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THE PNC FINANCIAL SERVICES GROUP, INC.
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Quarterly Report on Form 10-Q
For the quarterly period ended June 30, 2000

Page 1 represents a portion of the second quarter 2000 Financial Review which is not required by the Form $10-Q$ report and is not "filed" as part of the Form 10-Q.

The Quarterly Report on Form 10-Q and cross reference index is on page 37.
CONSOLIDATED FINANCIAL HIGHLIGHTS

<TABLE>
<CAPTION>
<CAPTION>
ended June 30

Three months ended June 30

. 82
*Excludes amortization of goodwill

\begin{tabular}{|c|c|c|}
\hline <S> & <C> & <C> \\
\hline <C> & & \\
\hline PERIOD-END BALANCE SHEET DATA & & \\
\hline Assets & \$75,737 & \$75,413 \\
\hline \$75,558 & & \\
\hline Earning assets & 64,228 & 64,671 \\
\hline 66,889 & & \\
\hline Loans, net of unearned income & 50,942 & 50,046 \\
\hline 52,075 & & \\
\hline Securities available for sale & 7,302 & 7,611 \\
\hline 8,856 & & \\
\hline Loans held for sale & 4,510 & 5,798 \\
\hline 4,507 & & \\
\hline Deposits & 47,426 & 46,668 \\
\hline 47,685 & & \\
\hline Borrowed funds & 18,585 & 19,347 \\
\hline 18,464 & & \\
\hline Shareholders' equity & 6,157 & 5,946 \\
\hline 5,755 & & \\
\hline Common shareholders' equity & 5,844 & 5,633 \\
\hline 5,442 & & \\
\hline Book value per common share & 20.22 & 19.23 \\
\hline 18.40 & & \\
\hline CAPITAL RATIOS & & \\
\hline Leverage & 6.72\% & 6.61\% \\
\hline 7.47\% & & \\
\hline Common shareholders' equity to total assets & 7.72 & 7.47 \\
\hline 7.20 & & \\
\hline ASSET QUALITY RATIOS & & \\
\hline Nonperforming assets to total loans, loans held for sale and foreclosed assets & . \(66 \%\) & . \(61 \%\) \\
\hline . 59\% & & \\
\hline Allowance for credit losses to total loans 1. 29 & 1.33 & 1.35 \\
\hline Allowance for credit losses to nonaccrual loans & 213.61 & 225.42 \\
\hline \[
224.33
\] & & \\
\hline Quarterly net charge-offs to average loans . 18 & . 27 & . 23 \\
\hline
\end{tabular}

THE PNC FINANCIAL SERVICES GROUP, INC.
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FINANCIAL REVIEW
This Financial Review should be read in conjunction with The PNC Financial
Services Group, Inc. and subsidiaries' ("Corporation" or "PNC") unaudited Consolidated Financial Statements included herein and the Financial Review and audited Consolidated Financial Statements included in the Corporation's 1999 Annual Report.

OVERVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.
The Corporation is one of the largest diversified financial services companies in the United States operating regional banking, corporate banking, real estate finance, asset-based lending, asset management, global fund services and mortgage banking businesses that provide products and services nationally and in PNC's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky.

Financial services organizations today are challenged to demonstrate that they can generate sustainable and consistent earnings growth in an increasingly competitive and volatile environment. PNC has responded to these challenges by transitioning to a diversified national financial services organization driven by businesses that are increasingly national in scope and less balance sheet dependent. Increasing contributions from fee-based businesses including asset management, processing and private banking have strengthened PNC's revenue and earnings mix. In addition, the Corporation seeks to enhance consolidated value by leveraging technology, information, branding, marketing and financial resources across all businesses.

As part of this transition, the Corporation implemented a number of initiatives designed to reshape the traditional bank franchise as well as grow non-traditional, largely fee-based businesses with greater growth potential.

These include the sale of the credit card business, exiting certain non-strategic wholesale lending businesses and the continued downsizing of the indirect automobile lending portfolio. PNC also acquired Investor Services Group ("ISG"). The combination of ISG with PFPC, the Corporation's global fund services subsidiary, created one of the nation's leading full-service processors for pooled investment products. On May 31, 2000, PFPC completed the acquisition of Automated Business Development Corp. ("ABD"), the leading provider of blue sky compliance services to the mutual fund industry.

On July 18, 2000, the Corporation announced that it is exploring the potential sale of the residential mortgage banking business. The scale requirements for the residential mortgage banking business continue to increase as the industry's consolidation accelerates. The capital commitment required for PNC to continue to gain scale in this business would be significant. A sale of the residential mortgage banking business, if undertaken, would position PNC to redeploy capital to further the Corporation's growth objectives.

\section*{SUMMARY FINANCIAL RESULTS}

Consolidated net income for the first six months of 2000 was \(\$ 623\) million or \(\$ 2.09\) per diluted share, a \(9 \%\) increase compared with core earnings per diluted share for the prior-year period. Return on average common shareholders' equity was \(21.81 \%\) and return on average assets was \(1.67 \%\) for the first six months of 2000 compared with core returns of \(20.92 \%\) and \(1.57 \%\), respectively, a year ago. Cash earnings per diluted share, which exclude goodwill amortization, were \(\$ 2.29\) for the first six months of 2000, a \(12 \%\) increase compared with core cash earnings per diluted share a year ago.

Reported earnings for the first six months of 1999 were \(\$ 640\) million or \(\$ 2.08\) per diluted share. Core earnings per diluted share were \(\$ 1.92\) and core cash earnings per diluted share were \(\$ 2.05\) in the first six months of 1999. Core earnings for the first six months of 1999 excluded \(\$ 331\) million of gains on the sales of the credit card business and equity interests in Electronic Payment Services, Inc. ("EPS") and Concord EFS, Inc. ("Concord") stock that were partially offset by \(\$ 142\) million of valuation adjustments associated with exiting certain non-strategic wholesale lending businesses, a \(\$ 30\) million contribution to the PNC Foundation and \(\$ 98\) million of costs related to efficiency initiatives.

Taxable-equivalent net interest income was \(\$ 1.120\) billion for the first six months of 2000, a \(\$ 156\) million decrease compared with the first six months of 1999. The net interest margin was \(3.43 \%\) for the first six months of 2000 compared with \(3.75 \%\) for the first six months of 1999. The decreases were primarily due to funding costs related to the ISG acquisition, the downsizing of certain credit-related businesses in 1999 and the effect of a higher interest rate environment.

The provision for credit losses was \(\$ 66\) million in the first six months of 2000 and net charge-offs were \(\$ 65\) million.

Noninterest income of \(\$ 1.585\) billion for the first six months of 2000 increased \(\$ 379\) million or \(31 \%\) compared with the first six months of 1999 , excluding non-core items last year. The increase was primarily driven by strong growth in certain fee-based businesses, the impact of the ISG acquisition and higher equity management revenue.

THE PNC FINANCIAL SERVICES GROUP, INC.
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\section*{FINANCIAL REVIEW}

Noninterest expense was \(\$ 1.674\) billion and the efficiency ratio was \(56.5 \%\) in the first six months of 2000 compared with \(\$ 1.462\) billion and \(53.0 \%\), respectively, in the first six months of 1999, excluding non-core items. The increases were primarily related to the ISG acquisition and higher expenses commensurate with fee-based revenue growth.

Total assets were \(\$ 75.7\) billion at June 30, 2000 compared with \(\$ 75.4\) billion at December 31, 1999. Average earning assets were \(\$ 64.9\) billion for the first six months of 2000 compared with \(\$ 67.9\) billion for the first six months of 1999 . The decrease was primarily due to the impact of downsizing certain credit-related businesses and a smaller securities portfolio.

Shareholders' equity totaled \(\$ 6.2\) billion, the leverage ratio was \(6.7 \%\) and Tier I and total risk-based capital ratios were \(7.4 \%\) and \(11.3 \%\), respectively, at June 30, 2000 .

Overall asset quality remained relatively stable during the first six months of 2000. The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets was . 66\% at June 30, 2000 compared with . 61\% at December 31, 1999. Nonperforming assets were \(\$ 364\) million at June 30,2000 compared with \(\$ 338\) million at December 31, 1999. The allowance for credit losses was \(\$ 675\) million and represented \(1.33 \%\) of period-end loans and \(214 \%\) of nonaccrual loans at June

30, 2000. The comparable ratios were \(1.35 \%\) and \(225 \%\), respectively, at December 31, 1999. Net charge-offs were \(\$ 65\) million or \(.26 \%\) of average loans for the first six months of 2000 compared with \(\$ 102\) million or \(.38 \%\), respectively, for the first six months of 1999 . The decreases were primarily due to the sale of the credit card business in the first quarter of 1999.

\section*{FORWARD-LOOKING STATEMENTS}

This report and other documents filed by the Corporation with the Securities and Exchange Commission ("SEC") may include forward-looking statements within the meaning of the Private Securities Litigation Reform Act. Forward-looking statements give the Corporation's expectations or predictions of future financial or business performance or conditions. Forward-looking statements are typically identified by words or phrases such as "believe," "expect,"
"anticipate," "intend," "estimate," "position," "potential," "continue," and variations of such words and similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "may" or similar expressions.

The Corporation cautions that these forward-looking statements are subject to numerous assumptions, risks and uncertainties, all of which change over time. Actual results could differ materially from those anticipated in these forward-looking statements and future results could differ from historical performance.

The following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and financial and capital markets; inflation; changes in values of assets under management and assets serviced; relative investment performance of assets under management; customer acceptance of PNC products and services; customer borrowing, repayment, investment and deposit practices; customer disintermediation; valuation of debt and equity investments; the introduction, withdrawal, success and timing of business initiatives and strategies; competitive conditions; the inability to realize cost savings or revenues, implement integration plans and other consequences associated with mergers, acquisitions and divestitures; economic conditions; and the impact, extent and timing of technological changes, capital management activities and actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

Factors relating to credit, interest rate, liquidity and market risk are discussed elsewhere in this report. Factors relating to the regulation and supervision of the Corporation are also discussed in the Corporation's 1999 Annual Report on Form 10-K filed with the SEC. Forward-looking statements speak only as of the date they are made and the corporation assumes no duty to update forward-looking statements.

THE PNC FINANCIAL SERVICES GROUP, INC.
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\section*{REVIEW OF BUSINESSES}

PNC operates eight major businesses engaged in regional banking, corporate banking, real estate finance, asset-based lending, asset management, global fund services and mortgage banking activities: Regional Banking, Corporate Banking, PNC Real Estate Finance, PNC Business Credit, PNC Advisors, BlackRock, PFPC and PNC Mortgage.

Business results are presented based on PNC's management accounting practices and the Corporation's current management structure. There is no comprehensive, authoritative body of guidance for management accounting equivalent to generally accepted accounting principles; therefore, PNC's business results are not necessarily comparable with similar information for any other financial services institution. Financial results are presented to the extent practicable as if each business operated on a stand-alone basis.

The presentation of business results was changed during the first quarter of 2000 to reflect the Corporation's current operating strategy and recent organizational changes. Middle market and equipment leasing activities (previously included in Regional Banking) are reported in Corporate Banking. In addition, PNC Real Estate Finance and PNC Business Credit are reported separately within PNC Secured Finance. Regional real estate lending activities (previously included in Regional Banking) are reported in PNC Real Estate Finance. Business financial results for the first six months of 2000 and 1999 are presented consistent with this structure.

The management accounting process uses various balance sheet and income statement assignments and transfers to measure performance of the businesses. Methodologies change from time to time as management accounting practices are enhanced and businesses change. Securities or borrowings and related net interest income are assigned based on the net asset or liability position of each business. Capital is assigned based on management's assessment of inherent
risks and equity levels at independent companies providing similar products and services. The allowance for credit losses is allocated to the businesses based on risk inherent in the loan portfolios. Support areas not directly aligned with the businesses are allocated primarily based on the utilization of services.

Total business financial results differ from consolidated financial results primarily due to differences between management accounting practices and generally accepted accounting principles, divested and exited businesses, equity management activities, minority interests, residual asset and liability management activities, eliminations and unassigned items, the impact of which is reflected in Other.

RESULTS OF BUSINESSES
<TABLE>
<CAPTION>


\(==========\)
</TABLE>
* Taxable-equivalent basis

THE PNC FINANCIAL SERVICES GROUP, INC.
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FINANCIAL REVIEW
REGIONAL BANKING
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline INCOME STATEMENT & & \\
\hline Net interest income & \$703 & \$709 \\
\hline Noninterest income & 288 & 267 \\
\hline Total revenue & 991 & 976 \\
\hline Provision for credit losses & 22 & 33 \\
\hline Noninterest expense & 534 & 533 \\
\hline Pretax earnings & 435 & 410 \\
\hline Income taxes & 154 & 151 \\
\hline Earnings & \$281 & \$259 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{AVERAGE BALANCE SHEET} \\
\hline \multicolumn{3}{|l|}{Loans} \\
\hline \multicolumn{3}{|l|}{Consumer} \\
\hline Home equity & \$5,311 & \$5,105 \\
\hline Indirect & 1,352 & 2,166 \\
\hline Education & 95 & 1,289 \\
\hline Other consumer & 776 & 684 \\
\hline Total consumer & 7,534 & 9,244 \\
\hline Commercial & 3,711 & 3,784 \\
\hline Residential mortgage & 11,599 & 11,272 \\
\hline Other & 1,351 & 1,213 \\
\hline Total loans & 24,195 & 25,513 \\
\hline Securities available for sale & 5,470 & 5,424 \\
\hline Loans held for sale & 1,358 & 4 \\
\hline Assigned assets and other assets & 7,159 & 6,732 \\
\hline Total assets & \$38,182 & \$37,673 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Deposits} \\
\hline Noninterest-bearing demand & \$4,591 & \$5,194 \\
\hline Interest-bearing demand & 5,377 & 4,687 \\
\hline Money market & 9,776 & 8,696 \\
\hline Savings & 2,063 & 2,433 \\
\hline Certificates & 13,524 & 13,435 \\
\hline Total net deposits & 35,331 & 34,445 \\
\hline Other liabilities & 274 & 686 \\
\hline Assigned capital & 2,577 & 2,542 \\
\hline Total funds & \$38,182 & \$37,673 \\
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Return on assigned capital & 22\% & 21\% \\
\hline Noninterest income to total revenue & 29 & 27 \\
\hline Efficiency & 52 & 53 \\
\hline
\end{tabular}

Regional Banking provides credit, deposit, branch-based brokerage and electronic banking products and services to retail customers as well as credit, treasury management and capital markets products and services to small businesses primarily within PNC's geographic region.

