## PNC BANK

Quarterly Report on Form 10-Q
For the quarterly period ended September 30, 1999

\$76,238
Earning assets
68,638
Loans, net of unearned income
56,752
Securities available for sale
7,152
Deposits

| 64,782 | 69,027 |
| :---: | ---: |
| 51,398 | 57,650 |
| 8,096 | 7,074 |
| 45,146 | 47,496 |
| 18,898 | 20,946 |
| 5,871 | 6,043 |
| 5,558 | 18.829 |
| 18.90 | $7.28 \%$ |
| $7.74 \%$ | 7.42 |

46,875
Borrowed funds
19,972

| Shareholders' equity | 5,871 | 6,043 |
| :---: | :---: | :---: |
| 5,793 |  |  |
| Common shareholders' equity | 5,558 | 5,729 |
| 5,479 |  |  |
| Book value per common share 18.21 | 18.90 | 18.86 |
| CAPITAL RATIOS |  |  |
| Leverage | $7.74 \%$ | $7.28 \%$ |
| $7.18 \%$ |  |  |
| Common shareholders' equity to total assets | 7.61 | 7.42 |

Common shareholders' equity to total assets
.42
7.19

ASSET QUALITY RATIOS
Nonperforming assets to total loans, loans held
for sale and foreclosed assets

| $.65 \%$ | $.55 \%$ |
| ---: | ---: |
| 1.31 | 1.31 |
| 214.65 | 255.25 |
| .22 | 1.24 |

Allowance for credit losses to total loans
1.44

Allowance for credit losses to nonaccrual loans
.22
1.24

Quarterly net charge-offs to average loans
. 62
$==$
</TABLE>

PNC BANK CORP.
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## FINANCIAL REVIEW

This Financial Review should be read in conjunction with the PNC Bank Corp. and subsidiaries' ("Corporation" or "PNC Bank") unaudited Consolidated Financial Statements included herein and the Financial Review and audited Consolidated Financial Statements included in the Corporation's 1998 Annual Report.

OVERVIEW
PNC BANK CORP. The Corporation is one of the largest diversified financial services companies in the United States operating retail banking, asset management and wholesale banking businesses that provide products and services nationally and in PNC Bank's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky.

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. Recently enacted financial services reform legislation will allow banks and insurance companies to further expand the range of products and services offered to customers.

PNC Bank has responded to these challenges by transitioning to an organization managed as separate businesses with highly focused customer segments. This management structure enables PNC's businesses to operate with an entrepreneurial focus on the valuation dynamics and competitive opportunities unique to their industry segments. This business model also allows the Corporation to enhance consolidated value by leveraging technology, information, branding, marketing, and financial resources across all businesses.

The Corporation has altered its business mix by investing in specialized financial services businesses, including asset management, mutual fund servicing, investment advisory, mortgage banking and corporate services. These businesses are largely fee-based, less capital intensive and provide growth opportunities on a national scale. More meaningful contributions from these businesses, coupled with disciplined management of traditional banking activities, have allowed PNC Bank to significantly improve the composition of its revenue stream.

Pursuant to this strategy, in July 1999, the Corporation announced an agreement to acquire First Data Investor Services Group, Inc. ("ISG"), the mutual fund servicing subsidiary of First Data Corporation, for $\$ 1.1$ billion in cash. The transaction is expected to close in the fourth quarter of 1999, subject to customary closing conditions. Also, during the first quarter of 1999, the Corporation completed the sale of its credit card business and made the decision to exit certain out-of-footprint large corporate, national healthcare and other non-strategic institutional lending businesses.

Additionally, in October, 1999, BlackRock, Inc., PNC Bank's investment management subsidiary, issued 9 million shares of class A common stock at $\$ 14.00$ per share in an initial public offering. PNC Bank will continue to own approximately $70 \%$ of BlackRock's stock and expects to record an after-tax gain of approximately $\$ 60$ million during the fourth quarter of 1999 as a result of this offering.

SUMMARY FINANCIAL RESULTS Consolidated net income for the first nine months of 1999 was $\$ 960$ million or $\$ 3.14$ per diluted share. Results for the first nine months of 1999 included $\$ 358$ million of pretax gains on the sales of PNC Bank's credit card business, an equity interest in Electronic Payment Services, Inc. ("EPS"), Concord EFS, Inc. ("Concord") stock and twelve branches in western Pennsylvania. The first nine months of 1999 also included $\$ 142$ million of valuation adjustments associated with exiting certain institutional lending businesses, $\$ 98$ million of costs related to efficiency initiatives and a $\$ 30$ million contribution to the PNC Bank Foundation. Excluding these items, earnings for the first nine months of 1999 were $\$ 895$ million or $\$ 2.92$ per diluted share, return on average common shareholders' equity was $21.24 \%$ and return on average assets was $1.59 \%$. Earnings for the first nine months of 1998 were $\$ 830$ million or $\$ 2.68$ per diluted share.

Taxable-equivalent net interest income was $\$ 1.875$ billion for the first nine months of 1999 , a $\$ 59$ million decrease compared with the first nine months of 1998. The net interest margin was $3.70 \%$ for the first nine months of 1999 compared with 3.86 in the prior-year period. These declines were primarily due to the sale of the credit card business in the first quarter of 1999. Excluding the credit card business, net interest income was $\$ 1.809$ billion for the first nine months of 1999 , an increase of $\$ 113$ million or $7 \%$ compared with the first nine months of 1998, and the net interest margin was $3.62 \%$ and $3.60 \%$ in 1999 and 1998, respectively.

Noninterest income was $\$ 2.046$ billion for the first nine months of 1999 , $\$ 442$ million increase compared with the first nine months of 1998. Excluding the gains and valuation adjustments from 1999 and $\$ 86$ million of branch gains and $\$ 30$ million of valuation adjustments from 1998, noninterest income increased $\$ 282$ million or $18 \%$ in the period-to-period comparison primarily due to growth in fee-based revenue.

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## FINANCIAL REVIEW

The provision for credit losses was $\$ 133$ million for the first nine months of 1999 compared with $\$ 110$ million a year ago. Net charge-offs were $\$ 131$ million or $.33 \%$ of average loans for the first nine months of 1999 compared with $\$ 267$ million or $.65 \%$, respectively, for the first nine months of 1998. The decreases were due to the sale of the credit card business in the first quarter of 1999.

Noninterest expense was $\$ 2.314$ billion for the first nine months of 1999 , an $8 \%$ increase compared with the first nine months of 1998. Noninterest expense increased 5\% compared with the prior-year period excluding $\$ 98$ million of costs related to efficiency initiatives and a $\$ 30$ million contribution to the PNC Bank Foundation in 1999 and $\$ 55$ million of costs primarily for consumer delivery initiatives in 1998. The increase supported revenue growth in fee-based businesses. The efficiency ratio improved to $53.78 \%$ for the first nine months of 1999 compared with 55.50 in the prior year due to a continued focus on improving returns in traditional businesses.

Total assets were $\$ 73.0$ billion at September 30, 1999 , compared with $\$ 77.2$ billion at December 31, 1998. The decline was primarily due to the sale of the credit card business in the first quarter of 1999. Shareholders' equity totaled $\$ 5.9$ billion at September 30, 1999, compared with $\$ 6.0$ billion at December 31, 1998. The leverage ratio was $7.74 \%$ and Tier I and total risk-based capital ratios were $8.47 \%$ and $11.95 \%$, respectively, at September 30, 1999.

Overall asset quality characteristics remained relatively stable during the first nine months of 1999. The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets was .65\% at September 30, 1999 and
.55\% at December 31, 1998. Nonperforming assets were $\$ 361$ million at September 30, 1999, compared with $\$ 332$ million at December 31, 1998. The allowance for
credit losses was $\$ 674$ million and represented $215 \%$ of nonaccrual loans and $1.31 \%$ of period-end loans at September 30, 1999. The comparable ratios were $255 \%$ and $1.31 \%$, respectively, at December 31, 1998.

## FORWARD-LOOKING STATEMENTS

This report includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to financial performance and other financial and business matters. Forward-looking statements are typically identified by words or phrases such as "believe," "expect," "anticipate," "intend," "estimate," "may increase," "may fluctuate," and variations of such words and similar expressions, or future or conditional verbs such as "will," "would," and "could" or similar expressions. The Corporation cautions that these forward-looking statements are subject to numerous assumptions, risks and uncertainties, all of which change over time, and the Corporation assumes no duty to update forward-looking statements. Actual results could differ materially from those anticipated in these forward-looking statements.

