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

October 12, 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 October 12, 2018, The PNC Financial Services Group, Inc. (“the Corporation”) issued a press release regarding the Corporation's earnings and business results for the third 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 October 12, 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 third 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 Third 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: October 12, 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
THIRD QUARTER 2018
(Unaudited)

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

The information contained in this Financial Supplement is preliminary, unaudited and based on data available onOctober 12, 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 Third Quarter 2018 Financial Supplement (Unaudited)

Financial Supplement Table Reference

Table 1: Consolidated Income Statement (Unaudited)

	Three months ended					Nine months ended	
In millions, except per share data	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Interest Income							
Loans	$ 2,452	$ 2,345	$ 2,228	$ 2,154	$ 2,140	$ 7,025	$ 6,084
Investment securities	584	557	512	509	501	1,653	1,489
Other	187	180	178	162	154	545	416
Total interest income	3,223	3,082	2,918	2,825	2,795	9,223	7,989
Interest Expense							
Deposits	336	261	213	190	170	810	433
Borrowed funds	421	408	344	290	280	1,173	793
Total interest expense	757	669	557	480	450	1,983	1,226
Net interest income	2,466	2,413	2,361	2,345	2,345	7,240	6,763
Noninterest Income							
Asset management	486	456	455	720	421	1,397	1,222
Consumer services	377	381	357	366	357	1,115	1,049
Corporate services (a)	465	487	429	458	404	1,381	1,284
Residential mortgage	76	84	97	29	104	257	321
Service charges on deposits	186	169	167	183	181	522	512
Other (a) (b)	301	334	245	159	313	880	918
Total noninterest income	1,891	1,911	1,750	1,915	1,780	5,552	5,306
Total revenue	4,357	4,324	4,111	4,260	4,125	12,792	12,069
Provision For Credit Losses	88	80	92	125	130	260	316
Noninterest Expense							
Personnel	1,413	1,356	1,354	1,449	1,286	4,123	3,819
Occupancy	195	203	218	240	204	616	628
Equipment	264	281	273	274	259	818	791
Marketing	71	75	55	60	62	201	184
Other	665	669	627	1,038	645	1,961	1,915
Total noninterest expense	2,608	2,584	2,527	3,061	2,456	7,719	7,337
Income before income taxes (benefit) and noncontrolling interests	1,661	1,660	1,492	1,074	1,539	4,813	4,416
Income taxes (benefit)	261	304	253	(1,017)	413	818	1,119
Net income	1,400	1,356	1,239	2,091	1,126	3,995	3,297
Less: Net income attributable to noncontrolling interests	11	10	10	11	12	31	39
Preferred stock dividends (c)	63	55	63	55	63	181	181
Preferred stock discount accretion and redemptions	1	1	1	2	1	3	24
Net income attributable to common shareholders	$ 1,325	$ 1,290	$ 1,165	$ 2,023	$ 1,050	$ 3,780	$ 3,053
Earnings Per Common Share							
Basic	$ 2.84	$ 2.74	$ 2.45	$ 4.23	$ 2.18	$ 8.03	$ 6.29
Diluted	$ 2.82	$ 2.72	$ 2.43	$ 4.18	$ 2.16	$ 7.96	$ 6.21
Average Common Shares Outstanding							
Basic	465	469	473	476	479	469	483
Diluted	467	472	476	480	483	472	488
Efficiency	60%	60%	61%	72 %	60%	60%	61%
Noninterest income to total revenue	43%	44%	43%	45 %	43%	43%	44%
Effective tax rate (d)	15.7%	18.3%	17.0%	(94.7)%	26.8%	17.0%	25.3%

(a) In the first quarter 2018, we 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 and $34 million for the three months ended December 31, 2017 and September 30, 2017, respectively, and $86 million for the nine months ended September 30, 2017.

(b) Includes net gains (losses) on sales of securities of $(1) million, $(3) million, $(1) million, $(3) million, and $(1) million for the quarters ended September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017 and September 30, 2017, respectively, and $(5) million and $10 million for the nine months ended September 30, 2018 and September 30, 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 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 nine months of 2018.

Table 2: Consolidated Balance Sheet (Unaudited)

In millions, except par value	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017
Assets					
Cash and due from banks	$ 5,248	$ 5,425	$ 4,649	$ 5,249	$ 4,736
Interest-earning deposits with banks (a)	19,800	21,972	28,821	28,595	24,713
Loans held for sale (b)	1,108	1,325	965	2,655	1,764
Investment securities – available for sale	61,211	60,275	56,018	57,618	57,254
Investment securities – held to maturity	19,593	19,850	18,544	18,513	17,740
Loans (b)	223,053	222,855	221,614	220,458	221,109
Allowance for loan and lease losses	(2,584)	(2,581)	(2,604)	(2,611)	(2,605)
Net loans	220,469	220,274	219,010	217,847	218,504
Equity investments (c)	12,446	12,430	12,008	11,392	11,009
Mortgage servicing rights	2,136	2,045	1,979	1,832	1,854
Goodwill	9,218	9,218	9,218	9,173	9,163
Other (b)	28,851	27,897	27,949	27,894	28,454
Total assets	$ 380,080	$ 380,711	$ 379,161	$ 380,768	$ 375,191
Liabilities					
Deposits					
Noninterest-bearing	$ 74,736	$ 79,047	$ 78,303	$ 79,864	$ 79,967
Interest-bearing	190,148	185,838	186,401	185,189	180,768
Total deposits	264,884	264,885	264,704	265,053	260,735
Borrowed funds					
Federal Home Loan Bank borrowings	20,036	22,036	19,537	21,037	20,538
Bank notes and senior debt	26,676	27,596	28,773	28,062	26,467
Subordinated debt	5,764	4,781	5,121	5,200	5,601
Other (b)	5,479	4,809	4,608	4,789	4,958
Total borrowed funds	57,955	59,222	58,039	59,088	57,564
Allowance for unfunded loan commitments and letters of credit	288	289	290	297	293
Accrued expenses and other liabilities	9,851	9,340	9,093	8,745	10,147
Total liabilities	332,978	333,736	332,126	333,183	328,739
Equity					
Preferred stock (d)					
Common stock - $5 par value					
Authorized 800 shares, issued 542 shares	2,710	2,710	2,710	2,710	2,710
Capital surplus	16,299	16,250	16,227	16,374	16,343
Retained earnings	38,080	37,201	36,266	35,481	33,819
Accumulated other comprehensive income (loss)	(1,260)	(940)	(699)	(148)	(22)
Common stock held in treasury at cost: 80, 77, 72, 69 and 66 shares	(8,771)	(8,317)	(7,535)	(6,904)	(6,462)
Total shareholders' equity	47,058	46,904	46,969	47,513	46,388
Noncontrolling interests	44	71	66	72	64
Total equity	47,102	46,975	47,035	47,585	46,452
Total liabilities and equity	$ 380,080	$ 380,711	$ 379,161	$ 380,768	$ 375,191

(a) Amounts include balances held with the Federal Reserve Bank of Cleveland of $19.6 billion, $21.6 billion, $28.6 billion, $28.3 billion and $24.3 billion as of September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017 and September 30, 2017, respectively.