Regional Banking's strategic focus is on driving sustainable revenue growth while aggressively managing the revenue/expense relationship. Regional Banking utilizes knowledge-based marketing capabilities to analyze customer demographic information, transaction patterns and delivery preferences to develop customized banking packages focused on improving customer satisfaction and profitability.

Regional Banking has also invested heavily in building a sales culture and infrastructure while improving efficiency. Capital investments have been redistributed strategically with a greater proportion going towards the development of alternative delivery capabilities consistent with customer preferences.

Regional Banking contributed \(45 \%\) of total business earnings for the first six months of 2000 compared with \(46 \%\) for the first six months of 1999. Earnings increased \(8 \%\) to \(\$ 281\) million for the first six months of 2000 and performance ratios improved.

Total revenue was \(\$ 991\) million for the first six months of 2000 compared with \(\$ 976\) million for the same period last year. The increase was primarily due to a \(\$ 21\) million or \(8 \%\) increase in noninterest income that was driven by higher consumer service and brokerage fees, partially offset by the downsizing of the indirect automobile lending portfolio and the comparative impact of branch sales in 1999.

Consumer loans declined primarily due to the continued downsizing of the indirect automobile lending portfolio and the decision to sell education loans in repayment, which are included in loans held for sale. Interest-bearing demand and money market deposits increased \(\$ 1.8\) billion or \(13 \%\) primarily due to the impact of strategic marketing initiatives, which reflects PNC's focus on deepening customer relationships.

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CORPORATE BANKING
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline INCOME STATEMENT & & \\
\hline Credit-related revenue & \$199 & \$180 \\
\hline Noncredit revenue & 221 & 174 \\
\hline Total revenue & 420 & 354 \\
\hline Provision for credit losses & 38 & 14 \\
\hline Noninterest expense & 196 & 176 \\
\hline Pretax earnings & 186 & 164 \\
\hline Income taxes & 66 & 59 \\
\hline Earnings & \$120 & \$105 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Loans} \\
\hline Middle market & \$5,559 & \$5,560 \\
\hline Specialized industries & 3,767 & 3,909 \\
\hline Large corporate & 2,815 & 2,550 \\
\hline Leasing & 1,734 & 1,280 \\
\hline Other & 250 & 442 \\
\hline Total loans & 14,125 & 13,741 \\
\hline Other assets & 1,985 & 1,893 \\
\hline Total assets & \$16,110 & \$15,634 \\
\hline Net deposits & \$4,539 & \$4,375 \\
\hline Assigned funds and other liabilities & 10,363 & 10,086 \\
\hline Assigned capital & 1,208 & 1,173 \\
\hline Total funds & \$16,110 & \$15,634 \\
\hline
\end{tabular}

PERFORMANCE RATIOS
Return on assigned capital \(20 \% 18 \%\)
Noncredit revenue to total revenue 53
Efficiency 46

Corporate Banking provides specialized credit, equipment leasing, treasury management and capital markets products and services to large and mid-sized corporations, institutions and government entities primarily within PNC's geographic region.

The strategic focus for Corporate Banking is to emphasize higher-margin noncredit products and services, especially treasury management and capital markets, as well as disciplined balance sheet growth.

Corporate Banking made the decision to exit certain non-strategic wholesale lending businesses during 1999. These activities are excluded from business results in both periods presented.

Total revenue of \(\$ 420\) million for the first six months of 2000 increased \(\$ 66\) million or \(19 \%\) compared with the same period last year. Noncredit revenue includes noninterest income and the benefit of compensating balances received in lieu of fees. Noncredit revenue increased \(\$ 47\) million or \(27 \%\) compared with the first six months of 1999 primarily driven by increases in treasury management and capital markets fees, as well as revenue associated with equity investments. Noncredit revenue comprised \(53 \%\) of total revenue for the first six months of 2000 reflecting the emphasis on sales of fee-based products.

The provision for credit losses was \(\$ 38\) million for the first six months of 2000, a \(\$ 24\) million increase compared with the prior-year period due to a higher level of net charge-offs. The period-to-period increase was impacted by a low level of net charge-offs in 1999.

The increase in noninterest expense in the period-to-period comparison was associated with growth in noncredit products and services.

Treasury management and capital markets products offered through Corporate Banking are sold by several businesses across the Corporation and related profitability is included in the results of those businesses. Consolidated revenue from treasury management was \(\$ 169\) million for the first six months of 2000, a 16\% increase compared with the first six months of 1999. Consolidated revenue from capital markets was \(\$ 68\) million for the first six months of 2000 , a 32\% increase compared with the first six months of 1999.

\section*{THE PNC FINANCIAL SERVICES GROUP, INC.}
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FINANCIAL REVIEW
PNC REAL ESTATE FINANCE
\begin{tabular}{|c|c|c|}
\hline dollars in millions & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline Net interest income & \$59 & \$60 \\
\hline \multicolumn{3}{|l|}{Noninterest income} \\
\hline Net commercial mortgage banking & 30 & 32 \\
\hline Other & 14 & 16 \\
\hline Total noninterest income & 44 & 48 \\
\hline Total revenue & 103 & 108 \\
\hline \multicolumn{3}{|l|}{Provision for credit losses} \\
\hline Noninterest expense & 67 & 60 \\
\hline Pretax earnings & 36 & 48 \\
\hline Income taxes & 3 & 11 \\
\hline Earnings & \$33 & \$37 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
Loans
\begin{tabular}{|c|c|c|}
\hline Commercial - real estate related Commercial real estate & \[
\begin{array}{r}
\$ 2,041 \\
2,428
\end{array}
\] & \[
\begin{array}{r}
\$ 2,266 \\
2,536
\end{array}
\] \\
\hline Total loans & 4,469 & 4,802 \\
\hline Commercial mortgages held for sale & 151 & 105 \\
\hline Other assets & 984 & 725 \\
\hline Total assets & \$5,604 & \$5,632 \\
\hline Deposits & \$244 & \$240 \\
\hline Assigned funds and other liabilities & 4,977 & 4,997 \\
\hline Assigned capital & 383 & 395 \\
\hline Total funds & \$5,604 & \$5,632 \\
\hline
\end{tabular}

PERFORMANCE RATIOS
Return on assigned capital \(17 \%\)
Noninterest income to total revenue 4344
Efficiency \(\quad 51 \quad 44\)

PNC Real Estate Finance provides credit products, capital markets financing, treasury management, commercial mortgage loan servicing and other products and services to developers, owners and investors in commercial real estate.

Over the past several years, through customer segmentation and strategic acquisitions, PNC Real Estate Finance has redeployed capital historically assigned to lending activities in PNC's primary geographic markets to fee-based businesses focused on loan servicing and securitization on a national basis.

PNC Real Estate Finance made the decision to exit the cyclical mortgage warehouse lending business and certain non-strategic commercial real estate portfolios at the end of 1999. These activities are excluded from business results in both periods presented.

PNC Real Estate Finance contributed 5\% of total business earnings for the first six months of 2000 compared with \(6 \%\) for the same period last year. Earnings were \(\$ 33\) million for the first six months of 2000 compared with \(\$ 37\) million for the first six months of 1999.

Total revenue was \(\$ 103\) million for the first six months of 2000 compared with \(\$ 108\) million in the prior-year period. Increases in treasury management and commercial mortgage servicing fees were more than offset by lower commercial mortgage-backed securitization gains and the comparative impact of gains from workout activities in 1999.

Noninterest expense was \(\$ 67\) million for the first six months of 2000 compared with \(\$ 60\) million in the same period last year. The increase was primarily due to passive losses on low income housing equity investments, the comparative impact of legal expense recoveries from loan workout activities in 1999 and investments in technology to support the loan servicing platform. The increase in passive losses on low income housing investments was more than offset by related tax credits.
\begin{tabular}{|c|c|c|}
\hline COMMERCIAL MORTGAGE SE In billions & 2000 & 1999 \\
\hline January 1 & \$45 & \$39 \\
\hline Acquisitions/additions & 6 & 8 \\
\hline Repayments/transfers & (3) & (6) \\
\hline June 30 & \$48 & \$41 \\
\hline
\end{tabular}

At June 30, 2000, the commercial mortgage servicing portfolio was \$48 billion, a 17\% increase compared with June 30, 1999.

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PNC BUSINESS CREDIT
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline INCOME STATEMENT & & \\
\hline Net interest income & \$49 & \$33 \\
\hline Noninterest income & 8 & 4 \\
\hline Total revenue & 57 & 37 \\
\hline Provision for credit losses & 2 & 1 \\
\hline Noninterest expense & 14 & 12 \\
\hline Pretax earnings & 41 & 24 \\
\hline Income taxes & 15 & 8 \\
\hline Earnings & \$26 & \$16 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline AVERAGE BALANCE SHEET & & \\
\hline Loans & \$2,100 & \$1,625 \\
\hline Other assets & 73 & 33 \\
\hline Total assets & \$2,173 & \$1,658 \\
\hline Deposits & \$56 & \$44 \\
\hline Assigned funds and other liabilities & 1,973 & 1,503 \\
\hline Assigned capital & 144 & 111 \\
\hline Total funds & \$2,173 & \$1,658 \\
\hline PERFORMANCE RATIOS & & \\
\hline Return on assigned capital & 36\% & 29\% \\
\hline Efficiency & 23 & 30 \\
\hline
\end{tabular}

PNC Business Credit provides asset-based lending, capital markets and treasury management products and services to middle market customers on a national basis.

PNC Business Credit's strategic focus is to build scale through the disciplined expansion of existing offices as well as the addition of new marketing locations.

PNC Business Credit contributed \(4 \%\) of total business earnings for the first six months of 2000 compared with \(3 \%\) for the first six months of 1999. Earnings increased \(\$ 10\) million or \(63 \%\) in the period-to-period comparison to \(\$ 26\) million for the first six months of 2000 .

Revenue was \(\$ 57\) million for the first six months of 2000 , a \(\$ 20\) million or \(54 \%\) increase compared with the first six months of 1999 primarily due to the impact of higher loan outstandings associated with business expansion.

Noninterest expense was \(\$ 14\) million and the efficiency ratio improved to 23\% for the first six months of 2000 compared with \(\$ 12\) million and \(30 \%\), respectively, in the same period last year. The return on assigned capital improved to 36\% for the first six months of 2000 due to strong revenue growth and improved efficiency.

\section*{THE PNC FINANCIAL SERVICES GROUP, INC.}
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FINANCIAL REVIEW

PNC ADVISORS
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline Net interest income & \$68 & \$67 \\
\hline \multicolumn{3}{|l|}{Noninterest income} \\
\hline Investment management and trust & 205 & 192 \\
\hline Brokerage & 90 & 73 \\
\hline Other & 35 & 33 \\
\hline Total noninterest income & 330 & 298 \\
\hline Total revenue & 398 & 365 \\
\hline Provision for credit losses & 3 & \\
\hline Noninterest expense & 258 & 243 \\
\hline Pretax earnings & 137 & 122 \\
\hline Income taxes & 51 & 47 \\
\hline Earnings & \$86 & \$75 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
\begin{tabular}{|c|c|c|}
\hline Loans & & \\
\hline Residential mortgage & \$978 & \$1,002 \\
\hline Consumer & 957 & 948 \\
\hline Commercial & 643 & 611 \\
\hline Other & 548 & 318 \\
\hline Total loans & 3,126 & 2,879 \\
\hline Other assets & 451 & 425 \\
\hline Total assets & \$3,577 & \$3,304 \\
\hline Deposits & \$2,086 & \$2,365 \\
\hline Assigned funds and other liabilities & 941 & 386 \\
\hline Assigned capital & 550 & 553 \\
\hline Total funds & \$3,577 & \$3,304 \\
\hline PERFORMANCE RATIOS & & \\
\hline Return on assigned capital & 31\% & 27\% \\
\hline Noninterest income to total revenue & 83 & 82 \\
\hline Efficiency & 64 & 66 \\
\hline
\end{tabular}

PNC Advisors offers customized investment management, high-end brokerage, personal trust, estate planning and traditional banking services to affluent and wealthy individuals, and investment management, trust and administrative services to pension funds, \(401(k)\) plans and charitable organizations.

PNC Advisors strives to be the "financial advisor of choice" in the growing affluent market, providing a full range of high-quality, customized and predominantly fee-based investment products and services. PNC Advisors continues to expand Hilliard Lyons, PNC's high-end brokerage company that serves the affluent, throughout the Corporation's geographic region, which includes some of the nation's wealthiest metropolitan areas.

PNC Advisors contributed 14\% of total business earnings for the first six months of 2000 compared with \(13 \%\) for the first six months of 1999. Earnings of \(\$ 86\) million for the first six months of 2000 increased \(\$ 11\) million or \(15 \%\) compared with the same period last year.

Revenue increased \(\$ 33\) million or \(9 \%\) in the period-to period comparison. The increase was primarily driven by higher brokerage revenue resulting from the expansion of PNC Advisors' brokerage distribution network and significant activity in the equity markets. Noninterest expense increased in the period-to-period comparison commensurate with revenue growth.
\begin{tabular}{|c|c|c|}
\hline ASSETS UNDER MANAGEMENT* June 30 - in billions & 2000 & 1999 \\
\hline Personal investment management and trust & \$50 & \$51 \\
\hline Institutional trust & 18 & 17 \\
\hline Total & \$68 & \$68 \\
\hline
\end{tabular}
* Assets under management do not include brokerage assets administered.

At June 30, 2000 and 1999, PNC Advisors managed \(\$ 68\) billion of assets. Brokerage assets administered by PNC Advisors increased \(\$ 3\) billion in the period-to-period comparison to \(\$ 28\) billion at June 30, 2000, reflecting increased asset gathering at Hilliard Lyons.

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BLACKROCK
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline INCOME STATEMENT & & \\
\hline Investment advisory and administrative fees & \$209 & \$169 \\
\hline Other income & 12 & 11 \\
\hline Total revenue & 221 & 180 \\
\hline Operating expense & 111 & 88 \\
\hline \begin{tabular}{l}
Fund administration \\
and servicing costs - affiliates
\end{tabular} & 38 & 36 \\
\hline Goodwill amortization & 5 & 5 \\
\hline Total expense & 154 & 129 \\
\hline Operating income & 67 & 51 \\
\hline Nonoperating income (expense) & 2 & (6) \\
\hline Pretax earnings & 69 & 45 \\
\hline Income taxes & 29 & 19 \\
\hline Earnings & \$40 & \$26 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline PERIOD-END BALANCE SHEET & & \\
\hline Intangible assets & \$197 & \$199 \\
\hline Other assets & 237 & 204 \\
\hline Total assets & \$434 & \$403 \\
\hline Borrowings & & \$153 \\
\hline Other liabilities & \$113 & 118 \\
\hline Shareholders' equity & 321 & 132 \\
\hline Total funds & \$434 & \$403 \\
\hline PERFORMANCE RATIOS & & \\
\hline Return on equity & 27\% & 44\% \\
\hline Operating margin* & 36 & 35 \\
\hline Diluted earnings per share & \$. 62 & \$. 47 \\
\hline
\end{tabular}

\footnotetext{
* Excludes the impact of affiliate fund administration and servicing costs.
}

BlackRock manages assets for institutions and individuals through a variety of fixed income, liquidity, equity and alternative investment products, including BlackRock's flagship fund families.