In addition to factors previously disclosed by the Corporation and those identified elsewhere herein, the following factors, among others, could cause actual results to differ materially from forward-looking statements: the inability of the Corporation or others to remediate year 2000 concerns in a timely and adequate fashion; continued pricing pressures on loan and deposit products; increased credit risk; the introduction, withdrawal, success and timing of business initiatives and strategies; intensified competition; the ability to realize cost savings or revenues and implement integration plans associated with acquisitions and divestitures; changes in global and domestic economic conditions generally and in primary geographic markets in which the Corporation conducts business; changes in interest rates and financial and capital markets; inflation; customer borrowing, repayment, investment and deposit practices; customers' acceptance of PNC Bank's products and services; and the impact, extent and timing of technological changes, capital management activities, actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

## REVIEW OF BUSINESSES

PNC Bank operates seven major businesses engaged in retail banking, asset management and wholesale banking activities: PNC Regional Bank, PNC Advisors, BlackRock, PFPC Worldwide, PNC Institutional Bank, PNC Secured Finance and PNC Mortgage.

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

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The following changes were made in the first quarter of 1999 to the presentation of business results: PNC Regional Bank reflects the combination of PNC Regional Community Bank and PNC National Consumer Bank. Branch-based brokerage activities (previously included in PNC Advisors), the middle market customer segment (previously included in PNC Corporate Bank) and regional real estate lending and leasing activities in PNC Bank's geographic footprint (previously included in PNC Secured Finance) were also combined with PNC Regional Bank. Additionally, residential mortgages (previously included in PNC Mortgage) were realigned with PNC Regional Bank. Certain out-of-footprint large corporate, national healthcare and other non-strategic institutional lending businesses as well as venture capital activities (previously included in PNC Corporate Bank) are included in Other. PNC Institutional Bank is comprised of the remaining activities that were previously in PNC Corporate Bank. BlackRock reflects legal entity results for BlackRock, Inc. Financial results for 1999 and 1998 are presented consistent with this structure.

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

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

The Corporation is managed as a portfolio of distinct businesses that are positioned to compete as stand-alone companies while enhancing PNC Bank's consolidated value by leveraging technology, information, branding, marketing and financial resources across all businesses. Total business earnings were \$885 million for the first nine months of 1999, a $22 \%$ increase compared with the prior-year period. The contribution from asset management businesses increased to $21 \%$ of total business results while the regional bank and wholesale businesses accounted for $55 \%$ and $24 \%$ of total business results, respectively.

RESULTS OF BUSINESSES

<TABLE>
<CAPTION>

\$75,248 \$73,699
===============
</TABLE>
* BlackRock's assets are presented as of period end.

| FINANCIAL REVIEW |  |  |
| :---: | :---: | :---: |
| <TABLE> |  |  |
| <CAPTION> |  |  |
| PNC REGIONAL BANK |  |  |
| Nine months ended September 30 - dollars in millions | 1999 | 1998 |
| <S> | <C> | <C> |
| INCOME STATEMENT |  |  |
| Net interest income | \$ 1,305 | \$ 1,271 |
| Noninterest income | 429 | 475 |
| Total revenue | 1,734 | 1,746 |
| Provision for credit losses | 33 | 41 |
| Noninterest expense | 908 | 961 |
| Pretax earnings | 793 | 744 |
| Income taxes | 303 | 293 |
| Earnings | \$ 490 | \$ 451 |



PERFORMANCE RATIOS
Return on assigned capital 22\% $22 \%$
Noninterest income to total revenue 25
Efficiency 51

</TABLE>
PNC Regional Bank provides credit, deposit, branch-based brokerage and electronic banking products and services to retail customers as well as credit, leasing, treasury management and capital markets products and services to mid-sized and small businesses primarily within PNC Bank's geographic footprint. PNC Regional Bank utilizes experienced relationship managers and sophisticated information technology to identify consumer preferences for products, services and delivery channels of choice.

Consumers are increasingly demanding the convenience of multiple delivery channels and choice among products and services. As consumer preferences have changed, PNC Regional Bank has focused on offering desired products and balancing resources between traditional branches and technology-driven alternative delivery channels.

PNC Regional Bank contributed 55\% of total business earnings for the first nine months of 1999 compared with 63\% in the first nine months of 1998. Earnings increased $\$ 39$ million or $9 \%$ to $\$ 490$ million for the first nine months of 1999 and the return on assigned capital and efficiency ratios improved due to strategies designed to respond to changing customer preferences while improving the effectiveness and efficiency of the delivery system. These strategies resulted in revenue growth and a reduction in operating costs in the period-to-period comparison. Excluding the impact of $\$ 86$ million of branch gains and $\$ 40$ million of costs related to consumer delivery initiatives in 1998, earnings increased 16\%.

Excluding the impact of the branch gains in 1998, revenue increased 4\% to \$1.734
billion for the first nine months of 1999 compared with the prior-year period. The increase was primarily due to growth in deposits and fee-based services. The decrease in the provision for credit losses as well as consumer loans was primarily due to the downsizing of the indirect auto loan portfolio.

Excluding the impact of costs related to consumer delivery initiatives in 1998, noninterest expense decreased 1\% for the first nine months of 1999 compared with the prior-year period.

PNC Regional Bank engages in credit and deposit activities that are affected by economic and financial market conditions. Accordingly, changes in the economy or financial markets could impact asset quality and results of operations.

## PNC BANK CORP

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</TABLE>

PNC Advisors, the nation's fourth largest manager of trust and high net worth assets, offers personalized investment management, high-end brokerage, personal trust, estate planning and traditional banking services to affluent and wealthy individuals, and investment management, trust and administrative services to pensions, $401(k)$ plans and charitable organizations.

PNC Advisors strives to be the "financial advisor of choice" in the growing affluent market, providing a full range of high quality, customized and predominantly fee-based investment products and services. Consistent with this objective, in the fourth quarter of 1998, the Corporation acquired Hilliard-Lyons, Inc. ("Hilliard Lyons"), a firm primarily focused on delivering brokerage services and investment advice to affluent clients. PNC Advisors is expanding the Hilliard Lyons brand and organization throughout PNC Bank's geographic footprint, which includes several of the nation's wealthiest
metropolitan areas.
PNC Advisors contributed $13 \%$ of total business earnings for the first nine months of 1999 compared with $12 \%$ in the prior-year period. Earnings of $\$ 111$ million for the first nine months of 1999 increased $\$ 24$ million or $28 \%$ compared with the first nine months of 1998 driven by strong revenue growth.

Revenue increased $\$ 203$ million or $58 \%$ for the first nine months of 1999 compared with the prior-year period. The increase was due to higher brokerage revenue primarily from the Hilliard Lyons acquisition and higher investment management and trust revenue primarily resulting from new business. The period-to-period increase in noninterest expense and the efficiency ratio as well as the lower return on assigned capital was attributable to the Hilliard Lyons acquisition.

<TABLE>
<CAPTION>
ASSETS UNDER MANAGEMENT*
\begin{tabular}{|c|c|c|}
\hline September 30 - in billions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline Personal investment management and trust & \$57 & \$47 \\
\hline Institutional trust & 9 & 6 \\
\hline Total & \$66 & \$53 \\
\hline
\end{tabular}
</TABLE>
* Assets under management do not include brokerage assets administered.

At September 30, 1999, PNC Advisors managed $\$ 66$ billion of assets, a $25 \%$ increase compared with the prior-year period due to new business and the Hilliard Lyons acquisition. Brokerage assets administered by PNC Advisors increased $\$ 24$ billion in the period-to-period comparison to $\$ 29$ billion at September 30, 1999, primarily due to the Hilliard Lyons acquisition.

PNC Advisors' revenue is affected by the volume of new business, the
value of assets managed, 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 results of operations.

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FINANCIAL REVIEW

<TABLE>
<CAPTION>
BLACKROCK
\begin{tabular}{|c|c|c|}
\hline Nine months ended September 30 & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline INCOME STATEMENT & & \\
\hline Advisory and administrative fees & \$265 & \$201 \\
\hline Other income & 15 & 9 \\
\hline Total revenue & 280 & 210 \\
\hline Operating expense & 192 & 150 \\
\hline Goodwill amortization & 7 & 7 \\
\hline Operating income & 81 & 53 \\
\hline Interest expense & 8 & 9 \\
\hline Pretax earnings & 73 & 44 \\
\hline Income taxes & 31 & 21 \\
\hline Earnings & \$ 42 & \$ 23 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{PERIOD-END BALANCE SHEET} \\
\hline Goodwill & \$197 & \$206 \\
\hline Other assets & 246 & 96 \\
\hline Total assets & \$443 & \$302 \\
\hline Borrowings & \$153 & \$130 \\
\hline Other liabilities & 142 & 81 \\
\hline Shareholders' equity & 148 & 91 \\
\hline Total funds & \$443 & \$302 \\
\hline
\end{tabular}

PERFORMANCE RATIOS
\begin{tabular}{lll} 
Return on average equity & \(44 \%\) & \(38 \%\) \\
Operating margin & 29 & 25 \\
Efficiency & 69 & 71
\end{tabular}
\(==============================================================================1\)
</TABLE>
BlackRock, one of the largest publicly traded investment management firms in the United States, offers fixed income, domestic and international equity and liquidity investment products and is focused on expanding marketing and delivery channels for a wide range of institutional and retail customers.

