

Filed by The PNC Financial Services Group, Inc.
Pursuant to Rule 425 under the Securities Act of 1933 and
deemed filed pursuant to Rule 14a-12 of the Securities Exchange Act of 1934

Subject Company: Sterling Financial Corporation
Commission File No. 000-16276

James E. Rohr, Chairman and Chief Executive Officer of The PNC Financial Services Group, Inc. ("PNC"), is scheduled to give a presentation to investors on August 13, 2007 at the Keefe, Bruyette & Woods Large Cap Bank Conference in Kohler, Wisconsin. This presentation will be accompanied by a series of electronic slides that include information pertaining to the financial results and business strategies of PNC. The following slides and related material were posted on PNC's website on Friday, August 10, 2007, after the market close:



The PNC Financial Services Group, Inc.

Keefe, Bruyette & Woods
Large Cap Bank Conference

Kohler, WI
August 13, 2007



Cautionary Statement Regarding Forward-Looking Information and Adjusted Information

This presentation contains forward-looking statements regarding our outlook or expectations relating to PNC's future business, operations, financial condition, financial performance and asset quality. Forward-looking statements are necessarily subject to numerous assumptions, risks and uncertainties, which change over time.

The forward-looking statements in this presentation are qualified by the factors affecting forward-looking statements identified in the more detailed Cautionary Statement included in the Appendix, which is included in the presentation handouts and in the version of the presentation materials posted on our corporate website at www.pnc.com/investorevents. We provide greater detail regarding these factors in our 2006 Form 10-K, including in the Risk Factors and Risk Management sections, and in our first and second quarter 2007 Form 10-Qs and other SEC reports (accessible on the SEC's website at www.sec.gov and on or through our corporate website).

Future events or circumstances may change our outlook or expectations 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 presentation speak only as of the date of this presentation. We do not assume any duty and do not undertake to update those statements.

In this presentation, we will sometimes refer to adjusted results to help illustrate (1) the impact of BlackRock deconsolidation near the end of third quarter 2006 and the application of the equity method of accounting for our equity investment in BlackRock and (2) the impact of certain specified items, including 2006 BlackRock/MLIM transaction gain, 2006 cost of securities and mortgage portfolio repositionings, 2006 and 2007 BlackRock/MLIM transaction and Mercantile Bankshares acquisition integration costs, and 2006 and 2007 gains/losses related to our BlackRock LTIP shares obligation. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for the periods presented, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of deconsolidation on various components of our income statement. We believe that information as adjusted for the impact of the specified items may be useful due to the extent to which these items are not indicative of our ongoing operations as the result of our management activities on those operations. While we have not provided other adjustments for the periods discussed, this is not intended to imply that there could not have been other similar types of adjustments, but any such adjustments would not have been similar in magnitude to those shown. In certain discussions, we also provide revenue information 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. We believe this adjustment may be useful when comparing yields and margins for all earning assets.

This presentation may also include a discussion of other non-GAAP financial measures, which, to the extent not so qualified therein or in the Appendix, is qualified by GAAP reconciliation information available on our corporate website at www.pnc.com under "About PNC – Investor Relations."



Industry Concerns

PNC's Differentiated Position

- ▶ High quality home equity portfolio
 - Relationship based
 - 92% in footprint
 - Performing well to date
 - Reflects our disciplined approach to credit

- ▶ Well-balanced commercial portfolio
 - Risk is diversified and granular
 - Proportionally less commercial real estate exposure than peers
 - Relatively higher concentration of asset-based lending
 - No "hung" syndications

- ▶ Well-positioned to perform in this environment



PNC is differentiated by...

- ▶ A history of execution
- ▶ A diversified business mix with clear strategies for growth
- ▶ A strong risk management process
- ▶ A disciplined capital deployment strategy



Building a Great Company by Delivering on Our Promises



Strong First Half Performance

- ▶ Reported earnings of \$2.67 per diluted share
- ▶ First half 2007 net income up 20% versus first half 2006
- ▶ Primary businesses met or exceeded expectations
- ▶ Created positive operating leverage on an adjusted basis*
- ▶ Maintained excellent asset quality
- ▶ Mercantile acquisition closed and integration process well underway
- ▶ Announced pending acquisitions of Yardville and Sterling and closed ARCS acquisition

*Adjusted numbers are reconciled to GAAP in the Appendix

Financial Highlights

| | |
|-------------------------------------|---------------|
| Assets | \$126 billion |
| Total revenue | \$3.3 billion |
| Net income | \$882 million |
| Noninterest income to total revenue | 59% |
| Net interest margin | 3.00% |
| Nonperforming loans to total loans | 0.34% |
| Tangible common equity | 5.5% |

At or for the six months ended June 30, 2007



PNC is differentiated by ...

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- ▶ A strong risk management process
- ▶ A disciplined capital deployment strategy

A Diversified Business Mix

Business Leadership

First Half 2007 Business Earnings Contribution*

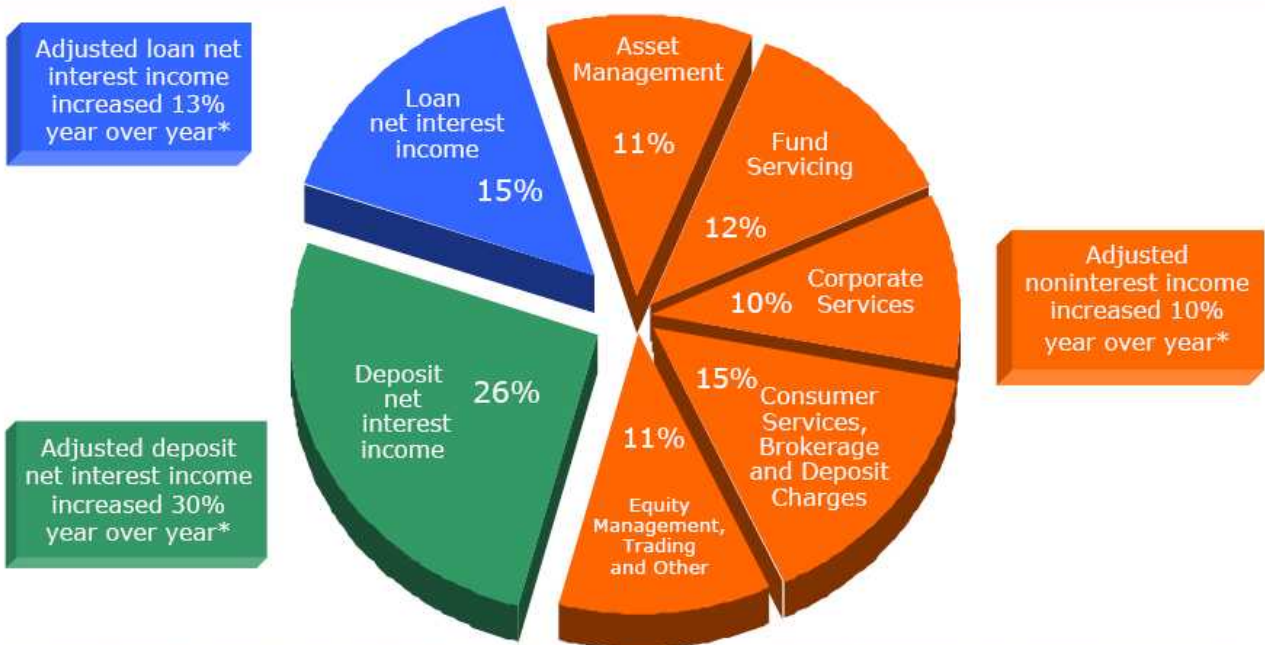


*Business earnings reconciled to GAAP net income of \$882 million in the Appendix. BlackRock segment earnings exclude our pretax share of BlackRock/MLIM integration costs totaling \$3 million.