BlackRock contributed \(6 \%\) of total business earnings for the first six months of 2000 compared with \(5 \%\) for the first six months of 1999. Earnings of \(\$ 40\) million for the first six months of 2000 increased \(54 \%\) compared with the same period last year. Total revenue for the first six months of 2000 increased \(\$ 41\) million or \(23 \%\) compared with the first six months of 1999 primarily due to strong growth in investment advisory and administrative fees resulting from new asset
management mandates, which represented \(\$ 31\) billion of the \(\$ 35\) billion or \(25 \%\) increase in assets under management. The increase in operating expense in the period-to-period comparison supported revenue growth.

At June 30, 2000, BlackRock managed \(\$ 177\) billion of assets for individual and institutional investors.
\begin{tabular}{|c|c|c|}
\hline ASSETS UNDER MANAGEMENT June 30 - in billions & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{Separate Accounts} \\
\hline Fixed income* & \$85 & \$68 \\
\hline Liquidity & 18 & 13 \\
\hline Equity & 8 & 2 \\
\hline Total Separate Accounts & 111 & 83 \\
\hline \multicolumn{3}{|l|}{Mutual Funds} \\
\hline Fixed income & 14 & 14 \\
\hline Liquidity & 36 & 32 \\
\hline Equity & 16 & 13 \\
\hline Total Mutual Funds & 66 & 59 \\
\hline Total assets under management & \$177 & \$142 \\
\hline
\end{tabular}

* Includes alternative investment products.

BlackRock, Inc. is a publicly traded company that is \(70 \%\) owned by PNC.
BlackRock's Class A common stock is listed on the New York Stock Exchange under the symbol BLK. Additional information about BlackRock is available in its filings with the SEC and may be obtained electronically at the SEC's home page at www.sec.gov.

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FINANCIAL REVIEW

PFPC


AVERAGE BALANCE SHEET
\begin{tabular}{lrr} 
Total assets & \(\$ 1,587\) & \(\$ 263\) \\
Deposits & & \\
Assigned funds and other liabilities & 1,253 & \(\$ 140\) \\
Assigned capital & 207 & 18 \\
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Total funds & \$1,587 & \$263 \\
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Return on assigned capital & 16\% & 42\% \\
\hline Operating margin & 24 & 32 \\
\hline
\end{tabular}

PFPC, the Corporation's global fund services subsidiary, provides a wide range of processing services to the investment management community. PFPC provides customized services to clients in the United States and to the global funds marketplace through its Dublin, Ireland operation.

On December 1, 1999, PFPC acquired ISG, one of the nation's leading providers of back-office services to mutual funds and retirement plans. The acquisition added key related businesses, including retirement plan servicing, to PFPC's expanding operations. The integration of ISG into PFPC continues as scheduled. On May 31, 2000, PFPC completed the acquisition of \(A B D\), the leading provider of blue sky compliance services to the mutual fund industry. The acquisition was valued at \(\$ 20\) million and accounted for as a purchase.

PFPC contributed \(3 \%\) of total business earnings for the first six months of 2000 compared with 4\% for the first six months of 1999. Earnings decreased \(\$ 6\) million in the period-to-period comparison primarily due to the impact of the ISG acquisition. Excluding the impact of ISG, earnings increased \(23 \%\) in the period-to-period comparison.

Revenue for the first six months of 2000 increased \(\$ 227\) million compared with the first six months of 1999 . The acquisition of ISG accounted for \(\$ 200\) million of the increase in revenue. The remaining increase was driven by existing client growth, new business and market appreciation. Operating expense increased in the period-to-period comparison and performance ratios were impacted as a result of the ISG acquisition and infrastructure costs associated with business expansion.
\begin{tabular}{|c|c|c|}
\hline \begin{tabular}{l}
SERVICING STATISTICS \\
June 30
\end{tabular} & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{Accounting/administration} \\
\hline assets (\$ in billions) & \$449 & \$244 \\
\hline Custody assets (\$ in billions) & \$416 & \$349 \\
\hline Shareholder accounts (in millions) & 41 & 3 \\
\hline
\end{tabular}

The increases in accounting/administration assets serviced and shareholder accounts were primarily due to the ISG acquisition.

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PNC MORTGAGE
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline \multicolumn{3}{|l|}{Net mortgage banking revenue} \\
\hline Residential mortgage servicing & \$202 & \$160 \\
\hline Origination and securitization & 34 & 115 \\
\hline MSR amortization, net of servicing hedge & (88) & (114) \\
\hline Net mortgage banking revenue & 148 & 161 \\
\hline Net interest income & 10 & 56 \\
\hline Total revenue & 158 & 217 \\
\hline Operating expense & 121 & 176 \\
\hline Pretax earnings & 37 & 41 \\
\hline Income taxes & 15 & 17 \\
\hline Earnings & \$22 & \$24 \\
\hline \multicolumn{3}{|l|}{AVERAGE BALANCE SHEET} \\
\hline Residential mortgages held for sale & \$2,129 & \$2,721 \\
\hline Securities available for sale & 1,941 & 2,806 \\
\hline Mortgage servicing rights and other assets & 2,545 & 1,523 \\
\hline Total assets & \$6,615 & \$7,050 \\
\hline Escrow deposits & \$1,040 & \$1,238 \\
\hline Assigned funds and other liabilities & 5,145 & 5,354 \\
\hline Assigned capital & 430 & 458 \\
\hline
\end{tabular}
\begin{tabular}{llll}
\(\quad\) Total funds & \(\$ 6,615\) & \(\$ 7,050\) \\
PERFORMANCE RATIOS & & \\
Return on assigned capital & \(10 \%\) & \(11 \%\) \\
Net mortgage banking revenue to total revenue & 94 & 74 \\
Efficiency
\end{tabular}

PNC Mortgage originates, purchases and services residential mortgages and related products. PNC Mortgage also acquires and securitizes residential mortgages as private-label, mortgage-backed securities and performs the master servicing of those securities for investors.

PNC Mortgage's strategic focus is on expanding sales of a broader array of financial products while leveraging its technology platform and servicing capabilities to manage the revenue/expense relationship for traditional mortgage products.

PNC Mortgage contributed 4\% of total business earnings for the first six months of 2000 and 1999. Earnings decreased in the comparison due to lower origination and related securitization volume resulting from lower refinancing activity. The decrease in origination and securitization income was partially offset by higher residential mortgage servicing revenue due to the impact of a larger servicing portfolio.

Operating expense decreased \(\$ 55\) million or \(31 \%\) in the period-to-period comparison due to operating expense reduction initiatives associated with lower origination volume.

During the first six months of 2000, residential mortgage production totaled \(\$ 9\) billion of which \(26 \%\) consisted of retail originations. The remainder was acquired through correspondent and contractual flow agreements. The comparable amounts were \(\$ 12\) billion and 38\%, respectively, for the first six months of 1999.

RESIDENTIAL MORTGAGE SERVICING PORTFOLIO
\begin{tabular}{|c|c|c|}
\hline In billions & 2000 & 1999 \\
\hline January 1 & \$75 & \$62 \\
\hline Production volume & 9 & 12 \\
\hline Bulk acquisitions & 6 & 6 \\
\hline Repayments & (5) & (9) \\
\hline June 30 & \$85 & \$71 \\
\hline
\end{tabular}

At June 30, 2000, the residential mortgage servicing portfolio totaled \$85
billion. Loans included in this portfolio that were serviced for others totaled
\(\$ 77\) billion and had a weighted-average coupon of \(7.62 \%\). Capitalized residential mortgage servicing rights ("MSR") totaled \(\$ 1.8\) billion at June 30, 2000, and had an estimated fair value of \(\$ 2.1\) billion. The master servicing portfolio grew 11\% in the period-to-period comparison to \(\$ 36\) billion at June 30, 2000.

The value of MSR and related amortization are affected by changes in interest rates. If interest rates decline and the rate of prepayments increases, the underlying servicing fees and related MSR value also would decline. In a period of rising interest rates, a converse relationship would be expected. PNC Mortgage seeks to manage this risk by using financial instruments as hedges designed to move in the opposite direction of expected MSR value changes. Changes in interest rates also can affect the level of mortgage originations that generally are expected to decline as interest rates increase, and increase as interest rates decline.

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FINANCIAL REVIEW
CONSOLIDATED INCOME STATEMENT REVIEW

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline <C> <C> & & & & & & & \\
\hline Interest-earning assets & & & & & & & \\
\hline Loans held for sale & \$5,077 & \$3,555 & \$1,522 & \$204 & \$123 & \$81 & 8.02\% \\
\hline 6.88\% 114bp & & & & & & & \\
\hline Securities available for sale & 8,009 & 8,601 & (592) & 242 & 238 & 4 & 6.05 \\
\hline 5.56 49 & & & & & & & \\
\hline Loans, net of unearned income & & & & & & & \\
\hline Consumer & 9,248 & 10,841 & \((1,593)\) & 390 & 440 & (50) & 8.46 \\
\hline 8.1927 & & & & & & & \\
\hline Credit card & & 1,355 & \((1,355)\) & & 100 & (100) & \\
\hline 14.90 NM & & & & & & & \\
\hline Residential mortgage & 13,001 & 12,341 & 660 & 461 & 433 & 28 & 7.09 \\
\hline 7.027 & & & & & & & \\
\hline Commercial & 21,918 & 23,705 & \((1,787)\) & 911 & 900 & 11 & 8.22 \\
\hline 7.5567 & & & & & & & \\
\hline Commercial real estate & 2,690 & 3,397 & (707) & 118 & 132 & (14) & 8.67 \\
\hline 7.7196 & & & & & & & \\
\hline Lease financing & 3,004 & 2,461 & 543 & 109 & 87 & 22 & 7.26 \\
\hline 7.0818 & & & & & & & \\
\hline Other & 682 & 476 & 206 & 28 & 17 & 11 & 8.28 \\
\hline 7.27101 & & & & & & & \\
\hline Total loans, net of unearned income & 50,543 & 54,576 & \((4,033)\) & 2,017 & 2,109 & (92) & 7.94 \\
\hline 7.7321 & & & & & & & \\
\hline Other & 1,245 & 1,121 & 124 & 49 & 35 & 14 & 7.99 \\
\hline 6.29170 & & & & & & & \\
\hline Total interest-earning assets/ interest income & 64,874 & 67,853 & \((2,979)\) & 2,512 & 2,505 & 7 & 7.71 \\
\hline 7.38 33 & & & & & & & \\
\hline Noninterest-earning assets & 10,241 & 8,150 & 2,091 & & & & \\
\hline Total assets & \$75,115 & \$76,003 & \$(888) & & & & \\
\hline Interest-bearing liabilities Deposits & & & & & & & \\
\hline Demand and money market & \$18,893 & \$17,258 & \$1,635 & 297 & 231 & 66 & 3.17 \\
\hline 2.6948 & & & & & & & \\
\hline Savings & 2,123 & 2,503 & (380) & 18 & 20 & (2) & 1.69 \\
\hline \(1.62 \quad 7\) & & & & & & & \\
\hline Retail certificates of deposit & 14,497 & 14,381 & 116 & 386 & 356 & 30 & 5.35 \\
\hline 4.9936 & & & & & & & \\
\hline Other time & 639 & 2,219 & \((1,580)\) & 20 & 60 & (40) & 6.40 \\
\hline 5.40100 & & & & & & & \\
\hline Deposits in foreign offices & 1,486 & 721 & 765 & 45 & 17 & 28 & 5.94 \\
\hline 4.80114 & & & & & & & \\
\hline Total interest-bearing deposits & 37,638 & 37,082 & 556 & 766 & 684 & 82 & 4.09 \\
\hline \(3.72 \quad 37\) & & & & & & & \\
\hline Borrowed funds & 19,742 & 21,061 & \((1,319)\) & 626 & 545 & 81 & 6.28 \\
\hline 5.15113 & & & & & & & \\
\hline Total interest-bearing liabilities/interest expense & 57,380 & 58,143 & (763) & 1,392 & 1,229 & 163 & 4.84 \\
\hline 4.23 61 & & & & & & & \\
\hline ```
Noninterest-bearing liabilities,
    capital securities and shareholders'
    equity
``` & 17,735 & 17,860 & (125) & & & & \\
\hline ```
Total liabilities, capital
    securities and shareholders'
    equity
``` & \$75,115 & \$76,003 & \$(888) & & & & \\
\hline Interest rate spread & & & & & & & 2.87 \\
\hline 3.15 (28) & & & & & & & \\
\hline Impact of noninterest-bearing sources
\[
\begin{equation*}
.60 \tag{4}
\end{equation*}
\] & & & & & & & . 56 \\
\hline Net interest income/margin & & & & \$1,120 & \$1,276 & \$(156) & 3.43\% \\
\hline \(3.75 \% \quad(32) \mathrm{bp}\) & & & & & & & \\
\hline
\end{tabular}
\(================\)
</TABLE>
NM - not meaningful

NET INTEREST INCOME Changes in net interest income and margin result from the interaction between the volume and composition of earning assets, related yields and associated funding costs. Accordingly, portfolio size, composition and related yields earned and funding costs can have a significant impact on net interest income and margin.

Taxable-equivalent net interest income was $\$ 1.120$ billion for the first six months of 2000 , a $\$ 156$ million decrease compared with the first six months of 1999. The net interest margin was $3.43 \%$ for the first six months of 2000 compared with 3.75 \% for the first six months of 1999 . The decreases were primarily due to funding costs related to the ISG acquisition, the downsizing of certain credit-related businesses in 1999 and the effect of a higher interest rate environment. The Corporation expects net interest income and margin to continue to decline throughout the remainder of 2000.

As a result of the credit card sale and the exit and downsizing of certain credit-related businesses in 1999, loans represented $78 \%$ of average earning assets for the first six months of 2000 compared with $80 \%$ for the prior-year period. Average loans held for sale increased $\$ 1.5$ billion in the period-to-period comparison, reflecting the decision to exit certain non-strategic wholesale lending businesses during 1999. Securities available for sale represented 9\% of average earning assets for the first six months of 2000 and 1999, excluding securities used to hedge residential mortgage servicing rights.

