```
WASHINGTON, D.C. 20549
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FORM $10-\mathrm{K}$

ANNUAL REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934
(Mark One)
[X] Annual report pursuant to section 13 or $15(d)$ of the Securities Exchange Act of 1934

For the fiscal year ended December 31, 1997
OR
[ ] Transition report pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934
For the transition period from $\qquad$ to $\qquad$
PNC BANK CORP.
(Exact name of registrant as specified in its charter)
PENNSYLVANIA 25-1435979
(State or other jurisdiction of
(I.R.S. Employer Identification No.)
incorporation or organization)
ONE PNC PLAZA
249 FIFTH AVENUE
PITTSBURGH, PENNSYLVANIA 15222-2707
(Address of principal executive offices)
Registrant's telephone number, including area code - (412) 762-1553 Securities registered pursuant to Section $12(b)$ of the Act:

<TABLE>
<CAPTION>
Title of Each Class
<S>
COMMON STOCK, PAR VALUE \(\$ 5.00\)
\$1.60 CUMULATIVE CONVERTIBLE PREFERRED STOCK-SERIES C, PAR VALUE \(\$ 1.00\)
\$1.80 CUMULATIVE CONVERTIBLE PREFERRED STOCK-SERIES D, PAR VALUE \$1.00
</TABLE>
Securities registered pursuant to Section $12(\mathrm{~g})$ of the Act:
$\$ 1.80$ CUMULATIVE CONVERTIBLE PREFERRED STOCK - SERIES A, PAR VALUE $\$ 1.00$
$\$ 1.80$ CUMULATIVE CONVERTIBLE PREFERRED STOCK - SERIES B, PAR VALUE $\$ 1.00$
$8.25 \%$ CONVERTIBLE SUBORDINATED DEBENTURES DUE 2008
$81 / 4 \%$ CONVERTIBLE SUBORDINATED DEBENTURES DUE 2010

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes _X_ No $\qquad$
Indicate by check mark if the disclosure of delinquent filers pursuant to Item 405 of Regulation $S-K$ is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K. _X_

The aggregate market value of the voting common equity held by non-affiliates of the Registrant amounted to approximately $\$ 14.7$ billion at January $30,1998$. There is no non-voting common equity of the Registrant outstanding.

Number of shares of Registrant's common stock outstanding at February 28, 1998: 300,777,025

## DOCUMENTS INCORPORATED BY REFERENCE

Portions of PNC Bank Corp.'s Annual Report to Shareholders for the year ended December 31, 1997 ("Annual Report to Shareholders") are incorporated by reference into Parts I and II and portions of the definitive Proxy Statement of PNC Bank Corp. for the annual meeting of shareholders to be held on April 28, 1998 ("Proxy Statement") are incorporated by reference into Part III of this Form 10-K. The incorporation by reference herein of portions of the Proxy Statement shall not be deemed to specifically incorporate by reference the information referred to in Item $402(a)(8)$ of Regulation S-K.

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## PART I

Forward-Looking Statements: From time to time the Corporation has made and may continue to make forward-looking statements about financial and business matters. As stated under the caption "Forward-Looking Statements" in the "Financial Review" on page 39 of the Annual Report to Shareholders, which is incorporated herein by reference, many factors could cause actual results for such matters to differ materially from such forward-looking statements. The Corporation assumes no duty to update forward-looking statements.

ITEM 1 - BUSINESS
BUSINESS OVERVIEW PNC Bank Corp. ("PNC Bank" or "Corporation") is a bank holding company registered under the Bank Holding Company Act of 1956, as amended ("BHC Act"). PNC Bank was incorporated under the laws of the Commonwealth of Pennsylvania in 1983 with the consolidation of Pittsburgh National Corporation and Provident National Corporation. Since 1983, PNC Bank has diversified its geographical presence and product capabilities through strategic bank and nonbank acquisitions and the formation of various nonbanking subsidiaries.

The Corporation is one of the largest diversified financial services companies in the United States and operates seven lines of business: National Consumer Banking; Regional Community Banking; Private Banking; Secured Lending; Asset Management and Servicing; Corporate Banking; and Mortgage Banking. Financial products and services are customized for specific customer segments and offered nationally and in PNC Bank's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio, Kentucky, Indiana, Massachusetts and Florida. At December 31, 1997, the Corporation's consolidated total assets, deposits and shareholders' equity were $\$ 75.1$ billion, $\$ 47.6$ billion and $\$ 5.4$ billion, respectively.

LINES OF BUSINESS Information relating to National Consumer Banking, Regional Community Banking, Private Banking, Secured Lending, Asset Management and Servicing, Corporate Banking and Mortgage Banking is set forth under the captions "Business Strategies" and "Line of Business Review" in the "Financial Review" included on pages 30 through 31 and 32 through 38, respectively, of the Annual Report to Shareholders, which is incorporated herein by reference.

SUBSIDIARY BANKS While the Corporation manages seven lines of business, the corporate legal structure currently consists of five subsidiary banks and over 110 active nonbank subsidiaries. PNC Bank, National Association, headquartered in Pittsburgh, Pennsylvania is the Corporation's only bank subsidiary which is a
significant subsidiary within the meaning of Rule 1-02(v) of Regulation $S-X$. At December 31, 1997, PNC Bank, National Association had total consolidated assets of $\$ 69.7$ billion, representing $93 \%$ of the Corporation's consolidated assets. For additional information on subsidiaries, see Exhibit 21 to this Form $10-\mathrm{K}$, which is incorporated herein by reference.

STATISTICAL DISCLOSURES BY BANK HOLDING COMPANIES The following statistical
information is included on the indicated pages of the Annual Report to
Shareholders and is incorporated herein by reference:

|  | Page of Annual Report |
| :---: | :---: |
| Analysis of Year-to-Year Changes in Net Interest Income | 77 |
| Average Consolidated Balance Sheet and Net Interest Analysis | 78-79 |
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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. Market risk is also inherent in the Corporation's business operations. Although it cannot eliminate these risks, PNC Bank has risk management processes designed to provide for risk identification, measurement, monitoring and control. Information relating to credit, liquidity, interest rate and market risk and the Corporation's risk management processes is set forth under the section "Risk Management" in the "Financial Review" included on pages 44 through 47 of the Annual Report to Shareholders, which is incorporated herein by reference.

EFFECT OF GOVERNMENTAL MONETARY AND OTHER POLICIES The earnings and operations of bank holding companies and their subsidiaries are affected by monetary, tax and other policies of the United States government and its agencies, including the Board of Governors of the Federal Reserve System (the "Federal Reserve Board"). An important function of the Federal Reserve Board is to regulate the national supply of bank credit. The Federal Reserve Board employs open market operations in U.S. Government securities, changes in the discount rate on bank borrowings and changes in reserve requirements on bank deposits to implement its monetary policy objectives. These instruments of monetary policy are used in varying combinations to influence the overall level of bank loans, investments and deposits, the interest rates charged on loans and paid for deposits, the price of the dollar in foreign exchange markets and the level of inflation. The monetary policies of the Federal Reserve Board have had a significant effect on the operating results of banking institutions in the past and are expected to continue to do so in the future. It is not possible to predict the nature or timing of future changes in monetary, tax and other policies or the effect that they may have on the Corporation's business and earnings.

IMPACT OF INFLATION The assets and liabilities of the Corporation are primarily monetary in nature. Accordingly, future changes in prices do not affect the obligations to pay or receive fixed and determinable amounts of money. During periods of inflation, monetary assets lose value in terms of purchasing power, and monetary liabilities have corresponding purchasing power gains. The concept of purchasing power, however, is not an adequate indicator of the effect of inflation on banks, because it does not take into account changes in interest rates, which are an important determinant of the Corporation's earnings. A discussion of interest rate risk is set forth under the section "Interest Rate Risk" in the "Financial Review" included on pages 46 and 47 of the Annual Report to Shareholders.

SUPERVISION AND REGULATION The Corporation and its subsidiaries are subject to numerous governmental regulations, some of which are highlighted below and in "Note 14 - Regulatory Matters" of the "Notes to Consolidated Financial Statements" included on pages 65 and 66 of the Annual Report to Shareholders ("Note 14 - Regulatory Matters"), which is incorporated herein by reference. The coverage of the regulations includes activity, investment and dividend limitations on the bank holding company and its subsidiaries and consumer-related protections for loan, deposit, brokerage, fiduciary and mutual

## fund customers.

As a bank holding company registered under the BHC Act, the Corporation is subject to the supervision and regular inspection by the Federal Reserve Board. Under the BHC Act, the Federal Reserve Board's prior approval is required in any case the Corporation proposes to acquire all or substantially all of the assets of any bank, acquire direct or indirect ownership or control of more than $5 \%$ of the voting shares of any bank, or merge or consolidate with any other bank holding company. The BHC Act also prohibits, with certain exceptions, the Corporation from acquiring direct or indirect ownership or control of more than $5 \%$ of any class of voting shares of any nonbanking corporation. Under the BHC Act, the Corporation may not engage in any business other than managing and controlling banks or furnishing certain specified services to subsidiaries and may not acquire voting control of nonbanking corporations unless the Federal Reserve Board determines such businesses and services to be closely related to banking. When reviewing bank acquisition applications for approval, the Federal Reserve Board considers, among other things, each subsidiary bank's record in meeting the credit needs of the communities it serves in accordance with the Community Reinvestment Act of 1977, as amended ("CRA"). At December 31, 1997, the Corporation's subsidiary banks were rated "Outstanding" or "Satisfactory" with respect to CRA.

The Corporation's subsidiary banks are subject to supervision and examination by applicable federal and state banking agencies, including such federal agencies as the Office of the Comptroller of the Currency ("OCC") with respect to PNC

Bank, National Association and PNC National Bank, the Federal Deposit Insurance Corporation ("FDIC") with respect to PNC Bank, Delaware and PNC Bank, New England, and the Office of Thrift Supervision with respect to PNC Bank, FSB. The Corporation's subsidiary banks are subject to various federal and state restrictions on their ability to pay dividends to the Corporation, which constitutes the principal source of income to the parent company as discussed under the caption "Liquidity Risk" in the "Financial Review" on page 46 of the Annual Report to Shareholders, which is incorporated herein by reference. The Corporation's subsidiary banks are also subject to federal laws limiting extensions of credit to their parent holding company and nonbank affiliates as discussed in "Note 14 - Regulatory Matters."

The federal banking agencies possess broad powers to take corrective action as deemed appropriate for an insured depository institution and its holding company. The extent of these powers depends upon whether the institution in question is considered "well capitalized," "adequately capitalized," "undercapitalized," "significantly undercapitalized" or "critically undercapitalized." Generally, as an institution is deemed to be less well capitalized, the scope and severity of the agencies' powers increase, ultimately permitting the agency to appoint a receiver for the institution. Business activities may also be influenced by an institution's capital classification. For instance, only a "well capitalized" depository institution may accept brokered deposits without prior regulatory approval and an "adequately capitalized" depository institution may accept brokered deposits only with prior regulatory approval. At December 31, 1997, all of the Corporation's subsidiary banks exceeded the required ratios for classification as "well capitalized."

Additional discussion of capital adequacy requirements is set forth under the caption "Capital" in the "Financial Review" on pages 43 and 44 of the Annual Report to Shareholders, which is incorporated herein by reference.

All of the subsidiary banks are insured by the FDIC and subject to premium assessments. The amount of FDIC assessments is based on the institution's relative risk as measured by regulatory capital ratios and certain other factors. Under current regulations, the Corporation's subsidiary banks are not assessed a premium on deposits insured by either the Bank Insurance Fund or the Savings Association Insurance Fund. However, insured depository institutions continue to pay premiums based on deposit levels to service debt on bonds issued by a governmental entity.

The Corporation's subsidiary banks are subject to "cross-guarantee" provisions under federal law that provide if one FDIC-insured depository institution of a multi-bank holding company fails or requires FDIC assistance, the FDIC may assess a "commonly controlled" depository institution for the estimated losses suffered by the FDIC. Such liability could have a material adverse effect on the financial condition of any assessed bank and the Corporation. While the FDIC's claim is junior to the claims of depositors, holders of secured liabilities, general creditors and subordinated creditors, it is superior to the claims of shareholders and affiliates.

Under Federal Reserve Board policy, a bank holding company is expected to act as a source of financial strength to each of its subsidiary banks and to commit resources to support each such bank. Consistent with the "source of strength" policy for subsidiary banks, the Federal Reserve Board has stated that, as a matter of prudent banking, a bank holding company generally should not maintain a rate of cash dividends unless its net income available to common shareholders
has been sufficient to fund fully the dividends, and the prospective rate of earnings retention appears to be consistent with the corporation's capital needs, asset quality and overall financial condition.

The Corporation's nonbank subsidiaries are subject to regulatory restrictions imposed by the Federal Reserve Board and other federal and state agencies as well. The Corporation's four registered broker-dealer subsidiaries are regulated by the Securities and Exchange Commission ("SEC") and monitored by the OCC in three instances and the Federal Reserve Board in the other instance. They are also subject to rules and regulations promulgated by the National Association of Securities Dealers, Inc., among others. Several nonbank subsidiaries which are registered investment advisers are subject to the regulations of the SEC and other agencies. Investment advisers which are national bank subsidiaries are also subject to OCC supervision.

Over the past few years, the regulatory framework applicable to the Corporation and its subsidiaries has been subject to extensive Congressional and agency review, which has resulted in some liberalization and may result in further reforms. Current proposals include easing restrictions on insurance and investment banking activities and easing bank ownership requirements. There are also proposals to regulate further banking and financial services, some of which limit finance charges and other fees and charges earned by the Corporation. Management currently cannot predict the outcome of these proposals or the effect, if any, on the Corporation.

Since 1995, the BHC Act has permitted bank holding companies from any state to acquire banks and bank holding companies located in any other state, subject to certain conditions. Effective June 1, 1997, the Federal Deposit Insurance Act gave the Corporation's subsidiary banks the ability, subject to certain restrictions, to consolidate with one another or to acquire by acquisition or merger branches outside their home state. Pursuant to these provisions, the Corporation merged certain subsidiary banks during 1997. Competition may increase further as banks branch across state lines and enter new markets.

COMPETITION The Corporation and its subsidiaries are subject to vigorous and intense competition from various financial institutions and increasingly from "nonbank" entities that engage in similar activities without being subject to bank regulatory supervision and restrictions. This is particularly true as the Corporation expands nationally beyond its primary geographic footprint, where expansion requires significant investments to penetrate new markets and respond to competition.

In making loans, the subsidiary banks compete with traditional banking institutions as well as consumer finance companies, leasing companies and other nonbank lenders. 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 the competition for consumer investment dollars intensifies among banks and other financial services companies. The Corporation's subsidiary banks compete for deposits not only with other commercial banks, savings banks, savings and loan associations and credit unions, but also insurance companies and issuers of commercial paper and other securities, including mutual funds. Various nonbank subsidiaries engaged in investment banking and venture capital activities compete with commercial banks, investment banking firms, insurance companies and venture capital firms. In providing asset management services, the Corporation's subsidiaries compete with many large banks, trust companies, brokerage houses, mutual fund managers, other registered investment advisers and insurance companies.

The ability to access and use technology is an increasingly important competitive factor in the financial services industry. Technology is not only important with respect to delivery of financial services, but in processing information. Each of the Corporation's lines of business consistently must make technological investments to remain competitive.

EXECUTIVE OFFICERS OF THE REGISTRANT Information concerning each executive officer of the Corporation as of March 1, 1998 is set forth below. Each executive officer held the position indicated or another senior executive position with the same entity or one of its affiliates or a predecessor corporation for the past five years.

| Name | Age | Position with <br> Corporation | Year <br> Employed(1) |
| :--- | :---: | :---: | :---: | :---: |
| Thomas H. O'Brien (2) | 61 | Chairman and Chief <br> Executive Officer and <br> Director | 1962 |


| (2) |  | President, Finance and Administration |  |
| :---: | :---: | :---: | :---: |
| Richard C. Caldwell | 53 | Executive Vice President, Asset Management and Servicing | 1990 |
| Frederick J. Gronbacher | 55 | Executive Vice President, National Consumer Banking | 1976 |
| Robert L. Haunschild | 48 | Senior Vice President and Chief Financial Officer | 1990 |
| William J. Johns | 50 | Senior Vice President and Chief Accounting Officer | 1974 |
| Ralph S. Michael III | 43 | Executive Vice President and Chief Executive Officer, Corporate Banking | 1979 |
| Thomas E. Paisley III | 50 | Senior Vice President and Chairman, Corporate Credit Policy Committee | 1972 |
| Helen P. Pudlin | 48 | Senior Vice President and General Counsel | 1989 |
| Bruce E. Robbins | 53 | Executive Vice President and Chief Executive Officer, Secured Lending | 1973 |

(1) Where applicable, refers to year first employed by predecessor company or acquired company.
(2) Office of the Chairman member.

ITEM 2 - PROPERTIES
The executive and administrative offices of the Corporation and PNC Bank, National Association ("PNC Bank, N.A."), are located at One PNC Plaza, Pittsburgh, Pennsylvania. The thirty-story structure is owned by PNC Bank, N.A. The Corporation and PNC Bank, N.A. occupy substantially all of the building. In addition, PNC Bank, N.A. owns a thirty-four story structure adjacent to One PNC Plaza, known as Two PNC Plaza, 620 Liberty Avenue, Pittsburgh, Pennsylvania, that houses additional office space. PNC Bank, N.A. also owns a data processing and telecommunications center located in a suburb of Pittsburgh, Pennsylvania.

The Corporation's subsidiaries own or lease numerous other premises for use in conducting business activities. The facilities owned or occupied under lease by the Corporation's subsidiaries are considered by management to be adequate.

Additional information pertaining to the Corporation's properties is set forth in "Note 8 - Premises, Equipment and Leasehold Improvements" of the "Notes to Consolidated Financial Statements" included on pages 63 and 64 of the Annual Report to Shareholders, which is incorporated herein by reference.

ITEM 3 - LEGAL PROCEEDINGS
The Corporation's Annual Report on Form 10-K for the year ended December 31, 1996, included a description of a consolidated class action complaint against the Corporation, its Chairman and Chief Executive Officer and its Senior Vice President and Chief Financial Officer alleging violations of federal securities laws and related common law claims. The parties have reached an agreement in principle to settle this action, which is subject to documentation and court approval. Management believes that the final disposition will not be material to the Corporation's financial position or results of operations.

The Corporation, in the normal course of business, is subject to various other pending and threatened lawsuits in which claims for monetary damages and other relief are asserted. Management, after consultation with legal counsel, does not anticipate that the ultimate aggregate liability, if any, arising out of such other lawsuits will have a material effect on the Corporation's financial position. At the present time, management is not in a position to determine whether any such pending or threatened litigation will have a material adverse effect on the Corporation's results of operations in any future reporting period.

The Corporation's common stock is listed on the New York Stock Exchange and is traded under the symbol "PNC". At the close of business on February 28, 1998, there were 64,438 common shareholders of record.

Holders of common stock are entitled to receive dividends when declared by the Board of Directors out of funds legally available therefor. The Board of Directors may not pay or set apart dividends on the common stock until dividends for all past dividend periods on any series of outstanding preferred stock have been paid or declared and set apart for payment. The Board presently intends to continue the policy of paying quarterly cash dividends. However, the amount of any future dividends will depend on earnings, the financial condition of the Corporation and other factors, including contractual restrictions and applicable government regulations and policies (such as those relating to the ability of the subsidiary banks and nonbank subsidiaries to upstream dividends to the parent company). The Federal Reserve Board has the power to prohibit the Corporation from paying dividends without prior regulatory approval. Further discussion concerning dividend restrictions is set forth under the caption "Supervision and Regulation" in Part I, Item 1 of this Form $10-\mathrm{K}$ and in "Note 14 - - Regulatory Matters," which sections are incorporated herein by reference.

Additional information relating to the common stock is set forth under the caption "Common Stock Prices/Dividends Declared" on page 82 of the Annual Report to Shareholders, which is incorporated herein by reference.

ITEM 6 - SELECTED FINANCIAL DATA
"Selected Consolidated Financial Data" on page 75 of the Annual Report to Shareholders is incorporated herein by reference.

ITEM 7 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The discussion of the Corporation's financial position and results of operations set forth under the section "Financial Review" on pages 30 through 52 of the Annual Report to Shareholders is incorporated herein by reference.

ITEM 7A - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The information set forth under the sections "Interest Rate Risk", "Market Risk" and "Financial Derivatives" on pages 46 through 49 of the Annual Report to Shareholders is incorporated herein by reference.

ITEM 8 - FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA
The "Report of Ernst \& Young LLP, Independent Auditors," "Consolidated Financial Statements," "Notes to Consolidated Financial Statements" and "Selected Quarterly Financial Data" on pages 53, 54 through 57, 58 through 74, and 76, respectively, of the Annual Report to Shareholders are incorporated herein by reference.

PART III

ITEM 10 - DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT

Information relating to the principal occupations of directors of the Corporation, their ages, directorships in other companies, and respective terms of office, except for C.G. Grefenstette,

Thomas Marshall, Vincent A. Sarni and Garry J. Scheuring, who are not standing for reelection, is set forth under the heading "Election of Directors Information Concerning Nominees" in the Proxy Statement and is incorporated herein by reference. Mr. Grefenstette, age 70, is the Chairman and Chief Executive Officer of The Hillman Company, a company engaged in diversified operations and investments, and a director of Owens \& Minor, Inc. Mr. Marshall, age 69, is the Retired Chairman of Aristech Chemical Corporation, and a director of Arch Coal, Inc. Mr. Sarni, age 69, is the Retired Chairman and Chief Executive Officer of PPG Industries Inc., a manufacturer of glass, chemicals, coatings and resins. He is a director of PPG Industries, Inc., Hershey Foods Corporation and The LTV Corporation. Mr. Scheuring, age 58, is the Retired Vice Chairman of PNC Bank Corp., and became a director of the Corporation in connection with the Midlantic Corporation merger, effective December 31, 1995. Mr. Scheuring had been the Chairman, President and Chief Executive Officer of Midlantic Corporation. Each of Messrs. Grefenstette, Marshall and Sarni has been a director of the Corporation since 1989.

Information regarding compliance with Section $16(a)$ of the Securities Exchange Act of 1934 set forth under the heading "Section 16(a) Beneficial Ownership Reporting Compliance" in the Proxy Statement is incorporated herein by

Information regarding executive officers of the Corporation is included in Part I of this Form 10-K under the caption "Executive Officers of the Registrant".

Information regarding the involvement of the Corporation's Chairman and Chief Executive Officer and Senior Vice President and Chief Financial Officer in certain legal proceedings set forth under the heading "Legal Proceedings" in the Proxy Statement is incorporated herein by reference.

ITEM 11 - EXECUTIVE COMPENSATION
Information regarding compensation of directors and executive officers under the captions "Election of Directors - Compensation of Directors," "Election of Directors - Common Stock Purchase Guideline" and "Compensation of Executive Officers," excluding the "Personnel and Compensation Committee Report on Executive Compensation," in the Proxy Statement is incorporated herein by reference.

ITEM 12 - SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT
Information regarding the beneficial ownership of the equity securities of the Corporation by all directors, each of the five highest compensated executive officers and all directors and executive officers of the Corporation as a group under the heading "Security Ownership of Directors and Executive Officers" in the Proxy Statement is incorporated herein by reference.

ITEM 13 - CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

Information regarding transactions and relationships with certain directors and executive officers of the Corporation and their associates under the heading "Compensation of Executive Officers-Compensation Committee Interlocks and Insider Participation" in the Proxy Statement is incorporated herein by reference.

PART IV
ITEM 14 - EXHIBITS, FINANCIAL STATEMENT SCHEDULES AND REPORTS ON FORM 8-K
FINANCIAL STATEMENTS The following report of independent auditors and consolidated financial information of the Corporation included in the Annual Report to Shareholders are incorporated herein by reference.

| Financial Statements | Page of Annual Report |
| :---: | :---: |
| Report of Ernst \& Young LLP, Independent Auditors | 53 |
| Consolidated Statement of Income for the three years ended December 31, 1997 | 54 |
| Consolidated Balance Sheet as of December 31, 1997 and 1996 | 55 |
| Consolidated Statement of Changes in Shareholders' Equity for the three years ended December 31, 1997 | 56 |
| Consolidated Statement of Cash Flows for the three years ended December 31, 1997 | 57 |
| Notes to Consolidated Financial Statements | 58-74 |
| Selected Quarterly Financial Data | 76 |

No financial statement schedules are being filed.
REPORTS ON FORM 8-K The following reports on Form $8-\mathrm{K}$ were filed during the quarter ended December 31, 1997, or thereafter:

Form 8-K dated as of October 15, 1997, reporting the Corporation's consolidated financial results for the three and nine months ended September 30, 1997, filed pursuant to Item 5.

Form 8-K dated as of January 15, 1998, reporting the Corporation's consolidated financial results for the three months and year ended December 31, 1997, filed pursuant to Item 5.

EXHIBITS The exhibits listed on the Exhibit Index on pages E-1 and E-2 of this Form 10-K are filed herewith or are incorporated herein by reference.

Act of 1934, the registrant, PNC Bank Corp., has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

PNC BANK CORP.
(Registrant)
By: /s/ Robert L. Haunschild

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Robert I Haunschild, Senior Vice President
    and Chief Financial Officer
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March 20, 1998

Pursuant to the requirements of the Securities Exchange Act of 1934, this report
has been signed below by the following persons on behalf of PNC Bank Corp. and
in the capacity indicated on March 20, 1998.

<TABLE>
<CAPTION>
Signature
Capacities
<S>
/s/ Thomas H. O'Brien
<C>
Mrien
Chairman, Chief Executive
Officer and Director (Principal Executive
Thomas H. O'Brien Officer)
/s/ Robert L. Haunschild
Senior Vice President and
Chief Financial Officer (Principal Financial
Robert L. Haunschild Officer)
```
/s/ William J. Johns
- --------------------------------------------
```
Senior Vice President and Chief Accounting
    Officer (Principal Accounting Officer)
William J. Johns
* Paul W. Chellgren; Robert N. Clay; George A. A Majority of the Directors
Davidson, Jr.; David F. Girard-diCarlo; C. G.
Grefenstette; William R. Johnson; Bruce C.
Lindsay; W. Craig McClelland; Thomas Marshall;
Jane G. Pepper; Jackson H. Randolph; Roderic H.
Ross; Vincent A. Sarni; Garry J. Scheuring;
Richard P. Simmons; Thomas J. Usher; Milton A.
Washington; and Helge H. Wehmeier
* James E. Rohr President and Director
</TABLE>
*By: /s/ Melanie S. Cibik
Melanie S. Cibik, Attorney-in-Fact,
pursuant to Power of Attorney filed
herewith
8

EXHIBIT INDEX

## <TABLE>

<CAPTION>
Exhibit Description Method of Filing

| No. | Description | Method of Filing + |
| :---: | :---: | :---: |
| <S> |  | <C> |
| 3.1 | Articles of Incorporation of the Corporation, as amended. | Incorporated herein by reference to Exhibit 99.1 and 99.2 of the |
| Current |  |  |
|  |  | Report on Form 8-K dated October |
| $7,1996 .$ |  |  |
|  | By Laws of the corporation, as amended. | Exhibit 99.2 of the Current |
| Report on |  |  |

4.1 Instruments defining the rights of holders of long-term debt of the Corporation and its subsidiaries are not filed as Exhibits because the amount of debt under each instrument is less than 10 percent of the consolidated assets of the Corporation. The Corporation undertakes to file these instruments with the Commission on request.
4.2 Designation of Series: \$1.80 Cumulative Convertible Preferred

Stock -- Series A.
4.3 Designation of Series: \$1.80 Cumulative Convertible Preferred

Incorporated herein as part of
Exhibit 3.1 .
Stock -- Series B.
4.4 Designation of Series: \$1.60 Cumulative Convertible Preferred Exhibit 3.1.

Stock -- Series C.
4.5 Designation of Series: \$1.80 Cumulative Convertible Preferred Exhibit 3.1 .

Stock -- Series D.
4.6 Designation of Series: Fixed/Adjustable Rate Noncumulative Exhibit 3.1 .
Preferred Stock -- Series F.
10.1 Supplemental Executive Retirement Income and Disability Plan of
the Corporation.
on
December
10.2 Amendments to Supplemental Executive Retirement Income and Disability Plan.
on
December

| 10.3 | Supplemental Executive Life Insurance and Spouse's Benefit Plan of <br> the Corporation. |
| :---: | :---: |
| K.* | November 21,1996 Amendment to Supplemental Executive Life <br> 10.4 |
| Insurance and Spouse's Benefit Plan. <br> 10.5 | 1997 Long-Term Incentive Award Plan of the Corporation ("1997 |
| Award Plan"). |  |

8 at
10.6 Form of Nonstatutory Stock Option Agreement under 1997 Award Plan.
10.7 Form of Incentive Share Agreement under 1992 Award Plan (June 1995), as amended November 21, 1996.
K. *
10.8 Form of Addendum to Nonstatutory Stock Option Agreement relating to Reload Nonstatutory Stock Options.
10.9 Form of Reload Nonstatutory Stock Option Agreement.
10.10 Form of Incentive Share Agreement - Share Price, RSR and ROCE Performance Goals.
</TABLE>

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10.14

PNC Bank Corp. Supplemental Incentive Savings Plan as amended.
4.1
10.15 PNC Bank Corp. Supplemental Pension Plan, as amended.

Exhibit 10.12
10.16 1992 Director Share Incentive Plan.
<C>
Incorporated by reference to Exhibit
of the Annual Report on Form $10-\mathrm{K}$
the year ended December 31, 1994
Form 10-K"). *
Incorporated by reference to Exhibit
of the Quarterly Report on Form
the quarter ended September 30,
("3Q 1996 Form 10-Q"). *
Incorporated by reference to Exhibit
to the Corporation's Registration
Statement on Form S-8 at File No.
333-18069. *
Incorporated by reference to Exhibit
to the Corporation's Registration
Statement on Form S-8 at File No.
333-18069. *
Incorporated herein by reference to of the 1996 Form 10-K. *
Incorporated herein by reference to Exhibit 10.6 of the Annual Report

December


PNC BANK CORP. 1997 LONG-TERM INCENTIVE AWARD PLAN NONSTATUTORY STOCK OPTION AGREEMENT

## OPTIONEE:

DATE OF GRANT:
OPTION PRICE PER SHARE:
COVERED SHARES:

Terms defined in the 1997 Long-Term Incentive Award Plan ("PLAN") of PNC Bank Corp. ("CORPORATION") are used in this Agreement as defined in the Plan unless otherwise defined in this Agreement. For certain definitions, see Annex C attached hereto and incorporated herein by reference.

1. GRANT OF OPTION. Pursuant to the Plan and subject to the terms of this Agreement, the Corporation hereby grants to the Optionee an Option to purchase from the Corporation that number of Shares specified above as the "Covered Shares," exercisable at the Option Price.

## 2. TERMS OF THE OPTION.

2.1 TYPE OF OPTION. The Option is intended to be a Nonstatutory Stock Option without Rights.
2.2 OPTION PERIOD. The Option is exercisable, in whole or in part, at any time and from time to time upon the earliest to occur of (i) the first anniversary of the Date of Grant, (ii) the date of termination of the Optionee's employment with the Corporation by reason of death or permanent and total disability, and (iii) the date of termination of the Optionee's employment during a Coverage Period either by the Corporation without Cause or by the Optionee with Good Reason, provided that in the case of clause (iii) that such termination is at least six months after the Date of Grant. The Option shall remain exercisable until the Date of Expiration.
2.3 NONTRANSFERABILITY. The Option is not transferable by the Optionee other than by will or by the laws of descent and distribution, and is exercisable, during the Optionee's lifetime, only by the Optionee or, in the event of the Optionee's legal disability, by the Optionee's legal representative.
3. CAPITAL ADJUSTMENTS. The number and class of unexercised Covered Shares and the Option Price shall be subject to such adjustment, if any, as the Committee in its sole discretion deems appropriate to reflect such events as stock dividends, stock splits, recapitalizations, mergers, consolidations or reorganizations.

## 4. EXERCISE OF OPTION.

4.1 NOTICE AND EFFECTIVE DATE. The Option may be exercised, in whole or in part, by delivering to the Corporation written notice of such exercise, in such form as the Committee may from time to time prescribe, accompanied by full payment of (a) the Option Price with respect to that portion of the Option being exercised and (b) any amounts required to be withheld pursuant to applicable tax laws in connection with such exercise. In addition, the Optionee may elect to use the cashless exercise procedure provided for pursuant to Section 4.2 hereof. The effective date of such exercise shall be the Date of Exercise. Until the Committee notifies the Optionee to the contrary, the form attached to this Agreement as Annex A shall be used to exercise the Option granted hereunder.
4.2 PAYMENT OF THE OPTION PRICE. Upon exercise of the Option, in whole or in part, the Optionee may pay the aggregate Option Price in cash, by delivering duly endorsed certificates representing whole Shares having aggregate Fair Market Value on the Date of Exercise not exceeding that portion of the Option Price being paid by delivery of such Shares, or through a combination of cash and Shares; provided, however, that no Shares may be used to pay any portion of the Option Price that have not been held for at least six months prior to the Date of Exercise or such other period as may be specified by the Committee. Notwithstanding the foregoing, the Optionee may elect to complete his or her option exercise through a brokerage service/margin account pursuant to the cashless option exercise procedure under Regulation $T$ of the Board of Governors of the Federal Reserve System and in such manner as may be permitted by the Committee from time to time, consistent with said Regulation.
4.3 PAYMENT OF TAXES. The Optionee may elect to satisfy applicable tax withholding requirements by payment of cash or, subject to such terms and
conditions as the Committee may from time to time establish to satisfy any or all federal, state, or local tax liabilities incurred upon such exercise, through retention by the Corporation of Shares otherwise issuable upon such exercise or by delivery to the Corporation of previously acquired Shares. Until the Committee notifies the Optionee to the contrary, the form attached to this Agreement as Annex B shall be used to make such election.
4.4 EFFECT. The exercise, in whole or in part, of the Option shall cause a reduction in the number of unexercised Covered Shares equal to the number of Shares with respect to which the Option is exercised.
5. RESTRICTIONS ON EXERCISE AND UPON SHARES ISSUED UPON EXERCISE.

Notwithstanding any other provision of this Agreement, the Optionee agrees, for himself (herself) and his (her) successors, that the Option may not be exercised at any time that the Corporation does not have in effect a registration statement under the Securities Act of 1933, as amended, relating to the offer of Shares under the Plan, unless the Corporation agrees to permit such exercise. The Optionee further agrees, for himself (herself) and his (her) successors, that, upon the issuance of any Shares pursuant to the exercise of the Option, he (she) will, upon the request of the Corporation, agree in writing that he (she) is acquiring such Shares for investment only and not with a view to resale, and that he (she) will not sell, pledge, or otherwise dispose of such Shares unless and until (a) the Corporation is furnished with an opinion of counsel to the effect
that registration of such Shares pursuant to the Securities Act of 1933, as amended, is not required by that Act or by rules and regulations promulgated thereunder; (b) the staff of the Securities and Exchange Commission has issued a "no-action" letter with respect to such disposition; or (c) such registration or notification as is, in the opinion of counsel for the Corporation, required for the lawful disposition of such Shares has been filed and has become effective; provided, however, that the Corporation is not obligated hereby to file any such registration or notification. The Optionee further agrees that the Corporation may place a legend embodying such restriction on the certificates evidencing such Shares.
6. RIGHTS AS SHAREHOLDER. The Optionee shall have no rights as a Shareholder with respect to any Covered Shares until such time as the Option is exercised and then only with respect to those Shares issued upon such exercise.
7. EMPLOYMENT. Neither the granting of the Option evidenced by this Agreement nor any term or provision of this Agreement shall constitute or be evidence of any understanding, expressed or implied, on the part of the Corporation or any of its subsidiaries to employ the Optionee for any period. References in this Agreement to the employment of the Optionee with the Corporation shall include employment with any subsidiary of the Corporation
8. SUBJECT TO THE PLAN. The Option evidenced by this Agreement and the exercise thereof are subject to the terms and conditions of the Plan, which is incorporated by reference herein and made a part hereof, but the terms of the Plan shall not be considered an enlargement of any benefits under this Agreement. In addition, the Option is subject to any rules and regulations promulgated by the Committee.

IN WITNESS WHEREOF, the Corporation has caused this Agreement to be signed on its behalf effective as of the Date of Grant.

PNC BANK CORP.

By:
Chairman and Chief Executive Officer

ATTEST:

Secretary

ACCEPTED AND AGREED TO AS OF THE DATE OF GRANT.

