and asset allocation solutions for clients. Product offerings include single- and multi-asset class portfolios investing in equities, fixed income, alternatives and money market instruments. BlackRock also offers an investment and risk management technology platform, risk analytics, advisory and technology services and solutions to a broad base of institutional and wealth management investors. Our equity investment in BlackRock provides us with an additional source of noninterest income and increases our overall revenue diversification. BlackRock is a publicly-traded company, and additional information regarding its business is available in its filings with the Securities and Exchange Commission (SEC). At March 31, 2018, our economic interest in BlackRock was 22%.

Table 14: Period End Employees (a)

	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Full-time employees					
Retail Banking	29,903	29,604	29,486	29,463	29,606
Other full-time employees	21,055	20,754	20,637	20,399	20,065
Total full-time employees	50,958	50,358	50,123	49,862	49,671
Part-time employees					
Retail Banking	2,337	2,368	2,422	2,554	2,492
Other part-time employees	189	180	223	540	192
Total part-time employees	2,526	2,548	2,645	3,094	2,684
Total	53,484	52,906	52,768	52,956	52,355

(a) In each of the second and third quarters of 2017, certain personnel were moved from Other into Retail Banking. Prior periods have been revised to reflect these changes.

Table 15: Summary of Business Segment Income and Revenue (Unaudited) (a) (b)

	Three months ended				
In millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Income (loss)					
Retail Banking	$ 296	$ (145)	$ 232	$ 230	$ 213
Corporate & Institutional Banking	584	937	525	518	484
Asset Management Group	68	56	47	52	47
Other, including BlackRock (c)	291	1,243	322	297	330
Net income	$ 1,239	$ 2,091	$ 1,126	$ 1,097	$ 1,074
Revenue					
Retail Banking	$ 1,853	$ 1,535	$ 1,819	$ 1,784	$ 1,724
Corporate & Institutional Banking	1,429	1,502	1,479	1,478	1,363
Asset Management Group	300	297	292	290	289
Other, including BlackRock (c)	529	926	535	508	508
Total revenue	$ 4,111	$ 4,260	$ 4,125	$ 4,060	$ 3,884

(a) Our business information is presented based on our internal management reporting practices. Net interest income in business segment results reflects PNC’s internal funds transfer pricing methodology. Assets receive a funding charge and liabilities and capital receive a funding credit based on a transfer pricing methodology that incorporates product repricing characteristics, tenor and other factors.

(b) Our business segment results for the first quarter of 2018 reflected the change in the statutory federal income tax rate from 35% to 21%, effective as of January 1, 2018, as a result of the new federal tax legislation. Our business segment results for the fourth quarter of 2017 reflect the allocation of the impact of the new tax legislation to our business segments, primarily the revaluation of the net deferred tax positions allocated to the segments. Where certain income tax effects could be reasonably estimated, these were included as provisional amounts as of December 31, 2017. As a result, these provisional amounts could be adjusted during the measurement period, which will end in December 2018. No changes were made to these provisional amounts during the first quarter of 2018.

(c) Includes earnings and gains or losses related to PNC's equity interest in BlackRock and residual activities that do not meet the criteria for disclosure as a separate reportable business. We provide additional information on these activities in our Form 10-K and Form 10-Q filings with the SEC.

Table 16: Retail Banking (Unaudited) (a)

	Three months ended				
Dollars in millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Income Statement					
Net interest income	$ 1,218	$ 1,190	$ 1,176	$ 1,139	$ 1,121
Noninterest income	635	345	643	645	603
Total revenue	1,853	1,535	1,819	1,784	1,724
Provision for credit losses	69	149	77	50	71
Noninterest expense	1,395	1,391	1,375	1,370	1,315
Pretax earnings (loss)	389	(5)	367	364	338
Income taxes	93	140	135	134	125
Earnings (loss)	$ 296	$ (145)	$ 232	$ 230	$ 213
Average Balance Sheet					
Loans held for sale	$ 652	$ 819	$ 802	$ 730	$ 843
Loans					
Consumer					
Home equity	$ 24,608	$ 24,933	$ 25,173	$ 25,413	$ 25,601
Automobile	13,105	12,767	12,484	12,220	12,146
Education	4,409	4,567	4,723	4,913	5,131
Credit cards	5,619	5,450	5,280	5,137	5,121
Other	1,765	1,793	1,787	1,760	1,756
Total consumer	49,506	49,510	49,447	49,443	49,755
Commercial and commercial real estate	10,527	10,513	10,630	10,925	11,006
Residential mortgage	13,420	12,950	12,382	11,918	11,688
Total loans	$ 73,453	$ 72,973	$ 72,459	$ 72,286	$ 72,449
Total assets	$ 88,734	$ 88,883	$ 88,642	$ 88,671	$ 87,109
Deposits					
Noninterest-bearing demand	$ 29,779	$ 30,344	$ 30,222	$ 29,540	$ 29,010
Interest-bearing demand	41,939	40,954	40,762	41,465	40,649
Money market	32,330	33,922	35,671	37,523	39,321
Savings	43,838	41,536	39,908	38,358	35,326
Certificates of deposit	12,082	12,554	12,962	13,304	13,735
Total deposits	$ 159,968	$ 159,310	$ 159,525	$ 160,190	$ 158,041
Performance Ratios					
Return on average assets	1.35%	(.65)%	1.04%	1.04%	.99%
Noninterest income to total revenue	34%	22 %	35%	36%	35%
Efficiency	75%	91 %	76%	77%	76%

(a) See notes (a) and (b) on page 11.

Retail Banking (Unaudited) (Continued)

	Three months ended				
Dollars in millions, except as noted	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Supplemental Noninterest Income Information					
Consumer services	$ 266	$ 279	$ 273	$ 277	$ 250
Brokerage	$ 86	$ 81	$ 77	$ 78	$ 76
Residential mortgage	$ 97	$ 29	$ 104	$ 104	$ 113
Service charges on deposits	$ 160	$ 177	$ 174	$ 163	$ 154
Residential Mortgage Information					
Residential mortgage servicing statistics (in billions, except as noted) (a)					
Serviced portfolio balance (b)	$ 125	$ 127	$ 129	$ 131	$ 130
Serviced portfolio acquisitions	$ 1	$ 1	$ 2	$ 8	$ 8
MSR asset value (b)	$ 1.3	$ 1.2	$ 1.2	$ 1.2	$ 1.3
MSR capitalization value (in basis points) (b)	101	92	95	95	97
Servicing income: (in millions)					
Servicing fees, net (c)	$ 51	$ 45	$ 46	$ 44	$ 52
Mortgage servicing rights valuation, net of economic hedge	$ 9	$ (60)	$ 7	$ 11	$ 12
Residential mortgage loan statistics					
Loan origination volume (in billions)	$ 1.7	$ 2.4	$ 2.5	$ 2.2	$ 1.9
Loan sale margin percentage	2.83%	2.71%	2.80%	2.74%	2.96%
Percentage of originations represented by:					
Purchase volume (d)	56%	50%	57%	61%	43%
Refinance volume	44%	50%	43%	39%	57%
Other Information (b)					
Customer-related statistics (average)					
Non-teller deposit transactions (e)	54%	54%	54%	52%	52%
Digital consumer customers (f)	64%	63%	62%	62%	61%
Credit-related statistics					
Nonperforming assets	$ 1,131	$ 1,129	$ 1,126	$ 1,149	$ 1,209
Net charge-offs	$ 100	$ 99	$ 85	$ 87	$ 100
Other statistics					
ATMs	9,047	9,051	8,987	8,972	8,976
Branches (g)	2,442	2,459	2,474	2,481	2,508
Brokerage account client assets (in billions) (h)	$ 49	$ 49	$ 48	$ 46	$ 46

(a) Represents mortgage loan servicing balances for third parties and the related income.
(b) Presented as of period end, except for customer-related statistics, which are quarterly averages, and net charge-offs, which are for the three months ended.
(c) Servicing fees net of impact of decrease in MSR value due to passage of time, including the impact from both regularly scheduled loan prepayments and loans that were paid down or paid off during the period.
(d) Mortgages with borrowers as part of residential real estate purchase transactions.
(e) Percentage of total consumer and business banking deposit transactions processed at an ATM or through our mobile banking application.
(f) Represents consumer checking relationships that process the majority of their transactions through non-teller channels.
(g) Excludes stand-alone mortgage offices and satellite offices (e.g., drive-ups, electronic branches and retirement centers) that provide limited products and/or services.
(h) Includes cash and money market balances.

