Quarterly Report on Form 10-Q
For the quarterly period ended June 30, 2001

Page 1 represents a portion of the second quarter 2001 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 41.
CONSOLIDATED FINANCIAL HIGHLIGHTS
THE PNC FINANCIAL SERVICES GROUP, INC.

<TABLE>
<CAPTION
30
------
Dollars in millions, except per share data
2000

FINANCIAL PERFORMANCE
Revenue Net interest income (taxable-equivalent basis) \$569 \$550
\$1,110
Noninterest income
1,456
------
Total revenue
\(1,289 \quad 1,278\)
2,566
Income from continuing operations
601
Discontinued operations
22
```
Net income
```
\$2. 09
\begin{tabular}{|c|c|c|c|}
\hline DILUTED CASH EARNINGS (a) Continuing operations & \$1.10 & \$1.10 & \$2.10 \\
\hline \$2. 21 & & & \\
\hline Discontinued operations & & . 06 & . 14 \\
\hline . 08 & & & \\
\hline Before cumulative effect of accounting change & 1.10 & 1.16 & 2.24 \\
\hline Cumulative effect of accounting change & & & (.02) \\
\hline Net income from cash earnings & \$1.10 & \$1.16 & \$2. 22 \\
\hline \$2.29 & & & \\
\hline Cash dividends declared & \$. 48 & \$. 45 & \$. 96 \\
\hline \$. 90 & & & \\
\hline SELECTED RATIOS & & & \\
\hline FROM CONTINUING OPERATIONS & & & \\
\hline Return on & & & \\
\hline Average common shareholders' equity & 18.13\% & 20.77\% & 17.36\% \\
\hline 21.03\% & & & \\
\hline Average assets & 1.67 & 1.74 & 1.58 \\
\hline 1.75 & & & \\
\hline Net interest margin & 3.76 & 3.63 & 3.70 \\
\hline 3.65 & & & \\
\hline Noninterest income to total revenue & 55.86 & 56.96 & 55.75 \\
\hline 56.74 & & & \\
\hline Efficiency (b) & 57.65 & 57.29 & 57.78 \\
\hline 57.57 & & & \\
\hline FROM NET INCOME & & & \\
\hline Return on & & & \\
\hline Average common shareholders' equity & 18.13\% & 21.91\% & 18.47\% \\
\hline 21.81\% & & & \\
\hline Average assets & 1.67 & 1.68 & 1.65 \\
\hline 1.67 & & & \\
\hline Net interest margin & 3.76 & 3.41 & 3.64 \\
\hline 3.43 & & & \\
\hline Noninterest income to total revenue & 55.86 & 58.92 & 56.51 \\
\hline 58.60 & & & \\
\hline Efficiency (c) & 57.65 & 55.70 & 56.87 \\
\hline 56.53 & & & \\
\hline === & & & \\
\hline \multicolumn{4}{|l|}{</TABLE>} \\
\hline \multicolumn{4}{|l|}{(a) Excludes amortization of goodwill and does not reflect the implementation of SFAS No. 142.} \\
\hline \multicolumn{4}{|l|}{(b) Excludes amortization and distributions on capital securities.} \\
\hline \multicolumn{4}{|l|}{(c) Excludes amortization, distributions on capital securities and residential mortgage banking risk management activities.} \\
\hline
\end{tabular}
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline \multirow[b]{2}{*}{Dollars in millions, except per share data} & June 30 & December 31 & June 30 \\
\hline & 2001 & 2000 & 2000 \\
\hline <S> & <C> & <C> & <C> \\
\hline BALANCE SHEET DATA & & & \\
\hline Assets & \$70,013 & \$69,844 & \$68,885 \\
\hline Earning assets & 58,326 & 59,373 & 59,334 \\
\hline Loans, net of unearned income & 44,167 & 50,601 & 50,281 \\
\hline Securities available for sale & 11,258 & 5,902 & 5,315 \\
\hline Loans held for sale & 1,613 & 1,655 & 2,305 \\
\hline Deposits & 45,826 & 47,664 & 46,381 \\
\hline Borrowed funds & 12,119 & 11,718 & 13,028 \\
\hline Shareholders' equity & 6,748 & 6,656 & 6,157 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Common shareholders' equity & 6,532 & 6,344 & 5,844 \\
\hline Book value per common share & 22.60 & 21.88 & 20.22 \\
\hline Loans to deposits & 96\% & 106\% & 108\% \\
\hline \multicolumn{4}{|l|}{CAPITAL RATIOS} \\
\hline Leverage & 8.1\% & 8.0\% & 6.7\% \\
\hline Common shareholders' equity to total assets & 9.33 & 9.08 & 8.48 \\
\hline \multicolumn{4}{|l|}{ASSET QUALITY RATIOS} \\
\hline Nonperforming assets to total loans, & & & \\
\hline loans held for sale and foreclosed assets & . \(85 \%\) & . \(71 \%\) & . \(67 \%\) \\
\hline Allowance for credit losses to total loans & 1.53 & 1.33 & 1.34 \\
\hline Allowance for credit losses to nonaccrual loans & 180.48 & 208.98 & 217.04 \\
\hline Net charge-offs to average loans (For the three months ended) & . 40 & . 32 & . 27 \\
\hline
\end{tabular}
</TABLE>

FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.
This Financial Review should be read in conjunction with The PNC Financial Services Group, Inc. ("Corporation" or "PNC") unaudited Consolidated Financial Statements and Statistical Information included herein and the Financial Review and audited Consolidated Financial Statements included in the Corporation's 2000 Annual Report. For information regarding certain business risks, see the Risk Management and Risk Factors sections in this Financial Review. Also, see the Forward-Looking Statements section in this Financial Review for certain other factors that could cause actual results to differ materially from forward-looking statements or historical performance.

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

Financial services organizations today are challenged to demonstrate that they can generate high-quality earnings growth in an increasingly competitive and weakened economic environment, one with slower growth rates, asset quality concerns and weaker equity markets. As a result, PNC has been aggressively pursuing strategies to create a more diverse and valuable business mix by increasing the contribution from more highly-valued businesses such as asset management, processing and treasury management and decreasing the contribution from lending-based traditional banking businesses. Earnings from asset management and processing businesses represented \(26 \%\) of total business earnings for the first six months of 2001 and noninterest income was \(57 \%\) of total revenue. At the same time, PNC sold its residential mortgage banking business and has been downsizing certain institutional lending portfolios resulting in a reduction of the loan to deposit ratio to 96\% at June 30, 2001.

On January 31, 2001, PNC closed the sale of its residential mortgage banking business. The gain on sale and earnings from operations included in the first six months of 2001 totaled \(\$ 40\) million or \(\$ .14\) per diluted share. These earnings were partially offset by a \(\$ 32\) million or \(\$ .11\) per diluted share charge in the first quarter of 2001 related to the charge-off of loans in the communications and energy, metals and mining portfolios that PNC has designated for downsizing and severance costs. Certain closing date adjustments are currently in dispute between PNC and the buyer. The disputed matters will be resolved in accordance with procedures provided for in the purchase agreement. The ultimate financial impact of the sale will not be determined until final settlement is completed.

SUMMARY FINANCIAL RESULTS
Consolidated net income for the first six months of 2001 was \(\$ 595\) million or \(\$ 2.01\) per diluted share. Excluding the effect of adopting the new accounting standard for financial derivatives, net income was \(\$ 600\) million or \(\$ 2.03\) per diluted share compared with \(\$ 623\) million or \(\$ 2.09\) per diluted share for the first six months of 2000 . These results include the negative impact of a \(\$ 49\) million or \(\$ .17\) per diluted share net loss from venture capital activities. Excluding this loss and the effect of the accounting change, results for the first six months of 2001 were \(\$ 649\) million or \(\$ 2.20\) per diluted share.

Return on average common shareholders' equity was \(18.47 \%\) and return on average

The residential mortgage banking business is reflected in discontinued operations throughout the Corporation's consolidated financial statements. Accordingly, the earnings and net assets of the residential mortgage banking business are shown separately on one line in the income statement and balance sheet, respectively, for all periods presented. The remainder of the discussion and information in this Financial Review reflects continuing operations, unless otherwise noted.

Income from continuing operations for the first six months of 2001 was \(\$ 560\) million or \(\$ 1.89\) per diluted share. Excluding the \(\$ 49\) million net loss from venture capital activities and a \(\$ 32\) million charge in the first quarter of 2001 related to loans designated for downsizing and severance costs, income from continuing operations increased \(7 \%\) to \(\$ 641\) million or \(\$ 2.17\) per diluted share for the first six months of 2001 compared with the same period a year ago.

Taxable-equivalent net interest income of \(\$ 1.128\) billion for the first six months of 2001 increased \(2 \%\) compared with the first six months of 2000 . The net interest margin was 3.70 for the first six months of 2001 compared with \(3.65 \%\) for the first six months of 2000 . The increases were primarily due to the positive impact of transaction deposit growth and a lower rate environment that was partially offset by the impact of continued downsizing of the loan portfolio.

The provision for credit losses was \(\$ 125\) million for the first six months of 2001 compared with \(\$ 66\) million for the same period in 2000 . The increase was primarily related to loans in the communications and energy, metals and mining portfolios that PNC is downsizing.

Noninterest income was \(\$ 1.421\) billion for the first six months of 2001 and included \(\$ 69\) million of equity management losses from venture capital activities. Excluding equity management gains and losses from both years, noninterest income increased \(13 \%\) compared with the first six months of 2000 primarily due to growth in asset management and processing revenue.

Noninterest expense was \(\$ 1.564\) billion for the first six months of 2001 compared with \(\$ 1.572\) billion for the first six months of 2000 and the efficiency ratio remained flat at \(58 \%\) during both periods. The decrease in expense was primarily due to aggressive expense management.

Total assets were \(\$ 70.0\) billion at June 30 , 2001 compared with \(\$ 69.8\) billion at December 31, 2000. Average interest-earning assets were \(\$ 60.7\) billion for the first six months of 2001 compared with \(\$ 60.3\) billion for the first six months of 2000. A decline in loans and loans held for sale was offset by an increase in securities available for sale that are used for balance sheet and interest rate risk management activities.

Shareholders' equity totaled \(\$ 6.7\) billion at June 30, 2001 and the regulatory capital ratios were \(8.1 \%\) for leverage, \(9.0 \%\) for tier I risk-based and \(12.8 \%\) for total risk-based capital. During the first six months of 2001 , PNC repurchased 3.4 million shares of common stock.

Nonperforming assets were \(\$ 390\) million at June 30,2001 compared with \(\$ 372\) million at December 31, 2000. The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets increased to . 85\% at June 30, 2001 compared with . 71\% at December 31, 2000 primarily due to the impact of downsizing the loan portfolio.

The allowance for credit losses was \(\$ 675\) million and represented \(1.53 \%\) of total loans and 180\% of nonaccrual loans at June 30, 2001. The comparable amounts were \(\$ 675\) million, \(1.33 \%\) and \(209 \%\), respectively, at December 31, 2000 . The increase in the allowance as a percentage of total loans primarily resulted from the downsizing of the loan portfolio. Net charge-offs were \(\$ 125\) million or \(.53 \%\) of average loans for the first six months of 2001 compared with \(\$ 65\) million or \(.26 \%\) for the same period in 2000. The increase was primarily related to loans in institutional lending portfolios that PNC is downsizing.

PNC operates seven major businesses engaged in regional community banking, corporate banking, real estate finance, asset-based lending, wealth management, asset management and global fund services.

Business results are presented based on PNC's management accounting practices and the Corporation's 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 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 available for sale 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 based on management's assessment of 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 results from continuing operations primarily due to differences between management accounting practices and generally accepted accounting principles, loan portfolios and businesses that have been designated for downsizing during 2000 or earlier, equity management activities, minority interests, residual asset and liability management activities, eliminations and unassigned items, the impact of which is reflected in the "Other" category. The operating results and financial impact of the disposition of the residential mortgage banking business, previously PNC Mortgage, are included in discontinued operations.



REGIONAL COMMUNITY BANKING
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline INCOME STATEMENT & & \\
\hline Net interest income & \$718 & \$703 \\
\hline Other noninterest income & 339 & 292 \\
\hline Net securities gains (losses) & 43 & (4) \\
\hline Total revenue & 1,100 & 991 \\
\hline Provision for credit losses & 20 & 22 \\
\hline Noninterest expense & 551 & 534 \\
\hline Pretax earnings & 529 & 435 \\
\hline Income taxes & 190 & 154 \\
\hline Earnings & \$339 & \$281 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
Loans
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Consumer} \\
\hline Home equity & \$6,121 & \$5,311 \\
\hline Indirect & 895 & 1,352 \\
\hline Other consumer & 924 & 871 \\
\hline Total consumer & 7,940 & 7,534 \\
\hline Commercial & 3,624 & 3,711 \\
\hline Residential mortgage & 9,603 & 11,599 \\
\hline Leasing & 1,799 & 1,179 \\
\hline Other & 136 & 172 \\
\hline Total loans & 23,102 & 24,195 \\
\hline Securities available for sale & 9,346 & 5,470 \\
\hline Loans held for sale & 1,288 & 1,358 \\
\hline Assigned assets and other assets & 6,585 & 7,159 \\
\hline Total assets & \$40,321 & \$38,182 \\
\hline \multicolumn{3}{|l|}{Deposits} \\
\hline Noninterest-bearing demand & \$4,488 & \$4,591 \\
\hline Interest-bearing demand & 5,517 & 5,377 \\
\hline Money market & 11,919 & 9,776 \\
\hline Savings & 1,870 & 2,063 \\
\hline Certificates & 12,741 & 13,524 \\
\hline Total deposits & 36,535 & 35,331 \\
\hline Other liabilities & 1,066 & 274 \\
\hline Assigned capital & 2,720 & 2,577 \\
\hline Total funds & \$40,321 & \$38,182 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Return on assigned capital & 25\% & 22\% \\
\hline Noninterest income to total revenue & 35 & 29 \\
\hline Efficiency & 48 & 52 \\
\hline
\end{tabular}

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

Regional Community Banking's strategic focus is on driving sustainable revenue growth, aggressively managing the revenue/expense relationship and improving the risk/return dynamic of this business. Regional Community 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 Community Banking has also invested heavily in building a sales culture and infrastructure while improving efficiency. Capital investments have been strategically directed towards the expansion of multi-channel distribution, consistent with customer preferences, as well as the delivery of relevant customer information to all distribution channels.

Regional Community Banking contributed 53\% of total business earnings for the first six months of 2001 compared with \(47 \%\) for the first six months of 2000 . Earnings increased \(\$ 58\) million or \(21 \%\) to \(\$ 339\) million for the first six months of 2001 primarily due to business growth and net securities gains. Excluding net securities gains from the first six months of 2001 and net securities losses from the first six months of 2000, earnings increased \(10 \%\) primarily driven by higher noninterest income, deposit growth and improved efficiency.

Total revenue increased \(11 \%\) to \(\$ 1.1\) billion for the first six months of 2001. Excluding net securities gains and losses from both periods, revenue increased \(6 \%\) in the period-to-period comparison primarily due to higher consumer transaction activity in 2001 and residential mortgage loan securitization gains.

The provision for credit losses for the first six months of 2001 decreased \(\$ 2\) million compared with the same period in 2000 primarily due to the impact of downsizing indirect lending.

Total loans decreased in the comparison as the reduction of residential mortgage loans due to securitizations and the continued downsizing of the indirect automobile lending portfolio were partially offset by higher home equity loans and leases that resulted from strategic acquisitions. The decrease in residential mortgage loans was offset by an increase in securities available for sale.

Total deposits grew \(3 \%\) in the comparison driven by a \(\$ 2.2\) billion increase in transaction deposits. The increase in money market deposits resulted from targeted consumer marketing initiatives to add new accounts and retain existing customers as funds shifted from savings and certificates of deposit.

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FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

CORPORATE BANKING
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline INCOME STATEMENT & & \\
\hline Credit-related revenue & \$205 & \$199 \\
\hline Noncredit revenue & 179 & 221 \\
\hline Total revenue & 384 & 420 \\
\hline Provision for credit losses & 88 & 38 \\
\hline Noninterest expense & 196 & 196 \\
\hline Pretax earnings & 100 & 186 \\
\hline Income taxes & 34 & 66 \\
\hline Earnings & \$66 & \$120 \\
\hline AVERAGE BALANCE SHEET
Loans Loans & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Middle market & \$5,943 & \$6,132 \\
\hline Large corporate & 3,161 & 3,106 \\
\hline Energy, metals and mining & 1,273 & 1,334 \\
\hline Communications & 1,169 & 1,451 \\
\hline Leasing & 2,216 & 1,734 \\
\hline Other & 321 & 368 \\
\hline Total loans & 14,083 & 14,125 \\
\hline Other assets & 2,529 & 1,985 \\
\hline Total assets & \$16,612 & \$16,110 \\
\hline Deposits & \$4,862 & \$4,539 \\
\hline Assigned funds and other liabilities & 10,504 & 10,363 \\
\hline Assigned capital & 1,246 & 1,208 \\
\hline Total funds & \$16,612 & \$16,110 \\
\hline PERFORMANCE RATIOS & & \\
\hline Return on assigned capital & 11\% & 20\% \\
\hline Noncredit revenue to total revenue & 47 & 53 \\
\hline Efficiency & 51 & 46 \\
\hline
\end{tabular}

Corporate Banking provides 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 on the middle market with an emphasis on higher-margin noncredit products and services, especially treasury management and capital markets. Approximately \(35 \%\) of the loan portfolio represents syndicated loans. These credits are generally large commitments that are shared by a number of financial institutions to reduce exposure to any one client.

During the first quarter of 2001, the Corporation announced the decision to downsize the communications portfolio and certain portions of the energy, metals and mining and large corporate portfolios. The designated loans are included in Corporate Banking business results in both periods presented. Management continues to evaluate opportunities to reduce lending exposure and improve the risk/return characteristics of this business.

Corporate Banking contributed \(10 \%\) of total business earnings for the first six months of 2001 compared with \(20 \%\) for the first six months of 2000 . Earnings declined to \(\$ 66\) million for the first six months of 2001 compared with \(\$ 120\) million for the first six months of 2000 primarily due to provision for credit losses in 2001 related to portfolios that PNC is downsizing.

Total revenue of \(\$ 384\) million for the first six months of 2001 decreased \(\$ 36\) million compared with the same period in 2000. Credit-related revenue increased \(3 \%\) compared with the first six months of 2000 as an increase in net interest margin was partially offset by a decrease in average loans. The decrease in average loans in the period-to-period comparison was primarily due to reductions in the energy, metals and mining, communications and middle market portfolios, partially offset by the expansion of equipment leasing. Middle market loans declined in the period-to-period comparison primarily due to strategies to improve the risk profile of this portfolio. Noncredit revenue includes noninterest income and the benefit of compensating balances received in lieu of fees. Noncredit revenue decreased \(\$ 42\) million compared with the first six months of 2000 primarily due to the impact of weak equity market conditions that resulted in lower capital markets fees and valuation losses associated with equity investments.

The provision for credit losses was \(\$ 88\) million for the first six months of 2001 compared with \(\$ 38\) million for the first six months of 2000 . The higher provision was primarily related to portfolios that are being downsized. A sustained or further weakening of the economy, or other factors that adversely affect asset quality, could result in an increase in the number of delinquencies, bankruptcies or defaults, and a higher level of nonperforming assets, net charge-offs and provision for credit losses in future periods. See Credit Risk in the Risk Management section of this Financial Review for additional information regarding credit risk.