## Optionee

Annex A - Option Exercise Form (Intentionally omitted)
Annex B - Tax Payment Election From (Intentionally omitted)
Annex C - Certain Definitions

ANNEX C
TO PNC BANK CORP. 1997 LONG-TERM INCENTIVE AWARD PLAN NONSTATUTORY STOCK OPTION AGREEMENT CERTAIN DEFINITIONS

Except where the context otherwise indicates, the following definitions apply to the Nonstatutory Stock Option Agreement (the "AGREEMENT") to which this Annex C is attached:
C. 1 "CAUSE" means: (a) the willful and continued failure of the Optionee to substantially perform the Optionee's duties with the Corporation (other than any such failure resulting from incapacity due to physical or mental illness), after a written demand for substantial performance is delivered to the Optionee by the Board or the Chief Executive Officer of the Corporation which specifically identifies the manner in which the Board or Chief Executive Officer believes that the Optionee has not substantially performed the Optionee's duties; or
(b) the willful engaging by the Optionee in illegal conduct or gross misconduct that is materially and demonstrably injurious to the Corporation.

For purposes of the preceding clauses (a) and (b), no act or failure to act, on the part of the Optionee, shall be considered "willful" unless it is done, or omitted to be done, by the Optionee in bad faith and without reasonable belief that the Optionee's action or omission was in the best interests of the Corporation. Any act, or failure to act, based upon the instructions or prior approval of the Board, the Chief Executive Officer or the Optionee's superior or based upon the advice of counsel for the Corporation, shall be conclusively presumed to be done, or omitted to be done, by the Optionee in good faith and in the best interests of the Corporation. The cessation of employment of the Optionee shall not be deemed to be for Cause unless and until there shall have been delivered to the Optionee, as part of the notice of the Optionee's termination, a copy of a resolution duly adopted by the affirmative vote of not less than a majority of the entire membership of the Board, at a Board meeting called and held for the purpose of considering such termination, finding that, in the good faith opinion of the Board, the Optionee is guilty of the conduct described in clause (a) or (b) above and specifying the particulars thereof in detail. Such resolution shall be adopted only after reasonable notice of such Board meeting is provided to the Optionee and the Optionee is given an opportunity, together with counsel, to be heard before the Board.
C. 2 "CHANGE IN CONTROL" means a change of control of the Corporation of a nature that would be required to be reported in response to Item 6 (e) of Schedule 14A of Regulation 14A (or in response to any similar item on any similar schedule or form) promulgated under the Exchange Act, whether or not the Corporation is then subject to such reporting requirement; provided, however, that without limitation, a Change in Control shall be deemed to have occurred if:
(a) any Person, excluding employee benefit plans of the Corporation, is or becomes the "beneficial owner" (as defined in Rules 13d-3 and 13d-5 under the Exchange Act or any successor provisions thereto), directly or indirectly, of securities of the Corporation representing twenty percent (20\%) or more of the combined voting power of the Corporation's then outstanding securities, provided, however, that such an acquisition of beneficial ownership representing between twenty percent (20\%) and forty percent (40\%), inclusive, of such voting power shall not be considered a Change in Control if the Board approves such acquisition either prior to or immediately after its occurrence;
(b) the Corporation consummates a merger, consolidation, share exchange, division or other reorganization or transaction of the Corporation (a "FUNDAMENTAL TRANSACTION") with any other corporation, other than a Fundamental Transaction that results in the voting securities of the corporation outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity) at least sixty percent (60\%) of the combined voting power immediately after such Fundamental Transaction of (i) the Corporation's outstanding securities, (ii) the surviving entity's outstanding securities, or (iii) in the case of a division, the outstanding securities of each entity resulting from the division;
(c) the shareholders of the Corporation approve a plan of complete liquidation or winding-up of the Corporation or an agreement for the sale or disposition (in one transaction or a series of transactions) of all or substantially all of the Corporation's assets;
(d) as a result of a proxy contest, individuals who prior to the conclusion
thereof constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders in connection with such proxy contest was approved by a vote of at least two-thirds $(2 / 3)$ of the directors then still in office who were directors prior to such proxy contest) cease to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied);
(e) during any period of twenty-four consecutive months, individuals who at the beginning of such period constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders was approved by a vote of at least two-thirds (2/3) of the directors then still in office who were directors at the beginning of such period) cease for any reason to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied); or
(f) the Board determines that a Change in Control has occurred.

Notwithstanding anything to the contrary herein, a divestiture or spin-off of a subsidiary or division of the Corporation shall not by itself constitute a "Change in Control."
C. 3 "CIC FAILURE" means the following: (a) with respect to a CIC Triggering Event described in Section C.4(a), the Corporation's shareholders vote against the transaction approved by the Board or the agreement to consummate the transaction is terminated; or

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(b) with respect to a CIC Triggering Event described in Section C.4(b), the proxy contest fails to replace or remove a majority of the members of the Board.
C. 4 "CIC TRIGGERING EVENT" means the occurrence of either of the following: (a) the Board or the Corporation's shareholders approve a transaction described in Subsection (b) of the definition of Change in Control contained in Section C. 2 hereof; or (b) the commencement of a proxy contest in which any Person seeks to replace or remove a majority of the members of the Board.
C. 5 "COVERAGE PERIOD" means a period commencing on the earlier to occur of (i) the date of a CIC Triggering Event and (ii) the date of a Change in Control, and ending on the date that is two years after the date of the Change in Control, provided, however, that in the event that a Coverage Period commences on the date of a CIC Triggering Event such Coverage Period shall terminate upon the earlier to occur of (x) the date of a CIC Failure and (y) the date that is two years after the date of the Change in Control triggered by the CIC Triggering Event. After the termination of any Coverage Period, another Coverage Period shall commence upon the earlier to occur of clauses (i) and (ii) in the preceding sentence.
C. 6 "DATE OF EXERCISE" means the date on which the Corporation receives written notice of the exercise in such form as the Committee may from time to time prescribe, in whole or in part, of the Option pursuant to the terms of the Agreement.
C. 7 "DATE OF EXPIRATION" means the date on which the Option shall expire, which shall be the earliest of the following times:
(a) upon retirement of the Optionee from employment with the Corporation prior to the date that the Option becomes exercisable pursuant to Section 2.2 of the Agreement;
(b) upon termination of the Optionee's employment with the Corporation for Cause;
(c) upon termination of the Optionee's employment with the Corporation for any reason other than (i) Cause, (ii) retirement, (iii) death, (iv) permanent and total disability or (v) termination during a Coverage Period by the Corporation without Cause or by the Optionee with Good Reason, unless the Committee determines otherwise;
(d) one year after termination of the Optionee's employment with the Corporation by reason of death;
(e) three years after the termination of the Optionee's employment with the Corporation by reason of (i) retirement on or after the date that the Option becomes exercisable pursuant to Section 2.2 of the Agreement, (ii) permanent and total disability, or (iii) termination during a Coverage Period by the Corporation without Cause or by the Optionee with Good Reason; and
(f) ten years after the Date of Grant.
C. 8 "DATE OF GRANT" means the date set forth as the "Date of Grant" on page 1 of

## the Agreement.

C. 9 "GOOD REASON" means: (a) the assignment to the Optionee of any duties inconsistent in any respect with the Optionee's position (including status, offices, titles and reporting requirements), authority, duties or responsibilities immediately prior to either the CIC Triggering Event or the Change in Control, or any other action by the Corporation which results in a diminution in any respect in such position, authority, duties or responsibilities, excluding for this purpose an isolated, insubstantial and inadvertent action not taken in bad faith that is remedied by the corporation promptly after receipt of notice thereof given by the Optionee;
(b) a reduction by the Corporation in the Optionee's annual base salary as in effect on the Date of Grant, as the same may be increased from time to time;
(c) the Corporation's requiring the Optionee to be based at any office or location that is more than fifty (50) miles from the Optionee's office or location immediately prior to either the CIC Triggering Event or the Change in Control;
(d) the failure by the Corporation (i) to continue in effect any bonus, stock option or other cash or equity-based incentive plan in which the Optionee participates immediately prior to either the CIC Triggering Event or the Change in Control that is material to the Optionee's total compensation, unless a substantially equivalent arrangement (embodied in an ongoing substitute or alternative plan) has been made with respect to such plan, or (ii) to continue the optionee's participation in such plan (or in such substitute or alternative plan) on a basis at least as favorable, both in terms of the amount of benefits provided and the level of the Optionee's participation relative to other participants, as existed immediately prior to the CIC Triggering Event or the Change in Control; or
(e) the failure by the Corporation to continue to provide the Optionee with benefits substantially similar to those received by the Optionee under any of the Corporation's pension (including, but not limited to, tax-qualified plans), life insurance, health, accident, disability or other welfare plans in which the Optionee was participating, at costs substantially similar to those paid by the Optionee, immediately prior to the CIC Triggering Event or the Change in Control.
C. 10 "OPTION" means the Nonstatutory Stock Option granted to the Optionee in Section 1 of the Agreement pursuant to which the Optionee may purchase Shares as provided in the Agreement.
C. 11 "OPTION PRICE" means the dollar amount per Share set forth as the "Option Price" on page 1 of the Agreement.
C. 12 "OPTIONEE" means the person identified as the "Optionee" on page 1 of the Agreement.
C. 13 "PERSON" has the meaning given in Section 3(a) (9) of the Exchange Act and also includes any syndicate or group deemed to be a "person" under Section $13(d)(3)$ of the Exchange Act.

PNC BANK CORP.
1997 LONG-TERM INCENTIVE AWARD PLAN
ADDENDUM TO
NONSTATUTORY STOCK OPTION AGREEMENT ("AGREEMENT") DATED

## OPTIONEE:

DATE OF GRANT:
OPTION PRICE PER SHARE:
COVERED SHARES:
THIS ADDENDUM to the Agreement is made and entered into by and between PNC Bank Corp. ("CORPORATION") and the Optionee identified above in order to provide for the grant of a certain additional option ("RELOAD OPTION") upon the terms and conditions set forth in this Addendum and a Reload Nonstatutory Stock Option Agreement subsequently signed by the parties.

1. DEFINITIONS. Terms defined in the Corporation's 1997 Long-Term Incentive Award Plan, as amended from time to time ("PLAN") or the Agreement are used in this Addendum as defined in the Plan or the Agreement, unless otherwise defined in this Addendum.
2. GRANT OF RELOAD OPTION. Provided that the Optionee exercises all or a portion of the original Option while a Senior Executive and in the manner specified in Section 3 below, the Optionee shall be granted a Reload Option upon the terms and conditions set forth in a Reload Nonstatutory Stock Option Agreement to be entered into by the Optionee and the Corporation following the exercise of the original Option; provided, however, that the Committee in its sole discretion may cancel the Optionee's right to receive a Reload Option at any time prior to the first anniversary of the Date of Grant shown above.
3. REQUIRED MANNER OF ORIGINAL OPTION EXERCISE. In order to receive a Reload Option, the Optionee must exercise all or a portion of the original Option, or satisfy any related tax withholding obligation, through the surrender (including by means of an attestation procedure) of whole shares of common Stock which are not subject to any contractual restriction, pledge or other encumbrance and which have been owned by the Optionee for at least six months prior to the Date of Exercise ("ELIGIBLE SHARES"). The Optionee may also elect to satisfy any related tax withholding obligation by the use of shares of Common Stock acquired upon exercise of the Option, but shall be entitled to receive a Reload Option with respect to such shares only to the extent permitted in Section $4(\mathrm{~b})$ below.
4. NATURE OF RELOAD OPTION. (a) A Reload Option will be to purchase, at Fair Market Value as of the original Option's Date of Exercise, a number of shares of Common Stock equal to the number of Eligible Shares surrendered (including by means of an attestation procedure) by the Optionee to exercise the original Option or to satisfy any related tax withholding obligation.
(b) If the Optionee elects to satisfy any related tax withholding obligation by the use of shares of Common Stock acquired upon exercise of the Option ("TAX SHARES"), the Optionee shall be granted a Reload Option with respect to those shares only if he or she has first attested to the ownership of a number of Eligible Shares at least equal to the number of Tax Shares for which a Reload Option is sought and in excess of the number of Eligible Shares surrendered (including by means of an attestation procedure) to exercise the original Option.
(c) Subject generally to the lapse of a one-year vesting period beginning upon the Reload Option's Date of Grant, a Reload Option will be exercisable only between its Date of Grant and the original Option's Date of Expiration, and only in accordance with the terms and conditions of the governing Reload Nonstatutory Stock Option Agreement.
5. NO ADDITIONAL RELOAD OPTION. No Reload Option will entitle the Optionee to receive a Reload Option upon its exercise.

IN WITNESS WHEREOF, the Corporation has caused this Addendum to be signed on its behalf, effective as of the Date of Grant.

PNC BANK CORP.

By:
Chairman and Chief Executive Officer

ACCEPTED AND AGREED TO AS OF THE DATE OF GRANT:

Optionee

PNC BANK CORP. 1997 LONG-TERM INCENTIVE AWARD PLAN RELOAD NONSTATUTORY STOCK OPTION AGREEMENT

## OPTIONEE:

DATE OF EXERCISED OPTION GRANT:

DATE OF RELOAD OPTION GRANT:

RELOAD OPTION PRICE PER SHARE:

COVERED SHARES:

The Optionee, having exercised all or a portion of the Nonstatutory Stock Option granted under that Nonstatutory Stock Option Agreement effective as of
___ in a manner specified in the Addendum to that

Agreement, is entitled to receive and is hereby granted (upon complete execution of this Agreement) a reload option, upon the terms and conditions set forth in this Reload Nonstatutory Stock Option Agreement. Terms defined in the 1997 Long-Term Incentive Award Plan ("PLAN") of PNC Bank Corp. ("CORPORATION") are used in this Agreement as defined in the Plan unless otherwise defined in this Agreement. For certain definitions, see Annex C attached hereto and incorporated herein by reference.

1. GRANT OF OPTION. Pursuant to the Plan and subject to the terms of this Agreement, the Corporation hereby grants to the Optionee an Option to purchase from the Corporation that number of Shares specified above as the "Covered Shares," exercisable at the Option Price.

## 2. TERMS OF THE OPTION.

2.1 TYPE OF OPTION. The Option is intended to be a Nonstatutory Stock Option without Rights.
2.2 OPTION PERIOD. The Option is exercisable, in whole or in part, at any time and from time to time upon the earliest to occur of (i) the first anniversary of the Date of Grant, (ii) the date of termination of the Optionee's employment with the Corporation by reason of death or permanent and total disability, and (iii) the date of termination of the Optionee's employment during a Coverage Period either by the Corporation without Cause or by the Optionee with Good Reason, provided in the case of clause (iii) that such termination is at least six months after the Date of Grant. The Option shall remain exercisable until the Date of Expiration.
2.3 NONTRANSFERABILITY. The Option is not transferable by the Optionee other than by will or by the laws of descent and distribution, and is exercisable, during the Optionee's lifetime, only by the Optionee or, in the event of the Optionee's legal disability, by the Optionee's legal representative.
3. CAPITAL ADJUSTMENTS. The number and class of unexercised Covered Shares and the Option Price shall be subject to such adjustment, if any, as the Committee in its sole discretion deems appropriate to reflect such events as stock dividends, stock splits, recapitalizations, mergers, consolidations or reorganizations.

## 4. EXERCISE OF OPTION.

4.1 NOTICE AND EFFECTIVE DATE. The Option may be exercised, in whole or in part, by delivering to the Corporation written notice of such exercise, in such form as the Committee may from time to time prescribe, accompanied by full payment of (a) the Option Price with respect to that portion of the Option being exercised and (b) any amounts required to be withheld pursuant to applicable tax laws in connection with such exercise. In addition, the Optionee may elect to use the cashless exercise procedure provided for pursuant to Section 4.2 hereof. The effective date of such exercise shall be the Date of Exercise. Until the Committee notifies the Optionee to the contrary, the form attached to this Agreement as Annex A shall be used to exercise the Option granted hereunder.
4.2 PAYMENT OF THE OPTION PRICE. Upon exercise of the Option, in whole or in part, the Optionee may pay the aggregate Option Price in cash, by delivering (including through the use of an attestation procedure approved or ratified by the Committee) duly endorsed certificates representing whole Shares having aggregate Fair Market Value on the Date of Exercise not exceeding that portion of the Option Price being paid by delivery of such Shares, or through a combination of cash and Shares; provided, however, that no Shares may be used to pay any portion of the Option Price that have not been held for at least six months prior to the Date of Exercise or such other period as may be specified by the Committee. Notwithstanding the
foregoing, the Optionee may elect to complete his or her option exercise through a brokerage service/margin account pursuant to the cashless option exercise procedure under Regulation $T$ of the Board of Governors of the Federal Reserve System and in such manner as may be permitted by the Committee from time to time, consistent with said Regulation.
4.3 PAYMENT OF TAXES. The Optionee may elect to satisfy applicable tax withholding requirements by payment of cash or, subject to such terms and conditions as the Committee may from time to time establish to satisfy any or all federal, state, or local tax liabilities incurred upon such exercise, through retention by the Corporation of Shares otherwise issuable upon such exercise or by delivery to the Corporation (including through the use of an attestation procedure approved or ratified by the Committee) of previously acquired Shares. Until the Committee notifies the Optionee to the contrary, the form attached to this Agreement as Annex B shall be used to make such election.
4.4 EFFECT. The exercise, in whole or in part, of the Option shall cause a reduction in the number of unexercised Covered Shares equal to the number of Shares with respect to which the Option is exercised.
4.5 NO ADDITIONAL RELOAD OPTION. The exercise of the Option shall not entitle the Optionee to receive an additional reload option, regardless of the manner in which the Option is exercised.

## 5. RESTRICTIONS ON EXERCISE AND UPON SHARES ISSUED UPON EXERCISE.

Notwithstanding any other provision of this Agreement, the Optionee agrees, for himself (herself) and his (her) successors, that the Option may not be exercised at any time that the Corporation does not have in effect a registration statement under the Securities Act of 1933, as amended, relating to the offer of Shares under the Plan, unless the Corporation agrees to permit such exercise. The Optionee further agrees, for himself (herself) and his (her) successors, that, upon the issuance of any Shares pursuant to the exercise of the Option, he (she) will, upon the request of the Corporation, agree in writing that he (she) is acquiring such Shares for investment only and not with a view to resale, and that he (she) will not sell, pledge, or otherwise dispose of such Shares unless and until (a) the Corporation is furnished with an opinion of counsel to the effect that registration of such Shares pursuant to the Securities Act of 1933, as amended, is not required by that Act or by rules and regulations promulgated thereunder; (b) the staff of the Securities and Exchange Commission has issued a "no-action" letter with respect to such disposition; or (c) such registration or notification as is, in the opinion of counsel for the Corporation, required for the lawful disposition of such Shares has been filed and has become effective; provided, however, that the Corporation is not obligated hereby to file any such registration or notification. The Optionee further agrees that the Corporation may place a legend embodying such restriction on the certificates evidencing such Shares.
6. RIGHTS AS SHAREHOLDER. The Optionee shall have no rights as a Shareholder with respect to any Covered Shares until such time as the Option is exercised and then only with respect to those Shares issued upon such exercise.
7. EMPLOYMENT. Neither the granting of the Option evidenced by this Agreement nor any term or provision of this Agreement shall constitute or be evidence of any understanding, expressed or implied, on the part of the Corporation or any of its subsidiaries to employ the Optionee for any period. References in this Agreement to the employment of the Optionee with the Corporation shall include employment with any subsidiary of the Corporation.
8. SUBJECT TO THE PLAN. The Option evidenced by this Agreement and the exercise thereof are subject to the terms and conditions of the Plan, which is incorporated by reference herein and made a part hereof, but the terms of the Plan shall not be considered an enlargement of any benefits under this Agreement. In addition, the Option is subject to any rules and regulations promulgated by the Committee.

IN WITNESS WHEREOF, the Corporation has caused this Agreement to be signed on its behalf, effective as of the Date of Grant.

PNC BANK CORP.

By:
Chairman and Chief Executive Officer

## ATTEST:

## Optionee

Annex A - Option Exercise Form (Intentionally omitted)
Annex B - Tax Payment Election Form (Intentionally omitted)
Annex C - Certain Definitions
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ANNEX C
TO PNC BANK CORP. 1997 LONG-TERM INCENTIVE AWARD PLAN
RELOAD NONSTATUTORY STOCK OPTION AGREEMENT
CERTAIN DEFINITIONS

Except where the context otherwise indicates, the following definitions apply to the Reload Nonstatutory Stock Option Agreement (the "AGREEMENT") to which this Annex C is attached:
C. 1 "CAUSE" means: (a) the willful and continued failure of the Optionee to substantially perform the Optionee's duties with the Corporation (other than any such failure resulting from incapacity due to physical or mental illness), after a written demand for substantial performance is delivered to the Optionee by the Board or the Chief Executive Officer of the Corporation which specifically identifies the manner in which the Board or Chief Executive Officer believes that the Optionee has not substantially performed the Optionee's duties; or
(b) the willful engaging by the Optionee in illegal conduct or gross misconduct that is materially and demonstrably injurious to the Corporation. For purposes of the preceding clauses (a) and (b), no act or failure to act, on the part of the Optionee, shall be considered "willful" unless it is done, or omitted to be done, by the Optionee in bad faith and without reasonable belief that the Optionee's action or omission was in the best interests of the Corporation. Any act, or failure to act, based upon the instructions or prior approval of the Board, the Chief Executive Officer or the Optionee's superior or based upon the advice of counsel for the Corporation, shall be conclusively presumed to be done, or omitted to be done, by the Optionee in good faith and in the best interests of the Corporation. The cessation of employment of the Optionee shall not be deemed to be for Cause unless and until there shall have been delivered to the Optionee, as part of the notice of the Optionee's termination, a copy of a resolution duly adopted by the affirmative vote of not less than a majority of the entire membership of the Board, at a Board meeting called and held for the purpose of considering such termination, finding that, in the good faith opinion of the Board, the Optionee is guilty of the conduct described in clause (a) or (b) above and specifying the particulars thereof in detail. Such resolution shall be adopted only after reasonable notice of such Board meeting is provided to the Optionee and the Optionee is given an opportunity, together with counsel, to be heard before the Board.
C. 2 "CHANGE IN CONTROL" means a change of control of the Corporation of a nature that would be required to be reported in response to Item 6 (e) of Schedule 14A of Regulation 14A (or in response to any similar item on any similar schedule or form) promulgated under the Exchange Act, whether or not the Corporation is then subject to such reporting requirement; provided, however, that without limitation, a Change in Control shall be deemed to have occurred if: (a) any Person, excluding employee benefit plans of the Corporation, is or becomes the "beneficial owner" (as defined in Rules $13 \mathrm{~d}-3$ and $13 \mathrm{~d}-5$ under the Exchange Act or any successor provisions thereto), directly or indirectly, of securities of the Corporation representing twenty percent (20\%) or more of the combined voting power of the Corporation's then outstanding securities, provided, however, that such an acquisition of beneficial ownership representing between twenty percent ( $20 \%$ ) and forty percent ( $40 \%$ ), inclusive, of such voting power shall not be considered a Change in Control if the Board approves such acquisition either prior to or immediately after its occurrence;
(b) the Corporation consummates a merger, consolidation, share exchange, division or other reorganization or transaction of the Corporation (a "FUNDAMENTAL TRANSACTION") with any other corporation, other than a Fundamental Transaction that results in the voting securities of the Corporation outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity) at least sixty percent (60\%) of the combined voting power immediately after such Fundamental Transaction of (i) the Corporation's outstanding securities, (ii) the surviving entity's outstanding securities, or (iii) in the case of a division, the outstanding securities of each entity resulting from the division;
(c) the shareholders of the Corporation approve a plan of complete liquidation or winding-up of the Corporation or an agreement for the sale or disposition (in
one transaction or a series of transactions) of all or substantially all of the Corporation's assets;
(d) as a result of a proxy contest, individuals who prior to the conclusion thereof constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders in connection with such proxy contest was approved by a vote of at least two-thirds $(2 / 3)$ of the directors then still in office who were directors prior to such proxy contest) cease to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied);
(e) during any period of twenty-four consecutive months, individuals who at the beginning of such period constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders was approved by a vote of at least two-thirds (2/3) of the directors then still in office who were directors at the beginning of such period) cease for any reason to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied); or
(f) the Board determines that a Change in Control has occurred. Notwithstanding anything to the contrary herein, a divestiture or spin-off of a subsidiary or division of the Corporation shall not by itself constitute a "Change in Control."
C. 3 "CIC FAILURE" means the following: (a) with respect to a CIC Triggering Event described in Section C.4(a), the Corporation's shareholders vote against the transaction approved by the Board or the agreement to consummate the transaction is terminated; or

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\mathrm{C}-1
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(b) with respect to a CIC Triggering Event described in Section C.4 (b), the proxy contest fails to replace or remove a majority of the members of the Board.
C.4 "CIC TRIGGERING EVENT" means the occurrence of either of the following: (a) the Board or the Corporation's shareholders approve a transaction described in Subsection (b) of the definition of Change in Control contained in Section C. 2 hereof; or (b) the commencement of a proxy contest in which any Person seeks to replace or remove a majority of the members of the Board.
C. 5 "COVERAGE PERIOD" means a period commencing on the earlier to occur of (i) the date of a CIC Triggering Event and (ii) the date of a Change in Control, and ending on the date that is two years after the date of the Change in Control, provided, however, that in the event that a Coverage Period commences on the date of a CIC Triggering Event such Coverage Period shall terminate upon the earlier to occur of (x) the date of a CIC Failure and (y) the date that is two years after the date of the Change in Control triggered by the CIC Triggering Event. After the termination of any Coverage Period, another Coverage Period shall commence upon the earlier to occur of clauses (i) and (ii) in the preceding sentence.
C. 6 "DATE OF EXERCISE" means the date on which the Corporation receives written notice of the exercise in such form as the Committee may from time to time prescribe, in whole or in part, of the Option pursuant to the terms of the Agreement.
C. 7 "DATE OF EXPIRATION" means the date on which the Option shall expire, which shall be the earliest of the following times: (a) upon retirement of the Optionee from employment with the Corporation prior to the date that the Option becomes exercisable pursuant to Section 2.2 of the Agreement;
(b) upon termination of the Optionee's employment with the Corporation for Cause;
(c) upon termination of the Optionee's employment with the Corporation for any reason other than (i) Cause, (ii) retirement, (iii) death, (iv) permanent and total disability or (v) termination during a Coverage Period by the Corporation without Cause or by the Optionee with Good Reason, unless the Committee determines otherwise;
(d) one year after termination of the Optionee's employment with the Corporation by reason of death;
(e) three years after the termination of the Optionee's employment with the Corporation by reason of (i) retirement on or after the date that the option becomes exercisable pursuant to Section 2.2 of the Agreement, (ii) permanent and total disability, or (iii) termination during a Coverage Period by the Corporation without Cause or by the Optionee with Good Reason; and
(f) ten years after the Date of Exercised Option Grant set forth on page 1 of the Agreement.
C. 8 "DATE OF GRANT" means the date set forth as the "Date of Reload Option Grant" on page 1 of the Agreement.
C. 9 "GOOD REASON" means: (a) the assignment to the Optionee of any duties
inconsistent in any respect with the Optionee's position (including status, offices, titles and reporting requirements), authority, duties or
responsibilities immediately prior to either the CIC Triggering Event or the Change in Control, or any other action by the Corporation which results in a diminution in any respect in such position, authority, duties or responsibilities, excluding for this purpose an isolated, insubstantial and inadvertent action not taken in bad faith that is remedied by the Corporation promptly after receipt of notice thereof given by the Optionee;
(b) a reduction by the Corporation in the Optionee's annual base salary as in effect on the Date of Grant, as the same may be increased from time to time;
(c) the Corporation's requiring the Optionee to be based at any office or location that is more than fifty (50) miles from the Optionee's office or location immediately prior to either the CIC Triggering Event or the Change in Control;
(d) the failure by the Corporation (i) to continue in effect any bonus, stock option or other cash or equity-based incentive plan in which the Optionee participates immediately prior to either the CIC Triggering Event or the Change in Control that is material to the Optionee's total compensation, unless a substantially equivalent arrangement (embodied in an ongoing substitute or alternative plan) has been made with respect to such plan, or (ii) to continue the Optionee's participation in such plan (or in such substitute or alternative plan) on a basis at least as favorable, both in terms of the amount of benefits provided and the level of the Optionee's participation relative to other participants, as existed immediately prior to the CIC Triggering Event or the Change in Control; or
(e) the failure by the Corporation to continue to provide the Optionee with benefits substantially similar to those received by the Optionee under any of the Corporation's pension (including, but not limited to, tax-qualified plans), life insurance, health, accident, disability or other welfare plans in which the Optionee was participating, at costs substantially similar to those paid by the Optionee, immediately prior to the CIC Triggering Event or the Change in Control.
C. 10 "OPTION" means the Reload Nonstatutory Stock Option granted to the Optionee in Section 1 of the Agreement pursuant to which the Optionee may purchase Shares as provided in the Agreement.
C. 11 "OPTION PRICE" means the dollar amount per Share set forth as the "Reload Option Price Per Share" on page 1 of the Agreement.
C. 12 "OPTIONEE" means the person identified as the "Optionee" on page 1 of the Agreement.
C. 13 "PERSON" has the meaning given in Section 3 (a) (9) of the Exchange Act and also includes any syndicate or group deemed to be a "person" under Section 13(d)(3) of the Exchange Act.

Share Price, RSR and ROCE Performance Goals
PNC BANK CORP.
1997 LONG-TERM INCENTIVE AWARD PLAN

*     *         * 

INCENTIVE SHARE AGREEMENT

GRANTEE:

## DATE OF GRANT:

INCENTIVE SHARES:
ADDITIONAL INCENTIVE SHARES (EQUALS 50\% OF INCENTIVE SHARES):

1. DEFINITIONS. Terms defined in the 1997 Long-Term Incentive Award Plan ("Plan") of PNC Bank Corp. ("Corporation") are used in this Agreement as defined in the Plan unless otherwise defined in this Agreement. In addition, except where the context otherwise indicates, the following definitions apply:
1.1 "Award Date" means the first Business Day following the achievement of the Share Price Performance Goal, except as provided in Section 3.2. An Award Date shall in no event be a date later than the Termination Date.
1.2 "Awarded Shares" mean any and all Incentive Shares and Additional Incentive Shares issued to the Grantee pursuant to Section 3.1(a), Section 3.1 (b) or Section 3.2 of this Agreement.
1.3 "Business Day" means any day when the New York Stock Exchange is open for business.
1.4 "Cause" means:
(a) the willful and continued failure of the Grantee to substantially perform the Grantee's duties with the Corporation (other than any such failure resulting from incapacity due to physical or mental illness), after a written demand for substantial performance is delivered to the Grantee by the Board or the Chief Executive Officer of the Corporation which specifically identifies the manner in which the Board or Chief Executive Officer believes that the Grantee has not substantially performed the Grantee's duties; or
(b) the willful engaging by the Grantee in illegal conduct or gross misconduct that is materially and demonstrably injurious to the Corporation.

For purposes of the preceding clauses (a) and (b), no act or failure to act, on the part of the Grantee, shall be considered "willful" unless it is done, or omitted to be done, by the Grantee in bad faith and without reasonable belief that the Grantee's action or omission was in the best interests of the Corporation. Any act, or failure to act, based upon the instructions or prior approval of the Board, the Chief Executive Officer or the Grantee's superior or based upon the advice of counsel for the Corporation, shall be conclusively presumed to be done, or omitted to be done, by the Grantee in good faith and in the best interests of the Corporation. The cessation of employment of the Grantee shall not be deemed to be for

Cause unless and until there shall have been delivered to the Grantee, as part of the notice of the Grantee's termination, a copy of a resolution duly adopted by the affirmative vote of not less than a majority of the entire membership of the Board, at a Board meeting called and held for the purpose of considering such termination, finding that, in the good faith opinion of the Board, the Grantee is guilty of the conduct described in clause (a) or (b) above and specifying the particulars thereof in detail. Such resolution shall be adopted only after reasonable notice of such Board meeting is provided to the Grantee and the Grantee is given an opportunity, together with counsel, to be heard before the Board.
1.5 "Change in Control" means a change of control of the Corporation of a nature that would be required to be reported in response to Item 6(e) of Schedule 14A of Regulation 14A (or in response to any similar item on any similar schedule or form) promulgated under the Exchange Act, whether or not the Corporation is then subject to such reporting requirement; provided, however, that without limitation, a Change in Control shall be deemed to have occurred if:
(a) any Person, excluding employee benefit plans of the Corporation, is or becomes the "beneficial owner" (as defined in Rules 13d-3 and 13d-5 under the Exchange Act or any successor provisions thereto), directly or indirectly, of securities of the Corporation representing twenty percent ( $20 \%$ ) or more of the combined voting power of the Corporation's then outstanding securities, provided, however, that such an acquisition of beneficial ownership representing between twenty percent ( $20 \%$ ) and forty percent ( $40 \%$ ), inclusive, of such voting power shall not be considered a Change in Control if the Board approves such acquisition either prior to or immediately after its occurrence;
(b) the Corporation consummates a merger, consolidation, share exchange, division or other reorganization or transaction of the Corporation (a "Fundamental Transaction") with any other corporation, other than a Fundamental Transaction that results in the voting securities of the Corporation outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity) at least sixty percent (60\%) of the combined voting power immediately after such Fundamental Transaction of (i) the Corporation's outstanding securities, (ii) the surviving entity's outstanding securities, or (iii) in the case of a division, the outstanding securities of each entity resulting from the division;

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(c) the shareholders of the Corporation approve a plan of complete liquidation or winding-up of the Corporation or an agreement for the sale or disposition (in one transaction or a series of transactions) of all or substantially all of the Corporation's assets;
(d) as a result of a proxy contest, individuals who prior to the conclusion thereof constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders in connection with such proxy contest was approved by a vote of at least two-thirds (2/3) of the directors then still in office who were directors prior to such proxy contest) cease to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied);
(e) during any period of twenty-four consecutive months, individuals who at the beginning of such period constituted the Board (including for this purpose any new director whose election or nomination for election by the Corporation's shareholders was approved by a vote of at least two-thirds (2/3) of the directors then still in office who were directors at the beginning of such period) cease for any reason to constitute at least a majority of the Board (excluding any Board seat that is vacant or otherwise unoccupied); or
(f) the Board determines that a Change in Control has occurred.

Notwithstanding anything to the contrary herein, a divestiture or spin-off of a subsidiary or division of the Corporation shall not by itself constitute a "Change in Control."

## 1.6 "CIC Failure" means the following:

(a) with respect to a CIC Triggering Event described in Section $1.7(a)$, the Corporation's shareholders vote against the transaction approved by the Board or the agreement to consummate the transaction is terminated; or
(b) with respect to a CIC Triggering Event described in Section 1.7 (b), the proxy contest fails to replace or remove a majority of the members of the Board.

## 1.7 "CIC Triggering Event" means the occurrence of either of the

 following:(a) the Board or the Corporation's shareholders approve a transaction described in Subsection (b) of the definition of Change in Control contained in Section 1.5 hereof; or
(b) the commencement of a proxy contest in which any Person seeks to replace or remove a majority of the members of the Board.
1.8 "Coverage Period" means a period commencing on the earlier to occur of (a) the date of a CIC Triggering Event and (b) the date of a Change in Control, and ending on the date that is two years after the date of the Change
in Control, provided, however, that in the event that a Coverage Period commences on the date of a CIC Triggering Event such Coverage Period shall terminate upon the earlier to occur of (i) the date of a CIC Failure and (ii) the date that is two years after the date of the Change in Control triggered by the CIC Triggering Event. After the termination of any Coverage Period, another Coverage Period shall commence upon the earlier to occur of clauses (a) and (b) in the preceding sentence.

## 1.9 "Good Reason" means

(a) the assignment to the Grantee of any duties inconsistent in any respect with the Grantee's position (including status, offices, titles and reporting requirements), authority, duties or responsibilities immediately prior to either the CIC Triggering Event or the Change in Control, or any other action by the Corporation which results in a diminution in any respect in such position, authority, duties or responsibilities, excluding for this purpose an isolated, insubstantial and inadvertent action not taken in bad faith that is remedied by the Corporation promptly after receipt of notice thereof given by the Grantee;
(b) a reduction by the Corporation in the Grantee's annual base salary as in effect on the Date of Grant as set forth above, as the same may be increased from time to time;
(c) the Corporation's requiring the Grantee to be based at any office or location that is more than fifty (50) miles from the Grantee's office or location immediately prior to either the CIC Triggering Event or the Change in Control;
(d) the failure by the Corporation (i) to continue in effect any bonus, stock option or other cash or equity-based incentive plan in which the Grantee participates immediately prior to either the CIC Triggering Event or the Change in Control that is material to the Grantee's total compensation, unless a substantially equivalent arrangement (embodied in an ongoing substitute or alternative plan) has been made with respect to such plan, or (ii) to continue the Grantee's participation in such plan (or in such substitute or alternative plan) on a basis at least as favorable, both in terms of the amount of benefits provided and the level of the Grantee's participation relative to other participants, as existed immediately prior to the CIC Triggering Event or the Change in Control; or
(e) the failure by the Corporation to continue to provide the Grantee with benefits substantially similar to those received by the Grantee under any of the Corporation's pension (including, but not limited to, tax-qualified plans), life insurance, health, accident, disability or other welfare plans in which the Grantee was participating, at costs substantially similar to those paid by the Grantee, immediately prior to the CIC Triggering Event or the Change in Control.
