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 6, 2023
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))

Securities registered pursuant to 12(b) of the Act:

Title of Each Class	Trading Symbol(s)	Name of Each Exchange on Which Registered
Common Stock, par value $5.00	PNC	New York Stock Exchange

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 13, 2023, 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 2023. A copy of the Corporation's press release is included in this Report as Exhibit 99.1 and is furnished herewith.

In connection therewith, the Corporation provided supplementary financial information on its website. A copy of the Corporation's supplementary financial information is included in this Report as Exhibit 99.2 and is furnished herewith.

Item 2.05 Costs Associated with Exit or Disposal Activities.

On October 6, 2023, as part of ongoing cost reduction initiatives, the Corporation committed to a workforce reduction expected to reduce its workforce by approximately 4 percent. Affected employees were informed of the workforce reduction beginning on October 6, 2023. The Corporation expects to incur one-time, pre-tax charges and costs associated with these actions of approximately $150 million, primarily related to cash severance, benefits and related termination costs. The Corporation expects that the majority of the charges will be incurred in the fourth quarter of 2023. The Corporation anticipates that implementation of the workforce reduction will be almost entirely complete in the fourth quarter of 2023, and will reduce personnel expenses by approximately $325 million, or 5 percent, annually (estimated based on the annualized pre-reduction personnel expense of affected employees, compared to total personnel expense).

Cautionary Statement Regarding Forward-Looking Information

This Report contains forward-looking statements regarding the Corporation's anticipated size and timing of a workforce reduction, and the associated costs and cash expenditures and savings. Forward-looking statements are necessarily subject to numerous assumptions, risks and uncertainties, which change over time. 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. The forward-looking statements in this Report speak only as of the date of this Report, and we assume no duty, and do not undertake, to update them. Actual results or future events could differ, possibly materially, from those that we anticipated in these forward-looking statements. As a result, we caution against placing undue reliance on any forward-looking statements. Forward-looking statements in this Report are subject to risks and uncertainties that include the risk that timing for completion of these actions may be delayed or more difficult to achieve than anticipated, including as a result of legal requirements related to workforce reductions that vary by jurisdiction, or the risk that associated costs and cash expenditures may be more than anticipated and the savings may be less than anticipated. These forward-looking statements are also subject to the principal risks and uncertainties applicable to our businesses generally that are disclosed in our 2022 Form 10-K and in our subsequent filings with the Securities and Exchange Commission.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Number	Description	Method of Filing
99.1	Press release dated October 13, 2023	Furnished herewith
99.2	Financial Supplement (unaudited) for the Third Quarter 2023	Furnished herewith
104	The cover page of this Current Report on Form 8-K, formatted in Inline XBRL.	

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 13, 2023

By: /s/ Gregory H. Kozich
Gregory H. Kozich
Senior Vice President and Controller

NEWS RELEASE

PNC

Exhibit 99.1

PNC Reports Third Quarter 2023 Net Income of $1.6 Billion, $3.60 Diluted EPS

Generated positive operating leverage; increased pretax, pre-provision earnings
Grew capital and tangible book value

PITTSBURGH, Oct. 13, 2023 – The PNC Financial Services Group, Inc. (NYSE: PNC) today reported:

In millions, except per share data and as noted	For the quarter 3Q23	2Q23	3Q22
Financial Results			
Revenue	$ 5,233	$ 5,293	$ 5,549
Noninterest expense	3,245	3,372	3,280
Pretax, pre-provision earnings (PPNR) *(non-GAAP)*	1,988	1,921	2,269
Provision for credit losses	129	146	241
Net income	1,570	1,500	1,640
Per Common Share			
Diluted earnings	$ 3.60	$ 3.36	$ 3.78
Average diluted common shares outstanding	400	401	410
Book value	105.98	105.67	97.59
Tangible book value (TBV) *(non-GAAP)*	78.16	77.80	69.98
Balance Sheet & Credit Quality			
Average loans *In billions*	$ 319.5	$ 324.5	$ 313.0
Average deposits *In billions*	422.5	425.7	439.2
Accumulated other comprehensive income (loss) (AOCI) *In billions*	(10.3)	(9.5)	(10.5)
Net loan charge-offs	121	194	119
Allowance for credit losses (ACL) to total loans	1.70 %	1.68 %	1.67 %
Selected Ratios			
Return on average common shareholders' equity	13.65 %	13.01 %	14.97 %
Return on average assets	1.12	1.08	1.19
Net interest margin (NIM) *(non-GAAP)*	2.71	2.79	2.82
Noninterest income to total revenue	35	34	37
Efficiency	62	64	59
Common equity Tier 1 (CET1) capital ratio	9.8	9.5	9.3

See non-GAAP financial measures in the Consolidated Financial Highlights accompanying this release.

Third Quarter Highlights

Comparisons reflect 3Q23 vs. 2Q23

Income Statement

- Generated positive operating leverage of 3%
- Revenue declined 1%
- Expenses were well controlled, decreasing 4%
- PPNR increased 3%
- Provision for credit losses of $129 million

Balance Sheet

- Average loans decreased 2%
- Average deposits declined 1%
- Federal Reserve Bank balances averaged $37.9 billion, an increase of $7.3 billion
- ACL to total loans was stable
- Net loan charge-offs were $121 million, or 0.15% annualized to average loans
- AOCI was a negative $10.3 billion, reflecting the unfavorable impact of interest rate movements
- TBV increased to $78.16
- CET1 capital ratio increased 30 basis points to 9.8%

From Bill Demchak, PNC Chairman, President and Chief Executive Officer:

"PNC delivered strong results in the third quarter. We generated positive operating leverage, controlled expenses well, maintained strong credit quality and further increased our capital levels. The strength of our balance sheet positions us well for the current economic environment, inclusive of proposed regulatory changes."

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Income Statement Highlights

Third quarter 2023 compared with second quarter 2023

- Net income of $1.6 billion increased $70 million, or 5%.
- Total revenue of $5.2 billion decreased $60 million, or 1%, as higher noninterest income was more than offset by lower net interest income.
- Net interest income of $3.4 billion decreased $92 million, or 3%, as higher yields on interest-earning assets were more than offset by increased funding costs.
  - Net interest margin of 2.71% decreased 8 basis points.
- Noninterest income of $1.8 billion increased $32 million, or 2%.
  - Fee income of $1.7 billion increased $67 million, or 4%, primarily due to higher residential and commercial mortgage revenue, partially offset by lower capital markets and advisory fees.
  - Other noninterest income of $94 million decreased $35 million, or 27%, reflecting lower private equity revenue. The third quarter also included negative Visa Class B derivative fair value adjustments of $51 million primarily related to the extension of anticipated litigation resolution timing. Visa Class B derivative fair value adjustments were negative $83 million in the second quarter.
- Noninterest expense of $3.2 billion decreased $127 million, or 4%, driven by lower or stable expenses across all categories, reflecting a continued focus on expense management.
- Provision for credit losses was $129 million in the third quarter. The second quarter of 2023 included a provision for credit losses of $146 million.
- The effective tax rate was 15.5% for both the third quarter and second quarter.

Balance Sheet Highlights

Third quarter 2023 compared with second quarter 2023 or September 30, 2023 compared with June 30, 2023

- Average loans of $319.5 billion decreased $5.0 billion, or 2%.
  - Average commercial loans of $217.7 billion decreased $5.5 billion, driven by lower corporate banking balances, reflecting lower utilization and paydowns outpacing new production.
  - Average consumer loans of $101.8 billion increased $0.5 billion and included higher residential mortgage and credit card loans.
- Credit quality performance:
  - Delinquencies of $1.3 billion increased $75 million, or 6%, primarily due to higher consumer loan delinquencies.
  - Total nonperforming loans of $2.1 billion increased $210 million, or 11%, primarily due to an increase in commercial real estate nonperforming loans, partially offset by lower consumer nonperforming loans.
  - Net loan charge-offs of $121 million decreased $73 million, primarily reflecting lower commercial real estate net loan charge-offs.
  - The allowance for credit losses of $5.4 billion was stable. The allowance for credit losses to total loans was 1.70% at September 30, 2023 compared with 1.68% at June 30, 2023.
- Average deposits of $422.5 billion decreased $3.2 billion, or 1%, as growth in commercial deposits was more than offset by lower consumer deposits.

was more than offset by lower consumer deposits.

- Average investment securities of $139.7 billion decreased $1.3 billion, or 1%.

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- Average Federal Reserve Bank balances of $37.9 billion increased $7.3 billion.
  - Federal Reserve Bank balances at September 30, 2023 were $41.1 billion.
- Average borrowed funds of $67.5 billion increased $1.8 billion, or 3%, primarily due to parent company senior debt issuances near the end of the second quarter.
- PNC maintained a strong capital and liquidity position.
  - On October 2, 2023, the PNC board of directors declared a quarterly cash dividend on common stock of $1.55 per share. The dividend, with a payment date of November 5, 2023, will be payable the next business day.
  - PNC returned $0.6 billion of capital to shareholders through dividends on common shares.
  - The Basel III common equity Tier 1 capital ratio was an estimated 9.8% at September 30, 2023 and 9.5% at June 30, 2023.
  - PNC's average LCR for the three months ended September 30, 2023 was 107%, exceeding the regulatory minimum requirement throughout the quarter.
    - PNC Bank average LCR for the three months ended September 30, 2023 was 132%.

Earnings Summary

In millions, except per share data	3Q23	2Q23	3Q22
Net income	$ 1,570	$ 1,500	$ 1,640
Net income attributable to diluted common shares	$ 1,440	$ 1,347	$ 1,550
Diluted earnings per common share	$ 3.60	$ 3.36	$ 3.78
Average diluted common shares outstanding	400	401	410
Cash dividends declared per common share	$ 1.55	$ 1.50	$ 1.50

The Consolidated Financial Highlights accompanying this news release include additional information regarding reconciliations of non-GAAP financial measures to reported (GAAP) amounts. This information supplements results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, GAAP results. Information in this news release, including the financial tables, is unaudited.

CONSOLIDATED REVENUE REVIEW

Revenue

In millions	3Q23	2Q23	3Q22	Change 3Q23 vs 2Q23	Change 3Q23 vs 3Q22
Net interest income	$ 3,418	$ 3,510	$ 3,475	(3)%	(2)%
Noninterest income	1,815	1,783	2,074	2 %	(12)%
Total revenue	$ 5,233	$ 5,293	$ 5,549	(1)%	(6)%

Total revenue for the third quarter of 2023 decreased $60 million from the second quarter of 2023, as higher noninterest income was more than offset by lower net interest income. Compared with the third quarter of 2022, total revenue declined $316 million due to lower noninterest income and net interest income.

Net interest income of $3.4 billion for the third quarter of 2023 decreased $92 million and $57 million from the second quarter of 2023 and third quarter of 2022, respectively. Net interest margin

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was 2.71% in the third quarter of 2023, decreasing 8 basis points in comparison with the second quarter of 2023 and 11 basis points compared to the third quarter of 2022. In all comparisons, higher yields on interest-earning assets were more than offset by increased funding costs.

Noninterest Income *In millions*	3Q23	2Q23	3Q22	Change 3Q23 vs 2Q23	Change 3Q23 vs 3Q22
Asset management and brokerage	$ 348	$ 348	$ 357	—	(3)%
Capital markets and advisory	168	213	299	(21)%	(44)%
Card and cash management	689	697	671	(1)%	3 %
Lending and deposit services	315	298	287	6 %	10 %
Residential and commercial mortgage	201	98	143	105 %	41 %
Other	94	129	317	(27)%	(70)%
Total noninterest income	$ 1,815	$ 1,783	$ 2,074	2 %	(12)%

Noninterest income for the third quarter of 2023 increased $32 million compared with the second quarter of 2023. Capital markets and advisory revenue decreased $45 million, driven by lower trading revenue. Card and cash management fees decreased $8 million as increased treasury management product revenue was more than offset by lower consumer transaction volumes. Lending and deposit services increased $17 million, reflecting increased customer activity. Residential and commercial mortgage revenue increased $103 million primarily due to a $97 million increase in mortgage servicing rights valuation, net of economic hedge. Other noninterest income decreased $35 million, reflecting lower private equity revenue. The third quarter also included negative Visa Class B derivative fair value adjustments of $51 million primarily related to the extension of anticipated litigation resolution timing. Visa Class B derivative fair value adjustments were negative $83 million in the second quarter.

Noninterest income for the third quarter of 2023 decreased $259 million from the third quarter of 2022. Asset management and brokerage revenue decreased $9 million as a result of client activity, partially offset by higher average equity markets. Capital markets and advisory revenue decreased $131 million driven by lower trading, loan syndication and merger and acquisition advisory revenue. Card and cash management fees increased $18 million due to growth in treasury management product revenue. Lending and deposit services increased $28 million, reflecting increased customer activity. Residential and commercial mortgage revenue increased $58 million due to increased residential mortgage activity. Other noninterest income decreased $223 million, primarily driven by lower private equity revenue. The third quarter of 2022 included positive Visa Class B derivative fair value adjustments of $13 million.