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 \(\$ 170\) million for the first six months of 2001 compared with \(\$ 169\) million for the first six months of 2000 . Increases in fee revenue were offset by lower income earned on customers' deposit balances resulting from the lower interest rate environment in 2001 and the impact of downsizing institutional lending. Consolidated revenue from capital markets was \(\$ 57\) million for the first six months of 2001 , an \(\$ 11\) million decrease compared with the first six months of 2000 . The decrease was primarily due to weak equity market conditions as well as the impact of downsizing certain lending

PNC REAL ESTATE FINANCE
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline Net interest income & \$57 & \$59 \\
\hline Noninterest income & & \\
\hline Commercial mortgage banking & 32 & 30 \\
\hline Other & 17 & 14 \\
\hline Total noninterest income & 49 & 44 \\
\hline Total revenue & 106 & 103 \\
\hline Provision for credit losses & (2) & \\
\hline Noninterest expense & 76 & 67 \\
\hline Pretax earnings & 32 & 36 \\
\hline Income tax (benefit) expense & (6) & 3 \\
\hline Earnings & \$38 & \$33 \\
\hline \multicolumn{3}{|l|}{AVERAGE BALANCE SHEET} \\
\hline \multicolumn{3}{|l|}{Loans} \\
\hline Commercial - real estate related & \$1,804 & \$2,041 \\
\hline Commercial real estate & 2,326 & 2,428 \\
\hline Total loans & 4,130 & 4,469 \\
\hline Commercial mortgages held for sale & 188 & 151 \\
\hline Other assets & 973 & 984 \\
\hline Total assets & \$5,291 & \$5,604 \\
\hline Deposits & \$362 & \$244 \\
\hline Assigned funds and other liabilities & 4,533 & 4,977 \\
\hline Assigned capital & 396 & 383 \\
\hline Total funds & \$5,291 & \$5,604 \\
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Return on assigned capital & 19\% & 17\% \\
\hline Noninterest income to total revenue & 46 & 43 \\
\hline Efficiency & 58 & 51 \\
\hline
\end{tabular}

PNC Real Estate Finance provides credit, capital markets, treasury management, commercial mortgage loan servicing and other products and services to developers, owners and investors in commercial real estate. PNC's commercial real estate financial services platform includes lending as well as processing businesses. The processing businesses include Midland Loan Services, Inc., a leading third-party provider of loan servicing and technology to the commercial real estate finance industry, and Columbia Housing Partners, LP, a national syndicator of affordable housing equity.

Over the past three years, PNC Real Estate Finance has been strategically shifting to a more balanced and valuable revenue stream by focusing on real estate processing businesses and increasing the value of its lending business by selling more fee-based products. During the first six months of \(2001,46 \%\) of total revenue was generated by fee-based activities compared with \(43 \%\) for the first six months of 2000. Management also continues to evaluate opportunities to reduce credit exposure and improve the risk/return characteristics of the lending business.

PNC Real Estate Finance contributed 6\% of total business earnings for the first six months of 2001 compared with \(5 \%\) for the first six months of 2000. Earnings increased \(\$ 5\) million or \(15 \%\) in the period-to-period comparison primarily due to growth in processing businesses. Average loans decreased 8\% in the period-to-period comparison reflecting management's ongoing strategy to reduce balance sheet leverage.

Total revenue was \(\$ 106\) million for the first six months of 2001 compared with \(\$ 103\) million for the first six months of 2000 . The increase of \(\$ 3\) million or \(3 \%\) was primarily due to growth in commercial mortgage loan servicing fees, reflecting a larger servicing portfolio, partially offset by lower commercial mortgage-backed securitization gains. The commercial mortgage servicing portfolio grew 29\% in the comparison to \(\$ 62\) billion at June 30, 2001.

COMMERCIAL MORTGAGE SERVICING PORTFOLIO
\begin{tabular}{|c|c|c|}
\hline In billions & 2001 & 2000 \\
\hline January 1 & \$51 & \$45 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Acquisitions/additions & 15 & 6 \\
\hline Repayments/transfers & (4) & (3) \\
\hline June 30 & \$62 & \$48 \\
\hline
\end{tabular}

PNC Real Estate Finance had net recoveries of \(\$ 2\) million during the first six months of 2001.

Noninterest expense was \(\$ 76\) million and the efficiency ratio was \(58 \%\) for the first six months of 2001 compared with \(\$ 67\) million and \(51 \%\), respectively, in the same period last year. The increases were primarily due to non-cash (passive) losses on affordable housing investments that were more than offset by related income tax credits.

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FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

PNC BUSINESS CREDIT
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline INCOME STATEMENT & & \\
\hline Net interest income & \$51 & \$49 \\
\hline Noninterest income & 20 & 8 \\
\hline Total revenue & 71 & 57 \\
\hline Provision for credit losses & 8 & 2 \\
\hline Noninterest expense & 16 & 14 \\
\hline Pretax earnings & 47 & 41 \\
\hline Income taxes & 17 & 15 \\
\hline Earnings & \$30 & \$26 \\
\hline AVERAGE BALANCE SHEET & & \\
\hline Loans & \$2,305 & \$2,100 \\
\hline Other assets & 124 & 73 \\
\hline Total assets & \$2,429 & \$2,173 \\
\hline Deposits & \$80 & \$56 \\
\hline Assigned funds and other liabilities & 2,188 & 1,973 \\
\hline Assigned capital & 161 & 144 \\
\hline Total funds & \$2,429 & \$2,173 \\
\hline PERFORMANCE RATIOS & & \\
\hline Return on assigned capital & 38\% & 36\% \\
\hline Noninterest income to total revenue & 28 & 14 \\
\hline Efficiency & 21 & 23 \\
\hline
\end{tabular}

PNC Business Credit provides asset-based lending, capital markets and treasury management products and services to middle market customers nationally. PNC Business Credit's lending services include loans secured by accounts receivable, inventory, machinery and equipment, and other collateral, and its customers include manufacturing, wholesale, distribution, retailing and service industry companies.

PNC Business Credit's strategic focus is to build scale through expansion of existing offices as well as the addition of new marketing locations. The loan portfolio grew \(10 \%\) to \(\$ 2.3\) billion at June 30,2001 primarily as a result of this expansion. PNC Business Credit currently operates 15 offices in 13 states with a centralized back office to provide consistency to the control environment as well as cost efficiencies.

PNC Business Credit contributed 5\% of total business earnings for the first six months of 2001 compared with \(4 \%\) for the first six months of 2000 . Earnings
increased \(\$ 4\) million or \(15 \%\) in the period-to-period comparison to \(\$ 30\) million for the first six months of 2001 as higher revenue was partially offset by an increase in the provision for credit losses.

Revenue was \(\$ 71\) million for the first six months of 2001 , a \(\$ 14\) million or \(25 \%\) increase compared with the first six months of 2000 primarily due to higher noninterest income. The increase in noninterest income primarily resulted from gains on equity interests received as compensation in conjunction with lending relationships.

The provision for credit losses increased \(\$ 6\) million to \(\$ 8\) million for the first six months of 2001 as a result of declining credit conditions in a weaker economy. PNC Business Credit loans are secured loans to borrowers with a weaker financial condition. As a result, in a weaker economy, the provision for credit losses may be adversely affected. See Credit Risk in the Risk Management section of this Financial Review for additional information regarding credit risk.

Noninterest expense was \(\$ 16\) million and the efficiency ratio improved to 21\% for the first six months of 2001 compared with \(\$ 14\) million and \(23 \%\), respectively, for the first six months of 2000 . The efficiency ratio improved in the comparison primarily due to higher noninterest income and economies of scale resulting from a centralized back office.

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PNC ADVISORS
\begin{tabular}{|c|c|c|}
\hline dollars in millions & 2001 & 2000 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline Net interest income & \$68 & \$68 \\
\hline \multicolumn{3}{|l|}{Noninterest income} \\
\hline Investment management and trust & 210 & 205 \\
\hline Brokerage & 70 & 90 \\
\hline Other & 41 & 35 \\
\hline Total noninterest income & 321 & 330 \\
\hline Total revenue & 389 & 398 \\
\hline Provision for credit losses & 1 & 3 \\
\hline Noninterest expense & 256 & 258 \\
\hline Pretax earnings & 132 & 137 \\
\hline Income taxes & 49 & 51 \\
\hline Earnings & \$83 & \$86 \\
\hline \multicolumn{3}{|l|}{AVERAGE BALANCE SHEET} \\
\hline \multicolumn{3}{|l|}{Loans} \\
\hline Commercial & \$521 & \$643 \\
\hline Consumer & 1,098 & 957 \\
\hline Residential mortgage & 911 & 978 \\
\hline Other & 405 & 548 \\
\hline Total loans & 2,935 & 3,126 \\
\hline Other assets & 485 & 451 \\
\hline Total assets & \$3,420 & \$3,577 \\
\hline Deposits & \$2,045 & \$2,086 \\
\hline Assigned funds and other liabilities & 823 & 941 \\
\hline Assigned capital & 552 & 550 \\
\hline Total funds & \$3,420 & \$3,577 \\
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Return on assigned capital & 30\% & 31\% \\
\hline Noninterest income to total revenue & 83 & 83 \\
\hline Efficiency & 65 & 64 \\
\hline
\end{tabular}

PNC Advisors provides a full range of tailored investment products and services to affluent individuals and families including full-service brokerage through J.J.B. Hilliard, W.L. Lyons, Inc. ("Hilliard Lyons") and investment advisory services to the ultra-affluent through Hawthorn. PNC Advisors also serves as investment manager and trustee for employee benefit plans and charitable and endowment assets. PNC Advisors is focused on expanding Hilliard Lyons and Hawthorn, increasing market share in PNC's primary geographic region and leveraging its comprehensive distribution platform.

PNC Advisors contributed 13\% of total business earnings for the first six months of 2001 compared with \(14 \%\) for the first six months of 2000 . Earnings were \(\$ 83\) million and \(\$ 86\) million for the first six months of 2001 and 2000 , respectively.

Revenue decreased \(\$ 9\) million in the period-to-period comparison primarily due to lower levels of retail investor trading activity and weak equity markets. Management expects that revenues in this business will continue to be challenged at least until equity market conditions improve.

Noninterest expense decreased \$2 million in the period-to-period comparison primarily due to lower production-based compensation and effective expense management initiatives.
\begin{tabular}{|c|c|c|}
\hline ASSETS UNDER MANAGEMENT (a) June 30 - in billions & 2001 & 2000 (b) \\
\hline Personal investment management and trust & \$49 & \$49 \\
\hline Institutional trust & 14 & 15 \\
\hline Total & \$63 & \$64 \\
\hline
\end{tabular}
(a) Assets under management do not include brokerage assets administered.
(b) Restated to reflect the transfer of assets under management between PNC businesses.

Assets under management decreased \(\$ 1\) billion as approximately \(\$ 4\) billion of net new asset inflows during the past twelve months were more than offset by a decline in the value of the equity component of customers' portfolios. See Asset Management Performance in the Risk Factors section of this Financial Review for additional information regarding the potential impact of market conditions and asset management performance on PNC's revenue.

Brokerage assets administered by PNC Advisors were \(\$ 28\) billion at June 30, 2001 and 2000 and were also impacted by weak market conditions.

PNC Advisors will continue to focus on acquiring new customers and growing and expanding existing customer relationships while aggressively managing the revenue/expense relationship.

FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{BLACKROCK} \\
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline \multicolumn{3}{|l|}{INCOME STATEMENT} \\
\hline Investment advisory and administrative fees & \$252 & \$209 \\
\hline Other income & 17 & 12 \\
\hline Total revenue & 269 & 221 \\
\hline Operating expense & 147 & 111 \\
\hline \begin{tabular}{l}
Fund administration \\
and servicing costs - affiliates
\end{tabular} & 32 & 38 \\
\hline Amortization & 5 & 5 \\
\hline Total expense & 184 & 154 \\
\hline Operating income & 85 & 67 \\
\hline Nonoperating income & 4 & 2 \\
\hline Pretax earnings & 89 & 69 \\
\hline Income taxes & 37 & 29 \\
\hline Earnings & \$52 & \$40 \\
\hline \multicolumn{3}{|l|}{PERIOD-END BALANCE SHEET} \\
\hline Intangible assets & \$187 & \$197 \\
\hline Other assets & 384 & 237 \\
\hline Total assets & \$571 & \$434 \\
\hline Other liabilities & \$142 & \$113 \\
\hline Stockholders' equity & 429 & 321 \\
\hline \multicolumn{3}{|l|}{Total liabilities and stockholders'} \\
\hline \multicolumn{3}{|l|}{PERFORMANCE DATA} \\
\hline Return on equity & 26\% & 27\% \\
\hline Operating margin (a) & 36 & 36 \\
\hline Diluted earnings per share & \$. 80 & \$. 62 \\
\hline
\end{tabular}
(a) Excludes the impact of fund administration and servicing costs - affiliates.

BlackRock is one of the largest publicly traded investment management firms in the United States with \(\$ 213\) billion of assets under management at June 30, 2001. BlackRock manages assets on behalf of institutions and individuals through a variety of fixed income, liquidity, equity and alternative investment separate accounts and mutual funds, including its flagship fund families, BlackRock Funds
and BlackRock Provident Institutional Funds. In addition, BlackRock provides risk management and technology services to a growing number of institutional investors under the BlackRock Solutions brand name.

BlackRock continues to focus on delivering superior investment performance to clients while pursuing strategies to build on core strengths and to selectively expand the firm's expertise and breadth of distribution.

BlackRock contributed \(8 \%\) of total business earnings for the first six months of 2001 compared with \(7 \%\) for the first six months of 2000.

Earnings increased 29\% in the period-to-period comparison primarily due to a \(20 \%\) increase in assets under management. New client mandates and additional funding from existing clients was \(\$ 31\) billion or \(86 \%\) of the increase in assets under management.

Total revenue for the first six months of 2001 increased \(\$ 48\) million or \(22 \%\) compared with the first six months of 2000 primarily due to new institutional business and strong fixed-income performance. The increase in operating expense in the period-to-period comparison supported revenue growth and business expansion.
\begin{tabular}{|c|c|c|}
\hline \begin{tabular}{l}
ASSETS UNDER MANAGEMENT \\
June 30 - in billions
\end{tabular} & 2001 & 2000 \\
\hline \multicolumn{3}{|l|}{Separate accounts} \\
\hline Fixed income & \$111 & \$84 \\
\hline Liquidity & 7 & 7 \\
\hline Liquidity - securities lending & 10 & 11 \\
\hline Equity & 8 & 7 \\
\hline Alternative investment products & 4 & 2 \\
\hline Total separate accounts & 140 & 111 \\
\hline \multicolumn{3}{|l|}{Mutual funds (a)} \\
\hline Fixed income & 12 & 14 \\
\hline Liquidity & 49 & 36 \\
\hline Equity & 12 & 16 \\
\hline Total mutual funds & 73 & 66 \\
\hline Total assets under management & \$213 & \$177 \\
\hline
\end{tabular}
(a) Includes BlackRock Funds, BlackRock Provident Institutional Funds, BlackRock Closed End Funds, Short Term Investment Funds and BlackRock Global Series Funds.

BlackRock, Inc. is approximately \(70 \%\) owned by PNC and is listed on the New York Stock Exchange under the symbol BLK. Additional information about BlackRock is available in its filings with the Securities and Exchange Commission ("SEC") and may be obtained electronically at the SEC's home page at www.sec.gov.

PFPC
\begin{tabular}{|c|c|c|}
\hline Six months ended June 30 dollars in millions & 2001 & 2000 \\
\hline INCOME STATEMENT & & \\
\hline Fund servicing revenue & \$370 & \$331 \\
\hline Operating expense & 264 & 256 \\
\hline Amortization & 13 & 16 \\
\hline Operating income & 93 & 59 \\
\hline Nonoperating income (a) & 7 & 14 \\
\hline Debt financing & 47 & 47 \\
\hline Pretax earnings & 53 & 26 \\
\hline Income taxes & 21 & 10 \\
\hline Earnings & \$32 & \$16 \\
\hline \multicolumn{3}{|l|}{AVERAGE BALANCE SHEET} \\
\hline Intangible assets & \$1,079 & \$1,110 \\
\hline Other assets & 663 & 477 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Total assets & \$1,742 & \$1,587 \\
\hline Assigned funds and other liabilities & \$1,534 & \$1,380 \\
\hline Assigned capital & 208 & 207 \\
\hline Total funds & \$1,742 & \$1,587 \\
\hline \multicolumn{3}{|l|}{PERFORMANCE RATIOS} \\
\hline Operating margin & 25\% & 18\% \\
\hline Return on assigned capital & 31 & 16 \\
\hline
\end{tabular}
(a) Net of nonoperating expense

PFPC is the largest full-service mutual fund transfer agent and second largest provider of mutual fund accounting and administration services in the United States, providing a wide range of fund services to the investment management industry. PFPC also provides customized processing solutions to the international marketplace through its Dublin, Ireland and Luxembourg operations.

To meet the growing needs of the European marketplace, PFPC continues its pursuit of offshore expansion. PFPC is also focusing technological resources on targeted Web-based initiatives and exploring strategic alliances.

PFPC contributed 5\% of total business earnings for the first six months of 2001 and \(3 \%\) for the first six months of 2000. Earnings increased \(\$ 16\) million in the period-to-period comparison and performance ratios improved significantly. The increase in earnings was primarily due to strong growth in transfer agency and sub accounting revenue that resulted from an increase in shareholder accounts serviced. The first six months of 2001 also benefited from focused expense control efforts and the comparative impact of Investor Services Group integration costs incurred in the prior-year period.

Revenue of \(\$ 370\) million for the first six months of 2001 increased \(\$ 39\) million or \(12 \%\) compared with the first six months of 2000 , primarily driven by existing client growth and new business. See Fund Servicing in the Risk Factors section of this Financial Review for additional information regarding matters that could impact fund servicing revenue.

Operating expense increased \(3 \%\) in the period-to-period comparison primarily due to business expansion partially offset by the comparative impact of one-time integration costs in the prior-year period.

SERVICING STATISTICS
\begin{tabular}{|c|c|c|}
\hline June 30 & 2001 & 2000 \\
\hline \multicolumn{3}{|l|}{Accounting/administration} \\
\hline Assets (\$ in billions) (a) & \$502 & \$449 \\
\hline Custody assets (\$ in billions) & 442 & 416 \\
\hline Shareholder accounts (in millions) & 45 & 41 \\
\hline
\end{tabular}
(a) Includes net assets serviced offshore of approximately \(\$ 14\) billion and \(\$ 8\) billion at June 30, 2001 and 2000, respectively.

FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \[
8.23 \text { Commercial }
\] & 20,575 & 21,917 & \((1,342)\) & 797 & 911 & (114) & 7.70 \\
\hline Commercial real estate & 2,576 & 2,690 & (114) & 103 & 118 & (15) & 7.92 \\
\hline 8.67 (75) & & & & & & & \\
\hline Consumer & 9,090 & 9,228 & (138) & 382 & 389 & (7) & 8.49 \\
\hline 8.46 & & & & & & & \\
\hline Residential mortgage & 10,554 & 12,577 & \((2,023)\) & 384 & 446 & (62) & 7.27 \\
\hline 7.0819 & & & & & & & \\
\hline Lease financing & 4,024 & 3,004 & 1,020 & 145 & 109 & 36 & 7.19 \\
\hline 7.26 (7) & & & & & & & \\
\hline Other & 490 & 682 & (192) & 18 & 28 & (10) & 7.36 \\
\hline 8.28 (92) & & & & & & & \\
\hline Total loans, net of unearned income & 47,309 & 50,098 & \((2,789)\) & 1,829 & 2,001 & (172) & 7.72 \\
\hline 7.95 (23) & & 50,098 & (2,789) & & & & \\
\hline Other & 1,592 & 1,194 & 398 & 63 & 41 & 22 & 8.03 \\
\hline 6.99104 & & & & & & & \\
\hline Total interest-earning assets/ interest income & 60,658 & 60,308 & 350 & 2,260 & 2,351 & (91) & 7.44 \\
\hline 7.76 (32) & & & & & & & \\
\hline Noninterest-earning assets & 10,692 & 8,622 & 2,070 & & & & \\
\hline Total assets & \$71,350 & \$68,930 & \$2,420 & & & & \\
\hline Interest-bearing liabilities Deposits & & & & & & & \\
\hline Demand and money market & \$20,707 & \$18,125 & \$2,582 & 296 & 297 & (1) & 2.88 \\
\hline 3.30 (42) & & & & & & & \\
\hline Savings & 1,928 & 2,123 & (195) & 11 & 18 & (7) & 1.12 \\
\hline 1.69 (57) & & & & & & & \\
\hline Retail certificates of deposit & 13,190 & 14,497 & \((1,307)\) & 374 & 386 & (12) & 5.73 \\
\hline 5.3538 & & & & & & & \\
\hline Other time & 551 & 639 & (88) & 18 & 20 & (2) & 6.58 \\
\hline 6.4018 & & & & & & & \\
\hline Deposits in foreign offices & 1,248 & 1,486 & (238) & 32 & 45 & (13) & 5.05 \\
\hline 5.94 (89) & & & & & & & \\
\hline Total interest-bearing deposits & 37,624 & 36,870 & 754 & 731 & 766 & (35) & 3.92 \\
\hline 4.17 (25) & & & & & & & \\
\hline Borrowed funds & 14,201 & 14,877 & (676) & 401 & 475 & (74) & 5.63 \\
\hline 6.33 (70) & & & & & & & \\
\hline Total interest-bearing liabilities/ interest expense & 51,825 & 51,747 & 78 & 1,132 & 1,241 & (109) & 4.38 \\
\hline 4.79 (41) & & & & & & & \\
\hline \multicolumn{8}{|l|}{```
Noninterest-bearing liabilities,
    capital securities and shareholders'
    equity 19,525 17,183 2,342
```} \\
\hline ```
Total liabilities, capital
    securities and shareholders'
    equity
``` & \$71,350 & \$68,930 & \$2,420 & & & & \\
\hline Interest rate spread & & & & & & & \multirow[t]{2}{*}{3.06} \\
\hline 2.979 & & & & & & & \\
\hline Impact of noninterest-bearing sources
\[
\begin{equation*}
.68 \tag{4}
\end{equation*}
\] & & & & & & & . 64 \\
\hline Net interest income/margin & & & & \multirow[t]{2}{*}{\$1,128} & \multirow[t]{2}{*}{\$1,110} & \multirow[t]{2}{*}{\$18} & \multirow[t]{2}{*}{\(3.70 \%\)} \\
\hline 3.65\% 5bp & & & & & & & \\
\hline
\end{tabular}
</TABLE>
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 yields earned and
funding costs can have a significant impact on net interest income and margin.