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Funding cost is affected by the volume and composition of funding sources as well as related rates paid thereon. Average deposits comprised $61 \%$ and $60 \%$ of total sources of funds for the first six months of 2000 and 1999, respectively, with the remainder primarily comprised of wholesale funding obtained at prevailing market rates. The average loan to deposit ratio declined to $110 \%$ for the first six months of 2000 compared with $119 \%$ for the first six months of 1999.

Average demand and money market deposits increased \$1.6 billion or 9\% to \$18.9 billion for the first six months of 2000 , primarily reflecting the impact of strategic marketing initiatives to grow more valuable transaction accounts, while other time deposits decreased in the period-to-period comparison. Average borrowed funds for the first six months of 2000 decreased $\$ 1.3$ billion compared with the first six months of 1999 as lower bank notes and repurchase agreements more than offset increases in Federal Home Loan Bank ("FHLB") borrowings, federal funds purchased and subordinated debt. The increase in subordinated debt was related to funding the ISG acquisition.

PROVISION FOR CREDIT LOSSES The provision for credit losses was $\$ 66$ million for the first six months of 2000 compared with $\$ 103$ million for the first six months of 1999. Net charge-offs were $\$ 65$ million or $.26 \%$ of average loans for the first six months of 2000 compared with $\$ 102$ million or $.38 \%$, respectively, for the first six months of 1999. The decreases were primarily due to the sale of the credit card business in the first quarter of 1999.

NONINTEREST INCOME Noninterest income was $\$ 1.585$ billion for the first six months of 2000 and represented 59\% of total revenue. On a comparable basis, noninterest income increased $\$ 379$ million or $31 \%$, excluding $\$ 331$ million of gains on the sale of the credit card business, equity interests in EPS and Concord, and $\$ 142$ million of valuation adjustments associated with exiting certain non-strategic wholesale lending businesses in 1999. The increase was primarily driven by strong growth in certain fee-based businesses, the benefit of the ISG acquisition and higher equity management revenue.

Asset management fees of $\$ 382$ million for the first six months of 2000 increased $\$ 52$ million or $16 \%$ primarily driven by new business. Assets under management were $\$ 224$ billion at June 30, 2000, a 19\% increase compared with June 30, 1999. Fund servicing fees were $\$ 319$ million for the first six months of 2000 , a $\$ 213$ million increase compared with the prior-year period primarily driven by the ISG acquisition. Excluding ISG, fund servicing fees increased 22\% primarily due to existing client growth, new business and market appreciation.

Brokerage fees of $\$ 131$ million for the first six months of 2000 increased $\$ 22$ million or $20 \%$ reflecting the expansion of Hilliard Lyons' distribution network and the impact of significant activity in the equity markets. Consumer services revenue of $\$ 107$ million for the first six months of 2000 increased 4\% compared with the prior-year period excluding credit card fees. The increase was primarily due to higher consumer transaction volume.

Corporate services revenue of $\$ 162$ million for the first six months of 2000 increased $4 \%$ compared with the prior-year period, excluding the impact of the valuation adjustments associated with the exited portfolio last year.

Net residential mortgage banking revenue of $\$ 116$ million for the first six months of 2000 decreased $\$ 14$ million compared with the prior-year period as an increase in net servicing revenue was more than offset by the impact of lower origination and related securitization volume resulting from lower refinancing activity.

Equity management revenue was $\$ 135$ million for the first six months of 2000 compared with $\$ 26$ million in the prior-year period. The Corporation does not expect to sustain equity management revenue at the level experienced during the first six months of 2000. Equity investments are carried at estimated fair value and accordingly revenue related to these investments may be affected by market volatility.

Net securities losses were $\$ 3$ million for the first six months of 2000. Net securities gains were $\$ 42$ million for the first six months of 1999 , substantially all related to the gain from the sale of Concord stock.

Other noninterest income of $\$ 136$ million for the first six months of 2000 increased $\$ 15$ million or $12 \%$ compared with the prior-year period, excluding non-core items last year.

NONINTEREST EXPENSE Noninterest expense was $\$ 1.674$ billion for the first six months of 2000 compared with $\$ 1.462$ billion for the first six months of 1999, excluding non-core items. The efficiency ratio was $56.5 \%$ for the first six months of 2000 compared with $53.0 \%$ for the prior-year period, also excluding non-core items. The increases were primarily related to the ISG acquisition and higher expenses commensurate with fee-based revenue growth. Average full-time equivalent employees totaled approximately 27,000 and 26,200 for the first six months of 2000 and 1999, respectively. The increase was primarily due to the ISG acquisition, partially offset by the impact of efficiency initiatives in the traditional banking and mortgage banking businesses.

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FINANCIAL REVIEW

## CONSOLIDATED BALANCE SHEET REVIEW

LOANS Loans outstanding of $\$ 50.9$ billion at June 30,2000 increased $\$ .9$ billion from year-end 1999 primarily due to an increase in commercial, home equity and residential mortgage loans. Total outstandings and exposure designated for exit during 1999 totaled $\$ 3.7$ billion and $\$ 10.5$ billion, respectively. At June 30, 2000, the remaining outstandings and exposure associated with this initiative totaled $\$ 1.5$ billion and $\$ 4.9$ billion, respectively. Loans that were designated for exit in 1999 and reclassified to held for sale are excluded from the following table.

| DETAILS OF LOANS |  |  |
| :---: | :---: | :---: |
|  | June 30 D | ember 31 |
| In millions | 2000 | 1999 |
| Consumer |  |  |
| Home equity | \$6,333 | \$6,068 |
| Automobile | 1,420 | 1,691 |
| Other | 1,494 | 1,598 |
| Total consumer | 9,247 | 9,357 |
| Residential mortgage | 13,096 | 12,869 |
| Commercial |  |  |
| Manufacturing | 5,702 | 5,355 |
| Retail/wholesale | 4,673 | 4,301 |
| Service providers | 3,000 | 3,208 |
| Real estate related | 3,010 | 2,862 |
| Communications | 1,316 | 1,370 |
| Health care | 803 | 772 |
| Financial services | 1,115 | 1,300 |
| Other | 2,521 | 2,300 |
| Total commercial | 22,140 | 21,468 |
| Commercial real estate |  |  |
| Mortgage | 732 | 761 |
| Real estate project | 1,955 | 1,969 |
| Total commercial real estate | 2,687 | 2,730 |
| Lease financing | 3,834 | 3,663 |
| Other | 670 | 683 |
| Unearned income | (732) | (724) |
| Total, net of unearned income | \$50,942 | \$50,046 |

Loan portfolio composition continued to be geographically diversified among numerous industries and types of businesses.

| In millions | 2000 | 1999 |
| :---: | :---: | :---: |
| Consumer | \$4,740 | \$4,603 |
| Residential mortgage | 1,545 | 648 |
| Commercial | 24,208 | 23,251 |
| Commercial real estate | 892 | 740 |
| Lease financing | 148 | 136 |
| Other | 246 | 1,513 |
| Total | \$31,779 | \$30,891 |

* Excludes unfunded commitments related to loans designated for exit.

Commitments to extend credit represent arrangements to lend funds provided there is no violation of specified contractual conditions. Commercial commitments are reported net of participations, assignments and syndications, primarily to financial institutions, totaling $\$ 6.7$ billion and $\$ 7.2$ billion at June 30, 2000 and December 31, 1999, respectively.

Net outstanding letters of credit totaled $\$ 4.1$ billion and $\$ 4.6$ billion at June 30, 2000 and December 31, 1999, respectively, and consisted primarily of standby letters of credit, which commit the Corporation to make payments on behalf of customers when certain specified future events occur. Unfunded commitments and letters of credit related to loans designated for exit totaled $\$ 3.4$ billion at June 30, 2000 and $\$ 4.8$ billion at December 31, 1999.

SECURITIES AVAILABLE FOR SALE The fair value of securities available for sale at June 30, 2000 was $\$ 7.3$ billion, $\$ 309$ million lower than December 31, 1999. Total securities used to hedge residential MSR were $\$ 2.0$ billion at June 30, 2000. Portfolio securities represented $7 \%$ of total assets at June 30,2000 . The expected weighted-average life of the portfolio securities decreased to 4 years and 5 months at June 30,2000 compared with 4 years and 7 months at year-end 1999. The expected weighted-average life of total securities available for sale at June 30,2000 remained consistent at 5 years and 7 months compared with year-end 1999.

DETAILS OF SECURITIES AVAILABLE FOR SALE

| In millions | rtized Cost | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ |
| :---: | :---: | :---: |
| JUNE 30, 2000 |  |  |
| PORTFOLIO SECURITIES |  |  |
| Debt securities |  |  |
| U.S. Treasury and government agencies | \$153 | \$148 |
| Mortgage-backed | 3,661 | 3,502 |
| Asset-backed | 954 | 923 |
| State and municipal | 116 | 113 |
| Other debt | 39 | 38 |
| Corporate stocks and other | 587 | 595 |
| Total | \$5,510 | \$5,319 |

RESIDENTIAL MORTGAGE BANKING RISK MANAGEMENT


DECEMBER 31, 1999
PORTFOLIO SECURITIES

| Debt securities |  |  |
| :---: | :---: | :---: |
| U.S. Treasury and government agencies | \$411 | \$400 |
| Mortgage-backed | 3,918 | 3,769 |
| Asset-backed | 1,051 | 1,027 |
| State and municipal | 134 | 131 |
| Other debt | 40 | 39 |
| Corporate stocks and other | 590 | 594 |
| Total | \$6,144 | \$5,960 |
| RESIDENTIAL MORTGAGE BANKING RISK MANAGE Debt securities |  |  |
| U.S. Treasury and government agencies | \$1,791 | \$1,587 |
| Mortgage-backed | 68 | 64 |
| Total | 1,859 | 1,651 |
| Total securities available for sale | \$8,003 | \$7,611 |

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FUNDING SOURCES Total funding sources were $\$ 66.0$ billion at June 30 , 2000 and December 31, 1999. Increases in demand, savings and money market deposits that resulted from consumer banking marketing initiatives offset decreases in deposits in foreign offices and federal funds purchased.

DETAILS OF FUNDING SOURCES

| In millions | $\begin{array}{r} \text { June } 30 \\ 2000 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1999 \end{array}$ |
| :---: | :---: | :---: |
| Deposits |  |  |
| Demand, savings and money market | \$30,604 | \$28,689 |
| Retail certificates of deposit | 14,371 | 14,153 |
| Other time | 622 | 633 |
| Deposits in foreign offices | 1,829 | 3,193 |
| Total deposits | 47,426 | 46,668 |
| Borrowed funds |  |  |
| Federal funds purchased | 882 | 1,281 |
| Repurchase agreements | 994 | 1,122 |
| Bank notes and senior debt | 6,878 | 6,975 |
| Federal Home Loan Bank borrowings | 6,406 | 6,656 |
| Subordinated debt | 2,426 | 2,327 |
| Other borrowed funds | 999 | 986 |
| Total borrowed funds | 18,585 | 19,347 |
| Total | \$66,011 | \$66,015 |

CAPITAL The access to and cost of funding new business initiatives including acquisitions, the ability to engage in expanded activities, the ability to pay dividends, deposit insurance costs, and the level and nature of regulatory oversight depend, in large part, on a financial institution's capital strength. At June 30, 2000, the Corporation and each bank subsidiary were considered well capitalized based on regulatory capital ratio requirements.

RISK-BASED CAPITAL

| June 30 - dollars in millions | 2000 | 1999 |
| :---: | :---: | :---: |
| Capital components |  |  |
| Shareholders' equity |  |  |
| Common | \$5,845 | \$5,442 |
| Preferred | 313 | 313 |
| Trust preferred capital securities | 848 | 848 |
| Goodwill and other | $(2,277)$ | $(1,321)$ |
| Net unrealized securities losses | 241 | 241 |
| Tier I risk-based capital | 4,970 | 5,523 |
| Subordinated debt | 1,970 | 1,740 |
| Eligible allowance for credit losses | 666 | 673 |
| Subtotal | 7,606 | 7,936 |
| Investment in unconsolidated finance subsidiary | (14) |  |
| Total risk-based capital | \$7,592 | \$7,936 |
| Assets |  |  |
| Risk-weighted assets and |  |  |
| off-balance-sheet instruments | \$67,330 | \$67,689 |
| Average tangible assets | 73,926 | 73,910 |
| Capital ratios |  |  |
| Tier I risk-based | 7.38\% | 8.16\% |
| Total risk-based | 11.28 | 11.72 |
| Leverage | 6.72 | 7.47 |

The capital position is managed through balance sheet size and composition, issuance of debt and equity instruments, treasury stock activities, dividend policies and retention of earnings.

During the first six months of 2000 , PNC repurchased 4.7 million shares of common stock. On February 17, 2000, the Board of Directors authorized the Corporation to purchase up to 10 million shares of common stock through February

28, 2001. Approximately 7.4 million shares remain under this authorization.

## RISK MANAGEMENT

In the normal course of business, the Corporation assumes various types of risk, the most significant of which are credit, interest rate, liquidity and market risk. To manage these risks, PNC has risk management processes designed to provide for risk identification, measurement, monitoring and control.

CREDIT RISK Credit risk represents the possibility that a borrower or counterparty may not perform in accordance with contractual terms. Credit risk is inherent in the financial services business and results from extending credit to customers, purchasing securities and entering into off-balance-sheet financial derivative transactions. The Corporation seeks to manage credit risk through, among other things, diversification, limiting exposure to any single industry or customer, requiring collateral or selling participations to third parties, and purchasing credit-related derivatives.

NONPERFORMING ASSETS BY TYPE

|  | June 30 | December 31 |
| :---: | :---: | :---: |
| Dollars in millions | 2000 | 1999 |
| Nonaccrual loans |  |  |
| Commercial | \$259 | \$219 |
| Residential mortgage | 39 | 56 |
| Commercial real estate |  |  |
| Real estate project | 6 | 13 |
| Mortgage | 6 | 8 |
| Consumer | 3 | 2 |
| Lease financing | 3 | 1 |
| Total nonaccrual loans | 316 | 299 |
| Foreclosed and other assets |  |  |
| Residential mortgage | 15 | 12 |
| Commercial real estate | 4 | 5 |
| Other | 29 | 22 |
| Total foreclosed and other ass | 48 | 39 |
| Total nonperforming assets | \$364 | \$338 |
| Nonaccrual loans to total loans .62\% .60\% |  |  |
| Nonperforming assets to total loans, loans held for sale and foreclosed |  |  |
| loans held for sale and foreclosed assets | . 66 | . 61 |
| Nonperforming assets to total assets | . 48 | . 45 |

The above table excludes $\$ 18$ million and $\$ 13$ million of equity management assets at June 30, 2000 and December 31, 1999, respectively, carried at estimated fair value.