Table 17: Corporate & Institutional Banking (Unaudited) (a)

	Three months ended				
Dollars in millions	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Income Statement					
Net interest income	$ 882	$ 898	$ 924	$ 890	$ 839
Noninterest income	547	604	555	588	524
Total revenue	1,429	1,502	1,479	1,478	1,363
Provision for credit losses (benefit)	41	(14)	62	87	25
Noninterest expense	626	643	599	602	584
Pretax earnings	762	873	818	789	754
Income taxes (benefit)	178	(64)	293	271	270
Earnings	$ 584	$ 937	$ 525	$ 518	$ 484
Average Balance Sheet					
Loans held for sale	$ 1,189	$ 845	$ 917	$ 716	$ 1,116
Loans					
Commercial	$ 100,802	$ 100,726	$ 98,794	$ 96,012	$ 92,116
Commercial real estate	26,732	27,259	27,559	27,575	27,091
Equipment lease financing	7,845	7,670	7,704	7,602	7,497
Total commercial lending	135,379	135,655	134,057	131,189	126,704
Consumer	77	107	222	278	331
Total loans	$ 135,456	$ 135,762	$ 134,279	$ 131,467	$ 127,035
Total assets	$ 151,909	$ 151,721	$ 150,948	$ 148,267	$ 142,592
Deposits					
Noninterest-bearing demand	$ 45,896	$ 48,116	$ 47,180	$ 46,327	$ 47,423
Money market	23,406	23,992	23,413	21,321	21,086
Other	18,592	17,247	16,879	16,016	15,391
Total deposits	$ 87,894	$ 89,355	$ 87,472	$ 83,664	$ 83,900
Performance Ratios					
Return on average assets	1.56%	2.45%	1.38%	1.40%	1.38%
Noninterest income to total revenue	38%	40%	38%	40%	38%
Efficiency	44%	43%	41%	41%	43%
Other Information					
Consolidated revenue from: (b)					
Treasury Management (c)	$ 419	$ 401	$ 384	$ 372	$ 359
Capital Markets (c)	$ 258	$ 271	$ 231	$ 268	$ 247
Commercial mortgage banking activities					
Commercial mortgage loans held for sale (d)	$ 14	$ 42	$ 22	$ 38	$ 13
Commercial mortgage loan servicing income (e)	55	59	56	55	58
Commercial mortgage servicing rights valuation, net of economic hedge (f)	4	13	6	19	16
Total	$ 73	$ 114	$ 84	$ 112	$ 87
Average Loans by C&IB business					
Corporate Banking	$ 57,856	$ 57,064	$ 56,867	$ 54,937	$ 53,839
Real Estate	37,252	38,949	38,516	38,318	37,136
Business Credit	16,818	16,612	16,097	15,645	14,839
Equipment Finance	14,243	13,912	13,744	13,481	12,478
Commercial Banking	7,066	6,957	7,042	7,124	7,041
Other	2,221	2,268	2,013	1,962	1,702
Total average loans	$ 135,456	$ 135,762	$ 134,279	$ 131,467	$ 127,035
MSR asset value (g)	$ 723	$ 668	$ 628	$ 618	$ 606
Credit-related statistics					
Nonperforming assets (g)	$ 508	$ 531	$ 549	$ 586	$ 546
Net charge-offs	$ 9	$ 29	$ 22	$ 21	$ 21

(a) See notes (a) and (b) on page 11.
(b) Represents consolidated amounts.
(c) Includes amounts reported in net interest income and noninterest income, predominantly in corporate service fees.
(d) Includes other noninterest income for valuations on commercial mortgage loans held for sale and related commitments, derivative valuations, originations fees, gains on sale of loans held for sale and net interest income on loans held for sale.
(e) Includes net interest income and noninterest income (primarily in corporate service fees) from loan servicing net of reduction in commercial mortgage servicing rights due to time decay and payoffs. Commercial mortgage servicing rights valuation, net of economic hedge is shown separately.
(f) Includes amounts reported in corporate service fees.
(g) Presented as of period end.

Table 18: Asset Management Group (Unaudited) (a)

	Three months ended				
Dollars in millions, except as noted	March 31 2018	December 31 2017	September 30 2017	June 30 2017	March 31 2017
Income Statement					
Net interest income	$ 74	$ 71	$ 72	$ 73	$ 71
Noninterest income	226	226	220	217	218
Total revenue	300	297	292	290	289
Provision for credit losses (benefit)	(7)	7	3	(7)	(2)
Noninterest expense	218	217	214	215	217
Pretax earnings	89	73	75	82	74
Income taxes	21	17	28	30	27
Earnings	$ 68	$ 56	$ 47	$ 52	$ 47
Average Balance Sheet					
Loans					
Consumer	$ 4,785	$ 4,894	$ 4,977	$ 5,089	$ 5,113
Commercial and commercial real estate	733	745	680	700	728
Residential mortgage	1,517	1,433	1,330	1,246	1,190
Total loans	$ 7,035	$ 7,072	$ 6,987	$ 7,035	$ 7,031
Total assets	$ 7,499	$ 7,545	$ 7,464	$ 7,516	$ 7,476
Deposits					
Noninterest-bearing demand	$ 1,466	$ 1,609	$ 1,464	$ 1,468	$ 1,433
Interest-bearing demand	3,540	3,517	3,469	3,704	3,829
Money market	2,577	2,863	3,058	3,219	3,500
Savings	4,613	4,282	3,961	3,770	3,768
Other	305	288	237	230	246
Total deposits	$ 12,501	$ 12,559	$ 12,189	$ 12,391	$ 12,776
Performance Ratios					
Return on average assets	3.68%	2.94%	2.50%	2.78%	2.55%
Noninterest income to total revenue	75%	76%	75%	75%	75%
Efficiency	73%	73%	73%	74%	75%
Other Information					
Nonperforming assets (b)	$ 52	$ 49	$ 45	$ 49	$ 51
Net charge-offs	$ 6	$ (1)	$ 3	$ 1	$ 1
Client Assets Under Administration (in billions) (b) (c)					
Discretionary client assets under management	$ 148	$ 151	$ 146	$ 141	$ 141
Nondiscretionary client assets under administration	129	131	129	125	123
Total	$ 277	$ 282	$ 275	$ 266	$ 264
Discretionary client assets under management					
Personal	$ 92	$ 94	$ 90	$ 89	$ 87
Institutional	56	57	56	52	54
Total	$ 148	$ 151	$ 146	$ 141	$ 141

(a) See notes (a) and (b) on page 11.
(b) As of period end.
(c) Excludes brokerage account client assets.

Glossary of Terms

Adjusted average total assets - Primarily consisted of total average quarterly (or annual) assets plus (less) unrealized losses (gains) on investment securities, less goodwill and certain other intangible assets (net of eligible deferred taxes).

Basel III common equity Tier 1 capital - Common stock plus related surplus, net of treasury stock, plus retained earnings, plus accumulated other comprehensive income for securities currently and those transferred from available for sale and pension and other postretirement benefit plans, subject to phase-in limits, less goodwill, net of associated deferred tax liabilities, less other disallowed intangibles, net of deferred tax liabilities and plus/less other adjustments. Significant common stock investments in unconsolidated financial institutions, as well as mortgage servicing rights and deferred tax assets, must then be deducted to the extent such items individually exceed 10%, or in the aggregate exceed 15%, of our adjusted Basel III common equity Tier 1 capital.