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CONSOLIDATED EXPENSE REVIEW

Noninterest Expense *In millions*		3Q23		2Q23		3Q22	Change 3Q23 vs 2Q23	Change 3Q23 vs 3Q22
Personnel	$	1,773	$	1,846	$	1,805	(4)%	(2)%
Occupancy		244		244		241	—	1 %
Equipment		347		349		344	(1)%	1 %
Marketing		93		109		93	(15)%	—
Other		788		824		797	(4)%	(1)%
Total noninterest expense	$	3,245	$	3,372	$	3,280	(4)%	(1)%

Noninterest expense for the third quarter of 2023 decreased $127 million in comparison to the second quarter of 2023, driven by lower or stable expenses across all categories, reflecting a continued focus on expense management.

Noninterest expense decreased $35 million from the third quarter of 2022, primarily due to lower personnel costs, reflecting reduced variable compensation expenses.

The effective tax rate was 15.5% for both the third quarter and second quarter of 2023 and 19.1% for the third quarter of 2022. The third quarter of 2023 included the favorable impact of certain tax matters.

CONSOLIDATED BALANCE SHEET REVIEW

Average total assets were $555.0 billion in the third quarter of 2023 compared with $555.5 billion in the second quarter of 2023 and $547.1 billion in the third quarter of 2022. In comparison to the third quarter of 2022, the increase was attributable to higher interest-earning assets.

Average Loans *In billions*		3Q23		2Q23		3Q22	Change 3Q23 vs 2Q23	Change 3Q23 vs 3Q22
Commercial	$	217.7	$	223.2	$	214.1	(2)%	2 %
Consumer		101.8		101.3		98.9	—	3 %
Total	$	319.5	$	324.5	$	313.0	(2)%	2 %

Average loans for the third quarter of 2023 decreased $5.0 billion compared to the second quarter of 2023. Average commercial loans decreased $5.5 billion, driven by lower corporate banking balances, reflecting lower utilization and paydowns outpacing new production. Average consumer loans grew $0.5 billion and included higher residential mortgage and credit card loans.

Average loans for the third quarter of 2023 increased $6.5 billion in comparison to the third quarter of 2022. Average commercial loans increased $3.6 billion as a result of growth in PNC's corporate banking, real estate and business credit businesses. Average consumer loans increased $2.9 billion due to growth in residential mortgage, home equity and credit card loans.

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Average Investment Securities				Change 3Q23 vs	Change 3Q23 vs
In billions	3Q23	2Q23	3Q22	2Q23	3Q22
Available for sale	$ 46.5	$ 46.6	$ 52.1	—	(11)%
Held to maturity	93.2	94.4	84.9	(1)%	10 %
Total	$ 139.7	$ 141.0	$ 137.0	(1)%	2 %

Average investment securities for the third quarter of 2023 of $139.7 billion declined $1.3 billion from the second quarter of 2023 as limited purchase activity during the quarter was more than offset by portfolio paydowns and maturities. Average investment securities increased $2.7 billion from the third quarter of 2022, reflecting net purchase activity. The duration of the investment securities portfolio was 4.2 years at September 30, 2023, 4.3 years at June 30, 2023 and 4.5 years at September 30, 2022.

Net unrealized losses on available for sale securities were $5.4 billion at September 30, 2023 increasing from $4.2 billion at June 30, 2023 and $4.8 billion at September 30, 2022. In both comparisons, the increase reflected the unfavorable impact of interest rate movements.

Average Federal Reserve Bank balances for the third quarter of 2023 were $37.9 billion, increasing $7.3 billion from the second quarter of 2023, primarily due to lower loan balances. Average Federal Reserve Bank balances increased $6.4 billion from the third quarter of 2022, primarily due to higher borrowed funds, largely offset by lower deposits and higher loans outstanding.

Federal Reserve Bank balances at September 30, 2023 were $41.1 billion, increasing $3.3 billion from June 30, 2023.

Average Deposits				Change 3Q23 vs	Change 3Q23 vs
In billions	3Q23	2Q23	3Q22	2Q23	3Q22
Commercial	$ 204.7	$ 204.1	$ 215.8	—	(5)%
Consumer	217.8	221.6	223.4	(2)%	(3)%
Total	$ 422.5	$ 425.7	$ 439.2	(1)%	(4)%
IB % of total avg. deposits	74%	73%	68%		
NIB % of total avg. deposits	26%	27%	32%		

IB - Interest-bearing
NIB - Noninterest-bearing

Average deposits for the third quarter of 2023 were $422.5 billion, decreasing $3.2 billion from the second quarter of 2023 as growth in commercial deposits was more than offset by lower consumer deposits. Compared to the third quarter of 2022, average deposits decreased $16.7 billion due to lower commercial and consumer deposits, which included the impact of quantitative tightening by the Federal Reserve and increased customer spending. Noninterest-bearing balances as a percentage of total deposits decreased in both comparisons due to the continued shift into interest-bearing deposit products as interest rates have risen.

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Average Borrowed Funds				Change 3Q23 vs	Change 3Q23 vs
In billions	3Q23	2Q23	3Q22	2Q23	3Q22
Total	$ 67.5	$ 65.7	$ 44.3	3 %	52 %

Average borrowed funds of $67.5 billion in the third quarter of 2023 increased $1.8 billion primarily due to parent company senior debt issuances near the end of the second quarter. Compared to the third quarter of 2022, average borrowed funds increased $23.2 billion due to higher Federal Home Loan Bank borrowings and parent company senior debt issuances.

Capital	September 30, 2023	June 30, 2023	September 30, 2022
Common shareholders' equity *In billions*	$ 42.2	$ 42.1	$ 39.4
Accumulated other comprehensive income (loss) *In billions*	$ (10.3)	$ (9.5)	$ (10.5)
Basel III common equity Tier 1 capital ratio *	9.8 %	9.5 %	9.3 %
Basel III common equity Tier 1 fully implemented capital ratio (estimated)	9.7 %	9.4 %	9.1 %

**September 30, 2023 ratio is estimated*

PNC maintained a strong capital position. Common shareholders' equity at September 30, 2023 increased $0.1 billion from June 30, 2023, driven by the benefit of net income, partially offset by a decline in accumulated other comprehensive income as well as dividends paid.

As a Category III institution, PNC has elected to exclude accumulated other comprehensive income related to both available for sale securities and pension and other post-retirement plans from CET1 capital. Accumulated other comprehensive income at September 30, 2023 declined $0.8 billion from June 30, 2023 due to securities and swaps valuation changes as the benefit of paydowns and maturities was more than offset by the unfavorable impact of interest rate movements. Compared to September 30, 2022, accumulated other comprehensive income improved $0.2 billion, reflecting the benefit of paydowns and maturities.

In the third quarter of 2023, PNC returned $0.6 billion of capital to shareholders through dividends on common shares. Consistent with the Stress Capital Buffer (SCB) framework, which allows for capital return in amounts in excess of the SCB minimum levels, our board of directors has authorized a repurchase framework under the previously approved repurchase program of up to 100 million common shares, of which approximately 46% were still available for repurchase at September 30, 2023.

In light of the Federal banking agencies proposed rules to adjust the Basel III capital framework, share repurchase activity is expected to remain paused during the fourth quarter of 2023. PNC continues to evaluate the potential impact of the proposed rules and may resume share repurchase activity depending on market and economic conditions, as well as other factors.

PNC's SCB for the four-quarter period beginning October 1, 2023 is the regulatory minimum of 2.5%

2.5%.

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On October 2, 2023, the PNC board of directors declared a quarterly cash dividend on common stock of $1.55 per share. The dividend, with a payment date of November 5, 2023, will be payable the next business day.

At September 30, 2023, PNC was considered "well capitalized" based on applicable U.S. regulatory capital ratio requirements. For additional information regarding PNC's Basel III capital ratios, see Capital Ratios in the Consolidated Financial Highlights. PNC elected a five-year transition provision effective March 31, 2020 to delay until December 31, 2021 the full impact of the Current Expected Credit Losses (CECL) standard on regulatory capital, followed by a three-year transition period. Effective for the first quarter of 2022, PNC is now in the three-year transition period, and the full impact of the CECL standard is being phased-in to regulatory capital through December 31, 2024. The fully implemented ratios reflect the full impact of CECL and exclude the benefits of this transition provision.

CREDIT QUALITY REVIEW

Credit Quality *In millions*	September 30, 2023	June 30, 2023	September 30, 2022	Change 09/30/23 vs 06/30/23	Change 09/30/23 vs 09/30/22
Provision for credit losses	$ 129	$ 146	$ 241	$ (17)	$ (112)
Net loan charge-offs	$ 121	$ 194	$ 119	(38)%	2 %
Allowance for credit losses (a)	$ 5,407	$ 5,400	$ 5,263	—	3 %
Total delinquencies (b)	$ 1,287	$ 1,212	$ 1,626	6 %	(21)%
Nonperforming loans	$ 2,123	$ 1,913	$ 2,068	11 %	3 %
Net charge-offs to average loans (annualized)	0.15 %	0.24 %	0.15 %		
Allowance for credit losses to total loans	1.70 %	1.68 %	1.67 %		
Nonperforming loans to total loans	0.67 %	0.59 %	0.66 %		

(a) Excludes allowances for investment securities and other financial assets
(b) Total delinquencies represent accruing loans more than 30 days past due

Provision for credit losses was $129 million in the third quarter of 2023. The second quarter of 2023 included a provision for credit losses of $146 million.

Net loan charge-offs of $121 million in the third quarter of 2023 decreased $73 million compared to the second quarter of 2023, primarily reflecting lower commercial real estate net loan charge-offs. Compared to the third quarter of 2022, net loan charge-offs were relatively stable.

The allowance for credit losses was $5.4 billion at both September 30, 2023 and June 30, 2023 and $5.3 billion at September 30, 2022. The allowance for credit losses as a percentage of total loans was 1.70% at September 30, 2023, 1.68% at June 30, 2023 and 1.67% at September 30, 2022.

Nonperforming loans at September 30, 2023 were $2.1 billion, increasing $210 million from June 30, 2023 and $55 million from September 30, 2022. In both comparisons, the increase was primarily due to higher commercial real estate nonperforming loans, partially offset by lower consumer nonperforming loans.

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Delinquencies at September 30, 2023 were $1.3 billion, increasing $75 million from June 30, 2023 primarily due to higher consumer loan delinquencies. Compared to September 30, 2022 delinquencies decreased $339 million due to lower commercial and consumer loan delinquencies.

BUSINESS SEGMENT RESULTS

Business Segment Income (Loss)

In millions	3Q23	2Q23	3Q22
Retail Banking	$ 1,094	$ 954	$ 560
Corporate & Institutional Banking	960	817	929
Asset Management Group	73	63	90
Other	(573)	(351)	45
Net income excluding noncontrolling interests	$ 1,554	$ 1,483	$ 1,624

Retail Banking

In millions	3Q23	2Q23	3Q22	Change 3Q23 vs 2Q23	Change 3Q23 vs 3Q22
Net interest income	$ 2,576	$ 2,448	$ 2,017	$ 128	$ 559
Noninterest income	$ 784	$ 702	$ 725	$ 82	$ 59
Noninterest expense	$ 1,876	$ 1,904	$ 1,901	$ (28)	$ (25)
Provision for (recapture of) credit losses	$ 42	$ (14)	$ 92	$ 56	$ (50)
Earnings	$ 1,094	$ 954	$ 560	$ 140	$ 534
In billions					
Average loans	$ 97.4	$ 97.6	$ 94.9	$ (0.2)	$ 2.5
Average deposits	$ 253.7	$ 257.3	$ 264.4	$ (3.6)	$ (10.7)
Net loan charge-offs *In millions*	$ 114	$ 109	$ 98	$ 5	$ 16

Retail Banking Highlights

Third quarter 2023 compared with second quarter 2023

- Earnings increased 15%, driven by higher net interest income, an increase in noninterest income and lower noninterest expense, partially offset by a provision for credit losses.
  - Noninterest income increased 12%, reflecting increased residential mortgage servicing rights valuation, net of economic hedge, and lower negative Visa Class B derivative fair value adjustments of $51 million. The second quarter included negative Visa Class B derivative fair value adjustments of $83 million.
  - Noninterest expense decreased modestly, driven by a decline in personnel and marketing expenses, reflecting a continued focus on expense management.
- Average loans were relatively stable.
- Average deposits decreased 1%, as consumer spending levels have remained elevated.

Third quarter 2023 compared with third quarter 2022

- Earnings increased 95%, primarily due to higher net interest income.
  - Noninterest income increased 8%, driven by higher residential mortgage banking activity and

increased lending and deposit related customer activity, partially offset by negative Visa Class

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B derivative fair value adjustments. The third quarter of 2022 included positive Visa Class B derivative fair value adjustments of $13 million.

