PNC BANK CORP.
For the quarterly Report on Form 10-Q
Page 1 represents a portion of the first quarter 1997 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 28.
Financial
HIGHLIGHTS

<TABLE>
<CAPTION>
As of or for the three months ended March 31
\begin{tabular}{|c|c|}
\hline <S> & <C> \\
\hline <C> & \\
\hline FINANCIAL PERFORMANCE (dollars in thousands, except per share data) & \\
\hline Revenue & \\
\hline Net interest income (taxable-equivalent basis) & \$637,283 \\
\hline \$616,108 & \\
\hline Noninterest income & 425,116 \\
\hline 321,562 & \\
\hline Total revenue & 1,062,399 \\
\hline 937,670 & \\
\hline Net income & 266,309 \\
\hline 238,320 & \\
\hline Per common share & \\
\hline Fully diluted earnings & . 80 \\
\hline . 69 & \\
\hline Book value & 16.45 \\
\hline 16.88 & \\
\hline Cash dividends declared & . 37 \\
\hline
\end{tabular}
. 35
SELECTED RATIOS
Performance
Return on
Average common shareholders' equity 19.48\%
16.65\%

Average assets 1.54
1.34

Net interest margin 3.98
3.73

After-tax profit margin 25.07
25.42

Efficiency ratio 59.88
60.32

Capital
Leverage 7.17
6.90

Risk-based
Tier I
8.18

Total
10.95
11.70

Common shareholders' equity to assets 7.25
7.94

Asset quality
Net charge-offs to average loans .47
.28
Nonperforming assets to loans and foreclosed assets . 82
1.10

Allowance for credit losses to loans 2.13
2.51

Allowance for credit losses to nonperforming loans 346.11
328.88
\begin{tabular}{lr} 
AVERAGE BALANCES (in millions) & \\
Assets & \\
\(\$ 71,733\) & \(\$ 70,301\) \\
Earning assets \\
65,705 & 63,825 \\
Loans, net of unearned income & 51,922
\end{tabular}
oans, net of unearned income 51,922 48,625
\begin{tabular}{|c|c|}
\hline Securities & 10,089 \\
\hline 14,818 & \\
\hline Deposits & 44,133 \\
\hline 45,553 & \\
\hline Borrowed funds & 18,594 \\
\hline 18,891 & \\
\hline Shareholders' equity & 5,758 \\
\hline 5,764 & \\
\hline Common shareholders' equity & 5,442 \\
\hline 5,747 & \\
\hline PERIOD-END BALANCES (in millions) & \\
\hline Assets & 71,166 \\
\hline 72,668 & \\
\hline Earning assets & 64,255 \\
\hline 66,041 & \\
\hline Loans, net of unearned income & 52,575 \\
\hline 48,800 & \\
\hline Securities & 9,593 \\
\hline 14,692 & \\
\hline Deposits & 44,902 \\
\hline 45,621 & \\
\hline Borrowed funds & 18,547 \\
\hline 19,452 & \\
\hline Shareholders' equity & 5,478 \\
\hline 5,786 & \\
\hline Common shareholders' equity & 5,162 \\
\hline 5,769 & \\
\hline
\end{tabular}

PNC BANK CORP. 1

Financial

REVIEW

This Financial Review should be read in conjunction with the PNC Bank Corp. and subsidiaries ("Corporation" or "PNC Bank") unaudited Consolidated Financial Statements included herein and the Corporate Financial Review and audited Consolidated Financial Statements included in the Corporation's 1996 Annual Report.
<TABLE>
<CAPTION>
TABLE OF CONTENTS Page
- --------------------------------------------------------------------------
<S>

FINANCIAL REVIEW
Overview 2
Line of Business Review 5
Consolidated Income Statement Review 10
Balance Sheet Review 12
Risk Management 15
\(\begin{array}{ll}\text { Financial Derivatives } & 18\end{array}\)
CONSOLIDATED FINANCIAL STATEMENTS 20
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS 23
AVERAGE CONSOLIDATED BALANCE SHEET AND
NET INTEREST ANALYSIS 26
QUARTERLY REPORT ON FORM 10-Q 28
CORPORATE INFORMATION 29

</TABLE>
OVERVIEW
PNC BANK CORP. The Corporation is one of the largest diversified financial
services companies in the United States and operates five lines of business:
Consumer Banking, Corporate Banking, Real Estate Banking, Mortgage Banking and
Asset Management. Each line of business focuses on specific customer segments
and offers financial products and services in PNC Bank's primary geographic
locations in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky and
nationally through retail distribution networks and alternative delivery
channels.
PNC Bank also has the exclusive right to offer financial products and services
to the American Automobile Association's ("AAA") 34 million members. Through AAA Financial Services, the Corporation markets these products and services to AAA members throughout the United States utilizing alternative distribution channels.

SUMMARY FINANCIAL RESULTS Net income for the first three months of 1997 was \(\$ 266\) million or \(\$ 0.80\) per fully diluted share compared with \(\$ 238\) million and \(\$ 0.69\) per fully diluted share, respectively, a year ago. Returns on average common shareholders' equity and average assets were \(19.48 \%\) and \(1.54 \%\), respectively, compared with \(16.65 \%\) and \(1.34 \%\) a year ago.

Total revenue for the first quarter of 1997 increased \(13.3 \%\) compared with the first quarter of 1996. Taxable-equivalent net interest income increased \(3.4 \%\) to \(\$ 637\) million as the net interest margin widened 25 basis points in the comparison to \(3.98 \%\). These increases primarily result from a higher-yielding earning asset mix and a lower cost of funds. Noninterest income increased \(32 \%\) in the quarter-to-quarter comparison to \(\$ 425\) million for the first three months of 1997. The increase was broad-based, led by strong growth in asset management, mutual fund servicing, treasury management and capital markets fees. The quarter also benefited from securitization income, securities gains and higher venture capital income.

Operating expenses increased \(\$ 70\) million in the first three months of 1997 compared with the same period of 1996 . The increase was primarily due to marketing and servicing costs associated with AAA-related businesses. The efficiency ratio improved to \(59.9 \%\) for the first three months of 1997 compared with 60.3\% a year ago.

At March 31, 1997, total assets were \(\$ 71.2\) billion. Compared with the first quarter of 1996, average earning assets declined \(\$ 1.9\) billion to \(\$ 63.8\) billion. The decline was primarily due to reductions in the securities portfolio partially offset by loan growth and the purchase of AAA credit card portfolios. Average loans increased \(\$ 3.3\) billion to \(\$ 51.9\) billion, representing \(81.4 \%\) of average earning assets compared with \(74.0 \%\) a year ago. Excluding the credit card portfolio purchases, average loans grew at an annual rate of \(3.8 \%\).

PNC BANK CORP. 2

Asset quality and coverage ratios remained strong. The ratio of nonperforming assets to loans and foreclosed assets was. \(82 \%\) at the end of the first quarter of 1997 compared with \(1.10 \%\) a year ago. As a percent of nonperforming loans and total loans, the allowance for credit losses was \(346 \%\) and \(2.13 \%\), respectively, at March 31, 1997. Annualized net charge-offs for the first quarter of 1997 were . 47\% of average loans compared with . \(28 \%\) for the first quarter of 1996.

During the first quarter of 1997, PNC Bank continued to aggressively pursue capital management initiatives. The Corporation repurchased 12.4 million shares of common stock and, in April, the board of directors authorized the repurchase of up to 15 million additional common shares through March 31, 1998.

Management believes the Corporation is well positioned to achieve continued increases in earnings per share in 1997. Revenue growth is anticipated from consumer initiatives, primarily AAA-related, and continued expansion of fee-based businesses. Expenses are expected to increase primarily due to additional investments associated with the nationwide rollout of products and services to AAA members. Management expects modest loan loss provisions throughout 1997 and anticipates earnings per share will continue to benefit from common share repurchases.

BUSINESS STRATEGIES Financial services providers are challenged by intense competition, pricing pressures and deregulation. Loan pricing and credit standards are under competitive pressure as lenders seek to deploy capital and a broader range of borrowers have access to capital markets. Traditional deposit activities are subject to pricing pressures and customer migration as banks and other financial services companies compete for consumer investment dollars.

PNC Bank's strategies are focused on altering the traditional business mix by investing in businesses with more attractive growth characteristics. Traditional businesses, such as branch banking and corporate lending have moderate revenue growth expectations, higher distribution costs and require significant amounts of capital to support balance sheet leverage. Conversely, businesses such as Asset Management, Mutual Fund Servicing, Private Banking, Treasury Management and Capital Markets, have more attractive growth characteristics, are less capital intensive and generate revenues that are primarily fee based.

In CONSUMER BANKING, which contributed \(50 \%\) of total line of business earnings in the first quarter of 1997, changes in consumer preferences and technological advancements are transforming the way consumer products and services are delivered. Traditional delivery channels, such as retail branches, are being reduced and replaced with more technologically-advanced, cost-efficient means such as telebanking, automated teller machines ("ATM") and on-line banking
through personal computers. Investments in alternative delivery channels allow PNC Bank to reduce costs and expand the geographic scope of the Corporation's markets.

AAA Financial Services offers financial products and services to AAA's 34 million members nationwide. This initiative represents a unique opportunity to market consumer products and services to a significant customer base with attractive demographic characteristics.

CORPORATE BANKING, which accounted for \(30 \%\) of total line of business earnings in the first quarter, traditionally relied on balance sheet leverage. Traditional spread-based lending requires high capital levels and is under intense competition from banks and nonbanks seeking opportunities to extend credit in a market with narrowing net interest spreads. In this environment, PNC Bank aggressively manages capital to generate more appropriate returns employing various techniques such as measuring risk-adjusted customer profitability and using off-balance-sheet financing alternatives.

Corporate Banking is also focused on expanding fee-based revenue by developing products and services as alternatives to spread-based business. These include syndication, treasury management, interest rate risk management and capital markets. Corporate Banking also provides a full range of leasing and commercial finance products as alternatives to traditional financings.

PNC BANK CORP.
Financial

\section*{REVIEW}

The ASSET MANAGEMENT business, with \(\$ 115\) billion in managed assets, is among the largest in the country. It is the second largest U.S. bank manager of mutual funds and one of the largest mutual fund service providers. Asset Management's initiatives focus on expanding product marketing and distribution channels for investment products and leveraging mutual fund servicing capabilities. PFPC Inc., the mutual fund servicing business, specializes in providing institutional customers with custom designed products and custody, transfer agent, accounting and administrative services.

Compass Capital Funds(SM) ("Compass"), PNC Bank's proprietary mutual fund family, with approximately \(\$ 12\) billion in assets, provides institutional and individual investors with a full range of equity, bond and money market investment options. The funds are offered throughout the Corporation's retail branch network and marketed nationally through agreements with over 70 brokerage firms. Barron's/Lipper Analytical Services ranked Compass sixth best for its overall performance in 1996 among the 63 mutual fund families ranked.

REAL ESTATE BANKING has consistently been a leading provider of credit services to the real estate industry. This line of business is challenged by competitive lending pressures and disintermediation as nonbank competitors increasingly enter the market. In this environment, Real Estate Banking is focused on enhancing financial performance through business cycles by reducing reliance on balance sheet leverage, expanding fee-based revenue and enhancing distribution capabilities. Targeted growth areas include treasury management, loan syndication, commercial mortgage-backed securitizations and private debt placements.