1.10 "Grant" means the total number of Incentive Shares and Additional Incentive Shares granted pursuant to Section 2 of this Agreement.
1.11 "Median" means the position in the Peer Group below and above which there is an equal number of positions or if there is no one middle position, the two middle positions.
1.12 "Median Range" means within three (3) positions (either direction) of the Peer Group Median.
1.13 "Peer Group" means Banc One Corporation, BankAmerica Corporation, Bank of Boston Corporation, Bank of New York Company, Inc., Barnett Banks, Inc., Chase Manhattan Corporation, Corestates Financial Corp., First Chicago NBD Corporation, First Union Corporation, Fleet Financial Group, Inc., KeyCorp., Mellon Bank Corporation, National City Corporation, NationsBank Corporation, Norwest Corporation, SunTrust Banks, Inc., Wachovia Corporation, and Wells Fargo \& Company. The Peer Group may be adjusted from time to time by the Committee to reflect mergers or consolidations or at any time at the discretion of the Committee.
1.14 "Person" has the meaning given in Section 3(a)(9) of the Exchange Act and also includes any syndicate or group deemed to be a "person" under Section 13(d) (3) of the Exchange Act.
1.15 "Restricted Period" means the period that begins on an Award Date and ends on the earlier to occur of (a) the second anniversary of the Award Date and (b) the day immediately preceding the date of termination of the Grantee's employment during a Coverage Period by the Corporation or a Subsidiary without Cause or by the Grantee for Good Reason.
1.16 "ROCE" or "Return on Common Equity" means, with respect to each of the Corporation and members of the Peer Group, the annualized cumulative return on common equity for the period commencing January 1, 1997 through the last day of the calendar quarter immediately preceding the last day on which the Share Price Performance Goal is met or, for the purpose of Section 3.2, through the Termination Date. The Return on Common Equity of any Peer Group member and the Corporation may be adjusted to reflect significant nonrecurring items, including without limitation, merger-related charges or gains/losses on a sale of a business unit, as approved by the Committee. ROCE shall be expressed as a percent rounded to the nearest one-hundredths (e.g., 0.00\%, with $0.005 \%$ being rounded upward to $0.01 \%$ ).
1.17 "ROCE Performance Goal" means the Corporation's ROCE is within the Median Range of the Peer Group or higher.
1.18 "RSR" or "Relative Shareholder Return" means the cumulative total shareholder return with respect to the Corporation on the Common Stock and with respect to the other members of the Peer Group on a class of common stock registered under Section 12 of the Exchange Act. For each of the Corporation and members of the Peer Group, cumulative total shareholder return shall be calculated by dividing: (a) the sum of: (i) the cumulative amount of dividends for the measurement period, assuming dividend reinvestment, and (ii) the difference between the share price at the end and the beginning of the measurement period; by (b) the closing share price on December 31, 1996. The term "measurement period" shall be the period beginning at the "measurement point" established by the market close on December 31, 1996, and continuing through (and including) the market close on the last day on which the Share Price Performance Goal is met or, for the purpose of Section 3.2, the Termination Date. With respect to dividends, it should be assumed that dividends are reinvested into additional shares of the same class of equity securities at the frequency with which dividends are paid on such securities during the applicable period. RSR shall be expressed as a percent rounded to the nearest one-hundredths (e.g., 0.00\%, with $0.005 \%$ being rounded upward to 0.01\%).
1.19 "RSR Performance Goal" means the Corporation's RSR is within the Median Range of the Peer Group or higher.
1.20 "Share Price Performance Goal" means the first consecutive 20 Business Day period that begins when the closing price of a share of Common Stock in the New York Stock Exchange composite transactions, as reported in The Wall Street Journal or other authoritative source, is $\$ 57.00$ and during which period the cumulative average of the closing prices of a share of common Stock in New York Stock Exchange composite transactions, as reported in The Wall Street Journal or other authoritative source, equals or exceeds $\$ 57.00$.

### 1.21 "Termination Date" means (and includes) December 31, 1999.

2. GRANT OF INCENTIVE SHARES. Pursuant to Article 12 of the Plan and subject to the terms and conditions of this Agreement, the Corporation hereby grants to the Grantee named above that number of shares of Common Stock specified above as Incentive Shares and, subject to the proviso of Section $3.1(a)$ as well, that number of shares of Common Stock specified above as Additional Incentive Shares.

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3. TERMS OF GRANT. The Grant shall be subject to the following terms and conditions:

### 3.1 On the Award Date,

(a) the Corporation shall issue to the Grantee one hundred percent (100\%) of the Incentive Shares if (1) the Share Price Performance Goal is achieved, and (2) (i) the ROCE Performance Goal is achieved and (ii) the RSR Performance Goal is achieved; provided, however, that, if the goals referred to in the foregoing clauses (1) and (2) are all achieved, (x) the Corporation shall also issue to the Grantee fifty percent (50\%) of the Additional Incentive Shares if the Corporation's RSR is within the top five of the Peer Group, and/or (y) the Corporation shall also issue to the Grantee fifty percent (50\%) of the Additional Incentive Shares if the Corporation's ROCE is within the top five of the Peer Group; or
(b) the Corporation shall issue to the Grantee fifty percent (50\%) of the Incentive Shares if the Share Price Performance Goal is achieved, but either or both of the ROCE Performance Goal and the RSR Performance Goal are not achieved.
3.2 In the event that the Share Price Performance Goal has not been achieved on or before the Termination Date, on the Termination Date, the Corporation shall issue to the Grantee fifty percent (50\%) of the Incentive Shares if both the Corporation's RSR and the Corporation's ROCE are within the top third of the Peer Group. If Incentive Shares are issued on the Termination Date pursuant to this Section 3.2, such date shall be referred to as the "Award Date".
3.3 Except as provided in Section 10 as the result of the Committee's discretion in the event of the Grantee's retirement, death or total disability, Incentive Shares and Additional Incentive Shares shall not be issued unless the Grantee has been continuously employed by the Corporation or a Subsidiary for the period beginning on the Date of Grant through the Award Date.
3.4 Awarded Shares shall be deposited with the Corporation or its designee during the term of the Restricted Period, unless released and reissued sooner as provided in Section 6 below, and any certificates representing such Awarded Shares shall contain the following legend:
"This certificate and the shares of stock represented hereby are subject to the terms and conditions (including forfeiture and restrictions against transfer) contained in the PNC Bank Corp. 1997 Long-Term Incentive Award Plan and an Agreement entered into between the registered owner and PNC Bank Corp. Release from such terms and conditions shall be made only in accordance with the provisions of the Plan and the Agreement, a copy of each of which is on file in the office of the Corporate Secretary of PNC Bank Corp."

If a book-entry system is used with respect to Awarded Shares, appropriate notation of such forfeiture possibility and transfer restriction shall be made on the system with respect to the account or accounts to which the Awarded Shares are credited.
3.5. If the Grantee has been continuously employed by the Corporation or a Subsidiary throughout the Restricted Period, the Awarded Shares deposited with the Corporation or its designee shall be released and reissued to the Grantee as soon as practicable following the end of the Restricted Period pursuant to Section 7 below.

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3.6 If the conditions specified in Section $3.1(\mathrm{a})$, Section $3.1(\mathrm{~b})$ or Section 3.2 are not met on or before the Termination Date, none of the Incentive Shares or Additional Incentive Shares shall be issued to the Grantee.
3.7 In the event the Corporation is unable to make the ROCE and RSR calculations for the Peer Group and the Corporation on the Award Date, such calculations and any issuances of Awarded Shares shall be made as soon thereafter as practicable.
4. RIGHTS AS SHAREHOLDER. Except as provided in Section 5 below, the Grantee shall have all the rights and privileges of a shareholder with respect to the Awarded Shares including, but not limited to, the right to vote the Awarded Shares and the right to receive dividends thereon. All such rights and privileges shall cease upon forfeiture of the Awarded Shares.
5. PROHIBITIONS AGAINST SALE, ASSIGNMENT, ETC. The Grant, the Awarded Shares, the right to vote Awarded Shares and the right to receive dividends thereon may not be sold, assigned, transferred, exchanged, pledged, hypothecated or otherwise encumbered until (except with respect to the Grant) released by the Corporation to the Grantee pursuant to Section 7 below.
6. FORFEITURE. In the event the Grantee's employment with the Corporation or a Subsidiary terminates prior to the lapse of a Restricted Period, all Awarded Shares shall be forfeited by the Grantee to the Corporation without payment of any consideration by the Corporation, and neither the Grantee nor any successors, heirs, assigns or personal representatives of the Grantee shall thereafter have any further rights or interest in the Awarded Shares or the certificates representing the Awarded Shares. Notwithstanding the foregoing, in the event of the Grantee's death or total disability during a Restricted Period, all Awarded Shares will be released and reissued by the Corporation to the Grantee or his or her legal representative pursuant to Section 7 below. In the event of the Grantee's retirement during a Restricted Period, all Awarded Shares will be forfeited, unless the Committee determines that such Awarded Shares shall be released and reissued by the Corporation to the Grantee in light of the facts and circumstances applicable to the Grantee and the Corporation. When making such determination, the Committee may consider advice from its outside auditors that such termination of the Restricted Period would not prevent accounting for a business combination as a pooling of interests if such accounting treatment is desired by the Corporation.
7. TERMINATION OF PROHIBITIONS. At the end of the Restricted Period and in the event of the Grantee's death, total disability or retirement during the
periods described in Section 6 above (and subject to the Committee's discretion, if any, as described in such Section), the Corporation shall release and reissue the certificate representing such Awarded Shares without the legend referred to in Section 3.4 above and shall deliver such certificate to the Grantee or his or her legal representative.
8. PAYMENT OF WITHHOLDING. The Grantee may satisfy any applicable federal, state or local income tax withholding requirements arising from the vesting (and, hence, reissuance) of Awarded Shares pursuant to this Agreement by payment of cash or through retention by the Corporation of Awarded Shares then to be reissued to the Grantee hereunder or by delivery to the Corporation of previously acquired shares of Common Stock. However, payment of any applicable federal, state or local income tax withholding requirements arising from a Code Section $83(b)$ election shall be satisfied by payment of cash or by delivery to the Corporation of previously acquired shares of Common Stock.
9. EMPLOYMENT. Neither the granting of the Incentive Shares or Additional Incentive Shares evidenced by this Agreement nor any term or provision of this Agreement shall constitute or be evidence of any understanding, expressed or implied, on the part of the Corporation or any Subsidiary to employ the Grantee for

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any period or in any way alter the Grantee's status as an employee at will.
10. TERMINATION. The Grant shall terminate upon the earlier to occur of the following: (a) the Termination Date; or (b) the termination of the Grantee's employment with the Corporation or a Subsidiary, unless such termination is due to Grantee's retirement, death or total disability and the Committee determines that such Grant shall continue to a date no later than the Termination Date in light of the facts and circumstances applicable to the Grantee.
11. SUBJECT TO THE PLAN AND THE COMMITTEE. The Grant and this Agreement are subject to the terms and conditions of the Plan, which are incorporated herein by reference and made a part hereof, but the terms of the Plan shall not be considered an enlargement of any benefits under this Agreement. If the Plan is not approved by the Corporation's shareholders at the Corporation's 1997 Annual Meeting, all references to the Plan shall mean the 1992 Long-Term Incentive Award Plan. In addition, the Grant and this Agreement are subject to any interpretations of or any rules and regulations issued by the Committee.

IN WITNESS WHEREOF, the Corporation has caused this Agreement to be signed on its behalf as of the Date of Grant.

ATTEST: PNC BANK CORP.

By $\qquad$

Accepted and agreed to as of the Date of Grant set forth above.

Grantee
<TABLE>
<CAPTION>

| Year ended December 31 | 1997 |
| :--- | ---: |
| Dollars in thousands |  |
| 1994 | 1993 |

<S>
EARNINGS
Income before taxes and cumulative effect of changes in accounting principles
\$1,209,916 \$1,140,487
Fixed charges excluding interest on deposits

| $\$ 1,618,599$ | $\$ 1,527,551$ | $\$ 627,012$ |
| ---: | ---: | ---: |
| $1,171,648$ | $1,096,893$ | $1,487,279$ |

1,104,573 704,228
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$\begin{array}{ll}\text { Subtotal } \\ 314,489 & 1,844,715\end{array}$
2,314,489 1,844,715
Interest on deposits
1,159,242 1,005,658
--------------------
Total $\$ 4,246,834 \quad \$ 4,053,215$ \$3,666,107
$\$ 3,473,731 \quad \$ 2,850,373$


FIXED CHARGES

| Interest on borrowed funds | \$1,098,365 | \$1,064,847 | \$1,455,069 |
| :---: | :---: | :---: | :---: |
| \$1,070,565 \$676,319 |  |  |  |
| Interest component of rentals | 29,312 | 29,839 | 31,283 |
| 32,247 26,491 |  |  |  |
| Amortization of notes and debentures | 833 | 816 | 927 |
| 1,761 1,418 |  |  |  |
| Distributions on Mandatorily Redeemable Capital |  |  |  |
| Securities of Subsidiary Trust | 43,138 | 1,391 |  |
| Subtotal | 1,171,648 | 1,096,893 | 1,487,279 |
| 1,104,573 704,228 |  |  |  |
| Interest on deposits | 1,456,587 | 1,428,771 | 1,551,816 |
| 1,159,242 1,005,658 |  |  |  |
| Total | \$2,628,235 | \$2,525,664 | \$3,039,095 |
| \$2,263,815 \$1,709,886 |  |  |  |

RATIO OF EARNINGS TO FIXED CHARGES

| Excluding interest on deposits | 2.38x | 2.39x | 1.42x |
| :---: | :---: | :---: | :---: |
| 2.10x 2.62x |  |  |  |
| Including interest on deposits | 1.62 | 1.60 | 1.21 |
| 1.53 1.67 |  |  |  |

```
PNC BANK CORP. AND SUBSIDIARIES
EXHIBIT 12.2
```

COMPUTATION OF RATIO OF EARNINGS TO COMBINED FIXED CHARGES AND PREFERRED STOCK DIVIDENDS


FINANCIAL
REVIEW 1997 VERSUS 1996
This Financial Review should be read in conjunction with PNC Bank Corp. and subsidiaries' ("Corporation" or "PNC Bank") Consolidated Financial Statements and Statistical Information included herein.

## OVERVIEW

PNC BANK CORP. The Corporation is one of the largest diversified financial services companies in the United States and operates seven lines of business: National Consumer Banking, Regional Community Banking, Private Banking, Secured Lending, Asset Management and Servicing, Corporate Banking and Mortgage Banking. Financial products and services are customized for specific customer segments and offered nationally and in PNC Bank's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio, Kentucky, Indiana, Massachusetts and Florida.

SUMMARY FINANCIAL RESULTS Net income for 1997 was $\$ 1.052$ billion or $\$ 3.28$ per diluted share compared with $\$ 992$ million and $\$ 2.88$, respectively, a year ago. Returns on average common shareholders' equity and average assets were 20.01\% and $1.49 \%$ compared with $17.18 \%$ and $1.40 \%$, respectively, in 1996 . Results for 1996 include a $\$ 22$ million after-tax charge to recapitalize the Savings Association Insurance Fund ("SAIF"). Excluding the SAIF assessment, earnings for 1996 totaled $\$ 1.015$ billion or $\$ 2.94$ per diluted share. On this basis, returns on average common shareholders' equity and average assets were $17.58 \%$ and $1.43 \%$, respectively.

Earnings are impacted by noncash expenses associated with purchase acquisitions. Excluding the impact of goodwill and other amortization related to purchase transactions, diluted earnings per share for 1997 and 1996 were \$3.51 and $\$ 3.04$, respectively.

Total revenue for 1997 increased 11.8\% compared with the same period in 1996 primarily due to noninterest income growth. Noninterest income increased to $\$ 1.808$ billion for 1997, a 29.6\% increase over 1996 reflecting significant growth in nearly all categories of noninterest revenue. Noninterest income represented $42 \%$ of total revenue compared with $36 \%$ in 1996. Taxable-equivalent net interest income increased $\$ 45$ million for 1997 and the net interest margin widened 11 basis points to $3.94 \%$ compared with $3.83 \%$ in the prior year. These increases resulted from a higher-yielding earning asset mix which offset the impact of spread compression, change in deposit mix and lower average deposit levels.

The provision for credit losses was $\$ 70$ million for 1997. No provision was recorded in the prior year.

Operating expenses increased $\$ 303$ million to $\$ 2.615$ billion largely due to $\$ 187$ million of incremental costs associated with AAA Financial Services and credit card-related initiatives. The efficiency ratio, computed excluding distributions on capital securities from expense, was $59.4 \%$ for 1997 compared with $59.6 \%$ a year ago.

Total assets were $\$ 75.1$ billion at December 31, 1997 compared to $\$ 73.3$ billion at December 31, 1996. Average earning assets declined $\$ 708$ million in the year-to-year comparison to $\$ 64.0$ billion as loan growth was more than offset by securities portfolio reductions. Average loans grew 7.7\% to $\$ 52.9$ billion, a $\$ 3.8$ billion increase from the prior year. Loans represented $82.6 \%$ of average earning assets compared with $75.9 \%$ a year ago. Growth in credit cards, residential mortgages and middle market commercial loans more than offset downsizing of the indirect automobile lending portfolio and the impact of loan securitizations. Average securities declined $\$ 4.8$ billion to $\$ 8.8$ billion or $13.7 \%$ of average earning assets. Asset quality and coverage ratios remained strong. The ratio of nonperforming assets to loans and foreclosed assets was
. 61\% at December 31, 1997 compared with . 88\% at December 31, 1996. The allowance for credit losses was $352 \%$ of nonperforming loans and $1.79 \%$ of total loans at December 31, 1997 compared to $334 \%$ and $2.25 \%$, respectively, a year ago. Net charge-offs were . 51\% of average loans in 1997 compared with . 33\% in 1996. The increase in net charge-offs was primarily associated with higher credit card outstandings. Shareholders' equity totaled $\$ 5.4$ billion at December 31, 1997. The leverage ratio was $7.30 \%$ and Tier I and total risk-based capital ratios were $7.43 \%$ and $11.11 \%$, respectively. As part of the Corporation's capital management initiatives, 29.3 million shares of common stock were repurchased during 1997.

BUSINESS STRATEGIES Financial services providers today are challenged by intense competition, changing customer demands, increased pricing pressures and the ongoing impact of deregulation. Traditional loan and deposit activities face particularly challenging competitive pressures as both banks and nonbanks compete for customers with access to a broad array of banking, investment and capital markets products. Many of these traditional businesses have moderate growth expectations and require significant capital to support balance sheet leverage that entails credit and interest rate risk.

## PNC BANK CORP.

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PNC Bank has responded to these challenges by transitioning to an organization comprised of autonomous lines of business with highly focused customer segments. This approach provides the basis for developing differentiated businesses capable of competing in today's environment where banks and other financial service providers seek the same customers.

The Corporation has focused on altering the business mix and investing in specialized financial services businesses including asset management, mutual fund servicing, private banking, treasury management and capital markets. These businesses are largely fee-based, less capital intensive and have superior
growth outlooks on a national scale. More meaningful contributions from these businesses, coupled with disciplined management of traditional banking activities, expansion of national distribution capabilities and reduction of our wholesale leverage activities have allowed PNC Bank to significantly improve the composition of the earnings stream.

NATIONAL CONSUMER BANKING offers a full range of consumer products and services through technologically advanced cost efficient channels. National Consumer Banking's focus is on delivering convenient value-added financial services nationally by expanding direct marketing and through establishing affinity relationships such as those with AAA and mall owners nationwide.

REGIONAL COMMUNITY BANKING offers a full range of products and services to small business and retail customers within PNC Bank's geographic footprint. Regional Community Banking's focus is on employing information and customer knowledge to identify and meet consumer preferences for traditional and automated products and services through retail branches and automated distribution channels.

PRIVATE BANKING offers personalized investment management, brokerage, personal trust, estate planning and traditional banking services to the affluent. Services are provided by teams of highly qualified specialists working together to provide trusted advice and creative financial solutions.

SECURED LENDING is engaged in commercial real estate banking, business credit and equipment leasing activities.

Real estate banking provides comprehensive credit and noncredit services to a broad base of clients including commercial and residential developers, investors, mortgage bankers and property management companies. On January 28, 1998, PNC Bank announced a definitive agreement to acquire the assets of Midland Loan Services, L.P. ("Midland"), one of the largest commercial loan servicers in the nation.

Business credit offers asset-based lending, syndication and treasury management services within the PNC Bank primary geographic markets and nationally. Leasing provides equipment lease financing for a wide range of customers and is focused on growth from the existing PNC Bank corporate customer base and national markets. ASSET MANAGEMENT AND SERVICING includes the BlackRock organization which offers a full range of fixed income, domestic and
international equity and liquidity products; PFPC Inc., the Corporation's mutual fund servicing business; HAWTHORN, a PNC Company, which serves the ultra-affluent market, and PNC Bank's institutional trust business. BlackRock represents the recent integration of PNC Bank's investment advisory and asset management capabilities under a single organization and brand. This integration provides the opportunity to grow into one of the largest asset managers in the country, leveraging the BlackRock Financial Management reputation as an established world-class fixed income manager. BlackRock's initiatives focus on expanding marketing and delivery channels for a full range of institutional and retail investment products. PFPC Inc., the Corporation's mutual fund servicing business, specializes in providing institutional money managers, brokerage firms, pension managers and insurance companies with custom designed products including accounting and administration, transfer agent and custody services. PFPC is the second largest mutual fund accounting agent and the third largest full-service transfer agent in the United States and is focused on domestic and international expansion. CORPORATE BANKING provides a full range of credit, capital markets and treasury management products and services to large and mid-size businesses, institutions and government entities. Client relationship teams possessing specific expertise focus on the individual customer needs to provide customized service. Teams of specialists also focus on specific industry segments, including communications, dealer finance, health care and public finance, large corporate, financial institutions, energy, metals and mining and emerging growth. MORTGAGE BANKING is focused on efficiently delivering high quality mortgage originations and servicing, and expanding nonmortgage product offerings including second mortgages, home equity lines of credit, credit cards and insurance products.

## PNC BANK CORP.

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FINANCIAL
REVIEW 1997 VERSUS 1996

LINE OF BUSINESS REVIEW
Financial results for PNC Bank's lines of business are derived from the Corporation's management accounting system. Line of business information is based on management accounting practices which conform to and support PNC Bank's current management structure and is not necessarily comparable with similar information for any other financial services institution.

The management accounting process uses various balance sheet and income statement allocations and transfers to measure business unit performance. Allocations and transfers change from time to time as the management accounting system is enhanced and business or product lines change. There is no comprehensive, authoritative body of guidance for management accounting equivalent to generally accepted accounting principles.

The financial results presented herein reflect each line of business as if operated on a stand-alone basis. Securities or borrowings and related interest rate spreads have been assigned to the lines of business based on their net asset or liability position.

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

Total line of business financial results differ from consolidated financial results primarily due to eliminations, different provision for credit loss methodologies and corporate and other unassigned items. Eliminations offset transactions between the lines of business which primarily relate to assigned
securities or borrowings. Corporate administration and other unassigned include
net securities gains, certain holding company expenses and other items not
allocated in the management accounting process.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Average Assets} & \multicolumn{2}{|r|}{Revenue} & \multicolumn{2}{|r|}{Earnings} & \multicolumn{2}{|l|}{Return on Assigned Capital} \\
\hline Year ended December 31 - dollars in millions & 1997 & 1996 & 1997 & 1996 & 1997 & 1996 & 1997 & 1996 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline National Consumer Banking & \$10,311 & \$8,219 & \$650 & \$380 & \$25 & \$54 & 4\% & 10\% \\
\hline Regional Community Banking & 35,188 & 35,839 & 1,627 & 1,667 & 416 & 425 & 28 & 28 \\
\hline Private Banking & 2,527 & 2,396 & 398 & 352 & 89 & 71 & 27 & 23 \\
\hline Secured Lending & 5,937 & 5,864 & 247 & 210 & 134 & 95 & 30 & 21 \\
\hline Asset Management and Servicing & 749 & 616 & 421 & 332 & 84 & 61 & 35 & 30 \\
\hline Corporate Banking & 16,120 & 15,298 & 737 & 673 & 229 & 218 & 18 & 18 \\
\hline Mortgage Banking & 10,388 & 9,289 & 421 & 340 & 54 & 29 & 15 & 9 \\
\hline Total lines of business Eliminations & \[
\begin{gathered}
81,220 \\
(14,237)
\end{gathered}
\] & \[
\begin{gathered}
77,521 \\
(10,782)
\end{gathered}
\] & \[
\begin{gathered}
4,501 \\
(222)
\end{gathered}
\] & \[
\begin{aligned}
& 3,954 \\
& (217)
\end{aligned}
\] & \[
\begin{array}{r}
1,031 \\
(112)
\end{array}
\] & \[
\begin{aligned}
& 953 \\
& (79)
\end{aligned}
\] & 21 & 21 \\
\hline Provision for credit losses & & & & & 105 & 66 & & \\
\hline Corporate administration and other unassigned & 3,661 & 4,068 & 53 & 137 & 28 & 52 & & \\
\hline Total consolidated & \$70,644 & \$70,807 & \$4,332 & \$3,874 & \$1,052 & \$992 & 19 & 17 \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP.
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NATIONAL CONSUMER BANKING

<TABLE>
<CAPTION>
Year ended December 31 - dollars
in millions 19971996

<S>
INCOME STATEMENT
Net interest income
Noninterest income
Total revenue
Provision for credit losses
<C> <C>

Nrovision for credit
\begin{tabular}{cr}
\(\$ 385\) & \(\$ 261\) \\
265 & 119 \\
---------- \\
650 & 380 \\
227 & 92 \\
383 & 201 \\
----------- \\
40 & 87 \\
15 & 33 \\
-------------- \\
\(\$ 25\) & \(\$ 54\)
\end{tabular}

AVERAGE BALANCE SHEET
Loans
Other assets
\begin{tabular}{|c|c|}
\hline \$9,581 & \$7,877 \\
\hline 730 & 342 \\
\hline \$10,311 & \$8,219 \\
\hline \$36 & \$24 \\
\hline 9,610 & 7,648 \\
\hline 665 & 547 \\
\hline \$10,311 & \$8,219 \\
\hline
\end{tabular}

Assigned funds and other liabilities
Assigned capital
Total funds
PERFORMANCE RATIOS
\(\begin{array}{lcc}\text { After-tax profit margin } & 4 \% & 14 \% \\ \text { Efficiency } & 59 & 53 \\ \text { Return on assigned capital } & 4 & 10\end{array}\)
Return on assigned capital \(\quad 4 \quad 10\)
</TABLE>
National Consumer Banking is strategically positioned to capitalize on consumer
acceptance of mass marketed financial services and electronic delivery.
Management's objective is to improve longer-term returns on assigned capital by
emphasizing revenue growth in higher yielding products such as credit cards and
education loans and mass marketing a full range of products and services through
the most technologically advanced cost efficient channels. Credit card,
automobile, student, home equity and residential mortgage loans, as well as
deposit accounts and money market mutual funds will be marketed in conjunction
with AAA and other national initiatives.
The Corporation's exclusive marketing agreement with AAA, entered in 1996,
marked the first major step in building a national consumer business. Continuing
to build national scale during 1997, the Mall V.I.P.SM Visa(R) card was
introduced in conjunction with top mall owners in the country. These alliances
provide unique opportunities to access customers nationwide. The education
lending business has grown through innovative affinity relationships with groups
such as the Association of Independent California Colleges and Universities.
National Consumer Banking has also focused on expansion of electronic delivery
employing debit cards, offsite ATMs and online banking. Through affinity
relationships and technology, PNC Bank delivers products in locations across the country providing convenient customer access.

Significant start-up investments in long-term initiatives produced positive
momentum during 1997. Total revenue grew 71\% and noninterest income increased to
$41 \%$ of total revenue compared with $31 \%$ in 1996 . Noninterest income grew $123 \%$ or
\$146 million principally due to loan securitization income, increased credit card fees and higher electronic banking income.

Net interest income increased $48 \%$ or $\$ 124$ million over 1996 driven by higher loan outstandings and a change in loan portfolio mix. Average loans increased $22 \%$ as growth in wider spread credit card loans exceeded declines in lower yielding indirect auto loans and education loans. Credit card loans increased $\$ 2.4$ billion due to AAA and other marketing initiatives. Indirect auto loans declined consistent with the strategic decision to reduce loans with unattractive returns. Education loans declined as a result of $\$ 1$ billion of student loan securitizations.

National Consumer Banking accounted for $3 \%$ of line of business earnings in 1997 compared with $6 \%$ in 1996. Earnings declined $\$ 29$ million or $54 \%$ due to costs associated with national business expansion. Noninterest expense increased $\$ 182$ million largely driven by higher marketing and credit card processing costs, acquired portfolio premium amortization and interchange fees. In addition to the impact on earnings from marketing and other expansion costs, net interest income is adversely affected until credit card rate incentives offered during
introductory periods expire and yields earned are reset to market rates. The AAA initiative reduced earnings by $\$ 57$ million in 1997.

The provision for credit losses increased $\$ 135$ million and was directly related to a larger proportion of credit card loans which have inherently higher charge-offs.

PNC BANK CORP.
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REVIEW 1997 VERSUS 1996

Regional community banking
<TABLE>
<CAPTION>

| Year ended December 31 - dollars in millions | 1997 | 1996 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| INCOME STATEMENT |  |  |
| Net interest income | \$1,348 | \$1,387 |
| Noninterest income | 279 | 280 |
| Total revenue | 1,627 | 1,667 |
| Provision for credit losses | 26 | 21 |
| Noninterest expense | 930 | 960 |
| Pretax earnings | 671 | 686 |
| Income taxes | 255 | 261 |
| Earnings | \$416 | \$425 |
| AVERAGE BALANCE SHEET |  |  |
| Loans | \$9,078 | \$8,637 |
| Assigned assets and other assets | 26,110 | 27,202 |
| Total assets | \$35,188 | \$35,839 |
| Net deposits | \$33,570 | \$34,188 |
| Other liabilities | 134 | 151 |
| Assigned capital | 1,484 | 1,500 |
| Total funds | \$35,188 | \$35,839 |
| PERFORMANCE RATIOS |  |  |
| After-tax profit margin | 26\% | 26\% |
| Efficiency | 57 | 58 |
| Return on assigned capital | 28 | 28 |

## </TABLE>

Regional Community Banking is focused on efficiently employing the traditional branch delivery system while expanding less capital intensive, technologically advanced alternative delivery systems. Many Community Banking customers still prefer more traditional delivery channels but increasingly demand convenience and choice among products and services. To address this transition, the Regional Community Bank was reorganized along specific customer segments.

Consumers' demands for convenient high value products and services coupled with intense competitive pressures continue to shrink net interest spreads. Consumers are migrating from traditional deposit accounts toward higher return products such as money market accounts. In addition, niche competitors exert pricing pressure. As consumer preferences change, the challenge is to offer the proper products and maintain the appropriate balance of resources between the traditional branch structure and technologically advanced delivery channels.

Regional Community Banking earned $\$ 416$ million accounting for $40 \%$ of line of business earnings in 1997 compared with 45\% a year ago. Earnings declined \$9 million primarily due to a $\$ 39 \mathrm{million}$ or $3 \%$ reduction in net interest income attributable to a modest decline in deposit levels and customer migration to higher cost money market deposit products. Noninterest income was essentially flat as a $9 \%$ increase in deposit service fees offset the impact of branch consolidation.

Noninterest expense declined $\$ 30$ million due to expense reduction associated with consolidating branch locations and the transfer of activity from traditional branches to alternative delivery channels. The increase in the provision for credit losses was due to higher outstandings.

| PRIVATE BANKING |  |  |
| :---: | :---: | :---: |
| <TABLE> |  |  |
| <CAPTION> |  |  |
| Year ended December 31 - dollars |  |  |
| in millions | 1997 | 1996 |
| <S> | <C> | <C> |
| INCOME STATEMENT |  |  |
| Net interest income | \$113 | \$97 |
| Noninterest income | 285 | 255 |
| Total revenue | 398 | 352 |
| Provision for credit losses | 4 | 1 |
| Noninterest expense | 251 | 237 |
| Pretax earnings | 143 | 114 |
| Income taxes | 54 | 43 |
| Earnings | \$89 | \$71 |
| AVERAGE BALANCE SHEET |  |  |
| Loans | \$2,468 | \$2,340 |
| Other assets | 59 | 56 |
| Total assets | \$2,527 | \$2,396 |
| Net deposits | \$1,661 | \$1,501 |
| Assigned funds and other liabilities | 542 | 592 |
| Assigned capital | 324 | 303 |
| Total funds | \$2,527 | \$2,396 |
| PERFORMANCE RATIOS |  |  |
| After-tax profit margin | 22\% | 20\% |
| Efficiency | 63 | 67 |
| Return on assigned capital | 27 | 23 |

## </TABLE>

Private Banking offers investment management, full service brokerage, financial planning and traditional trust and banking services. Private Banking's objective is to be the financial "advisor of choice" in the growing affluent market, providing a full range of high quality customized predominantly fee-based investment products and services

Private Banking earned $\$ 89$ million in 1997 accounting for $9 \%$ of total line of business earnings and representing a $25 \%$ increase over 1996.

Total revenue grew $\$ 46$ million reflecting double digit growth in noninterest and net interest income. Noninterest income increased $\$ 30$ million in 1997 due to increased investment management, trust, and brokerage assets under
administration driven by new business and market value appreciation. Assets under administration increased \$9 billion to \$59 billion at December 31, 1997. Net interest income increased due to loan and deposit growth.

Noninterest expense increased due to the addition of sales and service personnel, higher incentive compensation commensurate with revenue growth and infrastructure development and technology investment costs.

PNC BANK CORP.
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SECURED LENDING
<TABLE>
<CAPTION>
Year ended December 31 - dollars
in millions -19971996
<S>
INCOME STATEMENT

Net interest income
Noninterest income

Total revenue
<C> $<\mathrm{C}>$
Total revenue
Provision for credit losses
Noninterest expense

Noninterest expense
Pretax earnings
Income taxes
Earnings

AVERAGE BALANCE SHEET
Loans
Other assets

Total assets

Net deposits
Assigned funds and other liabilities
Assigned capital

| \$195 | \$181 |
| :---: | :---: |
| 52 | 29 |
| 247 | 210 |
| (38) |  |
| 82 | 62 |
| 203 | 148 |
| 69 | 53 |
| \$134 | \$95 |


| $\$ 5,853$ | $\$ 5,667$ |
| ---: | ---: |
| 84 | 197 |
| ------------ |  |
| $\$ 5,937$ | $\$ 5,864$ |
| ------------ |  |
| $\$ 787$ | $\$ 637$ |
| 4,698 | 4,766 |
| 452 | 461 |
| ------------- |  |
| $\$ 5,937$ | $\$ 5,864$ |
| ---------------- |  |

PERFORMANCE RATIOS

| After-tax profit margin | $54 \%$ | $45 \%$ |
| :--- | :--- | :--- |
| Efficiency | 33 | 30 |
| Return on assigned capital | 30 | 21 |

## </TABLE>

Secured Lending includes PNC Bank's activities in commercial real estate, business credit and equipment leasing. Secured Lending's objective is to establish a significant national presence in each of these businesses providing product and advisory services focused on expanding fee-based revenues.

Real estate banking is a relationship-driven, full service provider of financial products including capital markets financing and operational services. Real estate banking serves regional and national customers including commercial and residential developers, investors, mortgage bankers and property management companies. PNC Bank's real estate experience extends across all major property types throughout the U.S.

Targeted strategic growth areas include commercial mortgage origination, securitization and servicing, loan syndications, private debt placements and treasury management. Consistent with this strategy, on January 28, 1998, PNC Bank announced a definitive agreement to acquire the assets of Midland, one of the largest commercial real estate loan servicers in the nation. Midland is a technology-based firm specializing in the origination, securitization and servicing of commercial real estate assets.

This transaction provides important competitive advantages for PNC Bank as more real estate customers demand sophisticated, technology-driven services and increased access to capital markets. The Corporation anticipates this transaction will close in the second quarter of 1998.

Business credit provides asset-based lending, syndication and treasury management services. In 1997 several commercial finance groups were combined to provide the platform to streamline operations and pursue national expansion opportunities.

Leasing provides equipment lease financing to a wide range of businesses, industries and institutions and also provides product support for PNC Bank's capital markets activities.

Secured Lending contributed 13\% of total line of business earnings in 1997 compared with 10\% in 1996. Earnings increased $\$ 39$ million or $41 \%$ in the comparison as a result of higher revenue and continued improvement in credit quality.

Consistent with Secured Lending's objectives, noninterest income increased $79 \%$ in 1997 and represented $21 \%$ of total revenue compared to $14 \%$ in 1996. Noninterest income grew $\$ 23$ million in 1997 primarily due to capital markets distribution activities and treasury management fees.

