UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q
(Mark One)
[ X ] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{D})$ OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1994
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to
$\qquad$ -

COMMISSION FILE NUMBER 1-9718

PNC BANK CORP.
(Exact name of registrant as specified in its charter)

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<TABLE>
</TABLE>
```

    <S> <C>
        PENNSYLVANIA 25-1435979
        (State or other jurisdiction of (I.R.S. Employer
        incorporation or organization) Identification No.)
    ONE PNC PLAZA
FIFTH AVENUE AND WOOD STREET
PITTSBURGH, PENNSYLVANIA 15265
(Address of principal executive offices)
(Zip Code)
(412) 762-2666
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $\qquad$ X No $\qquad$
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Stock (\$5 par value): 235,212,988 shares as of April 30, 1994.

PART I--FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS
The following consolidated financial information of PNC Bank Corp. and subsidiaries ("Corporation") is incorporated herein by reference to the 1994 First Quarter Financial Review ("Financial Review") which is filed herewith as Exhibit 99. Page references are to such Financial Review.

<TABLE>
<CAPTION>

\section*{FINANCIAL INFORMATION}

PAGE REFERENCE


ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS . . . . . . . . . . . . . . . . . . . . . . . . . . .
</TABLE>
PART II--OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

The Corporation's Annual Report on Form 10-K for the year ended December 31, 1993, includes a description of a lawsuit filed against PNC National Bank ("PNCNB") in connection with certain fees charged on credit cards issued by PNCNB. On April 8, 1994, the District Court entered an order granting PNCNB's motion for judgment on the pleadings dismissing the suit. Plaintiffs have filed an appeal from the order with the United States Court of Appeals for the Third Circuit.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) The exhibits listed in the Exhibit Index on Page 4 of this Form 10-Q are filed herewith.
(b) A Current Report on Form 8-K dated April 18, 1994, was filed pursuant to report the Corporation's consolidated financial results for the three months ended March 31, 1994.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

PNC BANK CORP.
(Registrant)

| Date: May 16, 1994 | By /s/Robert L. Haunschild <br> Robert L. Haunschild <br> SENIOR VICE PRESIDENT AND <br> CHIEF FINANCIAL OFFICER |
| :--- | :--- |
| 12 |  |

CALCULATION OF PRIMARY AND FULLY DILUTED EARNINGS PER COMMON SHARE
PNC BANK CORP. AND SUBSIDIARIES

## <TABLE>

<CAPTION>

| IN THOUSANDS, EXCEPT PER SHARE DATA THREE MONTHS ENDED MARCH 31 | 1994 | 1993 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| PRIMARY AVERAGE COMMON SHARES OUTSTANDING |  |  |
| Weighted average shares of common stock outstanding | \$234,863 | \$233,056 |
| Weighted average common shares to be issued |  |  |
| using average market price and assuming: |  |  |
| Exercise of stock options | 1,835 | 2,759 |
| Exercise of warrants |  | 99 |
| Primary weighted average common shares outstanding | 236,698 | 235,914 |
| FULLY DILUTED AVERAGE COMMON SHARES OUTSTANDING |  |  |
| Weighted average shares of common stock outstanding | 234,863 | 233,056 |
| Weighted average common shares to be issued using average market price or period-end market |  |  |
| price, whichever is higher, and assuming: |  |  |
| Conversion of preferred stock Series A \& B | 241 | 267 |
| Conversion of preferred stock Series C | 705 | 787 |
| Conversion of preferred stock Series D | 873 | 1,013 |
| Conversion of debentures | 75 | 91 |
| Exercise of stock options | 1,835 | 3,120 |
| Exercise of warrants |  | 101 |
| Fully diluted weighted average common shares outstanding | 238,592 | 238,435 |

PRIMARY EARNINGS PER COMMON SHARE
Income before cumulative effect of changes in
accounting principles
Cumulative effect of changes in
accounting principles,
net of tax benefit of $\$ 5,343$

| Net income | 205,689 | 167,618 |
| :---: | :---: | :---: |
| Less: Preferred dividends declared | 419 | 512 |



| Primary before cumulative effect of changes in accounting principles | \$. 87 | \$. 79 |
| :---: | :---: | :---: |
| Cumulative effect of changes in accounting principles |  | (.08) |
| Primary earnings per common share | \$. 87 | \$. 71 |


Income before cumulative effect of changes
in accounting principles
Cumulative effect of changes in
accounting principles,
net of tax benefit of $\$ 5,343$

| Net income | 205,689 | 167,618 |
| :---: | :---: | :---: |
| Add: Interest expense on convertible debentures (net of tax) | 12 | 16 |

preferred stock ..... 34

|  | Net income applicable to fully diluted earnings per common share \$205,701 \$167,600 |
| :---: | :---: |


| Fully diluted before cumulative effect |  |
| :--- | :--- |
| of changes in accounting principles | $\$ .78$ |

Cumulative effect of changes in accounting principles ..... (.08)
Fully diluted earnings per common share \$. 86 ..... $\$ .70$
</TABLE>

PNC BANK CORP.
COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES (In thousands)
<TABLE> <CAPTION>
Three Months
Ended

PNC BANK CORP.
COMPUTATION OF RATIO OF EARNINGS TO COMBINED FIXED CHARGES AND PREFERRED STOCK DIVIDENDS (In thousands)

## <TABLE>

<CAPTION>

|  | Three Months |  | Year | nded Decembe |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1989 | March 31, 1994 | 1993 | 1992 | 1991 | 1990 |
|  |  |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> | <C> |
| <C> |  |  |  |  |  |
| Earnings: |  |  |  |  |  |
| Income before income taxes and cumulative <br> effect of changes in accounting principles. $\$ 312,494 \quad \$ 1,116,612 \quad \$ \quad 778,122$ \$ 548,201 |  |  |  |  |  |
| \$ 485,264 |  |  |  |  |  |
| Fixed charges and preferred stock dividends excluding interest on deposits............. 204,672 652,432 521,908 518,005 |  |  |  |  |  |
| 873,248 |  |  |  |  |  |
| -------- |  |  |  |  |  |
| Subtotal | 517,166 | 1,769,044 | 1,300,030 | 1,066,206 | 951,581 |
| 1,358,512 |  |  |  |  |  |
| Interest on deposits. | 200,004 | 742,772 | 1,063,422 | 1,727,765 | 1,973,087 |
| 1,907,769 |  |  |  |  |  |
| --------- |  |  |  |  |  |
| Total | \$717,170 | \$2,511,816 | \$2,363,452 | \$2,793,971 | \$2,924,668 |
| \$3,266,281 |  |  |  |  |  |
| ========= ========== |  |  |  |  |  |
| Fixed charges: |  |  |  |  |  |
| Interest on notes and debentures. | \$100,689 | \$ 265,353 | \$ 145,125 | \$ 95,207 | \$ 84,045 |
| \$ 61,590 |  |  |  |  |  |
| Interest on borrowed funds. | 96,737 | 362,995 | 352,162 | 398,779 | 816,448 |
| 788,520 |  |  |  |  |  |
| Amortization of notes and debentures. | 333 | 967 | 970 | 584 |  |
| 538506 |  |  |  |  |  |
| Interest component of rentals. | 6,278 | 20,584 | 19,167 | 18,800 |  |
| 17,667 16,467 |  |  |  |  |  |
| Preferred stock dividend requirements. | 635 | 2,534 | 4,484 | 4,634 |  |
| 3,458 6,165 |  |  |  |  |  |
| - |  |  |  |  |  |
| Subtotal | 204,672 | 652,432 | 521,908 | 518,005 | 922,156 |
| 873,248 ( |  |  |  |  |  |
| Interest on deposits. | 200,004 | 742,772 | 1,063,422 | 1,727,765 | 1,973,087 |
| 1,907,769 |  |  |  |  |  |
| --- ---------- |  |  |  |  |  |
| Total | \$404,676 | \$1,395,204 | \$1,585,330 | \$2,245,770 | \$2,895,243 |
| \$2,781,017 |  |  |  |  |  |
| $==========\quad========$ |  |  |  |  |  |
| Ratio of Earnings to Combined FixedCharges and Preferred Stock Dividends: |  |  |  |  |  |
|  |  |  |  |  |  |
| Excluding interest on deposits...... | 2.53x | 2.71x | 2.49 x | 2.06 x |  |
| 1.03x 1.56x |  |  |  |  |  |
| Including interest on deposits. | 1.77 | 1.80 | 1.49 | 1.24 |  |
| 1.01 1.17 |  |  |  |  |  |
| </TABLE> |  |  |  |  |  |

PNC BANK CORP.