MORTGAGE BANKING remains a highly-fragmented, commodity-based business requiring an efficient infrastructure and increasingly higher volumes. To remain competitive and produce appropriate returns, the Mortgage Banking line of business is focused on reducing costs by consolidating back office operations and utilizing technology to enhance origination and operating platform efficiencies. Mortgage Banking continues to expand origination capabilities by leveraging the Corporation's distribution network and private banking capabilities and by expanding the retail distribution network.

FORWARD-LOOKING STATEMENTS PNC Bank has made, and may continue to make, various forward-looking statements with respect to earnings per share, AAA Financial Services, credit quality, corporate objectives and other financial and business matters. The Corporation cautions that these forward-looking statements are subject to numerous assumptions, risks and uncertainties, all of which change over time. Actual results could differ materially from forward-looking statements.

In addition to factors previously disclosed by the Corporation and factors identified elsewhere in this Financial Review, the following factors, among others, could cause actual results to differ materially from such forward-looking statements: continued pricing pressures on loan and deposit products; success and timing of AAA and other business strategies; extent and timing of capital management actions; competition; changes in economic conditions; the extent and timing of actions of the Federal Reserve Board; continued customer disintermediation; customers' acceptance of PNC Bank's products and services; and the extent and timing of legislative and regulatory actions and reforms.

Return on


The Corporation operates five lines of business: Consumer Banking, Corporate Banking, Real Estate Banking, Mortgage Banking and Asset Management. Financial results for these lines of business are derived from the Corporation's management accounting system.

The management accounting process uses various methods of balance sheet and income statement allocations and transfers 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. Line of business information is based on management accounting practices which conform to and support PNC Bank's management structure and is not necessarily comparable with similar information for any other financial services institution. Allocations and transfers may change from time to time as the management accounting system is enhanced and business or product lines change.

The financial results presented herein reflect each line of business as if it operated on a stand-alone basis. Securities or borrowings, and related interest rate spread, have been assigned to each line of business based on the net asset or liability position. Consumer Banking was a net generator of funds and, accordingly, was assigned securities, while the other lines of business received an assignment of borrowings as net asset generators.

Capital is assigned to each business unit based on management's assessment of inherent risks and equity levels at independent companies that provide similar products and services. Capital assignments are not equivalent to regulatory capital guidelines and the total amount assigned will vary from consolidated shareholders' equity.

Total line of business financial results differ from consolidated financial results primarily due to asset/liability management activities, unallocated provision for credit losses and certain other unallocated items.

Asset/liability management activities reflect the residual of the assignment of wholesale assets and liabilities to the lines of business. This category also includes securities transactions and the impact of financial derivatives used for interest rate risk management. The line of business provisions for credit losses are a charge or credit to earnings to reflect current loss experience. The difference between these provisions and the consolidated provision is unallocated.

services.

Consumer Banking earnings accounted for \(50 \%\) of total line of business earnings
in the first quarter of 1997 compared with \(55 \%\) in the year-earlier period.
Earnings for the first quarter of 1997 increased \(\$ 6\) million or \(5 \%\) due to
improved results in Private Banking. An increase in loans, higher brokerage revenue and new trust business contributed to the increase in Private Banking earnings to \(\$ 21\) million for the quarter.

Community Banking's earnings were flat in the comparison as increased
marketing, servicing and other costs associated with investments in AAA-related
initiatives offset the benefit of higher consumer service fees and securitization income.

Throughout 1997, the Corporation expects to continue aggressively marketing products and services to AAA members, primarily credit card related. Due to these upfront costs and incentives offered to new customers, management expects costs associated with these initiatives will exceed related revenues in 1997 by approximately \(\$ 30\) million to \(\$ 40\) million.

PNC BANK CORP. 6
<TABLE>
<CAPTION>

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline PERFORMANCE RATIOS & & & & & & & \\
\hline After-tax profit margin 34\% & 42\% & 34\% & 24\% & 27\% & 55\% & 58\% & 39\% \\
\hline Efficiency & 42 & 47 & 55 & 53 & 11 & 7 & 42 \\
\hline 46 & & & & & & & \\
\hline Return on assigned capital 12 & 16 & 12 & 8 & 8 & 40 & 41 & 15 \\
\hline
\end{tabular}

\section*{\(=========\)
\(==========\)}
</TABLE>

The Corporate Banking line of business includes: Commercial Banking which serves commercial and middle market customers with annual sales of \(\$ 5\) million to \(\$ 250\) million and customers in certain specialized industries regardless of size; Large Corporate which serves customers with annual sales of more than \(\$ 250\) million; and Equity Management which makes venture capital investments.

The results for the first quarter of 1997 reflect the transfer of certain specialized industry loans and deposits from Large Corporate to Commercial Banking. Information for 1996 has not been restated for this transfer.

Corporate Banking contributed \(30 \%\) of total line of business earnings in the first quarter of 1997 compared with \(26 \%\) in the same period of 1996. Earnings increased \(\$ 19\) million or \(31 \%\) primarily due to higher revenue from treasury management, capital markets and corporate finance activities. Earnings also benefited from a credit to the allocated provision for credit losses as problem loans declined.

Commercial Banking earnings increased 42\% in the comparison primarily due to growth in treasury management fees and a higher credit to the allocated provision for credit losses. Large Corporate earnings declined partially due to the transfer of certain specialized industry loans and deposits and an increase in operating expenses associated with treasury management and capital markets initiatives.

Management expects revenue in this line of business to be generated increasingly from fee-based sources such as treasury management, capital markets and corporate finance. Corporate Banking's capital markets capabilities continue to be expanded to meet the changing needs of customers. The Corporation has also expanded product capabilities in the merger and acquisition advisory, private placement, interest rate risk management and leasing product areas.

PNC BANK CORP. 7
Financial
REVIEW
<TABLE>
<CAPTION>
REAL ESTATE BANKING
Three months ended March 31 - dollars in millions
< ----
<S>
INCOME STATEMENT
Net interest income
Noninterest income
Total revenue
\begin{tabular}{lll} 
After-tax profit margin & \(46 \%\) & \(41 \%\) \\
Efficiency & 28 & 32 \\
Return on assigned capital & 14 & 11 \\
\(===================================================================\)
\end{tabular}
</TABLE>
Real Estate Banking serves national, regional and local real estate developers, owners, property managers and mortgage bankers by providing credit and non-credit services, commercial mortgage securitization, private debt placements and treasury management services.

Real Estate Banking contributed 7\% of total line of business earnings in the first three months of 1997 and 1996. Earnings increased \(\$ 4\) million or \(25 \%\) in the comparison due to a 10\% increase in revenue, driven by higher commercial mortgage securitization and debt placement fees, and a lower provision for credit losses.

Real Estate Banking has traditionally been driven by balance sheet leverage and required significant levels of assigned capital. A key initiative in this line of business is to alter the business mix to reduce leverage and improve returns by expanding fee-based services such as treasury management, interest rate risk management and debt placement activities.
<TABLE>
<CAPTION>
MORTGAGE BANKING
\begin{tabular}{|c|c|c|}
\hline Three months ended March 31 & 1997 & 1996 \\
\hline <S> & <C> & \\
\hline INCOME STATEMENT & & \\
\hline Net interest income & \$58 & \$51 \\
\hline Noninterest income & 35 & 40 \\
\hline Total revenue & 93 & 91 \\
\hline Provision for credit losses & 1 & 1 \\
\hline Noninterest expense & 64 & 66 \\
\hline Pretax earnings & 28 & 24 \\
\hline Income taxes & 11 & 9 \\
\hline Earnings & \$17 & \$15 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
Loans
Other assets

Total assets
\begin{tabular}{|c|c|}
\hline \$12,012 & \$11,186 \\
\hline 2,207 & 2,119 \\
\hline \$14,219 & \$13,305 \\
\hline \$2,032 & \$2,423 \\
\hline 11,554 & 10,305 \\
\hline 633 & 577 \\
\hline \$14,219 & \$13,305 \\
\hline
\end{tabular}

PERFORMANCE RATIOS
\begin{tabular}{lll} 
After-tax profit margin & \(19 \%\) & \(17 \%\) \\
Efficiency & 68 & 72 \\
Return on assigned capital & 11 & 10
\end{tabular}

\section*{</TABLE>}

Mortgage Banking activities include acquisition, origination, securitization and servicing of residential mortgages, as well as retention of selected loans in the portfolio.

Mortgage Banking contributed \(6 \%\) of total line of business earnings in the first three months of 1997 and 1996. A reduction in expenses more than offset the decline in fee income associated with lower origination volumes. During the first three months of 1997, the Corporation funded \(\$ 1.1\) billion of residential mortgages with \(68 \%\) representing new financings. The comparable amounts were \(\$ 1.4\) billion and 54\%, respectively, in the first three months of 1996. The decline in noninterest expenses reflects the benefits of technology-related efficiencies in the loan origination and servicing functions and lower amortization of mortgage servicing rights ("MSR"). Mortgage Banking results reflect the impact of significant noncash expense items such as MSR amortization. Excluding the effect of these items, cash returns currently exceed the Corporation's required return for this line of business.
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{\multirow[t]{2}{*}{\begin{tabular}{l}
<CAPTION> \\
MORTGAGE SERVICING PORTFOLIO
\end{tabular}}} \\
\hline & & \\
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$39,543 & \$37,299 \\
\hline Originations & 1,090 & 1,378 \\
\hline Purchases & 1,312 & 3,516 \\
\hline Repayments & \((1,212)\) & \((1,638)\) \\
\hline Sales & (39) & (25) \\
\hline March 31 & \$40,694 & \$40,530 \\
\hline
\end{tabular}
</TABLE>
At March 31, 1997, PNC Bank's mortgage servicing portfolio totaled \$40.7
billion, had a weighted-average coupon of \(7.91 \%\) and an estimated fair value of
\(\$ 517\) million. The servicing portfolio included \(\$ 30.4\) billion of loans serviced for others. Capitalized MSR totaled \(\$ 344\) million at March 31, 1997.

The value of MSR is affected, in part, by changes in interest rates. If interest rates decline and the rate of prepayment increases, the underlying servicing fees and related MSR value would also decline. In a period of rising interest rates, a converse relationship would exist. The Corporation seeks to manage this risk by using financial instruments whose values move in the opposite direction of MSR value changes.
<TABLE>
<CAPTION>

ASSET MANAGEMENT
Three months ended March 31 -
------
dollars in million
1996


INCOME STATEMENT
Advisory, processing and other fee income
\(\$ 80\)
Net interest income
1

PERFORMANCE RATIOS
\begin{tabular}{|c|c|c|c|c|c|}
\hline After-tax profit margin & 17\% & 14\% & 22\% & 22\% & 19\% \\
\hline 17\% & & & & & \\
\hline Efficiency & 72 & 77 & 65 & 65 & 69 \\
\hline 73 & & & & & \\
\hline Return on assigned capital & 31 & 27 & 45 & 42 & 36 \\
\hline
\end{tabular}

Return on assigned capital
32
====
</TABLE>

The Asset Management line of business includes: Investment Management and Mutual Fund Servicing. Investment Management provides liquidity, fixed income, and equity advisory services to institutional, family wealth and retail clients. Mutual Fund Servicing provides accounting, administration, transfer and custody services to financial institutions and integrated banking services to the brokerage community.