In October 1999, BlackRock, Inc. issued 9 million shares of class A common stock at $\$ 14.00$ per share in an initial public offering with PNC Bank retaining approximately $70 \%$ of BlackRock's stock. The proceeds from the offering were used to retire a portion of BlackRock's revolving line of credit with the Corporation. Management anticipates that this offering will assist BlackRock in attracting and retaining the highest quality professionals and support its long-term growth objectives.

BlackRock contributed 5\% of total business earnings for the first nine months of 1999 compared with $3 \%$ y year ago. Earnings of $\$ 42$ million for the first nine months of 1999 nearly doubled compared with the prior-year period primarily due to revenue growth resulting from new business. Advisory and administration fees for the first nine months of 1999 increased $\$ 64$ million or $32 \%$ compared with the prior-year period primarily due to a $23 \%$ increase in assets under management and higher performance fees. The increase in operating expense in the period-to-period comparison supported revenue growth.

At September 30, 1999, BlackRock managed $\$ 148$ billion of assets for individual and institutional investors. Approximately $90 \%$ were invested in fixed income and liquidity funds that historically have been less volatile than equity funds.

| <TABLE> |  |  |
| :---: | :---: | :---: |
| <CAPTION> |  |  |
| ASSETS UNDER MANAGEMENT |  |  |
| September 30 - in billions | 1999 | 1998 |
| <S> | <C> | <C> |
| Fixed income | \$83 | \$63 |
| Liquidity | 50 | 45 |
| Equity and other | 15 | 12 |
| Total assets under management | \$148 | \$120 |

Proprietary mutual funds

| BlackRock Funds | \$25 | \$22 |
| :---: | :---: | :---: |
| Provident Institutional Funds | 22 | 22 |
| Total proprietary mutual funds | \$47 | \$44 |

</TABLE>
BlackRock's proprietary mutual fund family, representing approximately $\$ 47$
billion of total assets under management, provides individual and institutional investors with a full range of equity, bond and money market investment products.

BlackRock's revenue is affected by the volume of new business, the value of assets managed, 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 results of operations.

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| <TABLE> |  |  |  |
| :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |
| PFPC WORLDWIDE |  |  |  |
| Nine months ended | September 30 - dollars in millions | 1999 | 1998 |
| <S> |  | <C> | <C> |
| INCOME STATEMENT |  |  |  |
| Revenue |  | \$170 | \$141 |
| Operating expense |  | 116 | 95 |


| Pretax earnings | 54 | 46 |
| :---: | :---: | :---: |
| Income taxes | 20 | 17 |
| Earnings | \$ 34 | \$ 29 |
| AVERAGE BALANCE SHEET |  |  |
| Total assets | \$257 | \$229 |
| Deposits | \$130 | \$119 |
| Other liabilities | 18 | 19 |
| Assigned capital | 109 | 91 |
| Total funds | \$257 | \$229 |
| PERFORMANCE RATIOS |  |  |
| Return on assigned capital | 42\% | 43\% |
| Operating margin | 32 | 33 |
| Efficiency | 67 | 66 |

</TABLE>
PFPC Worldwide ("PFPC"), the Corporation's global fund servicing operation, provides a wide range of accounting, administration, transfer agency, custody, securities lending and integrated banking transaction services to mutual funds, pension and money fund managers, partnerships, brokerage firms, insurance companies and banks. Continued growth of its Dublin, Ireland operation has expanded PFPC's international presence. PFPC will continue to leverage its technology platform, providing customized services for clients and promoting its full service capabilities to the global funds marketplace.

In July 1999, the Corporation announced an agreement to acquire First Data Investor Services Group ("ISG"), the mutual fund servicing subsidiary of First Data Corp., for $\$ 1.1$ billion in cash. ISG is one of the nation's leading providers of processing services for pooled investment products, a high-growth industry that includes mutual funds and retirement plans. ISG's integration with PFPC is expected to create one of the nation's leading full-service transfer agents, while significantly strengthening PFPC's position as a full-service provider of accounting services. The transaction will also add key related businesses, including retirement plan servicing, to PFPC's growing operations. The transaction is expected to close in the fourth quarter of 1999 , subject to customary closing conditions.

PFPC contributed 4\% of total business earnings for the first nine months of 1999 and 1998. Earnings increased $\$ 5$ million or $17 \%$ to $\$ 34$ million for the first nine months of 1999 primarily due to revenue growth. Revenue increased $\$ 29$ million or $21 \%$ to $\$ 170$ million for the first nine months of 1999 driven by new business, existing client growth and market appreciation. Operating expense increased in the period-to-period comparison to support revenue growth and infrastructure costs associated with business expansion.

At September 30, 1999, PFPC provided custody and accounting/administration services for $\$ 353$ billion and $\$ 246$ billion, respectively, of mutual fund and other pooled assets. The comparable amounts were $\$ 287$ billion and $\$ 228$ billion, respectively, a year ago. The increase in custody and accounting/administration assets serviced in the period-to-period comparison was $23 \%$ and $8 \%$, respectively.

<TABLE>
<CAPTION>
ASSETS SERVICED
\begin{tabular}{|c|c|c|}
\hline September 30 - in billions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline Custody & \$353 & \$287 \\
\hline Accounting/administration & 246 & 228 \\
\hline
\end{tabular}
</TABLE>
PFPC's revenue is affected by the number and value of customer accounts serviced and financial market conditions. Revenue may be positively affected by
increasing customer account values or improving financial markets. Conversely, declining customer account values or deteriorating financial markets may have an adverse effect on results of operations.

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| <CAPTION> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| PNC INSTITUTIONAL BANK |  |  |  |  |
| Nine months ended September 30 - dollars in millions | 1999 |  | 1998 |  |
| <S> | <C> |  | <C> |  |
| INCOME STATEMENT |  |  | \$ |  |
| Credit-related revenue | \$ | 137 |  | 126 |
| Noncredit revenue |  | 176 |  | 154 |
| Total revenue |  | 313 |  | 280 |
| Provision for credit losses |  | 19 |  | 42 |
| Noninterest expense |  | 166 |  | 150 |
| Pretax earnings |  | 128 |  | 88 |
| Income taxes |  | 44 |  | 30 |
| Earnings | \$ | 84 | \$ | 58 |

AVERAGE BALANCE SHEET

| Loans |  |  |
| :---: | :---: | :---: |
| Specialized industries | \$4,144 | \$3,628 |
| Large corporate | 3,370 | 2,988 |
| Other | 464 | 356 |
| Total loans | 7,978 | 6,972 |
| Other assets | 1,682 | 1,487 |
| Total assets | \$9,660 | \$8,459 |
| Net deposits | \$2,766 | \$2,503 |
| Assigned funds and other liabilities | 6,218 | 5,364 |
| Assigned capital | 676 | 592 |
| Total funds | \$9,660 | \$8,459 |

PERFORMANCE RATIOS

| Return on assigned capital | $17 \%$ | $13 \%$ |
| :--- | :--- | :--- |
| Noncredit revenue to total revenue | 56 | 55 |
| Efficiency | 52 | 53 |
| $==========================================================================$ |  |  |

## </TABLE>

PNC Institutional Bank provides specialized credit, capital markets and treasury management products and services to corporations, institutions and government entities nationwide. The strategic focus for PNC Institutional Bank is to further enhance shareholder value in a business that historically has been capital intensive as a result of credit-related balance sheet activities. PNC Institutional Bank is emphasizing relationships that utilize higher margin noncredit products and services, especially treasury management and capital markets, and is exiting certain businesses and relationships with limited opportunity for satisfactory returns.

Consistent with this strategy, during the first quarter of 1999 PNC Institutional Bank made the decision to exit certain out-of-footprint large corporate, national healthcare and other non-strategic institutional lending businesses. The operating results for these activities are excluded from business results in both periods.

PNC Institutional Bank contributed 9\% of total business earnings for the first nine months of 1999 compared with $8 \%$ in the prior-year period. Earnings of $\$ 84$ million for the first nine months of 1999 increased $\$ 26$ million or $45 \%$ compared with the prior-year period due to higher revenue and a lower provision for credit losses.

Total revenue of $\$ 313$ million for the first nine months of 1999 increased $\$ 33$ million or $12 \%$ compared with the first nine months of 1998. Credit-related revenue primarily represents net interest income from loans and increased 9\% in the period-to-period comparison driven by higher loan outstandings. Noncredit revenue, which includes noninterest income and the benefit of compensating balances in lieu of fees, increased $\$ 22$ million or $14 \%$ compared with the prior year primarily driven by growth in treasury management. The higher provision for credit losses in 1998 related to exposure to a single healthcare relationship.