Growing Our Diverse Revenue Streams

Contribution to Total Revenue – For the Six Months Ended June 30, 2007



*Adjusted noninterest income, deposit net interest income, loan net interest income and growth percentages are reconciled to GAAP in the Appendix. Unadjusted growth: noninterest income (19%), deposit net interest income 30%, and loan net interest income 11%.



Differentiated Fee-Based Businesses

Noninterest Income to Total Revenue

For the six months ended June 30, 2007



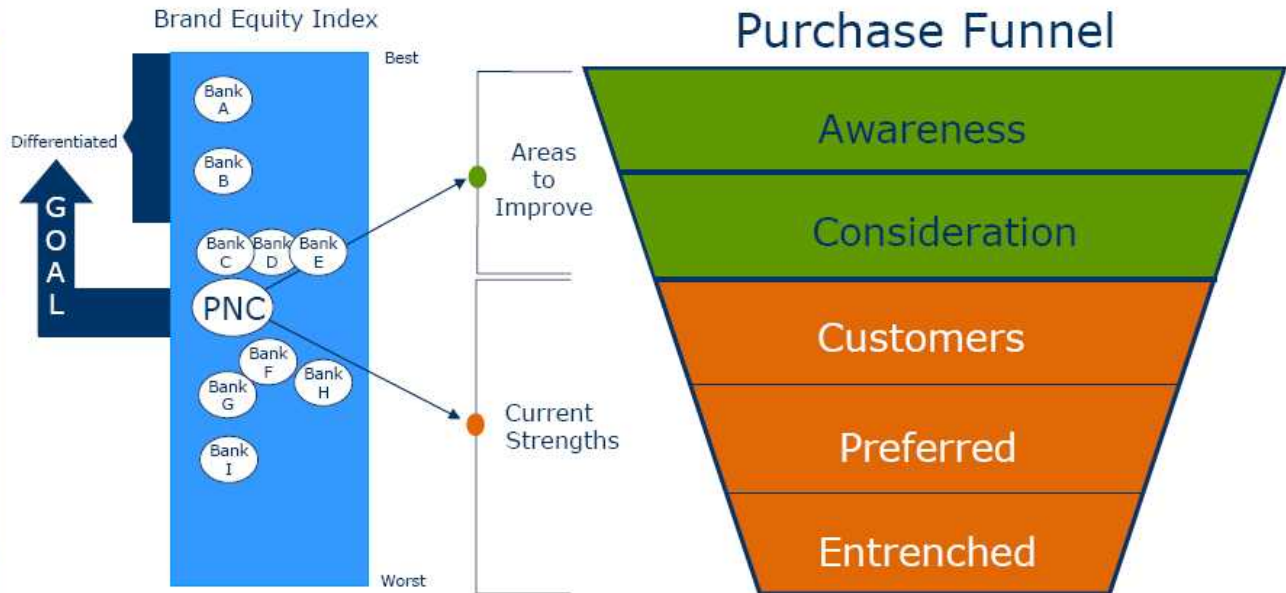
Source: SNL DataSource, PNC as reported



Strategies for Growth

- ▶ Build brand awareness to acquire, retain, and deepen customer relationships
- ▶ Redeploy capital to high return, high growth products and markets

Opportunity to Enhance Brand Recognition



Source: 2006 PNC Brand and Advertising Performance Research



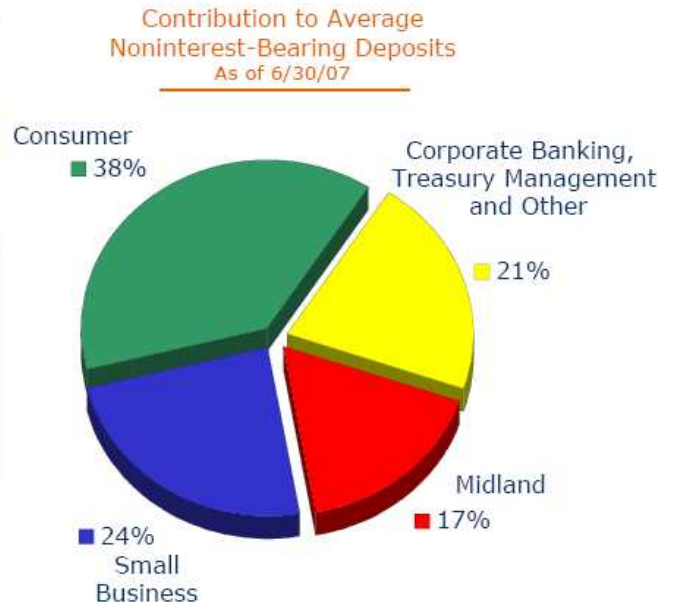
Executing on Our Strategy to Gather Low Cost Deposits

PNC Has Been Focused on Growing Noninterest-Bearing Deposits...

| Average Balances | 2Q07 vs. 2Q06 | |
|------------------------------|---------------|-------|
| | PNC | Peers |
| Interest-bearing deposits | 24% | 12% |
| Noninterest-bearing deposits | 28% | 3% |
| Total deposits | 25% | 10% |

Source: SNL DataSource, PNC as reported. Peers reflects average of the super-regional banks identified in the Appendix other than PNC

Through Multiple Channels



Differentiated Deposit Strategy

Providing a Funding Advantage...

Average Noninterest-Bearing
Deposits to Average Earning Assets

| | <u>2Q07</u> |
|------|-------------|
| CMA | 21 % |
| WFC | 21 |
| PNC | 18 |
| KEY | 17 |
| RF | 16 |
| FITB | 15 |
| USB | 15 |
| STI | 14 |
| NCC | 14 |
| BBT | 12 |
| WB | 10 |

With a Low Cost of Deposits

Interest Cost of Total Average Deposits

| | <u>2Q07</u> |
|------|-------------|
| USB | 2.23 % |
| WFC | 2.44 |
| PNC | 2.72 |
| CMA | 2.73 |
| RF | 2.83 |
| FITB | 2.93 |
| KEY | 2.96 |
| STI | 3.06 |
| BBT | 3.12 |
| WB | 3.12 |
| NCC | 3.23 |

For the three months ended June 30, 2007
Source: SNL DataSource, PNC as reported



Relationship Strategy Drives Fee Growth

Leveraging the Payments Business

| | <u>1H07</u> | <u>Growth¹</u> |
|---|-------------|---------------------------|
| Small Business | | |
| Small Business debit card revenue (\$ millions) | \$6.8 | +17% |
| Small Business online banking users | 49% | +11% ² |
| Consumer | | |
| Consumer debit card revenue (\$ millions) | \$54.8 | +12% |
| Consumer online banking users | 55% | +9% ² |
| Consumer online bill-pay users | 29% | +66% ² |