Taxable-equivalent net interest income of $\$ 1.128$ billion for the first six
months of 2001 increased $2 \%$ compared with the first six months of 2000. The net
interest margin widened 5 basis points to $3.70 \%$ for the first six months of 2001 compared with $3.65 \%$ for the first six months of 2000 . The increases were primarily due to the positive impact of transaction deposit growth and a lower rate environment that was partially offset by the impact of continued downsizing of the loan portfolio. PNC expects modest growth in net interest income during the second half of 2001 compared with the first six months of 2001 . See Interest Rate Risk in the Risk Management section of this Financial Review for additional
information regarding interest rate risk.
Loans represented 78\% of average earning assets for the first six months of 2001 compared with $83 \%$ for the first six months of 2000 . The decrease was primarily due to the continued downsizing of certain institutional lending portfolios and the securitization of residential mortgage loans during the first six months of 2001. Average loans held for sale decreased $\$ 1.1$ billion in the period-to-period comparison due to a reduction in commercial loans held for sale.

Securities available for sale represented $16 \%$ of average earning assets for the first six months of 2001 compared with $10 \%$ for the first six months of 2000 . The increase was primarily due to the purchase of U.S. agencies, asset-backed and other debt securities and the securitization of residential mortgage loans as part of balance sheet and interest rate risk management activities.

Funding cost is affected by the volume and composition of funding sources as well as related rates paid thereon. Average deposits comprised $64 \%$ and $65 \%$ of total sources of funds for the first six months of 2001 and 2000, respectively, with the remainder primarily comprised of wholesale funding obtained at prevailing market rates.

Average demand and money market deposits increased $\$ 2.6$ billion or $14 \%$ compared with the first six months of 2000 , primarily reflecting the impact of strategic marketing initiatives to grow more valuable transaction accounts, while all other interest-bearing deposit categories decreased in the period-to-period comparison. Average borrowed funds for the first six months of 2001 decreased $\$ 676$ million compared with the first six months of 2000 as lower bank notes and senior debt were partially offset by increases in federal funds purchased and repurchase agreements. The overall decrease in average borrowed funds was primarily due to deposit growth.

PROVISION FOR CREDIT LOSSES
The provision for credit losses was $\$ 125$ million for the first six months of 2001 compared with $\$ 66$ million for the first six months of 2000 . The increase was primarily related to institutional lending portfolios that PNC is downsizing. See Credit Risk in the Risk Management section of this Financial Review for additional information regarding credit risk.

NONINTEREST INCOME
Noninterest income was $\$ 1.421$ billion for the first six months of 2001 and included $\$ 69$ million of equity management losses. Excluding equity management income and losses in both years, noninterest income increased $13 \%$ compared with the first six months of 2000 primarily due to growth in asset management and processing revenue.

Asset management fees of $\$ 437$ million for the first six months of 2001 increased $\$ 55$ million or $14 \%$ primarily driven by new institutional business and strong fixed-income performance at BlackRock. Consolidated assets under management were $\$ 260$ billion at June 30, 2001, a 16\% increase compared with June 30, 2000. Fund servicing fees were $\$ 363$ million for the first six months of 2001, a $\$ 44$ million or 14 \% increase compared with the first six months of 2000 primarily driven by existing client growth and new business.

Service charges on deposits increased $4 \%$ to $\$ 104$ million for the first six months of 2001 primarily due to an increase in transaction deposit accounts. Brokerage fees were $\$ 109$ million for the first six months of 2001 compared with $\$ 131$ million for the first six months of 2000 . The decrease was primarily due to a decline in equity markets activity. Consumer services revenue of $\$ 113$ million for the first six months of 2001 increased $\$ 15$ million or $15 \%$ compared with the first six months of 2000 primarily due to the expansion of PNC's ATM network and the increase in transaction deposit accounts.

Corporate services revenue was $\$ 152$ million for the first six months of 2001 compared with $\$ 162$ million for the first six months of 2000 . Higher commercial mortgage servicing revenue was more than offset by valuation adjustments of other assets, lower commercial mortgage-backed securitization gains and lower capital markets revenue.

Equity management, which is comprised of venture capital activities, reflected a net loss of $\$ 69$ million for the first six months of 2001 compared with $\$ 135$ million of income for the first six months of 2000 . The decrease primarily resulted from a decline in the estimated fair value of partnership and direct investments. Equity management investments totaling approximately $\$ 700$ million were evenly split between direct and partnership investments. Net unrealized appreciation on equity management investments was $\$ 38$ million at June 30, 2001. These valuations are subject to market conditions and may be volatile. PNC is currently evaluating strategies to mitigate the impact of the inherent volatility of this business.

Net securities gains were $\$ 46$ million for the first six months of 2001 and were mostly offset by valuation adjustments and write-downs of other assets and e-commerce investments totaling $\$ 32$ million that are reflected in corporate
services and other noninterest income.

Other noninterest income was $\$ 166$ million for the first six months of 2001 compared with $\$ 132$ million for the first six months of 2000 . The increase was primarily due to higher revenue from trading activities and residential mortgage loan securitizations.

NONINTEREST EXPENSE
Noninterest expense was $\$ 1.564$ billion for the first six months of 2001 compared with $\$ 1.572$ billion for the first six months of 2000 and the efficiency ratio remained flat at $58 \%$ during both periods. The decrease in expense was primarily due to aggressive expense management. Average full-time equivalent employees totaled approximately 24,700 and 23,900 for the first six months of 2001 and 2000, respectively. The increase was primarily in asset management and processing businesses.

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FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

CONSOLIDATED BALANCE SHEET REVIEW
LOANS
Loans were $\$ 44.2$ billion at June 30, 2001, a $\$ 6.4$ billion decrease from year-end 2000 primarily due to residential mortgage loan securitizations and reductions in most commercial loan categories as a result of continuing efforts to reduce balance sheet leverage.

|  | June 30 | December 31 |
| :---: | :---: | :---: |
| In millions | 2001 | 2000 (a) |
| Commercial |  |  |
| Manufacturing | \$5,054 | \$5,581 |
| Retail/wholesale | 4,485 | 4,413 |
| Service providers | 2,584 | 2,944 |
| Real estate related | 1,831 | 1,783 |
| Financial services | 1,592 | 1,726 |
| Communications | 948 | 1,296 |
| Health care | 593 | 722 |
| Other | 2,465 | 2,742 |
| Total commercial | 19,552 | 21,207 |
| Commercial real estate |  |  |
| Mortgage | 635 | 673 |
| Real estate project | 1,922 | 1,910 |
| Total commercial real estate | 2,557 | 2,583 |
| Consumer |  |  |
| Home equity | 6,751 | 6,228 |
| Automobile | 953 | 1,166 |
| Other | 1,410 | 1,739 |
| Total consumer | 9,114 | 9,133 |
| Residential mortgage | 8,219 | 13,264 |
| Lease financing | 5,354 | 4,845 |
| Other | 444 | 568 |
| Unearned income | $(1,073)$ | (999) |
| Total, net of unearned income | \$44,167 | \$50,601 |

(a) Certain amounts have been reclassified to conform to the current year presentation.

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

During 1999, total outstandings and exposure designated for downsizing totaled $\$ 3.7$ billion and $\$ 10.5$ billion, respectively. At June 30, 2001, remaining outstandings associated with this initiative were $\$ 572$ million, of which $\$ 472$ million were classified as loans with the remainder included in loans held for sale. Total remaining exposure related to this initiative was $\$ 1.6$ billion at June 30, 2001.

In addition, outstandings and exposure totaling approximately $\$ 2.5$ billion and $\$ 7.0$ billion, respectively, were designated for downsizing during the first quarter of 2001, primarily consisting of the communications portfolio and certain portions of the energy, metals and mining and large corporate portfolios in Corporate Banking. At June 30, 2001, remaining outstandings and exposure
associated with this initiative were $\$ 1.9$ billion and $\$ 5.4$ billion, respectively.

(a) Excludes unfunded commitments related to loans designated for downsizing in 1999 and 2001.

Commitments to extend credit represent arrangements to lend funds subject to specified contractual conditions. Commercial commitments are reported net of participations, assignments and syndications, primarily to financial institutions, totaling $\$ 7.2$ billion at both June 30, 2001 and December 31, 2000.

Net outstanding letters of credit totaled $\$ 4.1$ billion and $\$ 4.0$ billion at June 30,2001 and December 31, 2000, respectively, and consisted primarily of standby letters of credit that commit the Corporation to make payments on behalf of customers if specified future events occur. Unfunded commitments and letters of credit related to loans designated for downsizing in 2001 and 1999 totaled \$4.5 billion at June 30, 2001 and $\$ 1.7$ billion at December 31, 2000.

SECURITIES AVAILABLE FOR SALE
The fair value of securities available for sale at June 30, 2001 was $\$ 11.3$ billion compared with $\$ 5.9$ billion at December 31, 2000. Securities represented $16 \%$ of total assets at June 30, 2001 compared with 8\% at December 31, 2000. The increase was primarily due to residential mortgage loan securitizations and purchases of U.S. agencies, asset-backed and other debt securities during the first six months of 2001. The expected weighted-average life of securities available for sale was 5 years and 6 months at June 30, 2001 compared with 4 years and 5 months at December 31, 2000.

At June 30, 2001, the securities available for sale balance included a net unrealized loss of $\$ 92$ million, which represented the difference between fair value and amortized cost. The comparable amount at December 31, 2000 was a net unrealized loss of $\$ 54$ million. Net unrealized gains and losses in the securities available for sale portfolio are included in accumulated other comprehensive income or loss, net of tax or, for the portion attributable to changes in a hedged risk as part of a fair value hedge strategy, in net income.

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DETAILS OF SECURITIES AVAILABLE FOR SALE

| In millions | nortized Cost | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ |
| :---: | :---: | :---: |
| JUNE 30, 2001 |  |  |
| Debt securities |  |  |
| U.S. Treasury and government agencies | \$1,467 | \$1,439 |
| Mortgage-backed | 7,643 | 7,601 |
| Asset-backed | 1,333 | 1,317 |
| State and municipal | 67 | 69 |
| Other debt | 439 | 439 |
| Corporate stocks and other | 401 | 393 |
| Total securities available for sale | \$11,350 | \$11,258 |

DECEMBER 31, 2000

| Debt securities |  |  |
| :---: | :---: | :---: |
| U.S. Treasury and government agencies | \$313 | \$313 |
| Mortgage-backed | 4,037 | 4,002 |
| Asset-backed | 902 | 893 |
| State and municipal | 94 | 96 |
| Other debt | 73 | 73 |
| Corporate stocks and other | 537 | 525 |
| Total securities available for sale | \$5,956 | \$5,902 |

FUNDING SOURCES
Total funding sources were $\$ 57.9$ billion at June 30, 2001 and decreased \$1.4
billion compared with December 31, 2000. Demand, savings and money market
deposits increased due to ongoing strategic marketing efforts to retain customers and increase money market balances as funds shifted from certificates of deposit. The change in the composition of borrowed funds reflected the impact of closing the sale of the residential mortgage banking business as well as a shift within categories to manage overall funding costs.

DETAILS OF FUNDING SOURCES

| In millions | $\begin{array}{r} \text { June } 30 \\ 2001 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ |
| :---: | :---: | :---: |
| Deposits |  |  |
| Demand, savings and money market | \$31,861 | \$30,686 |
| Retail certificates of deposit | 12,057 | 14,175 |
| Other time | 516 | 567 |
| Deposits in foreign offices | 1,392 | 2,236 |
| Total deposits | 45,826 | 47,664 |
| Borrowed funds |  |  |
| Federal funds purchased | 1,444 | 1,445 |
| Repurchase agreements | 569 | 607 |
| Bank notes and senior debt | 4,496 | 6,110 |
| Federal Home Loan Bank borrowings | 2,464 | 500 |
| Subordinated debt | 2,349 | 2,407 |
| Other borrowed funds | 797 | 649 |
| Total borrowed funds | 12,119 | 11,718 |
| Total | \$57,945 | \$59,382 |

CAPITAL
The access to and cost of funding new business initiatives including acquisitions, the ability to engage in expanded business 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, 2001, the Corporation and each bank subsidiary were considered well capitalized based on regulatory capital ratio requirements.

RISK-BASED CAPITAL

| Dollars in millions | $\begin{array}{r} \text { June } 30 \\ 2001 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ |
| :---: | :---: | :---: |
| Capital components |  |  |
| Shareholders' equity |  |  |
| Common | \$6,532 | \$6,344 |
| Preferred | 216 | 312 |
| Trust preferred capital securities | 848 | 848 |
| Goodwill and other | $(2,140)$ | $(2,214)$ |
| Net unrealized securities losses | 58 | 77 |
| Tier I risk-based capital | 5,514 | 5,367 |
| Subordinated debt | 1,665 | 1,811 |
| Eligible allowance for credit losses | 675 | 667 |
| Total risk-based capital | \$7,854 | \$7,845 |
| Assets |  |  |
| Risk-weighted assets and off-balance-sheet instruments | \$61,569 | \$62,430 |
| Average tangible assets | 68,500 | 66,809 |
| Capital ratios |  |  |
| Tier I risk-based | 9.0\% | 8.6\% |
| Total risk-based | 12.8 | 12.6 |
| Leverage | 8.1 | 8.0 |

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.

On February 15, 2001, the Board of Directors authorized the Corporation to purchase up to 15 million shares of its common stock through February 28, 2002. This new program replaces the prior program that was rescinded. During the first six months of 2001 , PNC repurchased 3.4 million shares of its common stock. Management currently expects that share repurchases will increase in the second half of 2001 compared with the first half of 2001.

On March 6, 2001, the Corporation commenced a cash tender offer for its nonconvertible Series F preferred stock at a price of $\$ 50.35$ per share plus accrued and unpaid dividends. Approximately 1.9 million shares of a total of 6 million shares outstanding were tendered through this offer and were purchased by the Corporation on April 5, 2001.

FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

## RISK FACTORS

The Corporation is subject to a number of risks including, among others, those described below and in the Risk Management and Forward-Looking Statements sections of this Financial Review. These factors and others could impact the Corporation's business, financial condition and results of operations.

BUSINESS AND ECONOMIC CONDITIONS
The Corporation's business and results of operations are sensitive to general business and economic conditions in the United States. These conditions include the level and movement of interest rates, inflation, monetary supply, fluctuations in both debt and equity capital markets, and the strength of the U.S. economy, in general, and the regional economies in which the Corporation conducts business. An economic downturn or higher interest rates could decrease the demand for loans and other products and services offered by the Corporation, increase usage of unfunded commitments or increase the number of customers and counterparties who become delinquent, file for protection under bankruptcy laws or default on their loans or other obligations to the Corporation. An increase in the number of delinquencies, bankruptcies or defaults could result in a higher provision for credit losses and a higher level of net charge-offs. Changes in interest rates could affect the value of certain on-balance-sheet and off-balance-sheet financial instruments of the Corporation. Higher interest rates would also increase the Corporation's cost to borrow funds and may increase the rate paid on deposits. Changes in interest rates could also affect the value of assets under management. In a period of rapidly rising interest rates, certain assets under management would likely be negatively impacted by reduced asset values and increased redemptions. Also, changes in equity markets could affect the value of equity investments and the net asset value of assets under management and administration. A decline in the equity markets could negatively affect noninterest revenues.

MONETARY AND OTHER POLICIES
The financial services industry is subject to various monetary and other policies and regulations of the United States government and its agencies, which include the Federal Reserve Board, the Office of the Comptroller of Currency and the Federal Deposit Insurance Corporation as well as state regulators. The Corporation is particularly affected by the policies of the Federal Reserve Board, which regulates the supply of money and credit in the United States. The Federal Reserve Board's policies influence the rates of interest that PNC charges on loans and pays on interest-bearing deposits and can also affect the value of on-balance-sheet and off-balance-sheet financial instruments. Those policies also influence, to a significant extent, the cost of funding for the Corporation.

## COMPETITION

PNC operates in a highly competitive environment, both in terms of the products and services offered and the geographic markets in which PNC conducts business. This environment could become even more competitive in the future. The Corporation competes with local, regional and national banks, thrifts, credit unions and non-bank financial institutions, such as investment banking firms, investment advisory firms, brokerage firms, investment companies, venture capital firms, mutual fund complexes and insurance companies, as well as other entities that offer financial services, and through alternative delivery channels such as the World Wide Web. Technological advances and new legislation, among other changes, have lowered barriers to entry and have made it possible for non-bank institutions to offer products and services that traditionally have been provided by banks. Many of the Corporation's competitors benefit from fewer regulatory constraints and lower cost structures, allowing for more competitive pricing of products and services.

The Gramm-Leach-Bliley Act ("the Act"), which was enacted on November 12, 1999, permits affiliations among banks, securities firms and insurance companies. The Act significantly changes the competitive environment in which the Corporation conducts business. This environment could result in expanded competition and a loss of customers and related revenue.

DISINTERMEDIATION
Disintermediation is the process of eliminating the role of the intermediary in completing a transaction. For the financial services industry, this means eliminating or significantly reducing the role of banks and other depository institutions in completing transactions that have traditionally involved banks. Disintermediation could result in, among other things, the loss of customer deposits and decreases in transactions that generate fee income.

ASSET MANAGEMENT PERFORMANCE
Asset management revenue is primarily based on a percentage of the value of
assets under management and performance fees expressed as a percentage of the returns realized on assets under management. A decline in the value of debt and equity instruments, among other things, could cause asset management revenue to decline.

Investment performance is an important factor for the level of assets under management. Poor investment performance could impair revenue and growth as existing clients might withdraw funds in favor of better performing products. Also, performance fees could be lower or nonexistent. Additionally, the ability to attract funds from existing and new clients might diminish.

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17
$$

FUND SERVICING
Fund servicing fees are primarily based on the market value of the assets and the number of shareholder accounts administered by the Corporation for its clients. A rise in interest rates or a decline in the debt and equity markets could influence an investor's decision to invest or maintain an investment in a mutual fund. As a result, fluctuations may occur in the level or value of assets that the Corporation has under administration. A significant investor migration from mutual fund investments could have a negative impact on the Corporation's revenues by reducing the assets and the number of shareholder accounts it administers. There has been and continues to be merger, acquisition and consolidation activity in the financial services industry. Mergers or consolidations of financial institutions in the future could reduce the number of existing or potential fund servicing clients.