Basel III common equity Tier 1 capital ratio - Common equity Tier 1 capital divided by period-end risk-weighted assets (as applicable).

Basel III Tier 1 capital - Common equity Tier 1 capital, plus qualifying preferred stock, plus certain trust preferred capital securities, plus certain noncontrolling interests that are held by others and plus/less other adjustments.

Basel III Tier 1 capital ratio - Tier 1 capital divided by period-end risk-weighted assets (as applicable).

Basel III Total capital - Tier 1 capital plus qualifying subordinated debt, plus certain trust preferred securities, plus, under the Basel III transitional rules and the standardized approach, the allowance for loan and lease losses included in Tier 2 capital and other.

Basel III Total capital ratio - Total capital divided by period-end risk-weighted assets (as applicable).

Charge-off - Process of removing a loan or portion of a loan from our balance sheet because it is considered uncollectible. We also record a charge-off when a loan is transferred from portfolio holdings to held for sale by reducing the loan carrying amount to the fair value of the loan, if fair value is less than carrying amount.

Combined loan-to-value ratio (CLTV) - This is the aggregate principal balance(s) of the mortgages on a property divided by its appraised value or purchase price.

Common shareholders’ equity - Total shareholders' equity less the liquidation value of preferred stock.

Credit valuation adjustment - Represents an adjustment to the fair value of our derivatives for our own and counterparties’ non-performance risk.

Criticized commercial loans - Loans with potential or identified weaknesses based upon internal risk ratings that comply with the regulatory classification definitions of “Special Mention,” “Substandard” or “Doubtful.”

Discretionary client assets under management - Assets over which we have sole or shared investment authority for our customers/clients. We do not include these assets on our Consolidated Balance Sheet.

Duration of equity - An estimate of the rate sensitivity of our economic value of equity. A negative duration of equity is associated with asset sensitivity (i.e., positioned for rising interest rates), while a positive value implies liability sensitivity (i.e., positioned for declining interest rates). For example, if the duration of equity is -1.5 years, the economic value of equity increases by 1.5% for each 100 basis point increase in interest rates.

Earning assets - Assets that generate income, which include: interest-earning deposits with banks; loans held for sale; loans; investment securities; and certain other assets.

Effective duration - A measurement, expressed in years, that, when multiplied by a change in interest rates, would approximate the percentage change in value of on- and off-balance sheet positions.

Efficiency - Noninterest expense divided by total revenue.

Fair value - The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Fee income - When referring to the components of Noninterest income, we use the term fee income to refer to the following categories within Noninterest income: Asset management; Consumer services; Corporate services; Residential mortgage; and Service charges on deposits.

FICO score - A credit bureau-based industry standard score created by Fair Isaac Co. which predicts the likelihood of borrower default. We use FICO scores both in underwriting and assessing credit risk in our consumer lending portfolio. Lower FICO scores indicate likely higher risk of default, while higher FICO scores indicate likely lower risk of default. FICO scores are updated on a periodic basis.

Futures and forward contracts - Contracts in which the buyer agrees to purchase and the seller agrees to deliver a specific financial instrument at a predetermined price or yield. May be settled either in cash or by delivery of the underlying financial instrument.

GAAP - Accounting principles generally accepted in the United States of America.

Impaired loans - Loans are determined to be impaired when, based on current information and events, it is probable that all contractually required payments will not be collected. Impaired loans include commercial nonperforming loans and consumer and commercial TDRs, regardless of nonperforming status. Excluded from impaired loans are nonperforming leases, loans held for sale, loans accounted for under the fair value option, smaller balance homogenous type loans and purchased impaired loans.

Leverage ratio - Tier 1 capital divided by average quarterly adjusted total assets.

LIBOR - Acronym for London InterBank Offered Rate. LIBOR is the average interest rate charged when banks in the London wholesale money market (or interbank market) borrow unsecured funds from each other. LIBOR rates are used as a benchmark for interest rates on a global basis. Our product set includes loans priced using LIBOR as a benchmark.

Loan-to-value ratio (LTV) - A calculation of a loan's collateral coverage that is used both in underwriting and assessing credit risk in our lending portfolio. LTV is the sum total of loan obligations secured by collateral divided by the market value of that same collateral. Market values of the collateral are based on an independent valuation of the collateral. For example, a LTV of less than 90% is better secured and has less credit risk than a LTV of greater than or equal to 90%.

Loss given default (LGD) - An estimate of loss, net of recovery based on collateral type, collateral value, loan exposure, and other factors. Each loan has its own LGD. The LGD risk rating measures the percentage of exposure of a specific credit obligation that we expect to lose if default occurs. LGD is net of recovery, through any means, including but not limited to the liquidation of collateral or deficiency judgments rendered from foreclosure or bankruptcy proceedings.

Nonaccrual loans - Loans for which we do not accrue interest income. Nonaccrual loans include nonperforming loans, in addition to loans accounted for under fair value option and loans accounted for as held for sale for which full collection of contractual principal and/or interest is not probable.

Nondiscretionary client assets under administration - Assets we hold for our customers/clients in a nondiscretionary, custodial capacity. We do not include these assets on our Consolidated Balance Sheet.

Nonperforming assets - Nonperforming assets include nonperforming loans and OREO, foreclosed and other assets, but exclude certain government insured or guaranteed loans for which we expect to collect substantially all principal and interest, loans held for sale, loans accounted for under the fair value option and purchased impaired loans. We do not accrue interest income on assets classified as nonperforming.

Nonperforming loans - Loans accounted for at amortized cost for which we do not accrue interest income. Nonperforming loans include loans to commercial, commercial real estate, equipment lease financing, home equity, residential real estate, credit card and other consumer customers as well as TDRs which have not returned to performing status. Nonperforming loans exclude certain government insured or guaranteed loans for which we expect to collect substantially all principal and interest, loans held for sale, loans accounted for under the fair value option and purchased impaired loans. Nonperforming loans exclude purchased impaired loans as we are currently accreting interest income over the expected life of the loans.

Notional amount - A number of currency units, shares, or other units specified in a derivative contract.

Operating leverage - The period to period dollar or percentage change in total revenue (GAAP basis) less the dollar or percentage change in noninterest expense. A positive variance indicates that revenue growth exceeded expense growth (i.e., positive operating leverage) while a negative variance implies expense growth exceeded revenue growth (i.e., negative operating leverage).

Options - Contracts that grant the purchaser, for a premium payment, the right, but not the obligation, to either purchase or sell the associated financial instrument at a set price during a specified period or at a specified date in the future.

Other real estate owned (OREO), foreclosed and other assets - Assets taken in settlement of troubled loans primarily through deed-in-lieu of foreclosure or foreclosure. Foreclosed and other assets include real and personal property, equity interests in corporations, partnerships, and limited liability companies. Excludes certain assets that have a government-guarantee which are classified as other receivables.

Probability of default (PD) - An internal risk rating that indicates the likelihood that a credit obligor will enter into default status.

Recovery - Cash proceeds received on a loan that we had previously charged off. We credit the amount received to the allowance for loan and lease losses.

Risk-weighted assets - Computed by the assignment of specific risk-weights (as defined by the Board of Governors of the Federal Reserve System) to assets and off-balance sheet instruments.

Servicing rights - An intangible asset or liability created by an obligation to service assets for others. Typical servicing rights include the right to receive a fee for collecting and forwarding payments on loans and related taxes and insurance premiums held in escrow.

Taxable-equivalent interest income - The interest income earned on certain assets that is completely or partially exempt from federal income tax. These tax-exempt instruments typically yield lower returns than taxable investments. To provide more meaningful comparisons of yields and margins for all interest-earning assets, we use interest income on a taxable-equivalent basis in calculating average yields and net interest margins by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on other taxable investments. This adjustment is not permitted under GAAP on the Consolidated Income Statement.

Troubled debt restructuring (TDR) - A loan whose terms have been restructured in a manner that grants a concession to a borrower experiencing financial difficulties.