(1) Growth is for 1H07 vs. 1H06, not including Mercantile
 (2) Reflects growth in users, not including Mercantile

A Leader in Cross-sell Penetration of Middle Market Customers in Footprint

- ▶ PNC has highest percentage of lead bank relationships in our footprint – 63%*

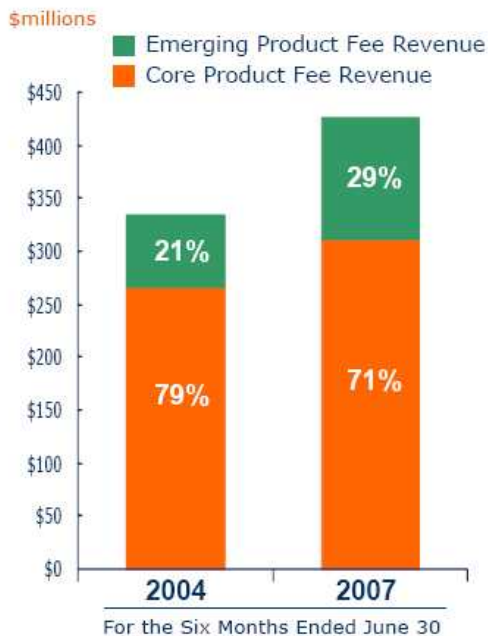
| | PNC Footprint Penetration* | |
|----------------------------|-----------------------------------|-----------------|
| | <u>2006</u> | <u>Rank</u> |
| Treasury management | 74% | 1 st |
| Business checking accounts | 69% | 1 st |
| Capital markets | 26% | 1 st |
| Equipment leasing | 17% | 1 st |

* Based on third party survey of companies with annualized revenues of \$30-\$500 million



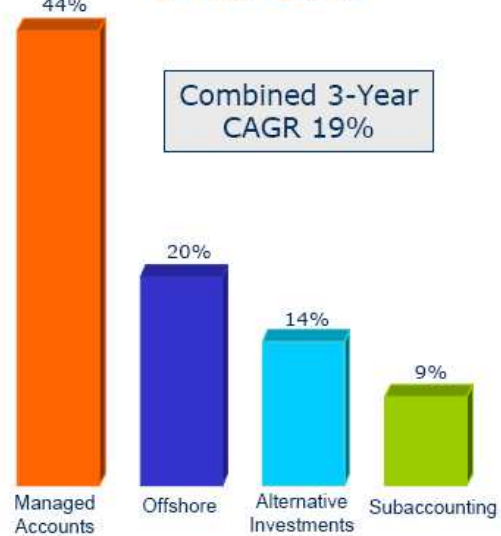
Redeploying Capital to High Return, High Growth Products - PFPC