| $\begin{aligned} & \text { Tier I } \\ & 10.51 \% \end{aligned}$ |  |
| :---: | :---: |
| Total |  |
| 12.64 |  |
| Leverage |  |
| 7.96 |  |
| Common shareholders' equity to total assets |  |
| 7.50 |  |
| Asset quality |  |
| Nonperforming loans to total loans |  |
| 1.93 |  |
| Nonperforming assets to total loans and foreclosed assets |  |
| 2.92 |  |
| Nonperforming assets to total assets |  |
| 1.45 |  |
| Allowance for credit losses to total loans |  |
| 3.62 |  |
| Allowance for credit losses to nonperforming loans |  |
| 187.85 |  |
| Book value per common share |  |
| As reported |  |
| \$16.42 |  |
| Excluding net unrealized securities gains/losses |  |
| 16.42 |  |
| - - ------------ |  |
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| </TABLE> |  |

PNC BANK CORP.

THE CORPORATE FINANCIAL REVIEW SHOULD BE READ IN CONJUNCTION WITH THE PNC BANK CORP. AND SUBSIDIARIES ("CORPORATION") CONSOLIDATED FINANCIAL STATEMENTS INCLUDED HEREIN.

Overview
During the first quarter of 1994, the economy continued to experience moderate growth. Management expects improved economic conditions to continue throughout 1994 accompanied by additional increases in short-term interest rates.

Net income for the first quarter of 1994 was $\$ 205.7$ million, or $\$ .86$ per fully diluted share, compared with $\$ 167.6$ million, or $\$ .70$ per share, for 1993 . Income before accounting changes in the prior year period was $\$ 187.0$ million or $\$ .78$ per fully diluted share. Return on assets and return on common shareholders' equity were 1.41 percent and 19.32 percent, respectively, in 1994 , compared with 1.42 percent and 17.89 percent, in 1993. The corresponding 1993 returns before accounting changes were 1.59 percent and 19.86 percent.

The results for the first quarter of 1994 include a full-period contribution from the acquisition of PNC Mortgage (formerly Sears Mortgage Banking Group).

The results for the first three months of 1993 include the cumulative effect of adopting Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes," and a change in the method of accounting for certain intangible assets, primarily purchased mortgage servicing rights. The cumulative effect of these changes reduced net income by $\$ 9.0$ million and $\$ 10.4$ million, respectively.

Mergers and Acquisitions
On November 30, 1993, the Corporation completed its acquisition of PNC Mortgage for $\$ 328$ million in cash. The purchase price is subject to certain post-closing adjustments. With this acquisition, the Corporation added assets of $\$ 7.6$ billion; a mortgage servicing portfolio approximating $\$ 27$ billion, including $\$ 21$ billion serviced for others; and a national residential mortgage production network consisting of 120 locations in 33 states.

On January 21, 1994, the Corporation consummated the acquisition of United Federal Bancorp, Inc. ("United"), State College, Pennsylvania, for $\$ 156$ million in cash. United's assets totaled $\$ 900$ million at closing. In addition, the Corporation has a pending agreement to acquire First Eastern Corp. ("First Eastern"), Wilkes-Barre, Pennsylvania, which had total assets of $\$ 2.0$ billion at March 31, 1994. This transaction has an indicated value of approximately $\$ 330$

PNC BANK CORP.

| CORPORATE FINANCIAL REVIEW |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Income Statement Review |  |  |  |  |
| INCOME STATEMENT HIGHLIGHTS |  |  |  |  |
| <TABLE> |  |  |  |  |
| <CAPTION> |  |  |  |  |
| THREE MONTHS ENDED MARCH 31 |  |  |  | ge |
| IN MILLIONS | 1994 | 1993 | Amount | Percent |
| <S> | <C> | <C> | <C> | <C> |
| Net interest income-- |  |  |  |  |
| taxable-equivalent basis | \$506 | \$464 | \$ 42 | 9.1\% |
| Provision for credit losses | 25 | 61 | (36) | (59.0) |
| Noninterest income | 258 | 280 | (22) | (7.8) |
| Noninterest expenses | 427 | 387 | 40 | 10.3 |
| Income before cumulative effect of changes in accounting principles | 206 | 187 | 19 | 10.2 |
| Net income | 206 | 168 | 38 | 22.6 |

NET INTEREST INCOME AND NET INTEREST MARGIN On a fully taxable-equivalent basis, net interest income for the first quarter of 1994 increased $\$ 42.2$ million, or 9.1 percent, compared with the first quarter of 1993. The increase was due to higher levels of average earning assets.
<TABLE>
<CAPTION>
NET INTEREST MARGIN COMPARISON
THREE MONTHS ENDED MARCH 31

| TAXABLE-EQUIVALENT BASIS | 1994 | 1993 | Basis Point Change |
| :---: | :---: | :---: | :---: |
| - - ---------------------- |  |  |  |
| <S> | <C> | <C> | <C> |
| Book-basis yield on earning assets | 6.23\% | 6.84\% | (61) |
| Effect of loan fees | . 14 | . 18 | (4) |
| Taxable-equivalent adjustment | . 06 | . 09 | (3) |
| Taxable-equivalent yield on earning assets | 6.43 | 7.11 | (68) |
| Rate on interest-bearing liabilities | 3.69 | 4.03 | (34) |
| Interest rate spread | 2.74 | 3.08 | (34) |
| Impact of noninterest-bearing sources | . 53 | . 63 | (10) |
| Net benefit of interest rate swaps | . 41 | . 43 | (2) |
| Net interest margin | 3.68\% | 4.14\% | (46) |

As expected, the net interest margin narrowed during the quarter when compared with the comparable period in 1993, primarily due to the PNC Mortgage acquisition. The maturity structure and nature of the liabilities assumed relative to the assets acquired resulted in a narrower interest rate spread. In addition, the proportion of noninterest-bearing sources supporting earning assets declined. This impact was partially mitigated by the benefit of lower prepayments on mortgage-related assets in a rising rate environment. Interest rate swaps were used to reduce exposure to changes in interest rates. The net interest margin comparison illustrates the net benefit of interest rate swaps segregated from the applicable margin components.