- Noninterest expense decreased modestly.

- Average loans increased 3%, driven by growth in home equity, commercial, residential mortgage and credit card loans.
- Average deposits decreased 4%, reflecting the impact of increased spending and quantitative tightening by the Federal Reserve.

Corporate & Institutional Banking				Change 3Q23 vs	Change 3Q23 vs
In millions	3Q23	2Q23	3Q22	2Q23	3Q22
Net interest income	$ 1,419	$ 1,381	$ 1,368	$ 38	$ 51
Noninterest income	$ 835	$ 821	$ 887	$ 14	$ (52)
Noninterest expense	$ 895	$ 921	$ 890	$ (26)	$ 5
Provision for credit losses	$ 102	$ 209	$ 150	$ (107)	$ (48)
Earnings	$ 960	$ 817	$ 929	$ 143	$ 31
In billions					
Average loans	$ 202.8	$ 208.1	$ 199.9	$ (5.3)	$ 2.9
Average deposits	$ 141.7	$ 141.0	$ 145.4	$ 0.7	$ (3.7)
Net loan charge-offs *In millions*	$ 12	$ 93	$ 33	$ (81)	$ (21)

Corporate & Institutional Banking Highlights

Third quarter 2023 compared with second quarter 2023

- Earnings increased 18%, driven by a decrease in the provision for credit losses, higher net interest and noninterest income and lower noninterest expense.
  - Noninterest income increased 2%, due to a $51 million increase in commercial mortgage servicing rights valuation, net of economic hedge, and higher treasury management product revenue, partially offset by lower capital markets and advisory fees.
  - Noninterest expense decreased 3%, reflecting a continued focus on expense management and lower business activity.
- Average loans decreased 3%, driven by lower corporate banking balances, reflecting lower utilization of loan commitments and paydowns outpacing new production.
- Average deposits increased modestly.

Third quarter 2023 compared with third quarter 2022

- Earnings increased 3%, primarily driven by higher net interest income and a lower provision for credit losses, partially offset by a decline in noninterest income.
  - Noninterest income decreased 6%, driven by lower loan syndication fees, lower commercial mortgage banking activities and a decline in merger and acquisition advisory fees, partially offset by higher treasury management product revenue.
  - Noninterest expense increased modestly.

- Average loans increased 1%, as growth in PNC's corporate banking, real estate and business credit businesses was partially offset by a decline in commercial banking.

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- Average deposits decreased 3%, and included the impact of quantitative tightening by the Federal Reserve.

Asset Management Group									Change 3Q23 vs		Change 3Q23 vs
In millions		3Q23		2Q23		3Q22			2Q23		3Q22
Net interest income	$	139	$	125	$	165	$		14	$	(26)
Noninterest income	$	223	$	228	$	231	$		(5)	$	(8)
Noninterest expense	$	271	$	280	$	274	$		(9)	$	(3)
Provision for (recapture of) credit losses	$	(4)	$	(10)	$	4	$		6	$	(8)
Earnings	$	73	$	63	$	90	$		10	$	(17)
In billions											
Discretionary client assets under management	$	176	$	176	$	166			—	$	10
Nondiscretionary client assets under administration	$	170	$	168	$	148	$		2	$	22
Client assets under administration at quarter end	$	346	$	344	$	314	$		2	$	32
Brokerage client account assets	$	5	$	5	$	4			—	$	1
In billions											
Average loans	$	15.7	$	15.1	$	14.4	$		0.6	$	1.3
Average deposits	$	27.2	$	27.3	$	29.3	$		(0.1)	$	(2.1)
Net loan charge-offs (recoveries) *In millions*		—	$	(2)	$	(2)	$		2	$	2

Asset Management Group Highlights

Third quarter 2023 compared with second quarter 2023

- Earnings increased 16%, due to higher net interest income and lower noninterest expense, partially offset by a lower provision recapture and a decline in noninterest income.
  - Noninterest income decreased 2%, reflecting the impact of client activity, partially offset by higher average equity markets.
  - Noninterest expense decreased 3% and included the impact of a continued focus on expense management.
- Discretionary client assets under management were stable.
- Average loans increased 4%, driven by growth in residential mortgage loans.
- Average deposits were stable.

Third quarter 2023 compared with third quarter 2022

- Earnings decreased 19%, driven by a decline in net interest and noninterest income, partially offset by a provision recapture and lower noninterest expense.
  - Noninterest income decreased 3%, reflecting the impact of client activity, partially offset by higher average equity markets.
  - Noninterest expense decreased 1%.
- Discretionary client assets under management increased 6%, driven by higher spot equity markets.
- Average loans increased 9%, driven by growth in residential mortgage loans.

- Average loans increased 9%, driven by growth in residential mortgage loans.

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- Average deposits decreased 7%, and included the impact of quantitative tightening by the Federal Reserve as well as the redeployment of funds to assets under management.

Other

The "Other" category, for the purposes of this release, includes residual activities that do not meet the criteria for disclosure as a separate reportable business, such as asset and liability management activities, including net securities gains or losses, ACL for investment securities, certain trading activities, certain runoff consumer loan portfolios, private equity investments, intercompany eliminations, certain corporate overhead, tax adjustments that are not allocated to business segments, exited businesses and differences between business segment performance reporting and financial statement reporting under generally accepted accounting principles.

CONFERENCE CALL AND SUPPLEMENTAL FINANCIAL INFORMATION

PNC Chairman, President and Chief Executive Officer William S. Demchak and Executive Vice President and Chief Financial Officer Robert Q. Reilly will hold a conference call for investors today at 11:00 a.m. Eastern Time regarding the topics addressed in this news release and the related earnings materials. Dial-in numbers for the conference call are (877) 272-3498 and (303) 223-4380 (international) and Internet access to the live audio listen-only webcast of the call is available at www.pnc.com/investorevents. PNC's third quarter 2023 earnings materials to accompany the conference call remarks will be available at www.pnc.com/investorevents prior to the beginning of the call. A telephone replay of the call will be available for one week at (800) 633-8284 and (402) 977-9140 (international), conference ID 22027858 and a replay of the audio webcast will be available on PNC's website for 30 days.

The PNC Financial Services Group, Inc. is one of the largest diversified financial services institutions in the United States, organized around its customers and communities for strong relationships and local delivery of retail and business banking including a full range of lending products; specialized services for corporations and government entities, including corporate banking, real estate finance and asset-based lending; wealth management and asset management. For information about PNC, visit www.pnc.com.

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[TABULAR MATERIAL FOLLOWS]

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The PNC Financial Services Group, Inc. **Consolidated Financial Highlights** (Unaudited)

FINANCIAL RESULTS *Dollars in millions, except per share data*	Three months ended September 30 2023	 June 30 2023	 September 30 2022	Nine months ended September 30 2023	 September 30 2022
Revenue					
Net interest income	$ 3,418	$ 3,510	$ 3,475	$ 10,513	$ 9,330
Noninterest income	1,815	1,783	2,074	5,616	6,027
Total revenue	5,233	5,293	5,549	16,129	15,357
Provision for credit losses	129	146	241	510	69
Noninterest expense	3,245	3,372	3,280	9,938	9,696
Income before income taxes and noncontrolling interests	$ 1,859	$ 1,775	$ 2,028	$ 5,681	$ 5,592
Income taxes	289	275	388	917	1,027
Net income	$ 1,570	$ 1,500	$ 1,640	$ 4,764	$ 4,565
Less:					
Net income attributable to noncontrolling interests	16	17	16	50	52
Preferred stock dividends (a)	104	127	65	299	181
Preferred stock discount accretion and redemptions	2	2	1	6	4
Net income attributable to common shareholders	$ 1,448	$ 1,354	$ 1,558	$ 4,409	$ 4,328
Per Common Share					
Basic	$ 3.60	$ 3.36	$ 3.78	$ 10.95	$ 10.39
Diluted	$ 3.60	$ 3.36	$ 3.78	$ 10.94	$ 10.39
Cash dividends declared per common share	$ 1.55	$ 1.50	$ 1.50	$ 4.55	$ 4.25
Effective tax rate (b)	15.5 %	15.5 %	19.1 %	16.1 %	18.4 %
PERFORMANCE RATIOS					
Net interest margin (c)	2.71 %	2.79 %	2.82 %	2.78 %	2.54 %
Noninterest income to total revenue	35 %	34 %	37 %	35 %	39 %
Efficiency (d)	62 %	64 %	59 %	62 %	63 %
Return on:					
Average common shareholders' equity	13.65 %	13.01 %	14.97 %	14.23 %	13.31 %
Average assets	1.12 %	1.08 %	1.19 %	1.14 %	1.11 %

(a) Dividends are payable quarterly other than Series R and Series S preferred stock, which are payable semiannually.

(b) 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.

(c) Net interest margin is the total yield on interest-earning assets minus the total rate on interest-bearing liabilities and includes the benefit from use of noninterest-bearing sources. To provide more meaningful comparisons of net interest margins, we use net interest income on a taxable-equivalent basis in calculating average yields used in the calculation of net interest margin 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, 2023, June 30, 2023 and September 30, 2022 were $36 million, $37 million and $29 million, respectively. The taxable-equivalent adjustments to net interest income for the nine months ended September 30, 2023 and September 30, 2022 were $111 million and $76 million, respectively.

(d) Calculated as noninterest expense divided by total revenue.

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The PNC Financial Services Group, Inc. **Consolidated Financial Highlights** (Unaudited)

	September 30 2023	June 30 2023	September 30 2022
BALANCE SHEET DATA			
Dollars in millions, except per share data and as noted			
Assets	$ 557,334	$ 558,207	$ 559,477
Loans (a)	$ 318,416	$ 321,761	$ 315,400
Allowance for loan and lease losses	$ 4,767	$ 4,737	$ 4,581
Interest-earning deposits with banks	$ 41,484	$ 38,259	$ 40,278
Investment securities	$ 132,387	$ 135,661	$ 136,451
Total deposits	$ 423,609	$ 427,489	$ 438,194
Borrowed funds (a)	$ 66,167	$ 65,384	$ 54,633
Allowance for unfunded lending related commitments	$ 640	$ 663	$ 682
Total shareholders' equity	$ 49,454	$ 49,320	$ 46,688
Common shareholders' equity	$ 42,215	$ 42,083	$ 39,444
Accumulated other comprehensive income (loss)	$ (10,261)	$ (9,525)	$ (10,486)
Book value per common share	$ 105.98	$ 105.67	$ 97.59
Tangible book value per common share *(non-GAAP)* (b)	$ 78.16	$ 77.80	$ 69.98
Period end common shares outstanding *(In millions)*	398	398	404
Loans to deposits	75 %	75 %	72 %
Common shareholders' equity to total assets	7.6 %	7.5 %	7.1 %
CLIENT ASSETS (In billions)			
Discretionary client assets under management	$ 176	$ 176	$ 166
Nondiscretionary client assets under administration	170	168	148
Total client assets under administration	346	344	314
Brokerage account client assets	78	80	71
Total client assets	$ 424	$ 424	$ 385
CAPITAL RATIOS			
Basel III (c) (d)			
Common equity Tier 1	9.8 %	9.5 %	9.3 %
Common equity Tier 1 fully implemented (e)	9.7 %	9.4 %	9.1 %
Tier 1 risk-based	11.5 %	11.2 %	11.0 %
Total capital risk-based	13.3 %	13.1 %	12.9 %
Leverage	8.9 %	8.8 %	8.6 %
Supplementary leverage	7.6 %	7.4 %	7.3 %
ASSET QUALITY			
Nonperforming loans to total loans	0.67 %	0.59 %	0.66 %
Nonperforming assets to total loans, OREO and foreclosed assets	0.68 %	0.61 %	0.67 %
Nonperforming assets to total assets	0.39 %	0.35 %	0.38 %
Net charge-offs to average loans (for the three months ended) (annualized)	0.15 %	0.24 %	0.15 %
Allowance for loan and lease losses to total loans	1.50 %	1.47 %	1.45 %
Allowance for credit losses to total loans (f)	1.70 %	1.68 %	1.67 %
Allowance for loan and lease losses to nonperforming loans	225 %	248 %	222 %
Total delinquencies *(In millions)* (g)	$ 1,287	$ 1,212	$ 1,626

(a) Amounts include assets and liabilities for which we have elected the fair value option. Our second quarter 2023 Form 10-Q included, and our third quarter 2023 Form 10-Q will include, additional information regarding these Consolidated Balance Sheet line items.

(b) See the Tangible Book Value per Common Share table on page 16 for additional information.

(c) All ratios are calculated using the regulatory capital methodology applicable to PNC during each period presented and calculated based on the standardized approach. See Capital Ratios on page 15 for additional information. The ratios as of September 30, 2023 are estimated.