Asset Management contributed \(7 \%\) of total line of business earnings in the first three months of 1997 compared with \(6 \%\) in the year-earlier period. Earnings increased \(\$ 4\) million or \(29 \%\) in the comparison. Fee income increased \(16 \%\) due to an increase in assets under administration driven by new business and market appreciation. Noninterest expense increased primarily due to incremental costs associated with servicing new business.

Assets under administration increased \(\$ 42\) billion in the quarter-to-quarter comparison to \(\$ 346\) billion at March 31, 1997. Managed assets totaled \(\$ 115\) billion at March 31, 1997 compared with \(\$ 103\) billion a year ago. At March 31, 1997, the composition of managed assets was \(46 \%\) fixed income, \(29 \%\) liquidity management and \(25 \%\) equity.

PNC BANK CORP. 9
Financial
REVIEW
PFPC Inc., the Corporation's mutual fund servicing operation, specializes in providing institutional customers with custom designed products and custody, transfer agent, accounting and administrative services. Information with respect to assets and accounts serviced follows.
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline March 31 & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Assets (billions)} \\
\hline Custody & \$203 & \$179 \\
\hline Accounting/administration & 138 & 116 \\
\hline \multicolumn{3}{|l|}{Accounts (millions)} \\
\hline Shareholder & 4.5 & 4.0 \\
\hline Checking and credit/debit card & 1.7 & 1.5 \\
\hline
\end{tabular}

</TABLE>
Revenue from investment management and mutual fund servicing is included in Asset Management. Revenue from marketing asset management products and services to consumers is included in the Consumer Banking line of business. The following table sets forth revenue and earnings included in each line of business.

ASSET MANAGEMENT REVENUE AND EARNINGS
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline Three months ended & Revenue & Earnings \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{1997} \\
\hline Asset Management & \$95 & \$18 \\
\hline Consumer Banking & 54 & 13 \\
\hline Total & \$149 & \$31 \\
\hline \multicolumn{3}{|l|}{1996} \\
\hline Asset Management & \$81 & \$14 \\
\hline Consumer Banking & 50 & 10 \\
\hline Total & \$131 & \$24 \\
\hline
\end{tabular}

Asset Management revenue is primarily affected by the volume of new business, the value of assets managed and serviced, investment performance and financial market conditions. Revenue may be positively affected by strong investment performance or improving financial markets. Conversely, declining performance or deteriorating financial markets may have an adverse effect on revenue.

CONSOLIDATED INCOME STATEMENT REVIEW
Highlights of the consolidated results of operations for the first quarter of 1997 and 1996 were as follows:

INCOME STATEMENT HIGHLIGHTS
<TABLE>
<CAPTION>
Three months ended March 31 - in millions 19971996 Change
-
\begin{tabular}{|c|c|c|c|}
\hline <S> & <C> & <C> & <C> \\
\hline Net interest income (taxable-equivalent basis) & \$637 & \$616 & \$21 \\
\hline Provision for credit losses & 10 & & 10 \\
\hline Noninterest income before net securities gains & 409 & 319 & 90 \\
\hline Net securities gains & 16 & 3 & 13 \\
\hline Noninterest expense & 636 & 566 & 70 \\
\hline Income taxes & 143 & 125 & 18 \\
\hline Net income & 266 & 238 & 28 \\
\hline
\end{tabular}
</TABLE>

Taxable-equivalent net interest income increased \(\$ 21\) million or \(3.4 \%\) for the first three months of 1997 and the net interest margin widened 25 basis points to \(3.98 \%\) compared with \(3.73 \%\) in the prior-year period. Net interest income increased due to a \(\$ 2.1\) billion increase in average credit card loans and lower funding costs attributable to a decline in interest rates. These benefits were partially offset by a reduction in the securities portfolio. The net interest margin improvement reflects a higher-yielding earning asset mix combined with lower rates paid.