VOLUME/RATE ANALYSIS


<TABLE>
<CAPTION>
THREE MONTHS ENDED MARCH 31
\begin{tabular}{|c|c|c|c|c|}
\hline 1994 VERSUS 1993 & \multicolumn{4}{|c|}{Due to Changes in:} \\
\hline IN MILLIONS <S> & Volume <C> & Rate <C> & Rate Volume <C> & \begin{tabular}{l}
Total \\
<C>
\end{tabular} \\
\hline Interest income & \$182 & \$ (68) & \$(14) & \$100 \\
\hline Interest expense & 85 & (22) & (5) & 58 \\
\hline Net interest income & 105 & (52) & (11) & 42 \\
\hline
\end{tabular}

\section*{</TABLE>}

PROVISION FOR CREDIT LOSSES The provision for credit losses was \(\$ 25.0\) million in the first quarter of 1994 , compared with \(\$ 61.4\) million in the first quarter of 1993. Continuing improvement in economic conditions combined with management's ongoing efforts to improve asset quality resulted in lower nonperforming assets and charge-offs, and a higher reserve coverage of nonperforming loans. The improvement in asset quality is expected to result in a lower full-year provision in 1994 when compared with the prior year.

NONINTEREST INCOME Noninterest income totaled \(\$ 258.6\) million in the first quarter of 1994 , compared with \(\$ 280.3\) million in the corresponding 1993 period. Net securities gains for the quarter totaled \(\$ 30.4\) million, compared with \(\$ 105.2\) million in the year-earlier period. Excluding net securities gains, noninterest income as a percentage of total revenue was 31.1 percent in the first quarter of 1994, compared with 27.4 percent a year earlier.
\[
3
\]

PNC BANK CORP.


New business accounted for the increase in trust income. Trust assets totaled \(\$ 111\) billion at March 31, 1994, compared with \(\$ 105\) billion a year ago. The Corporation exercised discretionary investment authority over \(\$ 30\) billion of such assets at March 31, 1994, compared with \(\$ 32\) billion a year ago.

Mutual fund accounting and administrative fees increased \(\$ 2.5\) million, or 16.1 percent, to \(\$ 18.1\) million in the first quarter of 1994 as a result of new business. Investment advisory fees declined 7.2 percent to \(\$ 5.5\) million during the first quarter of 1994, due to a decline in the level of advised money market mutual fund assets. Mutual funds serviced totaled \(\$ 80\) billion at March 31, 1994, including \(\$ 23\) billion over which the Corporation exercised discretionary investment authority. The comparable amounts were \(\$ 71\) billion and \(\$ 25\) billion, respectively, a year ago.

Service charges, fees and commissions increased \(\$ 6.5\) million, or 7.9 percent, to \(\$ 87.9\) million. Increased transaction volume related to new business and acquisitions accounted for the growth in deposit account and corporate services revenue. Increased syndication and advisory activity accounted for the growth in corporate finance fees.

Mortgage banking income increased \(\$ 30.0\) million to \(\$ 37.9\) million, primarily as a result of the PNC Mortgage acquisition. During the first quarter of 1994, the Corporation originated \(\$ 2.0\) billion of residential mortgages, the majority of which represented new financing. Although the volume of originations was adversely impacted by the rising interest rate environment, the market value of mortgage servicing rights increased. Gains of \(\$ 5.1\) million were realized from the sale of mortgage servicing rights during the first quarter of 1994. At March 31, 1994, the Corporation's mortgage servicing portfolio totaled \(\$ 35.3\) billion with a weighted-average coupon of 7.74 percent, including \(\$ 28.3\) billion serviced for others

The increase in other noninterest income is attributable to higher gains from sales of assets and venture capital activity. These increases were partially offset by lower trading account profits.

PNC BANK CORP.
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{CORPORATE FINANCIAL REVIEW} \\
\hline \multicolumn{5}{|l|}{<TABLE>} \\
\hline \multicolumn{5}{|l|}{<CAPTION>} \\
\hline \multicolumn{5}{|l|}{NONINTEREST EXPENSES} \\
\hline \multicolumn{3}{|l|}{THREE MONTHS ENDED MARCH 31} & \multicolumn{2}{|c|}{Change} \\
\hline IN THOUSANDS & 1994 & 1993 & Amount & Percent \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Compensation & \$164,792 & \$140,349 & \$ 24,443 & \(17.4 \%\) \\
\hline Employee benefits & 42,107 & 36,055 & 6,052 & 16.8 \\
\hline Total staff expense & 206,899 & 176,404 & 30,495 & 17.3 \\
\hline Net occupancy & 32,420 & 29,667 & 2,753 & 9.3 \\
\hline Equipment & 32,862 & 28,652 & 4,210 & 14.7 \\
\hline Amortization of intangible assets & 19,560 & 10,704 & 8,856 & 82.7 \\
\hline Federal deposit insurance & 18,176 & 16,465 & 1,711 & 10.4 \\
\hline Taxes other than income & 11,096 & 8,829 & 2,267 & 25.7 \\
\hline Other & 105,833 & 116,294 & \((10,461)\) & (9.0) \\
\hline Total & \$426,846 & \$387, 015 & \$ 39,831 & \(10.3 \%\) \\
\hline
\end{tabular}
</TABLE>
NONINTEREST EXPENSES Noninterest expenses totaled $\$ 426.8$ million in the first quarter of 1994 , compared with $\$ 387.0$ million in the year-earlier period. The overhead ratio was 55.8 percent in the first quarter of 1994 , compared with 54.1 percent in 1993. The ratio increased due to higher relative operating expenses associated with PNC Mortgage.

Staff expense increased 17.3 percent to $\$ 206.9$ million, primarily due to acquisitions completed in the second half of 1993. Average full-time equivalents totaled 20,900 for the first quarter 1994, compared with 17,600 in the year-earlier period. Approximately 3,500 average full-time equivalents were added from acquisitions. Excluding the impact of acquisitions, staff expense increased 2.4 percent.

Net occupancy and equipment expense increased $\$ 2.8$ million and $\$ 4.2$ million, respectively, primarily due to acquisitions, occupancy of an office building purchased in 1993 and an upgrade of computer equipment.

Amortization of intangible assets increased $\$ 8.9$ million primarily due to higher levels of purchased mortgage servicing rights associated with the PNC Mortgage transaction.

The decrease in the other category related to certain accruals recorded in 1993.

PNC BANK CORP.

CORPORATE FINANCIAL REVIEW

## Line of Business Results

The management accounting process uses various methods of balance sheet and income statement allocations, transfers and assignments to evaluate the performance of various business units. Unlike financial accounting, there is no comprehensive, authoritative body of guidance for management accounting equivalent to generally accepted accounting principles. The following information is based on management accounting practices which conform to and support the management structure of the Corporation and is not necessarily comparable with similar information for any other financial institution. Designations, assignments, and allocations may change from time to time as management accounting systems are enhanced or product lines change. During 1994, certain methodologies were changed and, accordingly, results for 1993 are presented on a consistent basis.

For management reporting purposes, the Corporation has designated four distinct lines of business: Corporate Banking, Retail Banking, Investment Management and Trust, and Investment Banking. Management categorizes the operating units within these lines of business based on their mature or growth nature. The businesses targeted for growth include Treasury Management, Mortgage Banking, Mutual Funds, Asset Management, and Brokerage. Management believes these targeted businesses have attractive growth potential and continues to make significant investments in them. For the more mature business units, such as Corporate Banking and Consumer Banking, the emphasis is on managing the revenue and expense relationship to enhance profitability.