Noninterest expense increased $\$ 20$ million in 1997 primarily due to increased personnel and delivery costs associated with expanding capital markets capabilities.

PNC BANK CORP.

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ASSET MANAGEMENT AND SERVICING

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{\begin{tabular}{l}
Asset \\
Management
\end{tabular}} & \multicolumn{2}{|r|}{Mutual Fund Servicing} & \multicolumn{2}{|c|}{Total} \\
\hline Year ended December 31 - dollars in millions & 1997 & 1996 & 1997 & 1996 & 1997 & 1996 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline INCOME STATEMENT & & & & & & \\
\hline Advisory, processing and other fee income & \$265 & \$203 & \$143 & \$121 & \$408 & \$324 \\
\hline Net interest income & 6 & (1) & 7 & 9 & 13 & 8 \\
\hline Total revenue & 271 & 202 & 150 & 130 & 421 & 332 \\
\hline Operating expenses & 190 & 154 & 95 & 80 & 285 & 234 \\
\hline Pretax earnings & 81 & 48 & 55 & 50 & 136 & 98 \\
\hline Income taxes & 31 & 18 & 21 & 19 & 52 & 37 \\
\hline Earnings & \$50 & \$30 & \$34 & \$31 & \$84 & \$61 \\
\hline \multicolumn{7}{|l|}{AVERAGE BALANCE SHEET} \\
\hline Loans & \$52 & \$31 & \$61 & \$58 & \$113 & \$89 \\
\hline Assigned assets and other assets & 536 & 421 & 100 & 106 & 636 & 527 \\
\hline Total assets & \$588 & \$452 & \$161 & \$164 & \$749 & \$616 \\
\hline Net deposits & \$388 & \$295 & \$63 & \$82 & \$451 & \$377 \\
\hline Other liabilities & 37 & 26 & 17 & 14 & 54 & 40 \\
\hline Assigned capital & 163 & 131 & 81 & 68 & 244 & 199 \\
\hline Total funds & \$588 & \$452 & \$161 & \$164 & \$749 & \$616 \\
\hline \multicolumn{7}{|l|}{PERFORMANCE RATIOS} \\
\hline After-tax profit margin & 19\% & 15\% & 22\% & 23\% & 20\% & 18\% \\
\hline Efficiency & 70 & 76 & 64 & 62 & 68 & 71 \\
\hline Return on assigned capital & 31 & 23 & 41 & 44 & 35 & 30 \\
\hline
\end{tabular}
</TABLE>
Asset Management and Mutual Fund Servicing comprise the Asset Management and Servicing line of business which contributed 8\% of total line of business earnings in 1997 compared with $6 \%$ in 1996. Earnings increased $\$ 23$ million or $38 \%$ in the comparison. Fee income increased $26 \%$ due to an increase in managed assets and assets under administration driven by new business and market appreciation. Operating expenses increased primarily due to incremental costs associated with servicing new business and higher compensation commensurate with revenue growth.

Assets under administration by PFPC Inc., the Corporation's mutual fund servicing operation, increased $\$ 76$ billion or $23 \%$ in the year-to-year comparison to $\$ 406$ billion at December 31, 1997. Managed assets totaled $\$ 137$ billion at December 31, 1997, a 26\% increase compared with a year ago.

## COMPOSITION OF MANAGED ASSETS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Fixed income & 43\% & 45\% \\
\hline Equity & 28 & 27 \\
\hline Liquidity management & 29 & 28 \\
\hline
\end{tabular}

\section*{</TABLE>}

Asset Management includes BlackRock, HAWTHORN and PNC Bank's institutional trust business and provides a full range of high quality investment advisory and asset management services to individuals and institutions.

BlackRock manages in excess of \(\$ 108\) billion of assets for individual and institutional investors. Domestic and international equities, global fixed income, money markets and risk management advisory services are included in the product base. BlackRock is also pursuing growth of technology-related businesses, through which institutional clients are offered BlackRock's risk management capabilities.

BlackRock is currently the second largest U.S. bank manager of mutual funds. BlackRock's proprietary mutual fund family, with approximately \(\$ 35\) billion in assets, provides institutional and individual investors with a full range of equity, bond and money market investment options.

HAWTHORN, created in 1997 through the combination of PNC Bank's family wealth management unit and Stolper \& Co., provides institutional investment-level advisory services to the ultra-affluent. HAWTHORN has \(\$ 10.6\) billion in assets under management and an additional \(\$ 6.3\) billion under administration and custody.

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Asset Management earnings increased \(\$ 20\) million or \(67 \%\) over the prior year led by strong revenue growth. Revenue increased \(\$ 69\) million or \(34 \%\) due to new business and market appreciation while operating expenses increased \(\$ 36\) million or \(23 \%\).

PFPC Inc., the Corporation's mutual fund servicing operation, specializes in providing mutual fund complexes with tailored services including accounting and administration, transfer agent and custody services.

PFPC Inc. had double digit growth in assets and accounts serviced during 1997 leading to \(15 \%\) revenue growth. Operating expenses increased \(\$ 15 \mathrm{million}\) due to higher compensation expense commensurate with revenue growth and increased investments in technology and facilities associated with business expansion. PFPC's assets and accounts serviced were as follows: <TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Assets (billions) & & \\
\hline Custody & \$223 & \$200 \\
\hline Accounting/administration & 182 & 130 \\
\hline \multicolumn{3}{|l|}{Accounts (millions)} \\
\hline Shareholder & 4.6 & 4.3 \\
\hline Checking and credit/debit card & 2.1 & 1.6 \\
\hline
\end{tabular}
</TABLE>
Revenue from investment management and mutual fund servicing is included in Asset Management and Servicing. Revenue from marketing asset management products and services to consumers is included primarily in the Private Banking line of business. The following table sets forth revenue and earnings from asset management products and services included in each line of business.

<TABLE>
<CAPTION>
Year ended December 31 - in millions Revenue Earnings
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{1997} \\
\hline <S> & <C> & <C> \\
\hline Asset Management and Servicing & \$421 & \$84 \\
\hline Private Banking & 224 & 55 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Total & \$645 & \$139 \\
\hline \multicolumn{3}{|l|}{1996} \\
\hline Asset Management and Servicing & \$332 & \$61 \\
\hline Private Banking & 200 & 47 \\
\hline Total & \$532 & \$108 \\
\hline
\end{tabular}
</TABLE>
Asset Management and Servicing 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.

Corporate Banking

<TABLE>
<CAPTION>
Year ended December 31 - dollars
in millions 19971996


INCOME STATEMENT
Net interest income
Noninterest income

Total revenue
Provision for credit losses
Noninterest expense
Pretax earnings
Income taxes
\(<\mathrm{C}>\quad<\mathrm{C}>\)
\begin{tabular}{|c|c|}
\hline \[
\begin{array}{r}
\$ 450 \\
287
\end{array}
\] & \[
\begin{array}{r}
\$ 444 \\
229
\end{array}
\] \\
\hline 737 & 673 \\
\hline 5 & (17) \\
\hline 363 & 339 \\
\hline 369 & 351 \\
\hline 140 & 133 \\
\hline \$229 & \$218 \\
\hline
\end{tabular}

AVERAGE BALANCE SHEET
Loans
Other assets
Total assets
\begin{tabular}{|c|c|}
\hline \[
\begin{array}{r}
\$ 15,201 \\
919
\end{array}
\] & \[
\begin{array}{r}
\$ 14,487 \\
811
\end{array}
\] \\
\hline \$16,120 & \$15,298 \\
\hline \$2,211 & \$2,230 \\
\hline 12,643 & 11,864 \\
\hline 1,266 & 1,204 \\
\hline \$16,120 & \$15,298 \\
\hline
\end{tabular}

Net deposits
Assigned funds and other liabilities
Assigned capital

Total funds
----------------------
PERFORMANCE RATIOS
After-tax profit margin
Efficiency
31\% 32\%

Return on assigned capital
\(49 \quad 50\)
</TABLE>
Corporate Banking provides specialized credit, capital markets and treasury management products and services and includes PNC Bank's equity management business which makes venture capital investments.

The ongoing pressure on leverage related products has led to significantly more emphasis on altering the revenue composition through growth of noncredit revenue such as treasury management and capital markets. The strategic focus for Corporate Banking is on developing and delivering a comprehensive range of higher margin fee-based products and services.

Corporate Banking contributed $\$ 229$ million or $22 \%$ of total 1997 line of business earnings representing an $\$ 11$ million or $5 \%$ increase over 1996 earnings. Total revenue increased $10 \%$ or $\$ 64$ million to $\$ 737$ million reflecting noninterest income growth of $25 \%$. Noninterest income represented $39 \%$ of 1997 revenue compared to $34 \%$ in 1996.

Net interest income increased $\$ 6$ million or $1 \%$ to $\$ 450$ million in 1997 as the impact of higher loan volumes exceeded the impact of lower net interest spreads resulting from continued competitive pricing pressure. Average loans increased $\$ 714$ million or $5 \%$ over the prior year with the most significant increase occurring in the middle market portfolios.

Noninterest income was $\$ 287$ million for 1997, a $\$ 58$ million increase over the prior year primarily due to a $\$ 27$ million increase in venture capital income and a $\$ 22$ million increase

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in capital markets fees. Noninterest income for 1997 includes capital markets fees of $\$ 71$ million, venture capital revenue of $\$ 98$ million and treasury management fees and other income of $\$ 118$ million. Treasury management revenue does not reflect the total compensation for these services due to the acceptance of compensating balances in lieu of cash payments.

Noninterest expense in 1997 was $\$ 363$ million, a $\$ 24$ million or $7 \%$ increase over 1996. This increase reflects a 6\% increase in full-time equivalent
personnel and increased incentive compensation, primarily related to increased noncredit revenue.

MORTGAGE BANKING
<TABLE>
<CAPTION>
Year ended December 31 - dollars

| in millions | 19971996 |  |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| INCOME STATEMENT |  |  |
| Net interest income | \$137 | \$119 |
| Noninterest income | 284 | 221 |
| Total revenue | 421 | 340 |
| Provision for credit losses | 5 | 5 |
| Noninterest expense | 329 | 289 |
| Pretax earnings | 87 | 46 |
| Income taxes | 33 | 17 |
| Earnings | \$54 | \$29 |
| AVERAGE BALANCE SHEET |  |  |
| Loans | \$7,836 | \$7,289 |
| Other assets | 2,552 | 2,000 |
| Total assets | \$10,388 | \$9,289 |
| Net deposits | \$621 | \$618 |
| Assigned funds and other liabilities | 9,402 | 8,343 |
| Assigned capital | 365 | 328 |
| Total funds | \$10,388 | \$9,289 |
| PERFORMANCE RATIOS |  |  |
| After-tax profit margin | 13\% | 8\% |
| Efficiency | 78 | 85 |
| Return on assigned capital | 15 | 9 |

## </TABLE>

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

Mortgage Banking contributed 5\% of total line of business earnings in 1997 compared with $3 \%$ in 1996. Earnings increased $\$ 25$ million to $\$ 54$ million for 1997 primarily due to higher origination and securitization activity. Net interest income increased $\$ 18$ million or $15 \%$ in 1997 as a result of higher loan portfolio volume offsetting lower spreads.

Noninterest expense increased $\$ 40$ million in 1997 reflecting a $\$ 15$ million increase in volume-related expenses and a $\$ 25$ million increase in mortgage servicing rights ("MSR") amortization expense.

MSR value and amortization are affected 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.

Mortgage Banking's results include servicing revenue and the impact from securities and interest rate floors used to hedge the value of MSR in noninterest income, while MSR amortization is reflected in noninterest expense. The following table reflects the components of net mortgage banking revenue.
mortgage banking Revenue

<TABLE>
<CAPTION>
Year ended December 31 - dollars
in millions \(1997 \quad 1996\)
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & <C> \\
\hline Servicing & \$160 & \$155 \\
\hline MSR amortization & (81) & (56) \\
\hline Hedging activities & 18 & (6) \\
\hline Net servicing revenue & 97 & 93 \\
\hline Origination and securitization & 98 & 60 \\
\hline Other & 8 & 12 \\
\hline Net mortgage banking revenue & \$203 & \$165 \\
\hline
\end{tabular}

\section*{</TABLE>}

During 1997, Mortgage Banking funded \(\$ 6.1\) billion of residential mortgages with \(70 \%\) representing retail originations. The comparable amounts were \(\$ 5.6\) billion and 64\%, respectively, in 1996. At December 31, 1997, the mortgage servicing portfolio totaled \(\$ 40.7\) billion, including \(\$ 31.7\) billion of loans serviced for others, had a weighted-average coupon of \(7.94 \%\) and an estimated fair value of \(\$ 474\) million. Capitalized MSR totaled \(\$ 377\) million at December 31, 1997 compared with \(\$ 313\) million a year ago.
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$39,543 & \$37,299 \\
\hline Originations & 6,136 & 5,614 \\
\hline Purchases & 1,917 & 3,737 \\
\hline Repayments & \((6,734)\) & \((6,075)\) \\
\hline Sales & (161) & \((1,032)\) \\
\hline December 31 & \$40,701 & \$39,543 \\
\hline
\end{tabular}
</TABLE>
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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, interest rate and market risk, corporate objectives, revenue composition and growth, Year 2000, BlackRock, Midland 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, and the Corporation assumes no duty to update forward-looking statements. Actual results could differ materially from forward-looking statements.

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

CONSOLIDATED INCOME STATEMENT REVIEW
\begin{tabular}{|c|c|c|c|}
\hline \begin{tabular}{l}
INCOME STATEMENT HIGHLIGHTS <TABLE> \\
<CAPTION>
\end{tabular} & & & \\
\hline Year ended December 31 - & & & \\
\hline in millions & 1997 & 1996 & Change \\
\hline <S> & <C> & <C> & <C> \\
\hline Net interest income (taxable-equivalent basis) & \$2,524 & \$2,479 & \$45 \\
\hline Provision for credit losses & 70 & & 70 \\
\hline Noninterest income before net securities gains & 1,759 & 1,373 & 386 \\
\hline Net securities gains & 49 & 22 & 27 \\
\hline Noninterest expense & 2,615 & 2,312 & 303 \\
\hline Income taxes & 566 & 535 & 31 \\
\hline Net income & 1,052 & 992 & 60 \\
\hline
\end{tabular}

\section*{</TABLE>}

Taxable-equivalent net interest income increased to \(\$ 2.524\) billion for 1997 , a \(\$ 45\) million increase over 1996. The net interest margin widened 11 basis points to \(3.94 \%\) compared with \(3.83 \%\) in the prior year. These increases resulted from a higher-yielding earning asset mix which offset the impact of spread compression, change in deposit mix and lower average deposit levels. Average securities declined \(\$ 4.8\) billion to \(\$ 8.8\) billion for 1997 while average loans increased \(\$ 3.8\) billion to \(\$ 52.9\) billion.

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<TABLE>
<CAPTION>

NET INTEREST INCOME ANALYSIS
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{3}{|r|}{Average Balances} & \multicolumn{3}{|l|}{Interest Income/Expense} & \multicolumn{3}{|l|}{Average Yields/Rates} \\
\hline \multicolumn{10}{|l|}{Taxable-equivalent basis} \\
\hline Year ended December 31 - dollars & & & & & & & & & \\
\hline in millions & 1997 & 1996 & Change & 1997 & 1996 & Change & 1997 & 1996 & Change \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> & <C> < & C> \\
\hline \multicolumn{10}{|l|}{Interest-earning assets} \\
\hline Securities & \$8,774 & \$13,550 & \$ \((4,776)\) & \$546 & \$867 & \$ (321) & 6.22\% & 6.40\% & (18) bp \\
\hline Loans, net of unearned income & & & & & & & & & \\
\hline Consumer & 11,224 & 12,192 & (968) & 953 & 1,028 & (75) & 8.49 & 8.43 & 6 \\
\hline Credit card & 3,558 & 1,165 & 2,393 & 459 & 163 & 296 & 12.92 & 13.94 & (102) \\
\hline Residential mortgage & 13,105 & 12,049 & 1,056 & 976 & 898 & 78 & 7.45 & 7.45 & \\
\hline Commercial & 19,089 & 17,727 & 1,362 & 1,500 & 1,388 & 112 & 7.86 & 7.83 & 3 \\
\hline Commercial real estate & 4,060 & 4,186 & (126) & 358 & 373 & (15) & 8.82 & 8.92 & (10) \\
\hline
\end{tabular}


\section*{</TABLE>}

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

In 1997, average loans comprised \(82.6 \%\) of average earning assets compared to \(75.9 \%\) for 1996. A higher percentage of loans in the earning asset base coupled with growth in higher yielding asset categories, predominantly credit card, contributed positively to net interest income and margin. These positive impacts were partially offset by declining spreads primarily attributable to competitive pressures on certain loan and deposit products. Funding cost is affected by the composition of and rates paid on various funding sources. Average deposits comprised \(63.0 \%\) and \(63.7 \%\) of PNC Bank's total sources of funding for the years ended December 31, 1997 and 1996, respectively, with the remainder primarily comprised of wholesale funding obtained at prevailing market rates.

Management anticipates modest balance sheet growth and continuation of the challenging competitive environment through 1998.

PROVISION FOR CREDIT LOSSES The provision for credit losses was \(\$ 70\) million in 1997. No provision was recorded in the prior year. 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, management anticipates the Corporation will continue to record higher provisions for credit losses in 1998.

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NONINTEREST INCOME
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{Change} \\
\hline \multicolumn{5}{|l|}{Year ended December 31 - -------------1-1} \\
\hline & & & & \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Asset management} \\
\hline Asset management and trust & \$462 & \$378 & \$84 & 22.2\% \\
\hline Mutual fund servicing & 141 & 119 & 22 & 18.5 \\
\hline Total asset management & 603 & 497 & 106 & 21.3 \\
\hline \multicolumn{5}{|l|}{Service fees} \\
\hline Deposit & 317 & 289 & 28 & 9.7 \\
\hline Credit card and merchant services & 93 & 30 & 63 & NM \\
\hline Corporate finance and capital markets & 83 & 65 & 18 & 27.7 \\
\hline Consumer services & 75 & 64 & 11 & 17.2 \\
\hline Brokerage & 54 & 54 & & \\
\hline Insurance & 40 & 30 & 10 & 33.3 \\
\hline Other & 50 & 34 & 16 & 47.1 \\
\hline
\end{tabular}
\begin{tabular}{lrrrr} 
Total service fees & 712 & 566 & 146 & 25.8 \\
Mortgage banking & 156 & 154 & 2 & 1.3 \\
Other & 288 & 156 & 132 & 84.6 \\
Total noninterest & ---------------------- & \\
income before net & & & & \\
securities gains & 1,759 & 1,373 & 386 & 28.1 \\
Net securities gains & 49 & 22 & 27 & NM \\
Total & -------------------- & \\
T1,808 & \(\$ 1,395\) & \(\$ 413\) & \(29.6 \%\)
\end{tabular}

NM - not meaningful
</TABLE>

Noninterest income before net securities gains totaled \(\$ 1.759\) billion in 1997, a \(\$ 386\) million or \(28.1 \%\) increase compared with 1996. Net securities gains were \(\$ 49\) million in 1997 including \(\$ 17\) million associated with mortgage banking activities.

Strong asset management and service fee growth reflects the strategic 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 \(\$ 28\) million due to a revised fee structure implemented during 1996 and higher treasury management revenue. Credit card and merchant services fees increased \(\$ 63\) million, reflecting credit card portfolio growth largely due to acquisitions to build scale in National Consumer Banking and the July 1996 termination of a third party alliance.

Mortgage banking revenue grew primarily due to higher income from origination and securitization activities exceeding an \(\$ 8\) million decline in gains from the sale of servicing. Mortgage originations were \(\$ 6.1\) billion in 1997 compared with \(\$ 5.6\) billion in 1996 .

Other noninterest income increased in the comparison primarily due to a \(\$ 27\) million increase in venture capital income and asset securitization income of \$55 million.

\section*{NONINTEREST EXPENSE \\ <TABLE> \\ <CAPTION>}
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{Change} \\
\hline Year ended December 31 dollars in millions & 1997 & 1996 & Amount & Percent \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Staff expense & & & & \\
\hline Compensation & \$1,016 & \$930 & \$86 & 9.2\% \\
\hline Employee benefits & 192 & 180 & 12 & 6.7 \\
\hline Total staff expense & 1,208 & 1,110 & 98 & 8.8 \\
\hline Net occupancy & 189 & 197 & (8) & (4.1) \\
\hline Equipment & 180 & 172 & 8 & 4.7 \\
\hline Goodwill amortization & 53 & 54 & (1) & (1.9) \\
\hline Other amortization & 121 & 63 & 58 & 92.1 \\
\hline Taxes other than income & 57 & 53 & 4 & 7.5 \\
\hline Distributions on capital securities & 43 & 1 & 42 & NM \\
\hline Other & 764 & 662 & 102 & 15.4 \\
\hline Total & \$2,615 & \$2,312 & \$303 & 13.1\% \\
\hline
\end{tabular}

NM - not meaningful
</TABLE>

Noninterest expense increased \(\$ 303\) million to \(\$ 2.615\) billion in 1997 primarily due to \(\$ 187\) million of incremental costs associated with AAA and credit card-related national consumer initiatives. Higher incentive compensation commensurate with revenue growth and the cost of trust preferred capital securities also contributed to the increase. Excluding AAA and credit card-related national consumer initiatives and the cost of trust preferred capital securities, noninterest expense increased \(\$ 74\) million or \(3 \%\). Average full-time equivalent employees totaled 24,639 in 1997 compared with 25,020 in 1996. The efficiency ratio was \(59.4 \%\) compared with \(59.6 \%\) a year ago.

YEAR 2000 The Corporation has been working to prepare its computer systems and applications for the year 2000. This process involves reviewing, modifying and replacing existing hardware and software as necessary and communicating with external service providers and customers to assure they are addressing their year 2000 issues. The Corporation is also assessing the potential for systems of third parties such as vendors, customers, governmental entities and others to impact the Corporation's business operations.

Given the Corporation's common technology infrastructure, management estimates the review and modification of its computer systems and applications will be substantially completed by December 31, 1998. The expected total cost to become year 2000 compliant is approximately \(\$ 30\) million which is being expensed as incurred. Failure of the corporation or third parties to correct year 2000 issues could cause disruption of operations resulting in increased operating costs. In addition, to the extent customers' financial positions are weakened as a result of year 2000 issues, credit quality could be affected.

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Total assets increased \(\$ 1.9\) billion since year-end 1996 primarily due to increases in loans, loans held for sale and short-term investments partially offset by a reduction in the securities portfolio.

YEAR-END BALANCE SHEET HIGHLIGHTS
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 & Change \\
\hline <S> & <C> & <C> & <C> \\
\hline Assets & \$75,120 & \$73,260 & \$1,860 \\
\hline Earning assets & 66,688 & 65,439 & 1,249 \\
\hline Loans, net of unearned income & 54,245 & 51,798 & 2,447 \\
\hline Securities & 8,522 & 11,917 & \((3,395)\) \\
\hline Deposits & 47,649 & 45,676 & 1,973 \\
\hline Borrowed funds & 19,622 & 19,604 & 18 \\
\hline Shareholders' equity & 5,384 & 5,869 & (485) \\
\hline
\end{tabular}

\section*{</TABLE>}

LOANS Loans outstanding increased \$2.4 billion from year-end 1996 to \$54.2 billion at December 31, 1997. Loan portfolio composition continues to be geographically diversified among numerous industries and types of businesses and reflects growth in the Corporation's core businesses, national consumer initiatives and the impact of acquisitions. As the Corporation's businesses evolve, the loan portfolio is expected to remain diversified. The credit card portfolio increased \(38.0 \%\) due to AAA and other marketing initiatives. Growth in residential mortgages and commercial loans was partially offset by reductions in indirect automobile lending and \(\$ 1.0\) billion of student loan securitizations. Management anticipates modest loan portfolio growth in 1998.

LOANS
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Consumer} \\
\hline Home equity & \$4,848 & \$4,569 \\
\hline Automobile & 3,221 & 3,731 \\
\hline Credit card & 3,830 & 2,776 \\
\hline Student & 1,223 & 1,725 \\
\hline Other & 1,913 & 2,067 \\
\hline Total consumer & 15,035 & 14,868 \\
\hline Residential mortgage & 12,785 & 12,703 \\
\hline \multicolumn{3}{|l|}{Commercial} \\
\hline Manufacturing & 3,838 & 3,770 \\
\hline Retail/Wholesale & 3,575 & 3,369 \\
\hline Service providers & 2,497 & 2,464 \\
\hline Real estate related & 2,047 & 1,527 \\
\hline Communications & 1,154 & 1,239 \\
\hline Health care & 1,504 & 1,277 \\
\hline Financial services & 1,027 & 717 \\
\hline Other & 4,347 & 4,225 \\
\hline Total commercial & 19,989 & 18,588 \\
\hline \multicolumn{3}{|l|}{Commercial real estate} \\
\hline Mortgage & 1,848 & 1,941 \\
\hline Real estate project & 2,126 & 2,157 \\
\hline Total commercial real estate & 3,974 & 4,098 \\
\hline Lease financing and other & 2,874 & 1,926 \\
\hline Unearned income & (412) & (385) \\
\hline Total, net of unearned income & \$54,245 & \$51,798 \\
\hline
\end{tabular}
</TABLE>
Unfunded commercial commitments, net of participations and syndications, totaled \(\$ 29.7\) billion and \(\$ 27.1\) billion at December 31, 1997 and 1996, respectively. Unfunded credit card commitments increased \(\$ 2.9\) billion to \(\$ 16.4\) billion. Commercial commitments generally have fixed expiration dates, may require payment of a fee, and contain termination clauses in the event the customer's credit quality deteriorates. Based on the Corporation's historical experience, most commitments expire unfunded and therefore cash requirements are substantially less than the total commitment.

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SECURITIES The securities portfolio declined \(\$ 3.4\) billion from year-end 1996
to \(\$ 8.5\) billion at December 31 , 1997. The expected weighted-average life of the securities portfolio was 2 years and 9 months at December 31, 1997 compared with 2 years and 11 months at year-end 1996.

SECURITIES AVAILABLE FOR SALE
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{1997} & \multicolumn{2}{|c|}{1996} \\
\hline December 31 in millions & 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> & > \\
\hline Debt securities & & & & \\
\hline U.S. Treasury and government & & & & \\
\hline agencies & \$1,102 & \$1,105 & \$3,238 & \$3,237 \\
\hline Mortgage-backed & 4,672 & 4,623 & 6,301 & 6,176 \\
\hline Asset-backed & 2,079 & 2,083 & 1,609 & 1,615 \\
\hline State and municipal & 170 & 177 & 218 & 227 \\
\hline Other debt & 34 & 33 & 100 & 105 \\
\hline Corporate stocks and other & 501 & 501 & 554 & 557 \\
\hline Total & \$8,558 & \$8,522 & \$12,020 & \$11,917 \\
\hline
\end{tabular}
</TABLE>
Securities available for sale may be sold as part of the overall asset/liability management process. Realized gains and losses are reflected in the results of operations and include gains or losses on associated financial derivatives. During 1997, \(\$ 10.2\) billion of securities were sold at a \(\$ 49\) million net gain. The securities portfolio includes collateralized mortgage obligations and other mortgage-backed securities. These securities are marketable and generally guaranteed, primarily by U.S. government agencies. Expected lives of such securities can vary as interest rates change. In a rising interest rate environment, prepayments on the underlying mortgage securities may slow and lengthen the expected lives. Conversely, expected lives would shorten in a declining interest rate environment. The Corporation monitors the impact of this risk through the use of an income simulation model as part of the asset/liability management process.

The notional value of financial derivatives designated to securities available for sale was \(\$ 5.5\) billion at December 31, 1996. The net fair value of such financial derivatives, which is reflected in the preceding table, was less than \(\$ 1\) million. These contracts matured during 1997 and no financial derivatives were designated to securities available for sale at December 31, 1997.

FUNDING SOURCES Deposits increased 4.3\% to \(\$ 47.6\) billion at December 31, 1997 compared with \(\$ 45.7\) billion at year-end 1996 while borrowed funds remained relatively unchanged. Deposits increased primarily due to an increase in short-term foreign deposits. During 1997, the Corporation diversified its funding base by initiating a \(\$ 2.5\) billion Euro medium-term bank note program. The Corporation issued approximately \(\$ 514\) million of bank notes under this program.
\begin{tabular}{|c|c|c|}
\hline FUNDING SOURCES <TABLE> & & \\
\hline <CAPTION> & & \\
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Deposits & & \\
\hline Demand, savings and money market & \$27,475 & \$27,027 \\
\hline Time & 17,125 & 17,803 \\
\hline Foreign & 3,049 & 846 \\
\hline Total deposits & 47,649 & 45,676 \\
\hline Borrowed funds & & \\
\hline Bank notes and senior debt & 9,826 & 8,093 \\
\hline Federal funds purchased & 3,632 & 3,933 \\
\hline Repurchase agreements & 714 & 645 \\
\hline Other borrowed funds & 3,753 & 5,576 \\
\hline Subordinated debt & 1,697 & 1,357 \\
\hline Total borrowed funds & 19,622 & 19,604 \\
\hline Total & \$67,271 & \$65,280 \\
\hline
\end{tabular}
</TABLE>
CAPITAL The access to and cost of funding new business initiatives including acquisitions, deposit insurance costs, ability to pay dividends and the level and nature of regulatory oversight depend, in large part, on a financial institution's capital strength. The minimum regulatory capital ratios are \(4 \%\) for Tier I risk-based, 8\% for total risk-based and 3\% for leverage. However, regulators may require higher capital levels when particular circumstances warrant. To qualify as well capitalized, regulators require banks to maintain capital ratios of at least \(6 \%\) for Tier I, \(10 \%\) for total risk-based and \(5 \%\) for leverage.

At December 31, 1997, the Corporation and each bank subsidiary met the well capitalized capital ratio requirements.

FINANCIAL
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline December 31 - dollars in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Capital components} \\
\hline \multicolumn{3}{|l|}{Shareholders' equity} \\
\hline Common & \$5,069 & \$5,553 \\
\hline Preferred & 315 & 316 \\
\hline Trust preferred capital securities & 650 & 350 \\
\hline Goodwill and other & (949) & (1,003) \\
\hline Net unrealized securities losses & 23 & 67 \\
\hline Tier I risk-based capital & 5,108 & 5,283 \\
\hline Subordinated debt & 1,666 & 1,343 \\
\hline Eligible allowance & & \\
\hline for credit losses & 861 & 801 \\
\hline Total risk-based capital & \$7,635 & \$7,427 \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline \multicolumn{3}{|l|}{Risk-weighted assets and} \\
\hline off-balance-sheet instruments & \$68,756 & \$63,761 \\
\hline Average tangible assets & 69,948 & 68,597 \\
\hline \multicolumn{3}{|l|}{Capital ratios} \\
\hline Tier I risk-based & \(7.43 \%\) & 8.29\% \\
\hline Total risk-based & 11.11 & 11.65 \\
\hline Leverage & 7.30 & 7.70 \\
\hline
\end{tabular}
</TABLE>
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.

In May 1997, the Corporation issued $\$ 300$ million of $8.315 \%$ mandatorily redeemable capital securities which qualify as Tier I capital. In July 1997, the Corporation issued $\$ 350$ million of $67 / 8 \%$ subordinated notes that qualify as Tier II capital.

In the fourth quarter of 1996, the Corporation issued $\$ 300$ million of nonconvertible preferred stock and $\$ 350$ million of $7.95 \%$ mandatorily redeemable capital securities. These issuances qualify as Tier I capital.

During 1997, PNC Bank repurchased 29.3 million shares of common stock. In April 1997, the Corporation's board of directors authorized the repurchase of up to 15 million shares of common stock through March 31, 1998. At December 31, 1997 approximately 3.6 million shares remain under this authorization.

RISK MANAGEMENT
In the normal course of business, the Corporation assumes various types of risk, the most significant of which are credit, liquidity and interest rate risk. Market risk is also inherent in the Corporation's business operations. Market risk is the risk of loss associated with adverse changes in the fair value of financial instruments due to changes in interest rates, exchange rates and equity prices. 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 that 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 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.

The Corporation, through its credit management process, manages and monitors credit risk by establishing uniform credit policies and exercising centralized oversight, review and approval procedures. Credit Policy, at the direction of the board of directors, establishes underwriting standards that set forth the criteria used in extending credit.

To support consistent application of underwriting standards, credit officers work with lending officers in evaluating the creditworthiness of borrowers and structuring transactions. Credit decisions are made at the line of business or market level. However, credit requests above certain limits or that involve exceptions to certain policies require additional corporate approvals.

## NONPERFORMING ASSETS

<TABLE>
<CAPTION>

\begin{tabular}{|c|c|c|}
\hline Restructured loans & & 2 \\
\hline Total nonperforming loans & 276 & 349 \\
\hline \multicolumn{3}{|l|}{Foreclosed assets} \\
\hline Commercial real estate & 27 & 71 \\
\hline Residential mortgage & 21 & 22 \\
\hline Other & 9 & 17 \\
\hline Total foreclosed assets & 57 & 110 \\
\hline Total nonperforming assets & \$333 & \$459 \\
\hline Nonperforming loans to loans & . \(51 \%\) & . \(67 \%\) \\
\hline \multicolumn{3}{|l|}{Nonperforming assets to loans and} \\
\hline foreclosed assets & . 61 & . 88 \\
\hline Nonperforming assets to asset & . 44 & . 63 \\
\hline
\end{tabular}

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At December 31, 1997, \(\$ 34\) million of nonperforming loans were current as to principal and interest compared with \(\$ 80\) million at December 31, 1996.

CHANGE IN NONPERFORMING ASSETS
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline In millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$459 & \$536 \\
\hline Transferred from accrual & 308 & 447 \\
\hline Returned to performing & (26) & (40) \\
\hline Principal reductions & (230) & (277) \\
\hline Sales & (99) & (134) \\
\hline Charge-offs and valuation adjustments & (79) & (73) \\
\hline December 31 & \$333 & \$459 \\
\hline
\end{tabular}

ACCRUING LOANS
PAST DUE 90 DAYS OR MORE
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{Amount} & \multicolumn{2}{|l|}{Percent of Loans} \\
\hline \multirow[t]{2}{*}{December 31 dollars in millions} & & & & \\
\hline & 1997 & 1996 & 1997 & 1996 \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{Consumer} \\
\hline Guaranteed student & \$26 & \$51 & \(2.32 \%\) & \(2.95 \%\) \\
\hline Credit card & 69 & 43 & 1.80 & 1.56 \\
\hline Other & 32 & 46 & . 33 & . 45 \\
\hline Total consumer & 127 & 140 & . 87 & . 96 \\
\hline Residential mortgage & 60 & 58 & . 47 & . 46 \\
\hline Commercial & 78 & 34 & . 39 & . 19 \\
\hline Commercial real estate & 23 & 12 & . 59 & . 29 \\
\hline Total & \$288 & \$244 & . 53 & . 47 \\
\hline
\end{tabular}
</TABLE>

Loans not included in past due, nonaccrual or restructured categories, but where
known information about possible credit problems causes management to be
uncertain of the borrower's ability to comply with existing repayment terms over the next six months totaled \(\$ 41\) million at December 31, 1997.

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.
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline In millions & 1997 & 1996 \\
\hline & & \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$1,166 & \$1,259 \\
\hline Charge-offs & (385) & (247) \\
\hline Recoveries & 113 & 83 \\
\hline Net charge-offs & (272) & (164) \\
\hline Provision for credit losses & 70 & \\
\hline Acquisitions & 8 & 71 \\
\hline December 31 & \$972 & \$1,166 \\
\hline
\end{tabular}

The allowance as a percent of nonperforming loans and period-end loans was \(352 \%\) and 1.79\%, respectively, at December 31, 1997. The comparable 1996 amounts were \(334 \%\) and \(2.25 \%\)

CHARGE-OFFS AND RECOVERIES
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{3}{|l|}{Year ended} & Net & Percent of \\
\hline December 31 - & Charge- & & Charge- & Average \\
\hline dollars in millions & offs & Recoveries & offs & Loans \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{1997} \\
\hline Consumer & \$107 & \$37 & \$70 & . \(62 \%\) \\
\hline Credit card & 208 & 25 & 183 & 5.14 \\
\hline Residential mortgage & 9 & 1 & 8 & . 06 \\
\hline Commercial & 49 & 38 & 11 & . 06 \\
\hline Commercial real estate & 12 & 12 & & \\
\hline Total & \$385 & \$113 & \$272 & . 51 \\
\hline \multicolumn{5}{|l|}{1996} \\
\hline Consumer & \$101 & \$35 & \$66 & . \(54 \%\) \\
\hline Credit card & 66 & 7 & 59 & 5.06 \\
\hline Residential mortgage & 9 & 2 & 7 & . 06 \\
\hline Commercial & 53 & 29 & 24 & . 14 \\
\hline Commercial real estate & 18 & 10 & 8 & . 19 \\
\hline Total & \$247 & \$83 & \$164 & . 33 \\
\hline
\end{tabular}
</TABLE>
Credit card net charge-offs increased \(\$ 124\) million in the comparison primarily due to higher outstandings associated with purchased portfolios.