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FINANCIAL REVIEW

The amount of nonperforming loans that were current as to principal and interest was $\$ 24$ million at June 30,2000 and $\$ 42$ million at December 31, 1999. There were no troubled debt restructured loans outstanding as of either period end.


ACCRUING LOANS PAST DUE 90 DAYS OR MORE

|  | Amount |  | Percent of Loans |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30 | December 31 | June 30 | December 31 |
| Dollars in millions | 2000 | 1999 | 2000 | 1999 |
| Consumer | \$20 | \$25 | . 22 \% | . $27 \%$ |
| Residential mortgage | 38 | 34 | . 29 | . 26 |
| Commercial | 28 | 30 | . 13 | . 14 |
| Commercial real estate | 2 | 5 | . 07 | . 18 |


| Lease financing | 3 | 2 | . 10 | . 05 |
| :---: | :---: | :---: | :---: | :---: |
| Total | \$91 | \$96 | . 18 | . 19 |

ALLOWANCE FOR CREDIT LOSSES In determining the adequacy of the allowance for credit losses, the Corporation makes specific allocations to impaired loans and to pools of watchlist and nonwatchlist loans for various credit risk factors. Allocations to loan pools are developed by business segment and risk rating and are based on historical loss trends and management's judgment concerning those trends and other relevant factors. Those factors may include, among other things, actual versus estimated losses, current regional and national economic conditions, business segment and portfolio concentrations, industry competition and consolidation, and the impact of government regulations. Consumer and residential mortgage loan allocations are made at a total portfolio level based on historical loss experience adjusted for portfolio activity and current economic conditions.

While PNC's commercial and consumer pool reserve methodologies strive to reflect all risk factors, there continues to be a certain element of risk associated with, but not limited to, potential estimation or judgmental errors. Unallocated reserves provide coverage for such risks. While allocations are made to specific loans and pools of loans, the total reserve is available for all credit losses.

Senior management's Reserve Adequacy Committee provides oversight for the allowance evaluation process including quarterly evaluations, and methodology and estimation changes. The results of the evaluations are reported to the Credit Committee of the Board of Directors.

The provision for credit losses for the first six months of 2000 and the evaluation of the allowance for credit losses as of June 30, 2000 reflected changes in loan portfolio composition and changes in asset quality. The unallocated portion of the allowance for credit losses at June 30, 2000 represented $20 \%$ of the total allowance and . $26 \%$ of total loans compared with $20 \%$ and . $27 \%$, respectively, at December 31, 1999.

ROLLFORWARD OF ALLOWANCE FOR CREDIT LOSSES

| In millions | 2000 | 1999 |
| :---: | :---: | :---: |
| January 1 | \$674 | \$753 |
| Charge-offs | (88) | (134) |
| Recoveries | 23 | 32 |
| Net charge-offs | (65) | (102) |
| Provision for credit losses | 66 | 103 |
| Divestitures |  | (81) |
| June 30 | \$675 | \$673 |

The allowance as a percent of nonaccrual loans and period-end loans was $214 \%$ and $1.33 \%$, respectively, at June 30, 2000. The comparable year-end 1999 amounts were $225 \%$ and $1.35 \%$, respectively.

CHARGE-OFFS AND RECOVERIES

| Six months ended <br> June 30 <br> Dollars in millions | Charge-offs | Recoveries | $\begin{array}{r} \text { Net } \\ \text { Charge-offs } \end{array}$ | Percent of Average Loans |
| :---: | :---: | :---: | :---: | :---: |
| 2000 |  |  |  |  |
| Consumer | \$23 | \$11 | \$12 | . $26 \%$ |
| Residential mortgage | 3 | 1 | 2 | . 03 |
| Commercial | 59 | 10 | 49 | . 45 |
| Lease financing | 3 | 1 | 2 | . 13 |
| Total | \$88 | \$23 | \$65 | . 26 |
| 1999 |  |  |  |  |
| Consumer | \$34 | \$14 | \$20 | . $37 \%$ |
| Credit card | 60 | 2 | 58 | 8.63 |
| Residential mortgage | 6 | 1 | 5 | . 08 |
| Commercial | 30 | 13 | 17 | . 14 |
| Commercial real estate | 1 | 1 |  |  |
| Lease financing | 3 | 1 | 2 | . 16 |
| Total | \$134 | \$32 | \$102 | . 38 |

The actual level of net charge-offs and the provision for credit losses in future periods can be affected by many business and economic factors and may differ from current or historical experience.

INTEREST RATE RISK Interest rate risk arises primarily through the Corporation's traditional business activities of extending loans and accepting deposits. Many factors, including economic and financial conditions, movements in market interest rates and consumer preferences affect the spread between interest earned on assets and interest paid on liabilities. In managing interest rate risk, the Corporation seeks to minimize its reliance on a particular interest rate scenario as a source of earnings while maximizing net interest income and net interest margin. To further these objectives, the Corporation uses securities purchases and sales, long-term and short-term funding, financial derivatives and other capital markets instruments.

Interest rate risk is centrally managed by Asset and Liability Management. The Corporation actively measures and monitors components of interest rate risk including term structure or repricing risk, yield curve or nonparallel rate shift risk, basis risk and options risk. Senior management's Corporate Asset and Liability Committee provides strategic direction to Asset and Liability Management and, in doing so, reviews capital markets activities and interest rate risk exposures. The Finance Committee of the Board of Directors is responsible for overseeing the Corporation's interest rate risk management process.

The Corporation measures and manages both the short-term and long-term effects of changing interest rates. An income simulation model is used to measure the sensitivity of net interest income to changing interest rates over the next twenty-four month period. An economic value of equity model is used to measure the sensitivity of the value of existing on-balance-sheet and off-balance-sheet positions to changing interest rates.

The income simulation model is the primary tool used to measure the direction and magnitude of changes in net interest income resulting from changes in interest rates. Forecasting net interest income and its sensitivity to changes in interest rates requires that the Corporation make assumptions about the volume and characteristics of new business and the behavior of existing positions. These business assumptions are based on the Corporation's experience, business plans and published industry experience. Key assumptions employed in the model include prepayment speeds on mortgage-related assets and consumer loans, loan volumes and pricing, deposit volumes and pricing, the expected life and repricing characteristics of nonmaturity loans and deposits, and management's financial and capital plans.

Because these assumptions are inherently uncertain, the model cannot precisely estimate net interest income or precisely predict the effect of higher or lower interest rates on net interest income. Actual results will differ from simulated results due to the timing, magnitude and frequency of interest rate changes, the difference between actual experience and the assumed volume and characteristics of new business and behavior of existing positions, and changes in market conditions and management strategies, among other factors.

The Corporation's interest rate risk management policies provide that net interest income should not decrease by more than $3 \%$ if interest rates gradually increase or decrease from current rates by 100 basis points over a twelve-month period. At June 30, 2000, if interest rates were to gradually increase by 100 basis points over the next twelve months, the model indicated that net interest income would decrease by . $9 \%$. If interest rates were to gradually decrease by 100 basis points over the next twelve months, the model indicated that net interest income would increase by $1.1 \%$.

The Corporation models additional interest rate scenarios covering a wider range of rate movements to identify yield curve, term structure and basis risk exposures. These scenarios are developed based on historical rate relationships or management's expectations regarding the future direction and level of interest rates. Depending on market conditions and other factors, these scenarios may be modeled more or less frequently. Such analyses are used to identify inherent risk and develop appropriate strategies.

An economic value of equity model is used by the Corporation to value all current on-balance-sheet and off-balance-sheet positions under a range of instantaneous interest rate changes. The resulting change in the value of equity is the measure of overall long-term interest rate risk inherent in the Corporation's existing on-balance-sheet and off-balance-sheet positions. The Corporation uses the economic value of equity model to complement the net interest income simulation modeling process.

The Corporation's risk management policies provide that the change in economic value of equity should not decline by more than $1.5 \%$ of the book value of assets for a 200 basis point instantaneous increase or decrease in interest rates. Based on the results of the economic value of equity model at June 30, 2000, if interest rates were to instantaneously increase by 200 basis points, the model indicated that the economic value of existing on-balance-sheet and off-balance-sheet positions would decline by $1.0 \%$ of assets. If interest rates
were to instantaneously decrease by 200 basis points, the model indicated that the economic value of existing on-balance-sheet and off-balance-sheet positions would increase by $.1 \%$ of assets.

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## FINANCIAL REVIEW

LIQUIDITY RISK Liquidity represents the Corporation's ability to obtain cost-effective funding to meet the needs of customers as well as the Corporation's financial obligations. Liquidity is centrally managed by Asset and Liability Management, with oversight provided by the Corporate Asset and Liability Committee and the Finance Committee of the Board of Directors.

Access to capital markets funding sources is a key factor affecting liquidity management. Access to such markets is in part based on the Corporation's credit ratings, which are influenced by a number of factors including capital ratios, credit quality, and earnings. Additional factors that impact liquidity include the maturity structure of existing assets, liabilities, and off-balance-sheet positions, the level of liquid securities and loans available for sale, and the Corporation's ability to securitize and sell various types of loans.

Liquidity can also be provided through the sale of liquid assets, which consist of short-term investments, loans held for sale and securities available for sale. At June 30, 2000, such assets totaled $\$ 13.2$ billion with $\$ 3.9$ billion pledged as collateral for borrowing, trust and other commitments. Liquidity can also be obtained through secured advances from the FHLB, of which PNC is a member. These borrowings are generally secured by residential mortgages and mortgage-backed securities. At June 30, 2000, approximately $\$ 7.9$ billion of residential mortgages were available as collateral for borrowings from the FHLB. Funding can also be obtained through alternative forms of borrowing, including federal funds purchased, repurchase agreements and short-term and long-term debt issuances.

Liquidity for the parent company and subsidiaries is also generated through the issuance of securities in public or private markets and lines of credit. At June 30, 2000, the Corporation had unused capacity under effective shelf registration statements of approximately $\$ 1.4$ billion of debt and equity securities and $\$ 400$ million of trust preferred capital securities. In addition, the Corporation had an unused line of credit of $\$ 500$ million.

The principal source of parent company revenue and cash flow is dividends from subsidiary banks. PNC Bancorp, Inc. is a wholly-owned subsidiary of the parent company and is the holding company for all bank subsidiaries. There are legal limitations on the ability of bank subsidiaries to pay dividends and make other distributions to PNC Bancorp, Inc. and in turn the parent company. Without regulatory approval, the amount available for dividend payments to PNC Bancorp, Inc. by all bank subsidiaries was $\$ 380$ million at June 30, 2000 . Dividends may also be impacted by capital needs, regulatory requirements, corporate policies, contractual restrictions and other factors.

Management believes the Corporation has sufficient liquidity to meet current obligations to borrowers, depositors, debt holders and others. The impact of replacing maturing liabilities is reflected in the income simulation model in the overall asset and liability management process.

MARKET RISK Most of PNC's trading activities are designed to provide capital markets services for customers. The performance of PNC's trading operations is predominantly based on providing services to customers and not on positioning the Corporation's portfolio for gains from market movements.

Market risk associated with trading, capital markets and foreign exchange activities is managed using a value-at-risk approach that combines interest rate risk, foreign exchange rate risk, spread risk and volatility risk. Exposure is measured as the potential loss due to a two standard deviation, one-day move. The combined period-end value-at-risk of all trading operations using this measurement was less than $\$ 600$ thousand at June 30, 2000.

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FINANCIAL DERIVATIVES A variety of off-balance-sheet financial derivatives are used as part of the overall risk management process to manage the interest rate, market and credit risk inherent in the Corporation's business activities. Interest rate swaps and purchased interest rate caps and floors are the primary instruments used for interest rate risk management. Interest rate swaps are agreements to exchange fixed and floating interest rate payments calculated on a notional principal amount. The floating rate is based on a money market index,
primarily short-term LIBOR. Purchased interest rate caps and floors are agreements where, for a fee, the counterparty agrees to pay the Corporation the amount, if any, by which a specified market interest rate exceeds or is less than a defined rate applied to a notional amount, respectively.

Forward contracts provide for the delivery of financial instruments at a specified future date and at a specified price or yield. Such contracts are primarily used to manage risk positions associated with certain residential mortgage banking and student lending activities.

Credit-related derivatives provide, for a fee, an assumption of a portion of the credit risk associated with the underlying financial instruments. Such contracts are primarily used to manage credit risk and regulatory capital associated with commercial lending activities.

Financial derivatives involve, to varying degrees, interest rate, market and credit risk in excess of the amount on the balance sheet, but less than the notional amount of the contract. For interest rate swaps, caps and floors, only periodic cash payments and, with respect to caps and floors, premiums, are exchanged. Therefore, cash requirements and exposure to credit risk are significantly less than the notional value.

During the first six months of 2000, financial derivatives used in interest rate risk management decreased net interest income by $\$ 17$ million compared with a $\$ 32$ million increase in the prior-year period.

The following table sets forth changes in the notional value of off-balance-sheet financial derivatives used for risk management during the first six months of 2000 .

FINANCIAL DERIVATIVES ACTIVITY

<TABLE>
<CAPTION>
Weighted-


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FINANCIAL REVIEW

The following table sets forth, by designated assets and liabilities, the notional value and the estimated fair value of financial derivatives used for risk management. Weighted-average interest rates presented are those expected to be in effect based on the implied forward yield curve at June 30, 2000.