(d) The ratios are calculated to reflect PNC's election to adopt the CECL optional five-year transition provision.

(e) The estimated fully implemented ratios are calculated to reflect the full impact of CECL and exclude the benefits of the five-year transition provision.

(f) Excludes allowances for investment securities and other financial assets.

(g) Total delinquencies represent accruing loans more than 30 days past due.

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The PNC Financial Services Group, Inc. **Consolidated Financial Highlights** (Unaudited)

CAPITAL RATIOS

PNC's regulatory risk-based capital ratios in 2023 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.

PNC elected a five-year transition provision effective March 31, 2020 to delay until December 31, 2021 the full impact of the CECL standard on regulatory capital, followed by a three-year transition period. Effective for the first quarter 2022, PNC is now in the three-year transition period, and the full impact of the CECL standard is being phased-in to regulatory capital through December 31, 2024. See the table below for the June 30, 2023, September 30, 2022 and estimated September 30, 2023 ratios. For the full impact of PNC's adoption of CECL, which excludes the benefits of the five-year transition provision, see the September 30, 2023 and June 30, 2023 (Fully Implemented) estimates presented in the table below.

Our Basel III capital ratios may be impacted by changes to the regulatory capital rules and additional regulatory guidance or analysis.

Basel III Common Equity Tier 1 Capital Ratios

	Basel III (a)				
Dollars in millions	September 30 2023 (estimated) (b)	June 30 2023 (b)	September 30 2022 (b)	September 30, 2023 (Fully Implemented) (estimated) (c)	June 30, 2023 (Fully Implemented) (estimated) (c)
Common stock, related surplus and retained earnings, net of treasury stock	$ 52,958	$ 52,091	$ 50,654	$ 52,476	$ 51,608
Less regulatory capital adjustments:					
Goodwill and disallowed intangibles, net of deferred tax liabilities	(11,083)	(11,101)	(11,159)	(11,083)	(11,101)
All other adjustments	(99)	(89)	(123)	(101)	(90)
Basel III Common equity Tier 1 capital	$ 41,776	$ 40,901	$ 39,372	$ 41,292	$ 40,417
Basel III standardized approach risk-weighted assets (d)	$ 425,924	$ 429,634	$ 423,446	$ 426,117	$ 429,826
Basel III Common equity Tier 1 capital ratio	9.8 %	9.5 %	9.3 %	9.7 %	9.4 %

(a) All ratios are calculated using the regulatory capital methodology applicable to PNC during each period presented.
(b) The ratios are calculated to reflect PNC's election to adopt the CECL optional five-year transition provisions.
(c) The September 30, 2023 and June 30, 2023 ratios are calculated to reflect the full impact of CECL and exclude the benefits of the five-year transition provisions.
(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.

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The PNC Financial Services Group, Inc. **Consolidated Financial Highlights** (Unaudited)

NON-GAAP MEASURES

Pretax Pre-Provision Earnings (non-GAAP)

	Three months ended		
Dollars in millions	September 30 2023	June 30 2023	September 30 2022
Income before income taxes and noncontrolling interests	$ 1,859	$ 1,775	$ 2,028
Provision for credit losses	129	146	241
Pretax pre-provision earnings *(non-GAAP)*	$ 1,988	$ 1,921	$ 2,269

Pretax pre-provision earnings is a non-GAAP measure and is based on adjusting income before income taxes and noncontrolling interests to exclude provision for credit losses. We believe that pretax, pre-provision earnings is a useful tool to help evaluate the ability to provide for credit costs through operations and provides an additional basis to compare results between periods by isolating the impact of provision for credit losses, which can vary significantly between periods.

Tangible Book Value per Common Share (non-GAAP)

Dollars in millions, except per share data	September 30 2023	June 30 2023	September 30 2022
Book value per common share	$ 105.98	$ 105.67	$ 97.59
Tangible book value per common share			
Common shareholders' equity	$ 42,215	$ 42,083	$ 39,444
Goodwill and other intangible assets	(11,337)	(11,357)	(11,423)
Deferred tax liabilities on goodwill and other intangible assets	254	256	263
Tangible common shareholders' equity	$ 31,132	$ 30,982	$ 28,284
Period-end common shares outstanding *(In millions)*	398	398	404
Tangible book value per common share *(non-GAAP)*	$ 78.16	$ 77.80	$ 69.98

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.

Taxable-Equivalent Net Interest Income (non-GAAP)

	Three months ended		
Dollars in millions	September 30 2023	June 30 2023	September 30 2022
Net interest income	$ 3,418	$ 3,510	$ 3,475
Taxable-equivalent adjustments	36	37	29
Net interest income *(Fully Taxable-Equivalent - FTE)*	$ 3,454	$ 3,547	$ 3,504

The interest income earned on certain earning assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than taxable investments. To provide more meaningful comparisons of net interest income, we use interest income on a taxable-equivalent basis 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 GAAP. Taxable-equivalent net interest income is only used for calculating net interest margin and net interest income shown elsewhere in this presentation is GAAP net interest income.

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Cautionary Statement Regarding Forward-Looking Information

We make statements in this news release and related conference call, and we may from time to time make other statements, regarding our outlook for financial performance, such as earnings, revenues, expenses, tax rates, capital and liquidity levels and ratios, asset levels, asset quality, financial position, and other matters regarding or affecting us and our future business and operations, including our sustainability strategy, 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 necessarily subject to numerous assumptions, risks and uncertainties, which change over time. 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 speak only as of the date made. We do not assume any duty and do not undertake any obligation 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. As a result, we caution against placing undue reliance on any forward-looking statements.

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:
  - 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, market interest rates and inflation,
  - Changes in customer behavior due to changing business and economic conditions or legislative or regulatory initiatives,
  - Changes in customers', suppliers' and other counterparties' performance and creditworthiness,
  - Impacts of sanctions, tariffs and other trade policies of the U.S. and its global trading partners,
  - Impacts of changes in federal, state and local governmental policy, including on the regulatory landscape, capital markets, taxes, infrastructure spending and social programs,
  - Our ability to attract, recruit and retain skilled employees, and
  - Commodity price volatility.

- 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 views that:
  - Economic growth accelerated in the first half of 2023, but ongoing Federal Reserve monetary policy tightening to slow inflation is weighing on interest-rate sensitive industries. Sectors where interest rates play an outsized role, such as business investment and consumer spending on durable goods, will contract into 2024.
  - PNC's baseline outlook is for a mild recession starting in the first half of 2024, with a small contraction in real GDP of less than 1%, lasting into the second half of 2024. The unemployment rate will increase through the rest of 2023 and throughout 2024, peaking at close to 5% in early 2025. Inflation will slow with weaker demand, moving back to the Federal Reserve's 2% objective by mid-2024.
  - PNC expects the federal funds rate to remain unchanged in the near term, between 5.25% and 5.50% through mid-2024, when PNC expects federal funds rate cuts in response to the recession.

- PNC's ability to take certain capital actions, including returning capital to shareholders, is subject to PNC meeting or exceeding a stress capital buffer established by the Federal Reserve Board in connection with the Federal Reserve Board's Comprehensive Capital Analysis and Review (CCAR) process.

- 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 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 review of related models and the reliability of and risks resulting from extensive use of such models.

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Cautionary Statement Regarding Forward-Looking Information (Continued)

- 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 employees. These developments could include:
  - Changes to laws and regulations, including changes affecting oversight of the financial services industry, changes in the enforcement and interpretation of such laws and regulations, and changes in accounting and reporting standards.
  - Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries resulting in monetary losses, costs, or alterations in our business practices, and potentially causing reputational harm to PNC.
  - Results of the regulatory examination and supervision process, including our failure to satisfy requirements of agreements with governmental agencies.
  - Costs associated with obtaining rights in intellectual property claimed by others and of adequacy of our intellectual property protection in general.

- 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.

- Our reputation and business and operating results may be affected by our ability to appropriately meet or address environmental, social or governance targets, goals, commitments or concerns that may arise.

- We grow our business in part through acquisitions and new strategic initiatives. Risks and uncertainties include those presented by the nature of the business acquired and strategic initiative, 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, the integration of the acquired businesses into PNC after closing or any failure to execute strategic or operational plans.

- 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 manmade, natural and other disasters (including severe weather events), health emergencies, dislocations, geopolitical instabilities or events, terrorist activities, system failures or disruptions, security breaches, cyberattacks, international hostilities, or other extraordinary events beyond PNC's control through impacts on the economy and financial markets generally or on us or our counterparties, customers or third-party vendors and service providers specifically.

We provide greater detail regarding these as well as other factors in our 2022 Form 10-K and subsequent 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 other subsequent SEC filings. Our forward-looking statements may also be subject to other risks and uncertainties, including those we may discuss elsewhere in this news release 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.

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Exhibit 99.2

THE PNC FINANCIAL SERVICES GROUP, INC.

FINANCIAL SUPPLEMENT
THIRD QUARTER 2023
(Unaudited)

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
THIRD QUARTER 2023
(UNAUDITED)

The information contained in this Financial Supplement is preliminary, unaudited and based on data available on October 13, 2023. 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 (U.S.) 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 retail branch network is located coast-to-coast. PNC also has strategic international offices in four countries outside the U.S.

PRESENTATION OF NONINTEREST INCOME

In the fourth quarter of 2022, PNC updated the name of the noninterest income line item “Capital markets related” to “Capital markets and advisory.” This update did not impact the components of the category. All periods presented herein reflect these changes. For a description of each updated noninterest income revenue stream, see Note 1 Accounting Policies in our 2022 Form 10-K.

THE PNC FINANCIAL SERVICES GROUP, INC.
Cross Reference Index to Third Quarter 2023 Financial Supplement (Unaudited)
Financial Supplement Table Reference

Table 1: Consolidated Income Statement (Unaudited)

In millions, except per share data	Three months ended September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	Nine months ended September 30 2023	September 30 2022
Interest Income							
Loans	$ 4,643	$ 4,523	$ 4,258	$ 3,860	$ 3,138	$ 13,424	$ 7,935
Investment securities	892	883	885	836	715	2,660	1,890
Other	668	538	516	413	279	1,722	502
Total interest income	6,203	5,944	5,659	5,109	4,132	17,806	10,327
Interest Expense							
Deposits	1,792	1,531	1,291	812	340	4,614	455
Borrowed funds	993	903	783	613	317	2,679	542
Total interest expense	2,785	2,434	2,074	1,425	657	7,293	997
Net interest income	3,418	3,510	3,585	3,684	3,475	10,513	9,330
Noninterest Income							
Asset management and brokerage	348	348	356	345	357	1,052	1,099
Capital markets and advisory	168	213	262	336	299	643	960
Card and cash management	689	697	659	671	671	2,045	1,962
Lending and deposit services	315	298	306	296	287	919	838
Residential and commercial mortgage	201	98	177	184	143	476	463
Other (a) (b)	94	129	258	247	317	481	705
Total noninterest income	1,815	1,783	2,018	2,079	2,074	5,616	6,027
Total revenue	5,233	5,293	5,603	5,763	5,549	16,129	15,357
Provision For Credit Losses	129	146	235	408	241	510	69
Noninterest Expense							
Personnel	1,773	1,846	1,826	1,943	1,805	5,445	5,301
Occupancy	244	244	251	247	241	739	745
Equipment	347	349	350	369	344	1,046	1,026
Marketing	93	109	74	106	93	276	249
Other	788	824	820	809	797	2,432	2,375
Total noninterest expense	3,245	3,372	3,321	3,474	3,280	9,938	9,696
Income before income taxes and noncontrolling interests	1,859	1,775	2,047	1,881	2,028	5,681	5,592
Income taxes	289	275	353	333	388	917	1,027
Net income	1,570	1,500	1,694	1,548	1,640	4,764	4,565
Less: Net income attributable to noncontrolling interests	16	17	17	20	16	50	52
Preferred stock dividends (c)	104	127	68	120	65	299	181
Preferred stock discount accretion and redemptions	2	2	2	1	1	6	4
Net income attributable to common shareholders	$ 1,448	$ 1,354	$ 1,607	$ 1,407	$ 1,558	$ 4,409	$ 4,328
Earnings Per Common Share							
Basic	$ 3.60	$ 3.36	$ 3.98	$ 3.47	$ 3.78	$ 10.95	$ 10.39
Diluted	$ 3.60	$ 3.36	$ 3.98	$ 3.47	$ 3.78	$ 10.94	$ 10.39
Average Common Shares Outstanding							
Basic	400	401	401	404	410	401	414
Diluted	400	401	402	404	410	401	415
Efficiency	62 %	64 %	59 %	60 %	59 %	62 %	63 %
Noninterest income to total revenue	35 %	34 %	36 %	36 %	37 %	35 %	39 %
Effective tax rate (d)	15.5 %	15.5 %	17.2 %	17.7 %	19.1 %	16.1 %	18.4 %

(a) Includes net gains (losses) on sale of securities of less than $1 million, $(2) million, less than $1 million, $(3) million and less than $1 million for the quarters ended September 30, 2023, June 30, 2023, March 31, 2023, December 31, 2022 and September 30, 2022, respectively, and $(2) million and $(4) million for the nine months ended September 30, 2023 and September 30, 2022, respectively.