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LIQUIDITY RISK Liquidity represents an institution's ability to generate cash or otherwise obtain funds at reasonable rates to satisfy commitments to borrowers and demands of depositors and debtholders and to invest in strategic initiatives. Liquidity risk represents the possibility the Corporation would be unable to generate cash or otherwise obtain funds at reasonable rates to satisfy such obligations or investments in strategic initiatives. Liquidity risk is managed through the coordination of the expected 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 asset
securitizations. The ability to raise funds in the capital markets depends, among other factors, on credit ratings, market conditions, capital considerations 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 December 31, 1997, such assets totaled \(\$ 16.7\) billion, with \(\$ 4.5\) 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 December 31, 1997, approximately \(\$ 5.9\) billion of residential mortgages were available as collateral for borrowings from the FHLB.

During 1997, cash and due from banks increased \(\$ 287\) million to \(\$ 4.3\) billion compared with an increase of \(\$ 337\) million in 1996. Net cash used by operating activities totaled \(\$ 41\) million in 1997 compared with \(\$ 210\) million provided a year earlier. The funding of loan originations resulted in a \(\$ 48\) million use of cash by investing activities in 1997. Investing activities provided cash of \(\$ 1.6\)
billion in 1996. Net cash provided by financing activities totaled \(\$ 376\) million compared with \(\$ 1.4\) 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 \(\$ 237\) million at December 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. In July 1997, PNC Bank issued \(\$ 350\) million of subordinated notes. The Corporation also has unused capacity under effective shelf registration statements of approximately \(\$ 1.4\) billion of debt and equity securities. In addition, the Corporation had a \(\$ 500\) million unused line of credit.

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 used in the overall asset/liability management process.

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

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

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

The income simulation model is the primary tool used to measure the direction and magnitude of changes in net interest income resulting from changes in interest rates. Forecasting net interest income and its sensitivity to changes in interest rates requires that the Corporation make assumptions about the volume and characteristics of new business and the behavior of existing positions. These business assumptions are based on the Corporation's experience, line of business plans and published industry experience with input by key line of business managers. Any significant changes in major assumptions are reviewed by Corporate ALCO. This review includes an assessment of the motivation for the change and its effect on the simulated results. Key assumptions employed in the model include prepayment speeds on mortgage-related assets and consumer loans, loan

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volumes and pricing, deposit volumes and pricing, the expected life and repricing characteristics of nonmaturity loans and deposits and management's financial and capital plans.

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

The Corporation's interest rate risk management policies provide that net interest income should not decrease by more than \(3 \%\) if interest rates gradually increase or decrease from current rates by 100 basis points over a twelve-month period. Over the course of 1997, the Corporation's interest rate risk exposures were consistently within policy limits. At December 31, 1997, if interest rates were to increase by 100 basis points over the next twelve months, net interest income would decline by \(0.8 \%\). If interest rates were to decrease by 100 basis points over the next twelve months there would be no effect on net interest income.

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

The Corporation measures the sensitivity of the value of its balance sheet
and off-balance sheet positions to movements in interest rates using an economic value of equity sensitivity model. The model computes the value of all current on- and off-balance sheet positions under a range of instantaneous interest rate changes. The resulting change in the value of equity is the measure of overall long-term interest rate risk inherent in the Corporation's existing on- and off-balance sheet positions. The Corporation uses the economic value of equity model to complement the income simulation modeling process.

Economic value of equity sensitivities are periodically reported to Corporate ALCO and the Finance Committee of the Board of Directors. Based on the results of the economic value of equity model at December 31, 1997, if interest rates were to increase by 100 basis points, the economic value of existing on- and off-balance sheet positions would increase by \(0.02 \%\) of assets. If interest rates were to decrease by 100 basis points, the economic value of existing on- and off-balance sheet positions would decline by \(0.16 \%\) of assets.

MARKET RISK PNC Bank's market risk is predominantly related to interest rate risk associated with normal loan and deposit taking. Market risk associated with trading, capital markets and foreign exchange activities is managed using a value-at-risk approach that combines interest rate risk, foreign exchange rate risk, spread risk and volatility risk. Exposure is measured as the maximum loss due to a two standard deviation one day move. The combined year-end value-at-risk of all trading operations was less than \(\$ 300\) thousand.

Most of PNC Bank's trading activities are designed to provide capital markets services for Corporate Banking and Private Banking customers. While some market risk exposure is a necessary outgrowth of providing services to customers, the performance of PNC Bank's trading operations is predominantly based on providing value-added services to our customers and not on positioning the Corporation's portfolio for gains from market movements.

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\section*{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 primarily 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 1997.

FINANCIAL DERIVATIVES ACTIVITY
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multicolumn{8}{|l|}{\begin{tabular}{l}
<TABLE> \\
<CAPTION>
\end{tabular}} \\
\hline \multicolumn{8}{|l|}{Weighted-} \\
\hline \multicolumn{8}{|l|}{Average} \\
\hline \multicolumn{8}{|l|}{Interest rate risk management Interest rate swaps} \\
\hline \begin{tabular}{l}
\[
<S>
\] \\
Receive fixed
\end{tabular} & \[
\begin{aligned}
& <C> \\
& \$ 7,003
\end{aligned}
\] & \[
\begin{aligned}
& \langle\mathrm{C}\rangle \\
& \$ 2,304
\end{aligned}
\] & \[
\begin{aligned}
& \langle\mathrm{C}\rangle \\
& \$(1,357)
\end{aligned}
\] & \[
\begin{aligned}
& \langle\mathrm{C}> \\
& \$(3,630)
\end{aligned}
\] & \[
\begin{aligned}
& \langle\mathrm{C}> \\
& \$ 4,320
\end{aligned}
\] & <C> & \[
\begin{gathered}
<\mathrm{C}> \\
\text { yr. } 0
\end{gathered}
\] \\
\hline mo. Pay fixed & 602 & & (154) & & 448 & 2 & yr. 3 \\
\hline \begin{tabular}{l}
mo. \\
Basis swaps
\end{tabular} & 335 & 981 & (305) & & 1,011 & 5 & yr. 3 \\
\hline mo. Interest rate caps & 5,813 & 372 & \((5,643)\) & & 542 & 3 & yr. 8 \\
\hline mo. Interest rate floors & 2,500 & 1,146 & (1) & & 3,645 & 1 & yr. 6 \\
\hline
\end{tabular}
mo.
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Total interest rate risk management & 16,253 & 4,803 & \((7,460)\) & \((3,630)\) & 9,966 & 2 yr .3 \\
\hline \multicolumn{7}{|l|}{mo.} \\
\hline \multicolumn{7}{|l|}{Mortgage banking activities} \\
\hline \multicolumn{7}{|l|}{Forward contracts} \\
\hline Commitments to purchase loans & 395 & 10,171 & \((8,914)\) & & 1,652 & 2 \\
\hline \multicolumn{7}{|l|}{mo.} \\
\hline Commitments to sell loans & 894 & 10,115 & \((9,674)\) & & 1,335 & 2 \\
\hline mo. & & & & & & \\
\hline Interest rate floors - MSR & 1,050 & 670 & & (250) & 1,470 & 4 yr. 2 \\
\hline \multicolumn{7}{|l|}{mo.} \\
\hline Total mortgage banking activities & 2,339 & 20,956 & \((18,588)\) & (250) & 4,457 & \\
\hline Total & \$18,592 & \$25,759 & \$ \((26,048)\) & \$ 3,880\()\) & \$14,423 & \\
\hline
\end{tabular}
</TABLE>

During 1997, financial derivatives used in interest rate risk management reduced net interest income by \(\$ 14\) million compared with an \(\$ 11\) million reduction in the prior year.

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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.

FINANCIAL DERIVATIVES
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{\[
\begin{aligned}
& \text { <TABLE> } \\
& \text { <CAPTION> }
\end{aligned}
\]} \\
\hline & \multirow[b]{2}{*}{Notional} & \multirow[b]{2}{*}{Estimated} & \multicolumn{2}{|l|}{Forward Yield Curve} \\
\hline & & & & \\
\hline December 31, 1997 - dollars in millions & Value & Fair Value & Paid & Received \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{\multirow[t]{3}{*}{Interest rate risk management Asset rate conversion}} \\
\hline & & & & \\
\hline & & & & \\
\hline Receive fixed designated to loans & \$3,170 & \$64 & \(5.79 \%\) & \(6.45 \%\) \\
\hline Pay fixed designated to loans & 427 & (10) & 7.30 & 5.89 \\
\hline Basis swaps designated to other earning assets & 336 & 2 & 5.77 & 5.99 \\
\hline Interest rate caps designated to loans(2) & 542 & 4 & NM & NM \\
\hline Interest rate floors designated to loans(3) & 3,645 & 4 & NM & NM \\
\hline Total asset rate conversion & 8,120 & 64 & & \\
\hline \multicolumn{5}{|l|}{\multirow[t]{2}{*}{\begin{tabular}{l}
Liability rate conversion \\
Interest rate swaps(1)
\end{tabular}}} \\
\hline & & & & \\
\hline Receive fixed designated to interest-bearing liabilities & 1,150 & 37 & 5.88 & 6.31 \\
\hline Pay fixed designated to borrowed funds & 21 & 3 & 5.47 & 6.38 \\
\hline Basis swaps designated to borrowed funds & 675 & 1 & 5.96 & 5.99 \\
\hline Total liability rate conversion & 1,846 & 41 & & \\
\hline Total interest rate risk management & 9,966 & 105 & & \\
\hline \multicolumn{5}{|l|}{Mortgage banking activities} \\
\hline \multicolumn{5}{|l|}{Forward contracts} \\
\hline Commitments to purchase loans & 1,652 & (1) & NM & NM \\
\hline Commitments to sell loans & 1,335 & (5) & NM & NM \\
\hline Interest rate floors - MSR(3) & 1,470 & 26 & NM & NM \\
\hline Total mortgage banking activities & 4,457 & 20 & & \\
\hline Total financial derivatives & \$14,423 & \$125 & & \\
\hline
\end{tabular}
(1) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, \(67 \%\) were based on 1-month LIBOR, \(28 \%\) on 3 -month LIBOR and the remainder on other short-term indices.
(2) Substantially all interest rate caps require the counterparty to pay the Corporation the excess, if any, of 3 -month LIBOR over a weighted-average strike of \(6.32 \%\).
(3) Interest rate floors with notional values of \(\$ 3.5\) billion and \(\$ 1.5\) billion require the counterparty to pay the Corporation the excess, if any, of the weighted-average strike of \(5.16 \%\) over 3 -month LIBOR and the weighted-average strike of \(5.91 \%\) over 10 -year CMT, respectively.
At December 31, 1997, 3-month LIBOR was \(5.81 \%\) and 10 -year CMT was \(5.75 \%\).
NM - not meaningful

CUSTOMER-RELATED DERIVATIVES To accommodate customer needs, PNC Bank enters
into financial derivatives transactions primarily consisting of interest rate swaps, caps, floors and foreign exchange contracts. Risk exposure from customer positions is managed through transactions with other dealers. These positions are recorded at estimated fair value and changes in value are included in the results of operations. The opposing schedule sets forth information relating to positions associated with customer derivatives.

</TABLE>

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## OVERVIEW

Net income for 1996 totaled $\$ 992$ million or $\$ 2.88$ per diluted share compared with $\$ 408$ million or $\$ 1.19$, respectively, in 1995. Returns on average common shareholders' equity and average assets for 1996 were $17.18 \%$ and $1.40 \%$, respectively, compared with $7.05 \%$ and $0.54 \%$, respectively, in 1995. The 1996 results include a $\$ 22$ million after-tax charge to recapitalize the SAIF. Excluding the SAIF assessment, earnings for 1996 totaled $\$ 1.015$ billion or $\$ 2.94$ per diluted share. On this basis, returns on average common shareholders' equity and average assets were $17.58 \%$ and $1.43 \%$, respectively. The 1995 results include $\$ 380$ million of after-tax charges recorded in connection with the Midlantic Corporation ("Midlantic") merger and actions taken to reposition the Corporation's balance sheet. Excluding these charges, 1995 earnings were $\$ 788$ million or $\$ 2.30$ per diluted share.

INCOME STATEMENT REVIEW
INCOME STATEMENT HIGHLIGHTS

| <TABLE> |  |  |  |
| :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |
| Year ended December 31 - in millions | 1996 | 1995 | Change |
| <S> | <C> | <C> | <C> |
| Net interest income <br> (taxable-equivalent basis) | \$2,479 | \$2,189 | \$290 |
| Provision for credit losses |  | 6 | (6) |
| Noninterest income before net securities gains (losses) | 1,373 | 1,240 | 133 |
| Net securities gains (losses) | 22 | (280) | 302 |
| Noninterest expense before special charges | 2,312 | 2,209 | 103 |
| Special charges |  | 260 | (260) |
| Income taxes | 535 | 219 | 316 |
| Net income | 992 | 408 | 584 |

## </TABLE>

NET INTEREST INCOME Taxable-equivalent net interest income totaled \$2.479
billion in 1996 compared with $\$ 2.189$ billion for 1995. The net interest margin
widened to $3.83 \%$ in 1996 compared with $3.15 \%$ in 1995. These increases were primarily due to loan growth, the October 1995 Chemical Bank, New Jersey
acquisition and changes in balance sheet composition.
PROVISION FOR CREDIT LOSSES Favorable economic conditions during 1996 and
1995, combined with management's ongoing attention to asset quality, resulted in
lower nonperforming assets and strong coverage ratios. The Corporation did not record a provision for credit losses in 1996 compared with a provision of $\$ 6$ million in 1995.

NONINTEREST INCOME Noninterest income before securities transactions increased
$\$ 133$ million to $\$ 1.373$ billion in 1996 . Asset management and trust revenue
increased $\$ 77$ million or $18.3 \%$ due to new business and an increase in the value of assets under administration.

Service fees increased $\$ 71$ million in 1996 to $\$ 566$ million, primarily reflecting growth in deposit services, treasury management, brokerage and corporate finance. During 1996, mortgage banking revenue decreased $\$ 33$ million to $\$ 154$ million primarily due to lower servicing sales.

Other noninterest income increased $\$ 18$ million to $\$ 156$ million in 1996 primarily due to higher venture capital income.

Net securities gains totaled $\$ 22$ million in 1996 compared with losses of $\$ 280$ million in 1995. During 1995, securities were sold and related financial derivatives were terminated in connection with initiatives to downsize the securities portfolio and to reduce interest rate sensitivity.

NONINTEREST EXPENSE Noninterest expense before special charges increased \$103 million or $4.7 \%$ in 1996 primarily due to purchase acquisitions consummated during 1995, incentive compensation and the one-time assessment to recapitalize the SAIF. Compensation expense increased primarily due to acquisitions and incentive compensation in fee-based businesses including asset management and brokerage.

In connection with the Midlantic merger, the Corporation recorded special charges of $\$ 260$ million in 1995 for elimination of duplicate operations and facilities, employee severance, professional services, termination of an interest rate cap position and various other costs.

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BALANCE SHEET REVIEW
Total assets and earning assets were $\$ 73.3$ billion and $\$ 65.4$ billion,
respectively, at December 31,1996 compared with $\$ 73.4$ billion and $\$ 66.8$ billion at year-end 1995. The decline was primarily due to a reduced securities portfolio offset by loan growth.

LOANS Loans outstanding increased \$3.1 billion from year-end 1995 to \$51.8 billion at December 31, 1996. Loan portfolio composition remained relatively consistent in the comparison except for an increase in the credit card portfolio attributable to AAA-related initiatives.

SECURITIES The securities portfolio declined $\$ 3.9$ billion from year-end 1995 to $\$ 11.9$ billion at December 31 , 1996 , reflecting the impact of management's actions to reduce reliance on investment activities and related wholesale funding.

The following table presents the amortized cost and fair value of securities available for sale at year-end 1996 and 1995.

SECURITIES AVAILABLE FOR SALE


FUNDING SOURCES Deposits decreased $\$ 1.2$ billion to $\$ 45.7$ billion compared with $\$ 46.9$ billion at year-end 1995. Time deposits declined $\$ 858$ million as consumers sought more attractive yields from alternative investments. Borrowed funds totaled $\$ 19.6$ billion at December 31, 1996 compared with $\$ 19.1$ billion at the end of 1995.

ASSET QUALITY The allowance for credit losses totaled $\$ 1.2$ billion at
December 31, 1996 compared with $\$ 1.3$ billion at December 31, 1995.
ASSET QUALITY

<TABLE>
<CAPTION>
December 31 - in millions
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & <C> \\
\hline Nonperforming assets & \$459 & \$536 \\
\hline Accruing loans past due 90 days or more Consumer & 97 & 87 \\
\hline Credit card & 43 & 8 \\
\hline Residential mortgage & 58 & 63 \\
\hline Commercial & 34 & 22 \\
\hline Commercial real estate & 12 & 45 \\
\hline Total & \$244 & \$225 \\
\hline Allowance as a percent of period-end & & \\
\hline Loans & 2. \(25 \%\) & 2. \(59 \%\) \\
\hline Nonperforming loans & 334.40 & 351.68 \\
\hline
\end{tabular}
</TABLE>
CAPITAL Shareholders' equity totaled $\$ 5.9$ billion and $\$ 5.8$ billion at December 31, 1996 and 1995, respectively, and the leverage ratio was $7.70 \%$ and $6.37 \%$ in the comparison. Tier I and total risk-based capital ratios were $8.29 \%$ and $11.65 \%$, respectively, at December 31, 1996. The comparable December 31, 1995 ratios were $8.00 \%$ and $11.56 \%$, respectively.

PNC BANK CORP.

FINANCIAL
REVIEW 1996 VERSUS 1995

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 at December 31, 1996.

FINANCIAL DERIVATIVES
<TABLE>
<CAPTION>

| December 31, 1996 - dollars in millions | Notional Value | Estimated Fair Value | Forward Yield Curve |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  |  | Paid | Received |
| <S> | <C> | <C> | <C> | <C> |
| Interest rate risk management |  |  |  |  |
| Asset rate conversion |  |  |  |  |
| Interest rate swaps(1) |  |  |  |  |
| Receive fixed designated to loans | \$6,020 | \$100 | $5.88 \%$ | $5.94 \%$ |
| Pay fixed designated to loans | 552 | (15) | 7.36 | 6.17 |
| Interest rate caps designated to (2) |  |  |  |  |
| Securities | 5,500 |  | NM | NM |
| Loans | 313 | 2 | NM | NM |
| Interest rate floors designated to loans(3) | 2,500 | 3 | NM | NM |
| Total asset rate conversion | 14,885 | 90 |  |  |
| Liability rate conversion Interest rate swaps(1) |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Receive fixed designated to interest-bearing liabilities | 983 | 9 | 5.88 | 6.12 |
| Pay fixed designated to borrowed funds | 50 |  | 5.63 | 5.68 |
| Basis swaps designated to borrowed funds | 335 | 3 | 5.67 | 5.66 |
| Total liability rate conversion | 1,368 | 12 |  |  |
| Total interest rate risk management | 16,253 | 102 |  |  |
| Mortgage banking activities |  |  |  |  |
| Forward contracts |  |  |  |  |
| Commitments to purchase loans | 395 | (1) | NM | NM |
| Commitments to sell loans | 894 |  | NM | NM |
| Interest rate floors - MSR(3) | 1,050 | 10 | NM | NM |
| Total mortgage banking activities | 2,339 | 9 |  |  |
| Total financial derivatives | \$18,592 | \$111 |  |  |

(1) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, $51 \%$ were based on 3-month LIBOR, $45 \%$ on 1 -month LIBOR and the remainder on other short-term indices.
(2) Interest rate caps with notional values of $\$ 5.783$ billion and $\$ 30$ 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 $6.75 \%$, respectively.
(3) Interest rate floors with notional values of $\$ 2.5$ billion and $\$ 1.05$ billion
require the counterparty to pay the Corporation the excess, if any, of the weighted-average strike of $4.92 \%$ over 3 -month LIBOR and the weighted-average strike of 5.88\% over 10-year CMT.
At December 31, 1996, 1-month LIBOR was $5.50 \%$, 3 -month LIBOR was $5.56 \%$ and 10 -year CMT was $6.43 \%$.
NM - not meaningful

> PNC BANK CORP.
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REPORTS ON
CONSOLIDATED FINANCIAL STATEMENTS

## MANAGEMENT'S REPORT

PNC Bank Corp. is responsible for the preparation, integrity and fair presentation of its published financial statements. The accompanying consolidated financial statements have been prepared in accordance with generally accepted accounting principles and, as such, include judgments and estimates of management. PNC Bank Corp. also prepared the other information included in the annual report and is responsible for its accuracy and consistency with the consolidated financial statements.

Management is responsible for establishing and maintaining effective internal control over financial reporting. The internal control system is augmented by written policies and procedures and by audits performed by an internal audit staff which reports to the Audit Committee of the Board of Directors. Internal auditors monitor the operation of the internal control system and report findings to management and the Audit Committee, and corrective actions are taken to address identified control deficiencies and other opportunities for improving the system. The Audit Committee, composed solely of outside directors, provides oversight to the financial reporting process.

There are inherent limitations in the effectiveness of any system of internal control, including the possibility of human error and circumvention or overriding of controls. Accordingly, even an effective internal control system can provide only reasonable assurance with respect to financial statement preparation. Further, because of changes in conditions, the effectiveness of an internal control system may vary over time.

Management assessed PNC Bank Corp.'s internal control over financial reporting as of December 31, 1997. This assessment was based on criteria for effective internal control over financial reporting described in "Internal Control-Integrated Framework" issued by the Committee of Sponsoring
Organizations of the Treadway Commission. Based on this assessment, management believes that PNC Bank Corp. maintained an effective internal control system over financial reporting as of December 31, 1997.
/s/ Thomas H. O'Brien

Thomas H. O'Brien
Chairman and
Chief Executive Officer
/s/ Robert L. Haunschild
Robert L. Haunschild
Senior Vice President and
Chief Financial Officer

REPORT OF ERNST \& YOUNG LLP,
INDEPENDENT AUDITORS
SHAREHOLDERS AND BOARD OF DIRECTORS
PNC BANK CORP.
We have audited the accompanying consolidated balance sheet of PNC Bank Corp. and subsidiaries as of December 31, 1997 and 1996, and the related consolidated statements of income, changes in shareholders' equity, and cash flows for each of the three years in the period ended December 31, 1997. These financial statements are the responsibility of PNC Bank Corp.'s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of PNC Bank Corp. and subsidiaries at December 31, 1997 and 1996, and the consolidated results of their operations and their cash flows for each of the three years in the period ended December 31, 1997, in conformity with generally accepted accounting principles.

PNC BANK CORP.

| CONSOLIDATED STATEMENT OF INCOME |  |  |  |
| :---: | :---: | :---: | :---: |
| <TABLE> |  |  |  |
| <CAPTION> |  |  |  |
| Year ended December 31 - dollars in millions, except per share data | 1997 | 1996 | 1995 |
| <S> | <C> | <C> | <C> |
| INTEREST INCOME |  |  |  |
| Loans and fees on loans | \$4,354 | \$3,943 | \$3,743 |
| Securities | 540 | 859 | 1,283 |
| Other | 157 | 136 | 123 |
| Total interest income | 5,051 | 4,938 | 5,149 |
| INTEREST EXPENSE |  |  |  |
| Deposits | 1,457 | 1,428 | 1,552 |
| Borrowed funds | 1,099 | 1,066 | 1,455 |
| Total interest expense | 2,556 | 2,494 | 3,007 |
| Net interest income | 2,495 | 2,444 | 2,142 |
| Provision for credit losses | 70 |  | 6 |
| Net interest income less provision for credit losses | 2,425 | 2,444 | 2,136 |
| NONINTEREST INCOME |  |  |  |
| Asset management and trust | 603 | 497 | 420 |
| Service fees | 712 | 566 | 495 |
| Mortgage banking | 156 | 154 | 187 |
| Net securities gains (losses) | 49 | 22 | (280) |
| Other | 288 | 156 | 138 |
| Total noninterest income | 1,808 | 1,395 | 960 |
| NONINTEREST EXPENSE |  |  |  |
| Staff expense | 1,208 | 1,110 | 1,065 |
| Net occupancy and equipment | 369 | 369 | 346 |
| Amortization | 174 | 117 | 115 |
| Other | 821 | 715 | 683 |
| Distributions on capital securities | 43 | 1 |  |
| Special charges |  |  | 260 |
| Total noninterest expense | 2,615 | 2,312 | 2,469 |
| Income before income taxes | 1,618 | 1,527 | 627 |
| Income taxes | 566 | 535 | 219 |
| Net income | \$1,052 | \$992 | \$408 |
| EARNINGS PER COMMON SHARE |  |  |  |
| Basic | \$3.33 | \$2.91 | \$1.20 |
| Diluted | 3.28 | 2.88 | 1.19 |
| CASH DIVIDENDS DECLARED PER COMMON SHARE | 1.50 | 1.42 | 1.40 |
| AVERAGE COMMON SHARES OUTSTANDING (in thousands) |  |  |  |
| Basic | 310,147 | 338,568 | 336,455 |
| Diluted | 316,221 | 344,576 | 343,868 |
| </TABLE> |  |  |  |

PNC BANK CORP.
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CONSOLIDATED
BALANCE SHEET

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - dollars in millions, except par & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline ASSETS & & \\
\hline Cash and due from banks & \$4,303 & \$4,016 \\
\hline Short-term investments & 1,526 & 774 \\
\hline Loans held for sale & 2,324 & 941 \\
\hline Securities available for sale & 8,522 & 11,917 \\
\hline Loans, net of unearned income of \$412 and \$385 & 54,245 & 51,798 \\
\hline Allowance for credit losses & (972) & \((1,166)\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \begin{tabular}{l}
Net loans \\
Other
\end{tabular} & \[
\begin{array}{r}
53,273 \\
5,172
\end{array}
\] & \[
\begin{array}{r}
50,632 \\
4,980
\end{array}
\] \\
\hline Total assets & \$75,120 & \$73,260 \\
\hline \multicolumn{3}{|l|}{LIABILITIES} \\
\hline Noninterest-bearing Interest-bearing & \[
\begin{array}{r}
\$ 10,158 \\
37,491
\end{array}
\] & \[
\begin{array}{r}
\$ 10,937 \\
34,739
\end{array}
\] \\
\hline Total deposits & 47,649 & 45,676 \\
\hline \multicolumn{3}{|l|}{Borrowed funds} \\
\hline Bank notes and senior debt & 9,826 & 8,093 \\
\hline Federal funds purchased & 3,632 & 3,933 \\
\hline Repurchase agreements & 714 & 645 \\
\hline Other borrowed funds & 3,753 & 5,576 \\
\hline Subordinated debt & 1,697 & 1,357 \\
\hline Total borrowed funds & 19,622 & 19,604 \\
\hline Other & 1,815 & 1,761 \\
\hline Total liabilities & 69,086 & 67,041 \\
\hline Mandatorily redeemable capital securities of subsidiary trusts & 650 & 350 \\
\hline \multicolumn{3}{|l|}{SHAREHOLDERS' EQUITY} \\
\hline Preferred stock & 7 & 7 \\
\hline \multicolumn{3}{|l|}{Common stock - \$5 par value} \\
\hline \multicolumn{3}{|l|}{Authorized: 450,000,000 shares} \\
\hline Issued: 348,447,600 and 345,154,238 shares & 1,742 & 1,726 \\
\hline Capital surplus & 1,042 & 939 \\
\hline Retained earnings & 4,641 & 4,075 \\
\hline Deferred benefit expense & (41) & (60) \\
\hline Net unrealized securities losses & (23) & (67) \\
\hline Common stock held in treasury at cost: 48,017,641 and \(21,036,195\) shares & \((1,984)\) & (751) \\
\hline Total shareholders' equity & 5,384 & 5,869 \\
\hline Total liabilities, capital securities and shareholders' equity & \$75,120 & \$73,260 \\
\hline
\end{tabular}
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

PNC BANK CORP.
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CONSOLIDATED
STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Dollars in millions, except per share data & Preferred
Stock & Common Stock & \begin{tabular}{l}
Capital \\
Surplus
\end{tabular} & Retained Earnings & Other & Total \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Balance at January 1, 1995 & \$51 & \$1,719 & \$692 & \$3,535 & \$(270) & \$5,727 \\
\hline Net income & & & & 408 & & 408 \\
\hline
\end{tabular}
Cash dividends declared
\(\quad\) Common (PNC - \(\$ 1.40\), Midlantic -
\(\$ .96\) per share) (383) (383)
Preferred

Net income
Cash dividends declared
\(\quad\) Common
Preferred
Common stock issued \((4,290,890\) shares
Preferred stock issued \((6,000,000\) shares \()\)
Treasury stock activity
Tax benefit of ESOP and stock option plans
Deferred benefit expense
Net unrealized securities losses
Balance at December 31,1996
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Net income & & & & 1,052 & & 1,052 \\
\hline Cash dividends declared & & & & & & \\
\hline Common & & & & (469) & & (469) \\
\hline Preferred & & & & (19) & & (19) \\
\hline Common stock issued ( \(3,293,362\) shares) & & 16 & 57 & & & 73 \\
\hline Treasury stock activity & & & 19 & & \((1,233)\) & \((1,214)\) \\
\hline Tax benefit of ESOP and stock option plans & & & 27 & 2 & & 29 \\
\hline Deferred benefit expense & & & & & 19 & 19 \\
\hline Net unrealized securities gains & & & & & 44 & 44 \\
\hline Balance at December 31, 1997 & \$7 & \$1,742 & \$1,042 & \$4, 641 & \$ 2,048 ) & \$5,384 \\
\hline
\end{tabular}
</TABLE>
See accompanying Notes to Consolidated Financial Statements.

PNC BANK CORP.
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CONSOLIDATED
STATEMENT OF CASH FLOWS
<TABLE>
<CAPTION>

| Year ended December 31 - in millions | 1997 | 1996 | 1995 |
| :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> |
| OPERATING ACTIVITIES |  |  |  |
| Net income | \$1,052 | \$992 | \$408 |
| Adjustments to reconcile net income to net cash provided (used) by operating activities |  |  |  |
| Provision for credit losses | 70 |  | 6 |
| Depreciation, amortization and accretion | 346 | 290 | 296 |
| Deferred income taxes | 133 | 190 | 128 |
| Net securities (gains) losses | (49) | (22) | 280 |
| Net gain on sales of assets | (179) | (89) | (77) |
| Valuation adjustments | (3) | (9) | (15) |
| Change in |  |  |  |
| Loans held for sale | $(1,383)$ | (282) | (172) |
| Other | (28) | (860) | 266 |
| Net cash provided (used) by operating activities | (41) | 210 | 1,120 |

INVESTING ACTIVITIES
Net change in loans
Repayment
Securities available for sal

| $(5,182)$ | $(1,657)$ | $(2,021)$ |
| :---: | :---: | :---: |
| 2,014 | 6,045 | 1,791 |
|  |  | 1,944 |
| $(8,725)$ | $(9,063)$ | $(3,409)$ |
|  |  | (161) |
| (202) | $(1,822)$ |  |
| (332) | (683) | (702) |
| 10,223 | 6,789 | 7,983 |
| 2,863 | 671 | 160 |
| 116 | 151 | 125 |
|  | 460 | 49 |
| (823) | 664 | 1,276 |
| (48) | 1,555 | 7,035 |

FINANCING ACTIVITIES
Net change in

Noninterest-bearing deposits

| (779) <br> 2,766 <br> $(301)$ | 221 <br> $(1,919)$ | 272 <br> $(2,134)$ <br> $(541)$ |
| ---: | ---: | ---: |
| 84,315 |  | $(125)$ |
| 9,125 | 70,626 | 74,102 |
| 99,469 | 8,197 | 7,946 |
| 350 | 88,663 | 98,786 |
| 300 |  | 344 |
|  | 350 |  |
| 155 | 296 | 88 |
|  | 120 | $(75,553)$ |
| $(84,246)$ | $(72,832)$ | $(10,686)$ |
| $(7,390)$ | $(6,561)$ | $(100,250)$ |
| $101,368)$ | $(86,991)$ |  |
|  |  |  |

Bank notes and senior debt
Other borrowed funds
Subordinated debt
Redemption of preferred stock
Acquisition of treasury stock
Cash dividends paid
Net cash provided (used) by financing activities
$376(1,428) \quad(7,888)$
272
(2,134)
(125)

74,102
7,946
8,786
344

88
capital securitie
Preferred stock
Common stock
$(84,246)$
$(6,561)$
$(10,686)$
$(100,250)$
$(101,368) \quad(86,991) \quad(100,250)$

|  |  | (50) |
| :---: | :---: | :---: |
| $(1,532)$ | (569) | (236) |
| (488) | (488) | (387) |
| 376 | $(1,428)$ | $(7,888)$ |

## INCREASE IN CASH AND DUE FROM BANKS

Cash and due from banks at beginning of year
Cash and due from banks at end of year

| 287 | 337 | 267 |
| :---: | :---: | :---: |
| 4,016 | 3,679 | 3,412 |
| \$4,303 | \$4,016 | \$3,679 |



## NOTE 1 ACCOUNTING POLICIES

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

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

LOANS HELD FOR SALE Loans held for sale primarily consist of residential mortgages and are carried at the lower of cost or aggregate market value. Gains and losses on sales of loans held for sale are included in noninterest income.

SECURITIES Securities are classified as investments and carried at amortized cost if management has the positive intent and ability to hold the securities to maturity. Securities purchased with the intention of recognizing short-term profits are placed in the trading account, carried at market value and classified as short-term investments. Gains and losses on trading securities are included in other income. Securities not classified as investments or trading are designated as securities available for sale and carried at fair value with unrealized gains and losses, net of income taxes, reflected in shareholders' equity. Gains and losses on sales of securities available for sale are computed on a specific security basis and included in noninterest income.

LOANS Loans are stated at the principal amounts outstanding, net of unearned income. Interest income with respect to loans is accrued on the principal amount outstanding, except for lease financing income and interest on certain consumer loans which are recognized over their respective terms using methods which approximate the level yield method. Significant loan fees are deferred and accreted to interest income over the respective lives of the loans.

NONPERFORMING ASSETS Nonperforming assets are comprised of nonaccrual and restructured loans and foreclosed assets. Generally, loans other than consumer are classified as nonaccrual and the accrual of interest is discontinued when it is determined the collection of interest or principal is doubtful or when a default of interest or principal has existed for 90 days or more, unless the loan is well secured and in the process of collection. When interest accrual is discontinued, accrued but uncollected interest credited to income in the current year is reversed and unpaid interest accrued in the prior year, if any, is charged against the allowance for credit losses. Consumer loans are generally charged off when payments are past due 180 days.

A loan is categorized as restructured if the original interest rate or repayment terms are restructured due to a deterioration in the financial condition of the borrower.

Nonperforming loans are generally not returned to performing status until the obligation is brought current, has performed in accordance with the contractual
terms for a reasonable period of time and collection of the contractual principal and interest is no longer doubtful.

Foreclosed assets are comprised of property acquired through a foreclosure proceeding or acceptance of a deed-in-lieu of foreclosure. These assets are recorded on the date acquired at the lower of the related loan balance or market value of the collateral less estimated disposition costs. Market values are estimated primarily based upon appraisals. Subsequently, foreclosed assets are valued at the lower of the amount recorded at acquisition date or the then current market value less estimated disposition costs. Gains or losses realized upon disposition of such property are reflected in other expense.

Impaired loans consist of nonaccrual and restructured commercial and commercial real estate loans. Interest collected on these loans is recognized on the cash basis or cost recovery method.

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 and recoveries of previously charged-off loans are credited to the allowance.

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

## PNC BANK CORP.

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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. Impaired loans are generally evaluated based on the present value of expected future cash flows or the fair value of the underlying collateral if principal repayment is expected to come from the sale or operation of such collateral.

SERVICING OF FINANCIAL ASSETS Originated servicing rights for loans sold are recognized by allocating total costs incurred between the loan and the servicing rights based on their relative fair values. Purchased servicing rights are recorded at cost. Servicing rights are amortized in proportion to estimated net servicing income. To determine the fair value of servicing rights, the Corporation estimates the present value of future cash flows incorporating numerous assumptions including servicing income, cost of servicing, discount rates, prepayment speeds and default rates.

A valuation allowance is maintained for the excess, if any, of the carrying amount of capitalized servicing rights over estimated fair value. For purposes of measuring impairment, servicing rights are disaggregated and stratified based on predominant risk characteristics, primarily loan type, interest rate and investor type.

GOODWILL AND OTHER Goodwill is amortized on a straight-line basis over periods ranging from 15 to 25 years. Other amortizable assets are reduced using accelerated and straight-line methods over their respective estimated useful lives. On a periodic basis, management reviews goodwill and other amortizable assets and evaluates events or changes in circumstances that may indicate impairment in the carrying amount of such assets. In such instances, impairment, if any, is measured on a discounted future cash flow basis.