PNC BANK CORP. 10
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<TABLE>
```
<CAPTION>
Yields/Rates
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline in millions Change & 1997 & 1996 & Change & 1997 & 1996 & Change & 1997 & 1996 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline <C> & & & & & & & & \\
\hline Interest-earning assets Securities & \$10,089 & \$14,818 & \$ (4,729) & \$158 & \$240 & \$ (82) & 6.27\% & 6.48\% \\
\hline (21) bp & \$10,089 & \$14,818 & \$(4,729) & \$158 & \$240 & \$(82) & 6.27\% & 6.48\% \\
\hline Loans, net of unearned income 10 & 51,922 & 48,625 & 3,297 & 1,061 & 987 & 74 & 8.20 & 8.10 \\
\hline Other interest-earning assets
\[
10
\] & 1,814 & 2,262 & (448) & 30 & 37 & (7) & 6.68 & 6.58 \\
\hline Total interest-earning assets/ interest income & 63,825 & 65,705 & \((1,880)\) & 1,249 & 1,264 & (15) & 7.86 & 7.69 \\
\hline 17 & & & & & & & & \\
\hline Noninterest-earning assets & 6,476 & 6,028 & 448 & & & & & \\
\hline Total assets & \$70,301 & \$71,733 & \$ (1, 432) & & & & & \\
\hline Interest-bearing liabilities Deposits & \$34,533 & \$35,872 & \$ \((1,339)\) & 346 & 371 & (25) & 4.06 & 4.16 \\
\hline (10) Borrowed funds & 18,594 & 18,891 & (297) & 266 & 277 & (11) & 5.76 & 5.88 \\
\hline (12) & & & & & & & & \\
\hline \begin{tabular}{l}
Total interest-bearing \\
liabilities/interest expense
\end{tabular} & 53,127 & 54,763 & \((1,636)\) & 612 & 648 & (36) & 4.66 & 4.75 \\
\hline
\end{tabular}
(9)
-------------

Noninterest-bearing liabilities,
capital securities and
shareholders' equity
\begin{tabular}{ccc}
17,174 & 16,970 & 204 \\
\$70, 301 & \(\$ 71,733\) & \(\$(1,432)\) \\
\(===========================\)
\end{tabular}

Total liabilities and
shareholders' equity
\(=========================\)
\begin{tabular}{|c|c|c|c|c|c|}
\hline Interest rate spread 26 & & & & 3.20 & 2.94 \\
\hline Impact of noninterest-bearing sources (1) & & & & . 78 & . 79 \\
\hline Net interest income & \$637 & \$616 & \$21 & 3.98\% & 3.73\% \\
\hline
\end{tabular}

25 bp
=========
</TABLE>

Net interest income and margin depend on a number of factors including the volume and composition of earning assets and related yields as well as associated funding costs. In the first three months of 1997, loans comprised 81.4\% of average earning assets. Accordingly, loan growth and the related yields earned have a significant impact on net interest income. During the first quarter of 1997, overall loan growth was modest and pricing pressure within the Corporation's traditional banking activities continued. Funding cost is affected by the composition of and rates paid on various funding sources. Average deposits comprised \(62.8 \%\) of PNC Bank's total sources of funding with the remainder comprised of wholesale funding obtained at prevailing market rates. The ability to attract and retain deposits will continue to be affected by competition and customer preferences for higher yielding products, such as mutual funds.

PROVISION FOR CREDIT LOSSES The provision for credit losses was \(\$ 10\) million in the first quarter of 1997 compared with no provision a year ago. Asset quality remained strong. However, PNC Bank's loan portfolio is comprised of an
increasingly larger proportion of consumer loans, primarily credit cards, which have inherently higher charge-offs. Accordingly, the Corporation anticipates it will continue to record provisions for credit losses throughout 1997.

PNC BANK CORP. 11
Financial
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{REVIEW} \\
\hline \multicolumn{5}{|l|}{<TABLE>} \\
\hline \multicolumn{5}{|l|}{<CAPTION>} \\
\hline NONINTEREST INCOME & & & \multicolumn{2}{|c|}{Change} \\
\hline Three months ended March 31 - & & & & \\
\hline dollars in millions & 1997 & 1996 & Amount & Percent \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Asset management} \\
\hline \multicolumn{5}{|l|}{Asset management and} \\
\hline Mutual fund servicing & 33 & 28 & 5 & 17.9 \\
\hline Total asset management & 140 & 121 & 19 & 15.7 \\
\hline \multicolumn{5}{|l|}{Service fees} \\
\hline Deposit & 81 & 65 & 16 & 24.6 \\
\hline Credit card and merchant services & 19 & 9 & 10 & 111.1 \\
\hline \multicolumn{5}{|l|}{Corporate finance and} \\
\hline Consumer services & 17 & 13 & 4 & 30.8 \\
\hline Brokerage & 13 & 14 & (1) & (7.1) \\
\hline Insurance & 9 & 7 & 2 & 28.6 \\
\hline Other & 11 & 9 & 2 & 22.2 \\
\hline Total service fees & 167 & 130 & 37 & 28.5 \\
\hline \multicolumn{5}{|l|}{Mortgage banking} \\
\hline Servicing & 28 & 29 & (1) & (3.4) \\
\hline Marketing & 3 & 7 & (4) & (57.1) \\
\hline Sale of servicing & 1 & & 1 & NM \\
\hline Total mortgage banking & 32 & 36 & (4) & (11.1) \\
\hline Other & 70 & 32 & 38 & 118.8 \\
\hline Total noninterest income before net securities gains & 409 & 319 & 90 & 28.2 \\
\hline Net securities gains & 16 & 3 & 13 & NM \\
\hline Total & \$425 & \$322 & \$103 & 32.0\% \\
\hline
\end{tabular}
</TABLE>
NM - not meaningful
Noninterest income before net securities transactions totaled \(\$ 409\) million in the first three months of 1997, an increase of \(28.2 \%\) compared with the prior year.

The increases in asset management and service fees reflect continuing emphasis on expanding fee-based revenue. Asset management benefited from new business and market appreciation. Service fees exhibited strong growth in nearly all categories. Deposit fees increased \(\$ 16\) million due to a revised fee structure and higher treasury management revenue. The \(\$ 10\) million increase in credit card and merchant services fees reflects increases in the credit card portfolio and the July 1996 termination of a third party alliance.

Mortgage banking revenue declined primarily due to lower origination volumes as

Other noninterest income increased in the comparison primarily due to \$23
million of asset securitization income.

</TABLE>
NM - not meaningful

Noninterest expense increased $\$ 70$ million to $\$ 636$ million in the first quarter of 1997 primarily due to $\$ 45$ million of marketing, servicing and other costs associated with AAA-related businesses. The remaining increase was due to higher incentive compensation commensurate with revenue growth, a special employee appreciation award and the cost of capital securities issued in the fourth quarter of 1996. Average full-time equivalent employees were 24,545 for the first three months of 1997, a decline of 625 in the comparison primarily reflecting the integration of Midlantic. The efficiency ratio was $59.9 \%$ for the first quarter of 1997.

BALANCE SHEET REVIEW

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{AVERAGE BALANCE SHEET HIGHLIGHTS Three months ended March 31 dollars in millions} & \multirow[b]{2}{*}{1997} & \multirow[b]{2}{*}{1996} & \multicolumn{2}{|c|}{Change} \\
\hline & & & Amount & Percent \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Assets & \$70,301 & \$71,733 & \$ \((1,432)\) & (2.0) \% \\
\hline Earning assets & 63,825 & 65,705 & \((1,880)\) & (2.9) \\
\hline Loans, net of unearned income & 51,922 & 48,625 & 3,297 & 6.8 \\
\hline Securities & 10,089 & 14,818 & \((4,729)\) & (31.9) \\
\hline Deposits & 44,133 & 45,553 & \((1,420)\) & (3.1) \\
\hline Borrowed funds & 18,594 & 18,891 & (297) & (1.6) \\
\hline Shareholders' equity & 5,758 & 5,764 & (6) & (.1) \\
\hline
\end{tabular}
</TABLE>
Average assets and earning assets were $\$ 70.3$ billion and $\$ 63.8$ billion, respectively, for the three months ended March 31, 1997 compared with $\$ 71.7$ billion and $\$ 65.7$ billion, respectively, in the year-earlier period. The declines reflect continued reduction of the securities portfolio partially offset by loan growth. Securities to earning assets declined to $15.8 \%$ from $22.6 \%$ in the prior year.

PNC BANK CORP. 12

<TABLE>
<CAPTION>
AVERAGE LOANS
Three months ended March 31 -
dollars in millions 19971996 Change
-
\begin{tabular}{|c|c|c|c|}
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Consumer} \\
\hline Credit card & \$3,043 & \$986 & \$2,057 \\
\hline Other consumer & 11,827 & 12,384 & (557) \\
\hline Total consumer & 14,870 & 13,370 & 1,500 \\
\hline Residential mortgage & 12,781 & 11,619 & 1,162 \\
\hline Commercial & 17,916 & 16,806 & 1,110 \\
\hline Commercial real estate & 4,591 & 4,885 & (294) \\
\hline Other & 1,764 & 1,945 & (181) \\
\hline Total, net of unearned income & \$51,922 & \$48,625 & \$3,297 \\
\hline
\end{tabular}
</TABLE>
Average loans increased $\$ 3.3$ billion or $6.8 \%$ to $\$ 51.9$ billion for the three months ended March 31, 1997 and represented $81.4 \%$ of earning assets compared with $74.0 \%$ in the year-earlier period. Average credit card loans increased $\$ 2.1$ billion reflecting the purchase of AAA-affinity portfolios and expanded marketing. Other consumer loans declined $\$ 557$ million or $4.5 \%$ primarily due to reduced indirect lending exposure. Excluding purchased credit card portfolios, loans grew at an annual rate of $3.8 \%$.

Average deposits declined $\$ 1.4$ billion to $\$ 44.1$ billion in the first three months of 1997 compared with a year ago. The decline primarily reflects the migration of consumer deposits as customers sought higher-yielding investment alternatives. The ratio of deposits to total sources of funds was $62.8 \%$ for the first quarter of 1997 compared with 63.5\% a year ago. Wholesale funding represented $27.9 \%$ of total sources of funds compared with $28.4 \%$ a year ago.

| <TABLE> |  |  |  |
| :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |
| PERIOD-END BALANCE SHEET HIGHLIGHTS |  |  |  |
|  | March 31 | December 31 |  |
| Dollars in millions | 1997 | 1996 | Change |
| <S> | <C> | <C> | <C> |
| Assets | \$71,166 | \$73,260 | \$ $(2,094)$ |
| Loans, net of unearned income | 52,575 | 51,798 | 777 |
| Securities | 9,593 | 11,917 | $(2,324)$ |
| Deposits | 44,902 | 45,676 | (774) |
| Borrowed funds | 18,547 | 19,604 | $(1,057)$ |
| Shareholders' equity | 5,478 | 5,869 | (391) |

</TABLE>

The decline in total assets and securities reflects the continued reduction in the securities portfolio and related wholesale funding. Shareholders' equity declined $\$ 391$ million primarily reflecting the impact of share repurchases.

LOANS Loans outstanding increased \$777 million from year-end 1996 to \$52.6 billion at March 31, 1997. Loan portfolio composition remained relatively consistent in the comparison and continues to be geographically diversified among numerous industries and types of businesses. The credit card portfolio increased 20\% primarily reflecting marketing initiatives in the Corporation's geographic footprint and to AAA customers. The decline in student loans primarily reflects the securitization of $\$ 537$ million of those loans.

LOANS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline In millions & \[
\begin{array}{r}
\text { March } 31 \\
1997
\end{array}
\] & \[
\begin{array}{r}
\text { December } 31 \\
1996
\end{array}
\] \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Consumer} \\
\hline Home equity & \$4,601 & \$4,569 \\
\hline Automobile & 3,566 & 3,731 \\
\hline Credit card & 3,345 & 2,776 \\
\hline Student & 1,303 & 1,725 \\
\hline Other & 1,886 & 2,067 \\
\hline Total consumer & 14,701 & 14,868 \\
\hline Residential mortgage & 13,056 & 12,703 \\
\hline \multicolumn{3}{|l|}{Commercial} \\
\hline Manufacturing & 3,903 & 3,718 \\
\hline Retail/Wholesale & 3,397 & 3,243 \\
\hline Service providers & 2,441 & 2,359 \\
\hline Real estate related & 1,529 & 1,452 \\
\hline Communications & 1,210 & 1,239 \\
\hline Financial services & 598 & 708 \\
\hline Health care & 1,251 & 1,207 \\
\hline Other & 4,188 & 4,136 \\
\hline
\end{tabular}

\section*{Total commercial}
\begin{tabular}{|c|c|c|}
\hline Commercial real estate & 18,517 & 18,062 \\
\hline Mortgage & 2,397 & 2,467 \\
\hline Medium-term financing & 1,288 & 1,312 \\
\hline Construction and development & 849 & 845 \\
\hline Total commercial real estate & 4,534 & 4,624 \\
\hline Lease financing and other & 2,154 & 1,926 \\
\hline Unearned income & (387) & (385) \\
\hline Total, net of unearned income & \$52,575 & \$51,798 \\
\hline
\end{tabular}
</TABLE>
Commitments to extend credit represent arrangements to lend funds provided there is no violation of specified contractual conditions. Commitments are reported net of participations, assignments and syndications, primarily to financial institutions, totaling $\$ 4.5$ billion and $\$ 4.4$ billion at March 31, 1997 and December 31, 1996, respectively.

Net outstanding letters of credit totaled $\$ 4.7$ billion and $\$ 4.5$ billion at March 31, 1997 and December 31, 1996, respectively, and consist primarily of standby letters of credit which commit the Corporation to make payments on behalf of customers when certain specified future events occur.

<TABLE>
<CAPTION>
NET UNFUNDED COMMITMENTS
\begin{tabular}{|c|c|c|}
\hline & March 31 & December 31 \\
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Consumer & \$23,203 & \$22,045 \\
\hline Residential mortgage & 784 & 511 \\
\hline Commercial & 28,272 & 27,087 \\
\hline Commercial real estate & 847 & 764 \\
\hline Other & 775 & 849 \\
\hline Total & \$53,881 & \$51,256 \\
\hline
\end{tabular}
</TABLE>
Financial

REVIEW
SECURITIES

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{March 31, 1997} & \multicolumn{2}{|l|}{December 31, 1996} \\
\hline In millions Am & Amortized Cost & \[
\begin{gathered}
\text { Fair } \\
\text { Value }
\end{gathered}
\] & Amortized Cost & \[
\begin{gathered}
\text { Fair } \\
\text { Value }
\end{gathered}
\] \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Debt securities} \\
\hline U.S. Treasury and government agencies & \$1,518 & \$1,497 & \$3,238 & \$3,237 \\
\hline Mortgage backed & 5,975 & 5,778 & 6,301 & 6,176 \\
\hline Asset backed & 1,594 & 1,589 & 1,609 & 1,615 \\
\hline State and municipal & 206 & 213 & 218 & 227 \\
\hline Other debt & 31 & 30 & 100 & 105 \\
\hline Corporate stocks and othe & er 480 & 486 & 554 & 557 \\
\hline Total & \$9,804 & \$9,593 & \$12,020 & \$11,917 \\
\hline
\end{tabular}
</TABLE>
The securities portfolio declined $\$ 2.3$ billion from year-end 1996 to $\$ 9.6$ billion at March 31, 1997. The expected weighted-average life of the securities portfolio was 3 years and 2 months at March 31, 1997 compared with 2 years and 11 months at year-end 1996.

Securities classified as available for sale may be sold as part of the overall asset/liability management process. Realized gains and losses resulting from such sales would be reflected in the results of operations and would include gains or losses on associated financial derivatives. During the first quarter of 1997, $\$ 3.7$ billion of securities were sold at a $\$ 16$ million net gain.

At March 31, 1997 and December 31, 1996, \$5.2 billion and $\$ 5.5$ billion,
respectively, notional value of financial derivatives were designated to

| FUNDING SOURCES |  |  |
| :---: | :---: | :---: |
| <TABLE> |  |  |
| <CAPTION> |  |  |
|  | March 31 | December 31 |
| In millions | 1997 | 1996 |
| <S> | <C> | <C> |
| Deposits |  |  |
| Demand, savings and money market | \$26,187 | \$27,027 |
| Time | 17,591 | 17,803 |
| Foreign | 1,124 | 846 |
| Total deposits | 44,902 | 45,676 |
| Borrowed funds |  |  |
| Bank notes and senior debt | 8,813 | 8,093 |
| Federal funds purchased | 2,937 | 3,933 |
| Repurchase agreements | 531 | 645 |
| Other borrowed funds | 4,915 | 5,576 |
| Subordinated debt | 1,351 | 1,357 |
| Total borrowed funds | 18,547 | 19,604 |
| Total | \$63,449 | \$65,280 |

</TABLE>

Deposits decreased $1.7 \%$ to $\$ 44.9$ billion at March 31, 1997 compared with $\$ 45.7$ billion at year-end 1996. Borrowed funds declined $\$ 1.1$ billion in the comparison reflecting reduced use of wholesale funding related to the downsized securities portfolio. The change in composition of borrowed funds reflects actions to utilize the most cost-effective alternatives.

CAPITAL Tier I and total risk-based capital components and ratios were as follows:

<TABLE>
<CAPTION>

</TABLE>
The access to and cost of funding new business initiatives including acquisitions, deposit insurance costs, and the level and nature of expanded regulatory oversight depend, in large part, on a financial institution's capital strength. The minimum regulatory capital ratios are $4 \%$ for Tier $I$, $8 \%$ for total risk-based and $3 \%$ for leverage. However, regulators may require higher capital levels when a bank's particular circumstances warrant. To be classified as well capitalized, regulators require capital ratios of at least $6 \%$ for Tier I, $10 \%$ for total risk-based and 5\% for leverage. At March 31, 1997, the Corporation and each bank subsidiary were classified as well capitalized.