(b) Amounts include assets and liabilities for which PNC has elected the fair value option. Our second quarter 2018 Form 10-Q included, and our third 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 included $.6 billion of trading and available for sale securities, primarily money market funds, that were reclassified to Equity investments on January 1, 2018 in accordance with the adoption of Accounting Standards 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					*Nine months ended*	
In millions	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Assets							
Interest-earning assets:							
Investment securities							
Securities available for sale							
Residential mortgage-backed							
Agency	$ 28,241	$ 26,527	$ 25,438	$ 25,338	$ 25,493	$ 26,746	$ 25,910
Non-agency	2,128	2,271	2,398	2,577	2,758	2,265	2,943
Commercial mortgage-backed	4,366	4,449	4,534	4,542	4,838	4,449	5,413
Asset-backed	5,459	5,161	5,158	5,330	5,546	5,260	5,799
U.S. Treasury and government agencies	16,757	15,719	14,307	13,646	13,081	15,603	13,021
Other	3,996	4,112	4,233	4,940	5,011	4,113	5,131
Total securities available for sale	60,947	58,239	56,068	56,373	56,727	58,436	58,217
Securities held to maturity							
Residential mortgage-backed	16,292	15,608	14,818	13,976	13,549	15,578	12,736
Commercial mortgage-backed	715	807	902	963	1,211	807	1,353
Asset-backed	189	194	199	220	358	194	468
U.S. Treasury and government agencies	752	747	743	739	561	747	541
Other	1,871	1,884	1,926	1,974	2,000	1,894	2,015
Total securities held to maturity	19,819	19,240	18,588	17,872	17,679	19,220	17,113
Total investment securities	80,766	77,479	74,656	74,245	74,406	77,656	75,330
Loans							
Commercial	113,883	113,349	111,462	111,365	109,503	112,907	106,534
Commercial real estate	28,860	28,888	28,901	29,432	29,676	28,883	29,505
Equipment lease financing	7,202	7,494	7,845	7,670	7,704	7,512	7,602
Consumer	55,449	55,387	55,588	55,814	56,062	55,474	56,413
Residential real estate	17,948	17,566	17,308	16,840	16,273	17,609	15,920
Total loans	223,342	222,684	221,104	221,121	219,218	222,385	215,974
Interest-earning deposits with banks (b)	19,151	21,017	25,667	25,567	23,859	21,921	23,530
Other interest-earning assets	7,114	6,905	7,904	8,759	9,024	7,305	9,058
Total interest-earning assets	330,373	328,085	329,331	329,692	326,507	329,267	323,892
Noninterest-earning assets	47,504	47,542	46,944	47,136	46,890	47,332	46,172
Total assets	$ 377,877	$ 375,627	$ 376,275	$ 376,828	$ 373,397	$ 376,599	$ 370,064
Liabilities and Equity							
Interest-bearing liabilities:							
Interest-bearing deposits							
Money market	$ 55,507	$ 56,199	$ 58,523	$ 60,954	$ 62,325	$ 56,732	$ 62,795
Demand	60,138	60,409	59,620	57,128	56,743	60,058	57,017
Savings	52,919	51,115	48,451	45,817	43,869	50,845	41,715
Time deposits	17,756	16,634	16,844	17,438	17,571	17,081	17,283
Total interest-bearing deposits	186,320	184,357	183,438	181,337	180,508	184,716	178,810
Borrowed funds							
Federal Home Loan Bank borrowings	21,516	20,956	20,721	19,565	19,190	21,067	19,999
Bank notes and senior debt	27,301	28,787	28,987	27,778	26,602	28,352	24,817
Subordinated debt	5,253	4,855	5,179	5,433	5,970	5,096	6,556
Other	5,768	4,368	4,751	5,261	5,254	4,966	5,130
Total borrowed funds	59,838	58,966	59,638	58,037	57,016	59,481	56,502
Total interest-bearing liabilities	246,158	243,323	243,076	239,374	237,524	244,197	235,312
Noninterest-bearing liabilities and equity:							
Noninterest-bearing deposits	76,155	76,632	77,222	80,152	78,931	76,666	78,122
Accrued expenses and other liabilities	8,853	8,944	9,118	10,801	10,749	8,971	10,423
Equity	46,711	46,728	46,859	46,501	46,193	46,765	46,207
Total liabilities and equity	$ 377,877	$ 375,627	$ 376,275	$ 376,828	$ 373,397	$ 376,599	$ 370,064

(a) Calculated using average daily balances.
(b) Amounts include average balances held with the Federal Reserve Bank of Cleveland of $18.8 billion, $20.7 billion, $25.4 billion, $25.3 billion and $23.4 billion for the three months ended September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017 and September 30, 2017, respectively, and $21.6 billion and $23.1 billion for the nine months ended September 30, 2018 and September 30, 2017, respectfully.

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

	Three months ended					*Nine months ended*	
	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Average yields/rates							
Yield on interest-earning assets							
Investment securities							
Securities available for sale							
Residential mortgage-backed							
Agency	2.76%	2.68%	2.60%	2.58%	2.61%	2.68%	2.57%
Non-agency	7.18%	6.52%	5.99%	4.29%	5.91%	6.54%	5.69%
Commercial mortgage-backed	2.72%	2.76%	2.75%	4.68%	2.71%	2.75%	2.53%
Asset-backed	3.37%	3.11%	2.87%	2.82%	2.53%	3.12%	2.51%
U.S. Treasury and government agencies	2.25%	2.25%	2.07%	1.79%	1.83%	2.20%	1.76%
Other	3.28%	4.06%	3.17%	3.32%	3.08%	3.50%	3.03%
Total securities available for sale	2.86%	2.85%	2.69%	2.73%	2.63%	2.80%	2.57%
Securities held to maturity							
Residential mortgage-backed	2.92%	2.89%	2.84%	2.74%	2.81%	2.88%	2.80%
Commercial mortgage-backed	3.71%	3.71%	3.76%	4.11%	4.42%	3.73%	4.05%
Asset-backed	3.65%	3.48%	2.90%	2.66%	2.53%	3.34%	2.34%
U.S. Treasury and government agencies	2.85%	2.83%	2.80%	2.85%	3.07%	2.83%	3.08%
Other	4.42%	4.39%	4.44%	5.28%	5.30%	4.42%	5.31%
Total securities held to maturity	3.10%	3.07%	3.05%	3.10%	3.20%	3.07%	3.19%
Total investment securities	2.92%	2.91%	2.78%	2.82%	2.77%	2.87%	2.71%
Loans							
Commercial	4.06%	3.97%	3.74%	3.59%	3.54%	3.93%	3.41%
Commercial real estate	4.10%	4.04%	3.81%	3.68%	3.65%	3.98%	3.47%
Equipment lease financing	3.78%	3.16%	3.68%	2.33%	3.71%	3.54%	3.56%
Consumer	5.17%	4.96%	4.87%	4.72%	4.67%	5.00%	4.55%
Residential real estate	4.45%	4.36%	4.40%	4.41%	4.45%	4.40%	4.52%
Total loans	4.36%	4.23%	4.09%	3.91%	3.92%	4.23%	3.81%
Interest-earning deposits with banks	1.97%	1.78%	1.52%	1.33%	1.26%	1.74%	1.03%
Other interest-earning assets	5.19%	4.98%	4.11%	3.55%	3.47%	4.74%	3.46%
Total yield on interest-earning assets	3.89%	3.78%	3.59%	3.45%	3.45%	3.75%	3.34%
Rate on interest-bearing liabilities							
Interest-bearing deposits							
Money market	.80%	.64%	.54%	.45%	.41%	.66%	.32%
Demand	.32%	.25%	.21%	.17%	.14%	.26%	.12%
Savings	.92%	.74%	.57%	.51%	.45%	.75%	.44%
Time deposits	1.18%	.98%	.88%	.85%	.79%	1.02%	.74%
Total interest-bearing deposits	.71%	.57%	.47%	.42%	.37%	.59%	.32%
Borrowed funds							
Federal Home Loan Bank borrowings	2.42%	2.23%	1.76%	1.48%	1.37%	2.14%	1.23%
Bank notes and senior debt	2.92%	2.95%	2.43%	2.04%	2.05%	2.76%	1.98%
Subordinated debt	4.10%	4.50%	3.91%	3.49%	3.48%	4.16%	3.54%
Other	2.11%	1.82%	2.18%	1.74%	1.60%	2.04%	1.56%
Total borrowed funds	2.76%	2.74%	2.31%	1.96%	1.93%	2.60%	1.86%
Total rate on interest-bearing liabilities	1.21%	1.10%	.91%	.79%	.75%	1.08%	.69%
Interest rate spread	2.68%	2.68%	2.68%	2.66%	2.70%	2.67%	2.65%
Impact of noninterest-bearing sources (b)	.31	.28	.23	.22	.21	.28	.19
Net interest margin	2.99%	2.96%	2.91%	2.88%	2.91%	2.95%	2.84%