(b) Includes Visa Class B derivative fair value adjustments of $(51) million, $(83) million, $(45) million, $(41) million and $13 million for the quarters ended September 30, 2023, June 30, 2023, March 31, 2023, December 31, 2022 and September 30, 2022, respectively, and $(179) million and $1 million for the nine months ended September 30, 2023 and September 30, 2022, respectively.

(c) Dividends are payable quarterly other than Series R and Series S preferred stock, which are payable semiannually.

(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.

Table 2: Consolidated Balance Sheet (Unaudited)

In millions, except par value	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Assets					
Cash and due from banks	$ 5,300	$ 6,191	$ 5,940	$ 7,043	$ 6,548
Interest-earning deposits with banks (a)	41,484	38,259	33,865	27,320	40,278
Loans held for sale (b)	923	835	998	1,010	1,126
Investment securities – available for sale	40,590	41,787	43,220	44,159	45,798
Investment securities – held to maturity	91,797	93,874	95,019	95,175	90,653
Loans (b)	318,416	321,761	326,475	326,025	315,400
Allowance for loan and lease losses	(4,767)	(4,737)	(4,741)	(4,741)	(4,581)
Net loans	313,649	317,024	321,734	321,284	310,819
Equity investments	8,046	8,015	8,323	8,437	8,130
Mortgage servicing rights	4,006	3,455	3,293	3,423	3,206
Goodwill	10,987	10,987	10,987	10,987	10,987
Other (b)	40,552	37,780	38,398	38,425	41,932
Total assets	$ 557,334	$ 558,207	$ 561,777	$ 557,263	$ 559,477
Liabilities					
Deposits					
Noninterest-bearing	$ 105,672	$ 110,527	$ 118,014	$ 124,486	$ 138,423
Interest-bearing	317,937	316,962	318,819	311,796	299,771
Total deposits	423,609	427,489	436,833	436,282	438,194
Borrowed funds					
Federal Home Loan Bank borrowings	36,000	34,000	32,020	32,075	30,075
Senior debt	22,407	22,005	19,622	16,657	13,357
Subordinated debt	4,728	5,548	5,630	6,307	7,286
Other (b)	3,032	3,831	3,550	3,674	3,915
Total borrowed funds	66,167	65,384	60,822	58,713	54,633
Allowance for unfunded lending related commitments	640	663	672	694	682
Accrued expenses and other liabilities (b)	17,437	15,325	14,376	15,762	19,245
Total liabilities	507,853	508,861	512,703	511,451	512,754
Equity					
Preferred stock (c)					
Common stock - $5 par value					
Authorized 800,000,000 shares, issued 543,012,047, 543,012,047, 542,874,855, 542,874,829 and 542,768,817 shares	2,715	2,715	2,714	2,714	2,714
Capital surplus	19,971	19,934	19,864	18,376	19,810
Retained earnings	56,170	55,346	54,598	53,572	52,777
Accumulated other comprehensive income (loss)	(10,261)	(9,525)	(9,108)	(10,172)	(10,486)
Common stock held in treasury at cost: 144,671,252, 144,763,739, 143,781,812, 142,298,689 and 138,582,781 shares	(19,141)	(19,150)	(19,024)	(18,716)	(18,127)
Total shareholders' equity	49,454	49,320	49,044	45,774	46,688
Noncontrolling interests	27	26	30	38	35
Total equity	49,481	49,346	49,074	45,812	46,723
Total liabilities and equity	$ 557,334	$ 558,207	$ 561,777	$ 557,263	$ 559,477

(a) Amounts include balances held with the Federal Reserve Bank of $41.1 billion, $37.8 billion, $32.5 billion, $26.9 billion and $39.8 billion as of September 30, 2023, June 30, 2023, March 31, 2023, December 31, 2022 and September 30, 2022, respectively.

(b) Amounts include assets and liabilities for which PNC has elected the fair value option. Our second quarter 2023 Form 10-Q included, and our third quarter 2023 Form 10-Q will include, additional information regarding these items.

(c) Par value less than $0.5 million at each date.

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

	Three months ended					*Nine months ended*	
In millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Assets							
Interest-earning assets:							
Investment securities							
Securities available for sale							
Residential mortgage-backed							
Agency	$ 31,020	$ 31,180	$ 31,850	$ 31,818	$ 32,500	$ 31,347	$ 45,633
Non-agency	627	663	689	714	748	659	885
Commercial mortgage-backed	2,880	2,948	3,102	3,377	3,489	2,976	4,354
Asset-backed	989	575	218	105	110	597	2,885
U.S. Treasury and government agencies	7,996	8,231	9,088	10,345	11,789	8,434	25,448
Other	2,931	2,997	3,263	3,370	3,506	3,062	4,189
Total securities available for sale	46,443	46,594	48,210	49,729	52,142	47,075	83,394
Securities held to maturity							
Residential mortgage-backed	44,112	45,033	45,616	44,184	39,329	44,914	24,317
Commercial mortgage-backed	2,346	2,396	2,453	2,323	2,069	2,398	1,089
Asset-backed	6,463	6,712	7,026	6,995	6,571	6,732	3,587
U.S. Treasury and government agencies	37,043	36,912	36,748	36,441	34,279	36,902	21,243
Other	3,256	3,391	3,338	3,218	2,600	3,329	1,585
Total securities held to maturity	93,220	94,444	95,181	93,161	84,848	94,275	51,821
Total investment securities	139,663	141,038	143,391	142,890	136,990	141,350	135,215
Loans							
Commercial and industrial	175,206	180,878	182,017	179,111	172,788	179,342	165,142
Commercial real estate	36,032	35,938	36,110	36,181	35,140	36,026	34,541
Equipment lease financing	6,441	6,364	6,452	6,275	6,202	6,419	6,168
Consumer	54,744	55,070	55,020	54,809	54,563	54,944	54,692
Residential real estate	47,081	46,284	45,927	45,499	44,333	46,435	42,378
Total loans	319,504	324,534	325,526	321,875	313,026	323,166	302,921
Interest-earning deposits with banks (c)	38,352	31,433	34,054	30,395	31,892	34,629	44,641
Other interest-earning assets	8,777	9,215	8,806	9,690	9,560	8,933	9,637
Total interest-earning assets	506,296	506,220	511,777	504,850	491,468	508,078	492,414
Noninterest-earning assets	48,667	49,287	50,555	52,356	55,629	49,496	56,029
Total assets	$ 554,963	$ 555,507	$ 562,332	$ 557,206	$ 547,097	$ 557,574	$ 548,443
Liabilities and Equity							
Interest-bearing liabilities:							
Interest-bearing deposits							
Money market	$ 64,310	$ 63,691	$ 65,753	$ 63,944	$ 60,934	$ 64,579	$ 60,510
Demand	123,730	124,111	124,376	122,501	120,358	124,070	117,485
Savings	100,643	102,415	104,408	102,020	106,761	102,475	108,112
Time deposits	25,872	22,342	20,519	12,982	10,020	22,931	12,125
Total interest-bearing deposits	314,555	312,559	315,056	301,447	298,073	314,055	298,232
Borrowed funds							
Federal Home Loan Bank borrowings	34,109	33,752	32,056	30,640	16,708	33,313	7,957
Senior debt	23,479	20,910	19,679	16,312	14,597	21,370	16,249
Subordinated debt	5,293	5,850	6,100	6,933	7,614	5,745	7,131
Other	4,584	5,180	5,133	5,346	5,342	4,964	5,457
Total borrowed funds	67,465	65,692	62,968	59,231	44,261	65,392	36,794
Total interest-bearing liabilities	382,020	378,251	378,024	360,678	342,334	379,447	335,026
Noninterest-bearing liabilities and equity:							
Noninterest-bearing deposits	107,981	113,178	121,176	133,461	141,167	114,063	148,062
Accrued expenses and other liabilities	15,629	15,063	16,014	17,461	15,699	15,567	16,061
Equity	49,333	49,015	47,118	45,606	47,897	48,497	49,294
Total liabilities and equity	$ 554,963	$ 555,507	$ 562,332	$ 557,206	$ 547,097	$ 557,574	$ 548,443

(a) Calculated using average daily balances.

(b) Nonaccrual loans are included in loans, net of unearned income. The impact of financial derivatives used in interest rate risk management is included in the interest income/expense and average yields/rates of the related assets and liabilities. Basis adjustments related to hedged items are included in noninterest-earning assets and noninterest-bearing liabilities. Average balances of securities are based on amortized historical cost (excluding adjustments to fair value, which are included in other assets). Average balances for certain loans and borrowed funds accounted for at fair value are included in noninterest-earning assets and noninterest-bearing liabilities, with changes in fair value recorded in Noninterest income.

(c) Amounts include average balances held with the Federal Reserve Bank of $37.9 billion, $30.6 billion, $33.5 billion, $30.0 billion and $31.5 billion for the three months ended September 30, 2023, June 30, 2023, March 31, 2023, December 31, 2022 and September 30, 2022 and $34.0 billion and $44.2 billion for the nine months ended September 30, 2023 and September 30,2022, respectively.

Table 4: Details of Net Interest Margin (Unaudited)

	Three months ended					Nine months ended	
	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Average yields/rates (a)							
Yield on interest-earning assets							
Investment securities							
Securities available for sale							
Residential mortgage-backed							
Agency	2.73 %	2.67 %	2.67 %	2.54 %	2.36 %	2.69 %	2.01 %
Non-agency	10.42 %	9.39 %	8.53 %	7.85 %	7.62 %	9.42 %	7.57 %
Commercial mortgage-backed	3.41 %	2.84 %	2.62 %	2.75 %	2.70 %	2.95 %	2.49 %
Asset-backed	6.30 %	6.56 %	7.04 %	11.98 %	6.31 %	6.44 %	1.56 %
U.S. Treasury and government agencies	2.28 %	2.20 %	2.05 %	1.96 %	1.73 %	2.17 %	1.36 %
Other	2.58 %	2.55 %	2.47 %	2.39 %	2.47 %	2.53 %	2.61 %
Total securities available for sale	2.87 %	2.73 %	2.64 %	2.52 %	2.33 %	2.75 %	1.91 %
Securities held to maturity							
Residential mortgage-backed	2.72 %	2.72 %	2.74 %	2.60 %	2.30 %	2.73 %	2.14 %
Commercial mortgage-backed	5.55 %	5.35 %	4.95 %	4.57 %	3.50 %	5.28 %	3.04 %
Asset-backed	4.36 %	4.10 %	3.97 %	3.44 %	2.58 %	4.14 %	2.31 %
U.S. Treasury and government agencies	1.34 %	1.34 %	1.33 %	1.30 %	1.19 %	1.34 %	1.14 %
Other	4.57 %	4.65 %	4.62 %	4.47 %	4.10 %	4.61 %	4.12 %
Total securities held to maturity	2.42 %	2.41 %	2.41 %	2.27 %	1.96 %	2.41 %	1.82 %
Total investment securities	2.57 %	2.52 %	2.49 %	2.36 %	2.10 %	2.52 %	1.88 %
Loans							
Commercial and industrial	5.86 %	5.70 %	5.34 %	4.70 %	3.69 %	5.64 %	3.14 %
Commercial real estate	6.59 %	6.37 %	6.02 %	5.28 %	4.27 %	6.33 %	3.44 %
Equipment lease financing	4.72 %	4.51 %	4.28 %	4.18 %	3.85 %	4.51 %	3.73 %
Consumer	6.89 %	6.57 %	6.34 %	5.88 %	5.32 %	6.60 %	4.89 %
Residential real estate	3.52 %	3.41 %	3.35 %	3.28 %	3.21 %	3.43 %	3.12 %
Total loans	5.75 %	5.57 %	5.29 %	4.75 %	3.98 %	5.54 %	3.50 %
Interest-earning deposits with banks	5.44 %	5.10 %	4.58 %	3.76 %	2.32 %	5.05 %	0.87 %
Other interest-earning assets	6.66 %	5.96 %	5.75 %	5.20 %	3.94 %	6.12 %	2.92 %
Total yield on interest-earning assets	4.87 %	4.70 %	4.46 %	4.02 %	3.35 %	4.68 %	2.80 %
Rate on interest-bearing liabilities							
Interest-bearing deposits							
Money market	3.10 %	2.79 %	2.40 %	1.75 %	0.85 %	2.76 %	0.36 %
Demand	2.15 %	1.89 %	1.58 %	1.14 %	0.59 %	1.87 %	0.26 %
Savings	1.49 %	1.26 %	1.03 %	0.50 %	0.09 %	1.26 %	0.06 %
Time deposits	3.67 %	3.26 %	3.00 %	1.45 %	0.26 %	3.34 %	0.18 %
Total interest-bearing deposits	2.26 %	1.96 %	1.66 %	1.07 %	0.45 %	1.96 %	0.20 %
Borrowed funds							
Federal Home Loan Bank borrowings	5.55 %	5.28 %	4.80 %	3.92 %	2.60 %	5.22 %	2.20 %
Senior debt	6.17 %	5.91 %	5.39 %	4.30 %	2.96 %	5.85 %	1.80 %
Subordinated debt	6.52 %	6.19 %	5.69 %	4.79 %	3.43 %	6.12 %	2.30 %
Other	4.49 %	3.79 %	3.70 %	3.24 %	2.20 %	3.98 %	1.54 %
Total borrowed funds	5.77 %	5.44 %	4.98 %	4.07 %	2.81 %	5.41 %	1.95 %
Total rate on interest-bearing liabilities	2.86 %	2.56 %	2.20 %	1.55 %	0.75 %	2.54 %	0.39 %
Interest rate spread	2.01 %	2.14 %	2.26 %	2.47 %	2.60 %	2.14 %	2.41 %
Benefit from use of noninterest-bearing sources (b)	0.70 %	0.65 %	0.58 %	0.45 %	0.22 %	0.64 %	0.13 %
Net interest margin	2.71 %	2.79 %	2.84 %	2.92 %	2.82 %	2.78 %	2.54 %