Treasury management and capital markets products offered through PNC Institutional Bank are sold by several businesses across the Corporation and related revenue is included in the results of those businesses. Total consolidated revenue from treasury management was $\$ 194$ million for the first nine months of 1999, a $13 \%$ increase compared with the first nine months of 1998. Total consolidated revenue from capital markets was $\$ 75$ million for the first nine months of 1999, a 16\% increase compared with the prior-year period.

PNC Institutional Bank engages in credit and capital markets activities, which are impacted by economic and financial market conditions. Accordingly, changes in the economy or financial markets could impact asset quality and results of operations.

## PNC BANK CORP

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| <TABLE> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |  |
| PNC SECURED FINANCE |  |  |  |  |
| Nine months ended September 30 - dollars in millions | 1999 |  | 1998 |  |
| <S> | <C> |  | <C> |  |
| INCOME STATEMENT |  |  |  |  |
| Net interest income | \$ | 146 | \$ | 120 |
| Noninterest income |  |  |  |  |
| Net commercial mortgage banking |  | 45 |  | 4 |
| Corporate finance |  | 16 |  | 12 |
| Other |  | 17 |  | 11 |
| Total noninterest income |  | 78 |  | 27 |
| Total revenue |  | 224 |  | 147 |
| Provision for credit losses |  | 9 |  | (5) |
| Noninterest expense |  | 112 |  | 80 |
| Pretax earnings |  | 103 |  | 72 |
| Income taxes |  | 24 |  | 20 |
| Earnings | \$ | 79 | \$ | 52 |

AVERAGE BALANCE SHEET

| Loans |  |  |  |
| :---: | :---: | :---: | :---: |
| Commercial - real estate related | \$2,670 | \$ | 2,203 |
| Commercial real estate | 1,602 |  | 1,443 |
| Business credit | 1,667 |  | 1,275 |
| Leasing | 1,058 |  | 809 |
| Affordable housing | 152 |  | 185 |
| Total loans | 7,149 |  | 5,915 |
| Commercial mortgages held for sale | 136 |  | 238 |
| Other assets | 753 |  | 613 |
| Total assets | \$8,038 | \$ | 6,766 |
| Deposits | \$1,157 | \$ | 1,153 |
| Assigned funds and other liabilities | 6,318 |  | 5,139 |
| Assigned capital | 563 |  | 474 |
| Total funds | \$8,038 | \$ | 6,766 |
| PERFORMANCE RATIOS |  |  |  |
| Return on assigned capital | 19\% |  | 15\% |
| Noninterest income to total revenue | 35 |  | 18 |
| Efficiency | 41 |  | 46 |

</TABLE>
PNC Secured Finance, serving corporate clients nationwide, is engaged in commercial real estate finance, including loan origination, securitization and servicing; asset-based financing, including lending, syndication and treasury management services; and equipment lease financing.

During the second quarter of 1998 , PNC Secured Finance acquired Midland Loan Services, L.P. ("Midland"), one of the nation's largest servicers of commercial mortgages. This acquisition, along with several other investments made by PNC Secured Finance in 1998, reflects its continuing strategy to increase noninterest income and expand nationally.

PNC Secured Finance contributed 9\% of total business earnings for the first nine months of 1999 compared with $7 \%$ in the prior-year period. Earnings increased 52\% to $\$ 79$ million for the first nine months of 1999 driven by higher revenue.

Net interest income increased $\$ 26$ million or $22 \%$ to $\$ 146$ million for the first nine months of 1999 compared with the prior-year period driven by higher average loans resulting from the strategic expansion of asset-based and equipment lease financing as well as an increase in outstandings to existing customers.

Noninterest income increased $\$ 51$ million to $\$ 78$ million for the first nine months of 1999 primarily due to commercial mortgage banking revenue from Midland and the comparative impact of valuation adjustments recorded in 1998.

The increase in the provision for credit losses was primarily due to the comparative impact of net recoveries in 1998.

<TABLE>
<CAPTION>
COMMERCIAL MORTGAGE SERVICING PORTFOLIO
\begin{tabular}{|c|c|c|}
\hline In billions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$39 & \\
\hline Acquisitions/additions & 13 & \$36 \\
\hline Repayments/transfers & (9) & (4) \\
\hline September 30 & \$43 & \$32 \\
\hline
\end{tabular}
</TABLE>
At September 30, 1999, the commercial mortgage servicing portfolio totaled \$43 billion compared with $\$ 32$ billion at September 30 , 1998, substantially all of which is serviced for others.

PNC Secured Finance engages in credit and capital markets activities, which are impacted by economic and financial market conditions. Accordingly, changes in the economy or financial markets could impact asset quality and results of operations.

## PNC BANK CORP.

FINANCIAL REVIEW

| <TABLE> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <CAPTION> |  |  |  |  |
| PNC MORTGAGE |  |  |  |  |
| Nine months ended September 30 - dollars in millions |  | 1999 |  | 998 |
| <S> |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |
| Net mortgage banking revenue |  |  |  |  |
| Residential mortgage servicing | \$ | 252 | \$ | 144 |
| Origination and securitization |  | 145 |  | 124 |
| Sales of servicing and other |  |  |  | 7 |
| MSR amortization, net of servicing hedge |  | (147) |  | (92) |
| Net mortgage banking revenue |  | 250 |  | 183 |
| Net interest income |  | 77 |  | 60 |
| Total revenue |  | 327 |  | 243 |
| Operating expense |  | 253 |  | 205 |
| Pretax earnings |  | 74 |  | 38 |
| Income taxes |  | 29 |  | 15 |
| Earnings | \$ | 45 | \$ | 23 |


| AVERAGE BALANCE SHEET |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Residential mortgages held for sale |  | 2,720 | \$ | 2,608 |
| Securities available for sale |  | 2,675 |  | 945 |
| Mortgage servicing rights and other assets |  | 1,697 |  | 1,081 |
| Total assets | \$ | 7,092 | \$ | 4,634 |
| Escrow deposits | \$ | 1,192 | \$ | 917 |
| Assigned funds and other liabilities |  | 5,439 |  | 3,416 |
| Assigned capital |  | 461 |  | 301 |
| Total funds | \$ | 7,092 | \$ | 4,634 |
| PERFORMANCE RATIOS |  |  |  |  |
| Return on assigned capital |  | 13\% |  | 10\% |
| Net mortgage banking revenue to total revenue |  | 76 |  | 75 |
| Efficiency |  | 53 |  | 61 |

</TABLE>

PNC Mortgage originates, purchases and services residential mortgages and related products. PNC Mortgage also acquires and securitizes residential mortgages as private-label mortgage-backed securities and performs the master servicing of those securities for investors. At September 30, 1999, PNC Mortgage was the nation's twelfth largest servicer and fourteenth largest originator of residential mortgages.

PNC Mortgage contributed $5 \%$ of total business earnings for the first nine months of 1999 compared with $3 \%$ in the first nine months of 1998. Earnings nearly doubled to $\$ 45$ million for the first nine months of 1999 primarily due to higher servicing volumes. Net mortgage banking revenue and operating expense increased in the comparison as a result of a larger servicing portfolio. The efficiency ratio improved significantly as PNC Mortgage continued to leverage its technology platform and servicing capabilities.

During 1999, PNC Mortgage funded $\$ 16$ billion of residential mortgages, with $37 \%$ consisting of retail originations. The comparable amounts were $\$ 15$ billion and 36\%, respectively, in the first nine months of 1998. Production volume for the first nine months of 1999 consisted of $\$ 6$ billion of originated loans and $\$ 10$ billion of mortgages acquired through correspondent and contractual flow agreements. The corresponding amounts for the first nine months of 1998 were $\$ 5$ billion and $\$ 10$ billion, respectively.

<TABLE>
<CAPTION>
RESIDENTIAL MORTGAGE SERVICING PORTFOLIO
\begin{tabular}{|c|c|c|}
\hline In billions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$ 62 & \$ 41 \\
\hline Production volume & 16 & 15 \\
\hline Acquisitions & 7 & 16 \\
\hline Repayments & (12) & (11) \\
\hline Sales & & (1) \\
\hline September 30 & \$73 & \$60 \\
\hline
\end{tabular}
</TABLE>
At September 30, 1999, the residential mortgage servicing portfolio totaled $\$ 73$ billion and had a weighted-average coupon of $7.50 \%$. In addition, the master servicing portfolio grew 77\% in the comparison to $\$ 34$ billion at September 30, 1999. Capitalized residential MSR totaled $\$ 1.5$ billion at September 30, 1999 and had an estimated fair value of $\$ 1.7$ billion.

Securities available for sale increased $\$ 1.7$ billion for the first nine months of 1999 compared with the prior-year period and are utilized as part of PNC Mortgage's risk management strategies.

For the first nine months of 1999 PNC Mortgage securitized $\$ 9$ billion of loans and was the nation's fourth largest private mortgage conduit.