(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 September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017 and September 30, 2017 were $29 million, $29 million, $29 million, $54 million and $55 million, respectively. The taxable-equivalent adjustments to net interest income for the nine months ended September 30, 2018 and September 30, 2017 were $87 million and $161 million, respectively. Taxable equivalent amounts for the 2018 periods 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 September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	Nine months ended September 30 2018	September 30 2017
Basic							
Net income	$ 1,400	$ 1,356	$ 1,239	$ 2,091	$ 1,126	$ 3,995	$ 3,297
Less:							
Net income attributable to noncontrolling interests	11	10	10	11	12	31	39
Preferred stock dividends (a)	63	55	63	55	63	181	181
Preferred stock discount accretion and redemptions	1	1	1	2	1	3	24
Net income attributable to common shareholders	1,325	1,290	1,165	2,023	1,050	3,780	3,053
Less:							
Dividends and undistributed earnings allocated to nonvested restricted shares	6	5	5	8	5	16	15
Net income attributable to basic common shares	$ 1,319	$ 1,285	$ 1,160	$ 2,015	$ 1,045	$ 3,764	$ 3,038
Basic weighted-average common shares outstanding	465	469	473	476	479	469	483
Basic earnings per common share	$ 2.84	$ 2.74	$ 2.45	$ 4.23	$ 2.18	$ 8.03	$ 6.29
Diluted							
Net income attributable to basic common shares	$ 1,319	$ 1,285	$ 1,160	$ 2,015	$ 1,045	$ 3,764	$ 3,038
Less: Impact of BlackRock earnings per share dilution	2	3	2	8	3	7	8
Net income attributable to diluted common shares	$ 1,317	$ 1,282	$ 1,158	$ 2,007	$ 1,042	$ 3,757	$ 3,030
Basic weighted-average common shares outstanding	465	469	473	476	479	469	483
Dilutive potential common shares	2	3	3	4	4	3	5
Diluted weighted-average common shares outstanding	467	472	476	480	483	472	488
Diluted earnings per common share	$ 2.82	$ 2.72	$ 2.43	$ 4.18	$ 2.16	$ 7.96	$ 6.21

(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	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017
Commercial lending					
Commercial					
Manufacturing	$ 21,272	$ 21,667	$ 21,367	$ 20,578	$ 20,658
Retail/wholesale trade	19,689	19,299	18,232	17,846	18,256
Service providers	14,386	14,343	14,554	15,100	15,014
Real estate related (a)	12,539	12,688	12,701	12,496	12,174
Health care	9,217	9,564	9,937	9,739	9,659
Financial services	9,441	9,241	9,479	8,532	10,968
Transportation and warehousing	5,715	5,531	5,488	5,609	5,597
Other industries	21,412	21,034	20,550	20,627	18,991
Total commercial	113,671	113,367	112,308	110,527	111,317
Commercial real estate	28,563	28,946	28,835	28,978	29,516
Equipment lease financing	7,214	7,323	7,802	7,934	7,694
Total commercial lending	149,448	149,636	148,945	147,439	148,527
Consumer lending					
Home equity	26,628	27,219	27,699	28,364	28,811
Residential real estate	18,203	17,805	17,456	17,212	16,601
Credit card	5,979	5,830	5,657	5,699	5,375
Other consumer					
Automobile	14,309	13,892	13,295	12,880	12,743
Education	3,954	4,057	4,228	4,454	4,620
Other	4,532	4,416	4,334	4,410	4,432
Total consumer lending	73,605	73,219	72,669	73,019	72,582
Total loans	$ 223,053	$ 222,855	$ 221,614	$ 220,458	$ 221,109

(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	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017
Beginning balance	$ 2,581	$ 2,604	$ 2,611	$ 2,605	$ 2,561
Gross charge-offs:					
Commercial	(26)	(24)	(28)	(46)	(39)
Commercial real estate		(2)	(6)	(15)	(6)
Equipment lease financing	(2)	(2)	(2)	(5)	(4)
Home equity	(24)	(33)	(28)	(25)	(26)
Residential real estate	(3)	(4)	(2)	(1)	(4)
Credit card	(52)	(53)	(56)	(46)	(44)
Other consumer					
Automobile	(40)	(39)	(38)	(37)	(31)
Education	(7)	(8)	(9)	(11)	(7)
Other	(24)	(28)	(24)	(23)	(24)
Total gross charge-offs	(178)	(193)	(193)	(209)	(185)
Recoveries:					
Commercial	18	16	16	20	17
Commercial real estate	4	8	6	7	6
Equipment lease financing	1	1	4	3	2
Home equity	23	23	21	24	24
Residential real estate	8	6	4	6	4
Credit card	6	6	6	5	5
Other consumer					
Automobile	21	18	17	15	15
Education	2	2	2	2	2
Other	4	4	4	4	4
Total recoveries	87	84	80	86	79
Net (charge-offs) / recoveries:					
Commercial	(8)	(8)	(12)	(26)	(22)
Commercial real estate	4	6		(8)	
Equipment lease financing	(1)	(1)	2	(2)	(2)
Home equity	(1)	(10)	(7)	(1)	(2)
Residential real estate	5	2	2	5	
Credit card	(46)	(47)	(50)	(41)	(39)
Other consumer					
Automobile	(19)	(21)	(21)	(22)	(16)
Education	(5)	(6)	(7)	(9)	(5)
Other	(20)	(24)	(20)	(19)	(20)
Total net (charge-offs)	(91)	(109)	(113)	(123)	(106)
Provision for credit losses	88	80	92	125	130
Net decrease / (increase) in allowance for unfunded loan commitments and letters of credit	1	1	7	(4)	11
Other	5	5	7	8	9
Ending balance	$ 2,584	$ 2,581	$ 2,604	$ 2,611	$ 2,605
Supplemental Information					
Net charge-offs to average loans (annualized)	.16%	.20%	.21%	.22%	.19%
Allowance for loan and lease losses to total loans	1.16%	1.16%	1.18%	1.18%	1.18%
Commercial lending net charge-offs	$ (5)	$ (3)	$ (10)	$ (36)	$ (24)
Consumer lending net charge-offs	(86)	(106)	(103)	(87)	(82)
Total net charge-offs	$ (91)	$ (109)	$ (113)	$ (123)	$ (106)
Net charge-offs to average loans (annualized)					
Commercial lending	.01%	.01%	.03%	.10%	.06%
Consumer lending	.46%	.58%	.57%	.48%	.45%