ACQUISITIONS
The Corporation expands its business from time to time by acquiring other financial services companies. Factors pertaining to acquisitions that could adversely affect the Corporation's business and earnings include, among others:

- anticipated cost savings or potential revenue enhancements that may not be fully realized or realized within the expected time frame;
- key employee, customer or revenue loss following an acquisition that may be greater than expected; and
- costs or difficulties related to the integration of businesses that may be greater than expected.


## RISK MANAGEMENT

In the normal course of business, the Corporation assumes various types of risk, which include, among other things, credit risk, interest rate risk, liquidity risk, and risk associated with trading activities and financial derivatives. PNC has risk management processes designed to provide for risk identification, measurement and monitoring.

CREDIT RISK
Credit risk represents the possibility that a borrower, counterparty or insurer 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, selling participations to third parties, and purchasing credit-related derivatives.

| NONPERFORMING ASSETS BY TYPE | June 30 | December 31 |
| :---: | :---: | :---: |
| Dollars in millions | 2001 | 2000 |
| Nonaccrual loans |  |  |
| Commercial | \$334 | \$312 |
| Commercial real estate | 20 | 3 |
| Consumer | 4 | 2 |
| Residential mortgage | 4 | 4 |
| Lease financing | 12 | 2 |
| Total nonaccrual loans | 374 | 323 |
| Foreclosed and other assets |  |  |
| Commercial real estate | 2 | 3 |
| Residential mortgage | 3 | 8 |
| Other | 11 | 38 |
| Total foreclosed and other assets | 16 | 49 |
| Total nonperforming assets | \$390 | \$372 |
| Nonaccrual loans to total loans | . $85 \%$ | . $64 \%$ |
| Nonperforming assets to total loans, |  |  |
| loans held for sale and foreclosed assets | . 85 | . 71 |
| Nonperforming assets to total assets | . 56 | . 53 |

The above table excludes $\$ 24$ million and $\$ 18$ million of equity management assets carried at estimated fair value at June 30, 2001 and December 31, 2000, respectively. The amount of nonperforming loans that were current as to principal and interest was $\$ 108$ million at June 30,2001 and $\$ 67$ million at December 31, 2000. Approximately one-fourth of nonperforming assets were from portfolios that were designated for downsizing at June 30, 2001.

A sustained or further weakening of the economy, or other factors that adversely affect asset quality, could result in an increase in the number of delinquencies, bankruptcies or defaults, and a higher level of nonperforming assets, net charge-offs and provision for credit losses in future periods. See the Forward-Looking Statements section of this Financial Review for additional factors that could cause actual results to differ materially from forward-looking statements or historical performance.

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FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

| CHANGE IN NONPERFORMING ASSETS In millions | 2001 | 2000 |
| :---: | :---: | :---: |
| January 1 | \$372 | \$325 |
| Transferred from accrual | 371 | 190 |
| Returned to performing | (13) | (3) |
| Principal reductions | (96) | (73) |
| Sales | (110) | (11) |
| Charge-offs and other | (134) | (75) |
| June 30 | \$390 | \$353 |

ACCRUING LOANS PAST DUE 90 DAYS OR MORE

|  | Amount |  | Percent of Loans |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30 | December 31 | June 30 | December 31 |
| Dollars in millions | 2001 | 2000 | 2001 | 2000 |
| Commercial | \$11 | \$46 | . $06 \%$ | . 22 \% |
| Commercial real estate | 1 | 6 | . 04 | . 23 |
| Consumer | 21 | 24 | . 23 | . 26 |
| Residential mortgage | 37 | 36 | . 45 | . 27 |
| Lease financing | 2 | 1 | . 05 | . 03 |
| Total | \$72 | \$113 | . 16 | . 22 |

Loans not included in nonaccrual or past due categories, but where information about possible credit problems causes management to be uncertain about the borrower's ability to comply with existing repayment terms over the next six months totaled $\$ 130$ million at June 30, 2001.

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, 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 economic conditions.

While PNC's 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 are designed to 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 2001 and the evaluation of the allowance for credit losses as of June 30, 2001 reflected changes in loan portfolio composition, the net impact of downsizing credit exposure and changes in asset quality. The unallocated portion of the allowance for credit losses represented $17 \%$ of the total allowance and $.26 \%$ of total loans at June 30, 2001 compared with $20 \%$ and . $26 \%$, respectively, at December 31, 2000.

| ROLLFORWARD OF ALLOWANCE FOR In millions | 2001 | 2000 |
| :---: | :---: | :---: |
| January 1 | \$675 | \$674 |
| Charge-offs | (148) | (88) |
| Recoveries | 23 | 23 |
| Net charge-offs | (125) | (65) |
| Provision for credit losses | 125 | 66 |
| June 30 | \$675 | \$675 |

The allowance as a percent of nonaccrual loans and total loans was 180\% and $1.53 \%$, respectively, at June 30,2001 . The comparable year-end 2000 percentages were $209 \%$ and $1.33 \%$, respectively.

CHARGE-OFFS AND RECOVERIES

| Six months ended June 30 Dollars in millions | Charge-offs | Recoveries | $\begin{array}{r} \text { Net } \\ \text { Charge-offs } \end{array}$ | Percent of Average Loans |
| :---: | :---: | :---: | :---: | :---: |
| 2001 |  |  |  |  |
| Commercial | \$119 | \$12 | \$107 | 1.05\% |
| Consumer | 20 | 9 | 11 | . 24 |
| Residential mortgage | 1 |  | 1 | . 02 |
| Lease financing | 8 | 2 | 6 | . 30 |
| Total | \$148 | \$23 | \$125 | . 53 |
| 2000 |  |  |  |  |
| Commercial | \$59 | \$10 | \$49 | . $45 \%$ |
| Consumer | 23 | 11 | 12 | . 26 |
| Residential mortgage | 3 | 1 | 2 | . 03 |
| Lease financing | 3 | 1 | 2 | . 13 |
| Total | \$88 | \$23 | \$65 | . 26 |

Net charge-offs were $\$ 125$ million or $.53 \%$ of average loans for the first six months of 2001 compared with $\$ 65$ million or $.26 \%$ for the same period in 2000 . The increase was primarily related to loans in institutional lending portfolios that PNC is downsizing.

CREDIT-RELATED INSTRUMENTS
Credit default swaps provide, for a fee, an assumption of a portion of the credit risk associated with the underlying financial instruments. The Corporation primarily uses such contracts to mitigate credit risk and lower the required regulatory capital associated with commercial lending activities. At June 30, 2001, credit default swaps of $\$ 4.4$ billion in notional value were used by the Corporation to hedge credit risk associated with commercial lending activities.

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 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, short-term and long-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. The Corporation measures and manages both the short-term and long-term effects of changing interest rates. An income simulation model is designed 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 designed 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, 2001, 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 $.5 \%$. If interest rates were to gradually decrease by 100 basis points over the next twelve months, the model indicated that net interest income would decrease by . $3 \%$.

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 risk and develop 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 a 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 interest rate risk management policies provide that the 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, 2001, 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 $1.3 \%$ 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 . $4 \%$ of assets.

FINANCIAL REVIEW
THE PNC FINANCIAL SERVICES GROUP, INC.

## 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, asset 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, 2001, such assets totaled $\$ 13.7$ billion, with $\$ 5.9$ billion pledged as collateral for borrowings, trust and other commitments. Liquidity can also be obtained through secured advances from the Federal Home Loan Bank, of which PNC Bank, N.A., PNC's largest bank subsidiary, is a member. These borrowings are generally secured by residential mortgages, other real-estate related loans and mortgage-backed securities. At June 30, 2001, approximately $\$ 12.0$ billion of residential mortgages and other real-estate related loans were available as collateral for borrowings from the Federal Home Loan Bank. 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, 2001, 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 $\$ 485$ million at June 30, 2001.

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 to the parent company. Without regulatory approval, the amount available for dividend payments to PNC Bancorp, Inc. by all bank subsidiaries was $\$ 313$ million at June 30, 2001. 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.

TRADING ACTIVITIES
Most of PNC's trading activities are designed to provide capital markets services to customers and not to position the Corporation's portfolio for gains from market movements. PNC participates in derivatives and foreign exchange trading as well as "market making" in equity securities as an accommodation to customers. PNC also engages in trading activities as part of risk management strategies.

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. Using this approach, exposure is measured as the potential loss due to a two standard deviation, one-day move in interest rates. The combined period-end value-at-risk of all trading operations using this measurement was estimated as less than $\$ 600$ thousand at June 30, 2001.

FINANCIAL DERIVATIVES
The Corporation uses a variety of financial derivatives as part of the overall asset and liability risk management process to manage interest rate, market and credit risk inherent in the Corporation's business activities. Substantially all such instruments are used to manage risk related to changes in interest rates. Interest rate and total rate of return swaps, purchased interest rate caps and floors and futures contracts are the primary instruments used by the corporation for interest rate risk management.

Interest rate swaps are agreements with a counterparty to exchange periodic fixed and floating interest payments calculated on a notional amount. The floating rate is based on a money market index, primarily short-term LIBOR. Total rate of return swaps are agreements with a counterparty to exchange an interest rate payment for the total rate of return on a specified reference index calculated on a notional amount. 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. Interest rate futures contracts are exchange-traded agreements to make or take delivery of a financial instrument at an agreed upon price and are settled in cash daily.

Financial derivatives involve, to varying degrees, interest rate, market and credit risk. For interest rate and total rate of return swaps, caps and floors and futures contracts, 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.

Not all elements of interest rate, market and credit risk are addressed through the use of financial or other derivatives, and such instruments may be ineffective for their intended purposes due to unanticipated market characteristics among other reasons.

The following table sets forth changes, during the first six months of 2001, in the notional value of financial derivatives used for risk management and designated as accounting hedges under Statement of Financial Accounting Standards ("SFAS") No. 133.

<TABLE>
<CAPTION>
FINANCIAL DERIVATIVES ACTIVITY

Weighted-

\(============\)
</TABLE>
(a) Primarily consists of derivatives that are not designated as accounting hedges under SFAS No. 133 and instruments no longer considered financial derivatives under SFAS No. 133.

$=====$
</TABLE>
(a) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, $78 \%$ were based on 1-month LIBOR, $20 \%$ on 3 -month LIBOR and the remainder on other short-term indices.
(b) Interest rate caps with notional values of $\$ 25$ million require the counterparty to pay the Corporation the excess, if any, of 3-month LIBOR over a weighted-average strike of $6.34 \%$. At June 30, 2001, 3-month LIBOR was $3.84 \%$
(c) Interest rate floors with notional values of $\$ 28$ million require the counterparty to pay the excess, if any, weighted-average strike of $4.30 \%$ over 3-month LIBOR. At June 30, 2001, 3 -month LIBOR was 3.84\%.
NM- Not meaningful 2000.

$======================================================================================================================$
</TABLE>
(a) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, 62\% were based on 1-month LIBOR, $36 \%$ on 3 -month LIBOR and the remainder on other short-term indices.
(b) Interest rate caps with notional values of $\$ 61$ million, $\$ 95$ million and $\$ 150$ million require the counterparty to pay the Corporation the excess, if any, of 3 -month LIBOR over a weighted-average strike of $6.00 \%$, 1-month LIBOR over a weighted-average strike of $5.68 \%$ and Prime over a weighted-average strike of $8.76 \%$, respectively. At December 31, 2000 , 3 -month LIBOR was $6.40 \%$, 1 -month LIBOR was $6.56 \%$ and Prime was $9.50 \%$.
(c) Interest rate floors with notional values of $\$ 3.0$ billion, require the counterparty to pay the excess, if any, of the weighted-average strike of $4.63 \%$ over 3 -month LIBOR. At December 31, 2000, 3-month LIBOR was $6.40 \%$.
(d) Due to the structure of these contracts, they are no longer considered financial derivatives under SFAS No. 133.
NM- Not meaningful

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

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<TABLE>
<CAPTION>
OTHER DERIVATIVES
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</TABLE>
(a) Represents average for six months ended June 30, 2001.

## FINANCIAL REVIEW

THE PNC FINANCIAL SERVICES GROUP, INC.

SECOND QUARTER 2001 VS.
SECOND QUARTER 2000
Earnings for the second quarter of 2001 were $\$ 295$ million or $\$ 1.00$ per diluted share compared with earnings of $\$ 299$ million or $\$ 1.01$ per diluted share for the second quarter of 2000 . Excluding a $\$ 22$ million or $\$ 0.08$ per diluted share net loss from venture capital activities, second quarter 2001 earnings per diluted share increased $7 \%$ to $\$ 1.08$ per diluted share. Return on average common shareholders' equity was $18.13 \%$ and return on average assets was $1.67 \%$ for the second quarter of 2001 compared with $20.77 \%$ and $1.74 \%$, respectively, for the second quarter of 2000 .

Taxable-equivalent net interest income of $\$ 569$ million for the second quarter of 2001 increased $\$ 19$ million or $3 \%$ compared with the second quarter of 2000 and the net interest margin widened 13 basis points to $3.76 \%$ for the second quarter of 2001. The increases were primarily due to the positive impact of transaction deposit growth and a lower rate environment that was partially offset by the impact of continued downsizing of the loan portfolio.

The provision for credit losses was $\$ 45$ million for the second quarter of 2001 compared with $\$ 35$ million for the second quarter of 2000 . The increase was primarily related to institutional lending portfolios that PNC is downsizing.

Noninterest income was $\$ 720$ million for the second quarter of 2001 and included $\$ 30$ million of venture capital losses. Excluding venture capital gains and losses in both years, noninterest income increased $10 \%$ compared with the second quarter of 2000 primarily due to growth in asset management and processing revenue.

Asset management fees of $\$ 214$ million for the second quarter of 2001 increased $\$ 18$ million or $9 \%$ compared with the second quarter of 2000 . The increase was primarily driven by new institutional business and strong fixed-income performance at BlackRock, partially offset by the impact of weak equity markets on investment management and trust revenue in PNC Advisors. Fund servicing fees
of $\$ 182$ million for the second quarter of 2001 increased $\$ 18$ million or $11 \%$ compared with the second quarter of 2000 primarily due to existing and new client growth.

Service charges on deposits were $\$ 54$ million for the second quarter of 2001, up 8\% compared with the same period last year primarily due to an increase in transaction deposit accounts. Brokerage fees were $\$ 55$ million for the second quarter of 2001 compared with $\$ 60$ million for the second quarter of 2000. The decrease was primarily due to a decline in equity markets activity. Consumer services revenue of $\$ 58$ million for the second quarter of 2001 increased $\$ 7$ million or $14 \%$ compared with the prior-year quarter primarily due to the expansion of PNC's ATM network and the increase in transaction deposit accounts.

Corporate services revenue was $\$ 76$ million for the second quarter of 2001 compared with $\$ 80$ million for the second quarter of 2000 . Higher commercial mortgage servicing and treasury management revenue was more than offset by valuation adjustments of other assets and lower commercial mortgage-backed securitization gains.

Equity management reflected net losses of $\$ 30$ million for the second quarter of 2001 compared with $\$ 48$ million of net gains for the second quarter of 2000 . The decrease primarily resulted from a decline in the estimated fair value of partnership and direct investments.

Net securities gains were $\$ 17$ million for the second quarter of 2001 . The gains were mostly offset by $\$ 10$ million of valuation adjustments that are reflected in corporate services revenue. Other noninterest income was $\$ 94$ million for the second quarter of 2001 compared with $\$ 79$ million for the second quarter of 2000 . The increase was primarily due to higher revenue from trading activities and residential mortgage loan securitization gains.

Noninterest expense was $\$ 789$ million and the efficiency ratio was $58 \%$ in the second quarter of 2001 compared with $\$ 780$ million and $57 \%$, respectively, during the second quarter of 2000. The increases were primarily related to the expansion of asset management and processing businesses.

Total assets were $\$ 70.0$ billion at June 30,2001 compared with $\$ 75.7$ billion at June 30, 2000 prior to the sale of PNC's residential mortgage banking business. On the same basis, average interest-earning assets were $\$ 60.0$ billion for the second quarter of 2001 compared with $\$ 64.8$ billion for the second quarter of 2000. The decrease was primarily due to an $\$ 8.7$ billion reduction in loans and loans held for sale that resulted from the sale of the residential mortgage banking business and other balance sheet downsizing initiatives, partially offset by a $\$ 3.7$ billion increase in securities available for sale that primarily resulted from the securitization of certain residential mortgage loans.

Average deposits from continuing operations were $\$ 45.4$ billion and represented $64 \%$ of total sources of funds for the second quarter of 2001 compared with $\$ 45.5$ billion and 66\%, respectively, in the second quarter of 2000 . While total deposits remained essentially unchanged, an increase in transaction deposits of $\$ 2.3$ billion or $8 \%$ was mostly offset by a $\$ 2.2$ billion decrease in higher-cost retail certificates and wholesale deposits.

Average borrowed funds declined to $\$ 14.0$ billion for the second quarter of 2001 compared with $\$ 19.4$ billion for the second quarter of 2000 prior to the sale of PNC's residential mortgage banking business.

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Nonperforming assets were $\$ 390$ million at June 30,2001 compared with $\$ 353$ million at June 30, 2000. The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets was . 85\% at June 30, 2001 compared with $.67 \%$ at June 30,2000 . The increase primarily resulted from the downsizing of the loan portfolio.

The allowance for credit losses was $\$ 675$ million and represented $1.53 \%$ of period-end loans and $180 \%$ of nonaccrual loans at June 30, 2001. The comparable ratios were $1.34 \%$ and $217 \%$, respectively, at June 30, 2000. Net charge-offs were $\$ 45$ million or $.40 \%$ of average loans in the second quarter of 2001. The comparable amounts were $\$ 34$ million or $.27 \%$, respectively, in the second quarter of 2000 .

## FORWARD-LOOKING STATEMENTS

This report and other statements made by the Corporation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to the outlook or expectations for earnings, revenues, asset quality, share repurchases, and other future financial or business performance, strategies and expectations. Forward-looking statements are typically identified by words or phrases such as "believe," "expect," "anticipate," "intend," "outlook," "forecast," "estimate," "position," "target," "mission," "assume," "achievable," "potential," "strategy," "goal," "objective," "plan," "aspiration," "outcome," "continue," "remain," "maintain," "seek," "strive," "trend" and variations of such words and similar expressions, or

The Corporation cautions that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Actual results could differ materially from those anticipated in forward-looking statements and future results could differ materially from historical performance. Forward-looking statements speak only as of the date they are made, and the Corporation assumes no duty to update forward-looking statements.

In addition to factors mentioned elsewhere in this report or previously disclosed in the Corporation's SEC reports (accessible on the SEC's website at www.sec.gov), the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance:
(1) adjustments to recorded results of the sale of the residential mortgage banking business after final settlement is completed;
(2) changes in economic or industry conditions, the interest rate environment or financial and capital markets, which could result in: a deterioration in credit quality and increased credit losses; an adverse effect on the allowance for loan losses; a reduction in demand for credit or fee-based products and services, net interest income, value of assets under management and assets serviced, value of debt and equity investments, or value of on-balance sheet and off-balance-sheet assets; or changes in the availability and terms of funding necessary to meet PNC's liquidity needs;
(3) relative investment performance of assets under management;
(4) the introduction, withdrawal, success and timing of business initiatives and strategies, decisions regarding further reductions in balance sheet leverage, and PNC's inability to realize cost savings or revenue enhancements, implement integration plans and other consequences of mergers, acquisitions, restructurings and divestitures;
(5) customer borrowing, repayment, investment and deposit practices and their acceptance of PNC's products and services;
(6) the impact of increased competition;
(7) the means PNC chooses to redeploy available capital, including the extent and timing of any share repurchases and investments in PNC businesses;
(8) the inability to manage risks inherent in PNC's business;
(9) the unfavorable resolution of legal proceedings;
(10) the denial of insurance coverage for claims made by PNC;
(11) an increase in the number of customer or counterparty delinquencies, bankruptcies or defaults that could result in, among other things, increased credit and asset quality risk, a higher loan loss provision and reduced profitability;
(12) the impact, extent and timing of technological changes; and
(13) actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

Some of the above factors are described in more detail in the Risk Factors section of this Financial Review and factors relating to credit risk, interest rate risk, liquidity risk, trading activities, and financial and other derivatives are discussed in the Risk Management section of this Financial Review. Other factors are described elsewhere in this report.