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

During the first quarter of 1997 , PNC Bank repurchased 12.4 million shares of common stock. Subsequent to quarter end, the Corporation's board of directors authorized the repurchase of up to 15 million additional shares of common stock through March 31, 1998. The repurchases may be made in open-market or privately-negotiated transactions.

PNC BANK CORP. 14

## RISK MANAGEMENT

The Corporation's ordinary course of business involves varying degrees of risk taking, the most significant of which are credit, liquidity and interest rate risk. To manage these risks, PNC Bank has risk management processes designed to provide for risk identification, measurement, monitoring and control.

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

NONPERFORMING ASSETS
<TABLE>
<CAPTION
Dollars in millions
-
<S>
Nonaccrual loans
Commercial
Commercial real estate
Mortgage
Project

Nonperforming assets declined $\$ 30$ million since year-end 1996 primarily due to a $\$ 21$ million decline in commercial nonaccrual loans. At March 31, 1997, \$72 million of nonperforming loans were current as to principal and interest compared with $\$ 80$ million at December 31, 1996.
<TABLE>
<CAPTION>
CHANGE IN NONPERFORMING ASSETS

| In millions | 1997 | 1996 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| January 1 | \$459 | \$536 |
| Transferred from accrual | 70 | 111 |
| Returned to performing | (14) | (10) |
| Principal reductions | (56) | (59) |
| Sales | (16) | (22) |
| Charge-offs and valuation adjustments | (14) | (16) |
| March 31 | \$429 | \$540 |

## </TABLE>

ACCRUING LOANS PAST DUE 90 DAYS OR MORE

| <TABLE> <br> <CAPTION> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Percent of Loans |  |
|  | March 31 | December 31 | March 31 | December 31 |
| Dollars in millions | 1997 | 1996 | 1997 | 1996 |
| <S> | <C> | <C> | <C> | <C> |
| Consumer |  |  |  |  |
| Guaranteed |  |  |  |  |
| student | \$54 | \$51 | 4.13\% | 2.95\% |
| Credit cards | 48 | 43 | 1.43 | 1.56 |
| Other | 37 | 46 | . 38 | . 45 |
| Total consumer | 139 | 140 | . 97 | . 96 |
| Residential mortgage | 62 | 58 | . 48 | . 46 |
| Commercial | 32 | 34 | . 17 | . 19 |
| Commercial real estate | 18 | 12 | . 39 | . 26 |
| Total | \$251 | \$244 | . 48 | . 47 |

</TABLE>
ALLOWANCE FOR CREDIT LOSSES In determining the adequacy of the allowance for credit losses, the Corporation makes allocations to specific problem loans based on discounted cash flow analyses or collateral valuations for impaired loans and to pools of watchlist and nonwatchlist loans for various credit risk factors. Allocations to loan pools are developed by risk rating and industry classifications and based on management's judgment concerning historical loss trends and other relevant factors. These factors may include, among others, local, regional and national economic conditions, portfolio concentrations, industry competition and consolidation, and the impact of government regulation. Consumer and residential mortgage loan allocations are based on historical loss experience adjusted for portfolio activity and current economic conditions.

ALLOWANCE FOR CREDIT LOSSES

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$1,166 & \$1,259 \\
\hline Charge-offs & (89) & (55) \\
\hline Recoveries & 29 & 21 \\
\hline Net charge-offs & (60) & (34) \\
\hline Provision for credit losses & 10 & \\
\hline Acquisitions & 3 & \\
\hline March 31 & \$1,119 & \$1,225 \\
\hline
\end{tabular}
</TABLE>
The allowance as a percent of nonperforming loans and period-end loans was 346\% and 2.13\%, respectively, at March 31, 1997. The comparable year-end 1996 amounts were $334 \%$ and $2.25 \%$, respectively.

PNC BANK CORP. 15

Financial

REVIEW

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline CHARGE-OFFS AND RECOVERIES Three months ended & Charge & & Net Charge- & Percent of Average \\
\hline March 31 - dollars in millions & offs & Recoveries & offs & Loans \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline 1997 & & & & \\
\hline Consumer & & & & \\
\hline Credit card & \$46 & \$7 & \$39 & 5.20\% \\
\hline Other & 30 & 9 & 21 & . 72 \\
\hline Total consumer & 76 & 16 & 60 & 1.64 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Residential mortgage & 2 & 1 & 1 & . 03 \\
\hline Commercial & 10 & 9 & 1 & . 02 \\
\hline Commercial real estate & 1 & 3 & (2) & (.18) \\
\hline Total & \$89 & \$29 & \$60 & . 47 \\
\hline \multicolumn{5}{|l|}{1996} \\
\hline \multicolumn{5}{|l|}{Consumer} \\
\hline Credit card & \$13 & \$1 & \$12 & 4.90\% \\
\hline Other & 26 & 8 & 18 & . 58 \\
\hline Total consumer & 39 & 9 & 30 & . 90 \\
\hline Residential mortgage & 2 & 1 & 1 & . 03 \\
\hline Commercial & 10 & 9 & 1 & . 02 \\
\hline Commercial real estate & 4 & 2 & 2 & . 16 \\
\hline Total & \$55 & \$21 & \$34 & . 28 \\
\hline
\end{tabular}
</TABLE>
Consumer net charge-offs increased $\$ 30$ million in the comparison primarily due to charge-offs associated with purchased credit card portfolios.

LIQUIDITY Liquidity represents an institution's ability to generate cash or otherwise obtain funds at reasonable rates to satisfy commitments to borrowers, demands of depositors and debtholders, and invest in strategic initiatives. Liquidity risk represents the likelihood the Corporation would be unable to generate cash or otherwise obtain funds at reasonable rates to satisfy such obligations. Liquidity risk 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 through direct borrowing or securitization of assets such as mortgage, automobile and credit card loans. The ability to raise funds in the capital markets depends, among other factors, on market conditions, capital considerations, credit ratings and investor demand.

Liquid assets consist of cash and due from banks, short-term investments, loans held for sale and securities available for sale. At March 31, 1997, such assets totaled $\$ 14.8$ billion, with $\$ 5.6$ billion pledged as collateral for borrowing, trust and other commitments. Liquidity is also provided by residential mortgages which may be used as collateral for funds obtained through the Federal Home Loan Bank ("FHLB") system. At March 31, 1997, approximately $\$ 5.0$ billion of residential mortgages were available as collateral for borrowings from the FHLB.

During the first three months of 1997, cash and due from banks decreased $\$ 920$ million to $\$ 3.1$ billion compared with a decrease of $\$ 428$ million during the year-earlier period. Net cash provided by operating activities increased $\$ 305$ million in the comparison. Cash provided by investing activities increased to \$1.4 billion primarily due to sales of securities. Net cash used by financing activities totaled $\$ 2.4$ billion in the first three months of 1997 compared with $\$ 1.5$ billion used a year earlier.

The principal source of parent company revenue and cash flow is dividends from subsidiary banks. PNC Bancorp, Inc. is a wholly-owned subsidiary of the parent company and is the holding company for all bank subsidiaries. There are legal limitations on the ability of bank subsidiaries to pay dividends and make other distributions to PNC Bancorp, Inc. and in turn the parent company. Without regulatory approval, the amount available for dividend payments to PNC Bancorp, Inc. by all bank subsidiaries was $\$ 146$ million at March 31, 1997. Dividends may also be impacted by capital needs, regulatory requirements, corporate policies, contractual restrictions and other factors.

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 March 31, 1997 unused capacity under effective shelf registration statements consisted of $\$ 140$ million of debt and $\$ 350$ million that may be issued as either debt or preferred stock. In addition, the Corporation had a $\$ 500$ million unused committed line of credit. Funds obtained from any of these sources can be used for both bank and nonbank activities.

PNC BANK CORP. 16

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

INTEREST RATE RISK Interest rate risk arises primarily through the Corporation's normal business activities of extending loans and taking deposits. Many factors, including economic and financial conditions, general
movements in market interest rates, and consumer preferences, affect the spread between interest earned on assets and interest paid on liabilities. Financial derivatives, primarily interest rate swaps and purchased interest rate caps and floors, are used to alter the interest rate characteristics of assets and liabilities. For example, receive-fixed interest rate swaps effectively convert variable-rate assets to fixed-rate assets.

In managing interest rate risk, the Corporation seeks to minimize the reliance on a particular interest rate scenario as a source of earnings. Accordingly, wholesale activities including securities, funding, financial derivatives and capital markets activities are used in managing core business exposures within specified guidelines. Interest rate risk is centrally managed by asset and liability ("A\&L") management. Senior management and Board of Directors' committees oversee A\&L management and periodically review interest rate risk exposures.

A number of measures are used to monitor and manage interest rate risk, including income simulation and interest sensitivity (gap) analyses. In addition, the Corporation supplements these models with longer-term measures of interest rate sensitivity including duration of equity and equity at risk. Such models are designed to estimate the impact on the value of equity resulting from changes in interest rates and supplement the simulation model and gap analyses.

An income simulation model is the primary tool used to assess the direction and magnitude of changes in net interest income resulting from changes in interest rates. Key assumptions employed in the model include prepayment speeds on mortgage-related assets, cash flows and maturities of financial instruments, changes in market conditions, loan volumes and pricing, deposit sensitivity, customer preferences, and management's financial and capital plans. These assumptions are inherently uncertain and, as a result, the model cannot precisely estimate net interest income or precisely predict the impact of higher or lower interest rates on net interest income. Actual results will differ from simulated results due to timing, magnitude and frequency of interest rate changes and changes in market conditions and management strategies, among other factors.

The Corporation's guidelines 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. Based on the results of the simulation model, the Corporation was within these guidelines at March 31, 1997.

Additional interest rate scenarios are modeled to address a wider range of rate movement, yield curve, term structure and basis risk exposures. Depending on market conditions and other inherent risks, these scenarios may be modeled more or less frequently. Such analyses are used as supplemental measurements only and limits have not been established.

A gap analysis represents a point-in-time net position of assets, liabilities and off-balance-sheet financial derivatives used for interest rate risk management subject to repricing in specified time periods. Gap analysis does not accurately measure the magnitude of changes in net interest income since changes in interest rates over time do not impact all categories of assets, liabilities and off-balance-sheet instruments equally or simultaneously. A cumulative asset-sensitive gap position indicates assets are expected to reprice more quickly than liabilities. Alternatively, a cumulative liability-sensitive gap position indicates liabilities are expected to reprice more quickly than assets. The Corporation's limit for the cumulative one-year gap position is $10 \%$. At March 31, 1997, the cumulative liability sensitivity of the one-year gap position was $3.0 \%$.

PNC BANK CORP.
17
Financial

## REVIEW

## FINANCIAL DERIVATIVES

A variety of off-balance-sheet financial derivatives are used as part of the overall interest rate risk management process to manage interest rate risk inherent in the Corporation's line of business activities. Interest rate swaps and purchased interest rate caps and floors are the primary instruments used for these purposes. Interest rate swaps are agreements to exchange fixed and floating interest rate payments calculated on a notional principal amount. The floating rate is based on a money market index, primarily short-term LIBOR indices. Purchased interest rate caps and floors are agreements where, for a fee, the counterparty agrees to pay the Corporation the amount, if any, by which a specified market interest rate exceeds or is less than a defined rate applied to a notional amount, respectively. Forward contracts provide for the delivery of financial instruments at a specified future date and at a specified price or yield. Such contracts are used to manage risk positions associated with certain mortgage banking activities.

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

The following table sets forth changes in off-balance-sheet financial derivatives used for interest rate risk management and mortgage banking activities during the first three months of 1997. Weighted-average maturity is based on contractual terms.

<TABLE>
<CAPTION>
FINANCIAL DERIVATIVES ACTIVITY
Weighted-
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
Average \\
1997 - dollars in millions Maturity
\end{tabular} & January 1 & Additions & Maturities & Terminations & March 31 & \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Interest rate risk management Interest rate swaps Receive fixed & \$6,947 & \$980 & \$(15) & & \$7,912 & 1 \\
\hline ```
yr. 4 mo.
    Receive-fixed index amortizing
``` & 56 & & (20) & & 36 & 1 yr. \\
\hline \begin{tabular}{l}
\[
7 \mathrm{mo} .
\] \\
Pay fixed
\end{tabular} & 602 & & (17) & & 585 & 2 \\
\hline \begin{tabular}{l}
\[
\text { yr. } 9 \text { mo. }
\] \\
Basis swaps
\end{tabular} & 335 & 130 & & & 465 & 1 \\
\hline \begin{tabular}{l}
yr. 7 mo. \\
Interest rate caps
\end{tabular} & 5,813 & 175 & (326) & & 5,662 & \\
\hline \begin{tabular}{l}
10 mo. \\
Interest rate floors yr. 9 mo.
\end{tabular} & 2,500 & 39 & & & 2,539 & 1 \\
\hline Total interest rate risk management & 16,253 & 1,324 & (378) & & 17,199 & \\
\hline \begin{tabular}{l}
Mortgage banking activities \\
Forward contracts \\
Commitments to purchase loans
\end{tabular} & 395 & 1,279 & \((1,017)\) & & 657 & \\
\hline \begin{tabular}{l}
\[
2 \mathrm{mo} .
\] \\
Commitments to sell loans
\end{tabular} & 894 & 1,079 & \((1,146)\) & & 827 & \\
\hline ```
2 mo.
    Interest rate floors - MSR
mo.
``` & 1,050 & 350 & & \$(250) & 1,150 & 4 yr. \\
\hline Total mortgage banking activities & 2,339 & 2,708 & \((2,163)\) & (250) & 2,634 & \\
\hline Total & \$18,592 & \$4,032 & \$ \((2,541)\) & \$ (250) & \$19,833 & \\
\hline
\end{tabular}
======
</TABLE>
During the first quarter of 1997, the financial derivatives used in interest
rate risk management increased net interest income by $\$ 3$ million compared with a
decrease of $\$ 7$ million in the year-earlier period. At March 31, 1997, \$14
million of net deferred losses on terminated derivative contracts are being amortized over a weighted-average remaining period of 13 months.

PNC BANK CORP. 18

The following table sets forth by designated assets and liabilities the notional value and the estimated fair value of financial derivatives used for interest rate risk management and mortgage banking activities. Weighted-average interest rates presented are those expected to be in effect based on the implied forward yield curve.
<TABLE>
<CAPTION>
FINANCIAL DERIVATIVES Forward Yield Curve

| March 31, 1997 - dollars in millions | Notional Estimated Value Fair Value |  | Paid | Received |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> |  | <C> | <C> |
| Interest rate risk management |  |  |  |  |
| Asset rate conversion |  |  |  |  |
| Interest rate swaps (1) |  |  |  |  |
| Receive fixed designated to loans | \$6,295 | \$ (2) | 6.42\% | 5.93\% |
| Pay fixed designated to loans | 535 | (3) | 7.07 | 6.78 |
| Interest rate caps designated to (2) Securities | 5,200 |  | NM | NM |


| Loans Interest rate floors designated to loans (3) | $\begin{array}{r} 462 \\ 2,539 \end{array}$ | $6$ | NM NM | $\begin{aligned} & \text { NM } \\ & \text { NM } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Total asset rate conversion | 15,031 | 2 |  |  |