\section*{FINANCIAL DERIVATIVES}
<TABLE>
<CAPTION>
Average Interest
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{Rates} \\
\hline & Notional & Estimated & \\
\hline June 30, 2000 - dollars in millions Received & Value & Fair Value & Paid \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{<C>} \\
\hline \multicolumn{4}{|l|}{Interest rate risk management} \\
\hline \multicolumn{4}{|l|}{Interest rate swaps (1)} \\
\hline Receive fixed designated to loans & \$4,000 & \$ (48) & 7.02\% \\
\hline \multicolumn{4}{|l|}{5.49\%} \\
\hline Basis swaps designated to other earning assets & 245 & 12 & 6.50 \\
\hline \multicolumn{4}{|l|}{6.99 ( 69} \\
\hline Interest rate caps designated to loans (2) & 375 & 11 & NM \\
\hline \multicolumn{4}{|l|}{NM} \\
\hline Interest rate floors designated to loans (3) & 3,272 & (1) & NM \\
\hline \multicolumn{4}{|l|}{NM} \\
\hline Total asset rate conversion & 7,892 & (26) & \\
\hline \multicolumn{4}{|l|}{Liability rate conversion} \\
\hline \multicolumn{4}{|l|}{Interest rate swaps (1)} \\
\hline \multicolumn{4}{|l|}{Receive fixed designated to:} \\
\hline Interest-bearing deposits & 125 & (2) & 7.06 \\
\hline \multicolumn{4}{|l|}{6.73 ( 6} \\
\hline Borrowed funds & 1,581 & (31) & 7.04 \\
\hline \multicolumn{4}{|l|}{6.49} \\
\hline Pay fixed designated to borrowed funds & 5 & 1 & 6.09 \\
\hline 7.51 & & & \\
\hline Basis swaps designated to borrowed funds & 2,074 & 2 & 7.01 \\
\hline \multicolumn{4}{|l|}{7.06 ( 7 (} \\
\hline Total liability rate conversion & 3,785 & (30) & \\
\hline Total interest rate risk management & 11,677 & (56) & \\
\hline \multicolumn{4}{|l|}{Mortgage banking risk management} \\
\hline \multicolumn{4}{|l|}{Residential} \\
\hline \multicolumn{4}{|l|}{Forward contracts} \\
\hline Commitments to purchase loans & 340 & 11 & NM \\
\hline \multicolumn{4}{|l|}{NM} \\
\hline Commitments to sell loans & 2,355 & (13) & NM \\
\hline \multicolumn{4}{|l|}{NM} \\
\hline Options & 253 & 5 & NM \\
\hline NM & & & \\
\hline Options - MSR (3) & 8,080 & 32 & NM \\
\hline \multicolumn{4}{|l|}{NM} \\
\hline ```
    Total residential
Commercial
``` & 11,028 & 35 & \\
\hline Pay fixed interest rate swaps designated to securities (1) & 154 & 11 & 5.86 \\
\hline 7.10 & & & \\
\hline Pay fixed interest rate swaps designated to loans
\[
6.81
\] & 382 & 17 & 6.64 \\
\hline Total commercial & 536 & 28 & \\
\hline
\end{tabular}

Total mortgage banking risk management
Forward contracts
Credit-related activities
    Credit default swaps

4,408
(3)
Total financial derivatives
\(===============================================================================================================================\)
\(===========\)
</TABLE>
(1) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, \(30 \%\) were based on 1-month LIBOR, 67\% on 3-month LIBOR and the remainder on other short-term indices.
(2) Interest rate caps with notional values of \(\$ 89\) million, \(\$ 113\) million and \(\$ 169\) million require the counterparty to pay the Corporation the excess, if any, of 3 -month LIBOR over a weighted-average strike of \(6.09 \%\), 1 -month LIBOR over a weighted-average strike of \(5.67 \%\) and Prime over a weighted-average strike of \(8.77 \%\), respectively. At June \(30,2000,3\) month LIBOR was \(6.77 \%\), 1 -month LIBOR was \(6.64 \%\) and Prime was \(9.50 \%\).
(3) Interest rate floors with notional values of \(\$ 3.0\) billion, \(\$ 3.8\) billion and \(\$ 3.4\) billion require the counterparty to pay the Corporation the excess, if any, of the weighted-average strike of \(4.63 \%\) over 3 -month LIBOR, the weighted-average strike of \(5.08 \%\) over 10 -year CMT and the weighted-average strike of \(5.16 \%\) over 10 -year CMS, respectively. At June 30, 2000, 3-month LIBOR was \(6.77 \%\), 10 -year CMT was \(6.03 \%\) and 10 -year CMS was \(7.25 \%\).
NM - Not meaningful

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OTHER DERIVATIVES To accommodate customer needs, PNC enters into
customer-related financial derivative transactions primarily consisting of
interest rate swaps, caps, floors and foreign exchange contracts. Risk exposure from customer positions is managed through transactions with other dealers.

Additionally, the Corporation enters into other derivative transactions for risk management purposes. These positions are recorded at estimated fair value and changes in value are included in results of operations.
 \$9
</TABLE>
* For the six months ended June 30, 2000

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## FINANCIAL REVIEW

SECOND QUARTER 2000 VS. SECOND QUARTER 1999
Consolidated net income for the second quarter of 2000 was $\$ 315$ million or $\$ 1.06$ per diluted share, an $8 \%$ increase compared with core diluted earnings per share for the second quarter of 1999. Return on average common shareholders' equity was $21.91 \%$ and return on average assets was $1.68 \%$ for the second quarter of 2000 compared with $21.21 \%$ and $1.60 \%$, respectively, on a core basis for the second quarter of 1999. Cash earnings per diluted share were $\$ 1.16$ for the second quarter of 2000, up $12 \%$ compared with core cash earnings per diluted share a year ago. Reported earnings for the second quarter of 1999 were $\$ 315$ million or $\$ 1.03$ per diluted share. Core earnings per diluted share, which exclude the gain from the sale of Concord stock partially offset by a contribution to the PNC Foundation, were $\$ .98$. Core cash earnings per diluted share were $\$ 1.04$ in the second quarter of 1999.

Taxable-equivalent net interest income was $\$ 555$ million for the second quarter of 2000 , a $\$ 57$ million decrease compared with the second quarter of 1999. The net interest margin was $3.41 \%$ for the second quarter of 2000 compared with 3.64\% in the second quarter of 1999 . The decreases were primarily due to funding costs related to the ISG acquisition, downsizing of certain credit-related businesses in 1999 and the impact of the higher interest rate environment.

The provision for credit losses was $\$ 35$ million in the second quarter of 2000 and net charge-offs were $\$ 34$ million, compared with $\$ 25$ million and $\$ 24$ million, respectively, in the prior-year period.

Noninterest income of $\$ 796$ million for the second quarter of 2000 increased $\$ 173$ million or $28 \%$ compared with the prior-year quarter, excluding the $\$ 41$ million gain on the sale of Concord stock in 1999. The increase was primarily driven by growth in fee-based businesses, the benefit of the ISG acquisition and higher equity management revenue.

Asset management fees of $\$ 196$ million for the second quarter of 2000 increased $\$ 27$ million or $16 \%$ compared with the second quarter of 1999 primarily driven by new business. Assets under management were $\$ 224$ billion at June 30, 2000, a 19\% increase compared with June 30,1999 . Fund servicing fees were $\$ 164$ million for the second quarter of 2000 , a $\$ 110$ million increase compared with the second quarter of 1999 primarily driven by the ISG acquisition. Excluding ISG, fund servicing fees increased $\$ 11$ million or $20 \%$ compared with the prior-year quarter primarily due to existing client growth, new business and market appreciation.

Brokerage fees of $\$ 60$ million for the second quarter of 2000 increased $\$ 7$ million or $13 \%$ compared with the second quarter of 1999 reflecting the expansion of Hilliard Lyons' distribution network and the impact of higher activity in the equity markets. Consumer services revenue of $\$ 56$ million for the second quarter of 2000 increased $\$ 4$ million or $8 \%$ compared with the prior-year quarter primarily due to an increase in consumer transaction volume.

Corporate services revenue of $\$ 80$ million for the second quarter of 2000 decreased $\$ 4$ million compared with the second quarter of 1999 primarily due to a lower level of commercial mortgage-backed securitization gains.

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Net residential mortgage banking revenue of $\$ 62$ million for the second quarter of 2000 decreased $\$ 8$ million compared with the prior-year quarter as an increase in net servicing revenue was more than offset by the impact of lower origination activity. Residential mortgage originations totaled $\$ 4$ billion for the second quarter of 2000 compared with $\$ 6$ billion in the prior-year quarter.

Equity management revenue was $\$ 48$ million for the second quarter of 2000 compared with $\$ 17$ million in the second quarter of 1999.

There were no net securities gains in the second quarter of 2000 . Net securities gains were $\$ 42$ million for the second quarter of 1999 , substantially all related to the gain from the sale of concord stock. Other noninterest income of $\$ 80$ million for the second quarter of 2000 increased $\$ 8$ million compared with the second quarter of 1999.

Noninterest expense was $\$ 827$ million and the efficiency ratio was $56 \%$ in the second quarter of 2000 compared with $\$ 737$ million and $54 \%$, respectively, in the second quarter of 1999, excluding non-core items. The increases were primarily related to the ISG acquisition and higher expenses commensurate with fee-based revenue growth.

Average earning assets were $\$ 64.8$ billion for the second quarter of 2000 compared with $\$ 66.9$ billion for the second quarter of 1999. Average earning assets declined primarily due to a decrease in average loans, which resulted from the decision to exit certain non-strategic wholesale lending businesses and the continued downsizing of the indirect automobile lending portfolio. Average securities available for sale decreased $\$ 1.4$ billion compared with the prior-year quarter. Average loans held for sale increased $\$ 1.0$ billion compared with the prior-year quarter primarily as a result of exiting certain non-strategic wholesale lending businesses during 1999.

Average deposits were $\$ 46.7$ billion and represented $62 \%$ of total sources of funds for the second quarter of 2000 compared with $\$ 45.5$ billion and $61 \%$, respectively, in the second quarter of 1999. The increase in deposits was primarily due to increases in interest-bearing demand and money market deposits that resulted from marketing initiatives in the consumer bank.

Average borrowed funds were $\$ 19.4$ billion for the second quarter of 2000 compared with $\$ 20.5$ billion for the second quarter of 1999.

The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets was . 66\% at June 30, 2000 compared with . 59\% at June 30, 1999. Nonperforming assets were $\$ 364$ million at June 30, 2000 compared with $\$ 333$ million at June 30, 1999.

The allowance for credit losses was $\$ 675$ million and represented $1.33 \%$ of period-end loans and $214 \%$ of nonaccrual loans at June 30, 2000. The comparable ratios were 1.29\% and 224\%, respectively, at June 30, 1999. Net charge-offs were $\$ 34$ million or $.27 \%$ of average loans in the second quarter of 2000 compared with $\$ 24$ million or $.18 \%$, respectively, in the second quarter of 1999.

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CONSOLIDATED STATEMENT OF INCOME





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CONSOLIDATED STATEMENT OF CASH FLOWS

<TABLE>
<CAPTION>
Six months ended June 30 - in millions 2000
1999

-----------------
```
<S>
<C>
```
<C>
OPERATING ACTIVITIES
Net income \$623
\$640
Adjustments to reconcile net income to net cash provided by operating activities Provision for credit losses66

103
Depreciation, amortization and accretion 272
217
Deferred income taxes 194
98
Net securities (losses) gains
14
Gain on sale of businesses
(290)

Valuation adjustments 23
142
Change in
Loans held for sale 1,265
83
Other (1,195)
(604)

------------------
Net cash provided by operating activities
1,247
403
- ------------------------

INVESTING ACTIVITIES
Net change in loans
\begin{tabular}{|c|c|}
\hline Repayment of securities available for sale 750 & 450 \\
\hline \multicolumn{2}{|l|}{Sales} \\
\hline Securities available for sale & 3,700 \\
\hline \multicolumn{2}{|l|}{5,687} \\
\hline Loans & 16 \\
\hline \multicolumn{2}{|l|}{312} \\
\hline Foreclosed assets & 21 \\
\hline \multicolumn{2}{|l|}{21} \\
\hline \multicolumn{2}{|l|}{Purchases} \\
\hline \[
(7,676)
\] & \((3,854)\) \\
\hline \multicolumn{2}{|l|}{Loans} \\
\hline \multicolumn{2}{|l|}{(363)} \\
\hline Net cash (paid) received for divestitures & (4) \\
\hline 3,261 & \\
\hline Other & (117) \\
\hline \multicolumn{2}{|l|}{(27)} \\
\hline Net cash (used) provided by investing activities & (793) \\
\hline \multicolumn{2}{|l|}{2,305} \\
\hline - & \\
\hline \multicolumn{2}{|l|}{FINANCING ACTIVITIES} \\
\hline \multicolumn{2}{|l|}{Net change in} \\
\hline Noninterest-bearing deposits & 647 \\
\hline \multicolumn{2}{|l|}{(855)} \\
\hline Interest-bearing deposits & 111 \\
\hline \multicolumn{2}{|l|}{1,044} \\
\hline Federal funds purchased & (399) \\
\hline \multicolumn{2}{|l|}{(70)} \\
\hline \multicolumn{2}{|l|}{Sale/issuance} \\
\hline Repurchase agreements & 79,564 \\
\hline \multicolumn{2}{|l|}{71,290} \\
\hline Bank notes and senior debt & 2,847 \\
\hline \multicolumn{2}{|l|}{1,320} \\
\hline Federal Home Loan Bank borrowings & 2,750 \\
\hline \multicolumn{2}{|l|}{250} \\
\hline Subordinated debt & 593 \\
\hline \multicolumn{2}{|l|}{254} \\
\hline Other borrowed funds & 20,335 \\
\hline \multicolumn{2}{|l|}{16,790} \\
\hline Common stock & 71 \\
\hline \multicolumn{2}{|l|}{67} \\
\hline \multicolumn{2}{|l|}{Repayment/maturity} \\
\hline Repurchase agreements & \((79,692)\) \\
\hline \multicolumn{2}{|l|}{\((70,921)\)} \\
\hline Bank notes and senior debt & \((2,945)\) \\
\hline \multicolumn{2}{|l|}{\((3,226) \quad(3)\)} \\
\hline Federal Home Loan Bank borrowings & \((3,000)\) \\
\hline \multicolumn{2}{|l|}{\((1,937)\)} \\
\hline Subordinated debt & (494) \\
\hline \multicolumn{2}{|l|}{(5)} \\
\hline Other borrowed funds & \((20,292)\) \\
\hline \multicolumn{2}{|l|}{\((16,256)\)} \\
\hline Acquisition of treasury stock
(543) & (238) \\
\hline \multicolumn{2}{|l|}{\multirow[t]{2}{*}{Cash dividends paid
\((256)\)\(\quad\) (271)}} \\
\hline & \\
\hline \multicolumn{2}{|l|}{\[
(3,054)
\]} \\
\hline \multicolumn{2}{|l|}{INCREASE (DECREASE) IN CASH AND DUE FROM BANKS} \\
\hline \multicolumn{2}{|l|}{2,534 Cash and due from banks at beginning of year 3,097} \\
\hline \multicolumn{2}{|l|}{\[
\begin{aligned}
& 2,534 \\
& -\quad---1
\end{aligned}
\]} \\
\hline \multicolumn{2}{|l|}{Cash and due from banks at end of period
\[
\$ 2,188
\]} \\
\hline \multicolumn{2}{|l|}{\(=========\)} \\
\hline \multicolumn{2}{|l|}{CASH PAID FOR} \\
\hline Interest & \$1,408 \\
\hline \multicolumn{2}{|l|}{\$1,286} \\
\hline Income taxes & 181 \\
\hline \multicolumn{2}{|l|}{108} \\
\hline \multicolumn{2}{|l|}{NON-CASH ITEMS} \\
\hline Transfer from loans to loans held for sale & \\
\hline 1,489 & \\
\hline Transfer from loans to other assets & 22 \\
\hline
\end{tabular}
\(=========\)
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

THE PNC FINANCIAL SERVICES GROUP, INC.
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