Yield curve - A graph showing the relationship between the yields on financial instruments or market indices of the same credit quality with different maturities. For example, a “normal” or “positive” yield curve exists when long-term bonds have higher yields than short-term bonds. A “flat” yield curve exists when yields are the same for short-term and long-term bonds. A “steep” yield curve exists when yields on long-term bonds are significantly higher than on short-term bonds. An “inverted” or “negative” yield curve exists when short-term bonds have higher yields than long-term bonds.

Exhibit 99.2

First Quarter 2018

Earnings Conference Call

April 13, 2018

The PNC Financial Services Group

Cautionary Statement Regarding Forward-Looking and Non-GAAP Financial Information

PNC

Our earnings conference call presentation is not intended as a full business or financial review and should be viewed in the context of all of the information made available by PNC in its SEC filings and on its corporate website.

The presentation contains forward-looking statements regarding our outlook for earnings, revenues, expenses, capital and liquidity levels and ratios, asset levels, asset quality, financial position, and other matters regarding or affecting PNC and its future business and operations. Forward-looking statements are necessarily subject to numerous assumptions, risks and uncertainties, which change over time. The forward-looking statements in this presentation are qualified by the factors affecting forward-looking statements identified in the more detailed Cautionary Statement included in the Appendix. We provide greater detail regarding these as well as other factors in our 2017 Form 10-K and in our subsequent SEC filings. Our forward-looking statements may also be subject to other risks and uncertainties, including those we may discuss in this presentation or in our SEC filings. Future events or circumstances may change our outlook and may also affect the nature of the assumptions, risks and uncertainties to which our forward-looking statements are subject. Forward-looking statements in this presentation speak only as of the date of this presentation. We do not assume any duty and do not undertake to update those statements. Actual results or future events could differ, possibly materially, from those anticipated in forward-looking statements, as well as from historical performance.

We include non-GAAP financial information in this presentation. Non-GAAP financial information includes financial metrics that have been adjusted for the impact of new federal tax legislation and other significant items as well as fee income, tangible book value, pretax, pre-provision earnings and return on tangible common equity. Reconciliations for such financial information may be found in our presentation, in these slides, including the Appendix, in other materials on our corporate website, and in our SEC filings. This information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results. We believe that this information and the related reconciliations may be useful to investors, analysts, regulators and others to help understand and evaluate our financial results, and with respect to the adjusted metrics, because we believe they better reflect the ongoing financial results and trends of our businesses and increase comparability of period-to-period results. We may also use annualized, pro forma, estimated or third party numbers for illustrative or comparative purposes only. These may not reflect actual results.

References to our corporate website are to www.pnc.com under "About Us - Investor Relations." Our SEC filings are available both on our corporate website and on the SEC's website at www.sec.gov. We include web addresses here as inactive textual references only. Information on these websites is not part of this presentation.

First Quarter 2018 Highlights

- Delivered strong quarterly results

  Compared to 1Q17:

  - Higher net interest income and fee income
  - Net interest margin expansion
  - Grew loans and deposits
  - Continued to control expenses
  - Stable credit quality
  - Maintained strong capital returns
  - Benefited from a lower tax rate

- Continue to invest in our strategic priorities to expand our franchise, deepen customer relationships and leverage technology to create long-term shareholder value

Net Income

$1.2 billion

Diluted Earnings Per Share

$2.43

Return on Average Assets

1.34%

Return on Common Equity

11.04%

– Fee income (Non-GAAP) – Refers to noninterest income in the following categories: asset management, consumer services, corporate services, residential mortgage and service charges on deposits.

Balance Sheet: **Well-Positioned**

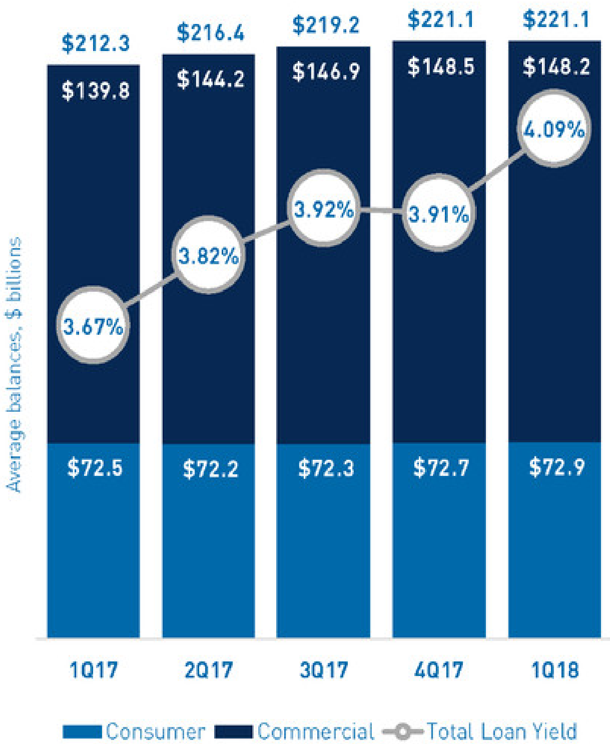
Average balances, $ billions	1Q18	Change vs. 4Q17	Change vs. 1Q17	Highlights
Total loans	**$221.1**	-	$8.8	▪ Stable linked quarter, growth in consumer loans was offset by a decline in commercial loans ▪ 4% year-over-year growth
Investment securities	**$74.6**	$0.4	$(1.6)	▪ Reclassification of $0.6 billion of equity securities to equity investments in 1Q18
Federal Reserve Bank balances	**$25.4**	$0.1	$1.7	▪ Maintained strong liquidity position
Deposits	**$260.7**	$(0.8)	$5.7	▪ Seasonal decline in commercial deposits, partially offset by growth in consumer deposits ▪ 2% year-over-year growth
Common shareholders' equity	**$42.8**	$0.3	$1.3	▪ 96% payout ratio in 1Q18 – 4.8 million shares repurchased for $0.7 billion and dividends of $0.4 billion

	3/31/18	12/31/17	3/31/17	
Basel III common equity Tier 1 capital ratio	**9.6%**	9.8%	10.0%	▪ Maintained strong capital position
Tangible book value per common share	**$71.58**	$72.28	$67.47	▪ Linked quarter impacted by lower accumulated other comprehensive income ▪ 6% increase over 1Q17

– Payout ratio – Refers to amount used to fund common stock dividends and share repurchases as a percentage of net income attributable to diluted common shares
– Basel III common equity Tier 1 capital ratio – March 31, 2018 ratio is estimated. All ratios calculated based on the standardized approach. Prior periods presented reflect currently applicable methodology (which was previously referred to as pro forma fully phased-in Basel III common equity Tier 1 capital). See Appendix for additional information.
– Tangible book value per common share (Non-GAAP) – See Reconciliation in Appendix.

Balance Sheet: **Loans**

Loan Growth
4% Year-Over-Year Growth

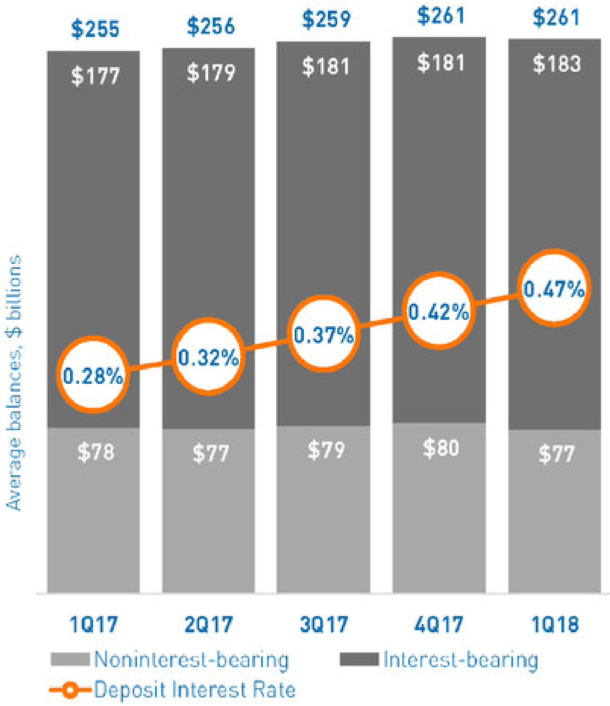


Highlights

- Average commercial lending
  - Linked quarter growth in corporate banking, equipment finance, and business credit was offset by $1.5 billion decline in multifamily warehouse financing
  - 6% year-over-year increase due to broad based loan growth
- Spot loans increased $1.2 billion linked quarter, primarily reflecting growth in commercial loans
- Average consumer lending growth linked quarter and year-over-year
  - Growth in residential mortgage, auto and credit card loans was partially offset by declines in home equity and education lending
- Loan yields increased due to rising interest rates