Details of Nonperforming Assets (Unaudited)

Table 8: Nonperforming Assets by Type

In millions	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017
Nonperforming loans, including TDRs					
Commercial lending					
Commercial					
Retail/wholesale trade	$ 47	$ 65	$ 126	$ 115	$ 76
Manufacturing	43	49	67	55	63
Service providers	53	48	36	35	48
Real estate related (a)	18	22	25	33	37
Health care	14	15	13	15	23
Transportation and warehousing	7	3	3	27	15
Other industries	138	136	156	149	157
Total commercial	320	338	426	429	419
Commercial real estate	68	71	107	123	128
Equipment lease financing	5	5	4	2	3
Total commercial lending	393	414	537	554	550
Consumer lending (b)					
Home equity	828	821	820	818	814
Residential real estate	363	381	391	400	423
Credit card	6	7	6	6	5
Other consumer					
Automobile	95	87	79	76	71
Education and other	9	9	9	11	10
Total consumer lending	1,301	1,305	1,305	1,311	1,323
Total nonperforming loans (c)	1,694	1,719	1,842	1,865	1,873
OREO, foreclosed and other assets	131	135	162	170	194
Total nonperforming assets	$ 1,825	$ 1,854	$ 2,004	$ 2,035	$ 2,067
Nonperforming loans to total loans	.76%	.77%	.83%	.85%	.85%
Nonperforming assets to total loans, OREO, foreclosed and other assets	.82%	.83%	.90%	.92%	.93%
Nonperforming assets to total assets	.48%	.49%	.53%	.53%	.55%
Allowance for loan and lease losses to nonperforming loans	153%	150%	141%	140%	139%

(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	July 1, 2018 - September 30, 2018	April 1, 2018 - June 30, 2018	January 1, 2018 - March 31, 2018	October 1, 2017 - December 31, 2017	July 1, 2017 - September 30, 2017
Beginning balance	$ 1,854	$ 2,004	$ 2,035	$ 2,067	$ 2,153
New nonperforming assets	260	276	249	307	303
Charge-offs and valuation adjustments	(126)	(145)	(137)	(141)	(142)
Principal activity, including paydowns and payoffs	(99)	(199)	(81)	(87)	(162)
Asset sales and transfers to loans held for sale	(38)	(34)	(29)	(40)	(38)
Returned to performing status	(26)	(48)	(33)	(71)	(47)
Ending balance	$ 1,825	$ 1,854	$ 2,004	$ 2,035	$ 2,067

Table 10: Largest Individual Nonperforming Assets (a)

September 30, 2018 - In millions

Ranking	Outstandings	Industry
1	$37	Information
2	25	Mining, Quarrying, and Oil and Gas Extraction
3	24	Wholesale Trade
4	23	Mining, Quarrying, and Oil and Gas Extraction
5	20	Manufacturing
6	17	Service Providers
7	12	Real Estate and Rental and Leasing
8	10	Mining, Quarrying, and Oil and Gas Extraction
9	10	Construction, Land Development And Other Land
10	8	Nonfarm Nonresidential Properties
Total	$186	
As a percent of total nonperforming assets		10%

(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	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017
Commercial	$ 60	$ 57	$ 53	$ 45	$ 44	.05%	.05%	.05%	.04%	.04%
Commercial real estate	8	18	21	27	8	.03%	.06%	.07%	.09%	.03%
Equipment lease financing	29	12	18	17	4	.40%	.16%	.23%	.21%	.05%
Home equity	77	97	94	78	74	.29%	.36%	.34%	.27%	.26%
Residential real estate										
Non government insured	70	66	66	90	75	.38%	.37%	.38%	.52%	.45%
Government insured	60	63	64	61	60	.33%	.35%	.37%	.35%	.36%
Credit card	45	40	40	43	40	.75%	.69%	.71%	.75%	.74%
Other consumer										
Automobile	104	82	77	79	71	.73%	.59%	.58%	.61%	.56%
Education and other										
Non government insured	27	18	22	25	30	.32%	.21%	.26%	.28%	.33%
Government insured	71	66	72	80	80	.84%	.78%	.84%	.90%	.88%
Total	$ 551	$ 519	$ 527	$ 545	$ 486	.25%	.23%	.24%	.25%	.22%

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

	Amount					Percent of Total Outstandings				
Dollars in millions	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017
Commercial	$ 35	$ 41	$ 22	$ 25	$ 28	.03%	.04%	.02%	.02%	.03%
Commercial real estate	3	2	12	2	13	.01%	.01%	.04%	.01%	.04%
Equipment lease financing	16	7	1	1	3	.22%	.10%	.01%	.01%	.04%
Home equity	30	40	31	26	31	.11%	.15%	.11%	.09%	.11%
Residential real estate										
Non government insured	16	18	16	21	17	.09%	.10%	.09%	.12%	.10%
Government insured	51	48	54	53	54	.28%	.27%	.31%	.31%	.33%
Credit card	28	24	26	26	25	.47%	.41%	.46%	.46%	.47%
Other consumer										
Automobile	25	20	18	20	16	.17%	.14%	.14%	.16%	.13%
Education and other										
Non government insured	12	11	11	12	15	.14%	.13%	.13%	.14%	.17%
Government insured	42	45	43	52	53	.49%	.53%	.50%	.59%	.59%
Total	$ 258	$ 256	$ 234	$ 238	$ 255	.12%	.11%	.11%	.11%	.12%

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

	Amount					Percent of Total Outstandings				
Dollars in millions	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017	Sept. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017	Sept. 30 2017
Commercial	$ 67	$ 59	$ 53	$ 39	$ 47	.06%	.05%	.05%	.04%	.04%
Commercial real estate										
Residential real estate										
Non government insured	15	14	13	24	12	.08%	.08%	.07%	.14%	.07%
Government insured	342	339	360	462	406	1.88%	1.90%	2.06%	2.68%	2.45%
Credit card	48	44	45	45	38	.80%	.75%	.80%	.79%	.71%
Other consumer										
Automobile	8	7	9	8	5	.06%	.05%	.07%	.06%	.04%
Education and other										
Non government insured	10	9	12	11	9	.12%	.11%	.14%	.12%	.10%
Government insured	129	114	136	148	161	1.52%	1.35%	1.59%	1.67%	1.78%
Total	$ 619	$ 586	$ 628	$ 737	$ 678	.28%	.26%	.28%	.33%	.31%

(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 September 30, 2018, our economic interest in BlackRock was 22%.