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CONSOLIDATED STATEMENT OF INCOME
THE PNC FINANCIAL SERVICES GROUP, INC.

<TABLE>
<CAPTION>

\begin{tabular}{|c|c|c|c|}
\hline ```
Securities available for sale
191
``` & 177 & 97 & 299 \\
\hline Loans held for sale & 31 & 52 & 68 \\
\hline 116 & & & \\
\hline Other & 32 & 22 & 64 \\
\hline 41 & & & \\
\hline Total interest income & 1,079 & 1,180 & 2,251 \\
\hline 2,341 & & & \\
\hline INTEREST EXPENSE & & & \\
\hline Deposits & 334 & 397 & 731 \\
\hline 766 & & & \\
\hline Borrowed funds & 180 & 238 & 401 \\
\hline 475 & & & \\
\hline Total interest expense & 514 & 635 & 1,132 \\
\hline 1,241 & & & \\
\hline Net interest income & 565 & 545 & 1,119 \\
\hline 1,100 & & & \\
\hline Provision for credit losses 66 & 45 & 35 & 125 \\
\hline \[
66
\] & & & \\
\hline Net interest income less provision for credit losses 1, 034 & 520 & 510 & 994 \\
\hline NONINTEREST INCOME & & & \\
\hline Asset management 382 & 214 & 196 & 437 \\
\hline Fund servicing & 182 & 164 & 363 \\
\hline 319 & & & \\
\hline Service charges on deposits & 54 & 50 & 104 \\
\hline 100 & & & \\
\hline Brokerage & 55 & 60 & 109 \\
\hline 131 & & & \\
\hline Consumer services & 58 & 51 & 113 \\
\hline 98 & & & \\
\hline Corporate services & 76 & 80 & 152 \\
\hline 162 & & & \\
\hline Equity management & (30) & 48 & (69) \\
\hline 135 & & & \\
\hline Net securities gains (losses) (3) & 17 & & 46 \\
\hline Other & 94 & 79 & 166 \\
\hline 132 & & & \\
\hline _-_------- & & & \\
\hline & 720 & 728 & 1,421 \\
\hline \[
1,456
\] & & & \\
\hline --------------- & & & \\
\hline NONINTEREST EXPENSE & & & \\
\hline Staff expense & 418 & 396 & 839 \\
\hline 807 & & & \\
\hline Net occupancy & 54 & 48 & 107 \\
\hline 101 & & & \\
\hline Equipment & 60 & 55 & 117 \\
\hline 111 & & & \\
\hline Amortization 56 & 27 & 28 & 53 \\
\hline Marketing & 16 & 19 & 25 \\
\hline & & & \\
\hline Distributions on capital securities & 16 & 17 & 33 \\
\hline Other & 198 & 217 & 390 \\
\hline 432 & & & \\
\hline ------------------------------- & & & \\
\hline Total noninterest expense & 789 & 780 & 1,564 \\
\hline 1,572 & & & \\
\hline ------------------ \({ }^{\text {cos }}\) & & & \\
\hline Income from continuing operations before income taxes 918 & 451 & 458 & 851 \\
\hline Income taxes & 156 & 159 & 291 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Income from continuing operations 601 & 295 & 299 & 560 \\
\hline ```
Income from discontinued operations (less applicable income
    taxes of $10, $0 and $15)
22
``` & & 16 & 40 \\
\hline \begin{tabular}{l}
Net income before cumulative effect of accounting change 623 \\
Cumulative effect of accounting change (less applicable income taxes of \(\$ 2\) )
\end{tabular} & 295 & 315 & \[
600
\]
(5) \\
\hline Net income
\[
\$ 623
\] & \$295 & \$315 & \$595 \\
\hline EARNINGS PER COMMON SHARE & & & \\
\hline Continuing operations Basic & \$1.01 & \$1.01 & \$1.91 \\
\hline \[
\begin{aligned}
& \$ 2.03 \\
& \quad \text { Diluted } \\
& 2.02
\end{aligned}
\] & 1.00 & 1.01 & 1.89 \\
\hline Net income Basic & \$1.01 & \$1.07 & \$2.03 \\
\hline \[
\begin{aligned}
& \$ 2.11 \\
& \quad \text { Diluted } \\
& 2.09
\end{aligned}
\] & 1.00 & 1.06 & 2.01 \\
\hline CASH DIVIDENDS DECLARED PER COMMON SHARE \(\$ .90\) & \$. 48 & \$. 45 & \$. 96 \\
\hline AVERAGE COMMON SHARES OUTSTANDING Basic & 288 & 290 & 289 \\
\hline \[
{ }^{291} \text { Diluted }
\] & 291 & 292 & 292 \\
\hline
\end{tabular}

293

\(============\)
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

CONSOLIDATED BALANCE SHEET
THE PNC FINANCIAL SERVICES GROUP, INC.

## <TABLE>

<CAPTION>

| In millions, except par value | $\begin{array}{r} \text { June } 30 \\ 2001 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ |
| :---: | :---: | :---: |
| -- |  |  |
| <S> | <C> | <C> |
| ASSETS |  |  |
| Cash and due from banks | \$3,659 | \$3,662 |
| Short-term investments | 793 | 1,151 |
| Loans held for sale | 1,613 | 1,655 |
| Securities available for sale | 11,258 | 5,902 |
| Loans, net of unearned income of $\$ 1,073$ and $\$ 999$ Allowance for credit losses | $\begin{array}{r} 44,167 \\ (675) \end{array}$ | $\begin{array}{r} 50,601 \\ (675) \end{array}$ |
| Net loans | 43,492 | 49,926 |
| Goodwill and other amortizable assets | 2,405 | 2,468 |
| Investment in discontinued operations |  | 356 |
| Other | 6,793 | 4,724 |
| Total assets | \$70,013 | \$69,844 |

## LIABILITIES

Deposits

| Interest-bearing | 36,817 | 39,174 |
| :---: | :---: | :---: |
| -- |  |  |
| Total deposits | 45,826 | 47,664 |
| Borrowed funds |  |  |
| Federal funds purchased | 1,444 | 1,445 |
| Repurchase agreements | 569 | 607 |
| Bank notes and senior debt | 4,496 | 6,110 |
| Federal Home Loan Bank borrowings | 2,464 | 500 |
| Subordinated debt | 2,349 | 2,407 |
| Other borrowed funds | 797 | 649 |
| -- |  |  |
| Total borrowed funds | 12,119 | 11,718 |
| Other | 4,472 | 2,958 |
| -- |  |  |
| Total liabilities | 62,417 | 62,340 |
| -- |  |  |
| Mandatorily redeemable capital securities of subsidiary trusts 848 848 |  |  |
| SHAREHOLDERS' EQUITY |  |  |
| Preferred stock | 5 | 7 |
| Common stock - \$5 par value |  |  |
| Authorized 800 and 450 shares |  |  |
| Issued 353 shares | 1,764 | 1,764 |
| Capital surplus | 1,257 | 1,303 |
| Retained earnings | 7,010 | 6,736 |
| Deferred benefit expense | (25) | (25) |
| Accumulated other comprehensive loss from continuing operations | (60) | (43) |
| Accumulated other comprehensive loss from discontinued operations |  | (45) |
| Common stock held in treasury at cost: 64 and 63 shares | $(3,203)$ | $(3,041)$ |
| -- |  |  |
| Total shareholders' equity | 6,748 | 6,656 |
| Total liabilities, capital securities and shareholders' equity | \$70,013 | \$69,844 |

See accompanying Notes to Consolidated Financial Statements.

CONSOLIDATED STATEMENT OF CASH FLOWS
THE PNC FINANCIAL SERVICES GROUP, INC.

| <TABLE> |  |
| :---: | :---: |
| <CAPTION> |  |
| Six months ended June 30 - in millions | 2001 |
| 2000 |  |
| - ---------------1 |  |
| <S> | <C> |
| <C> |  |
| OPERATING ACTIVITIES |  |
| Net income | \$595 |
| \$623 |  |
| Discontinued operations | (40) |
| (22) |  |
| Cumulative effect of accounting change 5 |  |
| -------------- |  |
| Income from continuing operations 601 |  |
|  |  |
| Adjustments to reconcile income from continuing operations |  |
| to net cash provided by operating activities |  |
| Provision for credit losses | 125 |
| 66 |  |
| Depreciation, amortization and accretion | 167 |
| 173 |  |
| Deferred income taxes | 171 |
| 191 |  |
| Net securities (gains) losses | (45) |
| 1 |  |

Change in
Loans held for sale 26
1,149
Other
(284)
(936)

----------------_-
Net cash provided by operating activities
729
1,268

------------------
INVESTING ACTIVITIES
Net change in loans
90
(717)
Repayment of securities available for sale 1,153
442
Sales
Securities available for sale 10,301
3,455
Loans 2,557
16
Foreclosed assets 11
20
Purchases
Securities available for sale (13,113)
$(3,293)$
Loans (234)
Net cash received (paid) for acquisitions/divestitures 503
(4)
Other11
(117)

-----------------------
1,279
(198)

------------------
FINANCING ACTIVITIES
Net change in
Noninterest-bearing deposits
$(2,357)$
Interest-bearing deposits
(126)
Federal funds purchased(1)
(399)
Sales/issuances
Repurchase agreements 115,246
76,929
Bank notes and senior debt
2,847
Federal Home Loan Bank borrowings 3,123
2,081
Subordinated debt 1
593
Other borrowed funds 18,960
20,335
Common stock 128
71
Repayments/maturities
Repurchase agreements
$(115,284)$
$(76,827)$
Bank notes and senior debt (1,615)
$(2,945)$
Federal Home Loan Bank borrowings (1,155)
(3,000)
Subordinated debt
(100)
(494)
Other borrowed funds (18,813)
(20,292)
Acquisition of treasury stock(279)Acquisition of treasury stock(96)(238)(288)Cash dividends paid

(271)
$\qquad$
$\qquad$
(1,031)

------------------
(DECREASE) INCREASE IN CASH AND DUE FROM BANKS

| Cash and due from banks at end of period \$3,119 | \$3,659 |
| :---: | :---: |
| CASH PAID FOR |  |
| Interest | \$1,105 |
| \$1,262 |  |
| Income taxes | 100 |
| 185 |  |
| NON-CASH ITEMS |  |
| Transfer of residential loans to securities available for sale | 3,775 |
| Transfer from loans held for sale to loans | 6 |
| Transfer from loans to other assets | 5 |
| 22 |  |

$==========$
</TABLE>

See accompanying Notes to Consolidated Financial Statements.

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

BUSINESS The PNC Financial Services Group, Inc. ("Corporation" or "PNC") is one of the largest diversified financial services companies in the United States, operating businesses engaged in regional community banking, corporate banking, real estate finance, asset-based lending, wealth management, asset management and global fund services. The Corporation provides certain products and services nationally and others in PNC's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky. The Corporation also provides certain asset management and global fund services internationally. PNC is subject to intense competition from other financial services companies and is subject to regulation by various domestic and international 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.

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 consolidated financial statements and notes to consolidated financial statements reflect the residential mortgage banking business, which was sold on January 31, 2001, in discontinued operations, unless otherwise noted.

The notes included herein should be read in conjunction with the audited consolidated financial statements included in The PNC Financial Services Group, Inc.'s 2000 Annual Report.

FINANCIAL DERIVATIVES
The Corporation uses a variety of financial derivatives as part of the overall asset and liability risk management process to manage interest rate, market and credit risk inherent in the Corporation's business activities. Substantially all such instruments are used to manage risk related to changes in interest rates. Interest rate and total rate of return swaps, purchased interest rate caps and floors and futures contracts are the primary instruments used by the corporation for interest rate risk management.

Interest rate swaps are agreements with a counterparty to exchange periodic fixed and floating interest payments calculated on a notional amount. The floating rate is based on a money market index, primarily short-term LIBOR. Total rate of return swaps are agreements with a counterparty to exchange an interest rate payment for the total rate of return on a specified reference index calculated on a notional amount. 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. Interest rate

Financial derivatives involve, to varying degrees, interest rate, market and credit risk. The Corporation manages these risks as part of its asset and liability management process and through credit policies and procedures. The Corporation seeks to minimize the credit risk by entering into transactions with only a select number of high-quality institutions, establishing credit limits, requiring bilateral-netting agreements, and, in certain instances, segregated collateral.

CASH FLOW HEDGING STRATEGY
The Corporation enters into interest rate swap contracts to modify the interest rate characteristics of designated commercial loans from variable to fixed in order to reduce the impact of interest rate changes on future interest income. The fair value of the derivative is reported in other assets or other liabilities and offset in accumulated other comprehensive income for the effective portion of the derivative. Ineffectiveness of the strategy, as defined under Statement of Financial Accounting Standards ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities," as amended by SFAS No. 137 and No. 138, if any, is reported in net interest income. Amounts reclassed into earnings, when the hedged transaction affects earnings, are included in net interest income.

FAIR VALUE HEDGING STRATEGIES
The Corporation enters into interest rate and total rate of return swaps, caps, floors and interest rate futures derivative contracts to hedge designated commercial mortgage loans held for sale, securities available for sale, commercial loans, bank notes and subordinated debt for changes in fair value primarily due to changes in interest rates. Adjustments related to the ineffective portion of fair value hedging instruments are recorded in either net interest income or noninterest income depending on the hedged item.

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

CUSTOMER AND OTHER DERIVATIVES
To accommodate customer needs, PNC also enters into financial derivative transactions primarily consisting of interest rate swaps, caps, floors and foreign exchange contracts. Interest rate and foreign exchange risk exposures from customer positions are managed through transactions with other dealers. These positions are recorded at estimated fair value and changes in value are included in noninterest income.

Effective January 1, 2001, the Corporation implemented SFAS No. 133. The statement requires the Corporation to recognize all derivative instruments as either assets or liabilities on the balance sheet at fair value. Financial derivatives are reported at fair value in other assets or other liabilities. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship and further, on the type of hedging relationship. For those derivative instruments that are designated and qualify as hedging instruments, the Corporation must designate the hedging instrument, based on the exposure being hedged, as either a fair value hedge, a cash flow hedge or a hedge of a net investment in a foreign operation.

For derivatives that are designated as fair value hedges (i.e., hedging the exposure to changes in the fair value of an asset or a liability attributable to a particular risk), the gain or loss on derivatives as well as the loss or gain on the hedged items are recognized in current earnings. For derivatives designated as cash flow hedges (i.e., hedging the exposure to variability in expected future cash flows), the effective portions of the gain or loss on derivatives are reported as a component of accumulated other comprehensive income in the same period or periods during which the hedged transaction affects earnings. The remaining gain or loss on the derivatives in excess of the hedged future cash flows, if any, is recognized in current earnings. For derivatives not designated as hedges, the gain or loss is recognized in current earnings.

FINANCIAL DERIVATIVES - PRE-SFAS NO. 133
Prior to January 1, 2001, interest rate swaps, caps and floors that modified the interest rate characteristics (such as from fixed to variable, variable to fixed, or one variable index to another) of designated interest-bearing assets or liabilities were accounted for under the accrual method. The net amount payable or receivable from the derivative contract was accrued as an adjustment to interest income or interest expense of the designated instrument. Premiums on contracts were deferred and amortized over the life of the agreement as an adjustment to interest income or interest expense of the designated instruments. Unamortized premiums were included in other assets.

Changes in the fair value of financial derivatives accounted for under the accrual method were not reflected in results of operations. Realized gains and losses, except losses on terminated interest rate caps and floors, were deferred as an adjustment to the carrying amount of the designated instruments and
amortized over the shorter of the remaining original life of the agreements or the designated instruments. Losses on terminated interest rate caps and floors were recognized immediately in results of operations. If the designated instruments were disposed, the fair value of the associated derivative contracts and any unamortized deferred gains or losses were included in the determination of gain or loss on the disposition of such instruments. Contracts not qualifying for accrual accounting were marked to market with gains or losses included in noninterest income.

Credit default swaps were entered into to mitigate credit risk and lower the required regulatory capital associated with commercial lending activities. If the credit default swaps qualified for hedge accounting treatment, the premium paid to enter into the credit default swaps were recorded in other assets and deferred and amortized to noninterest expense over the life of the agreement. Changes in the fair value of credit default swaps qualifying for hedge accounting treatment were not reflected in the Corporation's financial position and had no impact on results of operations.

If the credit default swap did not qualify for hedge accounting treatment or if the Corporation was the seller of credit protection, the credit default swap was marked to market with gains or losses included in noninterest income.

Due to the particular structure of the Corporation's credit default swaps discussed in the preceding paragraphs, these instruments are not considered financial derivatives under the provisions of SFAS No. 133. Commencing January 1, 2001, the premiums paid to enter credit default swaps not considered to be derivatives are recorded in other assets and amortized to noninterest expense over the life of the agreement.

RECENT ACCOUNTING PRONOUNCEMENTS
SFAS No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities" (a replacement of Financial Accounting Standards Board ("FASB") Statement No. 125) was issued in September 2000. Although SFAS No. 140 has changed many of the rules regarding securitizations, it continues to require an entity to recognize the financial and servicing assets it controls and the liabilities it has incurred and to derecognize financial assets when control has been surrendered in accordance with the criteria provided in the standard. As required, the Corporation began application of the new rules prospectively to transactions beginning in the second quarter of 2001. SFAS No. 140 also requires certain disclosures pertaining to securitization transactions effective for fiscal years ended after December 15, 2000. PNC included these required disclosures in its December 31,2000 consolidated financial statements.

In July 2001, the FASB issued SFAS No. 141, "Business Combinations." SFAS No. 141 requires the purchase method of accounting be used for all business combinations initiated or completed after June 30, 2001 and eliminates the pooling-of-interests method of accounting. The statement also addresses disclosure requirements for business combinations and initial recognition and measurement criteria for goodwill and other intangible assets as a result of purchase business combinations.

Also in July 2001, the FASB issued SFAS No. 142, "Goodwill and Other Intangible Assets," which changes the accounting from amortizing goodwill to an impairment-only approach. The amortization of goodwill, including goodwill recognized relating to past business combinations, will cease upon adoption of the new standard. Impairment testing for goodwill at a reporting unit level will be required on at least an annual basis. The new standard also addresses other accounting matters, disclosure requirements and financial statement presentation issues relating to goodwill and other intangible assets. The Corporation will adopt SFAS No. 142 effective January 1, 2002. Assuming no impairment adjustments are necessary, no future business combinations and no other changes to goodwill, the Corporation expects net income to increase by approximately $\$ 94$ million in 2002 resulting from the cessation of goodwill amortization.

DISCONTINUED OPERATIONS
On January 31, 2001, PNC closed the sale of its residential mortgage banking business to Washington Mutual, F.A. The income and net assets of the residential mortgage banking business, which are presented on one line in the income statement and balance sheet, respectively, are as follows:

INCOME FROM DISCONTINUED OPERATIONS

| Six months ended June 30 - in millions | 2001 | 2000 |
| :---: | :---: | :---: |
| Total income from operations after tax | \$15 | \$22 |



Certain closing date adjustments are currently in dispute between PNC and the buyer. The disputed matters will be resolved in accordance with procedures provided for in the purchase agreement. The ultimate financial impact of the sale will not be determined until final settlement is completed.

INVESTMENT IN DISCONTINUED OPERATIONS

| December 31 - in millions | 2000 |
| :---: | :---: |
| Loans held for sale | \$3,003 |
| Securities available for sale | 3,016 |
| Loans, net of unearned income | 739 |
| Goodwill and other amortizable assets | 1,925 |
| All other assets | 1,168 |
| Total assets | 9,851 |
| Deposits | 1,150 |
| Borrowed funds | 7,601 |
| Other liabilities | 744 |
| Total liabilities | 9,495 |
| Net assets | \$356 |

CASH FLOWS
During the first six months of 2001, divestiture activity that affected cash flows consisted of $\$ 383$ million of divested net assets and cash receipts of $\$ 503$ million. 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 of $\$ 3$ million.