Balance Sheet: **Deposits**

Strong Deposit Base to Fund Loan Growth
85% Average Loan to Deposit Ratio



Average balance, $ billions	1Q18	Change vs. 4Q17	Change vs. 1Q17
Money market	**$58.5**	$(2.4)	$(5.4)
Demand	**59.6**	2.5	2.8
Savings	**48.5**	2.6	9.4
Time deposits	**16.9**	(0.6)	(0.2)
Total interest-bearing	**183.5**	2.1	6.6
Noninterest-bearing	**77.2**	(2.9)	(0.9)
Total deposits	**$260.7**	$(0.8)	$5.7

Deposit Betas	Current Beta (Dec. 2017 to 1Q18)	Cumulative Beta (Dec. 2015 to 1Q18)	Stated Beta
Commercial	84%	64%	76%
Consumer	17%	8%	37%
Total	32%	21%	46%

- Commercial deposit betas represent C&IB interest-bearing non-maturity deposits
- Consumer deposit betas represent Retail Banking interest-bearing non-maturity deposits (personal and non-personal)
- Current Beta (Dec. 2017 to 1Q18) represents the beta from the December 2017 rate hike through 1Q18
- Cumulative Beta (Dec. 2015 to 1Q18) represents the average beta from the December 2015 rate hike through 1Q18
- Stated Beta represents PNC's long-term expectation for deposit betas based on historical rate performance and future rate expectations

Income Statement: **High Quality Results**

$ millions	1Q18	Change vs. 4Q17	Change vs. 1Q17	Highlights
Net interest income	**$2,361**	$16	$201	▪ Benefited from higher interest rates
Noninterest income	**1,750**	(165)	26	▪ Linked quarter comparison reflects seasonally lower income and impact of 4Q17 benefit from significant items
Total revenue	**4,111**	(149)	227	▪ 6% year-over-year total revenue growth
Noninterest expense	**2,527**	(534)	125	▪ 4Q17 included approximately $500 million of significant items ▪ Continued focus on expense management
Pretax, pre-provision earnings	**1,584**	385	102	
Provision	**92**	(33)	4	▪ Stable credit quality
Pretax income	**1,492**	418	98	
Income taxes	**253**	1,270	(67)	▪ Effective tax rate of approximately 17%
Net income	**$1,239**	$(852)	$165	

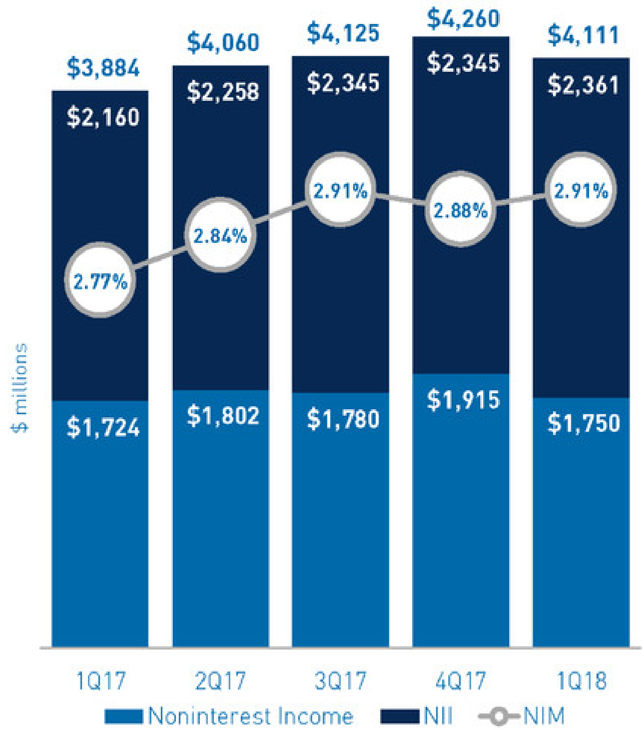
	1Q18	4Q17	1Q17	
Diluted EPS	**$2.43**	$4.18	$1.96	▪ 24% year-over-year growth in EPS

– Pretax, pre-provision earnings (Non-GAAP) – See Reconciliation in Appendix.

Income Statement: **Strong Revenue Trends**

Revenue

6% Year-Over-Year Total Revenue Growth



- NII – Net interest income.
- NIM – Net interest margin.
- Fee Income (Non-GAAP) – see reconciliation in Appendix

Highlights

- Net interest income
  - Relatively flat linked quarter as higher loan yields were partially offset by higher funding costs and two fewer days in the quarter
    - 1Q18 borrowing costs were impacted by increase in 3-month LIBOR
    - 4Q17 was negatively impacted by $26 million due to tax legislation
  - 9% year-over-year growth driven by higher loan yields and balances
- Net interest margin increased 14 bps year-over-year
- Noninterest income
  - Linked quarter decline due to seasonality and impact of 4Q17 significant items
  - Year-over-year increase driven by 6% growth in fee income, partially offset by lower other noninterest income

Income Statement: **1Q18 Noninterest Income**

Diverse Sources of Noninterest Income

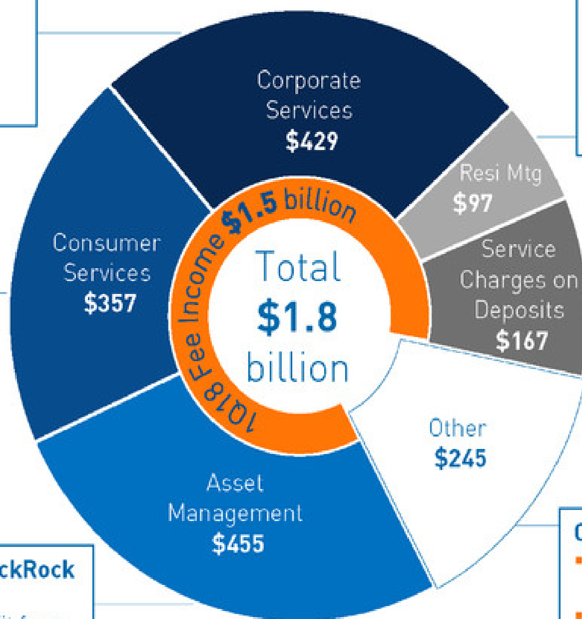
6% Year-Over-Year Fee Income Growth

$ millions

Corporate Services
- -6% LQ due to seasonally lower business activity
- +4% YOY reflecting growth in treasury management and leasing

Consumer Services
- -2% LQ due to seasonally lower activity
- +8% YOY driven by higher net credit card fees, brokerage and debit card activity

Asset Management, including BlackRock
- -37% LQ primarily driven by 4Q17 $254 million flow through tax benefit from equity investment in BlackRock
- +13% YOY due to higher average equity markets



Residential Mortgage
- +234% driven by 4Q17 $71 million negative adjustment for RMSR fair value assumption updates
- -14% YOY primarily driven by lower loan sales