Table 14: Period End Employees

	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017
Full-time employees					
Retail Banking	29,296	29,884	29,903	29,604	29,486
Other full-time employees	21,768	21,498	21,055	20,754	20,637
Total full-time employees	51,064	51,382	50,958	50,358	50,123
Part-time employees					
Retail Banking	2,071	2,349	2,337	2,368	2,422
Other part-time employees	187	563	189	180	223
Total part-time employees	2,258	2,912	2,526	2,548	2,645
Total	53,322	54,294	53,484	52,906	52,768

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

	Three months ended					Nine months ended	
In millions	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Income (loss)							
Retail Banking	$ 283	$ 330	$ 296	$ (145)	$ 232	$ 909	$ 675
Corporate & Institutional Banking	665	675	584	937	525	1,924	1,527
Asset Management Group	61	49	68	56	47	178	146
Other, including BlackRock (c)	391	302	291	1,243	322	984	949
Net income	$ 1,400	$ 1,356	$ 1,239	$ 2,091	$ 1,126	$ 3,995	$ 3,297
Revenue							
Retail Banking	$ 1,927	$ 1,955	$ 1,853	$ 1,535	$ 1,819	$ 5,735	$ 5,327
Corporate & Institutional Banking	1,517	1,535	1,429	1,502	1,479	4,481	4,320
Asset Management Group	299	294	300	297	292	893	871
Other, including BlackRock (c)	614	540	529	926	535	1,683	1,551
Total revenue	$ 4,357	$ 4,324	$ 4,111	$ 4,260	$ 4,125	$ 12,792	$ 12,069

(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 2018 periods presented 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 nine months 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					Nine months ended	
Dollars in millions	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Income Statement							
Net interest income	$ 1,305	$ 1,277	$ 1,218	$ 1,190	$ 1,176	$ 3,800	$ 3,436
Noninterest income	622	678	635	345	643	1,935	1,891
Total revenue	1,927	1,955	1,853	1,535	1,819	5,735	5,327
Provision for credit losses	113	72	69	149	77	254	198
Noninterest expense	1,442	1,450	1,395	1,391	1,375	4,287	4,060
Pretax earnings (loss)	372	433	389	(5)	367	1,194	1,069
Income taxes	89	103	93	140	135	285	394
Earnings (loss)	$ 283	$ 330	$ 296	$ (145)	$ 232	$ 909	$ 675
Average Balance Sheet							
Loans held for sale	$ 704	$ 629	$ 652	$ 819	$ 802	$ 662	$ 791
Loans							
Consumer							
Home equity	$ 23,777	$ 24,177	$ 24,608	$ 24,933	$ 25,173	$ 24,188	$ 25,394
Automobile	14,169	13,642	13,105	12,767	12,484	13,643	12,285
Education	4,039	4,181	4,409	4,567	4,723	4,208	4,921
Credit cards	5,889	5,728	5,619	5,450	5,280	5,746	5,180
Other	1,857	1,771	1,765	1,793	1,787	1,794	1,767
Total consumer	49,731	49,499	49,506	49,510	49,447	49,579	49,547
Commercial and commercial real estate	10,209	10,458	10,527	10,513	10,630	10,397	10,852
Residential mortgage	14,153	13,718	13,420	12,950	12,382	13,767	11,999
Total loans	$ 74,093	$ 73,675	$ 73,453	$ 72,973	$ 72,459	$ 73,743	$ 72,398
Total assets	$ 89,963	$ 89,021	$ 88,734	$ 88,883	$ 88,642	$ 89,259	$ 88,589
Deposits							
Noninterest-bearing demand	$ 31,159	$ 30,712	$ 29,779	$ 30,344	$ 30,222	$ 30,555	$ 29,600
Interest-bearing demand	41,778	42,802	41,939	40,954	40,762	42,172	40,959
Money market	28,876	30,799	32,330	33,922	35,671	30,656	37,492
Savings	47,964	46,426	43,838	41,536	39,908	46,091	37,881
Certificates of deposit	11,974	11,816	12,082	12,554	12,962	11,957	13,331
Total deposits	$ 161,751	$ 162,555	$ 159,968	$ 159,310	$ 159,525	$ 161,431	$ 159,263
Performance Ratios							
Return on average assets	1.25%	1.49%	1.35%	(.65)%	1.04%	1.36%	1.02%
Noninterest income to total revenue	32%	35%	34%	22 %	35%	34%	35%
Efficiency	75%	74%	75%	91 %	76%	75%	76%

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

Retail Banking (Unaudited) (Continued)

	Three months ended					Nine months ended	
Dollars in millions, except as noted	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Supplemental Noninterest Income Information							
Consumer services	$ 284	$ 287	$ 266	$ 279	$ 273	$ 837	$ 800
Brokerage	$ 86	$ 88	$ 86	$ 81	$ 77	$ 260	$ 231
Residential mortgage	$ 76	$ 84	$ 97	$ 29	$ 104	$ 257	$ 321
Service charges on deposits	$ 179	$ 164	$ 160	$ 177	$ 174	$ 503	$ 491
Residential Mortgage Information							
Residential mortgage servicing statistics (in billions, except as noted) (a)							
Serviced portfolio balance (b)	$ 127	$ 124	$ 125	$ 127	$ 129		
Serviced portfolio acquisitions	$ 6	$ 3	$ 1	$ 1	$ 2	$ 10	$ 18
MSR asset value (b)	$ 1.4	$ 1.3	$ 1.3	$ 1.2	$ 1.2		
MSR capitalization value (in basis points) (b)	108	104	101	92	95		
Servicing income: (in millions)							
Servicing fees, net (c)	$ 42	$ 39	$ 51	$ 45	$ 46	$ 132	$ 142
Mortgage servicing rights valuation, net of economic hedge	$ —	$ 13	$ 9	$ (60)	$ 7	$ 22	$ 30
Residential mortgage loan statistics							
Loan origination volume (in billions)	$ 2.1	$ 2.0	$ 1.7	$ 2.4	$ 2.5	$ 5.8	$ 6.6
Loan sale margin percentage	2.21%	2.21%	2.83%	2.71%	2.80%	2.39%	2.83%
Percentage of originations represented by:							
Purchase volume (d)	72%	71%	56%	50%	57%	67%	54%
Refinance volume	28%	29%	44%	50%	43%	33%	46%
Other Information (b)							
Customer-related statistics (average)							
Non-teller deposit transactions (e)	55%	54%	54%	54%	54%	54%	53%
Digital consumer customers (f)	66%	65%	64%	63%	62%	65%	61%
Credit-related statistics							
Nonperforming assets	$ 1,145	$ 1,141	$ 1,131	$ 1,129	$ 1,126		
Net charge-offs	$ 96	$ 112	$ 100	$ 99	$ 85	$ 308	$ 272
Other statistics							
ATMs	9,093	9,043	9,047	9,051	8,987		
Branches (g)	2,388	2,404	2,442	2,459	2,474		
Brokerage account client assets (in billions) (h)	$ 51	$ 49	$ 49	$ 49	$ 48		