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

TRADING ACTIVITIES
Most of PNC's trading activities are designed to provide capital markets services to customers and not to position the Corporation's portfolio for gains from market movements. PNC participates in derivatives and foreign exchange trading as well as "market making" in equity securities as an accommodation to customers. PNC also engages in trading activities as part of risk management strategies.

Net trading income for the first six months of 2001 totaled $\$ 78$ million compared with $\$ 37$ million for the prior-year period and was included in noninterest income as follows:

| Six months ended June 30 | 2001 | 2000 |
| :---: | :---: | :---: |
| Corporate services | \$1 |  |
| Equity management |  | \$ (4) |
| Other noninterest income |  |  |
| Market making | 25 | 21 |
| Derivatives trading | 39 | 7 |
| Foreign exchange | 12 | 11 |
| Other | 1 | 2 |
| Net trading income | \$78 | \$37 |

SECURITIES AVAILABLE FOR SALE

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{4}{|c|}{Unrealized} \\
\hline & Amortized & & & Fair \\
\hline In millions & Cost & Gains & Losses & Value \\
\hline
\end{tabular}
--------

==
</TABLE>
The fair value of securities available for sale at June 30, 2001 was $\$ 11.3$ billion compared with $\$ 5.9$ billion at December 31, 2000. Securities represented $16 \%$ of total assets at June 30, 2001 compared with $8 \%$ at December 31, 2000. The increase was primarily due to residential mortgage loan securitizations and purchases of U.S. agencies, asset-backed and other debt securities during the first six months of 2001. The expected weighted-average life of securities available for sale was 5 years and 6 months at June 30, 2001 compared with 4 years and 5 months at December 31, 2000.

At June 30, 2001, the securities available for sale balance included a net unrealized loss of $\$ 92$ million, which represented the difference between fair value and amortized cost. The comparable amount at December 31, 2000 was a net unrealized loss of $\$ 54$ million. Net unrealized gains and losses in the securities available for sale portfolio are included in accumulated other comprehensive income or loss, net of tax or, for the portion attributable to changes in a hedged risk as part of a fair value hedge strategy, in net income.

Net securities gains associated with the disposition of securities available for sale were $\$ 46$ million for the first six months of 2001 compared with net losses of $\$ 3$ million for the first six months of 2000 . Net securities losses of $\$ 1$ million for the first six months of 2001 , and net securities gains of $\$ 2$ million for the first 6 months of 2000 , related to commercial mortgage banking activities, were included in corporate services revenue.

NONPERFORMING ASSETS
Nonperforming assets were as follows:

| In millions | $\text { June } 30$ | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ |
| :---: | :---: | :---: |
| Nonaccrual loans | \$374 | \$323 |
| Foreclosed and other assets | 16 | 49 |
| Total nonperforming assets | \$390 | \$372 |

The above table excludes $\$ 24$ million and $\$ 18$ million of equity management assets carried at estimated fair value at June 30, 2001 and December 31, 2000, respectively.

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

| Allowance at January 1 | \$675 | \$674 |
| :---: | :---: | :---: |
| Charge-offs |  |  |
| Commercial | (119) | (59) |
| Consumer | (20) | (23) |
| Residential mortgage | (1) | (3) |
| Lease financing | (8) | (3) |
| Total charge-offs | (148) | (88) |
| Recoveries |  |  |
| Commercial | 12 | 10 |
| Consumer | 9 | 11 |
| Residential mortgage |  | 1 |
| Lease financing | 2 | 1 |
| Total recoveries | 23 | 23 |
| Net charge-offs |  |  |
| Commercial | (107) | (49) |
| Consumer | (11) | (12) |
| Residential mortgage | (1) | (2) |
| Lease financing | (6) | (2) |
| Total net charge-offs | (125) | (65) |
| Provision for credit losses | 125 | 66 |
| Allowance at June 30 | \$675 | \$675 |

## FINANCIAL DERIVATIVES

Effective January 1, 2001, the Corporation implemented SFAS No. 133. As a result of the adoption of this statement, the Corporation recognized, in the first quarter of 2001, an after-tax loss from the cumulative effect of a change in accounting principle of $\$ 5$ million reported in the consolidated income statement and an after-tax accumulated other comprehensive loss of $\$ 4$ million. The impact of the adoption of this standard related to the residential mortgage banking business that was sold is reflected in the results of discontinued operations.

Earnings adjustments resulting from cash flow and fair value hedge ineffectiveness were not significant to the results of operations of the Corporation during the first six months of 2001.

During the next twelve months, the Corporation expects to reclassify to earnings $\$ 50$ million of pretax net gains on cash flow hedge derivatives currently reported in accumulated other comprehensive income. These net gains may result from anticipated net cash flows on receive fixed interest rate swaps and would offset reductions in net interest income recognized on the related floating rate commercial loans.

At June 30, 2001 and December 31, 2000, the Corporation's exposure to credit losses with respect to financial derivatives was not material.

LEGAL PROCEEDINGS
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 legal proceedings in which claims for monetary damages and other relief 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 legal proceedings will have a material adverse effect on the Corporation's financial condition. At the present time, management is not in a position to determine whether any such pending or threatened legal proceedings will have a material adverse effect on the Corporation's results of operations in any future reporting period.

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

COMPREHENSIVE INCOME
Comprehensive income from continuing operations was $\$ 228$ million for the second quarter of 2001 and $\$ 543$ million for the first six months of 2001 , compared with \$301 million and \$595 million, respectively, in 2000.

The Corporation's other comprehensive income consists of unrealized gains or losses on securities available for sale and cash flow hedge derivatives, foreign currency translation and minimum pension liability adjustments. The income effects allocated to each component of other comprehensive income are as follows:

| Six months ended June 30, 2001 In millions | Pretax <br> Amount | Tax Benefit <br> (Expense) | After-tax Amount |
| :---: | :---: | :---: | :---: |
| Unrealized securities losses | \$(43) | \$15 | \$(28) |
| Less: Reclassification adjustment for losses realized in net income | (5) | 2 | (3) |
| Net unrealized securities losses | (38) | 13 | (25) |
| SFAS No. 133 transition adjustment | (6) | 2 | (4) |
| Unrealized gains on cash flow hedge derivatives | 9 | (3) | 6 |
| Less: Reclassification adjustment for losses realized in net income | (11) | 4 | (7) |
| Net unrealized gains on cash flow hedge derivatives | 14 | (5) | 9 |
| Foreign currency translation adjustment | (2) | 1 | (1) |
| Other comprehensive loss from continuing operations | \$(26) | \$9 | \$ (17) |
| Year ended December 31, 2000 In millions | Pretax <br> Amount | Tax Benefit (Expense) | After-tax Amount |
| Unrealized securities gains | \$127 | \$(41) | \$86 |
| Less: Reclassification adjustment for losses realized in net income | (3) | 1 | (2) |
| Net unrealized securities gains | 130 | (42) | 88 |
| Minimum pension liability adjustment | 2 | (1) | 1 |
| Other comprehensive income from continuing operations | \$132 | \$ (43) | \$89 |

The accumulated balances related to each component of other comprehensive loss are as follows:

| In millions | $\begin{array}{r} \text { June } 30 \\ 2001 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ |
| :---: | :---: | :---: |
| Net unrealized securities losses | \$(57) | \$ (32) |
| Net unrealized gains on cash flow hedge derivatives | 9 |  |
| Minimum pension liability adjustment | (11) | (11) |
| Foreign currency translation adjustment | (1) |  |
| Accumulated other comprehensive loss from continuing operations | \$ (60) | \$ (43) |

EARNINGS PER SHARE
The following table sets forth basic and diluted earnings per share calculations.

<TABLE>
<CAPTION>
Three months ended
Six months ended
June 30

</TABLE>
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS THE PNC FINANCIAL SERVICES GROUP, INC.

SEGMENT REPORTING
PNC operates seven major businesses engaged in regional community banking, corporate banking, real estate finance, asset-based lending, wealth management, asset management and global fund services.

Business results are presented based on PNC's management accounting practices and the Corporation's 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 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 available for sale 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 based on management's assessment of 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 results from continuing operations primarily due to differences between management accounting practices and generally accepted accounting principles, loan portfolios and businesses that have been designated for downsizing during 2000 or earlier, equity management activities, minority interests, residual asset and liability management activities, eliminations and unassigned items, the impact of which is reflected in the "Other" category.

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

Corporate Banking provides 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, capital markets, treasury management, commercial mortgage loan servicing and other products and services to developers, owners and investors in commercial real estate. PNC's commercial real estate financial services platform includes lending as well as processing businesses. The processing businesses include Midland Loan Services, Inc., a leading third-party provider of loan servicing and technology to the commercial real estate finance industry, and Columbia Housing Partners, LP, a national syndicator of affordable housing equity.

PNC Business Credit provides asset-based lending, capital markets and treasury management products and services to middle market customers nationally. PNC Business Credit's lending services include loans secured by accounts receivable, inventory, machinery and equipment, and other collateral, and its customers include manufacturing, wholesale, distribution, retailing and service industry companies.

PNC Advisors provides a full range of tailored investment products and services to affluent individuals and families including full-service brokerage through J.J.B. Hilliard, W.L. Lyons, Inc. and investment advisory services to the ultra-affluent through Hawthorn. PNC Advisors also serves as investment manager and trustee for employee benefit plans and charitable and endowment assets.

BlackRock is one of the largest publicly traded investment management firms in the United States with $\$ 213$ billion of assets under management at June 30, 2001. BlackRock manages assets on behalf of institutions and individuals through a variety of fixed income, liquidity, equity and alternative investment separate accounts and mutual funds, including its flagship fund families, BlackRock Funds and BlackRock Provident Institutional Funds. In addition, BlackRock provides risk management and technology services to a growing number of institutional
investors under the BlackRock Solutions brand name.
PFPC is the largest full-service mutual fund transfer agent and second largest
provider of mutual fund accounting and administration services in the United
States, providing a wide range of fund services to the investment management
industry. PFPC also provides customized processing solutions to the
international marketplace through its Dublin, Ireland and Luxembourg operations.

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RESULTS OF BUSINESSES

<TABLE>
<CAPTION>



\begin{tabular}{lrlll} 
AVERAGE & ASSETS & \(\$ 38,182\) & \(\$ 16,110\) & \(\$ 5,604\)
\end{tabular}

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

Statistical Information
THE PNC FINANCIAL SERVICES GROUP, INC.

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



Nonaccrual loans are included in loans, net of unearned income. The impact of financial derivatives used in interest rate risk management is included in the interest income/expense and average yields/rates of the related assets and liabilities. Average balances of securities available for sale are based on amortized historical cost (excluding SFAS No. 115 adjustments to fair value).

Loan fees for the six months ended June 30, 2001 and June 30, 2000, were $\$ 59$ million and $\$ 60$ million, respectively. For each of the three months ended June 30, 2001, March 31, 2001 and June 30, 2000 loan fees were $\$ 30$ million, $\$ 29$ million and $\$ 31$ million, respectively.

## <TABLE> <br> <CAPTION>

- ---------------------------------------

Average
Averag Average Yields/ Rates
-----------------------
$<\mathrm{S}>\quad<\mathrm{C}>$ <C>

| \$1,720 | \$31 |
| :---: | :---: |
| 8.11\% |  |
| 3,696 | 54 |
| 6.11 |  |
| 7,913 | 122 |
| 6.58 |  |
| 101 | 2 |
| 7.02 |  |
| 11 | 78 |
| 6.50 |  |
| 20,271 | 375 |
| 8.33 |  |
| 2,572 | 48 |
| 8.74 |  |
| 9,096 | 188 |
| 8.63 |  |
| 8,459 | 152 |
| 7.09 |  |
| 4,149 | 74 |
| 7.19 |  |
| 459 | 7 |
| 8.50 |  |

7.06\%
\$37
7.31\%
$\$ 2,577$
\$52
$\begin{array}{rrr}5.79 & 3,933 & 57 \\ 6.18 & 4,001 & 63 \\ 7.33 & 127 & 2\end{array}$
------------------------------
6.07

| 8,061 | 122 |
| ---: | ---: |
| 20,882 | 422 |
| 2,580 | 55 |
| 9,085 | 194 |
| 12,673 | 232 |
| 3,897 | 71 |
| 520 | 11 |


| 6,009 | 98 |
| :---: | :---: |
| 22,042 | 464 |
| 2,682 | 59 |
| 9,209 | 198 |
| 12,571 | 223 |
| 3,049 | 55 |
| 676 | 14 |
| 50,229 | 1,013 |
| 1,276 | 22 |

7.19

61,534
1,177
7.67

60,091
1,185
7.86
(683)
2,907
8,494
---------
$\$ 70,716$

- -----------

| \$20,944 | 134 | 2.57 | \$20,468 | 162 | 3.20 | \$18,549 | 159 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3.46 |  |  |  |  |  |  |  |
| 1,936 | 5 | . 94 | 1,919 | 6 | 1.31 | 2,107 | 9 |
| 1.75 |  |  |  |  |  |  |  |
| 12,662 | 175 | 5.54 | 13,724 | 199 | 5.90 | 14,403 | 195 |
| 5.45 |  |  |  |  |  |  |  |
| 537 | 8 | 6.48 | 565 | 10 | 6.67 | 641 | 10 |
| 6.44 |  |  |  |  |  |  |  |
| 1,096 | 12 | 4.17 | 1,402 | 20 | 5.75 | 1,483 | 24 |
| 6.25 |  |  |  |  |  |  |  |
| - ------- |  |  |  |  |  |  |  |
| - 37,175 | 334 | 3.60 | 38,078 | 397 | 4.22 | 37,183 | 397 |
|  |  |  |  |  |  |  |  |
| 2,604 | 28 | 4.31 | 2,948 | 44 | 5.89 | 2,162 | 34 |
| 6.28 |  |  |  |  |  |  |  |
| 958 | 9 | 3.64 | 1,145 | 14 | 4.83 | 769 | 11 |
| 5.56 ( 56 |  |  |  |  |  |  |  |
| 5,189 | 67 | 5.09 | 5,896 | 91 | 6.19 | 6,762 | 110 |
| 6.40 |  |  |  |  |  |  |  |
| 2,550 | 31 | 4.78 | 1,576 | 21 | 5.46 | 1,514 | 24 |
| 6.35 |  |  |  |  |  |  |  |


| 2,364 | 42 | 7.15 | 2,408 | 44 | 7.09 | 2,420 | 45 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| 365 | 3 | 3.32 | 402 | 7 | 7.30 | 795 | 14 |
| 6.89 |  |  |  |  |  |  |  |
| 14,030 | 180 | 5.09 | 14,375 | 221 | 6.15 | 14,422 | 238 |
| 6.54 ( ${ }^{\text {c }}$ |  |  |  |  |  |  |  |
| 51,205 | 514 | 4.01 | 52,453 | 618 | 4.75 | 51,605 | 635 |
| 4.92 ( ${ }^{\text {a }}$ |  |  |  |  |  |  |  |
| 8,229 |  |  | 8,190 |  |  | 8,357 |  |
| 3,777 |  |  | 3,830 |  |  | 2,290 |  |
| 848 |  |  | 848 |  |  | 848 |  |
| 6,657 |  |  | 6,671 |  |  | 6,005 |  |
| \$70,716 |  |  | \$71,992 |  |  | \$69,105 |  |
| 2.94 |  | 3.18 |  |  | 2.92 |  |  |
|  |  |  |  |  |  |  |  |
|  |  | . 58 |  |  | . 70 |  |  |
| . 69 |  |  |  |  |  |  |  |
|  | \$569 | 3.76\% |  | \$559 | 3.62\% |  | \$550 |
| 3.63\% |  |  |  |  |  |  |  |

QUARTERLY REPORT ON FORM 10-Q
THE PNC FINANCIAL SERVICES GROUP, INC.

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, 2001.

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, 2001 The PNC Financial Services Group, Inc. had 287,972,782
shares of common stock (\$5 par value) outstanding.
The PNC Financial Services Group, Inc. (1) has filed all reports required to be 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.
Cross-reference $\quad$ Page $(s)$

PART I FINANCIAL INFORMATION
Item 1 Financial Statements
Consolidated Statement of Income for the three months and six months ended June 30, 2001 and 2000
Consolidated Balance Sheet as of June 30, 2001 and December 31, 2000
Consolidated Statement of Cash Flows for the six months ended June 30, 2001 and 2000
Notes to Consolidated Financial

|  | Statements | 30-38 |
| :---: | :---: | :---: |
|  | Consolidated Average Balance Sheet and Net Interest Analysis | 39-40 |
| Item 2 | Management's Discussion and Analysis of Financial Condition and Results of Operations | $3-26$ |
| Item 3 | Quantitative and Qualitative Disclosures About Market Risk | 17-24 |

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:

| 10.5 | The Corporation's 1997 Long-Term Incentive Award Plan, as amended |
| :--- | :--- |
| 10.6 | The Corporation's 1996 Executive Incentive Award Plan, as amended |
| 12.1 | Computation of Ratio of Earnings to Fixed Charges |
| 12.2 | Computation of Ratio of Earnings to Fixed Charges and Preferred Stock |
|  | Dividends |

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@pnc.com.

Since June 30, 2001, the Corporation filed a Current Report on Form 8-K dated as of July 25, 2001, reporting the public offering of $\$ 450,000,000$ of Floating Rate Senior Notes due 2003, and $\$ 700,000,000$ of $5.75 \%$ Senior Notes due 2006, filed pursuant to Item 5.

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, 2001, 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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CORPORATE INFORMATION
THE PNC FINANCIAL SERVICES GROUP, INC.

CORPORATE HEADQUARTERS

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

The PNC Financial Services Group, Inc.'s financial reports and information about its products and services are 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@pnc.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@pnc.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@pnc.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 | Cash <br> Dividends Declared |
| :---: | :---: | :---: | :---: | :---: |
| 2001 QUARTER |  |  |  |  |
| First | \$75.813 | \$56.000 | \$67.750 | \$. 48 |
| Second | 71.110 | 62.400 | 65.790 | . 48 |
| Total |  |  |  | \$. 96 |
| 2000 QUARTER |  |  |  |  |
| First | \$48.500 | \$36.000 | \$45.063 | \$. 45 |
| Second | 57.500 | 41.000 | 46.875 | . 45 |
| Third | 66.375 | 47.625 | 65.000 | . 45 |
| Fourth | 75.000 | 56.375 | 73.063 | . 48 |
| Total |  |  |  | \$1.83 |

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

THE PNC FINANCIAL SERVICES GROUP, INC. 1997 LONG-TERM INCENTIVE AWARD PLAN
(As amended and restated effective February 15, 2001)
1.