The financial results presented in this section reflect each line of business as if it operated on a stand-alone basis. Securities or borrowings have been assigned to each line of business based on its net asset or liability position. The remaining securities and borrowings emanating from management of the Corporation's overall asset/liability position and related interest rate spread and net securities gains are included in Portfolio Management.

<TABLE>
<CAPTION>
LINE OF BUSINESS HIGHLIGHTS
\(\qquad\)
--------------------

THREE MONTHS ENDED MARCH 31
IN MILLIONS, EXCEPT RATIOS
Return on
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{Earnings} & \multicolumn{2}{|l|}{Average Assets} \\
\hline Assigned Equity & & & & \\
\hline & 1994 & 1993 & 1994 & 1993 \\
\hline 19941993 & & & & \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline <C> <C> & & & & \\
\hline \multicolumn{5}{|l|}{Corporate Banking} \\
\hline Large Corporate & \$ 25 & \$ 18 & \$ 3,494 & \$ 3,048 \\
\hline 26\% 20\% & & & & \\
\hline Middle Market & 62 & 41 & 9,689 & 9,815 \\
\hline 2011 & & & & \\
\hline Total Corporate Banking & 87 & 59 & 13,183 & 12,863 \\
\hline 2113 & & & & \\
\hline \multicolumn{5}{|l|}{\multirow[b]{2}{*}{Retail Banking}} \\
\hline & & & & \\
\hline Consumer Banking & 67 & 62 & 24,412 & 23,349 \\
\hline 2020 & & & & \\
\hline Mortgage Banking & 17 & 7 & 9,653 & 3,325 \\
\hline \multicolumn{5}{|l|}{1718} \\
\hline Total Retail Banking & 84 & 69 & 34,065 & 26,674 \\
\hline 2020 & & & & \\
\hline - - ------------------------------ & & & & \\
\hline \multicolumn{5}{|l|}{Investment Management and Trust} \\
\hline \multicolumn{5}{|l|}{4051} \\
\hline Mutual Funds & 6 & 6 & 139 & 104 \\
\hline \multicolumn{5}{|l|}{4562} \\
\hline Total Investment Management and Trust & 16 & 17 & 528 & 461 \\
\hline 4255 & & & & \\
\hline \multicolumn{5}{|l|}{Investment Banking} \\
\hline Portfolio Management & 37 & 83 & 9,841 & 7,869 \\
\hline
\end{tabular}


PNC BANK CORP.

CORPORATE FINANCIAL REVIEW
Earnings contributed by the lines of business totaled \(\$ 232\) million in the first quarter of 1994 , compared with \(\$ 234\) million in the first quarter of 1993. Excluding net securities gains, earnings from the lines of business were \(\$ 213\) million and \(\$ 166\) million, respectively. These results exceeded reported consolidated net income by \(\$ 26\) million and \(\$ 66\) million, respectively, due to the cumulative effect of changes in accounting principles in 1993, provision for credit losses in excess of specific reserve allocations and certain unallocated corporate expenses.

CORPORATE BANKING Corporate Banking provided 38 percent of line of business earnings in the first quarter of 1994. Large Corporate benefited from an 11 percent increase in average loans and improved asset quality. Middle Market earnings increased as a result of a reduction in the provision for credit losses as asset quality improved in both the commercial and real estate project portfolios.

RETAIL BANKING The contribution of Retail Banking earnings was 36 percent in the first quarter of 1994. Consumer Banking average loans and deposits increased 12 percent and 3 percent, respectively, compared with the first quarter of 1993 , primarily due to acquisitions. Operating expenses of this mature business increased less than 4 percent when compared with the prior year, as increased expenses related to acquisitions were partially offset by branch and back office consolidations. The increase in Mortgage Banking earnings reflect the contribution of the acquired assets and mortgage banking operations of PNC Mortgage. Average mortgage-related assets increased \(\$ 6.3\) billion to \(\$ 9.7\) billion.

INVESTMENT MANAGEMENT AND TRUST Investment Management and Trust contributed 7 percent of line of business earnings. Trust earnings declined in the quarter-to-quarter comparison as increased income from new business was more than offset by higher marketing and incentive expenses. Mutual Funds earnings were unchanged in the first quarter of 1994. Increased revenues from investment in the PNC Family of Funds as well as expanded accounting and administrative services were offset by lower investment advisory fees and increased marketing costs.

INVESTMENT BANKING The earnings contribution from Investment Banking was 19 percent in 1994. Portfolio Management earnings declined in the comparison as net securities gains were \(\$ 30.4\) million in the first quarter of 1994 , compared with \(\$ 105.2\) million in 1993. The gains were significantly higher last year as certain mortgage-backed securities were sold in a higher prepayment environment to provide more stability to net interest income. Increased earnings in Brokerage and Underwriting reflect higher brokerage and venture capital income, which was partially offset by additional investment in this targeted business.
<TABLE>
<CAPTION>
Balance Sheet Review

BALANCE SHEET HIGHLIGHTS
\begin{tabular}{|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{THREE MONTHS ENDED MARCH 31} & \multirow[b]{3}{*}{FULL YEAR
1993} \\
\hline & & & \\
\hline AVERAGES IN MILLIONS & 1994 & 1993 & \\
\hline <S> & <C> & <C> & <C> \\
\hline Total assets & \$58,966 & \$47,794 & \$50,321 \\
\hline Total earning assets & 55,182 & 44,980 & 47,340 \\
\hline Securities & 21,238 & 18,980 & 20,403 \\
\hline Loans, net of unearned income & 32,023 & 25,214 & 25,959 \\
\hline
\end{tabular}
\begin{tabular}{lrrr} 
Deposits & 31,737 & 28,090 & 28,442 \\
Borrowings & 11,543 & 10,149 & 10,373 \\
Shareholders' equity & 4,330 & 3,814 & 3,957
\end{tabular}

</TABLE>

The changes in the average balance sheet reflect the impact of acquisitions, stronger loan demand, and asset/liability management activities. Average earning assets increased \(\$ 10.3\) billion when compared with the first quarter of 1993, \(\$ 5.7\) billion of which were real estate mortgage and consumer loans.

Average total loans for the first quarter of 1994 increased 27.0 percent to \(\$ 32.0\) billion when compared with the first quarter of 1993. Excluding the impact of acquisitions, average loans increased 3.9 percent in the quater-to-quarter comparison due to increased loan demand and higher levels of short-term commercial and money market loans.

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PNC BANK CORP.



Total commercial loans outstanding and unfunded commitments increased \$1.8 billion, or 6.9 percent, from December 31, 1993, reflecting expanded economic activity.

Total real estate project exposure remained relatively stable since year end. Residential construction and development loans rely upon unit sales of residential properties as the primary source of repayment. Medium-term financings have remaining terms of up to five years. This category includes completed construction projects which are in the leasing phase, and tenantoccupied commercial and residential real estate which depends upon sale or permanent take-out for ultimate repayment of the loan. Medium-term financings collateralized by projects where rental income exceeds debt service and operating costs are classified as standing loans.

PNC BANK CORP.