(a) Yields and rates are calculated using the applicable annualized interest income or interest expense divided by the applicable average earning assets or interest-bearing liabilities. Net interest margin is the total yield on interest-earning assets minus the total rate on interest-bearing liabilities and includes the benefit from use of noninterest-bearing sources. To provide more meaningful comparisons of net interest margins, we use net interest income on a taxable-equivalent basis in calculating average yields used in the calculation of net interest margin 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 GAAP in the Consolidated Income Statement. The taxable-equivalent adjustments to net interest income for the three months ended September 30, 2023, June 30, 2023, March 31, 2023, December 31, 2022 and September 30, 2022 were $36 million, $37 million, $38 million, $36 million and $29 million, respectively. The taxable-equivalent adjustments to net interest income for the nine months ended September 30, 2023 and September 30, 2022 were $111 million and $76 million, respectively.

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

Table 5: Details of Loans (Unaudited)

In millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Commercial					
Commercial and industrial					
Manufacturing	$ 29,163	$ 30,586	$ 32,132	$ 30,845	$ 28,629
Retail/wholesale trade	28,284	28,751	29,172	29,176	27,532
Financial services	22,770	21,823	22,534	21,320	21,590
Service providers	21,680	22,277	23,186	23,548	22,043
Real estate related (a)	16,182	17,200	17,548	17,780	17,513
Technology, media & telecommunications	10,989	11,158	11,338	11,845	11,366
Health care	10,092	10,186	10,537	10,649	10,420
Transportation and warehousing	7,891	8,048	7,824	7,858	7,977
Other industries	27,112	27,600	28,726	29,198	26,743
Total commercial and industrial	174,163	177,629	182,997	182,219	173,813
Commercial real estate	35,776	35,928	35,991	36,316	35,592
Equipment lease financing	6,493	6,400	6,424	6,514	6,192
Total commercial	216,432	219,957	225,412	225,049	215,597
Consumer					
Residential real estate	47,359	46,834	46,067	45,889	45,057
Home equity	26,159	26,200	26,203	25,983	25,367
Automobile	14,940	15,065	14,923	14,836	15,025
Credit card	7,060	7,092	6,961	7,069	6,774
Education	2,020	2,058	2,131	2,173	2,287
Other consumer	4,446	4,555	4,778	5,026	5,293
Total consumer	101,984	101,804	101,063	100,976	99,803
Total loans	$ 318,416	$ 321,761	$ 326,475	$ 326,025	$ 315,400

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

Allowance for Credit Losses (Unaudited)

Table 6: Change in Allowance for Loan and Lease Losses

	Three months ended					*Nine months ended*	
Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Allowance for loan and lease losses							
Beginning balance	$ 4,737	$ 4,741	$ 4,741	$ 4,581	$ 4,462	$ 4,741	$ 4,868
Adoption of ASU 2022-02 (a)			(35)			(35)	
Beginning balance, adjusted	4,737	4,741	4,706	4,581	4,462	4,706	4,868
Gross charge-offs:							
Commercial and industrial	(43)	(45)	(104)	(121)	(65)	(192)	(136)
Commercial real estate	(25)	(87)	(12)	(22)	(7)	(124)	(22)
Equipment lease financing	(4)	(3)	(4)	(2)	(1)	(11)	(4)
Residential real estate	(1)	(2)	(3)	(2)	(2)	(6)	(9)
Home equity	(4)	(5)	(6)	(6)	(3)	(15)	(9)
Automobile	(30)	(28)	(33)	(34)	(32)	(91)	(118)
Credit card	(78)	(80)	(74)	(62)	(59)	(232)	(194)
Education	(4)	(5)	(4)	(4)	(4)	(13)	(12)
Other consumer	(44)	(38)	(42)	(64)	(49)	(124)	(164)
Total gross charge-offs	(233)	(293)	(282)	(317)	(222)	(808)	(668)
Recoveries:							
Commercial and industrial	45	33	20	33	23	98	68
Commercial real estate	2		2	2	1	4	3
Equipment lease financing	2	3	3	1	1	8	7
Residential real estate	3	4	3	2	4	10	15
Home equity	12	13	11	13	19	36	58
Automobile	26	27	24	24	30	77	100
Credit card	10	11	11	8	12	32	43
Education	1	2	2	1	1	5	4
Other consumer	11	6	11	9	12	28	31
Total recoveries	112	99	87	93	103	298	329
Net (charge-offs) / recoveries:							
Commercial and industrial	2	(12)	(84)	(88)	(42)	(94)	(68)
Commercial real estate	(23)	(87)	(10)	(20)	(6)	(120)	(19)
Equipment lease financing	(2)		(1)	(1)		(3)	3
Residential real estate	2	2			2	4	6
Home equity	8	8	5	7	16	21	49
Automobile	(4)	(1)	(9)	(10)	(2)	(14)	(18)
Credit card	(68)	(69)	(63)	(54)	(47)	(200)	(151)
Education	(3)	(3)	(2)	(3)	(3)	(8)	(8)
Other consumer	(33)	(32)	(31)	(55)	(37)	(96)	(133)
Total net (charge-offs)	(121)	(194)	(195)	(224)	(119)	(510)	(339)
Provision for credit losses (b)	153	189	229	380	241	571	59
Other	(2)	1	1	4	(3)		(7)
Ending balance	$ 4,767	$ 4,737	$ 4,741	$ 4,741	$ 4,581	$ 4,767	$ 4,581
Supplemental Information							
Net charge-offs							
Commercial net charge-offs	$ (23)	$ (99)	$ (95)	$ (109)	$ (48)	$ (217)	$ (84)
Consumer net charge-offs	(98)	(95)	(100)	(115)	(71)	(293)	(255)
Total net charge-offs	$ (121)	$ (194)	$ (195)	$ (224)	$ (119)	$ (510)	$ (339)
Net charge-offs to average loans (annualized)	0.15 %	0.24 %	0.24 %	0.28 %	0.15 %	0.21 %	0.15 %
Commercial	0.04 %	0.18 %	0.17 %	0.20 %	0.09 %	0.13 %	0.05 %
Consumer	0.38 %	0.38 %	0.40 %	0.45 %	0.28 %	0.39 %	0.35 %

(a) Represents the impact of adopting ASU 2022-02 *Financial Instruments - Credit Losses (Topic 326): Troubled Debt Restructurings and Vintage Disclosures* on January 1, 2023 . Our second quarter 2023 Form 10-Q included, and our third quarter 2023 Form 10-Q will include additional information related to our adoption of this ASU.

(b) See Table 7 for the components of the Provision for credit losses being reported on the Consolidated Income Statement.

Allowance for Credit Losses (Unaudited) (Continued)

Table 7: Components of the Provision for Credit Losses

	Three months ended					Nine months ended	
'n millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Provision for credit losses							
Loans and leases	$ 153	$ 189	$ 229	$ 380	$ 241	$ 571	$ 59
Unfunded lending related commitments	(23)	(9)	(22)	12	1	(54)	20
Investment securities	(10)		(1)	10	3	(11)	7
Other financial assets	9	(34)	29	6	(4)	4	(17)
Total provision for credit losses	$ 129	$ 146	$ 235	$ 408	$ 241	$ 510	$ 69

Table 8: Allowance for Credit Losses by Loan Class (a)

	September 30, 2023			June 30, 2023			September 30, 2022		
Dollars in millions	Allowance Amount	Total Loans	% of Total Loans	Allowance Amount	Total Loans	% of Total Loans	Allowance Amount	Total Loans	% of Total Loans
Allowance for loan and lease losses									
Commercial									
Commercial and industrial	$ 1,843	$ 174,163	1.06 %	$ 1,836	$ 177,629	1.03 %	$ 1,974	$ 173,813	1.14 %
Commercial real estate	1,270	35,776	3.55 %	1,206	35,928	3.36 %	994	35,592	2.79 %
Equipment lease financing	109	6,493	1.68 %	100	6,400	1.56 %	93	6,192	1.50 %
Total commercial	3,222	216,432	1.49 %	3,142	219,957	1.43 %	3,061	215,597	1.42 %
Consumer									
Residential real estate	62	47,359	0.13 %	72	46,834	0.15 %	50	45,057	0.11 %
Home equity	288	26,159	1.10 %	294	26,200	1.12 %	215	25,367	0.85 %
Automobile	169	14,940	1.13 %	188	15,065	1.25 %	214	15,025	1.42 %
Credit card	762	7,060	10.79 %	765	7,092	10.79 %	732	6,774	10.81 %
Education	56	2,020	2.77 %	61	2,058	2.96 %	64	2,287	2.80 %
Other consumer	208	4,446	4.68 %	215	4,555	4.72 %	245	5,293	4.63 %
Total consumer	1,545	101,984	1.51 %	1,595	101,804	1.57 %	1,520	99,803	1.52 %
Total	4,767	$ 318,416	1.50 %	4,737	$ 321,761	1.47 %	4,581	$ 315,400	1.45 %
Allowance for unfunded lending related commitments	640			663			682		
Allowance for credit losses	$ 5,407			$ 5,400			$ 5,263		
Supplemental Information									
Allowance for credit losses to total loans			1.70 %			1.68 %			1.67 %
Commercial			1.73 %			1.68 %			1.70 %
Consumer			1.62 %			1.67 %			1.60 %

(a) Excludes allowances for investment securities and other financial assets, which together totaled $131 million, $171 million and $162 million at September 30, 2023, June 30, 2023 and September 30, 2022, respectively.

Details of Nonperforming Assets (Unaudited)

Table 9: Nonperforming Assets by Type

Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Nonperforming loans (a)					
Commercial					
Commercial and industrial					
Service providers	$ 162	$ 114	$ 128	$ 174	$ 223
Technology, media & telecommunications	51	55	22	20	20
Transportation and warehousing	44	33	24	27	29
Retail/wholesale trade	41	41	82	151	158
Health care	37	60	57	50	45
Manufacturing	34	50	105	85	88
Real estate related (b)	31	42	43	50	47
Other industries	58	75	87	106	138
Total commercial and industrial	458	470	548	663	748
Commercial real estate	723	350	337	189	148
Equipment lease financing	30	7	6	6	7
Total commercial	1,211	827	891	858	903
Consumer (c)					
Residential real estate	330	429	432	424	429
Home equity	446	506	523	526	530
Automobile	114	133	145	155	167
Credit card	11	10	9	8	6
Other consumer	11	8	10	14	33
Total consumer	912	1,086	1,119	1,127	1,165
Total nonperforming loans (d)	2,123	1,913	2,010	1,985	2,068
OREO and foreclosed assets	35	36	38	34	33
Total nonperforming assets	$ 2,158	$ 1,949	$ 2,048	$ 2,019	$ 2,101
Nonperforming loans to total loans	0.67 %	0.59 %	0.62 %	0.61 %	0.66 %
Nonperforming assets to total loans, OREO and foreclosed assets	0.68 %	0.61 %	0.63 %	0.62 %	0.67 %
Nonperforming assets to total assets	0.39 %	0.35 %	0.36 %	0.36 %	0.38 %
Allowance for loan and lease losses to nonperforming loans	225 %	248 %	236 %	239 %	222 %

(a) In connection with the adoption of ASU 2022-02 *Financial Instruments - Credit Losses (Topic 326): Troubled Debt Restructurings and Vintage Disclosures,* nonperforming loan amounts after January 1, 2023 include certain loans whose terms were modified as a result of a borrower's financial difficulty. Prior year amounts included nonperforming TDRs, for which accounting guidance was eliminated effective January 1, 2023. Our second quarter 2023 Form 10-Q included, and our third quarter 2023 Form 10-Q will include additional information related to our adoption of this ASU.
(b) Represents loans related to customers in the real estate and construction industries.
(c) Excludes most unsecured consumer loans and lines of credit, which are charged off after 120 to 180 days past due and are not placed on nonperforming status.
(d) Nonperforming loans exclude certain government insured or guaranteed loans, loans held for sale and loans accounted for under the fair value option.