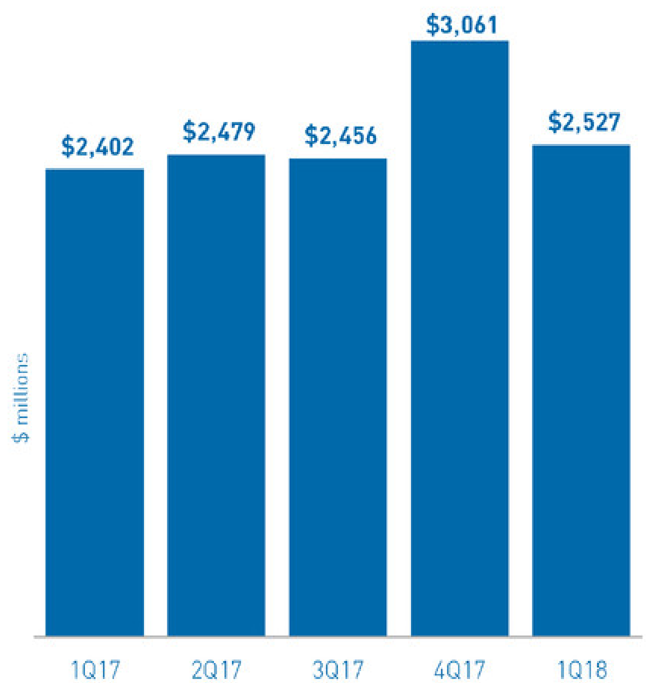
Service Charges on Deposits
- -9% LQ due to seasonality
- +4% YOY driven by increased customer activity

Other Noninterest Income
- +54% LQ primarily driven by impact from 4Q17 significant items
- -19% YOY reflecting lower equity investment revenue including 1Q17 positive valuation adjustment related to the Volcker Rule

- YOY – Refers to a comparative period of 1Q18 with 1Q17
- LQ – Refers to a comparative period of 1Q18 with 4Q17

Income Statement: **Continued Focus on Expense Management**

Disciplined Expense Management
While Investing in our Business

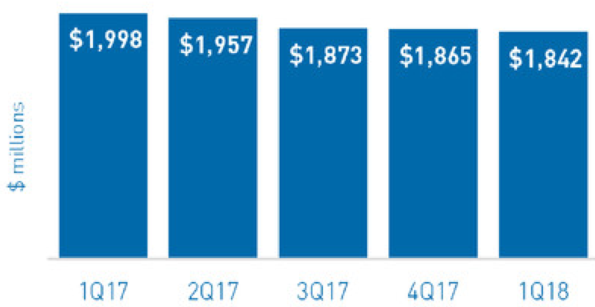


Highlights

- Year-over-year noninterest expense increased $125 million or 5%, reflecting overall business growth and acquisitions
- Linked quarter noninterest expense declined $534 million or 17%
  - 1Q18 reflected seasonally lower expenses
  - 4Q17 included approximately $500 million of significant items
- 2018 Continuous Improvement Program
  - On track to achieve $250 million target

Credit Quality: **Remains Benign**

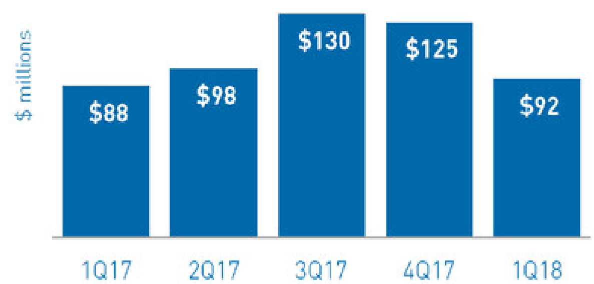
Nonperforming Loans



Delinquencies

– Accruing loans past due 30-days or more

Provision



Net Charge-Offs

NCO / Average Loans for 1Q18: 0.21%

– Annualized net charge-offs (NCO) to average loans for the three months ended

Outlook: **Full Year 2018 Compared to Adjusted Full Year 2017**

Balance Sheet	Loans	Up mid-single digits
Income Statement	Revenue	Up mid-single digits
	Noninterest expense	Up low-single digits
	Effective tax rate	Approximately 17%

Guidance is based off of adjusted 2017 results (slide 24)

- Refer to Cautionary Statement in the Appendix, including economic and other assumptions. Does not take into account impact of potential legal and regulatory contingencies.
- Loans, revenue and noninterest expense outlook represents estimated percentage change for Adjusted FY17 compared to FY18

Outlook: **Second Quarter 2018 Compared to First Quarter 2018**

PNC

Balance Sheet	Loans	Up modestly
Income Statement	Net interest income	Up low single-digits
	Fee income	Up mid single-digits
	Other noninterest income	\$225 - \$275 million
	Noninterest expense	Up low single-digits
	Loan loss provision	\$100 - \$150 million

- Refer to Cautionary Statement in the Appendix, including economic and other assumptions. Does not take into account impact of potential legal and regulatory contingencies.
- Net interest income, fee income and noninterest expense outlook represents estimated percentage change for 2Q18 compared to 1Q18

Appendix: Cautionary Statement Regarding Forward-Looking Information

This presentation includes "snapshot" information about PNC used by way of illustration and is not intended as a full business or financial review. It should not be viewed in isolation but rather in the context of all of the information made available by PNC in its SEC filings.

We also make statements in this presentation, and we may from time to time make other statements, regarding our outlook for earnings, revenues, expenses, tax rates, capital and liquidity levels and ratios, asset levels, asset quality, financial position, and other matters regarding or affecting PNC and its future business and operations that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act. Forward-looking statements are typically identified by words such as "believe," "plan," "expect," "anticipate," "see," "look," "intend," "outlook," "project," "forecast," "estimate," "goal," "will," "should" and other similar words and expressions.

Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date made. We do not assume any duty and do not undertake to update forward-looking statements. Actual results or future events could differ, possibly materially, from those anticipated in forward-looking statements, as well as from historical performance.

Our forward-looking statements are subject to the following principal risks and uncertainties.

- Our businesses, financial results and balance sheet values are affected by business and economic conditions, including the following:
  - Changes in interest rates and valuations in debt, equity and other financial markets.
  - Disruptions in the U.S. and global financial markets.
  - Actions by the Federal Reserve Board, U.S. Treasury and other government agencies, including those that impact money supply and market interest rates.
  - Changes in customer behavior due to newly enacted tax legislation, changing business and economic conditions or legislative or regulatory initiatives.
  - Changes in customers', suppliers' and other counterparties' performance and creditworthiness.
  - Slowing or reversal of the current U.S. economic expansion.
  - Commodity price volatility.

Appendix: Cautionary Statement Regarding Forward-Looking Information

- Our forward-looking financial statements are subject to the risk that economic and financial market conditions will be substantially different than those we are currently expecting and do not take into account potential legal and regulatory contingencies. These statements are based on our current view that U.S. economic growth will accelerate somewhat in 2018, in light of stimulus from recently passed corporate and personal income tax cuts that are expected to support business investment and consumer spending, respectively. Further gradual improvement in the labor market this year, including job gains and rising wages, is another positive for consumer spending. Other sources of growth for the U.S. economy in 2018 will be the global economic expansion and the housing market. Although inflation slowed in 2017, it should pick up as the labor market continues to tighten. Short-term interest rates and bond yields are expected to rise throughout 2018; our baseline forecast is for three increases in the federal funds rate in 2018, pushing the rate to a range of 2.00 to 2.25 percent by the end of the year. Longer-term rates are also expected to increase as the Federal Reserve slowly reduces the size of its balance sheet and the federal government borrows more, but at a slower pace than the short-term rates, so we anticipate the yield curve will flatten but not invert.
- PNC's ability to take certain capital actions, including returning capital to shareholders, is subject to review by the Federal Reserve Board as part of PNC's comprehensive capital plan for the applicable period in connection with the Federal Reserve Board's Comprehensive Capital Analysis and Review (CCAR) process and to the acceptance of such capital plan and non-objection to such capital actions by the Federal Reserve Board.
- PNC's regulatory capital ratios in the future will depend on, among other things, the company's financial performance, the scope and terms of final capital regulations then in effect (particularly those implementing the international regulatory capital framework developed by the Basel Committee on Banking Supervision (Basel Committee), and management actions affecting the composition of PNC's balance sheet. In addition, PNC's ability to determine, evaluate and forecast regulatory capital ratios, and to take actions (such as capital distributions) based on actual or forecasted capital ratios, will be dependent at least in part on the development, validation and regulatory approval of related models.
- Legal and regulatory developments could have an impact on our ability to operate our businesses, financial condition, results of operations, competitive position, reputation, or pursuit of attractive acquisition opportunities. Reputational impacts could affect matters such as business generation and retention, liquidity, funding, and ability to attract and retain management. These developments could include:
  - Changes resulting from legislative and regulatory reforms, including changes affecting oversight of the financial services industry, consumer protection, pension, bankruptcy and other industry aspects, and changes in accounting policies and principles.
  - Changes to regulations governing bank capital and liquidity standards, including due to the Dodd-Frank Act and initiatives of the Basel Committee.
  - Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries. These matters may result in monetary judgments or settlements or other remedies, including fines, penalties, restitution or alterations in our business practices, and in additional expenses and collateral costs, and may cause reputational harm to PNC.
  - Results of the regulatory examination and supervision process, including our failure to satisfy requirements of agreements with governmental agencies.
  - Impact on business and operating results of any costs associated with obtaining rights in intellectual property claimed by others and of adequacy of our intellectual property protection in general.