\section*{CORPORATE FINANCIAL REVIEW}

Retail and office projects accounted for 30 percent and 27 percent, respectively, of total real estate project exposure at March 31, 1994. Multi-family and hotel/ motel projects each accounted for 9 percent. No other project type accounted for more than 7 percent. Projects in the Corporation's primary markets, which include Delaware, Indiana, Kentucky, New Jersey, Ohio and Pennsylvania, accounted for 69 percent of the total outstandings. The southeast region of the United States accounted for 17 percent and no other geographic region accounted for more than 6 percent.

Residential mortgages outstanding remained relatively flat from year-end 1993. Approximately \(\$ 350\) million of residential mortgages were acquired in the United acquisition. This was offset by scheduled repayments and prepayment activity. Increased automobile, home equity and student loans were offset by seasonal declines in credit card outstandings.

Highly leveraged transactions (HLTs) are included in various commercial loan categories. Consistent with the federal bank regulators' uniform definition, HLTs include financing transactions involving the buyout, acquisition or recapitalization of an existing business and credits extended to highly leveraged industries.

At March 31, 1994, the loan portfolio included \(\$ 979\) million of HLT outstandings and \(\$ 234\) million of unfunded commitments. The comparable amounts at December 31, 1993 were \(\$ 953\) million and \(\$ 186\) million, respectively.

The communications, manufacturing and retail/wholesale industries accounted for 64 percent, 21 percent and 9 percent, respectively, of total HLT exposure at March 31, 1994. HLT outstandings represented 2.9 percent of total loans at both March 31, 1994 and December 31, 1993.

At March 31, 1994, the Corporation had 64 customers with loans designated as HLT. The ten largest HLT outstandings and unfunded commitments totaled \$478 million and \(\$ 43\) million, respectively, one of which was classified as nonperforming. During the first quarter of 1994, the Corporation originated and/or participated in \(\$ 155\) million of commitments to new HLT customers,
compared with \(\$ 43\) million in the corresponding 1993 period. HLT loan fees recognized in income during the first quarter of 1994 totaled \(\$ 1.3\) million and deferred HLT loan fees totaled \(\$ 4.6\) million at March 31, 1994. The yield on the HLT portfolio, including loans classified as nonperforming, was 6.5 percent during the first quarter of 1994.

RISK ELEMENTS During the first quarter of 1994, overall asset quality continued to improve. Assuming modest economic growth and excluding the impact of the First Eastern acquisition, management anticipates the favorable trend will continue during 1994.

NONPERFORMING ASSETS
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE> <CAPTION>} \\
\hline & MARCH 31 & December 31 \\
\hline IN MILLIONS, EXCEPT RATIOS & 1994 & 1993 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Nonaccrual loans} \\
\hline Commercial & \$208 & \$181 \\
\hline Real estate project & 87 & 91 \\
\hline Real estate mortgage & 60 & 84 \\
\hline Total nonaccrual loans & 355 & 356 \\
\hline Restructured loans & 9 & 28 \\
\hline Total nonperforming loans & 364 & 384 \\
\hline \multicolumn{3}{|l|}{Foreclosed assets} \\
\hline Real estate project & 94 & 108 \\
\hline Real estate mortgage & 40 & 42 \\
\hline Other & 23 & 20 \\
\hline Total foreclosed assets & 157 & 170 \\
\hline Total nonperforming assets & \$521 & \$554 \\
\hline Nonperforming loans to total loans & 1.09\% & 1.15\% \\
\hline \multicolumn{3}{|l|}{Nonperforming assets to total} \\
\hline loans and foreclosed assets & 1.56 & 1.65 \\
\hline \multicolumn{3}{|l|}{Nonperforming assets to total} \\
\hline & & \\
\hline </TABLE> & & \\
\hline
\end{tabular}

At March 31, 1994, \(\$ 107\) million of nonperforming loans were current as to principal and interest, compared with \(\$ 102\) million at December 31, 1993. Nonperforming HLT loans totaled \(\$ 59\) million at March 31, 1994, compared with \(\$ 25\) million at December 31, 1993.

PNC BANK CORP.
\(\qquad\)
CORPORATE FINANCIAL REVIEW

\section*{CHARGE-OFFS AND RECOVERIES}

\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{Total} \\
\hline \$16 & \$47 \\
\hline
\end{tabular}
</TABLE>
At March 31, 1994, office, retail and land projects accounted for 60 percent of total nonperforming real estate project assets. The Corporation's primary markets accounted for 59 percent of total nonperforming real estate project assets at March 31, 1994. The southeast region of the United States and metropolitan Washington D.C. area accounted for 29 percent and 7 percent, respectively.

Accruing loans contractually past due 90 days or more as to the payment of principal or interest totaled $\$ 177$ million at March 31, 1994, compared with $\$ 135$ million at December 31, 1993. Residential mortgages and student loans in the amount of $\$ 77$ million and $\$ 38$ million, respectively, were included in the total at March 31, 1994, compared with $\$ 55$ million and $\$ 41$ million at year end.

Annualized net charge-offs as a percentage of average loans were . 29 percent for the first quarter of 1994 , compared with .76 percent in the corresponding 1993 period. The 1994 net charge-offs and recovery levels reflect the continued improvement in overall asset quality and the Corporation's loan workout efforts. There were no significant charge-offs or recoveries of HLT credits during the first quarters of 1994 and 1993.

ALLOWANCE FOR CREDIT LOSSES The allowance for credit losses totaled $\$ 980$ million at March 31, 1994, compared with $\$ 972$ million at December 31, 1993. The allowance as a percentage of period-end loans and nonperforming loans was 2.94 percent and 269.60 percent, respectively, at March 31, 1994. The comparable year-end amounts were 2.92 percent and 253.12 percent, respectively. These ratios are expected to decline slightly as a result of the First Eastern acquisition.

ASSET/LIABILITY MANAGEMENT The primary objective of asset/liability management is to provide maximum levels of net interest income while maintaining acceptable levels of interest rate and liquidity risk and facilitating the Corporation's funding needs. To achieve this objective, asset/liability management uses a variety of investment alternatives, funding sources and off-balance-sheet instruments in managing the overall interest rate risk profile of the Corporation. ALCO policies include limits on the amounts of various financial instruments, types of funding, and the level of interest rate sensitivity.

Asset/liability management seeks to minimize the credit risk associated with its activities. This is primarily accomplished by entering into transactions with only a select number of high quality institutions, establishing credit limits with counterparties and, where applicable, requiring segregated collateral.

A dynamic income simulation model is the primary mechanism used in assessing the impact on net interest income of changes in interest rates. Various assumptions related to interest rates, mortgage prepayments, and loan and deposit growth are used in the model. At March 31, 1994, the Federal funds and 5 -year U.S. Treasury Note rates were 3.50 percent and 6.23 percent, respectively. In management's most likely interest rate scenario, the Federal funds rate was projected to increase to 4.25 percent and the 5 -year U.S. Treasury Note rate was projected to decline to 6.15 percent over the next twelve months, reflecting a flattening of the yield curve. This scenario assumed that the market would afford opportunities to reinvest available funds in assets with appropriate maturities relative to expected funding sources.

PNC BANK CORP.

CORPORATE FINANCIAL REVIEW

Based on the most likely scenario, the simulation model projected an increase in net interest income accompanied by higher earning asset levels and a narrower net interest margin.