DEPRECIATION AND AMORTIZATION For financial reporting purposes, premises and equipment are depreciated principally using the straight-line method over the estimated useful lives of the assets. Accelerated methods are used for federal income tax purposes. Leasehold improvements are amortized over their estimated useful lives or their respective lease terms, whichever is shorter.

TREASURY STOCK The Corporation records common stock purchased for treasury at cost. At the date of subsequent reissue, the treasury stock account is reduced by the cost of such stock on the first-in, first-out basis.

FINANCIAL DERIVATIVES The Corporation uses off-balance-sheet financial derivatives as part of the overall asset/liability management process, in mortgage banking activities and in providing risk management services to customers. 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, forward contracts and foreign exchange contracts.

Interest rate swaps are agreements with a counterparty to exchange periodic interest payments calculated on a notional principal amount. Purchased interest rate caps and floors are agreements where, for a fee, the counterparty agrees to pay the Corporation the amount, if any, by which a specified market interest rate is higher or lower than a defined rate applied to a notional amount.

Interest rate swaps, caps and floors that modify the interest rate characteristics (such as from fixed to variable, variable to fixed, or one variable index to another) of designated interest-bearing assets or liabilities are accounted for under the accrual method. The net amount payable or receivable from the derivative contract is accrued as an adjustment to interest income or interest expense of the designated instrument. Premiums on contracts are deferred and amortized over the life of the agreement as an adjustment to interest income or interest expense of the designated instruments. Unamortized premiums are included in other assets. Changes in fair value of financial derivatives accounted for under the accrual method are not reflected in the financial results. Realized gains and losses, except losses on terminated interest rate caps and floors, are deferred as an adjustment to the carrying
amount of the designated instruments and amortized over the shorter of the remaining original life of the agreements or the designated instruments. Losses on terminated interest rate caps and floors are recognized immediately in the results of operations. If the designated instruments are disposed of, the fair value of the associated derivative contract and any unamortized deferred gains or losses are included in the determination of gain or loss on the disposition of such instruments. Contracts not qualifying for accrual accounting are marked to market.

Forward contracts provide for the delivery of financial instruments at a specified future date and at a specified price or yield. The corporation uses forward contracts primarily to manage risk associated with its mortgage banking activities. Realized gains and losses on mandatory and optional delivery forward commitments are recorded in mortgage banking income in the period settlement occurs. Unrealized gains or losses are considered in the lower of cost or market valuation of loans held for sale.

To accommodate customer needs, PNC Bank also enters into financial derivative transactions primarily consisting of interest rate swaps, caps, floors and foreign exchange contracts. Interest rate risk exposure from customer positions is

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## NOTES TO

CONSOLIDATED FINANCIAL STATEMENTS
managed through transactions with other dealers. These positions are recorded at estimated fair value and changes in value are included in other income.

FOREIGN CURRENCY TRANSLATION The Corporation has foreign currency exposures for loans and deposits denominated in foreign currencies. These exposures are managed by entering into currency swaps and currency forward contracts. Assets and liabilities denominated in foreign currencies are translated into U.S. dollars at the balance sheet date exchange rate. Resulting gains or losses are included in the results of operations. Derivatives designated as hedges are accounted for using the deferral method of accounting. Derivatives not qualifying for deferral accounting are marked to market.

INCOME TAXES Income taxes are accounted for under the liability method. Deferred tax assets and liabilities are determined based on differences between financial reporting and tax bases of assets and liabilities and are measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse.

STOCK OPTIONS For stock options granted at exercise prices not less than the fair market value of common stock on the date of grant, no compensation expense is recognized.

EARNINGS PER COMMON SHARE Effective December 31, 1997, the Corporation adopted Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings per Share." The provisions of SFAS No. 128 required replacement of the previously reported primary and fully diluted earnings per share amounts with basic and diluted earnings per share for all periods presented.

Basic earnings per common share is calculated by dividing net income adjusted for preferred stock dividends declared by the weighted-average number of shares of common stock outstanding.

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.

RECENT ACCOUNTING PRONOUNCEMENTS In December 1996, SFAS No. 127 "Deferral of the Effective Date of Certain Provisions of FASB Statement No. 125" was issued. This statement defers certain provision of SFAS No. 125, "Accounting for Transfers and Servicing of Financial Assets and Extinguishment of Liabilities," related to repurchase agreements, securities lending and other similar transactions until January 1, 1998.

SFAS No. 130, "Reporting Comprehensive Income," is effective for fiscal years beginning after December 15, 1997. This Statement establishes standards for reporting and display of comprehensive income and its components. Comprehensive income includes net income and all other changes in shareholders' equity except those resulting from investments and distributions to owners.

SFAS No. 131 "Disclosures about Segments of an Enterprise and Related Information," is effective for financial statements for periods beginning after December 15, 1997. This Statement requires financial and descriptive information about an entity's operating segments to be included in the annual financial statements.

These standards, when implemented, are not expected to materially impact the reported financial position or results of operations of the Corporation.

Corporation. Each share of Midlantic common stock outstanding was converted into
2.05 shares of the Corporation's common stock. The Corporation issued
approximately 112 million shares of common stock and cash in lieu of fractional shares in connection with the merger. In connection with the merger, PNC Bank recorded $\$ 260$ million of special charges for integration and consolidation and to realign the interest rate risk profile of the combined companies. The transaction was accounted for as a pooling of interests.

NOTE 3 CASH FLOWS
For the statement of cash flows, cash and cash equivalents are defined as cash and due from banks.

The following table sets forth information pertaining to acquisitions and divestitures which affect cash flows.

<TABLE>
<CAPTION>
\begin{tabular}{lrr} 
Year ended December 31 - in millions & 1996 & 1995 \\
\hline <S> & \(<C>\) & \(<\) C> \\
Assets acquired & \(\$ 538\) & \(\$ 3,932\) \\
Liabilities assumed & 501 & 3,230 \\
Cash paid & 37 & 661 \\
Cash and due from banks received & 497 & 710
\end{tabular}

\section*{</TABLE>}

The Corporation did not have acquisition or divestiture activity which affected 1997 cash flows.

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NOTE 4 SECURITIES AVAILABLE FOR SALE
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline & Amortized & Unrea & lized & Fair & Amortized & Unre & Iized & Fair \\
\hline December 31 - in millions & Cost & Gains & Losses & Value & Cost & Gains & Losses & Value \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Debt securities & & & & & & & & \\
\hline U.S. Treasury and government agencies & \$1,102 & \$4 & \$1 & \$1,105 & \$3,238 & \$20 & \$21 & \$3,237 \\
\hline Mortgage-backed & 4,672 & 4 & 53 & 4,623 & 6,301 & 13 & 138 & 6,176 \\
\hline Asset-backed & 2,079 & 5 & 1 & 2,083 & 1,609 & 7 & 1 & 1,615 \\
\hline State and municipal & 170 & 7 & & 177 & 218 & 9 & & 227 \\
\hline Other debt & 34 & & 1 & 33 & 100 & 7 & 2 & 105 \\
\hline Total debt securities & 8,057 & 20 & 56 & 8,021 & 11,466 & 56 & 162 & 11,360 \\
\hline Corporate stocks and other & 501 & 3 & 3 & 501 & 554 & 3 & & 557 \\
\hline Total securities available for sale & \$8,558 & \$23 & \$59 & \$8,522 & \$12,020 & \$59 & \$162 & \$11,917 \\
\hline
\end{tabular}
</TABLE>

At December 31, 1996, \(\$ 5.5\) billion notional value of interest rate caps were
designated to securities available for sale. These contracts matured during 1997
and no financial derivatives were designated to securities available for sale at December 31, 1997.

The following table presents the amortized cost, fair value and weighted-average yield of debt securities at December 31, 1997 by remaining contractual maturity.

CONTRACTUAL MATURITY OF DEBT SECURITIES
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{\begin{tabular}{l}
<TABLE> \\
<CAPTION>
\end{tabular}} \\
\hline December 31, 1997 - & Within & 1 to & 5 to & After 10 & \\
\hline dollars in millions & 1 Year & 5 Years & 10 Years & Years & Total \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline U.S. Treasury and government & & & & & \\
\hline agencies & \$96 & \$536 & \$467 & \$3 & \$1,102 \\
\hline Mortgage-backed & & 1 & 155 & 4,516 & 4,672 \\
\hline Asset-backed & & 125 & 80 & 1,874 & 2,079 \\
\hline State and municipal & 30 & 25 & 59 & & \\
\hline Other debt & 2 & 7 & 10 & 15 & 34 \\
\hline Total & \$128 & \$694 & \$771 & \$6,464 & \$8,057 \\
\hline Fair value & \$128 & \$695 & \$774 & \$6,424 & \$8,021 \\
\hline Weighted-average yield & 6.52\% & 6.19\% & 6.37\% & 6.19\% & 6.22\% \\
\hline
\end{tabular}
```
</TABLE>
```

Based on current interest rates and expected prepayment speeds, the
weighted-average expected maturity of mortgage-backed and asset-backed
securities was approximately 2 years and 6 months at December 31, 1997.
Weighted-average yields are based on historical cost with effective yields
weighted for the contractual maturity of each security.
The carrying value of securities pledged to secure public and trust deposits, repurchase agreements and for other purposes at December 31, 1997 was \(\$ 4.5\) billion.

Information relating to security sales, including the effects of related financial derivatives, is set forth in the following table:
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 in millions & Proceeds & Gross Gains & \[
\begin{array}{r}
\text { Gross } \\
\text { Losses }
\end{array}
\] \\
\hline <S> & <C> & <C> & <C> \\
\hline 1997 & \$10,223 & \$59 & \$10 \\
\hline 1996 & 6,789 & 39 & 17 \\
\hline 1995 & 8,125 & 12 & 292 \\
\hline
\end{tabular}
</TABLE>

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NOTES TO
CONSOLIDATED FINANCIAL STATEMENTS

NOTE 5 LOANS AND COMMITMENTS TO EXTEND CREDIT

Loans outstanding were as follows:
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline December 31 - in millio & 1997 & 1996 & 1995 & 1994 & 1993 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Consumer & \$11,205 & \$12,092 & \$12,535 & \$11,013 & \$10,214 \\
\hline Credit card & 3,830 & 2,776 & 1,004 & 838 & 726 \\
\hline Residential mortgage & 12,785 & 12,703 & 11,689 & 9,746 & 8,611 \\
\hline Commercial & 19,989 & 18,588 & 17,446 & 16,347 & 16,163 \\
\hline Commercial real estate & 3,974 & 4,098 & 4,280 & 4,261 & 4,527 \\
\hline Other & 2,874 & 1,926 & 2,102 & 2,223 & 2,231 \\
\hline Total loans Unearned income & \[
\begin{array}{r}
54,657 \\
(412)
\end{array}
\] & \[
\begin{array}{r}
52,183 \\
(385)
\end{array}
\] & \[
\begin{gathered}
49,056 \\
(403)
\end{gathered}
\] & \[
\begin{array}{r}
44,428 \\
(385)
\end{array}
\] & \[
\begin{array}{r}
42,472 \\
\quad(359)
\end{array}
\] \\
\hline
\end{tabular}

Total loans, net of unearned income \(\$ 54,245 \quad \$ 51,798\) \$48,653 \$44,043 \$42,113

</TABLE>

In connection with the Corporation's alliance with AAA, credit card portfolios totaling \(\$ 1.6\) billion and \(\$ 178\) million were purchased during 1996 and 1997, respectively.

Loan outstandings and unfunded commitments are concentrated in PNC Bank's primary geographic markets. At December 31, 1997, no specific industry concentration exceeded \(4 \%\) of total outstandings and unfunded commitments.

NET UNFUNDED COMMITMENTS
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Consumer & \$3,363 & \$3,741 \\
\hline Credit card & 16,385 & 13,505 \\
\hline Residential mortgage & 2,144 & 511 \\
\hline Commercial & 29,707 & 27,087 \\
\hline Commercial real estate & 1,167 & 764 \\
\hline Other & 1,019 & 849 \\
\hline Total & \$53,785 & \$46,457 \\
\hline
\end{tabular}

</TABLE>
Commitments to extend credit represent arrangements to lend funds provided there
is no violation of specified contractual conditions. Commercial commitments are reported net of participations, assignments and syndications, primarily to financial institutions, totaling $\$ 5.9$ billion and $\$ 4.4$ billion at December 31, 1997 and 1996, respectively. Commitments generally have fixed expiration dates, may require payment of a fee, and contain termination clauses in the event the customer's credit quality deteriorates. Based on the Corporation's historical experience, most commitments expire unfunded and therefore cash requirements are substantially less than the total commitment.

Net outstanding letters of credit totaled $\$ 4.7$ billion and $\$ 4.5$ billion at December 31, 1997 and 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. Such instruments are typically issued to support industrial revenue bonds, commercial paper, and bid or performance related contracts. At year-end 1997, the largest industry concentration within standby letters of credit was health care, which accounted for approximately $16 \%$ of the total. Maturities for standby letters of credit ranged from 1998 to 2020.

At December 31, 1997, $\$ 1.8$ billion of loans were pledged to secure borrowings and for other purposes.

Certain directors and executive officers of the Corporation and its subsidiaries, as well as certain affiliated companies of these directors and officers, were customers of and had loans with subsidiary banks in the ordinary course of business. All such loans were on substantially the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with other customers and did not involve more than a normal risk of collectibility. The aggregate dollar amounts of these loans were $\$ 95$ miliion and $\$ 265$ million at December 31, 1997 and 1996, respectively.

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## NOTE 6 NONPERFORMING ASSETS

The following table sets forth nonperforming assets and related information:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 & 1995 & 1994 & 1993 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Nonaccrual loans & \$276 & \$347 & \$335 & \$496 & \$656 \\
\hline Restructured loans & & 2 & 23 & 69 & 200 \\
\hline Total nonperforming loans & 276 & 349 & 358 & 565 & 856 \\
\hline Foreclosed assets & 57 & 110 & 178 & 192 & 268 \\
\hline Assets held for accelerated disposition & & & & 10 & 158 \\
\hline Total nonperforming assets & \$333 & \$459 & \$536 & \$767 & \$1,282 \\
\hline Nonperforming loans to period-end loans & . \(51 \%\) & . \(67 \%\) & . \(74 \%\) & 1.28\% & 2.03\% \\
\hline Nonperforming assets to period-end loans, foreclosed assets and assets held for accelerated disposition & . 61 & . 88 & 1.10 & 1.73 & 3.01 \\
\hline Nonperforming assets to total assets & . 44 & . 63 & . 73 & . 99 & 1.69 \\
\hline Interest on nonperforming loans & & & & & \\
\hline Computed on original terms & \$31 & \$35 & \$36 & \$54 & \$74 \\
\hline Recognized & 6 & 10 & 10 & 14 & 19 \\
\hline Past due loans & & & & & \\
\hline Accruing loans past due 90 days and more & \$288 & \$244 & \$225 & \$175 & \$171 \\
\hline As a percentage of total loans, net of unearned income & . \(53 \%\) & . \(47 \%\) & . \(46 \%\) & . \(40 \%\) & . \(41 \%\) \\
\hline
\end{tabular}
</TABLE>
The Corporation had no material commitments as of December 31, 1997 to extend credit to customers whose outstanding loans are nonperforming.

At December 31, 1997 and 1996, foreclosed assets are reported net of valuation allowances of $\$ 13$ million and $\$ 19$ million, respectively. Gains on sales of foreclosed assets resulted in net foreclosed asset income of $\$ 160$
thousand, $\$ 9$ million and $\$ 11$ million in 1997, 1996 and 1995, respectively. Net foreclosed asset income or expense is included in other noninterest expense.

NOTE 7 ALLOWANCE FOR CREDIT LOSSES
Changes in the allowance for credit losses were as follows:
<TABLE>
<CAPTION>

| In millions | 1997 | 1996 | 1995 |
| :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> |
| January 1 | \$1,166 | \$1,259 | \$1,352 |
| Charge-offs | (385) | (247) | (240) |
| Recoveries | 113 | 83 | 107 |
| Net charge-offs | (272) | (164) | (133) |


| Provision for credit losses | 70 | 6 |
| :---: | :---: | ---: |
| Acquisitions | 8 | 71 |

## </TABLE>

Impaired loans totaled $\$ 228$ million and $\$ 292$ million at December 31, 1997 and 1996, respectively. Impaired loans totaling $\$ 151$ million and $\$ 190$ million at the end of 1997 and 1996, respectively, had a corresponding specific allowance for credit losses of $\$ 38$ million and $\$ 53$ million. The average balance of impaired loans was $\$ 271$ million in 1997, $\$ 313$ million in 1996 and $\$ 365$ million in 1995. Interest income recognized on impaired loans totaled $\$ 2$ million, $\$ 5$ million and \$6 million in 1997, 1996 and 1995, respectively.

NOTE 8 PREMISES, EQUIPMENT AND LEASEHOLD IMPROVEMENTS
Premises, equipment and leasehold improvements, stated at cost less accumulated depreciation and amortization, were as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Land & \$95 & \$95 \\
\hline Buildings & 504 & 518 \\
\hline Equipment & 1,133 & 996 \\
\hline Leasehold improvements & 172 & 172 \\
\hline & 1,904 & 1,781 \\
\hline Accumulated depreciation and amortization & \((1,010)\) & (916) \\
\hline Net book value & \$894 & \$865 \\
\hline
\end{tabular}
</TABLE>
Depreciation and amortization expense on premises, equipment and leasehold improvements totaled $\$ 148$ million in 1997, $\$ 143$ million in 1996 and $\$ 135$ milion in 1995.
PNC BANK CORP.

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NOTES TO
CONSOLIDATED FINANCIAL STATEMENTS

Certain facilities and equipment are leased under agreements expiring at various dates until the year 2025. Substantially all such leases are accounted for as operating leases. Rental expense on such leases amounted to $\$ 88$ million in 1997, $\$ 90$ million in 1996 and $\$ 95$ million in 1995.

At December 31, 1997 and 1996, required minimum annual rentals due on noncancelable leases having terms in excess of one year aggregated $\$ 629$ million and $\$ 436$ million, respectively. Minimum annual rentals for each of the years 1998 through 2002 are $\$ 70$ million, $\$ 74$ million, $\$ 67$ million, $\$ 60$ million and $\$ 55$ million, respectively.

NOTE 9 GOODWILL AND OTHER
Goodwill and other amortizable assets, net of amortization, consisted of the following:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline Goodwill & \$898 & \$953 \\
\hline Mortgage servicing rights & 377 & 313 \\
\hline Purchased credit cards & 320 & 322 \\
\hline Other & 37 & 34 \\
\hline Total & \$1,632 & \$1,622 \\
\hline
\end{tabular}
</TABLE>
At December 31, 1997, the fair value of capitalized mortgage servicing rights ("MSR") was $\$ 389$ million.

Amortization of goodwill and other amortizable assets was as follows:

<TABLE>
<CAPTION>
Year ended December 31 -
\begin{tabular}{lccc} 
Year ended December \(31-\) & & \\
in millions & 1997 & 1996 & 1995 \\
------------------------------------------------------------- \\
<S> & <C> & <C> & <C>
\end{tabular}
\begin{tabular}{llll} 
<S> & <C \(>\) & \(<C>\) & \(<C>\) \\
Goodwill & \(\$ 53\) & \(\$ 54\) & \(\$ 39\)
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Mortgage servicing rights & 81 & 56 & 71 \\
\hline Purchased credit cards & 34 & 3 & \\
\hline Other & 6 & 4 & 5 \\
\hline Total & \$174 & \$117 & \$115 \\
\hline
\end{tabular}
</TABLE>
NOTE 10 DEPOSITS
The aggregate amount of time deposits with a denomination greater than $\$ 100,000$ was $\$ 7.0$ billion and $\$ 4.9$ billion at December 31, 1997 and 1996 , respectively. Remaining contractual maturities of time deposits are $\$ 14.3$ billion, $\$ 3.3$ billion, $\$ 835$ million, $\$ 351$ million and $\$ 1.4$ billion for the years 1998 through 2002 and thereafter, respectively.

NOTE 11 BORROWED FUNDS
Most bank notes mature in 1998 and have interest rates that range from 5.22\% to $6.50 \%$. Obligations to the Federal Home Loan Bank have maturities ranging from 1998 to 2017 and interest rates that range from $1.25 \%$ to $7.91 \%$. Subordinated notes totaling $\$ 55$ million are convertible into common stock at a conversion price of $\$ 23.41$ per share. Senior and subordinated notes consisted of the following:


## </TABLE>

Borrowed funds have scheduled repayments for the years 1998 through 2002 and thereafter of $\$ 14.5$ billion, $\$ 683$ million, $\$ 60$ million, $\$ 206$ million and $\$ 4.2$ billion, respectively.

NOTE 12 CAPITAL SECURITIES OF
SUBSIDIARY TRUSTS
Mandatorily Redeemable Capital Securities of Subsidiary Trusts ("Capital
Securities") include preferred beneficial interests in the assets of PNC
Institutional Capital Trust A ("Trust A") and PNC Institutional Capital Trust B ("Trust B"). Trust A, formed in December 1996, holds $\$ 350$ million aggregate principal amount of certain $7.95 \%$ junior subordinated debentures, issued by PNC Bank, N.A., a subsidiary of the Corporation, due December 15, 2026. Trust B, formed in May 1997, holds $\$ 300$ million aggregate principal amount of certain $8.315 \%$ junior subordinated debentures due May 15, 2027, issued by the
Corporation. Cash distributions on the Capital Securities are made to the extent interest on the debentures is received by the Trusts. In the event of certain changes or amendments to regulatory requirements or federal tax rules, the Capital Securities are redeemable in whole. Otherwise, Trust A Capital Securities are generally redeemable in whole or in part after December 15, 2006 at a declining redemption price ranging from $103.975 \%$ to $100 \%$ of par on or after December 15, 2016. Trust B Capital Securities are generally redeemable in whole or in part after May 15, 2017 at a declining redemption price ranging from $104.175 \%$ to $100 \%$ of par on or after May 15, 2017.

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NOTE 13 SHAREHOLDERS' EQUITY

Information related to preferred stock is as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{2}{|r|}{\multirow[b]{2}{*}{Liquidation}} & \multicolumn{2}{|r|}{Shares Outstanding} \\
\hline & & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{19971996}} \\
\hline December 31 Value per & Value per Share & & \\
\hline <S> & <C> & <C> & \\
\hline \multicolumn{4}{|l|}{Authorized} \\
\hline \$1 par value & & 17,393,707 & 17,452,764 \\
\hline Issued and outstanding & & & \\
\hline Series A & \$40 & 15,364 & 16,479 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Series B & 40 & 4,384 & 4,667 \\
\hline Series C & 20 & 304,939 & 327,013 \\
\hline Series D & 20 & 406,220 & 441,805 \\
\hline Series F & 50 & 6,000,000 & 6,000,000 \\
\hline Total & & 6,730,907 & 6,789,964 \\
\hline
\end{tabular}
</TABLE>
Series A through D are cumulative and, except for Series B, are redeemable at the option of the Corporation. Annual dividends on Series $A, B$ and D preferred stock total $\$ 1.80$ per share and Series C preferred stock total $\$ 1.60$ per share. Holders of Series A through D preferred stock are entitled to a number of votes equal to the number of full shares of common stock into which such preferred stock is convertible. Series A through D preferred stock have the following conversion privileges: (i) one share of Series A or Series B is convertible into eight shares of common stock; and (ii) 2.4 shares of Series $C$ or Series $D$ are convertible into four shares of common stock.

The Series F preferred stock is nonconvertible and nonvoting. Noncumulative dividends are payable quarterly through September 30, 2001 at a rate of $6.05 \%$. Thereafter, the dividend rate will be indexed to certain market indices; however, the rate paid will not be less than $6.55 \%$ or greater than $12.55 \%$. The Series $F$ preferred stock is redeemable in whole until September 29, 2001 in the event of certain amendments to the Internal Revenue Code relating to the dividend received deduction at a declining redemption price from $\$ 52.50$ to $\$ 50.50$ per share. After September 29, 2001, the Series F preferred stock may be redeemed, in whole or in part, at $\$ 50$ per share.

PNC Bank has a dividend reinvestment and stock purchase plan. Holders of preferred stock and common stock may participate in the plan which provides that additional shares of common stock may be purchased at market value with reinvested dividends and voluntary cash payments. Common shares purchased pursuant to this plan were: 765,760 shares in 1997; 1,097,597 shares in 1996; and $1,177,481$ shares in 1995.

The Corporation had reserved approximately 26.6 million common shares to be issued in connection with certain stock plans and the conversion of certain debt and equity securities.

The following table sets forth purchases and issuances of common stock held in treasury.

TREASURY STOCK ACTIVITY

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline <S> & <C> & <C> \\
\hline January 1, 1995 & 2,815 & \$ 65 \\
\hline Shares purchased & 10,252 & 236 \\
\hline Shares issued & \((5,578)\) & (117) \\
\hline Midlantic merger & \((7,489)\) & (184) \\
\hline December 31, 1995 & -- & -- \\
\hline Shares purchased & 22,731 & 802 \\
\hline Shares issued & \((1,695)\) & (51) \\
\hline December 31, 1996 & 21,036 & 751 \\
\hline Shares purchased & 29,323 & 1,303 \\
\hline Shares issued & \((2,341)\) & (70) \\
\hline December 31, 1997 & 48,018 & \$1,984 \\
\hline
\end{tabular}
</TABLE>

## NOTE 14 REGULATORY MATTERS

The Corporation is subject to the regulations of certain federal and state agencies and undergoes periodic examinations by such regulatory authorities. Neither the Corporation nor any of its subsidiaries is subject to written regulatory agreements.

Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Corporation must meet specific capital guidelines that involve quantitative measures of assets, liabilities, and certain
off-balance-sheet items as calculated under regulatory accounting practices. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on PNC Bank's financial position. The Corporation's capital amounts and classification are also subject to qualitative judgments by regulatory agencies about components, risk weightings, and other factors.

The following table sets forth regulatory capital ratios for PNC Bank and the Corporation's only significant bank subsidiary, PNC Bank, N.A.

REGULATORY CAPITAL

| <TABLE> <br> <CAPTION> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Ratios |  |
| December 31 - |  |  |  |  |
| dollars in millions | 1997 | 1996 | 1997 | 1996 |
| <S> | <C> | <C> | <C> | <C> |
| Risk-based capital Tier I |  |  |  |  |
|  |  |  |  |  |
| PNC Bank Corp. | \$5,108 | \$5,283 | 7.43\% | 8.29\% |
| PNC Bank, N.A. | 4,865 | 3,848 | 7.53 | 7.52 |
| Total |  |  |  |  |
| PNC Bank Corp. | 7,635 | 7,427 | 11.11 | 11.65 |
| PNC Bank, N.A. | 6,786 | 5,343 | 10.50 | 10.44 |
| Leverage |  |  |  |  |
| PNC Bank Corp. | 5,108 | 5,283 | 7.30 | 7.70 |
| PNC Bank, N.A. | 4,865 | 3,848 | 7.45 | 7.09 |

## </TABLE>

Regulatory quantitative measures to ensure capital adequacy require the
Corporation to maintain minimum ratios of Tier $I$ and total capital to
risk-weighted assets of $4 \%$ and $8 \%$, respectively, and Tier I capital to average assets (leverage) of $3 \%$. To qualify as well capitalized, regulators require capital ratios of $6 \%$ for Tier I, $10 \%$ for total risk-based and $5 \%$ for leverage. As of the most recent notification from federal regulators, the Corporation and each of its bank subsidiaries met the well capitalized ratio requirements under the regulatory framework for prompt corrective action. There are no conditions or events since that notification that management believes would change the Corporation's category.

Dividends that may be paid by subsidiary banks to the parent company are subject to certain legal limitations and also may be impacted by capital needs, regulatory requirements, corporate policies, contractual restrictions and other factors. Without regulatory approval, the amount available for payment of dividends by all subsidiary banks was $\$ 237$ million at December 31, 1997.

Under federal law, generally no bank subsidiary may extend credit to the parent company or its nonbank subsidiaries on terms and under circumstances which are not substantially the same as comparable extensions of credit to nonaffiliates. No extension of credit may be made to the parent company or a nonbank subsidiary which is in excess of $10 \%$ of the capital stock and surplus of such bank subsidiary or in excess of $20 \%$ of the capital and surplus of such bank subsidiary as to aggregate extensions of credit to the parent company and its subsidiaries. In certain circumstances, federal regulatory authorities may impose more restrictive limitations. Such extensions of credit, with limited exceptions, must be fully collateralized. The maximum amount available under statutory limitations for transfer from subsidiary banks to the parent company in the form of loans and dividends approximated 17\% of consolidated net assets at December 31, 1997.

Federal Reserve Board regulations require depository institutions to maintain cash reserves with the Federal Reserve Bank. During 1997, subsidiary banks maintained reserves which averaged $\$ 208$ million.

NOTE 15 FINANCIAL DERIVATIVES
FAIR VALUE OF FINANCIAL DERIVATIVES

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline December 31 - in millions & Notional Value & \begin{tabular}{l}
Positive \\
Fair \\
Value
\end{tabular} & Notional Value & \begin{tabular}{l}
Negative \\
Fair \\
Value
\end{tabular} & Total Notional Value \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline 1997 & & & & & \\
\hline Interest rate swaps & \$4,849 & \$106 & \$930 & \$(10) & \$5,779 \\
\hline Interest rate caps & 542 & 4 & & & 542 \\
\hline Interest rate floors & 3,500 & 6 & 145 & (1) & 3,645 \\
\hline Mortgage banking activities & 1,470 & 26 & 2,987 & (6) & 4,457 \\
\hline Total & \$10,361 & \$142 & \$4,062 & \$(17) & \$14,423 \\
\hline 1996 & & & & & \\
\hline Interest rate swaps & \$7,290 & \$112 & \$650 & \$(15) & \$ 7,940 \\
\hline Interest rate caps & 5,813 & 2 & & & 5,813 \\
\hline Interest rate floors & 2,500 & 3 & & & 2,500 \\
\hline Mortgage banking activities & 1,853 & 10 & 486 & (1) & 2,339 \\
\hline Total & \$17,456 & \$127 & \$1,136 & \$(16) & \$18,592 \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP.
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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 and purchased interest rate caps and floors, only periodic cash payments and, with respect to such caps and floors, premiums, are exchanged. Therefore, cash requirements and exposure to credit risk are significantly less than the notional value. The Corporation manages these risks as part of its asset/liability management process and through credit policies and procedures. The Corporation seeks to minimize the credit risk by entering into transactions with only a select number of high-quality institutions, establishing credit limits, requiring bilateral-netting agreements, and, in certain instances, segregated collateral.

The Corporation uses interest rate swaps and purchased caps and floors to modify the interest rate characteristics of designated interest-bearing assets or liabilities from fixed to variable, variable to fixed, or one variable index to another. At December 31, 1997, $\$ 7.8$ billion of interest rate swaps, caps and floors were designated to loans. No financial derivatives were designated to securities available for sale at December 31, 1997. During 1997, derivative contracts modified the average effective yield on interest-earning assets from $7.96 \%$ to $7.93 \%$. At December 31, $1997, \$ 1.8$ billion of interest rate swaps were designated to interest-bearing liabilities. During 1997, derivative contracts modified the average rate on interest-bearing liabilities from $4.79 \%$ to $4.78 \%$.

PNC Bank uses a combination of on-balance-sheet instruments and financial derivatives to manage risk associated with its mortgage banking activities. The inherent risk affecting the value of MSR is the potential for the related mortgages to prepay, thereby eliminating the underlying servicing fee income stream. Generally, derivatives used to hedge the value of MSR have been marked to market and included in trading gains or losses.

Forward contracts are used to manage risk positions associated with mortgage origination activities. Substantially all forward contracts mature within 90 days of origination. Forward contracts are traded in over-the-counter markets and do not have standardized terms. Counterparties to the Corporation's forward contracts are primarily U.S. government agencies and brokers and dealers in mortgage-backed securities. In the event the counterparty is unable to meet its contractual obligations, the Corporation may be exposed to selling or purchasing mortgage loans at prevailing market prices.

At December 31, 1997 and 1996, the Corporation's exposure to credit losses with respect to financial derivatives was not material.

CUSTOMER-RELATED DERIVATIVES The following schedule sets forth information relating to positions associated with customer-related derivatives.

<TABLE>
<CAPTION>

</TABLE>
NOTE 16 EMPLOYEE BENEFIT PLANS

INCENTIVE SAVINGS PLANS The Corporation sponsors incentive savings plans covering substantially all employees. Under the plans, employee contributions up to 6\% of bi-weekly compensation, as defined in the plans, subject to Internal Revenue Code limitations, are matched with cash or shares of PNC Bank common stock. Contributions to the plans are matched primarily by shares of PNC Bank common stock held by the Corporation's ESOP.

The Corporation makes annual contributions to the ESOP equal to the debt service requirements on the ESOP borrowing less dividends received by the ESOP. All dividends received by the ESOP are used to pay debt service. Dividends used for debt service totaled $\$ 10$ million in each of the years 1997, 1996 and 1995. To satisfy additional debt service requirements, PNC Bank contributed \$13 million in 1997, \$11 million in 1996 and $\$ 9$ million in 1995.

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NOTES TO
CONSOLIDATED FINANCIAL STATEMENTS
As the ESOP borrowing is repaid, shares are allocated to employees who made contributions during the year based on the proportion of annual debt service to total debt service. The Corporation includes all ESOP shares as common shares outstanding in the earnings per share computation. Components of ESOP shares are:
<TABLE>
<CAPTION>


Compensation expense related to the portion of contributions matched with ESOP shares is determined based on the number of ESOP shares allocated. Compensation expense related to these plans was $\$ 11$ million for $1997, \$ 9$ million for 1996 and \$18 million for 1995.

PENSION PLANS The Corporation has a noncontributory, defined benefit pension plan covering substantially all employees. Retirement benefits are based on salary levels and length of service. Pension contributions are based on an actuarially determined amount necessary to fund total benefits payable to plan participants.

The following table sets forth the estimated status of the defined benefit plan:
<TABLE>
<CAPTION>

| December 31 - in millions | 1997 | 1996 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Benefit obligation |  |  |
| Vested | \$618 | \$545 |
| Nonvested | 18 | 19 |
| Accumulated benefit obligation | 636 | 564 |
| Effect of future compensation levels | 118 | 113 |
| Projected benefit obligation for services rendered to date | 754 | 677 |
| Plan assets at fair value, primarily listed common stocks, U.S. government and agency securities, and collective funds | 773 | 713 |
| Plan assets in excess of projected benefit obligation | (19) | (36) |
| Unrecognized net gain due to experience different from assumptions and the effects of changes in assumptions | 25 | 26 |
| Unrecognized net asset | 16 | 23 |
| Unrecognized prior service cost | (6) | (8) |
| Accrued pension cost | \$16 | \$5 |

## </TABLE>

The components of net periodic pension cost were as follows:

| <TABLE> |  |  |  |
| :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |
| Year ended December 31 - in millions | 1997 | 1996 | 1995 |
| <S> | <C> | <C> | <C> |
| Service cost for benefits earned during the period | \$29 | \$30 | \$23 |
| Interest cost on projected benefit obligations | 53 | 46 | 45 |
| Actual return on plan assets | (117) | (93) | (112) |
| Net amortization and deferral | 46 | 27 | 58 |
| Net periodic pension costs | \$11 | \$10 | \$14 |

## </TABLE>

Assumptions used to measure the projected benefit obligation and the expected return on assets included in net periodic pension costs are set forth in the following table.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Discount rate & 7.20\% & 7.70\% & 7.15\% \\
\hline Increase in compensation levels & 4.50 & 4.75 & 4.75 \\
\hline Expected long-term return on assets & 9.50 & 9.50 & 9.50 \\
\hline
\end{tabular}
</TABLE>
The Corporation also maintains nonqualified supplemental retirement plans for certain employees. All retirement benefits provided under these plans are unfunded and any payments to plan participants are made by the Corporation. At December 31, 1997 and 1996 approximately $\$ 32$ million and $\$ 27$ million, respectively, were included in other liabilities. Benefit expense related to these plans was $\$ 8$ million for 1997, $\$ 8$ million for 1996 and $\$ 6$ million for 1995.

POSTRETIREMENT BENEFIT PLANS The Corporation also provides certain health care and life insurance benefits for retired employees ("postretirement benefits") through various plans. A reconciliation of the accrued postretirement benefit obligation is as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Accumulated postretirement benefit} \\
\hline Retirees & \$162 & \$160 \\
\hline Active employees & 6 & 6 \\
\hline Other active plan participants & 45 & 45 \\
\hline Total accumulated postretirement obligation & 213 & 211 \\
\hline Unrecognized prior service cost credit & 49 & 56 \\
\hline Unrecognized net loss & (12) & (16) \\
\hline Accrued postretirement benefit obligation & \$250 & \$251 \\
\hline
\end{tabular}

</TABLE>
PNC BANK CORP.