(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 averages for the quarterly and year-to-date periods, respectively, and net charge-offs, which are for the three months and nine months ended, respectively.
(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					*Nine months ended*	
Dollars in millions	September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	September 30 2018	September 30 2017
Income Statement							
Net interest income	$ 925	$ 900	$ 882	$ 898	$ 924	$ 2,707	$ 2,653
Noninterest income	592	635	547	604	555	1,774	1,667
Total revenue	1,517	1,535	1,429	1,502	1,479	4,481	4,320
Provision for credit losses (benefit)	(13)	15	41	(14)	62	43	174
Noninterest expense	669	639	626	643	599	1,934	1,785
Pretax earnings	861	881	762	873	818	2,504	2,361
Income taxes (benefit)	196	206	178	(64)	293	580	834
Earnings	$ 665	$ 675	$ 584	$ 937	$ 525	$ 1,924	$ 1,527
Average Balance Sheet							
Loans held for sale	$ 514	$ 594	$ 1,189	$ 845	$ 917	$ 763	$ 916
Loans							
Commercial	$ 103,474	$ 102,722	$ 100,802	$ 100,726	$ 98,794	$ 102,342	$ 95,660
Commercial real estate	26,650	26,715	26,732	27,259	27,559	26,699	27,410
Equipment lease financing	7,202	7,495	7,845	7,670	7,704	7,512	7,602
Total commercial lending	137,326	136,932	135,379	135,655	134,057	136,553	130,672
Consumer	32	39	77	107	222	49	276
Total loans	$ 137,358	$ 136,971	$ 135,456	$ 135,762	$ 134,279	$ 136,602	$ 130,948
Total assets	$ 153,897	$ 153,619	$ 151,909	$ 151,721	$ 150,948	$ 153,149	$ 147,299
Deposits							
Noninterest-bearing demand	$ 43,480	$ 44,383	$ 45,896	$ 48,116	$ 47,180	$ 44,577	$ 46,976
Money market	24,285	22,832	23,406	23,992	23,413	23,511	21,949
Other	20,343	18,589	18,592	17,247	16,879	19,182	16,100
Total deposits	$ 88,108	$ 85,804	$ 87,894	$ 89,355	$ 87,472	$ 87,270	$ 85,025
Performance Ratios							
Return on average assets	1.71%	1.76%	1.56%	2.45%	1.38%	1.68%	1.39%
Noninterest income to total revenue	39%	41%	38%	40%	38%	40%	39%
Efficiency	44%	42%	44%	43%	41%	43%	41%
Other Information							
Consolidated revenue from: (b)							
Treasury Management (c)	$ 453	$ 446	$ 419	$ 401	$ 384	$ 1,318	$ 1,115
Capital Markets (c)	$ 275	$ 283	$ 258	$ 271	$ 231	$ 816	$ 746
Commercial mortgage banking activities							
Commercial mortgage loans held for sale (d)	$ 26	$ 38	$ 14	$ 42	$ 22	$ 78	$ 73
Commercial mortgage loan servicing income (e)	64	60	55	59	56	179	169
Commercial mortgage servicing rights valuation, net of economic hedge (f)	2	20	4	13	6	26	41
Total	$ 92	$ 118	$ 73	$ 114	$ 84	$ 283	$ 283
MSR asset value (g)	$ 766	$ 748	$ 723	$ 668	$ 628		
Average Loans by C&IB business							
Corporate Banking	$ 58,580	$ 58,523	$ 57,856	$ 57,064	$ 56,867	$ 58,322	$ 55,242
Real Estate	37,463	37,419	37,252	38,949	38,516	37,379	37,995
Business Credit	17,540	17,336	16,818	16,612	16,097	17,234	15,531
Equipment Finance	14,643	14,352	14,243	13,912	13,744	14,414	13,239
Commercial Banking	6,966	7,065	7,066	6,957	7,042	7,032	7,052
Other	2,166	2,276	2,221	2,268	2,013	2,221	1,889
Total average loans	$ 137,358	$ 136,971	$ 135,456	$ 135,762	$ 134,279	$ 136,602	$ 130,948
Credit-related statistics							
Nonperforming assets (g)	$ 355	$ 385	$ 508	$ 531	$ 549		
Net charge-offs	$ 1	$ (2)	$ 9	$ 29	$ 22	$ 8	$ 64

(a) See notes (a) and (b) on page 11.
(b) Represents consolidated amounts.
(c) Includes amounts reported in net interest income and noninterest income.
(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 amortization expense 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)

Dollars in millions, except as noted	Three months ended September 30 2018	June 30 2018	March 31 2018	December 31 2017	September 30 2017	Nine months ended September 30 2018	September 30 2017
Income Statement							
Net interest income	$ 71	$ 72	$ 74	$ 71	$ 72	$ 217	$ 216
Noninterest income	228	222	226	226	220	676	655
Total revenue	299	294	300	297	292	893	871
Provision for credit losses (benefit)	2	7	(7)	7	3	2	(6)
Noninterest expense	217	223	218	217	214	658	646
Pretax earnings	80	64	89	73	75	233	231
Income taxes	19	15	21	17	28	55	85
Earnings	$ 61	$ 49	$ 68	$ 56	$ 47	$ 178	$ 146
Average Balance Sheet							
Loans							
Consumer	$ 4,623	$ 4,698	$ 4,785	$ 4,894	$ 4,977	$ 4,702	$ 5,059
Commercial and commercial real estate	727	742	733	745	680	734	705
Residential mortgage	1,605	1,561	1,517	1,433	1,330	1,561	1,257
Total loans	$ 6,955	$ 7,001	$ 7,035	$ 7,072	$ 6,987	$ 6,997	$ 7,021
Total assets	$ 7,397	$ 7,469	$ 7,499	$ 7,545	$ 7,464	$ 7,455	$ 7,499
Deposits							
Noninterest-bearing demand	$ 1,440	$ 1,459	$ 1,466	$ 1,609	$ 1,464	$ 1,455	$ 1,501
Interest-bearing demand	3,253	3,448	3,540	3,517	3,469	3,413	3,666
Money market	2,112	2,332	2,577	2,863	3,058	2,339	3,257
Savings	4,955	4,690	4,613	4,282	3,961	4,754	3,834
Other	537	382	305	288	237	408	237
Total deposits	$ 12,297	$ 12,311	$ 12,501	$ 12,559	$ 12,189	$ 12,369	$ 12,495
Performance Ratios							
Return on average assets	3.27%	2.63%	3.68%	2.94%	2.50%	3.19%	2.60%
Noninterest income to total revenue	76%	76%	75%	76%	75%	76%	75%
Efficiency	73%	76%	73%	73%	73%	74%	74%
Other Information							
Nonperforming assets (b)	$ 51	$ 51	$ 52	$ 49	$ 45		
Net charge-offs	$ 1	$ 1	$ 6	$ (1)	$ 3	$ 8	$ 5
Client Assets Under Administration (in billions) (b) (c)							
Discretionary client assets under management	$ 159	$ 149	$ 148	$ 151	$ 146		
Nondiscretionary client assets under administration	134	130	129	131	129		
Total	$ 293	$ 279	$ 277	$ 282	$ 275		
Discretionary client assets under management							
Personal	$ 97	$ 92	$ 92	$ 94	$ 90		
Institutional	62	57	56	57	56		
Total	$ 159	$ 149	$ 148	$ 151	$ 146		

(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

Third Quarter 2018

Earnings Conference Call
October 12, 2018

The PNC Financial Services Group

PNC

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

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, 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. 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 our 2018 Form 10-Qs, 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 such 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 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.

Third Quarter 2018 Highlights

PNC

- Delivered strong quarterly results
  - Higher net interest income
  - Net interest margin expansion
  - Higher fee income
  - Grew average loans and deposits
  - Strong credit quality
- Continue to invest in our strategic priorities to create long-term shareholder value: expand our leading banking franchise, deepen customer relationships and leverage technology

Net Income
$1.4 billion

Diluted Earnings Per Share
$2.82

Return on Average Assets
1.47%

Return on Common Equity
12.32%

Return on Tangible Common Equity
15.75%

- 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. See Reconciliation in Appendix.
- Return on Tangible Common Equity (Non-GAAP) – See Reconciliation in Appendix.