| Liability rate conversion |  |  |  |  |
| Interest rate swaps (1) |  |  |  |  |
| Receive fixed designated to interest-bearing liabilities | 1,653 | 9 | 6.20 | 6.05 |
| Pay fixed designated to borrowed funds | 50 | (1) | 5.63 | 6.08 |
| Basis swaps designated to borrowed funds | 465 | 3 | 6.29 | 6.24 |
| Total liability rate conversion | 2,168 | 11 |  |  |
| Total interest rate risk management | 17,199 | 13 |  |  |
| Mortgage banking activities |  |  |  |  |
| Forward contracts |  |  |  |  |
| Commitments to purchase loans | 657 | (1) | NM | NM |
| Commitments to sell loans | 827 | 5 | NM | NM |
| Interest rate floors - MSR (3) | 1,150 | 6 | NM | NM |
| Total mortgage banking activities | 2,634 | 10 |  |  |
| Total financial derivatives | \$19,833 | \$23 |  |  |

$</$ TABLE $>$
(1) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, $46 \%$ were based on 3 -month LIBOR, $50 \%$ on 1 -month LIBOR and the remainder on other short-term indices.
(2) Interest rate caps with notional values of $\$ 5.6$ billion and $\$ 68$ million require the counterparty to pay the Corporation the excess, if any, of 3 -month LIBOR over a weighted-average strike of $6.49 \%$ and 1 -month LIBOR over 6.31\%, respectively. At March 31, 1997, 3-month LIBOR was 5.77\% and 1 -month LIBOR was $5.69 \%$.
(3) Interest rate floors with notional values of $\$ 2.5$ billion and $\$ 1.2$ billion require the counterparty to pay the Corporation the excess, if any, weighted-average strike of $4.92 \%$ over 3 -month LIBOR and weighted-average strike of $5.96 \%$ over 10 -year CMT. At March 31, 1997, 3-month LIBOR was $5.77 \%$ and 10 -year CMT was $6.92 \%$.

NM - not meaningful

CUSTOMER-RELATED DERIVATIVES PNC Bank also enters into financial derivative transactions to facilitate customer needs primarily consisting of interest rate swaps, caps, floors and foreign exchange contracts. The Corporation manages the risk exposure from customer positions through transactions with other dealers. These positions with third parties are recorded at their estimated fair values and adjustments to such amounts are included in the results of operations. The following schedule sets forth information relating to positions associated with customer derivatives.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline March 31, 1997 - in millions & Notional Value & Net Asset (Liability) & \begin{tabular}{l}
Positive \\
Fair \\
Value
\end{tabular} & \begin{tabular}{l}
Negative \\
Fair \\
Value
\end{tabular} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Interest rate} \\
\hline Swaps & \$2,946 & \$2 & \$17 & \$(15) \\
\hline \multicolumn{5}{|l|}{Caps/floors} \\
\hline Sold & 1,137 & (6) & & (6) \\
\hline Purchased & 1,085 & 5 & 5 & \\
\hline Foreign exchange & 1,134 & & 13 & (13) \\
\hline Other & 354 & & & \\
\hline Total & \$6,656 & \$1 & \$35 & \$ (34) \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP. 19

Consolidated
STATEMENT OF INCOME

<TABLE>
<CAPTION>
Three months ended March 31 - in thousands, except per share data

<S> <C> <C>
INTEREST INCOME


PNC BANK CORP. 20
Consolidated
BALANCE SHEET
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & March 31 & December 31 \\
\hline Dollars in millions, except share data & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline ASSETS & & \\
\hline Cash and due from banks & \$3,096 & \$4,016 \\
\hline Short-term investments & 702 & 774 \\
\hline Loans held for sale & 1,375 & 941 \\
\hline Securities available for sale & 9,593 & 11,917 \\
\hline Loans, net of unearned income of \$387 and \$385 Allowance for credit losses & \[
\begin{aligned}
& 52,575 \\
& (1,119)
\end{aligned}
\] & \[
\begin{aligned}
& 51,798 \\
& (1,166)
\end{aligned}
\] \\
\hline Net loans & 51,456 & 50,632 \\
\hline Other & 4,944 & 4,980 \\
\hline Total assets & \$71,166 & \$73,260 \\
\hline LIABILITIES & & \\
\hline Deposits & & \\
\hline Noninterest-bearing & \$9,971 & \$10,937 \\
\hline Interest-bearing & 34,931 & 34,739 \\
\hline Total deposits & 44,902 & 45,676 \\
\hline
\end{tabular}

Borrowed funds
\begin{tabular}{|c|c|c|}
\hline Bank notes and senior debt & 8,813 & 8,093 \\
\hline Federal funds purchased & 2,937 & 3,933 \\
\hline Repurchase agreements & 531 & 645 \\
\hline Other borrowed funds & 4,915 & 5,576 \\
\hline Subordinated debt & 1,351 & 1,357 \\
\hline Total borrowed funds & 18,547 & 19,604 \\
\hline her & 1,889 & 1,761 \\
\hline Total liabilities & 65,338 & 67,041 \\
\hline andatorily redeemable capital securities of subsidiary trust & 350 & 350 \\
\hline HAREHOLDERS' EQUITY & & \\
\hline referred stock & 7 & 7 \\
\hline mmon stock - \$5 par value & & \\
\hline Authorized: 450,000,000 shares & & \\
\hline Issued: 347,037,481 and 345,154,238 shares & 1,735 & 1,726 \\
\hline apital surplus & 984 & 939 \\
\hline etained earnings & 4,218 & 4,075 \\
\hline ferred benefit expense & (60) & (60) \\
\hline et unrealized securities losses & (137) & (67) \\
\hline mmon stock held in treasury at cost: \(33,162,947\) and \(21,036,195\) shares & \((1,269)\) & (751) \\
\hline Total shareholders' equity & 5,478 & 5,869 \\
\hline Total liabilities and shareholders' equity & \$71,166 & \$73,260 \\
\hline
\end{tabular}
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

PNC BANK CORP. 21
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Consolidated} \\
\hline \multicolumn{3}{|l|}{STATEMENT OF CASH FLOWS} \\
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline Three months ended March 31 - in millions & 1997 & 1996 \\
\hline \multicolumn{3}{|l|}{--} \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{OPERATING ACTIVITIES} \\
\hline Net income & \$266 & \$238 \\
\hline \multicolumn{3}{|l|}{Adjustments to reconcile net income to net cash provided (used) by operating activities} \\
\hline Provision for credit losses & 10 & \\
\hline Depreciation, amortization and accretion & 73 & 61 \\
\hline Deferred income taxes & 52 & 37 \\
\hline Net securities gains & (16) & (3) \\
\hline Net gain on sales of assets & (48) & (14) \\
\hline Valuation adjustments & (3) & (1) \\
\hline \multicolumn{3}{|l|}{Changes in} \\
\hline Loans held for sale & (434) & (316) \\
\hline Other & 173 & (234) \\
\hline Net cash provided (used) by operating activities & 73 & (232) \\
\hline \multicolumn{3}{|l|}{INVESTING ACTIVITIES} \\
\hline Net change in loans & \((1,450)\) & (334) \\
\hline Repayment of securities available for sale & 650 & 1,081 \\
\hline \multicolumn{3}{|l|}{Sales} \\
\hline Securities available for sale & 3,691 & 1,496 \\
\hline Loans & 692 & 7 \\
\hline Foreclosed assets & 21 & 24 \\
\hline \multicolumn{3}{|l|}{Purchases} \\
\hline Securities available for sale & \((2,112)\) & \((1,601)\) \\
\hline Loans & (105) & (286) \\
\hline Net cash received in acquisitions & & 460 \\
\hline Other & 28 & 438 \\
\hline Net cash provided by investing activities & 1,415 & 1,285 \\
\hline \multicolumn{3}{|l|}{FINANCING ACTIVITIES} \\
\hline \multicolumn{3}{|l|}{Net change in} \\
\hline Noninterest-bearing deposits & (966) & (817) \\
\hline Interest-bearing deposits & 197 & (952) \\
\hline Federal funds purchased & (996) & (255) \\
\hline \multicolumn{3}{|l|}{Sale/issuance} \\
\hline Repurchase agreements & 17,541 & 17,601 \\
\hline Bank notes and senior debt & 2,480 & 2,607 \\
\hline Other borrowed funds & 24,823 & 20,878 \\
\hline Common stock & 52 & 20 \\
\hline \multicolumn{3}{|l|}{Repayment/maturity} \\
\hline Repurchase agreements & \((17,655)\) & \((17,699)\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Bank notes and senior debt Other borrowed funds & \[
\begin{array}{r}
(1,760) \\
(25,483)
\end{array}
\] & \[
\begin{array}{r}
(982) \\
(21,757)
\end{array}
\] \\
\hline Acquisition of treasury stock & (516) & (5) \\
\hline Cash dividends paid & (125) & (120) \\
\hline Net cash used by financing activities & \((2,408)\) & \((1,481)\) \\
\hline INCREASE (DECREASE) IN CASH AND DUE FROM BANKS & (920) & (428) \\
\hline Cash and due from banks at beginning of year & 4,016 & 3,679 \\
\hline Cash and due from banks at end of period & \$3,096 & \$3,251 \\
\hline CASH ITEMS & & \\
\hline Interest paid & \$629 & \$690 \\
\hline Income taxes paid (refunded) & 2 & (81) \\
\hline NONCASH ITEMS & & \\
\hline Transfers from loans to foreclosed assets & 17 & 12 \\
\hline
\end{tabular}
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

PNC BANK CORP. 22

Notes to

## CONSOLIDATED FINANCIAL STATEMENTS

BUSINESS PNC Bank Corp. is one of the largest financial services organizations in the United States with banking subsidiaries in Pennsylvania, New Jersey, Delaware, Ohio, Kentucky, Indiana, Massachusetts and Florida. The Corporation's major businesses include consumer banking, corporate banking, mortgage banking, real estate banking and asset management. PNC Bank Corp. is subject to intense competition from other financial services companies with respect to these businesses and is subject to the regulations of certain federal and state agencies and undergoes periodic examinations by certain regulatory authorities.

## ACCOUNTING POLICIES

BASIS OF FINANCIAL STATEMENT PRESENTATION The unaudited consolidated interim financial statements have been prepared in accordance with generally accepted accounting principles and include the accounts of PNC Bank Corp. and its subsidiaries ("Corporation" or "PNC Bank"), 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. 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.

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

The notes included herein should be read in conjunction with the audited consolidated financial statements included in PNC Bank's 1996 Annual Report.

ALLOWANCE FOR CREDIT LOSSES The allowance for credit losses is a reserve for estimated credit losses established through provisions charged against income. Loans deemed to be uncollectible are charged against the allowance account.

The allowance is maintained at a level believed by management to be sufficient to absorb estimated potential credit losses. Management's determination of the adequacy of the allowance is based on periodic evaluations of the credit portfolio and other relevant factors. This evaluation is inherently subjective as it requires material estimates including, among others, the amounts and timing of expected future cash flows on impaired loans, estimated losses on consumer loans and residential mortgages, and general amounts for historical loss experience, economic conditions, uncertainties in estimating losses and inherent risks in the various credit portfolios, all of which may be susceptible to significant change.

FINANCIAL DERIVATIVES The Corporation uses off-balance-sheet financial derivatives as part of the overall asset/liability management process and in mortgage banking activities. Substantially all such instruments are used to manage risk related to changes in interest rates. Financial derivatives primarily consist of interest rate swaps, purchased interest rate caps and floors, and forward contracts.

PNC Bank also enters into financial derivative transactions to facilitate customer needs primarily consisting of interest rate swaps, caps, floors and foreign exchange contracts. The Corporation manages the risk exposure from customer positions through transactions with other dealers. These positions with
third parties are recorded at their estimated fair values and adjustments to such amounts are included in the results of operations.

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 or date of issuance, if later, and the number of shares of common stock which would be issued assuming the exercise of stock options. Such 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.

PNC BANK CORP. 23
Notes to

## CONSOLIDATED FINANCIAL STATEMENTS

RECENT ACCOUNTING PRONOUNCEMENT In February 1997, SFAS No. 128, "Earnings per Share," was issued, effective for periods ending after December 15, 1997, with retroactive restatement required for all periods presented. SFAS No. 128 specifies revised computation, presentation and disclosure requirements for earnings per share. Under the provisions of SFAS No. 128, primary and fully diluted earnings per share will be replaced with basic and diluted amounts. This standard would not have impacted reported earnings per share amounts for the first quarter of 1997 and management does not expect it to have a material impact on the Corporation's historical earnings per share amounts.

## CASH FLOWS

For the statement of cash flows, PNC Bank defines cash and cash equivalents as cash and due from banks. During the first quarter of 1996, acquisition activity which affected cash flows consisted of $\$ 538$ million in assets, $\$ 501$ million in liabilities, cash payments totaling $\$ 37$ million and receipt of $\$ 497$ million in cash and due from banks. The Corporation did not have any acquisition activity in the first quarter of 1997.


The preceding table sets forth the amortized cost and fair value of the Corporation's securities portfolio, all of which is available for sale. At March 31, 1997 and December 31, 1996, \$5.2 billion and $\$ 5.5$ billion, respectively, notional value of financial derivatives were associated with securities available for sale.

The carrying value of securities pledged to secure public and trust deposits, repurchase agreements and for other purposes at March 31, 1997 was $\$ 5.6$ billion.

LOANS

At March 31, 1997, \$2.4 billion of loans were pledged to secure borrowings and for other purposes.

NONPERFORMING ASSETS

Nonperforming assets were as follows:
<TABLE>
<CAPTION>

|  | March 31 | December 31 |
| :---: | :---: | :---: |
| In millions | 1997 | 1996 |
| <S> | <C> | <C> |
| Nonaccrual loans | \$322 | \$347 |
| Restructured loans | 1 | 2 |
| Total nonperforming loans | 323 | 349 |
| Foreclosed assets | 106 | 110 |
| Total nonperforming assets | \$429 | \$459 |

PNC BANK CORP. 24

ALLOWANCE FOR CREDIT LOSSES

Changes in the allowance for credit losses were as follows:

## <TABLE>

<CAPTION>

| In millions | 1997 | 1996 |
| :---: | :---: | :---: |
| <S> | < $\mathrm{C}>$ | <C> |
| January 1 | \$1,166 | \$1,259 |
| Charge-offs | (89) | (55) |
| Recoveries | 29 | 21 |
| Net charge-offs | (60) | (34) |
| Provision for credit losses | 10 |  |
| Acquisitions | 3 |  |
| March 31 | \$1,119 | \$1,225 |

$</$ TABLE $>$

FINANCIAL DERIVATIVES

The notional and fair values of financial derivatives used for interest rate risk management and for mortgage banking activities were as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline In millions & Notional Value & ```
Positive
    Fair
    Value
``` & Notional Value & \[
\begin{array}{r}
\text { Negative } \\
\text { Fair } \\
\text { Value }
\end{array}
\] \\
\hline <S>
\[
\text { MARCH } 31,1997
\] & <C> & <C> & <C> & <C> \\
\hline \begin{tabular}{l}
MARCH 31, 1997 \\
Interest rate swaps
\end{tabular} & \$4,738 & \$45 & \$4,260 & \$ (39) \\
\hline Interest rate caps & 5,662 & 6 & & \\
\hline Interest rate floors & 2,500 & 1 & 39 & \\
\hline Mortgage banking activities & 1,977 & 11 & 657 & (1) \\
\hline Total & \$14,877 & \$63 & \$4,956 & \$ (40) \\
\hline
\end{tabular}
\begin{tabular}{lrrrr} 
DECEMBER 31, 1996 & & & \\
Interest rate swaps & \(\$ 7,290\) & \(\$ 112\) & \(\$ 650\) & (15) \\
Interest rate caps & 5,813 & 2 & \\
Interest rate floors & 2,500 & 3 & 486 & (1) \\
\begin{tabular}{l} 
Mortgage banking \\
activities
\end{tabular} & & 1,853 & 10 & \(\$ 1,136\)
\end{tabular}
</TABLE>
The notional and fair values of customer-related derivatives were as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \[
\begin{aligned}
& \text { March 31, } 1997 \text { - } \\
& \text { in millions }
\end{aligned}
\] & Notional Value & Net Asset (Liability) & \begin{tabular}{l}
Positive \\
Fair \\
Value
\end{tabular} & Negative Fair Value \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Interest rate} \\
\hline Swaps & \$2,946 & \$2 & \$17 & \$(15) \\
\hline Caps/floors & 2,222 & (1) & 5 & (6) \\
\hline Foreign exchange & 1,134 & & 13 & (13) \\
\hline Other & 354 & & & \\
\hline Total & \$6,656 & \$1 & \$35 & \$ (34) \\
\hline
\end{tabular}
</TABLE>
OTHER FINANCIAL INFORMATION
In connection with the Midlantic merger, subordinated notes and senior debt of Midlantic with a remaining aggregate principal amount of $\$ 356$ million have been jointly and severally assumed by the parent company and its wholly-owned subsidiary, PNC Bancorp, Inc. Summarized financial information for PNC Bancorp, Inc. and subsidiaries is as follows:

PNC BANCORP, INC., AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & March 31 & December 31 \\
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{ASSETS} \\
\hline Cash and due from banks & \$3,100 & \$4,022 \\
\hline Securities & 9,207 & 11,210 \\
\hline Loans, net of unearned income & 52,559 & 51,736 \\
\hline Allowance for credit losses & \((1,119)\) & \((1,166)\) \\
\hline Net loans & 51,440 & 50,570 \\
\hline Other assets & 6,207 & 5,988 \\
\hline Total assets & \$69,954 & \$71,790 \\
\hline \multicolumn{3}{|l|}{LIABILITIES} \\
\hline Deposits & \$45,079 & \$46,290 \\
\hline Borrowed funds & 17,476 & 18,077 \\
\hline Other liabilities & 1,073 & 1,014 \\
\hline Total liabilities & 63,628 & 65,381 \\
\hline Mandatorily redeemable capital securities of subsidiary trust & 350 & 350 \\
\hline SHAREHOLDER'S EQUITY & 5,976 & 6,059 \\
\hline Total liabilities and shareholder's equity & \$69,954 & \$71,790 \\
\hline
\end{tabular}
</TABLE>
PNC BANCORP, INC., AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF INCOME
<TABLE>
<CAPTION>

| Three months ended March 31 - in millions | 1997 | 1996 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Interest income | \$1,233 | \$1,248 |
| Interest expense | 592 | 625 |
| Net interest income | 641 | 623 |