Table 10: Change in Nonperforming Assets

In millions	July 1, 2023 - September 30, 2023	April 1, 2023 - June 30, 2023	January 1, 2023 - March 31, 2023	October 1, 2022 - December 31, 2022	July 1, 2022 - September 30, 2022
Beginning balance	$ 1,949	$ 2,048	$ 2,019	$ 2,101	$ 2,075
New nonperforming assets	641	410	452	346	438
Charge-offs and valuation adjustments	(91)	(135)	(122)	(174)	(79)
Principal activity, including paydowns and payoffs	(112)	(297)	(172)	(139)	(182)
Asset sales and transfers to loans held for sale	(7)	(12)	(46)	(22)	(3)
Returned to performing status (a)	(222)	(65)	(83)	(93)	(148)
Ending balance	$ 2,158	$ 1,949	$ 2,048	$ 2,019	$ 2,101

(a) Amounts for the three months ended September 30, 2023 include updates to our return to accrual guidelines to bring consistency across consumer loan classes as to how and when loans become eligible to return to performing status.

Accruing Loans Past Due (Unaudited)

The CARES Act Credit reporting rules expired in the third quarter of 2023 and as such, delinquency status at September 30, 2023 is being reported for all loans based on the contractual terms of the loan. Prior period amounts continue to be presented in accordance with the credit reporting rules under the CARES Act, which required certain loans modified due to pandemic related hardships to not be reported as past due based on the contractual terms of the loan, even when borrowers may not have made payments on their loans during the modification period.

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

Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Commercial					
Commercial and industrial	$ 84	$ 64	$ 119	$ 169	$ 321
Commercial real estate	2	10	25	19	11
Equipment lease financing	25	14	33	20	6
Total commercial	111	88	177	208	338
Consumer					
Residential real estate					
Non government insured	179	151	167	190	223
Government insured	78	77	78	91	75
Home equity	59	56	48	53	46
Automobile	83	84	79	106	96
Credit card	50	49	48	50	44
Education					
Non government insured	6	5	6	5	6
Government insured	26	28	29	29	30
Other consumer	15	17	13	15	21
Total consumer	496	467	468	539	541
Total	$ 607	$ 555	$ 645	$ 747	$ 879
Supplemental Information					
Total accruing loans past due 30-59 days to total loans	0.19 %	0.17 %	0.20 %	0.23 %	0.28 %
Commercial	0.05 %	0.04 %	0.08 %	0.09 %	0.16 %
Consumer	0.49 %	0.46 %	0.46 %	0.53 %	0.54 %

(a) Excludes loans held for sale.

Accruing Loans Past Due (Unaudited) (Continued)

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

Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Commercial					
Commercial and industrial	$ 32	$ 47	$ 21	$ 27	$ 55
Commercial real estate	2		1	4	4
Equipment lease financing	6	5	5	4	6
Total commercial	40	52	27	35	65
Consumer					
Residential real estate					
Non government insured	52	36	43	54	49
Government insured	51	50	55	58	46
Home equity	22	18	18	20	16
Automobile	19	20	18	25	21
Credit card	38	36	35	35	30
Education					
Non government insured	3	2	4	2	4
Government insured	19	15	17	20	22
Other consumer	9	9	8	12	15
Total consumer	213	186	198	226	203
Total	$ 253	$ 238	$ 225	$ 261	$ 268
Supplemental Information					
Total accruing loans past due 60-89 days to total loans	0.08 %	0.07 %	0.07 %	0.08 %	0.08 %
Commercial	0.02 %	0.02 %	0.01 %	0.02 %	0.03 %
Consumer	0.21 %	0.18 %	0.20 %	0.22 %	0.20 %

(a) Excludes loans held for sale.

Accruing Loans Past Due (Unaudited) (Continued)

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

Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Commercial					
Commercial and industrial	$ 102	$ 112	$ 134	$ 137	$ 139
Commercial real estate					5
Total commercial	102	112	134	137	144
Consumer					
Residential real estate					
Non government insured	36	30	26	32	30
Government insured	146	144	152	167	166
Automobile	6	5	5	7	6
Credit card	80	71	74	70	58
Education					
Non government insured	2	2	2	2	2
Government insured	46	46	54	57	61
Other consumer	9	9	9	10	12
Total consumer	325	307	322	345	335
Total	$ 427	$ 419	$ 456	$ 482	$ 479
Supplemental Information					
Total accruing loans past due 90 days or more to total loans	0.13 %	0.13 %	0.14 %	0.15 %	0.15 %
Commercial	0.05 %	0.05 %	0.06 %	0.06 %	0.07 %
Consumer	0.32 %	0.30 %	0.32 %	0.34 %	0.34 %
Total accruing loans past due	$ 1,287	$ 1,212	$ 1,326	$ 1,490	$ 1,626
Commercial	$ 253	$ 252	$ 338	$ 380	$ 547
Consumer	$ 1,034	$ 960	$ 988	$ 1,110	$ 1,079
Total accruing loans past due to total loans	0.40 %	0.38 %	0.41 %	0.46 %	0.52 %
Commercial	0.12 %	0.11 %	0.15 %	0.17 %	0.25 %
Consumer	1.01 %	0.94 %	0.98 %	1.10 %	1.08 %

(a) Excludes loans held for sale.

Business Segment Descriptions (Unaudited)

Retail Banking provides deposit, lending, brokerage, insurance services, investment management and cash management products and services to consumer and small business customers who are serviced through our coast-to-coast branch network, digital channels, ATMs, or through our phone-based customer contact centers. Deposit products include checking, savings and money market accounts and time deposits. 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 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, capital markets and advisory 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. The Treasury Management business provides corporations with cash and investment management services, receivables and disbursement management services, funds transfer services, international payment services and access to online/mobile information management and reporting services. Capital markets and advisory includes services and activities primarily related to merger and acquisitions advisory, equity capital markets advisory, asset-backed financing, loan syndication, securities underwriting and customer-related trading. We also provide commercial loan servicing and technology solutions for the commercial real estate finance industry. Products and services are provided nationally.

Asset Management Group provides private banking for high net worth and ultra high net worth clients and institutional asset management. The Asset Management group is composed of two operating units:

- PNC Private Bank provides products and services to emerging affluent, high net worth and ultra high net worth individuals and their families, including investment and retirement planning, customized investment management, credit and cash management solutions, trust management and administration. In addition, multi-generational family planning services are also provided to ultra high net worth individuals and their families, which include estate, financial, tax, fiduciary and customized performance reporting through PNC Private Bank Hawthorn.
- Institutional Asset Management provides outsourced chief investment officer, custody, private real estate, cash and fixed income client solutions, retirement plan fiduciary investment services to institutional clients, including corporations, healthcare systems, insurance companies, unions, municipalities and non-profits.

Table 14: Period End Employees

	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022
Full-time employees					
Retail Banking	29,692	30,446	31,583	32,467	33,288
Other full-time employees	27,725	27,785	27,874	27,427	26,328
Total full-time employees	57,417	58,231	59,457	59,894	59,616
Part-time employees					
Retail Banking	1,480	1,567	1,537	1,577	1,520
Other part-time employees	70	503	79	74	77
Total part-time employees	1,550	2,070	1,616	1,651	1,597
Total	58,967	60,301	61,073	61,545	61,213

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

	Three months ended					Nine months ended	
In millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Net Income							
Retail Banking	$ 1,094	$ 954	$ 647	$ 752	$ 560	$ 2,695	$ 1,222
Corporate & Institutional Banking	960	817	1,059	982	929	2,836	2,888
Asset Management Group	73	63	52	52	90	188	278
Other	(573)	(351)	(81)	(258)	45	(1,005)	125
Net income excluding noncontrolling interests	$ 1,554	$ 1,483	$ 1,677	$ 1,528	$ 1,624	$ 4,714	$ 4,513
Revenue							
Retail Banking	$ 3,360	$ 3,150	$ 3,024	$ 3,079	$ 2,742	$ 9,534	$ 7,428
Corporate & Institutional Banking	2,254	2,202	2,300	2,451	2,255	6,756	6,440
Asset Management Group	362	353	357	375	396	1,072	1,169
Other	(743)	(412)	(78)	(142)	156	(1,233)	320
Total revenue	$ 5,233	$ 5,293	$ 5,603	$ 5,763	$ 5,549	$ 16,129	$ 15,357

(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.

Table 16: Retail Banking (Unaudited) (a)

	Three months ended					Nine months ended	
Dollars in millions	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Income Statement							
Net interest income	$ 2,576	$ 2,448	$ 2,281	$ 2,330	$ 2,017	$ 7,305	$ 5,210
Noninterest income	784	702	743	749	725	2,229	2,218
Total revenue	3,360	3,150	3,024	3,079	2,742	9,534	7,428
Provision for (recapture of) credit losses	42	(14)	238	193	92	266	66
Noninterest expense	1,876	1,904	1,927	1,892	1,901	5,707	5,706
Pretax earnings	1,442	1,260	859	994	749	3,561	1,656
Income taxes	337	295	202	232	175	834	389
Noncontrolling interests	11	11	10	10	14	32	45
Earnings	$ 1,094	$ 954 752	$ 647 322	$ 752	$ 560	$ 2,695	$ 1,222
Average Balance Sheet							
Loans held for sale	$ 633	$ 614	$ 542	$ 737	$ 837	$ 597	$ 991
Loans							
Consumer							
Residential real estate	$ 35,107	$ 35,150	$ 35,421	$ 35,286	$ 34,465	$ 35,225	$ 33,088
Home equity	24,591	24,663	24,571	24,126	23,393	24,608	22,916
Automobile	14,976	15,005	14,918	14,793	15,088	14,966	15,638
Credit card	7,075	7,015	6,904	6,882	6,684	6,999	6,532
Education	2,057	2,115	2,188	2,257	2,327	2,119	2,422
Other consumer	1,882	1,929	1,990	2,049	2,092	1,934	2,204
Total consumer	85,688	85,877	85,992	85,393	84,049	85,851	82,800
Commercial	11,733	11,708	11,438	11,181	10,881	11,628	11,176
Total loans	$ 97,421	$ 97,585	$ 97,430	$ 96,574	$ 94,930	$ 97,479	$ 93,976
Total assets	$ 114,724	$ 114,826	$ 115,384	$ 115,827	$ 114,619	$ 114,975	$ 113,157
Deposits							
Noninterest-bearing	$ 58,110	$ 59,464	$ 60,801	$ 64,031	$ 65,405	$ 59,448	$ 65,026
Interest-bearing	195,560	197,854	201,720	195,743	198,956	198,356	200,918
Total deposits	$ 253,670	$ 257,318	$ 262,521	$ 259,774	$ 264,361	$ 257,804	$ 265,944
Performance Ratios							
Return on average assets	3.78 %	3.33 %	2.27 %	2.58 %	1.94 %	3.13 %	1.44 %
Noninterest income to total revenue	23 %	22 %	25 %	24 %	26 %	23 %	30 %
Efficiency	56 %	60 %	64 %	61 %	69 %	60 %	77 %

(a) See note (a) on page 13.