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

PNC BANK CORP.
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CONSOLIDATED INCOME STATEMENT REVIEW

<TABLE>
<CAPTION>
NET INTEREST INCOME ANALYSIS


================

\section*{</TABLE>}

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

Taxable-equivalent net interest income was \(\$ 1.875\) billion for the first nine months of 1999 , a \(\$ 59\) million decrease compared with the first nine months of 1998. The net interest margin was \(3.70 \%\) for the first nine months of 1999 compared with \(3.86 \%\) in the prior-year period. These declines were primarily due to the sale of the credit card business in the first quarter of 1999. Excluding the credit card business, net interest income was \(\$ 1.809\) billion for the first
nine months of 1999 , an increase of \(\$ 113\) million or \(7 \%\) compared with the first nine months of 1998, and the net interest margin was \(3.62 \%\) and \(3.60 \%\) in 1999 and 1998, respectively.

Average loans for the first nine months of 1999 were \(\$ 1.5\) billion lower than the prior-year period as growth in commercial and other loans were more than offset by lower credit card and indirect auto loans. Loans represented \(80 \%\) of average earning assets for the first nine months of 1999 compared with \(83 \%\) for the prior-year period. Average loans held for sale increased \(\$ 0.8\) billion in the period-to-period comparison, reflecting the decision in the first quarter of 1999 to exit certain institutional lending businesses.

Average securities available for sale increased to \(\$ 8.7\) billion compared with \(\$ 7.4\) billion in the prior-year period and represented \(13 \%\) of average earning assets for the first nine months of 1999 compared with \(11 \%\) a year ago. The increase was primarily due to securities purchased as part of PNC Mortgage's risk management strategies.

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\section*{FINANCIAL REVIEW}

Funding cost is affected by the composition of funding sources as well as related rates paid thereon. Average deposits comprised 61\% and \(60 \%\) of total sources of funds for the first nine months of 1999 and 1998 , respectively, with the remainder primarily comprised of wholesale funding obtained at prevailing market rates. Average demand and money market deposits increased \(\$ 3.1\) billion or \(21 \%\) to \(\$ 17.5\) billion for the first nine months of 1999 primarily reflecting a shift from certificates and savings accounts as well as overall deposit growth.

PROVISION FOR CREDIT LOSSES The provision for credit losses was \(\$ 133\) million in the first nine months of 1999 compared with \(\$ 110\) million in the prior-year period. Net charge-offs were \(\$ 131\) million or \(.33 \%\) of average loans for the first nine months of 1999 compared with \(\$ 267\) million or \(.65 \%\), respectively, for the first nine months of 1998. The decreases were due to the sale of the credit card business in the first quarter of 1999.
\begin{tabular}{|c|c|c|c|c|c|}
\hline <TABLE> & & & & & \\
\hline <CAPTION> & & & & & \\
\hline DETAILS OF NONINTEREST INCOME & & & & & \\
\hline Nine months ended September 30 - & & & & & \\
\hline Dollars in millions & & 1999 & & 1998 & Change \\
\hline <S> & & & < & & <C> \\
\hline Asset management & \$ & 505 & \$ & 421 & \$ 84 \\
\hline Mutual fund servicing & & 159 & & 134 & 25 \\
\hline Service charges on deposits & & 154 & & 151 & 3 \\
\hline Consumer services & & & & & \\
\hline Credit card & & 32 & & 93 & (61) \\
\hline Brokerage & & 138 & & 48 & 90 \\
\hline Insurance & & 49 & & 33 & 16 \\
\hline Other & & 121 & & 99 & 22 \\
\hline Total & & 340 & & 273 & 67 \\
\hline Corporate services & & & & & \\
\hline Capital markets & & 60 & & 36 & 24 \\
\hline Net commercial mortgage banking & & 45 & & 4 & 41 \\
\hline Other & & 7 & & 127 & (120) \\
\hline Total & & 112 & & 167 & (55) \\
\hline Net residential mortgage banking & & & & & \\
\hline Mortgage servicing & & 207 & & 113 & 94 \\
\hline Origination and securitization & & 145 & & 134 & 11 \\
\hline MSR amortization, net of servicing hedge & & (147) & & (92) & (55) \\
\hline Total & & 205 & & 155 & 50 \\
\hline Net securities gains & & 44 & & 14 & 30 \\
\hline Other & & 527 & & 289 & 238 \\
\hline Total & \$ & , 046 & & , 604 & \$ 442 \\
\hline
\end{tabular}
</TABLE>
NONINTEREST INCOME Noninterest income was $\$ 2.046$ billion for the first nine months of 1999, a 28\% increase compared with the first nine months of 1998. Excluding gains and valuation adjustments in both years, noninterest income increased $18 \%$ in the period-to-period comparison primarily due to growth in fee-based revenue. Noninterest income for the first nine months of 1999 included $\$ 358$ million of gains on the sales of PNC Bank's credit card business, an equity
interest in EPS, Concord stock and twelve branches in western Pennsylvania. The first nine months of 1999 also included $\$ 142$ million of valuation adjustments associated with exiting certain institutional lending businesses. Noninterest income for the first nine months of 1998 included $\$ 86$ million of branch gains and $\$ 30$ million of valuation adjustments.

Asset management fees grew 20\%, primarily reflecting new business. Assets under management increased to approximately $\$ 193$ billion at September 30, 1999, compared with $\$ 152$ billion at September 30, 1998. Mutual fund servicing fees grew 19\% compared with the first nine months of 1998 due to new business, existing client growth and market appreciation. At September 30, 1999, PFPC Worldwide provided custody and accounting/administration services for $\$ 353$ billion and $\$ 246$ billion, respectively, of mutual fund and other pooled assets. The comparable amounts were $\$ 287$ billion and $\$ 228$ billion, respectively, a year ago.

Consumer services revenue increased $\$ 67$ million or $25 \%$ compared with the first nine months of 1998 primarily due to an increase in brokerage accounts associated with the Hilliard Lyons acquisition. The decrease in corporate services revenue primarily reflected the impact of the valuation adjustments in 1999 associated with the exited portfolios. Excluding valuation adjustments in both periods, corporate services revenue increased $29 \%$ compared with the prior-year period primarily due to growth in commercial mortgage banking, capital markets and treasury management fees.

Net residential mortgage banking revenue grew $\$ 50$ million or $32 \%$ compared with the prior-year period primarily due to a larger servicing portfolio. Residential mortgage production volume, including both retail and correspondent activity, totaled $\$ 16$ billion for the first nine months of 1999 compared with $\$ 15$ billion in the prior-year period. At September 30, 1999, approximately $\$ 73$ billion of residential mortgages were serviced compared with $\$ 60$ billion at September 30 , 1998.

Net securities gains were $\$ 44$ million in the first nine months of 1999 , primarily relating to the gain from the sale of Concord stock.

Other noninterest income increased $\$ 238$ million in the period-to-period comparison primarily due to the credit card, EPS and branch gains in the first nine months of 1999, partially offset by the impact of $\$ 86$ million of branch gains recorded in the first nine months of 1998.

PNC BANK CORP.

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</TABLE>

NONINTEREST EXPENSE Noninterest expense was $\$ 2.314$ billion for the first nine months of 1999, an 8\% increase compared with the first nine months of 1998. On a comparable basis, noninterest expense increased 5\%, excluding costs related to efficiency initiatives in both years and a contribution to the PNC Bank
Foundation in 1999. The increase was commensurate with revenue growth in
fee-based businesses. The efficiency ratio improved to 53.78\% compared with
$55.50 \%$ in the prior year due to a continued focus on improving returns in
traditional businesses. Average full-time equivalent employees totaled approximately 25,700 in the first nine months of 1999 compared with 25,300 a year ago, an increase of $2 \%$ mainly due to acquisitions.

CONSOLIDATED BALANCE SHEET REVIEW

LOANS Loans outstanding decreased $\$ 6.3$ billion from year-end 1998 to \$51.4 billion at September 30, 1999 primarily due to the impact of strategies designed to downsize certain portfolios. During 1999, the Corporation sold the credit card business, exited certain institutional lending businesses, decided to sell education loans in repayment and downsize the indirect auto portfolio. Total exposure and outstandings related to the exited institutional lending businesses were $\$ 4.2$ billion and $\$ 1.2$ billion, respectively, at September 30 , 1999. Total outstandings in exited portfolios decreased approximately 40\% since March 31, 1999.