Appendix: Cautionary Statement Regarding Forward-Looking Information

- Business and operating results are affected by our ability to identify and effectively manage risks inherent in our businesses, including, where appropriate, through effective use of systems and controls, third-party insurance, derivatives, and capital management techniques, and to meet evolving regulatory capital and liquidity standards.
- Business and operating results also include impacts relating to our equity interest in BlackRock, Inc. and rely to a significant extent on information provided to us by BlackRock. Risks and uncertainties that could affect BlackRock are discussed in more detail by BlackRock in its SEC filings.
- We grow our business in part through acquisitions. Acquisition risks and uncertainties include those presented by the nature of the business acquired, including in some cases those associated with our entry into new businesses or new geographic or other markets and risks resulting from our inexperience in those new areas, as well as risks and uncertainties related to the acquisition transactions themselves, regulatory issues, and the integration of the acquired businesses into PNC after closing.
- Competition can have an impact on customer acquisition, growth and retention and on credit spreads and product pricing, which can affect market share, deposits and revenues. Our ability to anticipate and respond to technological changes can also impact our ability to respond to customer needs and meet competitive demands.
- Business and operating results can also be affected by widespread natural and other disasters, pandemics, dislocations, terrorist activities, system failures, security breaches, cyberattacks or international hostilities through impacts on the economy and financial markets generally or on us or our counterparties specifically.

We provide greater detail regarding these as well as other factors in our 2017 Form 10-K, including in the Risk Factors and Risk Management sections and the Legal Proceedings and Commitments Notes of the Notes To Consolidated Financial Statements in that report, and in our subsequent SEC filings. Our forward-looking statements may also be subject to other risks and uncertainties, including those we may discuss elsewhere in this presentation or in our SEC filings, accessible on the SEC's website at www.sec.gov and on our corporate website at www.pnc.com/secfilings. We have included these web addresses as inactive textual references only. Information on these websites is not part of this document.

Any annualized, pro forma, estimated, third party or consensus numbers in this presentation are used for illustrative or comparative purposes only and may not reflect actual results. Any consensus earnings estimates are calculated based on the earnings projections made by analysts who cover that company. The analysts' opinions, estimates or forecasts (and therefore the consensus earnings estimates) are theirs alone, are not those of PNC or its management, and may not reflect PNC's or other company's actual or anticipated results.

Appendix: **Basel III Regulatory Capital Ratios**

Because PNC remains in the parallel run qualification phase for the advanced approaches, PNC's regulatory risk-based capital ratios in 2018 and 2017 are calculated using the standardized approach for determining risk-weighted assets. Under the standardized approach for determining credit risk-weighted assets, exposures are generally assigned a pre-defined risk weight. Exposures to high volatility commercial real estate, past due exposures and equity exposures are generally subject to higher risk weights than other types of exposures. We refer to the capital ratios calculated using the phased-in Basel III provisions in effect for 2017 and, for the risk-based ratios, standardized approach risk-weighted assets, as the 2017 Transitional Basel III ratios. All current period capital ratios are calculated using the regulatory capital methodology applicable to us during 2018.

We provide information below regarding PNC's estimated Basel III March 31, 2018 and pro forma Fully Phased-In Basel III December 31, 2017 and March 31, 2017 common equity Tier 1 ratios and PNC's actual December 31, 2017 and March 31, 2017 Transitional Basel III common equity Tier 1 ratios. Under the Basel III rules applicable to PNC, significant common stock investments in unconsolidated financial institutions (primarily BlackRock), mortgage servicing rights and deferred tax assets must be deducted from capital (subject to a phase-in schedule that ended December 31, 2017 and net of associated deferred tax liabilities) to the extent they individually exceed 10%, or in the aggregate exceed 15%, of the institution's adjusted common equity Tier 1 capital. Also, Basel III regulatory capital includes (subject to a phase-in schedule that ended December 31, 2017) accumulated other comprehensive income related to securities currently and previously held as available for sale, as well as pension and other postretirement plans.

Appendix: **Basel III Regulatory Capital Ratios**

PNC

Basel III Common Equity Tier 1 Capital Ratios

	Basel III [a]	Fully Phased-In Basel III (Non-GAAP) [b]		2017 Transitional Basel III	
$ in millions	**Mar. 31, 2018** (estimated)	**Dec. 31, 2017**	**Mar. 31, 2017**	**Dec. 31, 2017**	**Mar. 31, 2017**
Common stock, related surplus, and retained earnings, net of treasury stock	$43,683	$43,676	$42,053	$43,676	$42,053
Less regulatory capital adjustments:					
Goodwill and disallowed intangibles, net of deferred tax liabilities	(9,343)	(9,307)	(9,052)	(9,243)	(9,007)
Basel III total threshold deductions	(3,284)	(2,928)	(1,585)	(1,983)	(1,064)
Accumulated other comprehensive income [c]	(645)	(207)	(369)	(166)	(295)
All other adjustments	(120)	(141)	(180)	(138)	(183)
Basel III Common equity Tier 1 capital	$30,291	$31,093	$30,867	$32,146	$31,504
Basel III standardized approach risk-weighted assets [d]	315,711	316,120	308,392	309,460	300,233
Basel III advanced approaches risk-weighted assets [e]	281,322	285,226	278,938	N/A	N/A
Basel III Common equity Tier 1 capital ratio	9.6%	9.8%	10.0%	10.4%	10.5%
Risk-weight and associated rules utilized	Standardized	Standardized		Standardized (with 2017 transition adjustment)	

[a] All current period results are calculated using the regulatory capital methodology applicable to us during 2018. Basel III common equity Tier 1 capital ratio as of March 31, 2018 reflects full phase-in of all Basel III adjustments to this metric applicable to PNC.

[b] 2017 Fully Phased-In Basel III results are presented as Pro forma estimates.

[c] Represents net adjustments related to accumulated other comprehensive income for securities currently and previously held as available for sale, as well as pension and other postretirement plans.

[d] Basel III standardized approach risk-weighted assets are based on the Basel III standardized approach rules and include credit and market risk-weighted assets.

[e] Basel III advanced approaches risk-weighted assets are based on the Basel III advanced approaches rules, and include credit, market and operational risk-weighted assets. During the parallel run qualification phase, PNC has refined the data, models and internal processes used as part of the advanced approaches for determining risk-weighted assets. We anticipate additional refinements through the parallel run qualification phase.

Our Basel III capital ratios may be impacted by additional regulatory guidance or analysis, and, in the case of those ratios calculated using the advanced approaches, may be subject to variability based on the ongoing evolution, validation and regulatory approval of PNC's models that are integral to the calculation of advanced approaches risk-weighted assets as PNC moves through the parallel run approval process.