| Provision for credit losses | 10 |  |
| :---: | :---: | :---: |
| Net interest income less provision |  |  |
| for credit losses | 631 | 623 |
| Noninterest income | 392 | 296 |
| Noninterest expense | 614 | 549 |
| Income before income taxes | 409 | 370 |
| Applicable income taxes | 145 | 129 |
| Net income | \$264 | \$241 |

## </TABLE>

The amount of dividends that may be paid by bank subsidiaries to PNC Bancorp, Inc., a first-tier holding company, and in turn to the parent company, are subject to certain legal limitations. Without regulatory approval, the amount available for payment of dividends by all subsidiary banks to PNC Bancorp, Inc. was $\$ 146$ million at March 31, 1997. Dividends may also be impacted by capital needs, regulatory requirements, corporate policies, contractual restrictions and other factors.

PNC BANK CORP. 25
Statistical
INFORMATION

AVERAGE CONSOLIDATED BALANCE SHEET AND NET INTEREST ANALYSIS

```
<TABLE>
<CAPTION>
```



| assets/interest income | 63,825 | 1,249,514 | 7.86 | 63,322 | 1,231,528 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 7.71 |  |  |  |  |  |
| Noninterest-earning assets |  |  |  |  |  |
| Allowance for credit losses | $(1,148)$ |  |  | $(1,141)$ |  |
| Cash and due from banks | 2,935 |  |  | 3,145 |  |
| Other assets | 4,689 |  |  | 4,210 |  |
| Total assets | \$70,301 |  |  | \$69,536 |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |
| Demand and money market | \$12,962 | 87,409 | 2.74 | \$12,716 | 85,324 |
| 2.67 |  |  |  |  |  |
| Savings | 3,063 | 14,804 | 1.96 | 3,214 | 15,803 |
| 1.96 |  |  |  |  |  |
| Other time | 17,721 | 233,547 | 5.34 | 17,998 | 241,714 |
| 5.35 ( 5 |  |  |  |  |  |
| Deposits in foreign offices | 787 | 10,395 | 5.28 | 901 | 12,144 |
| 5.27 |  |  |  |  |  |
| Total interest-bearing deposits | 34,533 | 346,155 | 4.06 | 34,829 | 354,985 |
| 4.05 |  |  |  |  |  |
| Borrowed funds |  |  |  |  |  |
| Bank notes and senior debt | 8,566 | 117,172 | 5.47 | 8,020 | 110,996 |
| 5.54 |  |  |  |  |  |
| Federal funds purchased | 3,068 | 40,908 | 5.38 | 2,614 | 35,978 |
| 5.48 ( |  |  |  |  |  |
| Repurchase agreements | 735 | 9,756 | 5.31 | 786 | 10,917 |
| 5.44 |  |  |  |  |  |
| Other borrowed funds | 4,874 | 71,272 | 5.86 | 4,334 | 65,926 |
| 6.05 |  |  |  |  |  |
| Subordinated debt | 1,351 | 26,968 | 7.98 | 1,356 | 27,089 |
|  |  |  |  |  |  |
| Total borrowed funds | 18,594 | 266,076 | 5.76 | 17,110 | 250,906 |
| 5.79 |  |  |  |  |  |
| Total interest-bearing |  |  |  |  |  |
|  |  |  |  |  |  |
| ```Noninterest-bearing liabilities, capital securities and shareholders' equity``` |  |  |  |  |  |
| Demand and other |  |  |  |  |  |
| Accrued expenses and other liabilities | 1,466 |  |  | 1,501 |  |
| Mandatorily redeemable capital securities of subsidiary trust | 350 |  |  | 76 |  |
| Shareholders' equity | 5,758 |  |  | 6,017 |  |
| Total liabilities and shareholders' equity | \$70,301 |  |  | \$69,536 |  |
| Interest rate spread$3.20$$3.09$ |  |  |  |  |  |
| Impact of noninterest-bearing |  |  |  |  |  |
| liabilities |  |  | . 78 |  |  |
| . 83 |  |  |  |  |  |
| Net interest income/margin 3.92\% |  | \$637,283 | 3.98\% |  | \$625,637 |
| 3.92\% $===========$ |  |  |  |  |  |

======
$======$
$</$ TABLE $>$
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 are based on amortized historical cost (excluding SFAS No. 115 adjustments to fair value).

PNC BANK CORP. 26

## <TABLE>

<CAPTION>
$\square$



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Item 6 Exhibits and Reports on Form 8-K
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The following exhibit index lists Exhibits to this Quarterly
Report on Form 10-Q:

| 10 | PNC Bank Corp. 1997 Long-Term Incentive Award Plan incorporated by reference to Exhibit 4.3 to Post-Effective Amendment No. 1 to Registration Statement on Form S-8 (No. 33-54960) * |
| :---: | :---: |
| 11 | Calculation of Primary and Fully Diluted Earnings Per Common Share |
| 12.1 | Computation of Ratio of Earnings to Fixed Charges |
| 12.2 | Computation of Ratio of Earnings to Combined Fixed Charges and Preferred Stock Dividends |
| 27 | Financial Data Schedule |
| * Denotes management contract or compensatory plan. |  |
| Copies of these Exhibits will be furnished without charge upon written request to Glenn Davies, Vice President, Financial Reporting, at corporate headquarters. Requests may also be directed to (412) 762-1553 or to gdavies@usaor.net on the Internet. |  |
| Since December 31, 1996, the Corporation filed the following current reports on Form 8-K: |  |
| Form 8-K dated as of January 15, 1997, reporting the Corporation's consolidated financial results for the three months and year ended December 31, 1996, filed pursuant to Item 5. |  |
| Form 8- <br> financi <br> Item 5. | dated as of April 15, 1997, reporting the Corporation's consolidated results for the three months ended March 31, 1997, filed pursuant to |

tem

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on May 15, 1997, on its behalf by the undersigned thereunto duly authorized.

PNC Bank Corp.
Robert L. Haunschild
Senior Vice President and Chief Financial Officer

PNC BANK CORP. 28
Corporate
INFORMATION
CORPORATE HEADQUARTERS

PNC Bank Corp.
One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707
WORLD WIDE WEB SITE
www.pncbank.com
STOCK LISTING

PNC Bank Corp. common stock is traded on the New York Stock Exchange ("NYSE") under the symbol PNC.

FINANCIAL INFORMATION

Copies of the Corporation's filings with the Securities and Exchange Commission, including Exhibits thereto, may be obtained without charge by writing to Glenn Davies, Vice President, Financial Reporting, at corporate headquarters. Requests may also be directed to (412) 762-1553 or to gdavies@usaor.net on the Internet.

INQUIRIES
Individual shareholders should contact: Shareholder Relations at 800-843-2206.
Analysts and institutional investors should contact: William H. Callihan, Vice President, Investor Relations, at 412-762-8257 or invrela@pncmail.com on the Internet.

News media representatives and others seeking general information should contact: Jonathan Williams, Vice President, Media Relations, at 412-762-4550 or pubrela@pncmail.com on the Internet.

COMMON STOCK PRICES/DIVIDENDS DECLARED
The table below sets forth by quarter the range of high, low and quarter-end closing sale prices for PNC Bank Corp. common stock and the cash dividends declared per common share.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline 1997 Quarter & High & Low & Close & \[
\begin{array}{r}
\text { Cash } \\
\text { Dividends } \\
\text { Declared }
\end{array}
\] \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline First & \$45.000 & \$36.5000 & \$40.000 & \$. 37 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline 1996 Quarter & High & Low & Close & \[
\begin{array}{r}
\text { Cash } \\
\text { Dividends } \\
\text { Declared }
\end{array}
\] \\
\hline First & \$32.625 & \$28.375 & \$30.750 & \$. 35 \\
\hline Second & 31.500 & 28.375 & 29.750 & . 35 \\
\hline Third & 33.875 & 27.500 & 33.375 & . 35 \\
\hline Fourth & 39.750 & 33.125 & 37.625 & . 37 \\
\hline Total & & & & \$1.42 \\
\hline
\end{tabular}

REGISTRAR AND TRANSFER AGENT

The Chase Manhattan Bank
P.O. Box 590

Ridgefield Park, New Jersey 07660
800-982-7652
DIVIDEND REINVESTMENT AND STOCK PURCHASE PLAN
The PNC Bank Corp. 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.



\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{<TABLE> <S> <C>} \\
\hline \multicolumn{2}{|l|}{<ARTICLE> 9} \\
\hline \multicolumn{2}{|l|}{<LEGEND>} \\
\hline \multicolumn{2}{|l|}{\multirow[t]{2}{*}{THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMAITON EXTRACTED FROM THE CONSOLIDATED FINANCIAL INFORMATION INCORPORATED BY REFERENCE TO THE 1997 FIRST}} \\
\hline & \\
\hline \multicolumn{2}{|l|}{QUARTER FINANCIAL REVIEW AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH} \\
\hline \multicolumn{2}{|l|}{FINANCIAL INFORMATION.} \\
\hline \multicolumn{2}{|l|}{</LEGEND>} \\
\hline \multicolumn{2}{|l|}{<MULTIPLIER> 1,000,000} \\
\hline <S> & <C> \\
\hline <PERIOD-TYPE> & 3-MOS \\
\hline <FISCAL-YEAR-END> & DEC-31-1997 \\
\hline <PERIOD-START> & JAN-01-1997 \\
\hline <PERIOD-END> & MAR-31-1997 \\
\hline <CASH> & 3,096 \\
\hline <INT-BEARING-DEPOSITS> & 0 \\
\hline <FED-FUNDS-SOLD> & 0 \\
\hline <TRADING-ASSETS> & 0 \\
\hline <INVESTMENTS-HELD-FOR-SALE> & 9,593 \\
\hline <INVESTMENTS-CARRYING> & 0 \\
\hline <INVESTMENTS-MARKET> & 0 \\
\hline <LOANS> & 52,575 \\
\hline <ALLOWANCE> & \((1,119)\) \\
\hline <TOTAL-ASSETS> & 71,166 \\
\hline <DEPOSITS> & 44,902 \\
\hline <SHORT-TERM> & 3,468 \\
\hline <LIABILITIES-OTHER> & 1,889 \\
\hline <LONG-TERM> & 15,079 \\
\hline <PREFERRED-MANDATORY> & 0 \\
\hline <PREFERRED> & 7 \\
\hline <COMMON> & 1,735 \\
\hline <OTHER-SE> & 3,736 \\
\hline <TOTAL-LIABILITIES-AND-EQUITY> & 71,166 \\
\hline <INTEREST-LOAN> & 1,056 \\
\hline <INTEREST-INVEST> & 156 \\
\hline <INTEREST-OTHER> & 30 \\
\hline <INTEREST-TOTAL> & 1,242 \\
\hline <INTEREST-DEPOSIT> & 346 \\
\hline <INTEREST-EXPENSE> & 612 \\
\hline <INTEREST-INCOME-NET> & 630 \\
\hline <LOAN-LOSSES> & 10 \\
\hline <SECURITIES-GAINS> & 16 \\
\hline <EXPENSE-OTHER> & 636 \\
\hline <INCOME-PRETAX> & 409 \\
\hline <INCOME-PRE-EXTRAORDINARY> & 409 \\
\hline <EXTRAORDINARY> & 0 \\
\hline <CHANGES> & 0 \\
\hline <NET-INCOME> & 266 \\
\hline <EPS-PRIMARY> & . 81 \\
\hline <EPS-DILUTED> & . 80 \\
\hline <YIELD-ACTUAL> & 3.98 \\
\hline <LOANS-NON> & 322 \\
\hline <LOANS-PAST> & 251 \\
\hline <LOANS-TROUBLED> & 1 \\
\hline <LOANS-PROBLEM> & 0 \\
\hline <ALLOWANCE-OPEN> & 1,166 \\
\hline <CHARGE-OFFS> & (89) \\
\hline <RECOVERIES> & 29 \\
\hline <ALLOWANCE-CLOSE> & 1,119 \\
\hline <ALLOWANCE-DOMESTIC> & 1,119 \\
\hline <ALLOWANCE-FOREIGN> & 0 \\
\hline <ALLOWANCE-UNALLOCATED> & 0 \\
\hline
\end{tabular}
</TABLE>