Retail Banking (Unaudited) (Continued)

Dollars in millions, except as noted	Three months ended September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	Nine months ended September 30 2023	September 30 2022
Supplemental Noninterest Income Information							
Asset management and brokerage	$ 130	$ 123	$ 131	$ 128	$ 131	$ 384	$ 400
Card and cash management	$ 329	$ 344	$ 324	$ 335	$ 344	$ 997	$ 1,003
Lending and deposit services	$ 193	$ 176	$ 181	$ 172	$ 167	$ 550	$ 498
Residential and commercial mortgage	$ 128	$ 75	$ 104	$ 111	$ 38	$ 307	$ 208
Residential Mortgage Information							
Residential mortgage servicing statistics (in billions, except as noted) (a)							
Serviced portfolio balance (b)	$ 213	$ 191	$ 188	$ 190	$ 170		
Serviced portfolio acquisitions	$ 25	$ 7	$ 2	$ 24	$ 29	$ 34	$ 50
MSR asset value (b)	$ 2.8	$ 2.3	$ 2.2	$ 2.3	$ 2.1		
MSR capitalization value (in basis points) (b)	133	123	119	122	122		
Servicing income: (in millions)							
Servicing fees, net (c)	$ 67	$ 67	$ 78	$ 73	$ 50	$ 212	$ 119
Mortgage servicing rights valuation net of economic hedge	$ 37	$ (9)	$ 14	$ 24	$ (30)	$ 42	$ (15)
Residential mortgage loan statistics							
Loan origination volume (in billions)	$ 2.1	$ 2.4	$ 1.4	$ 2.1	$ 3.1	$ 5.9	$ 13.0
Loan sale margin percentage	2.43 %	2.23 %	2.26 %	2.20 %	1.97 %	2.31 %	2.13 %
Percentage of originations represented by:							
Purchase volume (d)	87 %	90 %	84 %	88 %	85 %	87 %	64 %
Refinance volume	13 %	10 %	16 %	12 %	15 %	13 %	36 %
Other Information (b)							
Customer-related statistics (average)							
Non-teller deposit transactions (e)	68 %	65 %	65 %	65 %	65 %	66 %	64 %
Digital consumer customers (f)	78 %	76 %	75 %	76 %	78 %	77 %	78 %
Credit-related statistics							
Nonperforming assets	$ 856	$ 981	$ 1,009	$ 1,003	$ 1,027		
Net charge-offs - loans and leases	$ 114	$ 109	$ 112	$ 108	$ 98	$ 335	$ 327
Other statistics							
ATMs	8,476	8,566	8,697	8,933	9,169		
Branches (g)	2,303	2,361	2,450	2,518	2,527		
Brokerage account client assets (in billions) (h)	$ 73	$ 75	$ 73	$ 70	$ 67		

(a) Represents mortgage loan servicing balances for third parties and the related income.
(b) Presented as of period end, except for average customer-related statistics and net charge-offs, which are both shown for the three and nine months ended.
(c) Servicing fees net of impact of decrease in MSR value due to passage of time, including the impact from regularly scheduled loan principal payments, prepayments and loans 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) Reflects all branches and solution centers excluding standalone 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 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Income Statement							
Net interest income	$ 1,419	$ 1,381	$ 1,414	$ 1,489	$ 1,368	$ 4,214	$ 3,781
Noninterest income	835	821	886	962	887	2,542	2,659
Total revenue	2,254	2,202	2,300	2,451	2,255	6,756	6,440
Provision for (recapture of) credit losses	102	209	(28)	183	150	283	15
Noninterest expense	895	921	939	990	890	2,755	2,661
Pretax earnings	1,257	1,072	1,389	1,278	1,215	3,718	3,764
Income taxes	292	250	325	291	281	867	864
Noncontrolling interests	5	5	5	5	5	15	12
Earnings	$ 960	$ 817	$ 1,059	$ 982	$ 929	$ 2,836	$ 2,888
Average Balance Sheet							
Loans held for sale	$ 283	$ 440	$ 456	$ 337	$ 449	$ 392	$ 522
Loans							
Commercial							
Commercial and industrial	$ 161,810	$ 167,357	$ 168,874	$ 166,176	$ 160,140	$ 165,987	$ 151,971
Commercial real estate	34,587	34,410	34,605	34,663	33,525	34,534	32,938
Equipment lease financing	6,441	6,364	6,451	6,274	6,202	6,419	6,168
Total commercial	202,838	208,131	209,930	207,113	199,867	206,940	191,077
Consumer	4	5	7	8	7	6	9
Total loans	$ 202,842	$ 208,136	$ 209,937	$ 207,121	$ 199,874	$ 206,946	$ 191,086
Total assets	$ 230,082	$ 234,174	$ 234,536	$ 234,120	$ 224,984	$ 232,914	$ 215,163
Deposits							
Noninterest-bearing	$ 48,123	$ 51,948	$ 58,529	$ 67,340	$ 73,523	$ 52,829	$ 80,197
Interest-bearing	93,563	89,068	86,832	79,916	71,925	89,845	68,514
Total deposits	$ 141,686	$ 141,016	$ 145,361	$ 147,256	$ 145,448	$ 142,674	$ 148,711
Performance Ratios							
Return on average assets	1.66 %	1.40 %	1.83 %	1.66 %	1.64 %	1.63 %	1.79 %
Noninterest income to total revenue	37 %	37 %	39 %	39 %	39 %	38 %	41 %
Efficiency	40 %	42 %	41 %	40 %	39 %	41 %	41 %
Other Information							
Consolidated revenue from:							
Treasury Management (b)	$ 849	$ 778	$ 785	$ 843	$ 753	$ 2,412	$ 1,958
Commercial mortgage banking activities:							
Commercial mortgage loans held for sale (c)	$ 17	$ 13	$ 27	$ 15	$ 26	$ 57	$ 62
Commercial mortgage loan servicing income (d)	43	44	39	52	66	126	204
Commercial mortgage servicing rights valuation, net of economic hedge	54	4	41	39	53	99	99
Total	$ 114	$ 61	$ 107	$ 106	$ 145	$ 282	$ 365
Commercial mortgage servicing statistics							
Serviced portfolio balance (in billions) (e)	$ 282	$ 280	$ 281	$ 281	$ 282		
MSR asset value (e)	$ 1,169	$ 1,106	$ 1,061	$ 1,113	$ 1,132		
Average loans by C&IB business (f)							
Corporate Banking	$ 113,538	$ 117,259	$ 119,602	$ 115,126	$ 110,665	$ 116,777	$ 103,055
Real Estate	47,234	47,692	47,297	48,031	45,837	47,407	44,427
Business Credit	29,900	30,613	30,180	30,087	28,930	30,230	27,913
Commercial Banking	7,861	8,225	8,430	8,683	9,008	8,170	9,500
Other	4,309	4,347	4,428	5,194	5,434	4,362	6,191
Total average loans	$ 202,842	$ 208,136	$ 209,937	$ 207,121	$ 199,874	$ 206,946	$ 191,086
Credit-related statistics							
Nonperforming assets (e)	$ 1,130	$ 738	$ 801	$ 761	$ 779		
Net charge-offs - loans and leases	$ 12	$ 93	$ 85	$ 100	$ 33	$ 190	$ 43

(a) See note (a) on page 13.
(b) Amounts are reported in net interest income and noninterest income.
(c) Represents commercial mortgage banking income for valuations on commercial mortgage loans held for sale and related commitments, derivative valuations, origination fees, gains on sale of loans held for sale and net interest income on loans held for sale.
(d) Represents net interest income and noninterest income 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.
(e) Presented as of period end.
(f) As the result of a business realignment within C&IB during the second quarter of 2023, certain loans were reclassified from Other to Corporate Banking in the prior periods to conform to the current period presentation.

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

	Three months ended					*Nine months ended*	
Dollars in millions, except as noted	September 30 2023	June 30 2023	March 31 2023	December 31 2022	September 30 2022	September 30 2023	September 30 2022
Income Statement							
Net interest income	$ 139	$ 125	$ 127	$ 152	$ 165	$ 391	$ 456
Noninterest income	223	228	230	223	231	681	713
Total revenue	362	353	357	375	396	1,072	1,169
Provision for (recapture of) credit losses	(4)	(10)	9	17	4	(5)	11
Noninterest expense	271	280	280	291	274	831	795
Pretax earnings	95	83	68	67	118	246	363
Income taxes	22	20	16	15	28	58	85
Earnings	$ 73	$ 63	$ 52	$ 52	$ 90	$ 188	$ 278
Average Balance Sheet							
Loans							
Consumer							
Residential real estate	$ 10,750	$ 9,855	$ 9,174	$ 8,835	$ 8,430	$ 9,932	$ 7,756
Other consumer	3,901	4,065	4,156	4,388	4,640	4,040	4,605
Total consumer	14,651	13,920	13,330	13,223	13,070	13,972	12,361
Commercial	1,090	1,229	1,246	1,291	1,328	1,188	1,577
Total loans	$ 15,741	$ 15,149	$ 14,576	$ 14,514	$ 14,398	$ 15,160	$ 13,938
Total assets	$ 16,161	$ 15,562	$ 14,997	$ 14,935	$ 14,820	$ 15,578	$ 14,360
Deposits							
Noninterest-bearing	$ 1,756	$ 1,787	$ 1,846	$ 2,107	$ 2,286	$ 1,796	$ 2,852
Interest-bearing	25,417	25,482	26,337	25,651	27,054	25,742	28,564
Total deposits	$ 27,173	$ 27,269	$ 28,183	$ 27,758	$ 29,340	$ 27,538	$ 31,416
Performance Ratios							
Return on average assets	1.79 %	1.62 %	1.41 %	1.38 %	2.41 %	1.61 %	2.59 %
Noninterest income to total revenue	62 %	65 %	64 %	59 %	58 %	64 %	61 %
Efficiency	75 %	79 %	78 %	78 %	69 %	78 %	68 %
Other Information							
Nonperforming assets (b)	$ 39	$ 41	$ 42	$ 56	$ 95		
Net charge-offs (recoveries) - loans and leases		$ (2)		$ 18	$ (2)	$ (2)	$ (1)
Brokerage account client assets (in billions) (b)	$ 5	$ 5	$ 4	$ 4	$ 4		
Client Assets Under Administration (in billions) (b) (c)							
Discretionary client assets under management	$ 176	$ 176	$ 177	$ 173	$ 166		
Nondiscretionary client assets under administration	170	168	156	152	148		
Total	$ 346	$ 344	$ 333	$ 325	$ 314		
Discretionary client assets under management							
PNC Private Bank	$ 109	$ 111	$ 108	$ 105	$ 99		
Institutional Asset Management	67	65	69	68	67		
Total	$ 176	$ 176	$ 177	$ 173	$ 166		

(a) See note (a) on page 13.
(b) As of period end.
(c) Excludes brokerage account client assets.

Glossary of Terms

2019 Tailoring Rules – Rules adopted by the federal banking agencies to better tailor the application of their capital, liquidity, and enhanced prudential requirements for banking organizations to the asset size and risk profile (as measured by certain regulatory metrics) of the banking organization. Effective January 1, 2020, the agencies' capital and liquidity rules classify all BHCs with $100 billion or more in total assets into one of four categories (Category I, Category II, Category III, and Category IV).

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).

Allowance for credit losses (ACL) – A valuation account that is deducted from or added to the amortized cost basis of the related financial assets to present the net carrying value at the amount expected to be collected on the financial asset.

Amortized cost basis – Amount at which a financial asset is originated or acquired, adjusted for applicable accretion or amortization of premiums, discounts and net deferred fees or costs, collection of cash, charge-offs, foreign exchange and fair value hedge accounting adjustments.

Basel III common equity Tier 1 (CET1) capital (Tailoring Rules) – Common stock plus related surplus, net of treasury stock, plus retained earnings, less goodwill, net of associated deferred tax liabilities, less other disallowed intangibles, net of deferred tax liabilities and plus/less other adjustments. Investments in unconsolidated financial institutions, as well as mortgage servicing rights and deferred tax assets, must then be deducted to the extent such items (net of associated deferred tax liabilities) individually exceed 25% 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 – Basel III 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.

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."

Current Expected Credit Loss (CECL) – Methodology for estimating the allowance for credit losses on in-scope financial assets held at amortized cost and unfunded lending related commitments which uses a combination of expected losses over a reasonable and supportable forecast period, a reversion period and long run average credit losses for their estimated contractual term.

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.

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 – Refers to the following categories within Noninterest income: Asset management and brokerage, Capital markets and advisory, Card and cash management, Lending and deposit services, and Residential and commercial mortgage.

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.

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

Leverage ratio – Basel III Tier 1 capital divided by average quarterly adjusted total assets.

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, OREO and foreclosed assets. We do not accrue interest income on assets classified as nonperforming.

Nonperforming loans – Loans accounted for at amortized cost whose credit quality has deteriorated to the extent that full collection of contractual principal and interest is not probable. Interest income is not recognized on nonperforming loans. Nonperforming loans exclude certain government insured or guaranteed loans for which we expect to collect substantially all principal and interest, loans held for sale and loans accounted for under the fair value option.

Operating leverage – The period to period dollar or percentage change in total revenue 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).

Other real estate owned (OREO) and foreclosed assets – Assets taken in settlement of troubled loans primarily through deed-in-lieu of foreclosure or foreclosure. Foreclosed assets include real and personal property. Certain assets that have a government-guarantee which are classified as other receivables are excluded.

Purchased credit deteriorated assets (PCD) – Acquired loans or debt securities that, at acquisition, are determined to have experienced a more-than-insignificant deterioration in credit quality since origination or issuance.

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 – Intangible assets or liabilities 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.

Supplementary leverage ratio – Basel III Tier 1 capital divided by Supplementary leverage exposure.

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.

Troubled debt restructuring (TDR) – A loan whose terms have been restructured in a manner that grants a concession to a borrower experiencing financial difficulties. On January 1, 2023, we adopted ASU 2022-02, which eliminated the accounting guidance for TDRs.

Unfunded lending related commitments – Standby letters of credit, financial guarantees, commitments to extend credit and similar unfunded obligations that are not unilaterally, unconditionally, cancelable at PNC's option.

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.