DEFINITIONS
In this Plan, except where the context otherwise indicates, the following definitions apply.
1.1. "Agreement" means a written agreement implementing a grant of an Option, Right or Performance Unit or an award of Incentive Shares.
1.2. "Board" means the Board of Directors of the Corporation.
1.3. "Code" means the Internal Revenue Code of 1986, as amended, and the rules and regulations promulgated thereunder.
1.4. "Committee" means (a) in the case of grants and awards to Eligible Persons other than Directors ("Employee Awards"), the Board's Personnel and Compensation Committee, or such other committee appointed by the Board to administer Employee Awards, all of the members of which shall be "non-employee directors" as defined in Rule $16 \mathrm{~b}-3$ (b) (3) (i) under the Exchange Act or any similar successor rule and "outside directors" as defined in Treas. Reg. Section 1.162-27(e) (3) or any similar successor regulation and (b) in the case of grants and awards to Directors, the Board's Committee on Corporate Governance, unless otherwise determined by the Board.
1.5. "Common Stock" means the common stock of the Corporation.
1.6. "Corporation" means The PNC Financial Services Group, Inc.
1.7. "Date of Exercise" means the date on which the Corporation receives notice of the exercise of an Option, Right or Performance Unit in accordance with the terms of Article 9.
1.8. "Date of Grant" means the date on which an Option, Right or Performance Unit is granted or Incentive Shares are awarded by the Committee or such later date as may be specified by the Committee in authorizing the grant or award.
1.9. "Director" means any member of the Board who is not also an employee of the Corporation or any Subsidiary.
1.10. "Eligible Person" means a Senior Executive or Director.
1.11. "Exchange Act" means the Securities Exchange Act of 1934, as amended, and the rules and regulations promulgated thereunder.
1.12. "Fair Market Value" of a Share means the amount equal to the fair market value of a Share as determined pursuant to a reasonable method adopted by the Committee in good faith for such purpose.
1.13. "Grantee" means an Eligible Person to whom Incentive Shares have been awarded pursuant to Article 12.
1.14. "Incentive Shares" means Shares awarded pursuant to the provisions of Article 12.
1.15. "Incentive Stock Option" means an Option granted under the Plan that qualifies as an incentive stock option under Section 422 of the Code and that the Corporation designates as such in the Agreement granting the Option.
1.16. "Nonstatutory Stock Option" means an Option granted under the Plan that is not an Incentive Stock Option.
1.17. "Option" means an option to purchase Shares granted under the Plan in accordance with the terms of Article 6.
1.18. "Option Period" means the period during which an Option may be exercised.
1.19. "Option Price" means the price per Share at which an Option may be exercised. The Option Price shall be determined by the Committee, but, unless otherwise determined by the Committee pursuant to Section 3.7, in no event shall the Option Price be less than the Fair Market Value per Share determined as of the Date of Grant.
1.20. "Optionee" means an Eligible Person to whom an Option, Right or Performance Unit has been granted.
1.21. "Performance Period" means the period or periods during which each performance criterion of a Performance Unit will be measured against the performance standards established by the Committee and specified in the Agreement relating thereto.
1.22. "Performance Unit" means a performance unit granted under the Plan in accordance with the terms of Article 8.
1.23. "Performance Unit Exercise Period" means the period during which a Performance Unit may be exercised.
1.24. "Plan" means The PNC Financial Services Group, Inc. 1997 Long-Term Incentive Award Plan, as amended from time to time.
1.25. "Related Option" means an Option granted in connection with a specified Right or Performance Unit.

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-2-
$$

1.26. "Related Performance Unit" means a Performance Unit granted in connection with a specified Option.
1.27. "Related Right" means a Right granted in connection with a specified Option.
1.28. "Right" means a stock appreciation right granted under the Plan in accordance with the terms of Article 7.
1.29. "Right Period" means the period during which a Right may be exercised.
1.30. "Senior Executive" means any officer or key employee of the Corporation or a Subsidiary who is designated as a "Senior Executive" by the Committee.
1.31. "Share" means a share of authorized but unissued Common stock or a reacquired share of Common Stock.
1.32. "Subsidiary" means a corporation at least $80 \%$ of the total combined voting power of all classes of stock of which is owned by the Corporation, either directly or through one or more other Subsidiaries, except that with respect to Nonstatutory Stock Options, Rights, Performance Units and Incentive Shares granted or awarded after March 27, 2000, such term shall mean a corporation, bank, partnership, business trust, limited liability company or other form of business organization which is a consolidated subsidiary of the Corporation under generally accepted accounting principles.

## 2. PURPOSE

The Plan is intended to assist in attracting, retaining, and motivating Eligible Persons of outstanding ability and to promote the identification of their interests with those of the shareholders of the Corporation.

## 3. ADMINISTRATION

The Plan shall be administered by the Committee or by the Chairman of the Committee in the exercise of such authority as the Committee may delegate to him or her from time to time, provided that Section $162(m)(4)(C)$ of the Code does not require action by the committee as a whole. In addition to any other powers granted to the Committee, it shall have the following powers, subject to the express provisions of the Plan:
3.1. to determine in its discretion the Eligible Persons to whom Options, Performance Units or Rights shall be granted and to whom Incentive Shares shall be awarded, the number of Shares to be subject to each Option, Right, Performance Unit grant, or Incentive Share award, and the terms upon which Options, Rights or Performance Units may be acquired, exercised, or forfeited and the terms and conditions of Incentive Share awards;

- 3 -
3.2. to determine all other terms and provisions of each Agreement, which need not be identical;
3.3. without limiting the generality of the foregoing, to provide in its discretion in an Agreement:
(i) for an agreement by the Optionee or Grantee to render services to the Corporation or a Subsidiary upon such terms and conditions as may be specified in the Agreement, provided that the Committee shall not have the power under the Plan to commit the
Corporation or any Subsidiary to employ or otherwise retain any
(ii) for restrictions on the transfer, sale or other disposition of Shares issued to the Optionee upon the exercise of an Option, Right or Performance Unit, or for conditions with respect to the issuance of Incentive Shares;
(iii) for an agreement by the Optionee or Grantee to resell to the Corporation, under specified conditions, Shares issued upon the exercise of an Option, Right or Performance Unit or awarded as Incentive Shares;
(iv) for the payment of the Option Price upon the exercise of an Option otherwise than in cash, including without limitation by delivery of Shares valued at Fair Market Value on the Date of Exercise of the Option or a combination of cash and Shares; by means of any attestation procedure approved or ratified by the Committee; or by delivery of a properly executed exercise notice together with irrevocable instructions to a broker to promptly deliver to the Corporation the amount of sale or loan proceeds to pay the exercise price;
(v) for the deferral of receipt of amounts that otherwise would be distributed upon exercise of a Performance Unit, the terms and conditions of any such deferral and any interest or dividend equivalent or other payment that shall accrue with respect to deferred distributions, subject to the provisions of Article 11;
(vi) for the forfeiture by any Optionee or Grantee of any Option, Right, Performance Unit or Incentive Shares upon such terms and conditions as the Committee may deem advisable from time to time; and
(vii) for the effect of a "change in control," as defined in the Agreement, of the Corporation on the rights of an Optionee or Grantee with respect to any Options, Rights, Performance Units or Incentive Shares;
3.4. to construe and interpret the Agreements and the Plan;
3.5. to require, whether or not provided for in the pertinent

Agreement, of any person exercising an Option, Right or Performance Unit or acquiring Incentive Shares, at the time of such exercise or acquisition, the making of any representations or agreements

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which the Committee may deem necessary or advisable in order to comply with applicable securities, tax, or other laws;
3.6. to provide for satisfaction of an Optionee's or Grantee's tax liabilities arising in connection with the Plan through, without limitation, retention by the Corporation of shares of Common Stock otherwise issuable on the exercise of a Nonstatutory Stock Option, Right or Performance Unit or pursuant to an award of Incentive Shares or through delivery of Common Stock to the Corporation by the Optionee or Grantee under such terms and conditions as the Committee deems appropriate, including but not limited to any attestation procedure approved or ratified by the Committee;
3.7. to provide with respect to any Option (other than a Reload Option, as hereinafter defined) granted under the Plan on or after January 1, 1997, that, if the Optionee, while an Eligible Person, exercises the Option or satisfies any related tax withholding obligation in whole or in part by surrendering already-owned shares of Common Stock, the Optionee will, subject to this Section 3.7 and such other terms and conditions as may be imposed by the Committee, receive an additional option ("Reload Option"). The Reload Option will be to purchase, at Fair Market Value as of the date the original Option was exercised, a number of shares of Common Stock equal to the number of whole shares surrendered by the Optionee to exercise the original Option or to satisfy any related tax withholding obligation. The Reload Option will be exercisable only between its Date of Grant and the date of the expiration of the original Option. A Reload Option shall be subject to such additional terms and conditions as the Committee shall approve, which terms may provide that the Committee may cancel the Optionee's right to receive the Reload Option and that the Reload Option will be granted only if the Committee has not canceled such right prior to the exercise of the original Option.
3.8. to make all other determinations and take all other actions necessary or advisable for the administration of the Plan; and
3.9. to delegate to officers or managers of the Corporation or any Subsidiary the authority to perform administrative functions under the Plan with respect to grants and awards to Eligible Persons other than Directors, provided that Section $162(m)(4)(C)$ of the Code does not require action by the Committee as a whole with respect to such function.

Any determinations or actions made or taken by the Committee pursuant to this Article shall be binding and final.

## 4. ELIGIBILITY

Options, Rights, Performance Units and Incentive Shares may be granted or awarded only to Eligible Persons; provided, however, that Directors shall not be granted Incentive Stock Options.

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5. STOCK SUBJECT TO THE PLAN
5.1. The maximum number of Shares that may be issued or as to which grants or awards may be made under the Plan (excluding Shares issued pursuant to grants or awards made prior to February 20, 1997) shall not exceed the sum of (i) $10,141,853$ Shares plus (ii) as of January 1 of each calendar year commencing with 1998 an additional number of Shares (which shall be cumulative from year to year) equal to one and one-half percent (1.5\%) of the total issued shares of Common Stock (including reacquired Shares) at the end of the immediately preceding calendar year. Notwithstanding the foregoing, in no event shall more than three percent (3\%) of the total issued shares of Common Stock (including reacquired Shares) at the end of the immediately preceding calendar year be cumulatively available for grants and awards made in any calendar year. The maximum number of Shares as to which grants or awards may be made under the Plan to one Senior Executive with respect to one calendar year shall be $1,000,000$ (250,000 for calendar years 1997 through 1999). Notwithstanding the foregoing, (a) grants of Incentive Stock Options may not be made with respect to more than 1,000,000 Shares during any calendar year, and (b) Incentive Share awards may not be granted during any calendar year with respect to more than twenty percent ( $20 \%$ ) of the maximum number of Shares available for grants and awards made during such calendar year. The limitation provided in the first sentence of this Section 5.1 is hereinafter called the "Cumulative Limitation;" the limitation provided in the second sentence is hereinafter called the "Annual Limitation;" the limitation provided in the third sentence is hereinafter called the "Individual Limitation;" the limitation provided in clause (a) of the fourth sentence is hereinafter called the "ISO Limitation;" and the limitation provided in clause (b) of the fourth sentence is hereinafter called the "Incentive Share Limitation." For purposes of the Individual Limitation, to the extent consistent with the requirements of the performance-based compensation exception under Section $162(\mathrm{~m})$ of the Code, a Reload Option (a) shall be deemed to have been granted at the same time as, and as a part of, the original Option in respect of which the Reload Option is granted and (b) shall not be deemed to increase the number of Shares covered by such original Option.
5.2. If an Option, Right or Performance Unit expires or terminates for any reason (other than termination by virtue of the exercise of a Related Option, Related Right or Related Performance Unit, as the case may be) without having been fully exercised, or if Shares covered by an Incentive Share award are not issued or are forfeited Shares which had been subject to the Agreement relating thereto shall for purposes of the Cumulative Limitation (and if granted or awarded in the same calendar year, then also for purposes of the Annual Limitation, the ISO Limitation, and the Incentive Share Limitation) again become available for the grant of other Options, Rights and Performance Units or for the award of additional Incentive Shares.
5.3. The Shares issued upon the exercise of a Right or Performance Unit (or if cash is payable in connection with such exercise, that number of Shares having a Fair Market Value equal to the cash payable upon such exercise), shall be charged against the number of Shares issuable under the Plan and shall not become available for the grant of

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other Options, Rights and Performance Units or for the award of Incentive Shares. If the Right referred to in the preceding sentence is a Related Right, or if the Performance Unit referred to in the preceding sentence is a Related Performance Unit, the Shares subject to the Related Option, to the extent not charged against the number of Shares subject to the Plan in accordance with this Section 5.3, shall for purposes of the Cumulative Limitation (and if granted in the same calendar year, then also for purposes of the Annual Limitation) again become available for the grant of other Options, Rights or Performance Units or for the award of additional Incentive Shares.

## 6. OPTIONS

6.1. The Committee is hereby authorized to grant Incentive Stock Options and Nonstatutory Stock Options to Senior Executives and to grant Nonstatutory Stock Options to Directors, provided that the number of Options granted to a Senior Executive during a calendar year shall not exceed the Individual Limitation when aggregated with other grants or awards made to that Senior Executive during that calendar year.
6.2. All Agreements granting Options shall contain a statement that the Option is intended to be either (i) a Nonstatutory Stock Option or (ii) an Incentive Stock Option.
6.3. The Option Period shall be determined by the Committee and specifically set forth in the Agreement, provided that an Option shall not be exercisable until the expiration of at least six months from the Date of Grant (except that this limitation need not apply in the event of the death or disability of the Optionee or as otherwise permitted by the Agreement upon a change in control of the Corporation) or after ten years from the Date of Grant.
6.4. All Incentive Stock Options granted under the Plan shall comply with the provisions of the Code governing incentive stock options and with all other applicable rules and regulations.
6.5. All other terms of Options granted under the Plan shall be determined by the Committee in its sole discretion.
7. RIGHTS
7.1. The Committee is hereby authorized to grant Rights to Eligible Persons, provided that the number of Rights granted to a Senior Executive during a calendar year shall not exceed the Individual Limitation when aggregated with other grants or awards made to that Senior Executive during that calendar year.
7.2. A Right may be granted under the Plan:
(i) in connection with, and at the same time as, the grant of an Option to an Eligible Person;
(ii) by amendment of an outstanding Nonstatutory Stock Option granted under the Plan to an Eligible Person; or
(iii) independently of any Option granted under the Plan.

A Right granted under clause (i) or (ii) of the preceding sentence is a Related Right. A Related Right may, in the Committee's discretion, apply to all or a portion of the Shares subject to the Related Option.
7.3. A Right may be exercised in whole or in part as provided in the Agreement, and, subject to the provisions of the Agreement, entitles its Optionee to receive, without any payment to the Corporation (other than required tax withholding amounts), either cash or that number of Shares (equal to the highest whole number of Shares), or a combination thereof, in an amount or having a Fair Market Value determined as of the Date of Exercise not to exceed the number of Shares subject to the portion of the Right exercised multiplied by an amount equal to the excess of the Fair Market Value per Share on the Date of Exercise of the Right over either (i) the Fair Market Value per Share on the Date of Grant of the Right or the base price determined by the Committee pursuant to Section 3.7 if the Right is not a Related Right, or (ii) the Option Price as provided in the Related Option if the Right is a Related Right.
7.4. The Right Period shall be determined by the Committee and specifically set forth in the Agreement, provided, however:
(i) a Right may not be exercised until the expiration of at least six months from the Date of Grant (except that this limitation need not apply in the event of the death or disability of the Optionee or as otherwise permitted by the Agreement upon a change in control of the Corporation);
(ii) a Right will expire no later than the earlier of (A) ten years from the Date of Grant, or (B) in the case of a Related Right, the expiration of the Related Option; and
(iii) a Right that is a Related Right may be exercised only when and to the extent the Related Option is exercisable.
7.5. The exercise, in whole or in part, of a Related Right shall cause a reduction in the number of Shares subject to the Related Option equal to the number of Shares with respect to which the Related Right is exercised.
Similarly, the exercise, in whole or in part, of a Related Option shall cause a reduction in the number of Shares subject to the Related Right equal to the number of Shares with respect to which the Related Option is exercised.

Eligible Persons, provided that the number of Performance Units granted to a Senior Executive during a calendar year shall not exceed the Individual Limitation when aggregated with other grants or awards made to that Senior Executive during that calendar year.
8.2. Performance Units may be granted under the Plan:
(i) in connection with, and at the same time as, the grant of a Nonstatutory Stock Option to an Eligible Person;
(ii) by amendment of an outstanding Nonstatutory Stock Option granted under the Plan to an Eligible Person; or
(iii) independently of any Option granted under the Plan.

A Performance Unit granted under Subparagraph (i) or (ii) of the preceding sentence is a Related Performance Unit. A Related Performance Unit may, in the Committee's discretion, apply to all or a portion of the Shares subject to the Related Option. A Performance Unit may not be granted in connection with, or by amendment to, an Incentive Stock Option.
8.3. A Performance Unit may be exercised in whole or in part as provided in the Agreement, and, subject to the provisions of the Agreement, entitles its Optionee to receive, without any payment to the Corporation (other than required tax withholding amounts), cash, Shares or a combination of cash and Shares, based upon the degree to which performance standards established by the Committee and specified in the Agreement have been achieved. During the Performance Period, such performance standards may be particular to an Eligible Person or the department, branch, Subsidiary or other unit in which he works, or may be based on the performance of the Corporation generally. The performance standards may be based on earnings or earnings growth; return on assets, equity or investment; regulatory compliance; satisfactory internal or external audits; improvement of financial ratings; reduction of nonperforming loans; achievement of balance sheet or income statement objectives; or any other objective goals established by the Committee, and may be absolute in their terms or measured against or in relationship to other companies comparably, similarly or otherwise situated.
8.4. The Performance Unit Exercise Period shall be determined by the Committee and specifically set forth in the Agreement; provided, however:
(i) A Performance Unit may not be exercised until the
expiration of at least six months from the Date of Grant (except that this limitation need not apply in the event of the death or disability of the Optionee or as otherwise permitted by an Agreement upon a change in control of the Corporation); and

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(ii) a Performance Unit will expire no later than the earlier of (A) ten years from the Date of Grant, or (B) in the case of a Related Performance Unit, the expiration of the Related Option.
8.5. Each Agreement granting Performance Units shall specify the number of Performance Units granted; provided, that the maximum number of Related Performance Units may not exceed the maximum number of Shares subject to the Related Option and the number of Performance Units may not exceed the maximum number of Shares subject to the Related Option and the maximum value of a Related Performance Unit may not exceed the Fair Market Value of a Share subject to the Related Option.
8.6. The exercise, in whole or in part, of Related Performance Units shall cause a reduction in the number of Shares subject to the Related Option and the number of Performance Units in accordance with the terms of the Agreement. Similarly, the exercise, in whole or in part, of a Related Option shall cause a reduction in the number of Related Performance Units equal to the number of Shares with respect to which the Related Option is exercised.

## 9. EXERCISE; PAYMENT OF WITHHOLDING TAXES

An Option, Right or Performance Unit may, subject to the provisions of the Agreement under which it was granted, be exercised in whole or in part by the delivery to the Corporation of written notice of the exercise, in such form as the Committee may prescribe, accompanied, in the case of an Option, by full payment for the Shares with respect to which the Option is exercised, and in the case of an Option, Right or Performance Unit, full payment for related withholding taxes, if any. The receipt of Incentive Shares shall be subject to full payment by the Grantee of any withholding taxes then required to be paid.

## 10. NONTRANSFERABILITY

Except as the Committee may expressly provide otherwise in or with respect to an Agreement, including any Agreement in effect as of February 20, 1997, Options, Rights and Performance Units granted under the Plan shall not be
transferable otherwise than by will or the laws of descent and distribution, and an Option, Right or Performance Unit may be exercised during his or her lifetime only by the Optionee or, in the event of his or her legal incapacity, by his or her legal representative. A Related Right or Related Performance Unit is transferable only when the Related Option is transferable and only with the Related Option and under the same conditions. An Optionee may also designate a beneficiary to exercise his or her Options after the Optionee's death, provided that the Committee has first expressly approved the procedures and forms necessary to effect such a designation.

## 11. DEFERRAL OF AWARDS

If an Optionee so elects in accordance with the terms of an Agreement, the Optionee may defer any or all of the amount otherwise payable on the exercise of Performance Units in accordance with the provisions of a deferred compensation plan maintained by the Corporation or a Subsidiary, provided:
(i) that the Optionee makes such election by delivering to the Corporation written notice of such election, in such form as the Committee may from time to time prescribe, prior to the beginning of the Performance Period;
(ii) that such election shall be irrevocable until at least six months after termination of the Optionee's employment; and
(iii) that such deferred payment shall be made in accordance with the provisions of such deferred compensation plan.