Management also develops higher and lower interest rate scenarios based on alternative economic assumptions. At March 31, 1994, each of these scenarios projected an increase in net interest income when compared with the prior year. However, in the lower rate scenario, the model projected net interest income would be 3.8 percent less than the most likely scenario assuming the Federal funds and 5-year U.S. Treasury Note rates fell gradually to 2.00 percent and 3.40 percent, respectively, over the next year. In the higher rate scenario, the model projected net interest income would be 5.5 percent less than the most likely scenario assuming the Federal funds and 5-year U.S. Treasury Note rates rose gradually to 5.50 percent and 7.40 percent, respectively. In management's opinion, these alternative scenarios are unlikely to occur. Such projected results are based on current on- and off-balance-sheet positions and do not reflect actions management could take to mitigate an adverse impact on net interest income.

An interest rate sensitivity ("gap") analysis represents a point-in-time net
position of assets, liabilities and off-balance-sheet instruments subject to repricing in specified time periods. The liability sensitivity of the cumulative one-year gap position was 19.1 percent of total earning assets at March 31, 1994, which declined to 3.8 percent within 24 months. Gap analysis alone does not accurately measure the magnitude of changes in net interest income since changes in interest rates do not impact all categories of assets, liabilities, and off-balance-sheet positions equally or simultaneously.

The Corporation enters into interest rate swaps to alter the maturity and repricing structure of the balance sheet ("hedge swaps") and as an intermediary for customers ("customer swaps"). At March 31, 1994, hedge swaps and customer swaps accounted for 77 percent and one percent, respectively, of the total notional amount of all interest rate swap, futures, forward, foreign currency exchange and option contracts. The notional amount of hedge and customer swaps totaled $\$ 13.8$ billion and $\$ 188$ million, respectively, at March 31, 1994. The corresponding December 31, 1993 amounts were $\$ 11.8$ billion and $\$ 490$ million, respectively. At March 31, 1994, credit risk related to swaps under collateralized agreements totaled approximately $\$ 14$ million with 44 percent collateralized by U.S. Government agencies and corporations securities.

<TABLE>
<CAPTION>
CHANGE IN INTEREST RATE SWAPS
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{3}{|l|}{Hedge Swaps} & \multirow[b]{3}{*}{Total} \\
\hline NOTIONAL VALUE & Receive & Pay & Customer & \\
\hline IN MILLIONS & Fixed & Fixed & Swaps & \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Balance at & & & & \\
\hline January 1, 1994 & \$10,619 & \$1,193 & \$490 & \$12,302 \\
\hline Additions & 2,650 & & 20 & 2,670 \\
\hline Maturities/amortization & (335) & (131) & (322) & (788) \\
\hline Terminations & & (200) & & (200) \\
\hline Balance at & & & & \\
\hline March 31, 1994 & \$12,934 & \$ 862 & \$188 & \$13,984 \\
\hline
\end{tabular}
</TABLE>
Substantially all hedge swaps are indexed amortizing interest rate swaps where the Corporation receives payments based on fixed interest rates and makes payments based on a floating money market rate. Index swaps have remaining expected maturities that range from 2 months to 3 years in management's most likely interest rate scenario. If interest rates rise further, the maturities of certain index swaps would be extended.

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PNC BANK CORP.
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During the first quarter of 1994, hedge swaps benefitted net interest income by $\$ 56.7$ million, compared with $\$ 46.7$ million in the corresponding 1993 period. At March 31, 1994, net deferred gains on terminated interest rate swaps totaled $\$ 19$ million, which is being amortized over various remaining periods of up to two years. Because the Corporation has an aggregate receive-fixed/pay-variable interest rate swap position, an increase in interest rates would reduce the benefit provided by such swaps. However, management would expect several factors to partially or entirely mitigate a decline in the benefit provided by such swaps. As interest rates increase, the Corporation will derive a greater benefit from existing long-term liabilities and noninterest-bearing sources of funds. Also, an increase in interest rates would likely be associated with higher levels of economic activity, providing opportunities for loan growth, increased yields on variable rate assets and higher fee income.
<TABLE>
<CAPTION>
INTEREST RATE SWAPS

| IN MILLIONS Gain Position Loss Position |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MARCH 31, 1994 | Notional Value | Fair <br> Value | Notional Value | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ | Notional Value |
| <S> | <C> | <C> | <C> | <C> | <C> |
| Hedge swaps |  |  |  |  |  |
| Receive fixed | \$3,534 | \$71 | \$ 9,400 | \$(260) | \$12,934 |
| Pay fixed | 299 |  | 563 | (47) | 862 |
|  | 3,833 | 71 | 9,963 | (307) | 13,796 |


| Customer swaps | 143 | 2 | 45 | (2) | 188 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | \$3,976 | \$73 | \$10,008 | \$(309) | \$13,984 |

DECEMBER 31, 1993

| Hedge swaps |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Receive fixed | \$7,904 | \$153 | \$2,715 | \$ (26) | $\begin{array}{r} \$ 10,619 \\ 1,193 \end{array}$ |
| Pay fixed |  |  | 1,193 |  |  |
|  | 7,904 | 153 | 3,908 | (112) | 11,812 |
| Customer swaps | 245 | 3 | 245 | (3) | 490 |
| Total | \$8,149 | \$156 | \$4,153 | \$ (115) | \$12,302 |

LIQUIDITY MANAGEMENT Liquidity represents an institution's ability to generate cash or otherwise obtain funds at reasonable rates to satisfy commitments to borrowers as well as the demands of depositors and debtholders. Liquidity is managed through the coordination of the relative maturities of assets, liabilities and off-balance-sheet positions and is enhanced by the ability to raise funds in capital markets. Liquid assets consist of cash and due from banks, federal funds sold and resale agreements, interest-earning deposits with banks, trading account securities and securities available for sale. At March 31, 1994, such assets totaled $\$ 13.5$ billion. Liquidity is also provided by securities that may be sold under agreements to repurchase, which totaled $\$ 6.8$ billion at March 31, 1994. In addition, several bank affiliates have access to funds as members of the Federal Home Loan Bank system.

Liquidity for the parent company and its nonbank affiliates is generated through the issuance of securities in public or private markets, lines of credit and dividends from subsidiaries. Under effective shelf registration statements at March 31, 1994, the Corporation has available $\$ 140$ million of debt, $\$ 300$ million of preferred stock and $\$ 550$ million of securities that may be issued as either debt or preferred stock. Additionally, the Corporation has a $\$ 150$ million unused committed line of credit. Funds obtained from any of these sources can be used for both bank and nonbank activities. In addition to current parent company funds, the funding for pending or potential acquisitions may include the issuance of instruments that qualify as regulatory capital, such as preferred stock or subordinated debt.

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PNC BANK CORP.

CORPORATE FINANCIAL REVIEW
SECURITIES $\square$
<TABLE>
<CAPTION>



At March 31, 1994, securities totaled $\$ 21.3$ billion and were comprised of $\$ 11.6$ billion of investment securities and $\$ 9.7$ billion of securities available for sale. The comparable amounts at year-end 1993 were $\$ 11.7$ billion and $\$ 11.4$ billion, respectively. The securities portfolio includes $\$ 16.0$ billion of collateralized mortgage obligations and mortgage-backed securities with an aggregate weighted-average expected maturity of 3 years and 3 months.

At March 31, 1994, the after-tax net unrealized loss related to securities available for sale totaled $\$ 92$ million, compared with a gain of $\$ 88$ million at year end.