Driving Fee Revenue Growth



Emerging Product Growth Focus

Emerging Product Revenue 3-Year CAGR*

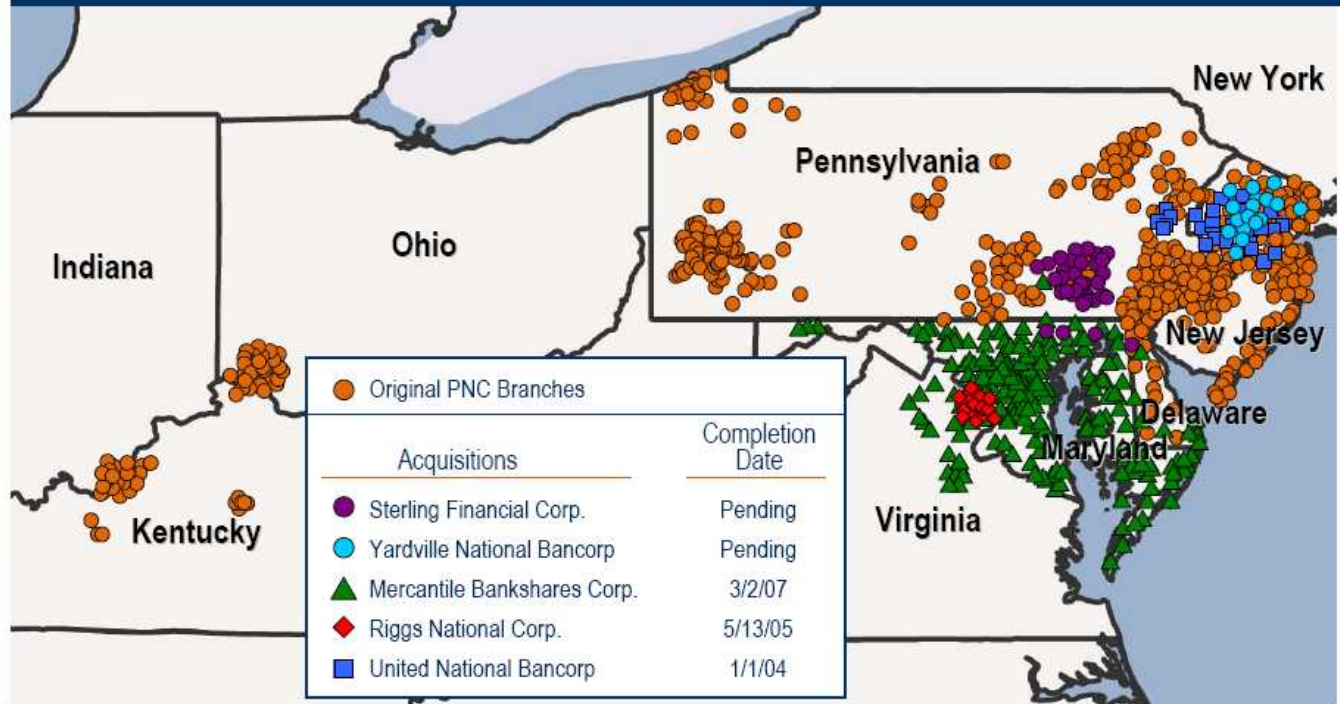


* CAGR reflects compound annual growth for 1H07 vs 1H04



Investing in Fast Growing and Affluent Mid-Atlantic Region

76% of PNC Pro Forma Branches Located Between the Hudson and Potomac Rivers

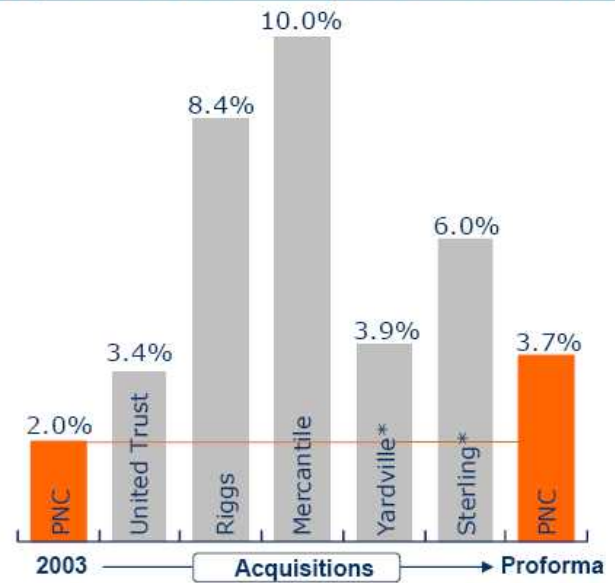


PNC Demographics Continue to Improve

Median Household Income



Projected 5-Year Population Growth



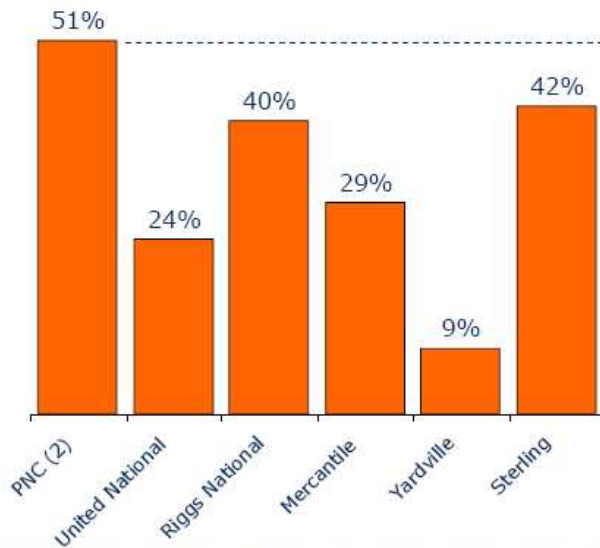
Amounts based on data at time of acquisition announcement. United Trust data reflects demographics of footprint counties weighted by households. Mercantile, Yardville and Sterling data reflect demographics of footprint counties of that company, or by MSA in the case of Riggs, weighted by deposits. PNC 2003 and PNC Proforma amounts reflect demographics, weighted by deposits, of PNC's 68 county footprint and 105 county footprint, respectively, including the impact of PNC's ongoing branch optimization process. PNC and Mercantile headquarter offices excluded for purposes of deposit weighting. Source: SNL DataSource. *Pending.



Bringing the Power of PNC to New Clients

Expanding Distribution of Fee-based Products

Noninterest income to total revenue¹



Opportunities

- ▶ Wealth Management
- ▶ Brokerage
- ▶ Credit Card
- ▶ On-line banking
- ▶ Treasury Management
- ▶ Small Business
- ▶ M&A Advisory Services
- ▶ Capital Markets

(1) United, Riggs, and Mercantile based on the most recent reporting quarter prior to closing. Yardville and Sterling based on most recent reporting quarter, and in the case of Sterling, excludes its Equipment Finance, LLC unit. Source: SNL DataSource

(2) For the six months ended June 30, 2007, not including PFPC and BlackRock. Reconciled to noninterest income to total revenue on a GAAP basis of 59% in the Appendix.



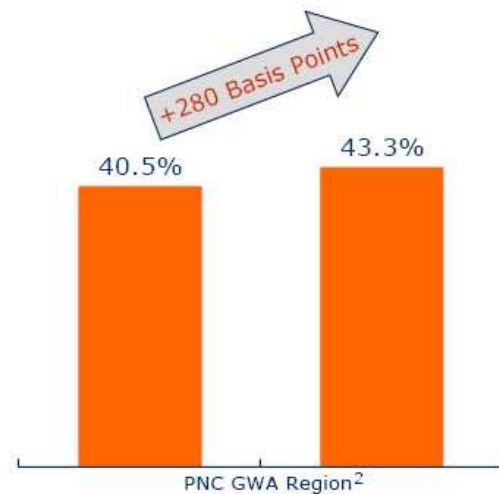
Executing on Product Depth and Sales Capabilities in Expanded Markets

Growing Noninterest Income and Deepening Relationships in the Greater Washington Area ("GWA") Region Post Riggs Acquisition*

PNC - GWA Retail Relationships



GWA noninterest income to total revenue



(1) Riggs transaction completed May 2005

(2) For the three months ended March 31, 2006 compared to the six months ended June 30, 2007

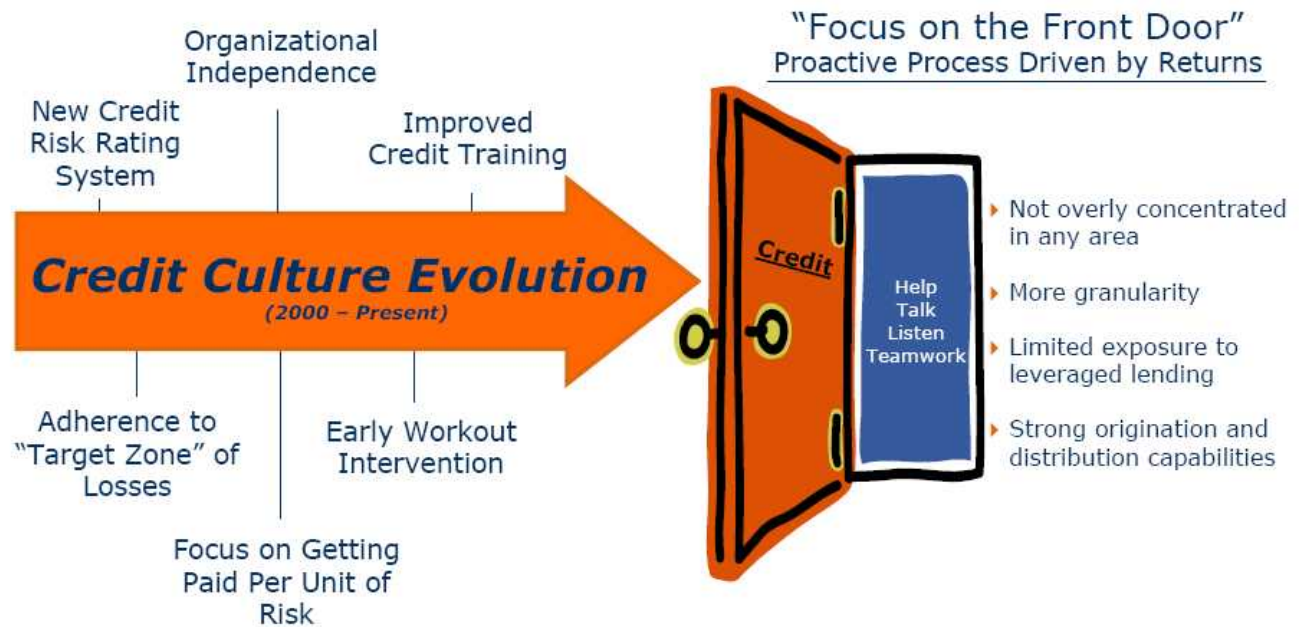
*Does not include Mercantile



PNC is differentiated by...