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The components of postretirement benefit expense are as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 - in millions & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Service cost for benefits earned during the period & \$2 & \$3 & \$3 \\
\hline Interest cost on projected benefit obligations & 16 & 14 & 15 \\
\hline Amortization of prior service cost & (4) & (4) & (4) \\
\hline Net postretirement benefit expense & \$14 & \$13 & \$14 \\
\hline
\end{tabular}
</TABLE>
Assumptions used in accounting for the postretirement benefit plans were:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline December 31 & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Discount rate & 7.20\% & 7.70\% & 7.15\% \\
\hline \multicolumn{4}{|l|}{Expected health care cost trend rate} \\
\hline Medical & 6.50 & 7.00 & 7.50 \\
\hline Dental & 6.20 & 6.60 & 7.00 \\
\hline
\end{tabular}
</TABLE>
The health care cost trend rate declines until it stabilizes at 4.7\% beginning in 2001. A one percent increase in the health care cost trend rate from that assumed would not have a material impact on projected service and interest costs or the accumulated postretirement obligation.

## NOTE 17 STOCK-BASED COMPENSATION PLANS

The Corporation has a senior executive long-term incentive award plan ("Incentive Plan") that provides for the granting of incentive stock options, nonqualified options, stock appreciation rights ("SAR"), performance units and incentive shares. In any given year, the number of shares of common stock available for grant under the Incentive Plan may range from $1.5 \%$ to $3 \%$ of total issued shares of common stock determined at the end of the preceding calendar year.

STOCK OPTIONS Options are granted at exercise prices not less than the market value of common stock on the date of grant and are exercisable twelve months after the grant date. Payment of the option price may be in cash or shares of common stock at market value on the exercise date. The following table presents stock option data related to the Incentive Plan, a similar predecessor plan and other plans assumed in certain mergers.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline \multirow[b]{3}{*}{Shares in thousands} & \multicolumn{2}{|r|}{Per Option} & \multirow[b]{3}{*}{Shares} \\
\hline & \multirow[b]{2}{*}{Exercise Price} & WeightedAverage & \\
\hline & & Exercise Price & \\
\hline <S> & <C> & <C> & <C> \\
\hline January 1, 1995 & \$1.59-\$30.13 & \$ 18.14 & 16,586 \\
\hline Granted & 16.46-29.06 & 25.25 & 127 \\
\hline Exercised & 1.59-29.25 & 13.20 & \((2,996)\) \\
\hline Terminated & \(6.10-30.13\) & 20.97 & (420) \\
\hline Options exchanged for stock - & & & \\
\hline Midlantic merger & & 8.33 & \((3,457)\) \\
\hline December 31, 1995 & \(11.38-29.88\) & 23.00 & 9,840 \\
\hline Granted & \(31.13-37.31\) & 31.23 & 2,697 \\
\hline Exercised & \(11.38-29.25\) & 21.05 & \((3,258)\) \\
\hline SAR exercised & & 19.13 & (7) \\
\hline Terminated & \(21.75-31.13\) & 27.75 & (242) \\
\hline December 31, 1996 & \(11.38-37.31\) & 26.03 & 9,030 \\
\hline Granted & \(43.31-43.75\) & 43.75 & 2,912 \\
\hline Exercised & \(11.38-31.13\) & 24.10 & \((2,969)\) \\
\hline SAR exercised & & 17.13 & (4) \\
\hline Terminated & \(21.75-43.75\) & 41.32 & (178) \\
\hline December 31, 1997 & \(11.38-43.75\) & 32.25 & 8,791 \\
\hline
\end{tabular}
</TABLE>
At December 31, 1997, the weighted-average remaining contractual life of outstanding options was 7 years, 3 months and options for $6,023,474$ shares of common stock were exercisable at a weighted-average price of $\$ 26.97$ per share. The grant-date fair value of options granted in 1997 was $\$ 9.24$ per option.
Shares of common stock available for the granting of options under the Incentive Plan and the predecessor plans were: 9,012,899 at December 31, 1997, 9,723,541 at December 31, 1996, and 10,314,610 at December 31, 1995.

INCENTIVE SHARE AWARDS In 1997 and 1995, 313,000 and 323,000 incentive shares of common stock, respectively, were granted to certain senior executives pursuant to the Incentive Plan. Issuance of such incentive shares is subject to the market price of PNC Bank's common stock equaling or exceeding specified levels for defined periods. At December 31, 1997 the shares granted in 1997 had not met the specified levels required for issuance. The requirements for the shares granted in 1995 were met on September 16, 1996 and November 4, 1996, and 302,700 shares of restricted common stock were issued. The restricted period ends two years after the issue date. During the restricted period the recipient receives dividends and can vote the shares. If the recipient leaves the Corporation within the restricted period, the shares will be forfeited. Forfeitures totaled 20,300 shares through December 31, 1997. Compensation expense recognized for incentive share awards was $\$ 6$ million, $\$ 3$ million and $\$ 1$ million in 1997, 1996 and 1995, respectively.

PNC BANK CORP.
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NOTES TO
CONSOLIDATED FINANCIAL STATEMENTS

EMPLOYEE STOCK PURCHASE PLAN The Corporation's employee stock purchase plan ("ESPP") has approximately 4.2 million shares available for issuance. Persons who have been continuously employed for at least one year are eligible to participate. Participants purchase the Corporation's common stock at $85 \%$ of the lesser of fair market value on the first or last day of each offering period. No charge to earnings is recorded with respect to the ESPP. Shares issued pursuant to the ESPP were as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline Year ended December 31 & Shares & Price Per Share \\
\hline <S> & <C> & <C> \\
\hline 1997 & 367,494 & \$33.15 and \$35.49 \\
\hline 1996 & 389,738 & 25.29 and 25.82 \\
\hline 1995 & 463,907 & 17.32 and 22.95 \\
\hline
\end{tabular}
</TABLE>
The following table sets forth pro forma net income and earnings per share as if compensation expense was recognized for stock options and the ESPP.

PRO FORMA NET INCOME AND EPS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline Year ended December 31 & Reported & forma \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Net income (in millions)} \\
\hline 1997 & \$1,052 & \$1,035 \\
\hline 1996 & 992 & 980 \\
\hline 1995 & 408 & 407 \\
\hline \multicolumn{3}{|l|}{Diluted earnings per share} \\
\hline 1997 & \$3.28 & \$3.23 \\
\hline 1996 & 2.88 & 2.84 \\
\hline 1995 & 1.19 & 1.19 \\
\hline
\end{tabular}

For purposes of computing pro forma results PNC Bank estimated the fair value of stock options and ESPP shares using the Black-Scholes option pricing model. Black-Scholes is predominantly used to value traded options which differ from PNC Bank's options. The model requires the use of numerous assumptions, many of which are highly subjective in nature. Therefore, the pro forma results are estimates of results of operations as if compensation expense had been recognized for all stock-based compensation plans and are not indicative of the impact on future periods. The following assumptions were used in the option pricing model for purposes of estimating pro forma results. The dividend yield represents average yields over the previous three-year period.
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Risk-free interest rate & 6. \(2 \%\) & 5.3\% & 6.4\% \\
\hline Dividend yield & 4.9 & 4.7 & 4.3 \\
\hline Volatility & 27.6 & 32.1 & 32.3 \\
\hline Expected life & 6 yrs. & 6 yrs. & 6 yrs. \\
\hline
\end{tabular}
</TABLE>
NOTE 18 INCOME TAXES
The components of income taxes were as follows:
<TABLE>
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{<CAPTION>} \\
\hline Year ended December 31 - in millions & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Current} \\
\hline Federal & \$380 & \$297 & \$ 77 \\
\hline State & 53 & 48 & 14 \\
\hline Total current & 433 & 345 & 91 \\
\hline \multicolumn{4}{|l|}{Deferred} \\
\hline Federal & 126 & 172 & 84 \\
\hline State & 7 & 18 & 44 \\
\hline Total deferred & 133 & 190 & 128 \\
\hline Total & \$566 & \$535 & \$219 \\
\hline
\end{tabular}
</TABLE>
Significant components of deferred tax assets and liabilities are as follows:
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Deferred tax assets} \\
\hline Allowance for credit losses & \$336 & \$382 \\
\hline Compensation and benefits & 134 & 120 \\
\hline Net unrealized securities losses & 12 & 38 \\
\hline Other & 28 & 88 \\
\hline Total deferred tax assets & 510 & 628 \\
\hline \multicolumn{3}{|l|}{Deferred tax liabilities} \\
\hline Leasing & 284 & 247 \\
\hline Depreciation & 37 & 45 \\
\hline Other & 112 & 100 \\
\hline Total deferred tax liabilities & 433 & 392 \\
\hline Net deferred tax asset & \$77 & \$236 \\
\hline
\end{tabular}
</TABLE>

A reconciliation between the statutory and effective tax rates follows:
<TABLE>
<CAPTION>
Year ended December 31 19971996
-
\begin{tabular}{|c|c|c|c|}
\hline <S> & <C> & <C> & <C> \\
\hline Statutory tax rate & 35.0\% & 35.0\% & 35.0\% \\
\hline Increases (decreases) resulting from & & & \\
\hline State taxes & 2.4 & 2.8 & 6.0 \\
\hline Tax-exempt interest & (1.1) & (1.7) & (4.5) \\
\hline Goodwill & . 8 & . 9 & 1.7 \\
\hline Other & (2.1) & (2.0) & (3.3) \\
\hline Effective tax rate & 35.0\% & 35.0\% & 34.9\% \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP.
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NOTE 19 EARNINGS PER SHARE
The following table sets forth basic and diluted earnings per share calculations.
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 - in thousands, except per share data & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline CALCULATION OF BASIC EARNINGS PER COMMON SHARE & & & \\
\hline Net income & \$1,052,468 & \$992,226 & \$408,060 \\
\hline Less: Preferred dividends declared & 19,457 & 5,480 & 3,327 \\
\hline Net income applicable to basic earnings per common share & \$1,033,011 & \$986,746 & \$404,733 \\
\hline Basic weighted-average common shares outstanding & 310,147 & 338,568 & 336,455 \\
\hline Basic Earnings Per Common Share & \$3.33 & \$2.91 & \$1.20 \\
\hline
\end{tabular}

CALCULATION OF DILUTED EARNINGS PER COMMON SHARE
Net income
Add: Interest expense on convertible debentures (net of tax)
Less: Dividends declared on nonconvertible preferred stock
\begin{tabular}{|c|c|c|}
\hline \$1,052,468 & \$992,226 & \$408,060 \\
\hline 3,006 & 3,416 & 3,842 \\
\hline 18,150 & 4,084 & 1,813 \\
\hline \$1,037,324 & \$991,558 & \$410,089 \\
\hline 310,147 & 338,568 & 336,455 \\
\hline
\end{tabular}

Basic weighted-average common shares outstanding
\(310,147 \quad 338,568 \quad 336,455\)
Weighted-average common shares to be issued using average market price and assuming:
\begin{tabular}{|c|c|c|c|}
\hline Conversion of preferred stock Series A and B & 163 & 173 & 198 \\
\hline Conversion of preferred stock Series C and D & 1,237 & 1,321 & 1,431 \\
\hline Conversion of debentures & 2,449 & 2,790 & 3,105 \\
\hline Exercise of stock options & 1,914 & 1,610 & 2,679 \\
\hline Incentive share awards & 311 & 114 & \\
\hline luted weighted-average common shares outstanding & 316,221 & 344,576 & 343,868 \\
\hline Diluted Earnings Per Common Share & \$3.28 & \$2.88 & \$1.19 \\
\hline
\end{tabular}

Diluted Earnings Per Common Share
\(======\)
</TABLE>

\section*{NOTE 20 LITIGATION}

A consolidated class action complaint is pending against the Corporation and certain officers, alleging violations of federal securities laws and common law relating to disclosures and seeking, among other things, unquantified damages on behalf of purchasers of the Corporation's securities during specified portions of 1994. The parties have reached an agreement in principle to settle this action, which is subject to documentation and court approval. The proposed settlement will not have a material impact on the Corporation's financial position or results of operations.

The Corporation, in the normal course of business, is subject to various other pending and threatened lawsuits in which claims for monetary damages are asserted. Management, after consultation with legal counsel, does not anticipate the ultimate aggregate liability, if any, arising out of such other lawsuits will have a material adverse effect on the Corporation's financial position. At the present time, management is not in a position to determine whether any such pending or threatened litigation will have a material adverse effect on the Corporation's results of operations in any future reporting period.

NOTE 21 OTHER FINANCIAL INFORMATION
Summarized financial information of the parent company is as follows:
PARENT COMPANY ONLY
BALANCE SHEET
<TABLE>
<CAPTION>
December 31 - in millions

\begin{tabular}{|c|c|c|}
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{ASSETS} \\
\hline Cash and due from banks & \$1 & \$4 \\
\hline Securities available for sale & 68 & 602 \\
\hline \multicolumn{3}{|l|}{Investments in} \\
\hline Bank subsidiaries & 6,192 & 6,078 \\
\hline Nonbank subsidiaries & 386 & 276 \\
\hline Advances to subsidiary banks & 8 & 9 \\
\hline Other assets & 133 & 118 \\
\hline Total assets & \$6,788 & \$7,087 \\
\hline \multicolumn{3}{|l|}{LIABILITIES} \\
\hline Borrowed funds & \$355 & \$363 \\
\hline Nonbank affiliate borrowings & 738 & 332 \\
\hline Accrued expenses and other liabilities & 311 & 523 \\
\hline Total liabilities & 1,404 & 1,218 \\
\hline SHAREHOLDERS' EQUITY & 5,384 & 5,869 \\
\hline Total liabilities and shareholders' equity & \$6,788 & \$7,087 \\
\hline
\end{tabular}
\(========\)
</TABLE>
pNC BANK CORP.

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NOTES TO
CONSOLIDATED FINANCIAL STATEMENTS

Borrowed funds have scheduled repayments of \(\$ 200\) million in 1999 , \(\$ 100\) million in 2001 and \(\$ 55\) million thereafter.

Commercial paper and all other debt issued by PNC Funding Corp., a
wholly-owned subsidiary, is guaranteed by the parent company. In addition, in connection with certain affiliates' mortgage servicing operations, the parent company has committed to maintain such affiliates' net worth above minimum requirements.

PARENT COMPANY ONLY
STATEMENT OF INCOME
<TABLE>
<CAPTION>
Year ended December 31 -
\begin{tabular}{|c|c|c|c|}
\hline in millions & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{OPERATING REVENUE} \\
\hline \multicolumn{4}{|l|}{Dividends from} \\
\hline Bank subsidiaries & \$852 & \$924 & \$447 \\
\hline Nonbank subsidiaries & 9 & 32 & 25 \\
\hline Interest income & 14 & 7 & 4 \\
\hline Other income & 2 & 1 & \\
\hline Total operating revenue & 877 & 964 & 476 \\
\hline \multicolumn{4}{|l|}{OPERATING EXPENSE} \\
\hline Interest expense & 76 & 56 & 73 \\
\hline Other expense & 11 & 38 & 33 \\
\hline Total operating expense & 87 & 94 & 106 \\
\hline
\end{tabular}

</TABLE>
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{PARENT COMPANY ONLY STATEMENT OF CASH FLOWS}} \\
\hline & & & \\
\hline \multicolumn{4}{|l|}{<TABLE>} \\
\hline \multicolumn{4}{|l|}{<CAPTION>} \\
\hline Year ended December 31 - in millions & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline OPERATING ACTIVITIES & & & \\
\hline Net income & \$1,052 & \$992 & \$408 \\
\hline
\end{tabular}


\section*{PNC BANK CORP.}

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In connection with the Midlantic merger, borrowed funds of Midlantic in the aggregate principal amount of \(\$ 355\) million at December 31,1997 were 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 December 31 - in millions & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{ASSETS} \\
\hline Cash and due from banks & \$4,302 & \$4,022 \\
\hline Securities & 8,276 & 11,210 \\
\hline Loans, net of unearned income & 54,126 & 51,736 \\
\hline Allowance for credit losses & (971) & \((1,166)\) \\
\hline Net loans & 53,155 & 50,570 \\
\hline Other assets & 8,144 & 5,988 \\
\hline Total assets & \$73,877 & \$71,790 \\
\hline \multicolumn{3}{|l|}{LIABILITIES} \\
\hline Deposits & \$47,766 & \$46, 290 \\
\hline Borrowed funds & 18,437 & 18,077 \\
\hline Other liabilities & 1,145 & 1,014 \\
\hline Total liabilities & 67,348 & 65,381 \\
\hline \multicolumn{3}{|l|}{Mandatorily redeemable capital} \\
\hline SHAREHOLDERS' EQUITY & 6,179 & 6,059 \\
\hline
\end{tabular}

Total liabilities, capital securities and shareholders' equity \(\$ 73,877 \quad \$ 71,790\)

\section*{</TABLE>}

PNC BANCORP, INC., AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF INCOME
<TABLE>
<CAPTION>
Year ended December 31 -
\begin{tabular}{|c|c|c|c|}
\hline in millions & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Interest income & \$5,005 & \$4,903 & \$5,117 \\
\hline Interest expense & 2,466 & 2,404 & 2,941 \\
\hline Provision for credit losses & 70 & & 20 \\
\hline
\end{tabular}

</TABLE>

NOTE 22 UNUSED LINE OF CREDIT
At December 31, 1997, the Corporation maintained a line of credit in the amount of \(\$ 500\) million, none of which was drawn. This line is available for general corporate purposes and expires in 2000.

NOTE 23 FAIR VALUE OF FINANCIAL INSTRUMENTS
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{December 31 - in millions} & \multicolumn{2}{|c|}{1997} & \multicolumn{2}{|c|}{1996} \\
\hline & Carrying Amount & \[
\begin{gathered}
\text { Fair } \\
\text { Value }
\end{gathered}
\] & Carrying Amount & \[
\begin{aligned}
& \text { Fair } \\
& \text { Value }
\end{aligned}
\] \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{ASSETS} \\
\hline Cash and short-term assets & \$6,346 & \$6,346 & \$ 5,412 & \$ 5,412 \\
\hline Securities available for sale & 8,522 & 8,522 & 11,917 & 11,917 \\
\hline Loans held for sale & 2,324 & 2,324 & 941 & 941 \\
\hline Net loans (excludes leases) & 51,409 & 52,983 & 49,281 & 50,212 \\
\hline \multicolumn{5}{|l|}{LIABILITIES} \\
\hline Demand deposits & 27,478 & 27,478 & 27,030 & 27,030 \\
\hline Time deposits & 20,171 & 20,236 & 18,646 & 18,654 \\
\hline Borrowed funds & 19,913 & 20,061 & 19,912 & 19,970 \\
\hline \multicolumn{5}{|l|}{OFF-BALANCE-SHEET} \\
\hline Commitments to extend credit & (14) & (14) & (14) & (14) \\
\hline Letters of credit & (9) & (9) & (4) & (4) \\
\hline \multicolumn{5}{|l|}{Financial derivatives used for} \\
\hline Interest rate risk management & 59 & 105 & 81 & 102 \\
\hline \multicolumn{5}{|l|}{\begin{tabular}{l}
Mortgage banking \\
activities
\end{tabular}} \\
\hline Customer-related derivatives & 1 & 1 & & \\
\hline
\end{tabular}
</TABLE>
Real and personal property, lease financings, loan customer relationships,
deposit customer intangibles, retail branch networks, fee-based businesses, such
as asset management, mortgage banking and brokerage, trademarks and brand names
are excluded from the amounts set forth above. Accordingly, the aggregate fair
value amounts presented do not represent the underlying value of the
Corporation.
Fair value is defined as the estimated amount at which a financial instrument
could be exchanged in a current transaction between willing parties, or other
than in a forced or liquidation sale. However, it is not management's intention
to immediately dispose of a significant portion of such financial instruments,
and unrealized gains or losses should not be interpreted as a forecast of future
earnings and cash flows. The derived fair values are subjective in nature,
involve uncertainties and matters of significant judgment and, therefore, cannot
be determined with precision. Changes in assumptions could significantly
impact the derived fair value estimates.

\section*{NOTES TO}

CONSOLIDATED FINANCIAL STATEMENTS

The following methods and assumptions were used in estimating fair value amounts for financial instruments.

GENERAL For short-term financial instruments realizable in three months or less, the carrying amount reported in the consolidated balance sheet approximates fair value. Unless otherwise stated, the rates used in discounted cash flow analyses are based on market yield curves.

CASH AND SHORT-TERM ASSETS The carrying amounts reported in the consolidated balance sheet for cash and short-term investments approximate those assets' fair values primarily due to their short-term nature. For purposes of this disclosure only, short-term assets include due from banks, interest-earning deposits with banks, federal funds sold and resale agreements, trading securities, customer's acceptance liability and accrued interest receivable.

SECURITIES The fair value of securities available for sale are based on quoted market prices, where available. If quoted market prices are not available, fair value is estimated using the quoted market prices of comparable instruments.

NET LOANS AND LOANS HELD FOR SALE Fair values are estimated based on the discounted value of expected net cash flows incorporating assumptions about prepayment rates, credit losses and servicing fees and costs. For credit cards and revolving home equity loans, this fair value does not include any amount for new loans or the related fees that will be generated from the existing customer relationships. In the case of nonaccrual loans, scheduled cash flows exclude interest payments. For purposes of this disclosure only, the carrying value of loans held for sale approximates fair value.

DEPOSITS The carrying amounts of noninterest-bearing demand and
interest-bearing, money market and savings deposits approximate fair values. For time deposits, fair values are estimated based on the discounted value of expected net cash flows taking into account current interest rates.

BORROWED FUNDS The carrying amounts of federal funds purchased, commercial paper, acceptances outstanding and accrued interest payable are considered fair value because of their short-term nature. For all other borrowed funds, fair values are estimated based on the discounted value of expected net cash flows taking into account current interest rates.

UNFUNDED LOAN COMMITMENTS AND LETTERS OF CREDIT Fair values for commitments to extend credit and letters of credit are estimated based upon the amount of deferred fees and the creditworthiness of the counterparties.

FINANCIAL DERIVATIVES The fair value of interest rate swaps are estimated based on the discounted value of the expected net cash flows. The fair value of other derivative instruments is based on dealer quotes. These fair values represent the estimated amounts the Corporation would receive or pay to terminate the contracts, taking into account current interest rates.

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\section*{STATISTICAL}

INFORMATION
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{SELECTED CONSOLIDATED FINANCIAL DATA
<TABLE>} \\
\hline \multicolumn{6}{|l|}{<CAPTION>} \\
\hline Year ended December 31 - dollars in millions, except per share data & 1997 & 1996 & 1995 & 1994 & 1993 \\
\hline \multicolumn{6}{|l|}{SUMMARY OF OPERATIONS} \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Interest income & \$5,051 & \$4,938 & \$5,149 & \$4,724 & \$4,023 \\
\hline Interest expense & 2,556 & 2,494 & 3,007 & 2,232 & 1,683 \\
\hline Net interest income & 2,495 & 2,444 & 2,142 & 2,492 & 2,340 \\
\hline Provision for credit losses & 70 & & 6 & 84 & 350 \\
\hline Noninterest income before net securities gains (losses) & 1,759 & 1,373 & 1,240 & 1,181 & 941 \\
\hline Net securities gains (losses) & 49 & 22 & (280) & (142) & 195 \\
\hline Noninterest expense & 2,615 & 2,312 & 2,469 & 2,238 & 1,985 \\
\hline Income before income taxes and cumulative effect of changes in accounting principles & 1,618 & 1,527 & 627 & 1,209 & 1,141 \\
\hline Income taxes & 566 & 535 & 219 & 318 & 262 \\
\hline Income before cumulative effect of changes in accounting principles & 1,052 & 992 & 408 & 891 & 879 \\
\hline Cumulative effect of changes in accounting principles, net of tax benefits of \(\$ 5\) in 1994 and \(\$ 5\) in 1993 & & & & (7) & 20 \\
\hline Net income & \$1,052 & \$992 & \$408 & \$884 & \$899 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline PER COMMON SHARE DATA & & & & & \\
\hline Book value & \$16.87 & \$17.13 & \$16.87 & \$16.59 & \$15.61 \\
\hline Cash dividends declared & 1.50 & 1.42 & 1.40 & 1.31 & 1.175 \\
\hline Earnings & & & & & \\
\hline Basic before cumulative effect of changes in accounting principles & \$3.33 & \$2.91 & \$1.20 & \$2.58 & \$2.59 \\
\hline Cumulative effect of changes in accounting principles & & & & (.02) & . 06 \\
\hline Basic & \$3.33 & \$2.91 & \$1.20 & \$2.56 & \$2.65 \\
\hline Diluted before cumulative effect of changes in accounting principles & \$3.28 & \$2.88 & \$1.19 & \$2.54 & \$2.54 \\
\hline Cumulative effect of changes in accounting principles & & & & (.02) & . 06 \\
\hline Diluted & \$3.28 & \$2.88 & \$1.19 & \$2. 52 & \$2. 60 \\
\hline BALANCE SHEET HIGHLIGHTS (At December 31) & & & & & \\
\hline Total assets & \$75,120 & \$73,260 & \$73,404 & \$77,461 & \$76,012 \\
\hline Securities & 8,522 & 11,917 & 15,839 & 23,670 & 25,496 \\
\hline Loans, net of unearned income & 54,245 & 51,798 & 48,653 & 44,043 & 42,113 \\
\hline Deposits & 47,649 & 45,676 & 46,899 & 45,818 & 44,703 \\
\hline Borrowed funds & 19,622 & 19,604 & 19,063 & 24,320 & 22,308 \\
\hline Shareholders' equity & 5,384 & 5,869 & 5,768 & 5,727 & 5,404 \\
\hline SELECTED RATIOS & & & & & \\
\hline Return on & & & & & \\
\hline Average common shareholders' equity & 20.01\% & 17.18\% & 7.05\% & 16.09\% & 18.55\% \\
\hline Average assets & 1.49 & 1.40 & . 54 & 1.19 & 1.40 \\
\hline Average common shareholders' equity to average assets & 7.31 & 8.11 & 7.64 & 7.34 & 7.52 \\
\hline Dividend payout & 45.39 & 48.89 & 94.76 & 37.42 & 30.79 \\
\hline Efficiency (excludes distributions on capital securities) & 59.36 & 59.64 & 78.42 & 62.69 & 56.28 \\
\hline
\end{tabular}
</TABLE>

PNC BANK CORP.
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STATISTICAL
INFORMATION

</TABLE>

PNC BANK CORP.
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ANALYSIS OF YEAR-TO-YEAR CHANGES IN NET INTEREST INCOME
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & \multicolumn{3}{|l|}{Increase/(Decrease) in Income/ Expense Due to Changes in:} & \multicolumn{3}{|l|}{Increase/(Decrease) in Income/ Expense Due to Changes in:} \\
\hline Taxable-equivalent basis - in millions & Volume & Rate & Total & Volume & Rate & Total \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline INTEREST-EARNING ASSETS & & & & & & \\
\hline Loans held for sale & \$23 & \$3 & \$26 & \$27 & \$(3) & \$24 \\
\hline Securities & & & & & & \\
\hline U.S. Treasury, government agencies and corporations & (247) & (24) & (271) & (453) & 106 & (347) \\
\hline Other debt & (41) & (4) & (45) & (70) & (5) & (75) \\
\hline Other & (2) & (3) & (5) & (6) & (4) & (10) \\
\hline Total securities & (297) & (24) & (321) & (541) & 109 & (432) \\
\hline Loans, net of unearned income & & & & & & \\
\hline Consumer & (82) & 7 & (75) & 89 & (19) & 70 \\
\hline Credit card & 309 & (13) & 296 & 41 & 2 & 43 \\
\hline Residential mortgage & 78 & & 78 & 92 & (2) & 90 \\
\hline Commercial & 107 & 5 & 112 & 92 & (51) & 41 \\
\hline Commercial real estate & (11) & (4) & (15) & (11) & (26) & (37) \\
\hline Other & 5 & 6 & 11 & (9) & (2) & (11) \\
\hline Total loans, net of unearned income & 312 & 95 & 407 & 284 & (88) & 196 \\
\hline Other interest-earning assets & (3) & (2) & (5) & (6) & (5) & (11) \\
\hline Total interest-earning assets & \$(54) & \$161 & \$107 & \$(366) & \$143 & \$(223) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{INTEREST-BEARING LIABILITIES} \\
\hline \multicolumn{7}{|l|}{Interest-bearing deposits} \\
\hline Demand and money market & \$23 & \$36 & \$59 & \$10 & \$(35) & \$(25) \\
\hline Savings & (11) & (1) & (12) & (7) & (14) & (21) \\
\hline Other time & (47) & 14 & (33) & 30 & (33) & (3) \\
\hline Deposits in foreign offices & 14 & 1 & 15 & (63) & (12) & (75) \\
\hline Total interest-bearing deposits & (14) & 43 & 29 & (22) & (102) & (124) \\
\hline \multicolumn{7}{|l|}{Borrowed funds} \\
\hline Bank notes and senior debt & 56 & 13 & 69 & 103 & (33) & 70 \\
\hline Federal funds purchased & (18) & 5 & (13) & (113) & (31) & (144) \\
\hline Repurchase agreements & (66) & (1) & (67) & (247) & (41) & (288) \\
\hline Other borrowed funds & 40 & (7) & 33 & (33) & (26) & (59) \\
\hline Subordinated debt & 12 & (1) & 11 & 29 & 3 & 32 \\
\hline Total borrowed funds & 16 & 17 & 33 & (289) & (100) & (389) \\
\hline Total interest-bearing liabilities & (3) & 65 & 62 & (263) & (250) & (513) \\
\hline Change in net interest income & \$(27) & \$72 & \$45 & \$(159) & \$449 & \$290 \\
\hline
\end{tabular}
</TABLE>
Changes attributable to rate/volume are prorated into rate and volume components.

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INFORMATION
AVERAGE CONSOLIDATED BALANCE SHEET AND NET INTEREST ANALYSIS

\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Other & 1,871 & 130 & 6.94 & 1,797 & 119 & 6.63 \\
\hline Total loans, net of unearned income & 52,907 & 4,376 & 8.27 & 49,116 & 3,969 & 8.08 \\
\hline Other interest-earning assets & 919 & 54 & 5.88 & 964 & 59 & 6.12 \\
\hline Total interest-earning assets/interest income & 64,017 & 5,080 & 7.93 & 64,725 & 4,973 & 7.68 \\
\hline Noninterest-earning assets & & & & & & \\
\hline Allowance for credit losses & \((1,077)\) & & & \((1,197)\) & & \\
\hline Cash and due from banks & 2,920 & & & 3,163 & & \\
\hline Other assets & 4,784 & & & 4,116 & & \\
\hline Total assets & \$70,644 & & & \$70,807 & & \\
\hline LIABILITIES, CAPITAL SECURITIES AND SHAREHOLDERS' EQUITY & & & & & & \\
\hline Interest-bearing liabilities & & & & & & \\
\hline Interest-bearing deposits & & & & & & \\
\hline Demand and money market & \$13,477 & 391 & 2.90 & \$12,619 & 332 & 2.63 \\
\hline Savings & 2,852 & 57 & 1.97 & 3,445 & 69 & 2.02 \\
\hline Other time & 17,441 & 948 & 5.44 & 18,307 & 981 & 5.36 \\
\hline Deposits in foreign offices & 1,094 & 61 & 5.58 & 846 & 46 & 5.44 \\
\hline Total interest-bearing deposits & 34,864 & 1,457 & 4.18 & 35,217 & 1,428 & 4.06 \\
\hline Borrowed funds & & & & & & \\
\hline Bank notes and senior debt & 9,130 & 523 & 5.72 & 8,139 & 454 & 5.57 \\
\hline Federal funds purchased & 2,834 & 158 & 5.57 & 3,157 & 171 & 5.41 \\
\hline Repurchase agreements & 812 & 43 & 5.36 & 2,030 & 110 & 5.41 \\
\hline Other borrowed funds & 4,304 & 256 & 5.96 & 3,630 & 223 & 6.14 \\
\hline Subordinated debt & 1,514 & 119 & 7.87 & 1,358 & 108 & 7.98 \\
\hline Total borrowed funds & 18,594 & 1,099 & 5.91 & 18,314 & 1,066 & 5.82 \\
\hline Total interest-bearing liabilities/interest expense & 53,458 & 2,556 & 4.78 & 53,531 & 2,494 & 4.66 \\
\hline Noninterest-bearing liabilities and shareholders' equity & & & & & & \\
\hline Demand and other noninterest-bearing deposits & 9,670 & & & 9,900 & & \\
\hline Accrued expenses and other liabilities & 1,501 & & & 1,529 & & \\
\hline Mandatorily redeemable capital securities of subsidiary trusts & \[
537
\] & & & & & \\
\hline Shareholders' equity & 5,478 & & & 5,828 & & \\
\hline Total liabilities, capital securities and shareholders' equity & \$70,644 & & & \$70,807 & & \\
\hline Interest rate spread & & & 3.15 & & & 3.02 \\
\hline Impact of noninterest-bearing liabilities & & & . 79 & & & . 81 \\
\hline Net interest income/margin on earning assets & & \$2,524 & 3.94\% & & \$2,479 & 3.83\% \\
\hline
\end{tabular}
</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 of securities are based on amortized historical cost (excluding SFAS No. 115 adjustments to fair value).