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{September 30} & \multicolumn{2}{|l|}{December 31} \\
\hline In millions & & 1999 & & 1998 \\
\hline <S> & <C> & & <C> & \\
\hline \multicolumn{5}{|l|}{Consumer} \\
\hline Home equity & \$ & 6,001 & \$ & 5,731 \\
\hline Automobile & & 1,864 & & 2,444 \\
\hline Education & & 144 & & 1,196 \\
\hline Other & & 1,513 & & 1,609 \\
\hline Total consumer & & 9,522 & & 10,980 \\
\hline Credit card & & & & 2,958 \\
\hline Residential mortgage & & 12,567 & & 12,265 \\
\hline \multicolumn{5}{|l|}{Commercial} \\
\hline Manufacturing & & 4,911 & & 5,336 \\
\hline Retail/wholesale & & 4,170 & & 4,452 \\
\hline Service providers & & 3,147 & & 3,263 \\
\hline Real estate related & & 2,915 & & 3,093 \\
\hline Communications & & 1,431 & & 1,529 \\
\hline Health care & & 792 & & 1,136 \\
\hline Financial services & & 2,011 & & 2,928 \\
\hline Other & & 3,282 & & 3,445 \\
\hline Total commercial & & 22,659 & & 25,182 \\
\hline \multicolumn{5}{|l|}{Commercial real estate} \\
\hline Mortgage & & 1,361 & & 1,398 \\
\hline Real estate project & & 2,008 & & 2,051 \\
\hline Total commercial real estate & & 3,369 & & 3,449 \\
\hline Lease financing and other & & 3,882 & & 3,370 \\
\hline Unearned income & & (601) & & (554) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Total, net of unearned income & \$ 51,398 & \$ 57,650 \\
\hline & & \\
\hline
\end{tabular}
</TABLE>
Loan portfolio composition continued to be geographically diversified among numerous industries and types of businesses.

<TABLE>
<CAPTION>
NET UNFUNDED COMMITMENTS
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\[
\begin{array}{r}
\text { September } 30 \\
1999
\end{array}
\]}} & \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\[
\begin{array}{r}
\text { December } 31 \\
1998
\end{array}
\]}} \\
\hline In millions & & & & \\
\hline <S> & <C> & & <C> & \\
\hline Consumer & \$ & 4,687 & & \$ 3,695 \\
\hline Credit card & & & & 14,794 \\
\hline Residential mortgage & & 1,903 & & 2,756 \\
\hline Commercial & & 30,291 & & 32,923 \\
\hline Commercial real estate & & 929 & & 1,078 \\
\hline Other & & 1,913 & & 652 \\
\hline Total & \$ & 39,723 & & \$ 55,898 \\
\hline
\end{tabular}

Commitments to extend credit represent arrangements to lend funds provided there is no violation of specified contractual conditions. The decrease in commitments to extend credit was the result of the sale of the credit card business and the decision to exit certain institutional lending businesses. Commercial
commitments are reported net of participations, assignments and syndications totaling \(\$ 6.1\) billion at September 30,1999 and \(\$ 5.9\) billion at December 31, 1998.

Net outstanding letters of credit totaled \(\$ 4.4\) billion and \(\$ 4.7\) billion at September 30, 1999 and December 31, 1998, respectively, and consisted primarily of standby letters of credit that commit the Corporation to make payments on behalf of customers when certain specified future events occur.

PNC BANK CORP.
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FINANCIAL REVIEW

SECURITIES AVAILABLE FOR SALE The securities portfolio increased \(\$ 1.0\) billion from December 31, 1998 to \(\$ 8.1\) billion at September 30,1999 primarily due to securities purchased as part of PNC Mortgage's risk management strategies. The expected weighted-average life of the securities portfolio increased to 5 years and 7 months at September 30, 1999 compared with 5 years and 3 months at year-end 1998.
<TABLE>
<CAPTION>
DETAILS OF SECURITIES AVAILABLE FOR SALE
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{September 30, 1999} & \multicolumn{2}{|l|}{December 31, 1998} \\
\hline 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> & <C> \\
\hline \multicolumn{5}{|l|}{Debt securities} \\
\hline U.S. Treasury and government agencies & \$2,199 & \$2,023 & \$2,781 & \$2,754 \\
\hline Mortgage-backed & 4,133 & 4,004 & 2,942 & 2,936 \\
\hline Asset-backed & 1,192 & 1,176 & 709 & 708 \\
\hline State and municipal & 143 & 142 & 122 & 128 \\
\hline Other debt & 37 & 35 & 33 & 31 \\
\hline Corporate stocks and other & 741 & 716 & 542 & 517 \\
\hline Total & \$8,445 & \$8,096 & \$7,129 & \$7,074 \\
\hline
\end{tabular}

Securities available for sale may be sold as part of the overall asset and liability management process. Realized gains and losses are reflected in results of operations. Unrealized gains and losses are reflected in accumulated other comprehensive loss.

The notional value of financial derivatives designated to securities available for sale was \(\$ 222\) million at September 30 , 1999. The negative fair value of such derivatives was \(\$ 200\) thousand at September 30, 1999. There were no derivatives designated to securities available for sale at December 31, 1998.

FUNDING SOURCES Total funding sources were \(\$ 64.0\) billion at September 30, 1999, a decrease of \(\$ 4.4\) billion compared with December 31, 1998, primarily resulting from reduced funding related to the credit card business that was sold in the first quarter of 1999. The decrease in the first nine months of 1999 was primarily in time deposits and bank notes and senior debt partially offset by an increase in foreign deposits. Through September 30, 1999, the Corporation issued \(\$ 250\) million of \(61 / 8 \%\) subordinated notes, \(\$ 300\) million of \(6.95 \%\) notes and \(\$ 300\) million of \(7.00 \%\) notes. In October 1999, the Corporation issued \(\$ 400\) million of \(7.50 \%\) subordinated notes.
<TABLE>
<CAPTION>
DETAILS OF FUNDING SOURCES


</TABLE>
CAPITAL The access to and cost of funding new business initiatives including acquisitions, ability to pay dividends, deposit insurance costs, and the level and nature of regulatory oversight depend, in large part, on a financial institution's capital strength. At September 30, 1999, the Corporation and each bank subsidiary were considered well capitalized based on regulatory capital ratio requirements.
<TABLE>
<CAPTION>
RISK-BASED CAPITAL
\begin{tabular}{|c|c|c|c|c|}
\hline Dollars in millions & \multicolumn{2}{|l|}{\[
\begin{array}{r}
\text { September } 30 \\
1999
\end{array}
\]} & \multicolumn{2}{|l|}{\[
\begin{array}{r}
\text { December } 31 \\
1998
\end{array}
\]} \\
\hline <S> & <C> & & <C> & \\
\hline \multicolumn{5}{|l|}{Capital components} \\
\hline \multicolumn{5}{|l|}{Shareholders' equity} \\
\hline Common & \$ & 5,558 & \$ & 5,729 \\
\hline Preferred & & 313 & & 314 \\
\hline Trust preferred capital securities & & 848 & & 848 \\
\hline Goodwill and other & & \((1,305)\) & & \((1,381)\) \\
\hline Net unrealized securities losses & & 228 & & 36 \\
\hline Tier I risk-based capital & & 5,642 & & 5,546 \\
\hline Subordinated debt & & 1,641 & & 1,641 \\
\hline Eligible allowance for credit losses & & 674 & & 753 \\
\hline Total risk-based capital & \$ & 7,957 & \$ & 7,940 \\
\hline \multicolumn{5}{|l|}{Assets} \\
\hline \multicolumn{5}{|l|}{Risk-weighted assets and} \\
\hline off-balance-sheet instruments & \$ & 66,580 & \$ & 71,146 \\
\hline Average tangible assets & & 72,929 & & 76,135 \\
\hline \multicolumn{5}{|l|}{Capital ratios} \\
\hline Tier I risk-based & & 8.47\% & & 7. \(80 \%\) \\
\hline Total risk-based & & 11.95 & & 11.16 \\
\hline Leverage & & 7.74 & & 7.28 \\
\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.

The \(\$ 250\) million of \(61 / 8 \%\) subordinated notes and \(\$ 400\) million of \(7.50 \%\) subordinated notes both qualify as Tier II risk-based capital.

During the first nine months of 1999, PNC Bank repurchased 11.1 million shares of common stock. On February 18, 1999, the Board of Directors authorized the Corporation to purchase up to 15 million shares of common stock through February 29, 2000. Approximately 7.8 million shares remain under this authorization.

PNC BANK CORP.