- ▶ A history of execution
- ▶ A diversified business mix with clear strategies for growth
- ▶ A strong risk management process
- ▶ A disciplined capital deployment strategy

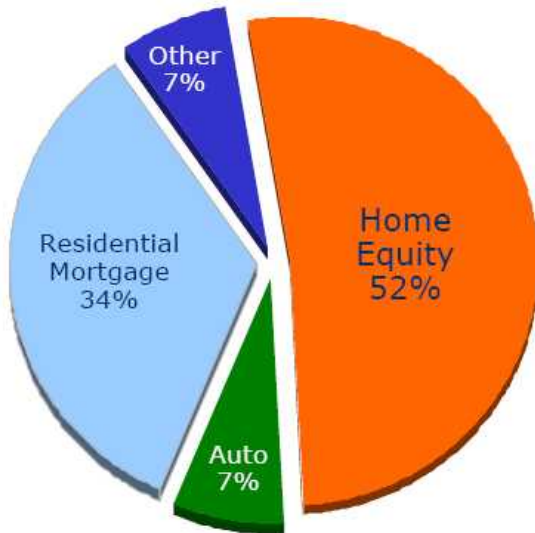
PNC's Credit Culture Evolution



High Quality Consumer Loan Portfolio

Composition of Consumer Loan and Residential Mortgage Portfolio

As of June 30, 2007



Home Equity Portfolio Credit Statistics¹

June 30, 2007

| | |
|------------------------------|--------------|
| First lien positions | 42% |
| In-footprint exposure | 92% |
| Weighted average: | |
| Loan to value | 70% |
| FICO scores | 727 |
| Net charge-offs | 0.18% |
| 90 days past due | 0.26% |

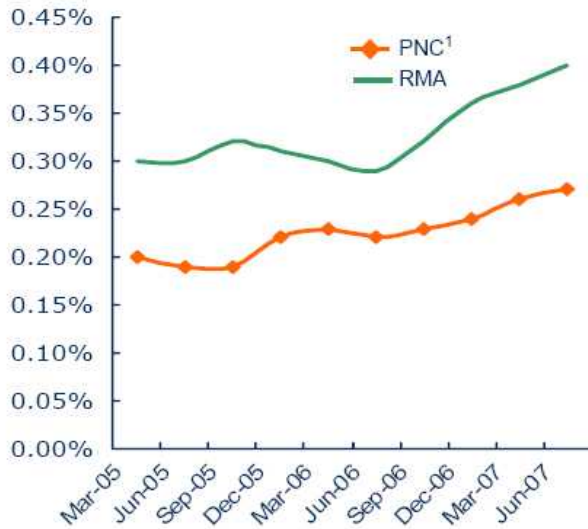
(1) Not including Mercantile



Home Equity Credit Trends

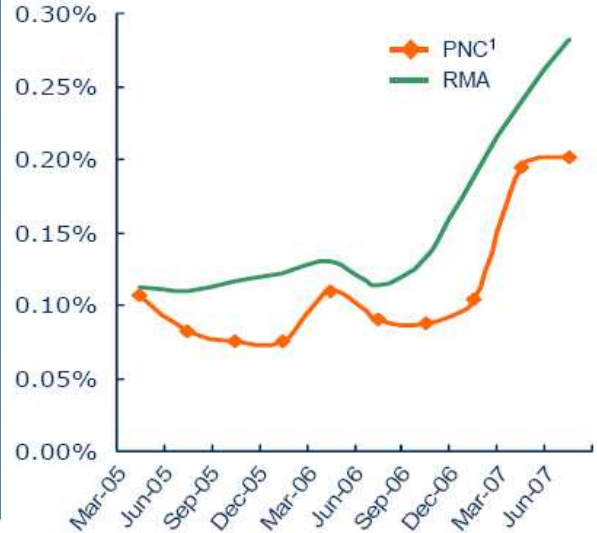
Delinquency Ratio 90+ Days

% of outstandings



Net Charge-Offs

% of average outstandings



(1) Not including Mercantile

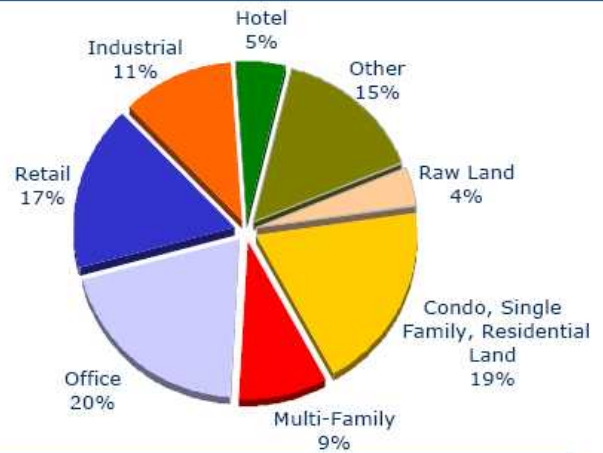
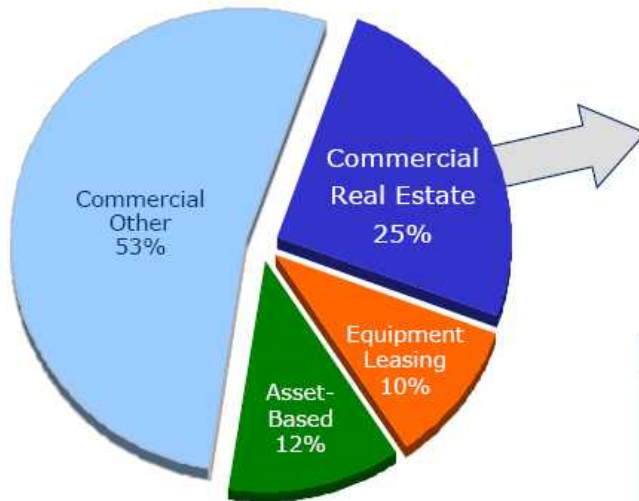
Source: The Risk Management Association ("RMA") Consumer Loan Studies, Home Equity



Well-balanced Commercial Portfolio

Composition of Commercial Portfolio

As of June 30, 2007



CRE Portfolio Statistics

| | <u>PNC</u> | <u>Peers</u> |
|-----------------------------------|------------|--------------|
| CRE/total assets ⁽¹⁾ | 10% | 18% |
| CRE/tier 1 capital ⁽¹⁾ | 146% | 244% |

(1) As of March 31, 2007

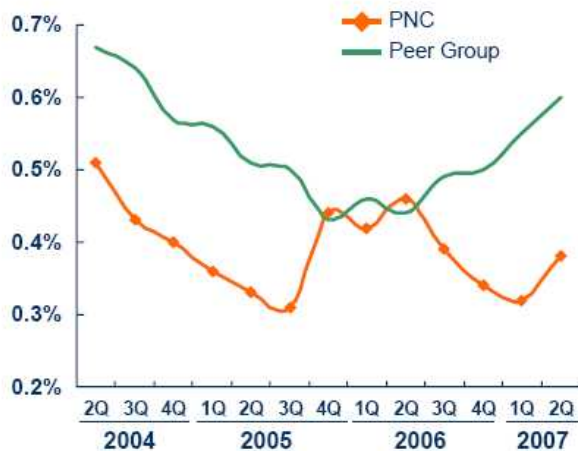
Peers reflects average of the super-regional banks identified in the Appendix other than PNC



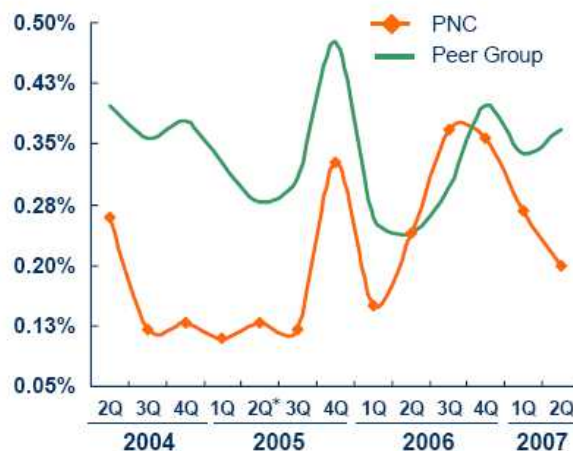
Disciplined Approach Leads to Excellent Asset Quality

Asset Quality Compared to Peers

Nonperforming Assets to Loans, Loans Held for Sale and Foreclosed Assets



Net Charge-offs to Average Loans



Source: SNL DataSource, PNC as reported
 *PNC 2Q05 net charge-off ratio excludes \$53 million loan recovery. The ratio was (0.32%) including the recovery.
 Peer group reflects average of super-regional banks identified in the Appendix excluding PNC



Interest Rate Risk – Well-Positioned for this Environment

- ▶ Net interest margin expected to remain stable for the second half of 2007
- ▶ Duration of equity of approximately 3.2 years for second quarter 2007
- ▶ Less net interest income dependent due to high fee revenue contribution
- ▶ Low cost deposit franchise provides funding advantage

PNC is differentiated by...