Fee Income (Non-GAAP)

	For the three months ended			% Change	
$ in millions	**1Q18**	**4Q17**	**1Q17**	**1Q18 vs. 4Q17**	**1Q18 vs. 1Q17**
Asset management	$455	$720	$403	(37%)	13%
Consumer services	357	366	332	(2%)	8%
Corporate services	429	458	414	(6%)	4%
Residential mortgage	97	29	113	234%	(14%)
Service charges on deposits	167	183	161	(9%)	4%
Total fee income	$1,505	$1,756	$1,423	(14%)	6%
Other, including net securities gains	245	159	301	54%	(19%)
Total noninterest income, as reported	$1,750	$1,915	$1,724	(9%)	2%

Appendix: **Non-GAAP to GAAP Reconciliation**

Tangible Book Value per Common Share (Non-GAAP)

$ in millions, except per share data	Mar. 31 2018	Dec. 31 2017	Sep. 30, 2017	Jun. 30, 2017	Mar. 31, 2017	% Change 3/31/18 vs. 12/31/17	% Change 3/31/18 vs. 3/31/17
Book value per common share	$91.39	$91.94	$89.05	$87.78	$86.14	-1%	6%
Tangible book value per common share							
Common shareholders' equity	$42,983	$43,530	$42,406	$42,103	$41,774		
Goodwill and Other intangible assets	(9,533)	(9,498)	(9,503)	(9,527)	(9,356)		
Deferred tax liabilities on Goodwill and Other intangible assets	192	191	301	302	303		
Tangible common shareholders' equity	$33,642	$34,223	$33,204	$32,878	$32,721		
Period-end common shares outstanding (in millions)	470	473	476	480	485		
Tangible book value per common share (Non-GAAP)	$71.58	$72.28	$69.72	$68.55	$67.47	-1%	6%

Tangible book value per common share is a non-GAAP measure and is calculated based on tangible common shareholders' equity divided by period-end common shares outstanding. We believe this non-GAAP measure serves as a useful tool to help evaluate the strength and discipline of a company's capital management strategies and as an additional, conservative measure of total company value.

Appendix: **Non-GAAP to GAAP Reconciliation**

Pretax Pre-Provision Earnings (Non-GAAP)

$ in millions	For the three months ended			% Change	
	1Q18	**4Q17**	**1Q17**	**1Q18 vs. 4Q17**	**1Q18 vs. 1Q17**
Net interest income	$2,361	$2,345	$2,160	1%	9%
Noninterest income	1,750	1,915	1,724	(9%)	2%
Total revenue	$4,111	$4,260	$3,884	(3%)	6%
Noninterest expense	2,527	3,061	2,402	(17%)	5%
Pretax pre-provision earnings	$1,584	$1,199	$1,482	32%	7%
Net income	$1,239	$2,091	$1,074	(41%)	15%

We believe that pretax, pre-provision earnings, a non-GAAP financial measure, is useful as a tool to help evaluate the ability to provide for credit costs through operations.

Return on Tangible Common Equity

$ in millions	Mar. 31, 2018	Dec. 31 2017	Sep. 30, 2017	Jun. 30, 2017	Mar. 31, 2017
	For the three months ended				
Return on average common shareholders' equity	11.04%	18.90%	9.89%	9.88%	9.50%
Average common shareholders' equity	$42,806	$42,452	$42,117	$41,827	$41,532
Average Goodwill and Other intangible assets	(9,512)	(9,489)	(9,513)	(9,526)	(9,364)
Average deferred tax liabilities on Goodwill and Other intangible assets	192	246	302	303	304
Average tangible common equity	$33,486	$33,209	$32,906	$32,604	$32,472
Net income attributable to common shareholders	$ 1,165	$ 2,023	$ 1,050	$ 1,030	$ 973
Net income attributable to common shareholders, if annualized	$ 4,725	$ 8,026	$ 4,165	$ 4,131	$ 3,946
Return on average tangible common equity	14.11%	24.17%	12.66%	12.67%	12.15%

Return on average tangible common equity is a non-GAAP measure and is calculated based on annualized net income attributable to common shareholders divided by tangible common equity. We believe that return on average tangible common equity is useful as a tool to help measure and assess a company's use of common equity.

Net Visa Activity

$ in millions	Mar. 31, 2018	Dec. 31, 2017	Sep. 30, 2017	Jun. 30, 2017	Mar. 31, 2017
	For the three months ended				
Gains on Visa Sales	$ -	$ -	$ -	$ -	$ -
Derivative Fair Value Adjustments [a]	(2)	(248)	(12)	(4)	(16)
Net Visa Activity	$ (2)	$ (248)	$ (12)	$ (4)	$ (16)

[a] Visa sales gains were reduced by derivative fair value adjustments related to swap agreements with purchasers of Visa Class B common shares in connection with all prior sales.; 4Q17 Visa derivative fair value adjustments were primarily driven by changes in anticipated timing of litigation resolution.

Appendix: **2017 Impact of Tax Legislation and Significant Items**

PNC

2017 Adjustments for Tax Legislation and Significant Items

		Tax Legislation	Significant Items								
	2017 Reported (GAAP)	Total Tax Legislation	Flow Through impact of BlackRock	RMSR Fair Value Adjustment	Visa Fair Value Derivative Adjustment	PNC Foundation Contribution	Real Estate Dispositions and Exits	Employee Pension Credits & Cash	Tax Effect	Total Significant Items	2017 Adjusted (Non-GAAP)
Net interest income	$ 9,108	$ 26								$ -	$ 9,134
Noninterest income											
Asset management	1,942	-	(254)							(254)	1,688
Consumer services	1,415	-								-	1,415
Corporate services	1,742	-								-	1,742
Residential mortgage	350	-		71						71	421
Service charges on deposits	695	-								-	695
Fee Income	6,144	-								(183)	5,961
Other noninterest income	1,077	-			248	(119)				129	1,206
Total noninterest income	7,221	-								(54)	7,167
Total revenue	16,329	26								(54)	16,301
Noninterest expense											
Personnel	5,268	-						(105)		(105)	5,163
Occupancy	868	-					(29)			(29)	839
Equipment	1,065	-								-	1,065
Marketing	244	-								-	244
Other	2,953	-				(200)	(168)			(368)	2,585
Noninterest expense	10,398	-								(502)	9,896
Pre-tax, pre-provision earnings	5,931	26								448	6,405
Provision	441	-								-	441
Pre-tax income	5,490	26								448	5,964
Income taxes	102	1,155							230	230	1,487
Net income	$ 5,388	$ (1,129)								$ 218	$ 4,477

4Q17 Adjustments for Tax Legislation and Significant Items

		Tax Legislation	Significant Items								
	4Q17 Reported (GAAP)	Total Tax Legislation	Flow Through impact of BlackRock	RMSR Fair Value Adjustment	Visa Fair Value Derivative Adjustment	PNC Foundation Contribution	Real Estate Dispositions and Exits	Employee Pension Credits & Cash	Tax Effect	Total Significant Items	4Q17 Adjusted (Non-GAAP)
Net interest income	$ 2,345	$ 26								$ -	$ 2,371
Noninterest income											
Asset management	720	-	(254)							(254)	466
Consumer services	366	-								-	366
Corporate services	458	-								-	458
Residential mortgage	29	-		71						71	100
Service charges on deposits	183	-								-	183
Fee Income	1,756	-								(183)	1,573
Other noninterest income	159	-			248	(119)				129	288
Total noninterest income	1,915	-								(54)	1,861
Total revenue	4,260	26								(54)	4,232
Noninterest expense											
Personnel	1,449	-						(105)		(105)	1,344
Occupancy	240	-					(29)			(29)	211
Equipment	274	-								-	274
Marketing	60	-								-	60
Other	1,038	-				(200)	(168)			(368)	670
Noninterest expense	3,061	-								(502)	2,559
Pre-tax, pre-provision earnings	1,199	26								448	1,673
Provision	125	-								-	125
Pre-tax income	1,074	26								448	1,548
Income taxes	(1,017)	1,155							230	230	368
Net income	$ 2,091	$ (1,129)								$ 218	$ 1,180