\section*{RISK MANAGEMENT}

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

CREDIT RISK Credit risk represents the possibility that a borrower or counter party may not perform in accordance with contractual terms. Credit risk is inherent in the financial services business and results from extending credit to customers, purchasing securities and entering into off-balance-sheet financial derivative transactions. The Corporation seeks to manage credit risk through, among others, diversification, limiting exposure to any single industry or customer, requiring collateral or selling participations to third parties and purchasing credit-related derivatives.
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{\multirow[t]{2}{*}{\begin{tabular}{l}
<CAPTION> \\
NONPERFORMING ASSETS
\end{tabular}}} \\
\hline & & \\
\hline & September 30 & December 31 \\
\hline Dollars in millions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Nonaccrual loans} \\
\hline Commercial & \$222 & \$188 \\
\hline Residential mortgage & 57 & 51 \\
\hline \multicolumn{3}{|l|}{Commercial real estate} \\
\hline Real estate project & 20 & 28 \\
\hline Mortgage & 12 & 22 \\
\hline Consumer & 3 & 6 \\
\hline Total nonaccrual loans & 314 & 295 \\
\hline \multicolumn{3}{|l|}{Foreclosed and other assets} \\
\hline Residential mortgage & 14 & 17 \\
\hline Commercial real estate & 10 & 15 \\
\hline Other & 23 & 5 \\
\hline Total foreclosed and other assets & 47 & 37 \\
\hline Total nonperforming assets & \$361 & \$332 \\
\hline Nonaccrual loans to total loans & . \(61 \%\) & . \(51 \%\) \\
\hline Nonperforming assets to total loans, & & \\
\hline loans held for sale and foreclosed assets & . 65 & . 55 \\
\hline Nonperforming assets to total assets & . 49 & . 43 \\
\hline
\end{tabular}
</TABLE>

The amount of nonperforming loans that were current as to principal and interest was \(\$ 37\) million at September 30, 1999 and \(\$ 28\) million at December 31, 1998. There were no troubled debt restructured loans outstanding as of either period end.
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{<TABLE>} \\
\hline \multicolumn{3}{|l|}{<CAPTION>} \\
\hline CHANGE IN NONPERFORMING ASSETS & & \\
\hline In millions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$ 332 & \$ 333 \\
\hline Transferred from accrual & 307 & 216 \\
\hline Returned to performing & (4) & (11) \\
\hline Principal reductions & (184) & (139) \\
\hline Sales & (33) & (40) \\
\hline Charge-offs and other & (57) & (30) \\
\hline September 30 & \$ 361 & \$ 329 \\
\hline
\end{tabular}
</TABLE>
<TABLE>
<CAPTION>
ACCRUING LOANS PAST DUE 90 DAYS OR MORE

</TABLE>
At September 30, 1999, education loans in repayment were reclassified to loans
held for sale.

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

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

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

## PNC BANK CORP.

## Financial Review

The increase in the provision for credit losses in the first nine months of 1999 and the evaluation of the allowance for credit losses as of September 30, 1999 reflected changes in loan portfolio composition, changes in asset quality, the impact of selling the credit card business and the decision to exit certain institutional lending businesses. The unallocated portion of the allowance for credit losses represented $19 \%$ of the total allowance and $.25 \%$ of total loans at September 30, 1999, compared with $22 \%$ and $.29 \%$, respectively, at December 31, 1998.

<TABLE>
<CAPTION>
ROLLFORWARD OF ALLOWANCE FOR CREDIT LOSSES
\begin{tabular}{|c|c|c|}
\hline In millions & 1999 & 1998 \\
\hline <S> & <C> & <C> \\
\hline January 1 & \$ 753 & \$ 972 \\
\hline Charge-offs & (173) & (321) \\
\hline Recoveries & 42 & 54 \\
\hline Net charge-offs & (131) & (267) \\
\hline Provision for credit losses & 133 & 110 \\
\hline Sale of credit card business & (81) & \\
\hline Acquisitions & & 1 \\
\hline September 30 & \$ 674 & \$ 816 \\
\hline
\end{tabular}
</TABLE>
The allowance as a percent of nonaccrual loans and period-end loans was 215\% and $1.31 \%$, respectively, at September 30, 1999. The comparable year-end 1998 amounts were $255 \%$ and $1.31 \%$, respectively.

<TABLE>
<CAPTION>
CHARGE-OFFS AND RECOVERIES


1998
Consumer
\$ 62
\$26
\(\$ 36\)
\begin{tabular}{|c|c|c|c|c|}
\hline Credit card & 220 & 12 & 208 & 7.05 \\
\hline Residential mortgage & 6 & 1 & 5 & . 05 \\
\hline Commercial & 21 & 12 & 9 & . 05 \\
\hline Commercial real estate & 7 & 2 & 5 & . 21 \\
\hline Other & 5 & 1 & 4 & . 25 \\
\hline Total & \$321 & \$54 & \$267 & . 65 \\
\hline
\end{tabular}
</TABLE>
The actual level of net charge-offs and the provision for credit losses in future periods can be affected by many business and economic factors and may differ from current or historical experience.

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

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

Liquidity risk management includes consideration of the Corporation's contractual asset and liability maturities, as well as off-balance sheet positions. This is complemented by an assessment of additional anticipated funding requirements. Based upon these factors, the Corporation seeks to manage its deposits and wholesale funding sources to provide a diversified mix of products and maturities designed to produce the desired level of liquidity.

Liquidity can also be provided through sale of liquid assets and alternative forms of borrowing. Liquid assets consist of short term investments, loans held for sale and securities available for sale. At September 30, 1999, such assets totaled $\$ 13$ billion with $\$ 3.9$ billion pledged as collateral for borrowing, trust and other commitments. Funding can also be obtained through secured advances from the Federal Home Loan Bank ("FHLB") system, of which PNC Bank is a member. These borrowings are generally secured by residential mortgages. At September 30, 1999, approximately $\$ 4.9$ billion of residential mortgages were available as collateral for borrowings from the FHLB.

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In order to prepare for potential liquidity needs related to the century change event, Asset and Liability Management has implemented a plan designed to provide the Corporation with a greater degree of liquidity flexibility in the fourth quarter of 1999. Key aspects of this plan include a reduced amount of wholesale debt maturing in the fourth quarter of 1999, as well as a significant increase in the amount of collateral identified and available to support securitized alternative borrowings. At September 30, 1999, the Corporation had over \$13 billion of loans available to support borrowings from the FHLB system or the Federal Reserve's special liquidity facility ("SLF"). The SLF was put into place by the Federal Reserve in August, 1999 to provide member banks with an additional funding source to meet year-end 1999 liquidity requirements.

Liquidity for the parent company and subsidiaries is also generated through the issuance of securities in public or private markets and lines of credit and through asset securitizations and sales. During the first nine months of 1999, the Corporation issued $\$ 850$ million of senior and subordinated debt. In October 1999, the Corporation issued $\$ 400$ million of subordinated debt reducing the unused capacity under effective shelf registration statements to approximately $\$ 1.5$ billion of debt and equity securities and $\$ 400$ million of trust preferred capital securities. In addition, the Corporation has an unused line of credit of $\$ 500$ million.

The principal source of parent company revenue and cash flow is dividends from subsidiary banks. PNC Bancorp, Inc. is a wholly-owned subsidiary of the parent company and is the holding company for all bank subsidiaries. There are legal limitations on the ability of bank subsidiaries to pay dividends and make other distributions to PNC Bancorp, Inc. and in turn the parent company. Without regulatory approval, the amount available for dividend payments to PNC Bancorp, Inc. by all bank subsidiaries was $\$ 586$ million at September 30, 1999. Dividends may also be impacted by capital needs, regulatory requirements, corporate policies, contractual restrictions and other factors.

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

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

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

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

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

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## FINANCIAL REVIEW

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

The Corporation's interest rate risk management policies provide that net interest income should not decrease by more than $3 \%$ if interest rates gradually increase or decrease from current rates by 100 basis points over a twelve-month period. At September 30 , 1999, if interest rates were to gradually increase by 100 basis points over the next twelve months, the model indicates that net interest income would decrease by $0.9 \%$. If interest rates were to gradually decrease by 100 basis points over the next twelve months, the model indicates that net interest income would increase by $1.2 \%$.

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

The Corporation's risk management policies provide that the change in economic value of equity should not decline by more than $1.5 \%$ of the book value of assets for a 200 basis point instantaneous increase or decrease in interest rates Based on the results of the economic value of equity model at September 30, 1999, if interest rates were to instantaneously increase by 200 basis points, the economic value of existing on-balance-sheet and off-balance-sheet positions would decline by $1.02 \%$ of assets. If interest rates were to instantaneously decrease by 200 basis points, the economic value of existing on-balance-sheet and off-balance-sheet positions would increase by . $24 \%$ of assets.

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

Market risk associated with trading, capital markets and foreign exchange activities is managed using a value-at-risk approach that combines interest rate risk, foreign exchange rate risk, spread risk and volatility risk. Exposure is measured as the potential loss due to a two standard deviation, one-day move. The combined period-end value-at-risk of all trading operations using this measurement was less than $\$ 700$ thousand at September 30, 1999.

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## FINANCIAL DERIVATIVES

A variety of off-balance-sheet financial derivatives are used as part of the overall risk management process to manage interest rate, market and credit risk inherent in the Corporation's business activities. Interest rate swaps and purchased interest rate caps and floors are the primary instruments used for interest rate risk management. Interest rate swaps are agreements to exchange fixed and floating interest rate payments calculated on a notional principal amount. The floating rate is based on a money market index, primarily short-term LIBOR 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.

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

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

During the first nine months of 1999, financial derivatives used in interest rate risk management increased net interest income by $\$ 44$ million compared with a $\$ 9$ million increase in the prior-year period.