- ▶ A history of execution
- ▶ A diversified business mix with clear strategies for growth
- ▶ A strong risk management process
- ▶ A disciplined capital deployment strategy

Disciplined Capital Deployment

Sources

- ▶ Earnings Growth
- ▶ Exiting under-performing assets
- ▶ Maintaining a moderate risk profile

Capital Flexibility

Uses

- ▶ Investing in and growing our businesses
 - Enhancing the brand
 - Improving the customer experience
 - High return, high growth products
 - Technology and innovation
- ▶ Making Disciplined Acquisitions
 - Strategy driven
 - Value-added financial objectives
 - Appropriate risk evaluation
- ▶ Returning capital to shareholders
 - Repurchased \$395 million of common stock in first half 2007
 - Increased dividend 15% in 2Q07



Summary

Well Positioned to Create Value

- ▶ A history of execution
- ▶ Clear strategies for growth
- ▶ Sound risk management processes
- ▶ Disciplined capital deployment philosophy



Cautionary Statement Regarding Forward-Looking Information

We make statements in this presentation, and we may from time to time make other statements, regarding our outlook or expectations for earnings, revenues, expenses and/or other matters regarding or affecting PNC 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," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "project" and other similar words and expressions.

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

Our forward-looking statements are subject to the following principal risks and uncertainties. We provide greater detail regarding some of these factors in our Form 10-K for the year ended December 31, 2006, including in the Risk Factors and Risk Management sections of that report, and in our first quarter 2007 Form 10-Q and other SEC reports. Our forward-looking statements may also be subject to other risks and uncertainties, including those that we may discuss elsewhere in this presentation or in our filings with the SEC, accessible on the SEC's website at www.sec.gov and on or through our corporate website at www.pnc.com under "About PNC – Investor Relations – Financial Information."

- Our business and operating results are affected by business and economic conditions generally or specifically in the principal markets in which we do business. We are affected by changes in our customers' and counterparties' financial performance, as well as changes in customer preferences and behavior, including as a result of changing business and economic conditions.
- The value of our assets and liabilities, as well as our overall financial performance, is also affected by changes in interest rates or in valuations in the debt and equity markets. Actions by the Federal Reserve and other government agencies, including those that impact money supply and market interest rates, can affect our activities and financial results.
- Our operating results are affected by our liability to provide shares of BlackRock common stock to help fund BlackRock long-term incentive plan ("LTIP") programs, as our LTIP liability is adjusted quarterly ("marked-to-market") based on changes in BlackRock's common stock price and the number of remaining committed shares, and we recognize gain or loss on such shares at such times as shares are transferred for payouts under the LTIP programs.
- Competition can have an impact on customer acquisition, growth and retention, as well as on our credit spreads and product pricing, which can affect market share, deposits and revenues.
- Our ability to implement our business initiatives and strategies could affect our financial performance over the next several years.
- Legal and regulatory developments could have an impact on our ability to operate our businesses or our financial condition or results of operations or our competitive position or reputation. Reputational impacts, in turn, could affect matters such as business generation and retention, our ability to attract and retain management, liquidity and funding. These legal and regulatory developments could include: (a) the unfavorable resolution of legal proceedings or regulatory and other governmental inquiries; (b) increased litigation risk from recent regulatory and other governmental developments; (c) the results of the regulatory examination process, our failure to satisfy the requirements of agreements with governmental agencies, and regulators' future use of supervisory and enforcement tools; (d) legislative and regulatory reforms, including changes to laws and regulations involving tax, pension, education lending, and the protection of confidential customer information; and (e) changes in accounting policies and principles.
- Our business and operating results are affected by our ability to identify and effectively manage risks inherent in our businesses, including, where appropriate, through the effective use of third-party insurance and capital management techniques.
- Our ability to anticipate and respond to technological changes can have an impact on our ability to respond to customer needs and to meet competitive demands.



Cautionary Statement Regarding Forward-Looking Information (continued)

- The adequacy of our intellectual property protection, and the extent of any costs associated with obtaining rights in intellectual property claimed by others, can impact our business and operating results.
- Our business and operating results can also be affected by widespread natural disasters, terrorist activities or international hostilities, either as a result of the impact on the economy and financial and capital markets generally or on us or on our customers, suppliers or other counterparties specifically.
- Also, risks and uncertainties that could affect the results anticipated in forward-looking statements or from historical performance relating to our equity interest in BlackRock, Inc. are discussed in more detail in BlackRock's 2006 Form 10-K, including in the Risk Factors section, and in BlackRock's other filings with the SEC, accessible on the SEC's website and on or through BlackRock's website at www.blackrock.com.

We grow our business from time to time by acquiring other financial services companies, including the pending Sterling Financial Corporation ("Sterling") and Yardville National Bancorp ("Yardville") acquisitions. Acquisitions in general present us with risks other than those presented by the nature of the business acquired. In particular, acquisitions may be substantially more expensive to complete (including as a result of costs incurred in connection with the integration of the acquired company) and the anticipated benefits (including anticipated cost savings and strategic gains) may be significantly harder or take longer to achieve than expected. In some cases, acquisitions involve our entry into new businesses or new geographic or other markets, and these situations also present risks resulting from our inexperience in these new areas. As a regulated financial institution, our pursuit of attractive acquisition opportunities could be negatively impacted due to regulatory delays or other regulatory issues. Regulatory and/or legal issues related to the pre-acquisition operations of an acquired business may cause reputational harm to PNC following the acquisition and integration of the acquired business into ours and may result in additional future costs arising as a result of those issues. Post-closing acquisition risk continues to apply to Mercantile Bankshares Corporation as we complete the integration.

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



Additional Information About The PNC/Sterling Financial Corporation Transaction

The PNC Financial Services Group, Inc. and Sterling Financial Corporation will be filing a proxy statement/prospectus and other relevant documents concerning the merger with the United States Securities and Exchange Commission (the "SEC"). WE URGE INVESTORS TO READ THE PROXY STATEMENT/PROSPECTUS AND ANY OTHER DOCUMENTS TO BE FILED WITH THE SEC IN CONNECTION WITH THE MERGER OR INCORPORATED BY REFERENCE IN THE PROXY STATEMENT/PROSPECTUS BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

Investors will be able to obtain these documents free of charge at the SEC's web site (www.sec.gov). In addition, documents filed with the SEC by The PNC Financial Services Group, Inc. will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Sterling Financial Corporation will be available free of charge from Sterling Financial Corporation by contacting Shareholder Relations at (877) 248-6420.