Balance Sheet: **Well-Positioned**

PNC

Average balances, $ billions	3Q18	Change vs. 2Q18	Change vs. 3Q17	Highlights
Loans	**$223.3**	$0.7	$4.1	▪ Growth in commercial and consumer lending
Investment securities	**$80.8**	$3.3	$6.4	▪ Investing into rising rate environment
Federal Reserve Bank balances	**$18.8**	$(1.9)	$(4.6)	▪ Deploying liquidity
Deposits	**$262.5**	$1.5	$3.0	▪ Seasonal growth in commercial deposits over 2Q18
Common shareholders' equity	**$42.7**	$-	$0.6	▪ Returned $0.9 billion to shareholders – 3.3 million shares repurchased for $0.5 billion and dividends of $0.4 billion in 3Q18

	9/30/18	6/30/18	9/30/17	
Basel III common equity Tier 1 capital ratio	**9.3%**	9.5%	9.8%	▪ Strong capital position
Tangible book value per common share	**$73.11**	$72.25	$69.72	▪ 5% increase over 3Q17

- Basel III common equity Tier 1 capital ratio – September 30, 2018 ratio is estimated. All ratios calculated based on the standardized approach. 2017 period presented reflects 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 and Deposits**

Loans
Growing Loans and Customers

Deposits
Stable Deposit Base

	Current Beta		Cumulative Beta		Stated Beta
	Mar. 2018 to 2Q18	Jun. 2018 to 3Q18	Dec. 2015 to 2Q18	Dec. 2015 to 3Q18	
Total	50%	**45%**	26%	**29%**	**48%**

- Current Betas represent the beta from the date of the rate hike (March 22, 2018 and Junes 14, 2018, respectively) through the end of the period (2Q18 and 3Q18, respectively)
- Cumulative Betas represent the average beta from the December 2015 rate hike through the end of the period
- Stated Beta represents PNC's long-term expectation for deposit betas based on historical rate performance and future rate expectations

Income Statement: **Solid Results**

$ millions	3Q18	Change vs. 2Q18	Change vs. 3Q17	Highlights
Net interest income	**$2,466**	$53	$121	▪ Higher earning asset yields and balances, partially offset by increased funding costs
Fee income	**1,590**	13	123	▪ Executing on strategic priorities to grow fee-based revenue
Other noninterest income	**301**	(33)	(12)	▪ Includes Visa fair value derivative adjustments of ($32) million in 3Q18, $27 million in 2Q18 and ($12) million in 3Q17
Total revenue	**4,357**	33	232	▪ 6% year-over-year growth
Noninterest expense	**2,608**	24	152	▪ Higher expenses related to revenue-generating activities
Pretax, pre-provision earnings	**1,749**	9	80	
Provision	**88**	8	(42)	▪ Credit quality remains strong
Pretax income	**1,661**	1	122	
Income taxes	**261**	(43)	(152)	▪ Effective tax rate of 15.7% in 3Q18
Net income	**$1,400**	$44	$274	

	3Q18	2Q18	3Q17	
Diluted EPS	**$2.82**	$2.72	$2.16	▪ Strong EPS growth

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

Income Statement: **Strong Revenue Trends**

PNC

6% YOY Total Revenue Growth
5% YOY Net Interest Income Growth

Noninterest Income
8% YOY Fee Income Growth

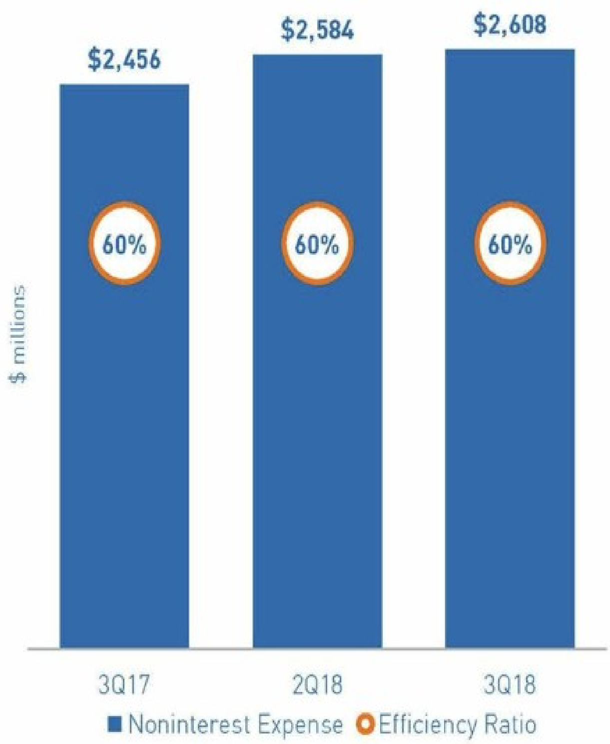
$ millions	3Q18	Change vs. 2Q18	Change vs. 3Q17	YTD 3Q18	Change vs. YTD 3Q17
Asset management	**$486**	$30	$65	**$1,397**	$175
Consumer services	**377**	(4)	20	**1,115**	66
Corporate services	**465**	(22)	61	**1,381**	97
Residential mortgage	**76**	(8)	(28)	**257**	(64)
Service charges on deposits	**186**	17	5	**522**	10
Total fee income	**1,590**	13	123	**4,672**	284
Other income	**301**	(33)	(12)	**880**	(38)
Noninterest income	**$1,891**	($20)	$111	**$5,552**	$246

- NIM – Net interest margin.
- YOY - Refers to 3Q18 compared to 3Q17

Income Statement: **Noninterest Expense**

PNC

Consistent Efficiency Ratio
While Growing and Investing in our Business

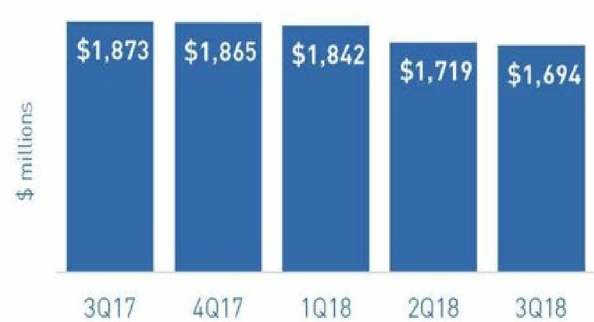


Noninterest Expense Detail

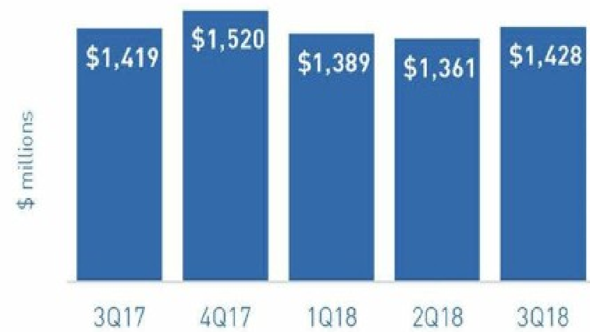
$ millions	3Q18	Change vs. 2Q18	Change vs. 3Q17
Personnel	**$1,413**	$57	$127
Occupancy	**195**	(8)	(9)
Equipment	**264**	(17)	5
Marketing	**71**	(4)	9
Other	**665**	(4)	20
Noninterest expense	**$2,608**	$24	$152

Credit Quality: **Remains Strong**

Nonperforming Loans



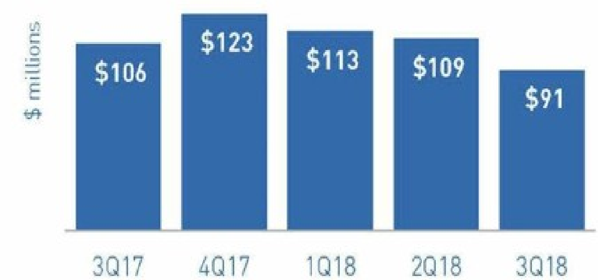
Delinquencies



- Accruing loans past due 30-days or more

Provision

Net Charge-Offs



NCO / Average Loans for 3Q18: 0.16%

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

Outlook: **Fourth Quarter 2018 Compared to Third Quarter 2018**

PNC

Balance Sheet	Loans	Up modestly
Income Statement	Net interest income	Up low-single digits
	Fee income	Up low-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.
- Loans, net interest income, fee income and noninterest expense outlook represents estimated percentage change for 4Q18 compared to 3Q18