BUSINESS The PNC Financial Services Group, Inc. ("Corporation" or "PNC") is one of the largest diversified financial services companies in the United States operating regional banking, corporate banking, real estate finance, asset-based lending, asset management, global fund services and mortgage banking businesses that provide products and services nationally and in PNC's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky. The Corporation is subject to intense competition from other financial services companies and is subject to the regulations of certain federal and state agencies and undergoes periodic examinations by those authorities.

## ACCOUNTING POLICIES

BASIS OF FINANCIAL STATEMENT PRESENTATION The unaudited consolidated interim financial statements include the accounts of PNC and its subsidiaries, most of which are wholly owned. Such statements have been prepared in accordance with accounting principles generally accepted in the United States. All significant intercompany accounts and transactions have been eliminated.

In the opinion of management, the financial statements reflect all adjustments of a normal recurring nature necessary for a fair statement of results for the interim periods presented. Certain prior-period amounts have been reclassified to conform with the current period presentation. These classifications did not impact the Corporation's financial condition or results of operations.

In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the amounts reported. Actual results will differ from such estimates and the differences may be material to the consolidated financial statements.

The notes included herein should be read in conjunction with the audited consolidated financial statements included in The PNC Financial Services Group, Inc.'s 1999 Annual Report.

RECENT ACCOUNTING PRONOUNCEMENTS
Statement of Financial Accounting Standards ("SFAS") No. 137, "Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB Statement No. 133" (an amendment of SFAS No. 133), issued in June 1999, defers the effective date of SFAS No. 133, "Accounting for Derivative
Instruments and Hedging Activities," until fiscal years beginning after June 15, 2000. The Corporation expects to adopt SFAS No. 133, as amended by SFAS No. 137, effective January 1, 2001, the statement's effective date.

The impact of adopting the provisions of this statement on PNC's financial position and results of operations is currently not estimable and will depend on the financial position of the Corporation and the nature and purpose of the derivative instruments in place as of the effective date.

This statement requires the Corporation to recognize all financial derivatives on the balance sheet at fair value. Derivatives that do not qualify as hedges must be adjusted to fair value through results of operations. If the derivative is a hedge as defined by the statement, changes in the fair value of derivatives will be either offset against the change in fair value of the hedged assets, liabilities, or firm commitments through results of operations or recognized in other comprehensive income until the hedged item is recognized in results of operations based on the nature of the hedge. The ineffective portion of a derivative's change in fair value will be immediately recognized in earnings.

CASH FLOWS
During the first six months of 2000, acquisition activity that affected cash flows consisted of $\$ 22$ million of acquired assets, $\$ 2$ million of acquired liabilities and cash payments totaling $\$ 3$ million. During the first six months of 1999, divestiture activity that affected cash flow consisted of $\$ 3.1$ billion of divested assets and cash receipts of $\$ 3.3$ billion in cash and due from banks.

## TRADING ACTIVITIES

PNC engages in trading activities as part of the Corporation's risk management strategies and for "market making" in equity securities. Additionally, PNC participates in derivatives and foreign exchange trading as an accommodation to customers.

Net trading income for the first six months of 2000 totaled $\$ 56$ million compared with a net trading loss of $\$ 10$ million for the prior-year period that were

| Six months ended June 30 - in millions | 2000 | 1999 |
| :---: | :---: | :---: |
| Net residential mortgage banking |  |  |
| Risk management | \$15 | \$ (42) |
| Other income |  |  |
| Market making | 23 | 24 |
| Derivatives trading | 7 | 1 |
| Foreign exchange | 11 | 7 |
| Net trading income (loss) | \$56 | \$ (10) |

THE PNC FINANCIAL SERVICES GROUP, INC.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
SECURITIES AVAILABLE FOR SALE
<TABLE>
<CAPTION>


DECEMBER 31, 1999
PORTFOLIO SECURITIES
Debt securities
U.S. Treasury and government agencies
$\$ 411$
\$(11)
$\$ 400$
Mortgage-backed
3,769
3,918
\$2
1,051
(151)

Asset-backed
1,027


Net securities losses were $\$ 3$ million for the first six months of 2000. Net securities gains were $\$ 42$ million for the first six months of 1999 , substantially all related to the gain from the sale of Concord EFS, Inc. stock. Net securities gains of $\$ 2$ million and net securities losses of $\$ 56$ million related to residential mortgage banking risk management strategies were reported in net residential mortgage banking revenue in the first six months of 2000 and 1999, respectively. Net securities gains of $\$ 2$ million for the first six months of 2000, related to commercial mortgage banking activities, were included in corporate services revenue.

THE PNC FINANCIAL SERVICES GROUP, INC.

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NONPERFORMING ASSETS
Nonperforming assets were as follows:

| In millions | $\begin{array}{r} \text { June } 30 \\ 2000 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1999 \end{array}$ |
| :---: | :---: | :---: |
| Nonaccrual loans | \$316 | \$299 |
| Foreclosed and other assets | 48 | 39 |
| Total nonperforming assets | \$364 | \$338 |

The above table excludes $\$ 18$ million and $\$ 13$ million of equity management assets
at June 30, 2000 and December 31, 1999, respectively, carried at estimated fair value.

ALLOWANCE FOR CREDIT LOSSES
Changes in the allowance for credit losses were as follows:

| In millions | 2000 | 1999 |
| :---: | :---: | :---: |
| Allowance at January 1 | \$674 | \$753 |
| Charge-offs |  |  |
| Consumer | (23) | (34) |
| Credit card |  | (60) |
| Residential mortgage | (3) | (6) |
| Commercial | (59) | (30) |
| Commercial real estate |  | (1) |
| Lease financing | (3) | (3) |
| Total charge-offs | (88) | (134) |
| Recoveries |  |  |
| Consumer | 11 | 14 |
| Credit card |  | 2 |
| Residential mortgage | 1 | 1 |
| Commercial | 10 | 13 |
| Commercial real estate |  | 1 |
| Lease financing | 1 | 1 |
| Total recoveries | 23 | 32 |
| Net charge-offs |  |  |
| Consumer | (12) | (20) |
| Credit card |  | (58) |
| Residential mortgage | (2) | (5) |
| Commercial | (49) | (17) |
| Lease financing | (2) | (2) |
| Total net charge-offs | (65) | (102) |
| Provision for credit losses | 66 | 103 |
| Divestitures |  | (81) |
| Allowance at June 30 | \$675 | \$673 |

FINANCIAL DERIVATIVES
FAIR VALUE OF FINANCIAL DERIVATIVES The notional and fair values of financial derivatives used for risk management were as follows:

| In millions | Notional Value | $\begin{array}{r} \text { Positive } \\ \text { Fair } \\ \text { Value } \end{array}$ | Notional Value | Negative <br> Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: |
| JUNE 30, 2000 |  |  |  |  |
| Interest rate |  |  |  |  |
| Swaps | \$3,628 | \$30 | \$4,402 | \$(96) |
| Caps | 375 | 11 |  |  |
| Floors | 3,000 |  | 272 | (1) |
| Total interest rate risk management | 7,003 | 41 | 4,674 | (97) |
| Mortgage banking risk management | 8,951 | 78 | 2,613 | (15) |
| Forward contracts | 410 |  |  |  |
| Credit default swaps | 153 |  | 4,255 | (3) |
| Total | \$16,517 | \$119 | \$11,542 | \$ (115) |

DECEMBER 31, 1999
Interest rate

| Swaps | \$3,666 | \$46 | \$5,402 | \$(108) |
| :---: | :---: | :---: | :---: | :---: |
| Caps | 474 | 12 |  |  |
| Floors | 3,000 | 1 | 311 | (1) |
| Total interest rate risk management | 7,140 | 59 | 5,713 | (109) |
| Mortgage banking risk management | 8,747 | 80 | 1,165 | (1) |
| Forward contracts | 681 |  |  |  |
| Credit default swaps | 60 |  | 4,255 | (4) |
| Total | \$16,628 | \$139 | \$11,133 | \$(114) |


LITIGATION
The Corporation and persons to whom the Corporation may have indemnification
obligations, in the normal course of business, are subject to various pending
and threatened lawsuits in which claims for monetary damages are asserted.
Management, after consultation with legal counsel, does not at the present time
anticipate the ultimate aggregate liability, if any, arising out of such
lawsuits will have a material adverse effect on the Corporation's financial
position. At the present time, management is not in a position to determine
whether any such pending or threatened litigation will have a material adverse
effect on the Corporation's results of operations in any future reporting
period.
COMPREHENSIVE INCOME
Total comprehensive income was $\$ 325$ million for the second quarter of 2000 and
$\$ 636$ million for the first six months of 2000 , compared with $\$ 156$ million and
\$435 million, respectively, in 1999.
THE PNC FINANCIAL SERVICES GROUP, INC.
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EARNINGS PER SHARE
The following table sets forth basic and diluted earnings per share
calculations.
<TABLE>
<CAPTION>

|  | June 30 |  |
| :---: | :---: | :---: |
| June 30 |  |  |
| In millions, except share and per share data 20001999 | 2000 | 1999 |
| <S> | <C> | <C> |
| <C> |  |  |
| CALCULATION OF BASIC EARNINGS PER COMMON SHARE |  |  |
| Net income | \$315 | \$315 |
| \$623 \$640 |  |  |
| Less: Preferred dividends declared | 5 | 5 |



| Net income applicable to basic earnings per common share \$613 \$631 | \$310 | \$310 |
| :---: | :---: | :---: |
| $\begin{aligned} & \text { Basic weighted-average common shares outstanding (in thousands) } \\ & 290,847 \quad 299,851 \end{aligned}$ | 289,804 | 297,427 |
| BASIC EARNINGS PER COMMON SHARE | \$1.07 | \$1.04 |

\$2.11 \$2.10
$============$
CALCULATION OF DILUTED EARNINGS PER COMMON SHARE
Net income \$315 \$315
\$623 \$640
Less: Dividends declared on nonconvertible preferred stock Series F 4
$9 \quad 9$

-------------------
Net income applicable to diluted earnings per common share \$311 \$311
\$614 \$631

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THE PNC FINANCIAL SERVICES GROUP, INC.
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## SEGMENT REPORTING

PNC operates eight major businesses engaged in regional banking, corporate banking, real estate finance, asset-based lending, asset management, global fund services and mortgage banking activities: Regional Banking, Corporate Banking, PNC Real Estate Finance, PNC Business Credit, PNC Advisors, BlackRock, PFPC and PNC Mortgage.

Business results are presented based on PNC's management accounting practices and the Corporation's current management structure. There is no comprehensive, authoritative body of guidance for management accounting equivalent to generally accepted accounting principles; therefore, PNC's business results are not necessarily comparable with similar information for any other financial services institution. Financial results are presented to the extent practicable as if each business operated on a stand-alone basis.

The presentation of business results was changed during the first quarter of 2000 to reflect the Corporation's current operating strategy and recent organizational changes. Middle market and equipment leasing activities (previously included in Regional Banking) are reported in Corporate Banking. In addition, PNC Real Estate Finance and PNC Business Credit are reported separately within PNC Secured Finance. Regional real estate lending activities (previously included in Regional Banking) are reported in PNC Real Estate Finance. Business financial results for the first six months of 2000 and 1999 are presented consistent with this structure.

The management accounting process uses various balance sheet and income statement assignments and transfers to measure performance of the businesses. Methodologies change from time to time as management accounting practices are enhanced and businesses change. Securities or borrowings and related net interest income are assigned based on the net asset or liability position of each business. Capital is assigned based on management's assessment of inherent risks and equity levels at independent companies providing similar products and services. The allowance for credit losses is allocated to the businesses based on risk inherent in the loan portfolios. Support areas not directly aligned with the businesses are allocated primarily based on the utilization of services.

Total business financial results differ from consolidated financial results primarily due to differences between management accounting practices and generally accepted accounting principles, divested and exited businesses, equity management activities, minority interests, residual asset and liability management activities, eliminations and unassigned items, the impact of which is reflected in Other.

BUSINESS SEGMENT PRODUCTS AND SERVICES
Regional Banking provides credit, deposit, branch-based brokerage and electronic
banking products and services to retail customers as well as credit, treasury management and capital markets products and services to small businesses primarily within PNC's geographic region.

Corporate Banking provides specialized credit, equipment leasing, treasury management and capital markets products and services to large and mid-sized corporations, institutions and government entities primarily within PNC's
geographic region.
PNC Real Estate Finance provides credit products, capital markets financing, treasury management, commercial mortgage loan servicing and other products and services to developers, owners and investors in commercial real estate.

PNC Business Credit provides asset-based lending, capital markets and treasury management products and services to middle market customers on a national basis.

PNC Advisors offers customized investment management, high-end brokerage, personal trust, estate planning and traditional banking services to affluent and wealthy individuals, and investment management, trust and administrative services to pension funds, $401(k)$ plans and charitable organizations.

BlackRock manages assets for institutions and individuals through a variety of fixed income, liquidity, equity and alternative investment products, including BlackRock's flagship fund families.

PFPC, the Corporation's global fund services subsidiary, provides a wide range of processing services to the investment management community. PFPC provides customized services to clients in the United States and to the global funds marketplace through its Dublin, Ireland operation.

PNC Mortgage originates, purchases and services residential mortgages and related products. PNC Mortgage also acquires and securitizes residential mortgages as private-label, mortgage-backed securities and performs the master servicing of those securities for investors.