The directors, executive officers, and certain other members of management and employees of Sterling Financial Corporation are participants in the solicitation of proxies in favor of the merger from the shareholders of Sterling Financial Corporation. Information about the directors and executive officers of Sterling Financial Corporation is included in the proxy statement for its May 8, 2007 annual meeting of shareholders, which was filed with the SEC on April 2, 2007. Additional information regarding the interests of such participants will be included in the proxy statement/prospectus and the other relevant documents filed with the SEC when they become available.



Additional Information About The PNC/Yardville National Bancorp Transaction

The PNC Financial Services Group, Inc. ("PNC") and Yardville National Bancorp ("Yardville") have filed with the United States Securities and Exchange Commission (the "SEC") a Registration Statement on Form S-4 that includes a preliminary version of a proxy statement of Yardville that also constitutes a preliminary prospectus of PNC. The S-4 has not yet become effective. The parties will file other relevant documents concerning the proposed transaction with the SEC. Following the S-4 being declared effective by the SEC, Yardville intends to mail the final proxy statement to its shareholders. Such final documents, however, are not currently available. **WE URGE INVESTORS TO READ THE FINAL PROXY STATEMENT/PROSPECTUS AND ANY OTHER DOCUMENTS TO BE FILED WITH THE SEC IN CONNECTION WITH THE MERGER OR INCORPORATED BY REFERENCE IN THE PROXY STATEMENT/PROSPECTUS, IF AND WHEN THEY BECOME AVAILABLE, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.**

Investors may obtain these documents, if and when they become available, free of charge at the SEC's web site (www.sec.gov). In addition, documents filed with the SEC by PNC will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Yardville will be available free of charge from Yardville by contacting Howard N. Hall, Assistant Treasurer's Office, 2465 Kuser Road, Hamilton, NJ 08690 or by calling (609) 631-6223.

The directors, executive officers, and certain other members of management and employees of Yardville are participants in the solicitation of proxies in favor of the merger from the shareholders of Yardville. Information about the directors and executive officers of Yardville is set forth in its Annual Report on Form 10-K filed on March 30, 2007 for the year ended December 31, 2006, as amended by the Form 10-K/A filed on May 10, 2007. Additional information regarding the interests of such participants will be included in the proxy statement/prospectus and the other relevant documents filed with the SEC if and when they become available.



Non-GAAP to GAAP Reconciliation

Appendix

Earnings Summary

| THREE MONTHS ENDED <i>In millions, except per share data</i> | June 30, 2007 | | | March 31, 2007 | | | June 30, 2006 | | |
|---|--------------------|------------|--------------------|--------------------|------------|--------------------|--------------------|------------|--------------------|
| | Pretax Adjustments | Net Income | Diluted EPS Impact | Pretax Adjustments | Net Income | Diluted EPS Impact | Pretax Adjustments | Net Income | Diluted EPS Impact |
| Net income, as reported | | \$423 | \$1.22 | | \$459 | \$1.46 | | \$381 | \$1.28 |
| Adjustments: | | | | | | | | | |
| BlackRock LTIP (a) | \$1 | | | \$(52) | (33) | (.11) | | | |
| Integration costs (b) | 16 | 11 | .03 | 13 | 8 | .03 | \$13 | 5 | .02 |
| Net income, as adjusted | | \$434 | \$1.25 | | \$434 | \$1.38 | | \$386 | \$1.30 |
| | | | | | | | | | |
| SIX MONTHS ENDED <i>In millions, except per share data</i> | June 30, 2007 | | | June 30, 2006 | | | | | |
| Net income, as reported | | \$882 | \$2.67 | | \$735 | \$2.47 | | | |
| Adjustments: | | | | | | | | | |
| BlackRock LTIP (a) | \$(51) | (33) | (.11) | | | | | | |
| Integration costs (b) | 29 | 19 | .07 | \$19 | 8 | .03 | | | |
| Net income, as adjusted | | \$868 | \$2.63 | | \$743 | \$2.50 | | | |

(a) Includes the impact of the gain recognized in connection with PNC's transfer of BlackRock shares to satisfy a portion of our 2002 LTIP shares obligation and the net mark-to-market adjustment on our remaining BlackRock LTIP shares obligation, as applicable.

(b) Amounts for 2007 include both Mercantile acquisition and BlackRock/MLIM transaction integration costs. BlackRock/MLIM transaction integration costs recognized by PNC in 2007 were included in noninterest income as a negative component of the "Asset management" line item, which includes the impact of our equity earnings from our investment in BlackRock. The second quarter of 2006 BlackRock/MLIM transaction integration costs were included in noninterest expense.



Non-GAAP to GAAP Reconciliation

Appendix

Income Statement Summary – For the Six Months Ended June 30

| SIX MONTHS ENDED <i>In millions</i> | June 30, 2007 | | | June 30, 2006 | | | % Change As Adjusted | % Change As Reported |
|---|---------------|-------------|-----------------|---------------|-------------|-----------------|----------------------|----------------------|
| | As Reported | Adjustments | As Adjusted (a) | As Reported | Adjustments | As Adjusted (b) | | |
| Net interest income | \$1,361 | | \$1,361 | \$1,112 | \$(7) | \$1,105 | | |
| Taxable-equivalent adjustment | 14 | | 14 | 13 | | 13 | | |
| Net interest income, taxable-equivalent basis | 1,375 | | 1,375 | 1,125 | (7) | 1,118 | | |
| Net interest income: | | | | | | | | |
| Loans | 526 | | 526 | 472 | (7) | 465 | 13% | 11% |
| Deposits | 849 | | 849 | 653 | | 653 | 30% | 30% |
| Noninterest income | 1,966 | (48) | 1,918 | 2,415 | (666) | 1,749 | 10% | (19%) |
| Total revenue, taxable equivalent basis | 3,341 | (48) | 3,293 | 3,540 | (673) | 2,867 | 15% | (6%) |
| Loan net interest income as a % of total revenue, TE | | | 16.0% | | | 16.2% | | |
| Deposit net interest income as a % of total revenue, TE | | | 25.8% | | | 22.8% | | |
| Noninterest income as a % of total revenue, TE | | | 58.2% | | | 61.0% | | |
| Provision for credit losses | 62 | | 62 | 66 | | 66 | | |
| Noninterest income | 1,966 | \$(48) | 1,918 | 2,415 | (666) | 1,749 | | |
| Noninterest expense | 1,984 | (26) | 1,958 | 2,307 | (561) | 1,746 | 12% | |
| Income before minority interest and income taxes | 1,281 | (22) | 1,259 | 1,154 | (112) | 1,042 | | |
| Minority interest in income of BlackRock | | | | 41 | (41) | | | |
| Income taxes | 399 | (8) | 391 | 378 | (79) | 299 | | |
| Net income | \$882 | \$(14) | \$868 | \$735 | \$8 | \$743 | 17% | |

(a) Amounts adjusted to exclude the impact of the following pretax items: (1) the net mark-to-market adjustment charge totaling \$1 million for the second quarter and a net effect of \$51 million (consisting of the gain recognized in connection with our first quarter shares transfer net of the mark-to-market adjustment charge for both quarters) for the first six months of 2007 on our BlackRock LTIP shares obligation, and (2) Mercantile acquisition and BlackRock/MLIM transaction integration costs totaling \$16 million for the second quarter and \$29 million for the first six months of 2007.