Appendix: Cautionary Statement Regarding Forward-Looking Information

PNC

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 recently 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 view that U.S. economic growth has accelerated over the past two years and will remain above its long-run trend for the remainder of 2018 and into 2019, in light of stimulus from corporate and personal income tax cuts passed in late 2017 that are expected to support business investment and consumer spending, respectively. We expect an increase in federal government spending will also support economic growth for the remainder of 2018 and into 2019. Further gradual improvement in the labor market this year and next, including job gains and rising wages, is another positive for consumer spending. Trade restrictions are a growing downside risk to the forecast. Inflation has accelerated to close to the Federal Open Market Committee's 2 percent objective. Short-term interest rates and bond yields are expected to rise throughout the remainder of 2018 and into 2019; after the Federal Open Market Committee raised the federal funds rate in September, our baseline forecast is for one additional rate hike in December 2018, pushing the rate to a range of 2.25 to 2.50 percent by the end of the year. PNC expects two 25 basis point increases in the fed funds rate in 2019 (in June and September); this would take the fed funds rate to a range of 2.75 to 3.00 percent by the end of next year.
- 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 to regulations governing bank capital and liquidity standards.
  - 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 and our 2018 Form 10-Qs, including in the Risk Factors and Risk Management sections and the Legal Proceedings and Commitments Notes of the Notes To Consolidated Financial Statements in those reports, 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. With the exception of certain nonqualifying trust preferred capital securities included in PNC's Total risk-based capital, the transitions and multi-year phase-in of the definition of capital under the Basel III rules were completed as of January 1, 2018. Accordingly, we refer to the capital ratios calculated using the definition of capital in effect as of January 1, 2018 and, for the risk-based ratios, standardized risk-weighted assets, as the Basel III ratios. 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.

We provide information below regarding PNC's estimated Basel III September 30, 2018, actual Basel III June 30, 2018, pro forma Fully Phased-In Basel III September 30, 2017 and actual September 30, 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 (for PNC, 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 (loss) related to securities currently and those transferred from available for sale, as well as pension and other postretirement plans.

Appendix: **Basel III Regulatory Capital Ratios**

Basel III Common Equity Tier 1 Capital Ratios

$ millions	Basel III [a]		Fully Phased-In Basel III [b]	2017 Transitional Basel III
	Sep. 30, 2018 (estimated)	**Jun. 30, 2018**	**Sep. 30, 2017**	**Sep. 30, 2017**
Common stock, related surplus, and retained earnings, net of treasury stock	$44,336	$43,857	$42,426	$42,426
Less regulatory capital adjustments:				
Goodwill and disallowed intangibles, net of deferred tax liabilities	(9,299)	(9,319)	(9,202)	(9,137)
Basel III total threshold deductions	(4,034)	(3,408)	(1,731)	(1,166)
Accumulated other comprehensive income (loss)	(1,007)	(757)	(117)	(94)
All other adjustments	(322)	(167)	(163)	(161)
Basel III Common equity Tier 1 capital	$29,674	$30,206	$31,213	$31,868
Basel III standardized approach risk-weighted assets [c]	318,321	319,112	317,393	309,292
Basel III advanced approaches risk-weighted assets [d]	274,072	280,883	285,517	N/A
Basel III Common equity Tier 1 capital ratio	9.3%	9.5%	9.8%	10.3%
Risk-weight and associated rules utilized	Standardized		Standardized	Standardized (with 2017 transition adjustments)

[a] 2018 results are calculated using the regulatory capital methodology applicable to us during 2018 and reflects the 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 and Non-GAAP estimates.

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

[d] 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 to this calculation 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.

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

PNC

Fee Income (Non-GAAP)

$ millions	For the three months ended Sep. 30, 2018	Jun. 30, 2018	Sep.30, 2017	% Change 3Q18 vs. 2Q18	% Change 3Q18 vs. 3Q17	For the nine months ended Sep.30, 2018	Sep.30, 2017	% Change 3Q18 vs. 3Q17
Asset management	$486	$456	$421	7%	15%	$1,397	$1,222	14%
Consumer services	377	381	357	(1%)	6%	1,115	1,049	6%
Corporate services	465	487	404	(5%)	15%	1,381	1,284	8%
Residential mortgage	76	84	104	(10%)	(27%)	257	321	(20%)
Service charges on deposits	186	169	181	10%	3%	522	512	2%
Total fee income	$1,590	$1,577	$1,467	1%	8%	$4,672	$4,388	6%
Other, including net securities gains	301	334	313	(10%)	(4%)	880	918	(4%)
Total noninterest income, as reported	$1,891	$1,911	$1,780	(1%)	6%	$5,552	$5,306	5%

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

PNC

Return on Tangible Common Equity

$ millions	For the three months ended Sep. 30, 2018	Jun. 30, 2018	Sep. 30, 2017
Return on average common shareholders' equity	12.32%	12.13%	9.89%
Average common shareholders' equity	$42,668	$42,670	$42,117
Average Goodwill and Other intangible assets	(9,498)	(9,520)	(9,513)
Average deferred tax liabilities on Goodwill and Other intangible assets	192	192	302
Average tangible common equity	$33,362	$33,342	$32,906
Net income attributable to common shareholders	$ 1,325	$ 1,290	$ 1,050
Net income attributable to common shareholders, if annualized	$ 5,256	$ 5,174	$ 4,165
Return on average tangible common equity	15.75%	15.52%	12.66%

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.

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

PNC

Tangible Book Value per Common Share (Non-GAAP)

$ millions, except per share data	Sep. 30, 2018	Jun. 30, 2018	Sep. 30, 2017	% Change 9/30/18 vs. 6/30/18	% Change 9/30/18 vs. 9/30/17
Book value per common share	$93.22	$92.26	$89.05	1%	5%
Tangible book value per common share					
Common shareholders' equity	$43,076	$42,917	$42,406		
Goodwill and Other intangible assets	(9,489)	(9,511)	(9,503)		
Deferred tax liabilities on Goodwill and Other intangible assets	192	192	301		
Tangible common shareholders' equity	$33,779	$33,598	$33,204		
Period-end common shares outstanding (in millions)	462	465	476		
Tangible book value per common share (Non-GAAP)	$73.11	$72.25	$69.72	1%	5%

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)

	For the three months ended			% Change	
$ millions	**Sep. 30, 2018**	**Jun. 30, 2018**	**Sep. 30, 2017**	**3Q18 vs. 2Q18**	**3Q18 vs. 3Q17**
Net interest income	$2,466	$2,413	$2,345	2%	5%
Noninterest income	1,891	1,911	1,780	(1%)	6%
Total revenue	$4,357	$4,324	$4,125	1%	6%
Noninterest expense	2,608	2,584	2,456	1%	6%
Pretax pre-provision earnings	$1,749	$1,740	$1,669	1%	5%
Net income	$1,400	$1,356	$1,126	3%	24%

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.

Appendix: **Other Noninterest Income**

PNC

Net Visa Activity

$ millions	Sep. 30, 2018	Jun. 30, 2018	Mar. 31, 2018	Dec. 31, 2017	Sep. 30, 2017
	For the three months ended				
Gains on Visa Sales	$ -	$ -	$ -	$ -	$ -
Derivative Fair Value Adjustments [a]	(32)	27	(2)	(248)	(12)
Net Visa Activity	$ (32)	$ 27	$ (2)	$ (248)	$ (12)

[a] Visa derivative fair value adjustments relate 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.