$$
\begin{gathered}
\text { PNC BANK CORP. } \\
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\end{gathered}
$$

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Year ended December 31 - & & 1995 & & & 1994 & \\
\hline Taxable-equivalent basis & Average & & Average & Average & & \\
\hline Average & & & & & & \\
\hline Dollars in millions & Balances & Interest & Yields/Rates & Balances & Interest & \\
\hline Yields/Rates & & & & & & \\
\hline -- & & & & & & \\
\hline ASSETS & & & & & & \\
\hline Interest-earning assets & & & & & & \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Loans held for sale & \$725 & \$54 & 7.50\% & \$749 & \$52 & \\
\hline 6.84\% & & & & & & \\
\hline Securities & & & & & & \\
\hline U.S. Treasury, government agencies and & & & & & & \\
\hline corporations & 17,706 & 982 & 5.55 & 20,915 & 1,200 & 5.7 \\
\hline Other debt & 3,757 & 259 & 6.90 & 2,742 & 163 & \\
\hline 5.94 & & & & & & \\
\hline Other & 677 & 58 & 8.46 & 698 & 58 & \\
\hline 8.30 & & & & & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Total securities & 22,140 & 1,-299 & 5.87 & 24,355 & 1,---- & 5.83 \\
\hline \multicolumn{7}{|l|}{Loans, net of unearned income} \\
\hline Consumer & 11,142 & 958 & 8.60 & 10,472 & 833 & \\
\hline \multicolumn{7}{|l|}{7.95 ( 7.60} \\
\hline Credit card & 871 & 120 & 13.76 & 720 & 97 & \\
\hline \multicolumn{7}{|l|}{13.50} \\
\hline Residential mortgage & 10,812 & 808 & 7.47 & 8,806 & 603 & 6.85 \\
\hline Commercial & 16,562 & 1,347 & 8.13 & 15,926 & 1,183 & \\
\hline \multicolumn{7}{|l|}{7.43} \\
\hline Commercial real estate & 4,304 & 410 & 9.54 & 4,430 & 373 & 8.41 \\
\hline Other & 1,933 & 130 & 6.70 & 2,245 & 124 & \\
\hline \multicolumn{7}{|l|}{5.52 ( 52} \\
\hline Total loans, net of unearned income & 45,624 & 3,773 & 8.27 & 42,599 & 3,213 & 7.54 \\
\hline Other interest-earning assets & 1,046 & 70 & 6.64 & 1,724 & 76 & 4.42 \\
\hline Total interest-earning assets/interest income & 69,535 & 5,196 & 7.47 & 69,427 & 4,762 & 6.86 \\
\hline \multicolumn{7}{|l|}{Noninterest-earning assets} \\
\hline Cash and due from banks & 3,044 & & & 2,951 & & \\
\hline Other assets & 3,871 & & & 3,375 & & \\
\hline Total assets & \$75,131 & & & \$74,362 & & \\
\hline \multicolumn{7}{|l|}{LIABILITIES, CAPITAL SECURITIES AND SHAREHOLDERS' EQUITY} \\
\hline \multicolumn{7}{|l|}{Interest-bearing liabilities} \\
\hline \multicolumn{7}{|l|}{Interest-bearing deposits} \\
\hline Demand and money market & \$12,254 & 357 & 2.91 & \$13,481 & 281 & 2.08 \\
\hline Savings & 3,732 & 90 & 2.40 & 4,081 & 71 & \\
\hline \multicolumn{7}{|l|}{1.75 (} \\
\hline Other time & 17,758 & 984 & 5.54 & 16,353 & 757 & \\
\hline \multicolumn{7}{|l|}{4.63} \\
\hline Deposits in foreign offices & 1,974 & 121 & 6.13 & 1,083 & 51 & 4.69 \\
\hline Total interest-bearing deposits & 35,718 & 1,552 & 4.34 & 34,998 & 1,160 & 3.31 \\
\hline \multicolumn{7}{|l|}{Borrowed funds} \\
\hline Bank notes and senior debt & 6,326 & 384 & 6.07 & 8,513 & 376 & 4.42 \\
\hline Federal funds purchased & 5,200 & 315 & 6.06 & 3,573 & 162 & 4.53 \\
\hline Repurchase agreements & 6,514 & 398 & 6.11 & 5,576 & 228 & 4.09 \\
\hline Other borrowed funds & 4,138 & 282 & 6.81 & 5,021 & 231 & 4.59 \\
\hline Subordinated debt & 998 & 76 & 7.64 & 939 & 75 & 8.02 \\
\hline Total borrowed funds & 23,176 & 1,455 & 6.28 & 23,622 & 1,072 & 4.54 \\
\hline Total interest-bearing liabilities/interest expense & 58,894 & 3,007 & 5.10 & 58,620 & 2,232 & \\
\hline \multicolumn{7}{|l|}{3.81} \\
\hline \multicolumn{7}{|l|}{Noninterest-bearing liabilities and shareholders' equity} \\
\hline Demand and other noninterest-bearing deposits & 9,112 & & & 8,939 & & \\
\hline Accrued expenses and other liabilities & 1,341 & & & 1,272 & & \\
\hline Mandatorily redeemable capital securities of subsidiary trusts & & & & & & \\
\hline Shareholders' equity & 5,784 & & & 5,531 & & \\
\hline Total liabilities, capital securities and shareholders' equity & \$75,131 & & & \$74,362 & & \\
\hline \multicolumn{7}{|l|}{--} \\
\hline \multicolumn{7}{|l|}{\[
\begin{aligned}
& \text { Interest rate spread } \\
& 3.05
\end{aligned}
\]} \\
\hline Impact of noninterest-bearing liabilities & & & . 78 & & & . 59 \\
\hline \multicolumn{7}{|l|}{--} \\
\hline Net interest income/margin on earning assets \(3.64 \%\) & & \$2,189 & 3.15\% & & \$2,530 & \\
\hline
\end{tabular}

<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline Year ended December 31 - & \multicolumn{3}{|c|}{1993} \\
\hline Taxable-equivalent basis & Average & & Average \\
\hline Dollars in millions & Balances & Interest & Yields/Rates \\
\hline \multicolumn{4}{|l|}{ASSETS} \\
\hline \multicolumn{4}{|l|}{INTEREST-EARNING ASSETS} \\
\hline <S> & <C> & <C> & <C> \\
\hline Loans held for sale & \$402 & \$25 & 6.10\% \\
\hline \multicolumn{4}{|l|}{Securities} \\
\hline U.S. Treasury, government agencies and corporations & 19,885 & 1,165 & 5.86 \\
\hline Other debt & 1,818 & 90 & 4.93 \\
\hline Other & 631 & 58 & 9.14 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Total securities & 22,334 & 1,313 & 5.88 \\
\hline \multicolumn{4}{|l|}{Loans, net of unearned income} \\
\hline Consumer & 9,242 & 765 & 8.28 \\
\hline Credit card & 682 & 94 & 13.74 \\
\hline Residential mortgage & 3,834 & 309 & 8.07 \\
\hline Commercial & 14,781 & 1,041 & 7.05 \\
\hline Commercial real estate & 5,314 & 382 & 7.18 \\
\hline Other & 1,688 & 84 & 4.97 \\
\hline Total loans, net of unearned income & 35,541 & 2,675 & 7.53 \\
\hline Other interest-earning assets & 1,710 & 61 & 3.59 \\
\hline Total interest-earning assets/interest income Noninterest-earning assets & 59,987 & 4,074 & 6.79 \\
\hline Allowance for credit losses & \((1,510)\) & & \\
\hline Cash and due from banks & 2,757 & & \\
\hline Other assets & 2,819 & & \\
\hline Total assets & \$64,053 & & \\
\hline \multicolumn{4}{|l|}{LIABILITIES, CAPITAL SECURITIES AND SHAREHOLDERS' EQUITY} \\
\hline \multicolumn{4}{|l|}{Interest-bearing liabilities} \\
\hline \multicolumn{4}{|l|}{Interest-bearing deposits} \\
\hline Demand and money market & \$12,685 & 213 & 1.68 \\
\hline Savings & 3,760 & 56 & 1.49 \\
\hline Other time & 15,571 & 730 & 4.69 \\
\hline Deposits in foreign offices & 222 & 7 & 3.03 \\
\hline Total interest-bearing deposits & 32,238 & 1,006 & 3.12 \\
\hline \multicolumn{4}{|l|}{Borrowed funds} \\
\hline Bank notes and senior debt & 5,177 & 209 & 4.03 \\
\hline Federal funds purchased & 1,844 & 57 & 3.09 \\
\hline Repurchase agreements & 7,263 & 252 & 3.47 \\
\hline Other borrowed funds & 2,696 & 102 & 3.79 \\
\hline Subordinated debt & 670 & 57 & 8.50 \\
\hline Total borrowed funds & 17,650 & 677 & 3.84 \\
\hline Total interest-bearing liabilities/interest expense & 49,888 & 1,683 & 3.37 \\
\hline \multicolumn{4}{|l|}{Noninterest-bearing liabilities and shareholders' equity} \\
\hline Demand and other noninterest-bearing deposits & 7,986 & & \\
\hline Accrued expenses and other liabilities & 1,293 & & \\
\hline Mandatorily redeemable capital securities of subsidiary trusts & & & \\
\hline Shareholders' equity & 4,886 & & \\
\hline Total liabilities, capital securities and shareholders' equity & \$64,053 & & \\
\hline Interest rate spread & & & 3.42 \\
\hline Impact of noninterest-bearing liabilities & & & . 57 \\
\hline Net interest income/margin on earning assets & & \$2,391 & 3.99\% \\
\hline
\end{tabular}

PNC BANK CORP.
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INFORMATION

LOAN MATURITIES AND INTEREST SENSITIVITY
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{<TABLE>} \\
\hline \multicolumn{5}{|l|}{<CAPTION>} \\
\hline December 31, 1997 - & 1 Year & 1 Through & After 5 & Gross \\
\hline in millions & or Less & 5 Years & Years & Loans \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Commercial & \$7,264 & \$8,524 & \$4,201 & \$19,989 \\
\hline Real estate project & 947 & 894 & 285 & 2,126 \\
\hline Total & \$8,211 & \$9,418 & \$4,486 & \$22,115 \\
\hline \multicolumn{5}{|l|}{Loans with} \\
\hline predetermined rate & \$1,155 & \$1,705 & \$789 & \$3,649 \\
\hline Loans with floating rate & 7,056 & 7,713 & 3,697 & 18,466 \\
\hline Total & \$8,211 & \$9,418 & \$4,486 & \$22,115 \\
\hline
\end{tabular}
</TABLE>
At December 31, 1997, $\$ 7.8$ billion of interest rate swaps, caps and floors
designated to commercial and commercial real estate loans altered the interest
rate characteristics of such loans. The impact of the interest rate swaps is not reflected in the previous table.

ALLOWANCE FOR CREDIT LOSSES The allowance for credit losses is based on periodic evaluations of the credit portfolio by management. These evaluations consider, among other factors, historic losses within specific industries,
current economic conditions, loan portfolio trends, specific credit reviews and estimates based on subjective factors. During 1997, 1996 and 1995, stronger economic conditions combined with management's ongoing efforts to improve asset quality resulted in lower nonperforming assets and a higher reserve coverage of nonperforming loans.

<TABLE>
<CAPTION>
SUMMARY OF LOAN LOSS EXPERIENCE
\begin{tabular}{|c|c|c|c|c|c|}
\hline Year ended December 31 - dollars in millions & 1997 & 1996 & 1995 & 1994 & 1993 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Allowance at beginning of year & \$1,166 & \$1,259 & \$1,352 & \$1,372 & \$1,568 \\
\hline Charge-offs & & & & & \\
\hline Consumer & 104 & 100 & 76 & 72 & 80 \\
\hline Credit card & 208 & 66 & 31 & 20 & 22 \\
\hline Residential mortgage & 9 & 9 & 10 & 16 & 8 \\
\hline Commercial & 48 & 52 & 84 & 116 & 168 \\
\hline Commercial real estate & & & & & \\
\hline Commercial mortgage & 8 & 10 & 23 & 15 & 49 \\
\hline Real estate project & 4 & 8 & 14 & 37 & 186 \\
\hline Other & 4 & 2 & 2 & 1 & 1 \\
\hline Total charge-offs & 385 & 247 & 240 & 277 & 514 \\
\hline Recoveries & & & & & \\
\hline Consumer & 36 & 34 & 33 & 34 & 30 \\
\hline Credit card & 25 & 7 & 6 & 6 & 6 \\
\hline Residential mortgage & 1 & 2 & 2 & 1 & 1 \\
\hline Commercial & 38 & 28 & 49 & 59 & 56 \\
\hline Commercial real estate & & & & & \\
\hline Commercial mortgage & 10 & 6 & 9 & 5 & 4 \\
\hline Real estate project & 2 & 4 & 6 & 10 & 8 \\
\hline Other & 1 & 2 & 2 & 1 & 3 \\
\hline Total recoveries & 113 & 83 & 107 & 116 & 108 \\
\hline Net charge-offs & 272 & 164 & 133 & 161 & 406 \\
\hline Net charge-offs on bulk loan sales and assets & & & & & \\
\hline held for accelerated disposition & & & & (8) & (182) \\
\hline Provision for credit losses & 70 & & & 84 & 350 \\
\hline Acquisitions/divestitures & 8 & 71 & 34 & 65 & 42 \\
\hline Allowance at end of year & \$972 & \$1,166 & \$1,259 & \$1,352 & \$1,372 \\
\hline Allowance as a percent of period-end & & & & & \\
\hline Loans & 1.79\% & 2.25\% & 2.59\% & 3.07\% & 3.26\% \\
\hline Nonperforming loans & 351.79 & 334.40 & 351.68 & 239.29 & 160.28 \\
\hline As a percent of average loans & & & & & \\
\hline Net charge-offs including bulk loan sales and assets held for accelerated disposition & . 51 & . 33 & . 29 & . 40 & 1.65 \\
\hline Net charge-offs excluding bulk loan sales and assets held for accelerated disposition & . 51 & . 33 & . 29 & . 38 & 1.14 \\
\hline Provision for credit losses & . 13 & & . 01 & . 20 & . 99 \\
\hline Allowance for credit losses & 1.84 & 2.37 & 2.76 & 3.17 & 3.86 \\
\hline Allowance as a multiple of net charge-offs including bulk loan sales and assets held for accelerated disposition & 3.57x & 7.11x & 9.47x & 8.00x & 2.33x \\
\hline Allowance as a multiple of net charge-offs excluding bulk loan sales and assets held for accelerated disposition & 3.57 & 7.11 & 9.47 & 8.40 & 3.38 \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP.
80
ALLOCATION OF ALLOWANCE FOR CREDIT LOSSES
The following table presents the allocation of allowance for credit losses and the categories of loans as a percentage of total loans.

ALLOCATION OF ALLOWANCE FOR CREDIT LOSSES*
<TABLE>
<CAPTION>

|  | 1997 |  | 1996 |  | 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31 dollars in millions | ALLOWANCE | LOANS TO TOTAL LOANS | Allowance | Loans to <br> Total Loans | Allowance | Loans to Total Loans |
| $\begin{aligned} & \text { <S> } \\ & \text { Commercial } \end{aligned}$ | $\begin{aligned} & <C> \\ & \$ 406 \end{aligned}$ | $\begin{aligned} & \text { <C> } \\ & 36.9 \% \end{aligned}$ | $\begin{aligned} & \text { <C> } \\ & \$ 606 \end{aligned}$ | $\begin{aligned} & <C> \\ & 35.9 \% \end{aligned}$ | <C> \$585 | $\begin{aligned} & \text { <C> } \\ & 34.5 \% \end{aligned}$ |


| Commercial real estate | 141 | 7.3 | 173 | 7.9 | 332 | 10.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | 107 | 20.7 | 139 | 23.3 | 158 | 25.8 |
| Credit card | 258 | 7.0 | 141 | 5.4 | 45 | 2.1 |
| Residential mortgage | 42 | 23.6 | 80 | 24.5 | 112 | 24.0 |
| Other | 18 | 4.5 | 27 | 3.0 | 27 | 3.5 |
| Total | \$972 | 100.0\% | \$1,166 | 100.0\% | \$1,259 | 100.0\% |

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{1994} & \multicolumn{2}{|c|}{1993} \\
\hline December 31 dollars in millions & Allowance & Loans to Total Loans & Allowance & Loans to Total Loans \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Commercial & \$603 & 35.3\% & \$572 & 36.9\% \\
\hline Commercial real estate & 419 & 11.5 & 498 & 12.3 \\
\hline Consumer & 157 & 25.0 & 175 & 24.2 \\
\hline Credit card & 27 & 1.9 & 27 & 1.7 \\
\hline Residential mortgage & 116 & 22.1 & 86 & 20.5 \\
\hline Other & 30 & 4.2 & 14 & 4.4 \\
\hline Total & \$1,352 & 100.0\% & \$1,372 & 100.0\% \\
\hline
\end{tabular}
</TABLE>
* For purposes of this presentation, unallocated reserves have been assigned to loan categories based on the relative specific allocation amounts.

TIME DEPOSITS OF $\$ 100,000$ OR MORE
Time deposits in foreign offices totaled $\$ 3.0$ billion, substantially all of which are in denominations of $\$ 100,000$ or more. The following table sets forth remaining maturities of domestic time deposits of $\$ 100,000$ or more.

DOMESTIC TIME DEPOSITS OF $\$ 100,000$ OR MORE

| December 31, 1997 - in millions | Certificates of Deposit | Other Time Deposits | Total |
| :---: | :---: | :---: | :---: |
| Three months or less | \$1,488 | \$5 | \$1,493 |
| Over three through six months | 433 | 2 | 435 |
| Over six through twelve months | 616 |  | 616 |
| Over twelve months | 1,351 | 33 | 1,384 |
| Total | \$3,888 | \$40 | \$3,928 |

SHORT-TERM BORROWINGS
Most bank notes mature in 1998. Federal funds purchased include overnight borrowings and term federal funds, which are payable on demand. Repurchase agreements generally have maturities of 18 months or less. Other short-term borrowings consist primarily of U.S. Treasury, tax and loan borrowings which are payable on demand and commercial paper which is issued in maturities not to exceed nine months. At December 31, 1997 and 1996, $\$ 997$ million and $\$ 487$ million, respectively, notional value of interest rate swaps were designated to borrowed funds. The effect of these swaps is not included in the rates set forth in the table.

SHORT-TERM BORROWINGS

<TABLE>
<CAPTION>

\begin{tabular}{|c|c|c|c|c|c|}
\hline Average during year & 8,959 & 5.68 & 7,947 & \multirow[t]{2}{*}{5.52} & \multirow[t]{2}{*}{6,091} \\
\hline \multicolumn{4}{|l|}{6.01} & & \\
\hline Maximum month-end balance during year & 10,391 & & 9,041 & & 7,075 \\
\hline \multicolumn{6}{|l|}{Federal funds purchased} \\
\hline Year-end balance & 3,632 & 6.30 & 3,933 & 6.00 & 4,474 \\
\hline \multicolumn{6}{|l|}{5.39 年 5} \\
\hline 6.06 Average during year & 2,834 & 5.57 & 3,157 & 5.41 & 5,200 \\
\hline 6.06 Maximum month-end balance during year & 4,459 & & 4,837 & & 7,413 \\
\hline \multicolumn{6}{|l|}{Repurchase agreements} \\
\hline Year-end balance & 714 & 6.03 & 645 & 5.54 & 2,851 \\
\hline \multicolumn{6}{|l|}{5.89 ( 5} \\
\hline Average during year & 812 & 5.36 & 2,030 & 5.41 & 6,514 \\
\hline \multicolumn{6}{|l|}{6.11} \\
\hline Maximum month-end balance during year & 946 & & 3,363 & & 7,981 \\
\hline \multicolumn{6}{|l|}{Other} \\
\hline Year-end balance & 946 & 5.81 & 3,282 & 5.19 & 1,340 \\
\hline \multicolumn{6}{|l|}{5.53} \\
\hline Average during year & 1,671 & 6.57 & 1,466 & 6.79 & 1,671 \\
\hline \multicolumn{6}{|l|}{7.20} \\
\hline Maximum month-end balance during year & 2,574 & & 3,395 & & 3,057 \\
\hline
\end{tabular}
</TABLE>
PNC BANK CORP
CORPORATE
INFORMATION
CORPORATE HEADQUARTERS
PNC Bank Corp.
One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707
INTERNET INFORMATION
Information on PNC Bank Corp.'s financial results and its products and services
is available on the Internet at www.pncbank.com.
STOCK LISTING
PNC Bank Corp. common stock is traded on the New York Stock Exchange ("NYSE")
under the symbol PNC. At the close of business on February 1, 1998, there were 64,247 common shareholders of record.

FINANCIAL INFORMATION
The Annual Report on Form $10-\mathrm{K}$ is filed with the Securities and Exchange Commission ("SEC"). Copies of this document and other filings, including Exhibits thereto, may be obtained:

Electronically at the SEC's home page at www.sec.gov.
By writing to Michelle Sentner, Assistant Vice President, Financial Reporting, at corporate headquarters.

By calling 412-762-1553 or via e-mail to
financial.reporting@pncbank.com.
INQUIRIES
For Financial Services call 1-800-4-BANKER. Individual shareholders should contact: Shareholder Relations at 800-843-2206 or the PNC Bank Hotline at 800-982-7652.

Analysts and institutional investors should contact: William H. Callihan, Vice President, Investor Relations, at 412-762-8257.

News media representatives and others seeking general information should contact: Jonathan Williams, Vice President, Media Relations, at 412-762-4550.

TRUST PROXY VOTING
Reports of 1997 nonroutine proxy voting by the trust divisions of PNC Bank
Corp. are available by writing to Thomas R. Moore, Vice President and Assistant Corporate Secretary, at corporate headquarters.

ANNUAL SHAREHOLDERS MEETING
All shareholders are invited to attend the PNC Bank Corp. annual meeting on Tuesday, April 28, 1998, at 11 a.m., Eastern Standard Time, on the 15th floor of One PNC Plaza, 249 Fifth Avenue, Pittsburgh, Pennsylvania.

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>

| 1997 QUARTER | High | Low | Close | Cash <br> Dividends <br> Declared |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| First | \$45.000 | \$36.500 | \$40.000 | \$. 37 |


| Second | 44.750 | 37.375 | 41.750 | .37 |
| :--- | ---: | ---: | ---: | ---: |
| Third | 49.750 | 41.125 | 48.813 | .37 |
| Fourth | 58.750 | 42.875 | 56.938 | .39 |
|  |  |  | -------1.50 |  |

1996 Quarter

| First | \$32.625 | \$28.375 | \$30.750 | \$. 35 |
| :---: | :---: | :---: | :---: | :---: |
| Second | 31.500 | 28.375 | 29.750 | . 35 |
| Third | 33.875 | 27.500 | 33.375 | . 35 |
| Fourth | 39.750 | 33.125 | 37.625 | . 37 |
| Total |  |  |  | \$1.42 |

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

Ridgefield Park, New Jersey 07660
800-982-7652

DIVIDEND POLICY

Holders of PNC Bank Corp. common stock are entitled to receive dividends when declared by the board of directors out of funds legally available. The board presently intends to continue the policy of paying quarterly cash dividends. However, future dividends will depend upon earnings, the financial condition of PNC Bank Corp. and other factors including applicable government regulations and policies and contractual restrictions.

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.

PNC BANK CORP.

EXHIBIT 21
PNC BANK CORP.
SCHEDULE OF CERTAIN SUBSIDIARIES
(AS OF FEBRUARY 28, 1998)

<TABLE>
<CAPTION>
STATE OR OTHER JURISDICTION OF
NAME (1) INCORPORATION OR ORGANIZATION
```
-_------
```
<S>
PNC Bancorp, Inc.
    PNC Bank, Delaware (2)
    PNC Bank, FSB (2)
    PNC Bank, National Association (2)
    PNC Bank, New England (2) Massachusetts
    <C>
    Delaware
    Delaware
    , National Association (2) United States
PNC Holding Corp.
    Delaware
    Alpine Indemnity Limited
    Grand Cayman, B.W.I.
    CastleInternational Asset Management Limited
    United Kingdom
    CastleInternational Asset Management, Inc.
    Delaware
    Parkway Management Inc.
PFPC International (Cayman) Ltd
    New Jersey
    PFPC International (Cayman) Ltd
    Grand Cayman, B.W.I.
    PFPC International Ltd
    Dublin, Ireland
    PFPC Trustee and Custodial Services Limited
    Dublin, Ireland
    PNC Alliance Inc.
    Delaware
    PNC Alliance Inc.
PNC Capital Corp.
    Delaware
    PNC Capital Markets, Inc.
    Pennsylvania
    PNC Capital Recovery Corp.
    Pennsylvania
    PNC Commercial Corp
    Florida
    PNC Equities Corp.
    PNC Equity Management Corp (2)
    Delaware
    PNC ESOP Funding Corporation
    Pennsylvania
    Delaware
    PNC Funding Corp
    PNC GPI, Inc.
    Pennsylvania
    Delaware
    PNC Insurance Corp.
    PNC Investment Corp. (2)
    Arizona
    PNC Management Services Corp
    Delaware
    PNC Network Holdings Corp. (2)
    Delaware
    Delaware
    PNC Realty Company, Ohio
    PNC Realty Holding Corp (2)
    PNC Venture Corp Delaware
    Ohio
Pennsylvania
</TABLE>
(1) All active first tier subsidiaries of the Corporation's two primary subsidiary holding companies, PNC Bancorp, Inc. and PNC Holding Corp., have been listed. Not all of such subsidiaries are "significant subsidiaries" within the meaning of Rule $1-02(v)$ of Regulation $S-X$.
(2) The names of the subsidiaries of the indicated entities are omitted because such subsidiaries, considered in the aggregate as a single subsidiary, would not constitute a significant subsidiary.

## CONSENT OF INDEPENDENT AUDITORS

```
We consent to the incorporation by reference, in the Registration Statements
listed below, of our report dated January 23, 1998, with respect to the
consolidated financial statements of PNC Bank Corp. and subsidiaries
incorporated by reference in this Annual Report on Form 10-K of PNC Bank Corp.
for the year ended December 31, 1997.
Form S-3 relating to the Dividend Reinvestment and Stock Purchase Plan (No.
333-19003)
Form S-8 relating to the PNC Bank Corp. Supplemental Incentive Savings Plan and
PNC Bank Corp. and Affiliates Deferred Compensation Plan (No. 333-18069)
Form S-8 relating to the PNC Retirement Savings Plan (No. 333-03901)
Form S-8 relating the PNC Bank Corp. Employee Stock Purchase Plan (No. 33-62311)
Form S-3 relating to the Dividend Reinvestment and Stock Purchase Plan of PNC
Bank Corp. (No. 33-61083)
Post-Effective Amendment No. 1 to Form S-8 relating to the PNC Bank Corp. 1997
Long-Term Incentive Award Plan (No. 33-54960)
Post-Effective Amendment No. 1 on Form S-3 relating to the shelf registration of
$500 million of debt securities of PNC Funding Corp., unconditionally guaranteed
by PNC Bank Corp. (No. 33-42803)
Form S-8 relating to the 1987 Senior Executive Long-Term Award Plan of PNC Bank
Corp. (now known as the PNC Bank Corp. 1992 Long-Term Incentive Award Plan) (No.
33-28828)
Post-Effective Amendment No. 1 (on Form S-8) to Form S-4 relating to the
exercise of stock options assumed by PNC Bank Corp. in connection with the
merger of a wholly-owned subsidiary of PNC Bank Corp. with and into Bank of
Delaware Corporation (No. 33-25642)
Post-Effective Amendment No. 1 to Form S-8 relating to the PNC Bank Corp.
Incentive Savings Plan (No. 33-25140)
Post-Effective Amendment No. 1 on Form S-8 relating to the Stock Option Plan of
PNC Bank Corp. (No. 2-92181)
Post-Effective Amendment No. 2 on Form S-8 relating to the PNC Bank Corp.
Employee Stock Purchase Plan (No. 2-83510)
Form S-8 relating to PNC Bank Corp. Employee Stock Purchase Plan (No. 333-25867)
Form S-3 relating to the shelf registration of $1.3 billion of debt securities
of PNC Funding Corp., unconditionally guaranteed by PNC Bank Corp., and/or
common stock and/or preferred stock of PNC Bank Corp. (No.
333-34709 and No. 333-34709-01)
```

/s/ ERNST \& YOUNG LLP

## POWER OF ATTORNEY

PNC BANK CORP
ANNUAL REPORT ON FORM 10-K FOR YEAR ENDED DECEMBER 31, 1997
KNOW ALL MEN BY THESE PRESENTS, that each of the undersigned Directors and/or Officers of PNC Bank Corp. (the "Corporation"), a Pennsylvania corporation, hereby names, constitutes and appoints Walter E. Gregg, Jr., John F. Fulgoney and Melanie S. Cibik, or each of them, with full power of substitution, such person's true and lawful attorney-in-fact and agent to execute in such person's name, place and stead, in any and all capacities, the Corporation's Annual Report on Form 10-K for the year ended December 31, 1997.

And such persons hereby ratify and confirm all that any said attorney or attorney-in-fact, or any substitute, shall lawfully do or cause to be done by virtue hereof.

Witness the due execution hereof by the following persons in the capacities indicated as of this February 19, 1998.
<TABLE>
<CAPTION>

Name/Signatur
<S>
/s/ THOMAS H. O'BRIEN
Thomas H. O'Brien
/s/ PAUL W. CHELLGREN
Director

Paul W. Chellgren
/s/ ROBERT N. CLAY Director
-----------------------------------------
Robert N. Clay
/s/ GEORGE A. DAVIDSON, JR. Director
$\qquad$
George A. Davidson, Jr.
/s/ DAVID F. GIRARD-DICARLO
Director
---------------------------------------
David F. Girard-diCarlo
/s/ C. G. GREFENSTETTE
Director
C. G. Grefenstette
/s/ WILLIAM R. JOHNSON
Director

William R. Johnson
/s/ BRUCE LINDSAY Director

Bruce Lindsay
/s/ THOMAS MARSHALL
Director
Thomas Marshall
/s/ CRAIG MCCLELLAND
Director
W. Craig McClelland
/s/ JANE G. PEPPER
Director

Jane G. Pepper
/s/ JACKSON H. RANDOLPH
Director

<TABLE>
<S>
/s/ JAMES E. ROHR
James E. Rohr
/s/ RODERIC H. ROSS
------------------------------------------1
Roderic H. Ross
/s/ VINCENT A. SARNI
----------------------------------------
Vincent A. Sarni
/s/ GARRY J. SCHEURING
Garry J. Scheuring
/s/ RICHARD P. SIMMONS
Richard P. Simmons
/s/ THOMAS J. USHER
Thomas J. Usher
/s/ MILTON A. WASHINGTON
Milton A. Washington
/s/ HELGE H. WEHMEIER

Helge H. Wehmeier
</TABLE>
Director

Director

Director

Director

Director

Director
<C>
President and Director

Director

| <TABLE> <S> <C> |  |
| :---: | :---: |
| <ARTICLE> 9 |  |
| <LEGEND> |  |
| This schedule contains summary financial information extracted from the consolidated financial information incorporated by reference to the 1997 Annual |  |
| Report on Form 10-K and is qualified in its entirety by reference to such |  |
| financial information. |  |
| </LEGEND> |  |
| <MULTIPLIER> 1,000,000 |  |
| <S> | <C> |
| <PERIOD-TYPE> | 12-MOS |
| <FISCAL-YEAR-END> | DEC-31-1997 |
| <PERIOD-START> | JAN-01-1997 |
| <PERIOD-END> | DEC-31-1997 |
| <CASH> | 4,303 |
| <INT-BEARING-DEPOSITS> | 0 |
| <FED-FUNDS-SOLD> | 0 |
| <TRADING-ASSETS> | 0 |
| <INVESTMENTS-HELD-FOR-SALE> | 8,522 |
| <INVESTMENTS-CARRYING> | 0 |
| <INVESTMENTS-MARKET> | 0 |
| <LOANS> | 54,245 |
| <ALLOWANCE> | (972) |
| <TOTAL-ASSETS> | 75,120 |
| <DEPOSITS> | 47,649 |
| <SHORT-TERM> | 14,948 |
| <LIABILITIES-OTHER> | 1,815 |
| <LONG-TERM> | 4,674 |
| <PREFERRED-MANDATORY> | 0 |
| <PREFERRED> | 7 |
| <COMMON> | 1,742 |
| <OTHER-SE> | 3,635 |
| <TOTAL-LIABILITIES-AND-EQUITY> | 75,120 |
| <INTEREST-LOAN> | 4,354 |
| <INTEREST-INVEST> | 540 |
| <INTEREST-OTHER> | 157 |
| <INTEREST-TOTAL> | 5,051 |
| <INTEREST-DEPOSIT> | 1,457 |
| <INTEREST-EXPENSE> | 2,556 |
| <INTEREST-INCOME-NET> | 2,495 |
| <LOAN-LOSSES> | 70 |
| <SECURITIES-GAINS> | 49 |
| <EXPENSE-OTHER> | 2,615 |
| <INCOME-PRETAX> | 1,618 |
| <INCOME-PRE-EXTRAORDINARY> | 1,052 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 1,052 |
| <EPS-PRIMARY> | 3.33 |
| <EPS-DILUTED> | 3.28 |
| <YIELD-ACTUAL> | 3.94 |
| <LOANS-NON> | 276 |
| <LOANS-PAST> | 288 |
| <LOANS-TROUBLED> | 0 |
| <LOANS-PROBLEM> | 41 |
| <ALLOWANCE-OPEN> | 1,166 |
| <CHARGE-OFFS> | (385) |
| <RECOVERIES> | 113 |
| <ALLOWANCE-CLOSE> | 972 |
| <ALLOWANCE-DOMESTIC> | 972 |
| <ALLOWANCE-FOREIGN> | 0 |
| <ALLOWANCE-UNALLOCATED> | 0 |



| <EXTRAORDINARY> | 0 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  |  |
| <CHANGES> | 0 | 0 | 0 | 0 |
| 0 |  |  |  |  |
| <NET-INCOME> | 992 | 720 | 486 | 238 |
| 408 |  |  |  |  |
| <EPS-PRIMARY> | 2.91 | 2.11 | 1.42 | . 70 |
| 1.20 |  |  |  |  |
| <EPS-DILUTED> | 2.88 | 2.09 | 1.41 | . 69 |
| 1.19 |  |  |  |  |
| <YIELD-ACTUAL> | 3.83 | 3.77 | 3.72 | 3.73 |
| 3.15 |  |  |  |  |
| <LOANS-NON> | 347 | 374 | 378 | 355 |
| 335 |  |  |  |  |
| <LOANS-PAST> | 244 | 231 | 191 | 209 |
| 225 |  |  |  |  |
| <LOANS-TROUBLED> | 2 | 3 | 3 | 17 |
| 23 |  |  |  |  |
| <LOANS-PROBLEM> | 151 | 0 | 0 | 0 |
| 176 |  |  |  |  |
| <ALLOWANCE-OPEN> | 1,259 | 1,259 | 1,259 | 1,259 |
| 1,352 |  |  |  |  |
| <CHARGE-OFFS> | (247) | (168) | (113) | 55 |
| 240 |  |  |  |  |
| <RECOVERIES> | 83 | 61 | 43 | 21 |
| 107 |  |  |  |  |
| <ALLOWANCE-CLOSE> | 1,166 | 1,152 | 1,189 | 1,225 |
| 1,259 |  |  |  |  |
| <ALLOWANCE-DOMESTIC> | 1,166 | 1,152 | 1,189 | 1,225 |
| 1,259 |  |  |  |  |
| <ALLOWANCE-FOREIGN> | 0 | 0 | 0 | 0 |
| 0 |  |  |  |  |
| <ALLOWANCE-UNALLOCATED> | 0 | 0 | 0 | 0 |
| 0 |  |  |  |  |

```
<TABLE> <S> <C>
```

<ARTICLE> 9

<LEGEND>

This schedule restates previously filed data relating to the adoption of
SFAS No. 128 "Earnings Per Share." The provisions of SFAS No. 128 required
replacement of primary and fully diluted earnings per share amounts with basic
and diluted earnings per share. This schedule also restates previously filed
data for short-term and long-term borrowings.
</LEGEND>
<MULTIPLIER> 1,000,000

| <S> | <C> |  | <C> |  | <C> |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <PERIOD-TYPE> | 9-MOS |  | 6-MOS |  | 3-MOS |  |
| <FISCAL-YEAR-END> |  | DEC-31-1997 |  | DEC-31-1997 |  | DEC-31-1997 |
| <PERIOD-START> |  | JAN-01-1997 |  | JAN-01-1997 |  | JAN-01-1997 |
| <PERIOD-END> |  | SEP-30-1997 |  | JUN-30-1997 |  | MAR-31-1997 |
| <CASH> |  | 3,460 |  | 3,676 |  | 3,096 |
| <INT-BEARING-DEPOSITS> |  | 0 |  | 0 |  | 0 |
| <FED-FUNDS-SOLD> |  | 0 |  | 0 |  | 0 |
| <TRADING-ASSETS> |  | 0 |  | 0 |  | 0 |
| <INVESTMENTS-HELD-FOR-SALE> |  | 8,000 |  | 8,396 |  | 9,593 |
| <INVESTMENTS-CARRYING> |  | 0 |  | 0 |  | 0 |
| <INVESTMENTS-MARKET> |  | 0 |  | 0 |  | 0 |
| <LOANS> |  | 53,651 |  | 53,497 |  | 52,575 |
| <ALLOWANCE> |  | $(1,027)$ |  | $(1,075)$ |  | $(1,119)$ |
| <TOTAL-ASSETS> |  | 71,828 |  | 71,973 |  | 71,166 |
| <DEPOSITS> |  | 44,788 |  | 45,216 |  | 44,902 |
| <SHORT-TERM> |  | 14,666 |  | 14,803 |  | 14,415 |
| <LIABILITIES-OTHER> |  | 1,862 |  | 1,657 |  | 1,889 |
| <LONG-TERM> |  | 4,386 |  | 4,263 |  | 4,132 |
| <PREFERRED-MANDATORY> |  | 0 |  | 0 |  | 0 |
| <PREFERRED> |  | 7 |  | 7 |  | 7 |
| <COMMON> |  | 1,740 |  | 1,737 |  | 1,735 |
| <OTHER-SE> |  | 3,729 |  | 3,640 |  | 3,736 |
| <TOTAL-LIABILITIES-AND-EQUITY> |  | 71,828 |  | 71,973 |  | 71,166 |
| <INTEREST-LOAN> |  | 3,236 |  | 2,135 |  | 1,056 |
| <INTEREST-INVEST> |  | 421 |  | 295 |  | 156 |
| <INTEREST-OTHER> |  | 113 |  | 69 |  | 30 |
| <INTEREST-TOTAL> |  | 3,770 |  | 2,499 |  | 1,242 |
| <INTEREST-DEPOSIT> |  | 1,087 |  | 714 |  | 346 |
| <INTEREST-EXPENSE> |  | 1,907 |  | 1,256 |  | 612 |
| <INTEREST-INCOME-NET> |  | 1,863 |  | 1,243 |  | 630 |
| <LOAN-LOSSES> |  | 45 |  | 25 |  | 10 |
| <SECURITIES-GAINS> |  | 27 |  | 30 |  | 16 |
| <EXPENSE-OTHER> |  | 1,914 |  | 1,275 |  | 636 |
| <INCOME-PRETAX> |  | 1,209 |  | 802 |  | 409 |
| <INCOME-PRE-EXTRAORDINARY> |  | 787 |  | 525 |  | 266 |
| <EXTRAORDINARY> |  | 0 |  | 0 |  | 0 |
| <CHANGES> |  | 0 |  | 0 |  | 0 |
| <NET-INCOME> |  | 787 |  | 525 |  | 266 |
| <EPS-PRIMARY> |  | 2.47 |  | 1.63 |  | . 81 |
| <EPS-DILUTED> |  | 2.44 |  | 1.61 |  | . 80 |
| <YIELD-ACTUAL> |  | 3.91 |  | 3.92 |  | 3.98 |
| <LOANS-NON> |  | 315 |  | 345 |  | 322 |
| <LOANS-PAST> |  | 289 |  | 230 |  | 251 |
| <LOANS-TROUBLED> |  | 2 |  | 1 |  | 1 |
| <LOANS-PROBLEM> |  | 0 |  | 0 |  | 0 |
| <ALLOWANCE-OPEN> |  | 1,166 |  | 1,166 |  | 1,166 |
| <CHARGE-OFFS> |  | (280) |  | (185) |  | (89) |
| <RECOVERIES> |  | 88 |  | 66 |  | 29 |
| <ALLOWANCE-CLOSE> |  | 1,027 |  | 1,075 |  | 1,119 |
| <ALLOWANCE-DOMESTIC> |  | 1,027 |  | 1,075 |  | 1,119 |
| <ALLOWANCE-FOREIGN> |  | 0 |  | 0 |  | 0 |
| <ALLOWANCE-UNALLOCATED> |  | 0 |  | 0 |  | 0 |

</TABLE>