(b) Amounts adjusted as if we had recorded our investment in BlackRock on the equity method and to exclude PNC's portion of BlackRock/MLIM transaction integration costs of \$13 million and \$19 million before taxes for the second quarter and first six months of 2006, respectively.

| SIX MONTHS ENDED | June 30, 2007 | | | June 30, 2006 | | | % Change As Adjusted | % Change As Reported |
|--|---------------|-------------|-----------------|---------------|-------------|-----------------|----------------------|----------------------|
| | As Reported | Adjustments | As Adjusted (a) | As Reported | Adjustments | As Adjusted (b) | | |
| Noninterest expense | 1,984 | (26) | 1,958 | 2,307 | (561) | 1,746 | 12% | (14%) |
| Noninterest expense, excluding Mercantile expense of \$156 million | 1,828 | (26) | 1,802 | 2,307 | (561) | 1,746 | 3% | |



Non-GAAP to GAAP Reconciliation

Appendix

Business Segment Earnings and Operating Leverage

| <i>Dollars in millions</i> | Six Months Ending June 30 | |
|-----------------------------------|---------------------------|---------------|
| | Earnings (Loss) | |
| | 2007 | % of Segments |
| Retail Banking | \$428 | 50% |
| Corporate & Institutional Banking | 254 | 30% |
| BlackRock (a) | 110 | 13% |
| PFPC | 63 | 7% |
| Total business segment earnings | 855 | |
| Other (a) | 27 | |
| Total consolidated net income | \$882 | |

(a) For our segment reporting presentation in management's discussion and analysis, our share of pretax BlackRock/MLIM transaction integration costs totaling \$3 million for the six months ended June 30, 2007 have been reclassified from BlackRock to "Other." "Other" for the first six months of 2007 also includes \$26 million of pretax Mercantile acquisition integration costs.

| <i>Dollars in millions</i> | June 30, 2007 | | June 30, 2006 | | Change | |
|----------------------------|---------------|-----------------|---------------|-----------------|-------------|-------------|
| | As Reported | As Adjusted (b) | As Reported | As Adjusted (c) | As Reported | As Adjusted |
| Net interest income | \$1,361 | \$1,361 | \$1,112 | \$1,105 | | |
| Noninterest income | | | | | | |
| Asset management | 355 | 358 | 890 | 257 | | |
| Other | 1,611 | 1,560 | 1,525 | 1,492 | | |
| Total revenue | \$3,327 | \$3,279 | \$3,527 | \$2,854 | (6%) | 15% |
| Noninterest expense | \$1,984 | \$1,958 | \$2,307 | \$1,746 | (14%) | 12% |
| Operating leverage | | | | | 8% | 3% |

(b) See note (a) on previous slide.

(c) See note (b) on previous slide.



Non-GAAP to GAAP Reconciliation

Appendix

Average Balance Sheet and Noninterest Income

| <i>\$ millions</i> | Average Balance Sheet for the three months ended: | | | | | |
|--|---|----------------|--------------------|---------------|-------------------------------------|-------------------------------------|
| | June 30, 2007 | | | June 30, 2006 | | |
| | PNC Excluding Mercantile | Mercantile (a) | PNC As Reported | PNC | % Change Excluding Mercantile | % Change Including Mercantile |
| Average loans, net of unearned income | | | | | | |
| Commercial | \$20,919 | \$3,733 | \$24,652 | \$20,348 | 3% | 21% |
| Commercial real estate | 3,456 | 6,057 | 9,513 | 3,071 | 13% | 210% |
| Consumer | 16,257 | 1,629 | 17,886 | 16,049 | 1% | 11% |
| Residential mortgages | 7,437 | 1,090 | 8,527 | 7,353 | 1% | 16% |
| Other, including total unearned income (b) | 2,969 | 8 | 2,977 | 3,115 | (5%) | (4%) |
| Total average loans, net of unearned income | \$51,038 | \$12,517 | \$63,555 | \$49,936 | 2% | 27% |
| Average deposits | | | | | | |
| Interest-bearing | \$51,111 | \$9,293 | \$60,404 | \$48,710 | 5% | 24% |
| Noninterest-bearing | 14,707 | 3,117 | 17,824 | 13,926 | 6% | 28% |
| Total average deposits | \$65,818 | \$12,410 | \$78,228 | \$62,636 | 5% | 25% |

(a) Mercantile activity is from the closing on March 2, 2007 through March 31, 2007.

(b) Includes lease financing.

| <i>Dollars in millions</i> | Six Months Ending June 30, 2007 | | | | | | |
|---|---------------------------------|---|-------|----------------------|-----------|-------|---------|
| | Retail Banking | Corporate & Institutional Banking | Other | Banking and Other | BlackRock | PFFC | Total |
| Net interest income (expense) | \$984 | \$371 | \$15 | \$1,370 | | (\$9) | \$1,361 |
| Noninterest income | 630 | 374 | 205 | 1,409 | \$140 | 417 | 1,966 |
| Total Revenue | \$1,614 | \$745 | \$220 | \$2,779 | \$140 | \$408 | \$3,327 |
| Noninterest income as a % of total revenue | 46% | 50% | 93% | 51% | 100% | 102% | 59% |



Peer Group of Super-Regional Banks

Appendix

Ticker

| | |
|--|------|
| The PNC Financial Services Group, Inc. | PNC |
| BB&T Corporation | BBT |
| Comerica | CMA |
| Fifth Third Bancorp | FITB |
| KeyCorp | KEY |
| National City Corporation | NCC |
| Regions Financial | RF |
| SunTrust Banks, Inc. | STI |
| U.S. Bancorp | USB |
| Wachovia Corporation | WB |
| Wells Fargo & Company | WFC |



ADDITIONAL INFORMATION ABOUT THE PNC/STERLING FINANCIAL CORPORATION TRANSACTION

The PNC Financial Services Group, Inc. and Sterling Financial Corporation will be filing a proxy statement/prospectus and other relevant documents concerning the merger with the United States Securities and Exchange Commission (the "SEC"). WE URGE INVESTORS TO READ THE PROXY STATEMENT/PROSPECTUS AND ANY OTHER DOCUMENTS TO BE FILED WITH THE SEC IN CONNECTION WITH THE MERGER OR INCORPORATED BY REFERENCE IN THE PROXY STATEMENT/PROSPECTUS, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

Investors will be able to obtain these documents free of charge at the SEC's Web site (www.sec.gov). In addition, documents filed with the SEC by The PNC Financial Services Group, Inc. will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Sterling Financial Corporation will be available free of charge from Sterling Financial Corporation by contacting Shareholder Relations at (877) 248-6420.

The directors, executive officers, and certain other members of management and employees of Sterling Financial Corporation are participants in the solicitation of proxies in favor of the merger from the shareholders of Sterling Financial Corporation. Information about the directors and executive officers of Sterling Financial Corporation is included in the proxy statement for its May 8, 2007 annual meeting of shareholders, which was filed with the SEC on April 2, 2007. Additional information regarding the interests of such participants will be included in the proxy statement/prospectus and the other relevant documents filed with the SEC when they become available.