THE PNC FINANCIAL SERVICES GROUP, INC.
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RESULTS OF BUSINESSES
<TABLE>


| Average assets | \$38,498 | \$16,270 | \$5,826 | \$2,262 | \$3,556 | \$480 | \$1,571 | \$6,897 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$193 \$75,553 |  |  |  |  |  |  |  |  |

$==============$
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THE PNC FINANCIAL SERVICES GROUP, INC.

STATISTICAL INFORMATION

CONSOLIDATED AVERAGE BALANCE SHEET AND NET INTEREST ANALYSIS
<TABLE>
<CAPTION>

| 2000 |  |  |  | 1999 |
| :---: | :---: | :---: | :---: | :---: |
| Average |  | Average | Average |  |
| Balances | Interest | Yields/Rates | Balances | Interest |


| Dollars in millions | Average |  | Average Average |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average |  |  |  |  |  |
| Taxable-equivalent basis | Balances | Interest | Yields/Rates | Balances | Interes |
| Yields/Rates |  |  |  |  |  |




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

THE PNC FINANCIAL SERVICES GROUP, INC.
----
<TABLE>
<CAPTION>
<CAPTION>

| 1999 | Second Quarter | 000 |  | First Quarter 2000 |  |  | Second Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average |  | Average | Average |  | Average | Average |  |
| Average Balances Yields/Rates | Interest | Yields/Rates | Balances | Interest | Yields/Rates | Balances | Interest |


\$4, 720
$7.07 \%$

| 3,646 | 51 | 5.65 | 3,819 | 50 | 5.24 | 5,187 | 66 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5.12 |  |  |  |  |  |  |  |
| 3,742 | 62 | 6.58 | 3,578 | 58 | 6.45 | 3,521 | 55 |
| 6.19 |  |  |  |  |  |  |  |
| 619 | 11 | 7.02 | 614 | 10 | 6.92 | 729 | 10 |
| 5.70 |  |  |  |  |  |  |  |
| 8,007 | 124 | 6.19 | 8,011 | 118 | 5.91 | 9,437 | 131 |
| 5.56 |  |  |  |  |  |  |  |
| 9,236 | 198 | 8.59 | 9,261 | 192 | 8.33 | 10,729 | 218 |
| 8.16 |  |  |  |  |  |  |  |
| 13,055 | 232 | 7.11 | 12,947 | 229 | 7.07 | 12,496 | 218 |
| 6.97 |  |  |  |  |  |  |  |
| 22,043 | 464 | 8.33 | 21,793 | 447 | 8.12 | 22,846 | 438 |
| 7.58 |  |  |  |  |  |  |  |
| 2,682 | 59 | 8.74 | 2,698 | 59 | 8.60 | 3,396 | 66 |
| 7.66 |  |  |  |  |  |  |  |
| 3,049 | 55 | 7.19 | 2,958 | 54 | 7.33 | 2,478 | 43 |
| 6.98 ( ${ }^{\text {c }}$ |  |  |  |  |  |  |  |
| 676 | 14 | 8.50 | 688 | 14 | 8.09 | 534 | 9 |
| 6.99 |  |  |  |  |  |  |  |
| 50,741 | 1,022 | 8.02 | 50,345 | 995 | 7.87 | 52,479 | 992 |
| 7.53 |  |  |  |  |  |  |  |
| 1,318 | 27 | 8.34 | 1,173 | 22 | 7.60 | 1,236 | 19 |
| 6.37 ( 6.30 |  |  |  |  |  |  |  |
|  | 1.270 | 7.82 | 64,963 | 1.242 | 7.62 | 66,879 | 1.209 |
|  |  |  |  |  |  |  |  |
| (689) |  |  | (683) |  |  | (678) |  |
| 2,872 |  |  | 2,324 |  |  | 2,038 |  |
| 8,584 |  |  | 8,073 |  |  | 6,821 |  |
| \$75,553 |  |  | \$74,677 |  |  | \$75,060 |  |
|  |  |  | ------- |  |  | -------- |  |
| \$19,431 | 159 | 3.30 | \$18,355 | 138 | 3.03 | \$17,686 | 118 |
| 2.66 ( |  |  |  |  |  |  |  |
| 2,107 | 9 | 1.75 | 2,138 | 9 | 1.64 | 2,472 | 10 |
| 1.60 |  |  |  |  |  |  |  |
| 14,403 | 195 | 5.45 | 14,591 | 191 | 5.25 | 14,114 | 172 |



$</$ TABLE>
Loan fees for the six months ended June 30,2000 and June 30 , 1999 were $\$ 60$ million and $\$ 61$ million, respectively. For each of the three months ended June 30, 2000, March 31, 2000, and June 30, 1999 loan fees were $\$ 31$ million, $\$ 29$ million, and $\$ 30$ million, respectively.

THE PNC FINANCIAL SERVICES GROUP, INC.

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QUARTERLY REPORT ON FORM 10-Q

Securities and Exchange Commission
Washington, D.C. 20549
Quarterly Report Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 for the quarterly period ended June $30,2000$.

Commission File Number 1-9718
THE PNC FINANCIAL SERVICES GROUP, INC.
Incorporated in the Commonwealth of Pennsylvania
IRS Employer Identification No. 25-1435979
Address: One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707
Telephone: (412) 762-2000
As of July 31, 2000, The PNC Financial Services Group, Inc. had 289,222,479 shares of common stock (\$5 par value) outstanding.

The PNC Financial Services Group, Inc. (1) has filed all reports required to be

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filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the
preceding 12 months and (2) has been subject to such filing requirements for the
past 90 days.
The following sections of the Financial Review set forth in the cross-reference
index are incorporated in the Quarterly Report on Form 10-Q.
\begin{tabular}{|c|c|c|}
\hline & Cross-Reference & Page (s) \\
\hline PART I & FINANCIAL INFORMATION & \\
\hline \multirow[t]{5}{*}{Item 1} & Consolidated Statement of Income for the three months and six months ended June 30, 2000 and 1999 & 25 \\
\hline & Consolidated Balance Sheet as of June 30, 2000 and December 31, 1999 & 26 \\
\hline & Consolidated Statement of Cash Flows for the six months ended June 30, 2000 and 1999 & 27 \\
\hline & Notes to Consolidated Financial Statements & 28-34 \\
\hline & Consolidated Average Balance Sheet and Net Interest Analysis & 35-36 \\
\hline Item 2 & Management's Discussion and Analysis of Financial Condition and Results of Operations & \(2-24\) \\
\hline Item 3 & Quantitative and Qualitative Disclosures About Market Risk & 18-22 \\
\hline
\end{tabular}
PART II OTHER FINANCIAL INFORMATION
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
The following exhibit index lists Exhibits filed with this Quarterly Report on
Form 10-Q:
    10.17 Consulting arrangement between the Corporation and
    Thomas H. O'Brien
12.1 Computation of Ratio of Earnings to Fixed Charges
12.2 Computation of Ratio of Earnings to Fixed Charges and
    Preferred Stock Dividends
27 Financial Data Schedule
Copies of these Exhibits may be obtained electronically at the Securities and Exchange Commission's home page at www.sec.gov. Copies may also be obtained without charge by writing to Lynn Fox Evans, Director of Financial Reporting, at corporate headquarters, by calling (412) 762-1553 or via e-mail at financial.reporting@pncbank.com.
The Corporation did not file any Reports on Form 8-K during the quarter ended June 30, 2000.
SIGNATURES
Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on August 14, 2000, on its behalf by the undersigned thereunto duly authorized.
THE PNC FINANCIAL SERVICES GROUP, INC.
By: /s/ Robert L. Haunschild
Robert L. Haunschild
Senior Vice President and
Chief Financial Officer
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THE PNC FINANCIAL SERVICES GROUP, INC.

The PNC Financial Services Group, Inc.
One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707
(412) 762-2000

STOCK LISTING

The PNC Financial Services Group, Inc. common stock is listed on the New York Stock Exchange under the symbol PNC.

INTERNET INFORMATION

Information about The PNC Financial Services Group, Inc.'s financial results and its products and services is available on the Internet at www.pnc.com.

FINANCIAL INFORMATION
The Annual Report on Form $10-\mathrm{K}$ is filed with the Securities and Exchange Commission ("SEC"). Copies of this document and other filings, including Exhibits thereto, may be obtained electronically at the SEC's home page at www. sec.gov. Copies may also be obtained without charge by writing to Lynn Fox Evans, Director of Financial Reporting, at corporate headquarters, by calling (412) 762-1553 or via e-mail at financial.reporting@pncbank.com.

INQUIRIES
For financial services call 1-888-PNC-2265. Individual shareholders should contact Shareholder Relations at (800) 982-7652.

Analysts and institutional investors should contact William H. Callihan, Vice President, Investor Relations, at (412) 762-8257 or via e-mail at investor.relations@pncbank.com.

News media representatives and others seeking general information should contact R. Jeep Bryant, Director of Corporate Communications, at (412) 762-8221 or via e-mail at corporate.communications@pncbank.com.

COMMON STOCK PRICES/DIVIDENDS DECLARED

The table below sets forth by quarter the range of high and low sale and quarter-end closing prices for The PNC Financial Services Group, Inc. common stock and the cash dividends declared per common share.

|  | High | Low | Close | $\begin{array}{r} \text { Cash } \\ \text { Dividends } \\ \text { Declared } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 2000 QUARTER |  |  |  |  |
| First | \$48.500 | \$36.000 | \$45.063 | \$. 45 |
| Second | 57.500 | 41.000 | 46.875 | . 45 |
| Total |  |  |  | \$. 90 |
| 1999 QUARTER |  |  |  |  |
| First | \$59.750 | \$47.000 | \$55.563 | \$. 41 |
| Second | 60.125 | 54.375 | 57.625 | . 41 |
| Third | 58.063 | 49.688 | 52.688 | . 41 |
| Fourth | 62.000 | 43.000 | 44.500 | . 45 |
| Total |  |  |  | \$1.68 |

DIVIDEND REINVESTMENT AND STOCK PURCHASE PLAN

The PNC Financial Services Group, Inc. Dividend Reinvestment and Stock Purchase Plan enables holders of common and preferred stock to purchase additional shares of common stock conveniently and without paying brokerage commissions or service charges. A prospectus and enrollment card may be obtained by writing to Shareholder Relations at corporate headquarters.

REGISTRAR AND TRANSFER AGENT
The Chase Manhattan Bank
P.O. Box 590

Ridgefield Park, New Jersey 07660
(800) 982-7652

THE PNC FINANCIAL SERVICES GROUP, INC

## [PNC Letterhead]

May 5, 2000

Thomas H. O'Brien
The PNC Financial Services Group, Inc.
One PNC Plaza, 30th Floor
249 Fifth Avenue
Pittsburgh, PA 15222-2707

Dear Tom:
On behalf of The PNC Financial Services Group, Inc. ("PNC"), I want to express our appreciation for your interest and willingness to serve and make yourself available as a consultant following your retirement on April 30, 2000. This letter agreement sets forth the terms and conditions we have agreed upon, subject to approval by the Personnel and Compensation Committee of PNC's Board of Directors.

The services you have agreed to provide include consultation with the Chief Executive Officer from time to time, assistance and support in acquisition and divestiture planning, and establishing and maintaining customer relationships and our corporate presence in the communities served by PNC. Your services may also be requested for other projects from time to time. You will be provided with appropriate office space and secretarial services in One PNC Plaza for your use in performing these consulting services.

PNC will pay you a flat fee of $\$ 45,000.00$ per month as compensation for your availability and for all services you provide in a given month, regardless of the amount of work actually requested or performed. You will need to submit a monthly invoice to PNC no later than the thirtieth (30th) day of each month. PNC will make payment to you on the first business day of the following month, or as soon thereafter as is practicable. PNC will also reimburse your reasonable expenses incurred in performing consulting services for PNC. Those expenses should be submitted with your monthly invoice for reimbursement.

As further consideration for your availability and for services performed as consultant to PNC, and to further your role as consultant, PNC will provide certain non-cash compensation to you. Such compensation may be considered imputed income to you, and if so, will be added to your monthly fee and reported to you on a monthly basis.

Thomas H. O'Brien
May 5, 2000
Page 2
Fee income paid or imputed to you will be reported by PNC using IRS Form 1099. As an independent contractor, you agree to be solely responsible to pay all federal, state and local taxes owed on such income, as well as for any related reporting and recordkeeping. In the event any taxes, penalties or interest are assessed against PNC as a consequence of any action taken by any governmental agency with respect to your consulting arrangement, you will be asked to assist PNC in its defense of such complaints or charges.

PNC requires all independent contractors performing services on its behalf to maintain comprehensive general liability insurance of at least $\$ 1,000,000$ per occurrence and automobile liability coverage of at least $\$ 500,000$ per occurrence for any claims that may arise out of the services rendered under this Agreement. PNC will assist you in identifying and obtaining appropriate coverage.

Because your services as a consultant are performed as an independent contractor and not as an employee of PNC, you understand and agree that you are not eligible to participate in any of PNC's employee benefit plans or programs, except those relating to health care continuation after termination of employment and to retirees. In the unlikely event your consulting arrangement is reclassified as PNC employment by any governmental agency or court, you agree that you will not seek to participate in any of PNC's employee benefit plans or programs as a result of such reclassification.

You agree that you will not represent or hold yourself out as a PNC employee in the furtherance of your consulting duties, and that you will maintain the confidentiality of all confidential, proprietary and trade secret information to which you will have access as a consultant. Similarly, as a consultant to PNC you will be subject to the standards set forth in PNC's Code of Ethics, including the Insider Trading Policy.

Subject to approval of the terms of this consulting arrangement by the Personnel and Compensation Committee of PNC's Board of Directors at its next regularly scheduled meeting, the term of this consulting arrangement will be one year, beginning May 1, 2000 and ending April 30, 2001. You or PNC may terminate the consulting arrangement at any time by providing at least thirty days written notice of the intent to do so.

The consulting arrangement is made in Pennsylvania and its terms and conditions are governed, interpreted and enforced in accordance with Pennsylvania law

Thomas H. O'Brien
May 5, 2000
Page 3

Tom, I am delighted that your experience and judgment will continue to be available to PNC in your role as a consultant and I look forward to working with you in the months ahead. Please indicate your acceptance of these terms in the space provided below by signing both originals of this letter, retaining one for your records and returning the other to me.

Sincerely,
/s/ James E. Rohr

James E. Rohr
Chief Executive Officer

Agreed:
/s/ Thomas H. O'Brien Dated: 5/8/00
$\qquad$
$\qquad$
Thomas H. O'Brien

THE PNC FINANCIAL SERVICES GROUP, INC.
COMPUTATION OF RATIO OF EARNINGS

## <TABLE>

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THE PNC FINANCIAL SERVICES GROUP, INC.
COMPUTATION OF RATIO OF EARNINGS
TO FIXED CHARGES AND PREFERRED STOCK DIVIDENDS

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RATIO OF EARNINGS TO FIXED CHARGES AND PREFERRED STOCK DIVIDENDS
\(\left.\begin{array}{lll}\text { Excluding interest on deposits } \\ 1.42 \mathrm{x}\end{array}\right)\)
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| CONSOLIDATED FINANCIAL INFORMATION INCORPORATED BY REFERENCE IN THE 2000 SECOND |  |
|  |  |
| QUARTER FINANCIAL REVIEW AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH |  |
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