FUNDING SOURCES

| <TABLE> <br> <CAPTION> |  |  |
| :---: | :---: | :---: |
|  | MARCH 31 | December 31 |
| IN MILLIONS | 1994 | 1993 |
| <S> | <C> | <C> |
| Deposits |  |  |
| Demand, savings and money market | \$19,114 | \$18,621 |
| Time | 13,886 | 14,494 |
| Total deposits | 33,000 | 33,115 |
| Borrowed funds |  |  |
| Repurchase agreements | 5,189 | 4,995 |
| Treasury, tax and loan | 4,601 | 3,414 |
| Federal funds purchased | 1,392 | 2,066 |
| Commercial paper | 431 | 514 |
| Other | 83 | 673 |
| Total borrowed funds | 11,696 | 11,662 |
| Notes and debentures | 10,286 | 9,585 |
| Total | \$54,982 | \$54,362 |

PNC BANK CORP.

Brokered deposits are included in the money market, certificates of deposit of $\$ 100,000$ or more, and other time categories. Such amounts totaled $\$ 3.4$ billion at March 31, 1994, compared with $\$ 4.1$ billion at December 31, 1993. Retail brokered deposits are issued or participated-out by brokers in denominations of $\$ 100,000$ or less and are fully insured. Such deposits represented 65.9 percent of the total at March 31, 1994, compared with 63.7 percent at year-end 1993. These deposits are expected to decline further in future periods as they mature and alternative funding sources are employed. At March 31, 1994, treasury, tax and loan borrowings increased \$1.2 billion from year-end 1993 due to relatively lower costs associated with such funds. During the quarter, the Corporation issued $\$ 700$ million of unsecured bank notes with maturities of one year.

Capital

The current economic and regulatory environment has placed an increased emphasis on capital strength. Acquisition capability, funding alternatives, new business activities, deposit insurance costs, and the level and nature of expanded regulatory oversight depend in large part on a banking institution's capital classification. At March 31, 1994, the capital position of each bank affiliate was classified as well capitalized.

<TABLE>
<CAPTION>
RISK-BASED CAPITAL AND LEVERAGE RATIOS
\begin{tabular}{|c|c|c|}
\hline IN MILLIONS, EXCEPT RATIOS & MARCH 31 1994 & December 31 1993 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{\multirow[t]{2}{*}{CAPITAL COMPONENTS}} \\
\hline & & \\
\hline Shareholders' equity & \$ 4,282 & \$ 4,325 \\
\hline Goodwill & (170) & (85) \\
\hline \multicolumn{3}{|l|}{Net unrealized securities (gains)} \\
\hline losses & 92 & (88) \\
\hline Total Tier I risk-based capital & 4,204 & 4,152 \\
\hline Subordinated debt & 554 & 554 \\
\hline \multicolumn{3}{|l|}{Eligible allowance for credit} \\
\hline losses & 538 & 547 \\
\hline Total risk-based capital & \$ 5,296 & \$ 5,253 \\
\hline \multicolumn{3}{|l|}{ASSETS} \\
\hline \multicolumn{3}{|l|}{Risk-weighted assets and off-} \\
\hline Average tangible assets & 58,796 & 52,923 \\
\hline \multicolumn{3}{|l|}{CAPITAL RATIOS} \\
\hline Tier I risk-based capital & 9.86\% & 9.57\% \\
\hline Total risk-based capital & 12.42 & 12.11 \\
\hline Leverage & 7.15 & 7.85 \\
\hline
\end{tabular}
</TABLE>
The minimum regulatory capital ratios are 4.00 percent for Tier I, 8.00 percent for total risk-based and 3.00 percent for leverage. However, regulators may require higher capital levels when a bank's particular circumstances warrant. The leverage capital ratio declined during the first quarter of 1994 , as a result of a full-period impact of the PNC Mortgage transaction and the United acquisition. Capital ratios are expected to decline slightly as a result of the First Eastern acquisition.

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PNC BANK CORP.



SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

PNC BANK CORP.



| Loans held for sale | 448 |
| :---: | :---: |
| 1 |  |
| Trading account securities (99) | (488) |
| Other | (153) |
| 40 |  |
| Net cash provided by operating activities | 32 |
| 111 |  |
|  |  |
| INVESTING ACTIVITIES |  |
| Net change in loans | (143) |
| 790 |  |
| Repayment |  |
| Securities available for sale | 955 |
| 272 |  |
| Investment securities | 1,216 |
| 1,108 |  |
| Sales |  |
| Securities available for sale | 6,166 |
| 7,361 |  |
| Investment securities | 26 |
| 11 |  |
| Loans | 537 |
| 48 |  |
| Foreclosed assets | 25 |
| 12 |  |
| Purchases |  |
| Securities available for sale | $(5,651)$ |
| $(5,798)$ |  |
| Investment securities | $(2,360)$ |
| $(2,828)$ |  |
| Loans | (10) |
| (222) |  |
| Net cash paid for acquisition | (129) |
| Other | 161 |
| $(1,093)$ |  |
| Net cash provided (used) by investing activities (339) | 793 |
|  |  |
| FINANCING ACTIVITIES |  |
| Net change in |  |
| Noninterest-bearing deposits (805) | (171) |
| Interest-bearing deposits | (508) |
| (494) |  |
| Federal funds purchased | (674) |
| 1,625 |  |
| Sale/issuance |  |
| Repurchase agreements | 38,805 |
| 54,403 |  |
| Commercial paper | 608 |
| 2,745 |  |
| Other borrowed funds | 25,983 |
| 6,915 |  |
| Notes and debentures | 820 |
| 1,056 |  |
| Common stock | 8 |
| 17 |  |
| Redemption/maturity |  |
| Repurchase agreements | $(38,611)$ |
| (53,092) |  |
| Commercial paper | (691) |
| $(2,775)$ |  |
| Other borrowed funds | $(25,386)$ |
| $(9,572)$ |  |
| Notes and debentures | (210) |
| (105) |  |
| Acquisition of treasury stock (3) | (4) |
| Cash dividends paid to shareholders (67) | (75) |
| - - ----------- |  |
| Net cash used by financing activities (152) | (106) |
| INCREASE (DECREASE) IN CASH AND DUE FROM BANKS (380) | 719 |

```
--------------------
    Cash and due from banks at end of period $ 2,536
$ 1,737
- - -------------------------------
</TABLE>
```

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

PNC BANK CORP.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Basis of Financial Statement Presentation
The consolidated financial statements have been prepared in accordance with generally accepted accounting principles and include the accounts of PNC Bank Corp. and its subsidiaries ("Corporation"), substantially all of which are wholly owned. In the opinion of management, the financial statements reflect all adjustments, which are of a normal recurring nature, necessary for a fair statement of the results for the interim periods presented.

In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ from such estimates.

The notes included herein should be read in conjunction with the consolidated financial statements included in the 1993 Annual Report.

Earnings per Common Share
Primary earnings per common share is calculated by dividing net income adjusted for preferred stock dividends declared by the sum of the weighted average number of shares of common stock outstanding and the number of shares of common stock which would be issued assuming the exercise of stock options during each period.