INCENTIVE SHARE AWARDS

The Committee may, in its sole discretion, grant Incentive Share awards to Eligible Persons, provided that the number of Incentive Share awards granted to a Senior Executive during a calendar year shall not exceed the Individual Limitation when aggregated with other grants or awards made to that Senior Executive during that calendar year. Incentive Share awards shall entitle an Eligible Person to receive Shares, to be issued at such times, subject to the achievement of such performance standards or other goals, in recognition of such performance or other achievements or for such other purposes, and on such other terms and conditions, if any, as the Committee shall deem appropriate. Performance standards may be based on earnings or earnings growth; return on assets, equity or investment; regulatory compliance; satisfactory internal or external audits; improvement of financial ratings; reduction of nonperforming loans; achievement of balance sheet or income statement objectives; or any other objective goals established by the Committee, and may be absolute in their terms or measured against or in relationship to other companies comparably, similarly or otherwise situated. The number of Incentive Share awards made to a Senior Executive during a calendar year shall not exceed the Individual Limitation when aggregated with other grants or awards made to that Senior Executive during that calendar year.

## 13. CAPITAL ADJUSTMENTS

The number and class of Shares (or the Performance Unit equivalent) subject to each outstanding Option, Right or Performance Unit or Incentive Share award, the Option Price, and the aggregate number and class of Shares for which grants or awards thereafter may be made, the Annual Limitation, the Individual Limitation, the ISO Limitation, and the Incentive Share Limitation provided for in Section 5.1, shall be subject to such adjustment, if any, as the Committee in its sole discretion deems appropriate to reflect

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such events as stock dividends, stock splits, recapitalizations, mergers, consolidations or reorganizations of or by the Corporation.

## 14. TERMINATION OR AMENDMENT

The Board or the Committee may amend, alter or terminate this Plan in any respect, at any time; provided, however, that, after this Plan has been approved by the Shareholders of the Corporation, no amendment, alteration or termination of this Plan shall be made by the Board or the Committee without approval of (i) the Corporation's shareholders to the extent shareholder approval of the amendment is required by applicable law or regulations or the requirements of the principal exchange or interdealer quotation system on which the Common Stock is listed or quoted, and (ii) each affected Optionee if such amendment, alteration or termination would adversely affect his or her rights or obligations under any grant or award made prior to the date of such amendment, alteration or termination

Subject to the terms and conditions and within the limitations of the Plan, the Committee may modify, extend or renew outstanding Options, Rights and Performance Units, or accept the surrender of outstanding options, rights and performance units (to the extent not theretofore exercised) granted under the Plan or under any other plan of the Corporation, a Subsidiary or a company or similar entity acquired by the Corporation or a Subsidiary, and authorize the granting of new Options, Rights and Performance Units pursuant to the Plan in substitution therefor (to the extent not theretofore exercised), and the substituted Options, Rights and Performance Units may specify a longer term than the surrendered Options, Rights and Performance Units or have any other provisions that are authorized by the Plan; provided, however, that the substituted Options, Rights and Performance Units may not specify a lower exercise price than the surrendered options, rights and performance units. Subject to the terms and conditions and within the limitations of the Plan, the Committee may modify the terms of any outstanding Agreement providing for awards of Incentive Shares. Notwithstanding the foregoing, however, no modification of an Option, Right or Performance Unit granted under the Plan, or an award of Incentive Shares, shall (i) without the consent of the Optionee or Grantee, adversely affect the rights or obligations of the Optionee or Grantee or (ii) reduce the exercise price or base price of an Option, Right or Performance Unit.

## 16. EFFECTIVENESS OF THE PLAN AND AMENDMENTS

The effective date of the Plan was December 17, 1987. The effective date of any amendment to the Plan will be the date specified by the Board or Committee, as applicable. Any amendments to the Plan requiring shareholder approval pursuant to Article 14 are subject to approval by vote of the shareholders of the Corporation within 12 months after their adoption by the Board or the Committee. Subject to that approval,

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any such amendments are effective on the date on which they are adopted by the Board. Options, Rights, Performance Units or Incentive Shares may be granted or awarded prior to shareholder approval of amendments, but each Option, Right, Performance Unit or Incentive Share grant or award requiring such amendments shall be subject to the approval of the amendments by the shareholders. The date on which any Option, Right, Performance Unit or Incentive Shares granted or awarded prior to shareholder approval of the amendment shall be the Date of Grant for all purposes of the Plan as if the Option, Right, Performance Unit or Incentive Shares had not been subject to approval. No Option, Right or Performance Unit granted subject to shareholder approval of an amendment may be exercised prior to such shareholder approval, and any Incentive Share award subject to shareholder approval of an amendment and any dividends payable thereon are subject to forfeiture if such shareholder approval is not obtained.
17. TERM OF THE PLAN

Unless sooner terminated by the Board or the Committee pursuant to Article 14, the Plan shall terminate on February 20, 2007, and no Options, Rights, Performance Units or Incentive Share awards may be granted or awarded after termination. The termination shall not affect the validity of any Option, Right, Performance Unit or Incentive Share awards outstanding on the date of termination.

## 18. INDEMNIFICATION OF COMMITTEE

In addition to such other rights of indemnification as they may have as directors or as members of the Committee, the members of the Committee shall be indemnified by the Corporation against the reasonable expenses, including attorneys' fees, actually and reasonably incurred in connection with the defense of any action, suit or proceeding, or in connection with any appeal therein, to which they or any of them may be a party by reason of any action taken or failure to act under or in connection with the Plan or any Option, Right, Performance Unit or Incentive Shares granted or awarded hereunder, and against all amounts reasonably paid by them in settlement thereof or paid by them in satisfaction of a judgment in any such action, suit or proceeding, if such members acted in good faith and in a manner which they believed to be in, and not opposed to, the best interests of the Corporation.
19.

COMPLIANCE WITH SECTION $162(\mathrm{M})$ OF THE CODE

To the extent that any provision of the Plan or an Agreement, or any action of the Committee, may result in the application of Section 162 (m)(1) of the Code to compensation payable to a Grantee or Optionee, such provision or action shall be deemed to be null and void, to the extent permitted by law and deemed advisable by the Committee. The Committee shall have the authority to override the application of this Article by an action duly approved or ratified by the Committee and reflected in the Committee's records.
20.1. The establishment of the Plan shall not confer upon any Eligible Person any legal or equitable right against the Corporation, any Subsidiary or the Committee, except as expressly provided in the Plan.
20.2. Neither the Plan nor any Agreement constitutes inducement or consideration for the employment or retention of any Eligible Person, nor are they a contract between the Corporation or any Subsidiary and any Eligible Person. Participation in the Plan shall not give an Eligible Person any right to be retained in the service of the Corporation or any Subsidiary.
20.3. The Corporation and its Subsidiaries may assume options, warrants, or rights to purchase stock issued or granted by other corporations whose stock or assets shall be acquired by the Corporation or its Subsidiaries, or which shall be merged into or consolidated with the Corporation or its Subsidiaries. Neither the adoption of this Plan, nor its submission to the shareholders, shall be taken to impose any limitations on the powers of the Corporation or its affiliates to issue, grant, or assume options, warrants, or rights, otherwise than under this Plan, or to adopt other stock option or restricted stock plans or to impose any requirement of shareholder approval upon the same.
20.4. Except as the Committee may otherwise provide pursuant to Article 10, or as otherwise required by a deferral election pursuant to Article 11, the interests of any Eligible Person under the Plan are not subject to the claims of creditors and may not, in any way, be assigned, alienated or encumbered.
20.5. The Plan shall be governed, construed and administered in accordance with the laws of the Commonwealth of Pennsylvania, and it is the intention of the Corporation that Incentive Stock Options granted under the Plan qualify as such under Section 422 of the Code.

THE PNC FINANCIAL SERVICES GROUP, INC.
1996 EXECUTIVE INCENTIVE AWARD PLAN
(AS AMENDED AND RESTATED EFFECTIVE FEBRUARY 15, 2001)

1. GENERAL PURPOSES OF PLAN

The PNC Financial Services Group, Inc. 1996 Executive Incentive Award Plan is designed to (i) assist The PNC Financial Services Group, Inc. and its Subsidiaries in attracting, motivating, and retaining the senior executive officers most critical to the long-term success of the Corporation and its Subsidiaries, (ii) promote the identification of their interest with those of the Corporation's shareholders, and (iii) enable the Corporation to pay annual bonuses which are based upon the achievement of specified levels of performance.

## 2. DEFINITIONS

Terms not otherwise defined herein shall have the following meanings:
2.1. "Additional Stock" means "Additional Stock" as defined in Section 6.2 hereof.
2.2. "Award Amount" means the amount payable to a Participant from the Compensation Pool pursuant to the terms of an Incentive Award.
2.3. "Award Period" means the Corporation's fiscal year, except to the extent the Committee determines otherwise, provided that the last day of an Award Period must be the last day of the Corporation's fiscal year.
2.4. "Board" means the Board of Directors of the Corporation.
2.5. "Code" means the Internal Revenue Code of 1986, as amended.
2.6. "Common Stock" means the common stock of the Corporation.
2.7. "Committee" means the committee appointed by the Board to establish and administer the Plan as provided herein; provided, that the Committee shall have two or more members and each member of the Committee shall be an "outside director" as defined for purposes of Section $162(\mathrm{~m})$ of the Code. Unless otherwise determined by the Board, the Personnel and Compensation Committee of the Board shall be the Committee.
2.8. "Compensation Pool" means, with respect to each Award Period, an amount equal to the sum of: (a) one-half of one percent of Net Income for the Award Period, plus (b) any amounts not paid out of a Compensation Pool for the immediately preceding Award Period and added to the existing Compensation Pool, as determined in the Committee's sole discretion; provided, that the preceding component (b) of a Compensation Pool shall not exceed an aggregate amount of $\$ 3$ million during any given

Award Period and shall be available for the payment of Incentive Awards only upon the achievement of one or more Performance Conditions.
2.9. "Corporation" means The PNC Financial Services Group, Inc. and its successors and assigns and any corporation which shall acquire substantially all of its assets.
2.10. "Fair Market Value" means an amount equal to the most recent closing price, as of the date Fair Market Value is being determined, of a share of Common Stock on the New York Stock Exchange as reported by the Wall Street Journal.
2.11. "Incentive Award" means an award granted under the Plan that, subject to the terms hereof and such terms as may be specified by the committee in accordance with this Plan, provides for the payment (including in the form of shares of Common Stock) to a Participant of a percentage of the Compensation Pool and, in the discretion of the Committee, the issuance of Additional Stock.
2.12. "Incentive Award Percentage" means, with respect to each Participant, the percentage of the Compensation Pool that may be paid to the Participant pursuant to the terms of an Incentive Award and this Plan.
2.13. "Net Income" means the consolidated pre-tax net income of the Corporation as determined in accordance with generally accepted accounting principles ("GAAP"), after adjustment to exclude or include unusual, infrequently occurring or extraordinary items or cumulative effects of changes in accounting principles, as defined under GAAP.
2.14. "Participant" means a "covered employee" within the meaning of Section $162(\mathrm{~m})$ of the Code who is eligible to receive an Incentive Award, subject to the terms of the Plan.
2.15. "Performance Conditions" means any objective performance factors the Committee may deem relevant in determining the availability of amounts carried forward from the immediately preceding Award Period as described in Sections 5.2 and 5.5 hereof, including, but not limited to, the Corporation's return on average assets, return on average equity, earnings per share, or other financial measure or ratio, whether on an absolute basis or in comparison to a predetermined peer group.
2.16. "Plan" means The PNC Financial Services Group, Inc. 1996 Executive Incentive Award Plan.
2.17. "Subsidiary" means a corporation of which at least $50 \%$ of the total combined voting power of all classes of stock is owned by the corporation either directly or through one or more other subsidiaries.

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## 3. ADMINISTRATION

Subject to the express provisions of the Plan, the Committee shall have plenary authority to interpret the Plan, to prescribe, amend and rescind rules and regulations relating to it and to make all other determinations deemed necessary or advisable for the administration of the Plan, including but not limited to determinations regarding whether to make Incentive Awards, the terms of all Incentive Awards, the Participants who receive Incentive Awards, the time or times at which Incentive Award grants are made, the Award Period to which each Incentive Award shall relate, the actual dollar amount of any Award Amounts, the form of payment of any Award Amounts and the issuance of any Additional Stock. The determinations of the Committee pursuant to this authority shall be conclusive and binding. The Committee may, in its discretion, authorize the Chief Executive Officer of the Corporation to act on its behalf except with respect to matters relating to such Chief Executive Officer or which are required to be certified by the Committee under the Plan or in order to satisfy the requirements of the performance-based compensation exception under Section $162(\mathrm{~m})$ of the Code and the regulations promulgated thereunder.

## 4. ELIGIBILITY

Incentive Awards may be made only to a Participant who is not paid an incentive award pursuant to the Corporation's 1994 Annual Incentive Award Plan or any successor plan or program, with respect to that Award Period.

## 5. INCENTIVE AWARDS; TERMS OF AWARDS; PAYMENT

5.1. No later than 90 days after the commencement of an Award Period, the Committee shall, in its sole discretion, establish in writing: (a) an Incentive Award Percentage for each Participant for the Award Period; (b) the extent, if any, to which the Award Amount, if and to the extent payable to a Participant, shall be paid in the form of Common Stock; (c) whether any shares of Additional Stock shall be issued to the Participant in respect of any shares of Common Stock issued in full or partial payment of an Award Amount pursuant to the preceding clause (b); and (d) any other terms and conditions applicable to the Incentive Award and any shares of Common Stock (including Additional Stock) that may be issued pursuant to the terms of the Incentive Award. For purposes of this Section 5.1, each Participant may be identified in terms of position or title held, or base salary paid, during the applicable Award Period, or by such other means at the Committee may deem appropriate. No Participant shall be assigned an Incentive Award Percentage greater than $40 \%$ of the Compensation Pool, and the sum of all Incentive Award Percentages for an Award Period shall not exceed $100 \%$ under any circumstances. The maximum amount that a Participant may receive pursuant to the terms of any Incentive Award in respect of any Award Period is (a) an Award Amount equal to $40 \%$ of the Compensation Pool, plus (b) if a portion of the Award Amount is paid in the form of Common Stock, shares of Additional Stock not in excess of $25 \%$ of the number of shares of Common Stock issued to the Participant in full or partial payment of the Award Amount.

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5.2. As soon as practicable following the end of an Award Period, but in all events prior to the payment of any Award Amounts, the Committee shall compute and certify in writing the amount of the Compensation Pool for that Award Period, and shall determine whether any Performance Conditions established for that Award Period were satisfied. In performing such computation, the Committee may rely upon financial statements supplied by the Corporation's officers, provided that the Committee believes such statements to have been prepared in accordance with generally accepted accounting principles.
5.3. As soon as practicable following the Committee's completion of the actions specified in Section 5.2, the Committee shall (a) certify in writing the Award Amount and the number of shares of Common Stock (including Additional Stock), if any, to be paid or issued to each Participant for that Award Period and (b) authorize the Corporation to pay the Award Amount and issue shares of Common Stock to each Participant in accordance with the terms and conditions of
the Plan and the applicable Incentive Award.
5.4. Except to the extent that, pursuant to the terms of Section 5.1 hereof, the terms of an Incentive Award require that all or a portion of an Award Amount, to the extent paid, be paid in the form of Common Stock, the Committee may, in its discretion at the time of payment of an Award Amount pay such Award Amount in the form of cash, Common Stock (valued based on Fair Market Value) or a combination thereof.
5.5. In the event that the Committee does not exhaust the full amount of the Compensation Pool through the payment of Incentive Awards, the Committee may, in its sole discretion and no later than 90 days after the commencement of an Award Period, certify in writing that all or a portion of the remaining Compensation Pool shall be added to the Compensation Pool for the Award Period then commenced; provided, that the Committee shall not be authorized to direct any such carryover in an amount that exceeds $\$ 3$ million; and, provided further, that the Committee establishes one or more Performance Conditions that must be achieved during the Award Period in order for such carryover amount to be available for the payment of Incentive Awards for that Award Period.
5.6. The Committee may, in its sole discretion, determine not to pay an Award Amount or not to issue shares of Additional Stock or to reduce an Award Amount or the number of shares of Additional Stock below the amount or number of shares payable or issuable under the terms of the Incentive Award without the consent of a Participant. Unless otherwise determined by the Committee, no Award Amount or Additional Stock shall be paid or issued to a Participant unless the Participant is employed by the Corporation or a Subsidiary as of the date of payment or issuance.
5.7. Award Amounts payable, and shares of Common Stock issuable, hereunder shall be subject to applicable federal, state and local withholding taxes and other applicable withholding in accordance with the Corporation's payroll practices as in effect from time to time.

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5.8. The Committee, subject to such terms and conditions as it may determine, and a Participant pursuant to any deferred compensation plan of the Corporation, shall have the right to defer the payment of an Award Amount or the receipt of Additional Stock, provided, in either case, that any additional amounts credited to such deferred amounts or shares will be based either on a reasonable rate of interest or the actual rate of return of one or more predetermined investments specified by the Committee or pursuant to the terms of such deferred compensation plan.

## 6. ISSUANCE OF COMMON STOCK

6.1. Common Stock issued under this Plan shall be subject to such terms and conditions as may be established by the Committee pursuant to the terms of an Incentive Award or at the time of issuance, including but not limited to, terms and conditions that provide for the lapse of transfer restrictions or forfeiture provisions to be contingent on continued employment.
6.2. To the extent that, pursuant to the terms of an Incentive Award, shares of Common Stock are required to be issued to a Participant in full or partial payment of an Award Amount, the terms of an Incentive Award may provide for the issuance of additional shares of Common Stock ("Additional Stock") not in excess of $25 \%$ of the number of shares of Common Stock issued to the Participant in payment of the Award Amount pursuant to the terms of the Incentive Award (and not pursuant to Section 5.4 hereof).

### 6.3 Fractional shares will not be issued pursuant to the Plan.

## 7. TRANSFERABILITY

Incentive Awards and Common Stock issued hereunder (to the extent provided by the terms on which such shares are issued hereunder) shall not be subject to the claims of creditors and may not be assigned, alternated, transferred or encumbered in any way other than by will or pursuant to the laws of descent and distribution.

## 8. TERMINATION OR AMENDMENT

The Board may amend, modify or terminate the Plan in any respect at any time without the consent of the Participants.

## 9. EFFECTIVENESS OF PLAN AND AWARDS

The Plan shall be void ab initio unless the Plan, is approved by a vote of the Corporation's shareholders at the first meeting of the Corporation's shareholders following adoption of the Plan by the Board.

Subject to shareholder approval pursuant to Section 9, the Plan shall be effective as of January 1, 1996 and the first Award Period shall be fiscal year 1996. The effective

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date of any amendment to the Plan will be the date specified by the Board. The Plan shall remain in effect until terminated by the Board pursuant to Section 8. No Incentive Awards may be made under the Plan after its termination, provided that termination of the Plan shall not affect any Incentive Awards or shares of Common Stock granted or issued prior to termination of the Plan, and such Incentive Awards and shares of Common Stock shall continue to be subject to the terms of the Plan notwithstanding termination of the Plan.
11. INDEMNIFICATION OF COMMITTEE

In addition to such other rights of indemnification as they may have as directors or as members of the Committee, each of the members of the Committee shall be indemnified by the Corporation against the reasonable expenses, including attorneys' fees, actually and reasonably incurred in connection with the defense of any action, suit or proceeding, or in connection with any appeal therein, to which they or any of them may be a party by reason of any action taken or failure to act under or in connection with the Plan or any Incentive Award made hereunder; and against all amounts reasonably paid by them in settlement thereof or paid by them in satisfaction of a judgment in any such action, suit or proceeding to the maximum extent permitted by law.
12. GENERAL PROVISIONS
12.1. The establishment of the Plan shall not confer upon any

Participant any legal or equitable right against the Corporation or any Subsidiary, except as expressly provided in the Plan.
12.2. The Plan does not constitute an inducement or consideration for the employment of any Participant, nor is it a contract between the Corporation, or any Subsidiary, and any Participant. Participation in the Plan shall not give a Participant any right to be retained in the employ of the Corporation or any Subsidiary.
12.3. Nothing contained in this Plan shall prevent the Board or Committee from adopting other or additional compensation arrangements, subject to shareholder approval if such approval is required, and such arrangements may be either generally applicable or applicable only in specific cases.
12.4. The Plan shall be governed, construed and administered in accordance with the laws of the Commonwealth of Pennsylvania.


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