Fully diluted earnings per common share is based on net income adjusted for interest expense, net of tax, on outstanding convertible debentures and dividends declared on nonconvertible preferred stock. The weighted average number of shares of common stock outstanding is increased by the assumed conversion of outstanding convertible preferred stock and convertible debentures from the beginning of the year and the number of shares of common stock which would be issued assuming the exercise of stock options. Adjustments to net income and the weighted average number of shares of common stock outstanding are made only when such adjustments dilute earnings per common share.

Changes in Accounting Principles
SECURITIES Effective December 31, 1993, the Corporation adopted Statement of Financial Accounting Standards ("SFAS") No. 115, "Accounting for Certain Investments in Debt and Equity Securities." Securities are classified as investments and carried at amortized cost if management has the positive intent and ability to hold the securities to maturity. Securities purchased with the intention of recognizing short-term profits are placed in the trading account and are carried at market value. Securities not classified as investment or trading are designated securities available for sale and carried at fair value with unrealized gains and losses reflected in shareholders' equity. Prior to the adoption of SFAS No. 115, securities available for sale were carried at the lower of cost or fair value.

INCOME TAXES Effective January 1, 1993, the Corporation adopted SFAS No. 109, "Accounting for Income Taxes," which requires the use of the liability method to account for deferred income taxes. Under this method, deferred tax assets and liabilities are determined based on differences between financial reporting and tax bases of assets and liabilities and are measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. Previously, deferred income taxes were accounted for using the deferred method.

The cumulative effect of the change decreased net income in 1993 by $\$ 9.0$ million or $\$ .04$ per fully diluted share.

INTANGIBLE ASSETS Effective January 1, 1993, the Corporation changed its method of accounting for certain identifiable intangible assets, consisting primarily of purchased mortgage servicing rights. Such assets are accounted for at the lower of amortized cost or the estimated value of future net revenues on a disaggregated basis. The estimated value of these assets is determined by discounting the related expected future net cash flows at a rate no less than the original discount rate. Previously, cash flows were not discounted for this purpose.

PNC BANK CORP.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
The cumulative effect of the change decreased net income $\$ 10.4$ million or $\$ .04$ per fully diluted share.
Reclassifications
Certain prior period amounts have been reclassified to conform to reporting classifications utilized for the current reporting period. These reclassifications did not impact the Corporation's financial condition or results of operations.
Mergers and Acquisitions
On November 30, 1993, the Corporation consummated its acquisition of PNC Mortgage (formerly Sears Mortgage Banking Group) for $\$ 328$ million in cash, subject to certain post-closing adjustments. The transaction was recorded under the purchase method of accounting and the total assets of PNC Mortgage were $\$ 7.6$ billion at closing.
During the first quarter of 1994, the Corporation acquired United Federal Bancorp, Inc. ("United"), State College, Pennsylvania, for $\$ 156$ million in cash. The transaction was recorded under the purchase method of accounting and United's assets totaled $\$ 900$ million at closing.
During the third quarter of 1993, PNC Bank Corp. entered into an agreement to acquire First Eastern Corp. ("First Eastern"), Wilkes-Barre, Pennsylvania, which had total assets of $\$ 2.0$ billion at March 31, 1994 . Under the terms of the agreement, each share of First Eastern's common stock will be exchanged for $\$ 27.00$ in cash. The transaction has an indicated value of $\$ 330$ million and is expected to close in the second quarter of 1994 pending the approval of certain regulatory agencies.
Cash Flows
During the first three months of 1994 and 1993, interest paid on deposits and other contractual debt obligations totaled $\$ 422.1$ million and $\$ 286.3$ million, respectively, and applicable income taxes paid were $\$ 34.5$ million and $\$ 28.8$ million, respectively. Noncash investing activities consisted of transfers of loans to foreclosed assets aggregating $\$ 9.4$ million in 1994 and $\$ 11.5$ million in 1993.
Nonperforming Assets
Nonaccrual loans, restructured loans and foreclosed assets were as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & MARCH 31 & December 31 \\
\hline IN MILLIONS & 1994 & 1993 \\
\hline <S> & <C> & <C> \\
\hline Nonaccrual loans & \$355 & \$356 \\
\hline Restructured loans & 9 & 28 \\
\hline Total nonperforming loans & 364 & 384 \\
\hline Foreclosed assets & 157 & 170 \\
\hline Total nonperforming assets & \$521 & \$554 \\
\hline
\end{tabular}
</TABLE>
Allowance for Credit Losses
The following table presents changes in the allowance for credit losses:
<TABLE>
<CAPTION>

| IN MILLIONS | 1994 | 1993 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Balance at January 1 | \$972 | \$897 |
| Charge-offs | (38) | (63) |
| Recoveries | 15 | 16 |
| Net charge-offs | (23) | (47) |
| Provision for credit losses | 25 | 61 |
| Acquisition | 6 |  |
| Balance at March 31 | \$980 | \$911 |

## </TABLE>

Notes and Debentures

During the first quarter of 1994, certain bank subsidiaries issued $\$ 700$ million of unsecured bank notes with maturities of one year and rates ranging from 3.50 percent to 3.55 percent.

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PNC BANK CORP.

AVERAGE CONSOLIDATED BALANCE SHEET AND NET INTEREST ANALYSIS





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PNC BANK CORP.
$\qquad$
CORPORATE INFORMATION

## Stock Listing

PNC Bank Corp.'s common stock is traded on the New York Stock Exchange (NYSE)
under the symbol PNC.
Registrar and Transfer Agent

Chemical Bank
J. A. F. Building P.O. Box 3068

New York, New York 10116-3068
800-982-7652
Inquiries
INDIVIDUAL SHAREHOLDERS SHOULD CONTACT:
The PNC Bank Hotline at 800-982-7652 or Shareholder Relations at 800-843-2206.
ANALYSTS AND INSTITUTIONAL INVESTORS SHOULD CONTACT:
William H. Callihan, Vice President,
Investor Relations at 412-762-8257.
NEWS MEDIA REPRESENTATIVES AND OTHERS SEEKING
GENERAL INFORMATION SHOULD CONTACT:
Jonathan Williams, Vice President,
Media Relations at 412-762-4550.
FORM 10-Q:
The Quarterly Report on Form 10-Q is filed with the Securities and Exchange
Commission. Copies of this report, excluding exhibits, may be obtained without
charge by writing to Samuel R. Patterson, Senior Vice President, Financial
Reporting, at corporate headquarters.
Corporate Headquarters
PNC Bank Corp.
One PNC Plaza

## Fifth Avenue and Wood Street

Pittsburgh, Pennsylvania 15265
Stock Prices/Dividends Declared
The table below sets forth the range of high and low sale prices for PNC Bank Corp. common stock and the respective dividends declared per common share by quarter.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{Daily Sale Prices} & \multirow[b]{3}{*}{Dividends Declared} \\
\hline & & & \\
\hline & High & Low & \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{1994 QUARTER} \\
\hline FIRST & \$29.875 & \$25.250 & \$ . 320 \\
\hline \multicolumn{4}{|l|}{1993 Quarter} \\
\hline First & \$35.000 & \$27.000 & \$ . 285 \\
\hline Second & 36.125 & 29.750 & . 285 \\
\hline Third & 32.750 & 28.500 & . 285 \\
\hline Fourth & 31.125 & 27.625 & . 320 \\
\hline Total & & & \$1.175 \\
\hline
\end{tabular}
</TABLE>
Dividend Reinvestment and
Stock Purchase Plan

PNC Bank Corp.'s dividend reinvestment and stock purchase plan enables shareholders 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.