The following table sets forth changes in the notional value of off-balance-sheet financial derivatives used for risk management during the first nine months of 1999.

<TABLE>
<CAPTION>
FINANCIAL DERIVATIVES ACTIVITY
Weighted-
Average
1999 - dollars in millions January 1 Additions Maturities Terminations September 30 Maturity

==============
</TABLE>
PNC BANK CORP.
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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 risk management. Weighted-average interest rates presented are those expected to be in effect based on the implied forward yield curve at September 30, 1999.

```
<TABLE>
<CAPTION>
FINANCIAL DERIVATIVES
```



| Receive fixed designated to: |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest-bearing deposits | 150 | 2 | 6.45 |
| 6.65 |  |  |  |
| Borrowed funds | 1,313 | (10) | 6.35 |
| 5.97 |  |  |  |
| Pay fixed designated to borrowed funds | 6 | 1 | 6.09 |
| 7.33 |  |  |  |
| Basis swaps designated to borrowed funds | 1,944 | 9 | 6.12 |
| 6.22 |  |  |  |
| Total liability rate conversion | 3,413 | 2 |  |
| Total interest rate risk management | 13,096 | (9) |  |
| Mortgage banking activities |  |  |  |
| Residential |  |  |  |
| Forward contracts |  |  |  |
| Commitments to purchase loans | 1,167 |  | NM |
| NM |  |  |  |
| Commitments to sell loans | 1,479 | (9) | NM |
| NM |  |  |  |
| Options | 74 | 2 | NM |
| NM |  |  |  |
| Interest rate floors - MSR (3) | 6,450 | 15 | NM |
| NM |  |  |  |
| Option on swaps - MSR | 725 | 9 | NM |
| NM |  |  |  |
| Total residential | 9,895 | 17 |  |
| Commercial |  |  |  |
| Pay fixed interest rate swaps designated to securities (1) | 222 |  | 6.78 |
| 6.18 |  |  |  |
| Pay fixed interest rate swaps designated to loans (1) | 672 | 43 | 5.60 |
| 6.70 (1) |  |  |  |
| Total commercial | 894 | 43 |  |
| Total mortgage banking activities | 10,789 | 60 |  |
| Credit-related activities |  |  |  |
| Credit default swaps | 4,315 | (2) | NM |
| NM |  |  |  |
| Total financial derivatives | \$28,200 | \$ 49 |  |

(1) The floating rate portion of interest rate contracts is based on money-market indices. As a percent of notional value, $29 \%$ were based on 1-month LIBOR, $68 \%$ on 3 -month LIBOR and the remainder on other short-term indices.
(2) Interest rate caps with notional values of $\$ 166$ million, $\$ 156$ milion and $\$ 213$ million require the counterparty to pay the excess, if any, of 3-month LIBOR over a weighted-average strike of $6.18 \%$, 1 -month LIBOR over a weighted-average strike of $5.74 \%$ and Prime over a weighted-average strike of $8.76 \%$, respectively. At September 30, 1999, 3-month LIBOR was $6.08 \%$, 1 -month LIBOR was $5.40 \%$ and Prime was $8.25 \%$.
(3) Interest rate floors with notional values of $\$ 3.0$ billion, $\$ 3.3$ billion and $\$ 3.2$ billion require the counterparty to pay the Corporation the excess, if any, of the weighted-average strike of $4.63 \%$ over 3 -month LIBOR, the weighted-average strike of $5.01 \%$ over 10 -year CMT and the weighted-average strike of 4.99\% over 10-year CMS, respectively. At September 30, 1999, 3 -month LIBOR was $6.08 \%$, 10 -year CMT was $5.90 \%$ and 10 -year CMS was $6.90 \%$.
NM - Not meaningful

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

Additionally, the Corporation enters into other derivative transactions for risk management purposes. These positions are recorded at estimated fair value and changes in value are included in results of operations.

<TABLE>
<CAPTION>
OTHER DERIVATIVES
\begin{tabular}{|c|c|c|c|c|}
\hline September 30, 1999 - in millions & Notional Value & \[
\begin{array}{r}
\text { Positive } \\
\text { Fair } \\
\text { Value }
\end{array}
\] & \begin{tabular}{l}
Negative \\
Fair \\
Value
\end{tabular} & Net Asset (Liability) \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Customer-related & & & & \\
\hline Interest rate Swaps & \$17,076 & \$ 68 & \$ (81) & \$(13) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{Caps/floors} \\
\hline Sold & 2,907 & & (20) & (20) \\
\hline Purchased & 2,778 & 17 & & 17 \\
\hline Foreign exchange & 2,968 & 38 & (28) & 10 \\
\hline Other & 684 & 3 & (3) & \\
\hline Total customer-related & 26,413 & 126 & (132) & (6) \\
\hline Other & 2,270 & & (1) & (1) \\
\hline Total other derivatives & \$28,683 & \$ 126 & \$(133) & \$ (7) \\
\hline
\end{tabular}
</TABLE>
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YEAR 2000 READINESS

The Corporation has been working since 1995 to prepare its computer systems and applications to meet the year 2000 challenge. This process involves reviewing, modifying and replacing existing hardware, software and embedded chip technology systems, as necessary. The Corporation is also assessing the year 2000 preparedness of third parties such as vendors, customers, governmental entities and others.

As of September 30, 1999, the Corporation's MIS-supported mainframe, mid-range and PC client-server systems have been tested and returned to use as year 2000 ready and non-PC related hardware and systems have been tested and determined to be year 2000 ready.

The Corporation has completed its organization-wide assessment of year 2000 issues relating to its identified mission critical embedded chip systems and continues to review and monitor these systems as necessary. No significant problems have been identified to date with respect to these systems.

The Corporation has completed its assessment of the year 2000 preparedness of its identified mission critical service providers and continues to review and monitor them. The Corporation has not to date identified any material problems associated with its mission critical service providers. However, the Corporation can make no guarantee as to the year 2000 readiness of any such service provider or other third party.

The year 2000 issue may have an adverse impact on the operations and financial condition of the Corporation's borrowers. PNC Bank periodically compiles and updates year 2000 profiles for certain of its largest lending relationships for the purpose of assessing their overall risks. Determination of these risks is based on an assessment of the borrowers' vulnerability to year 2000 issues, resources and capacity, adequacy of year 2000 readiness plans, remediation costs and state of remediation. This information is compiled and analyzed periodically to determine the possible year 2000 impact on the loan portfolio and allowance for credit losses. Based on the Corporation's current assessment of the information it has received to date, management believes the year 2000 issue will not have a material adverse impact on the quality of the loan portfolio. The Corporation will continue to review and assess the year 2000 preparedness of its borrowers during 1999.

PNC Bank has conducted integrated testing to determine whether its mission critical application systems will perform in coordination with one another. The Corporation has also conducted testing with certain mission critical vendors that provide systems-related services. Such testing has not identified any significant problem that would have a material adverse impact on the Corporation.

The estimated total cumulative cost to become year 2000 ready, which is being expensed as incurred, is approximately $\$ 25$ million. Through September 30, 1999, on a cumulative basis, the Corporation had expensed approximately $\$ 23$ million related to the year 2000 effort. Expenses incurred for year 2000 readiness efforts are not expected to exceed $2 \%$ of technology-related expenses in 1999. No significant outlays have been made to replace existing systems solely for year 2000 reasons. The costs and the timetable in which the Corporation plans to complete its year 2000 readiness activities are based on management's best estimates, which were derived using numerous assumptions of future events including the continued availability of certain resources, third party preparedness and other factors. The Corporation can make no guarantee that these estimates will be achieved, and actual results could differ from such plans.

Contingency plans for year 2000 issues have been and will continue to be developed and the Corporation will continue to review contingency plans during 1999 and modify them when necessary or appropriate. Certain critical service provider and systems contingency plans will be tested during 1999. The Corporation's business continuity plans continue to be reviewed and strengthened to address year 2000 implications.

PNC Bank's year 2000 remediation efforts and contingency plans are also subject

It is not possible to predict with certainty all of the adverse effects that could result from a failure of the Corporation or of third parties to become fully year 2000 ready or whether such effects could have a material adverse impact on the Corporation. However, if the Corporation were to fail to correct internal year 2000 problems, if one or more third parties were unable to provide services required by the Corporation due to year 2000 issues, or if the Corporation's contingency plans fail to mitigate any such problems, a disruption of operations could occur, resulting in increased operating costs, loss of revenues and other material adverse effects. Such disruptions could include a temporary inability to process transactions and delays in providing services. The Corporation could also be subject to liquidity risk in the event of deposit withdrawals due to year 2000 concerns, or if its lenders cannot provide funds due to year 2000 issues. In addition, to the extent that customers' financial positions are weakened due to year 2000 issues, credit quality could be adversely affected.

## PNC BANK CORP.

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## FINANCIAL REVIEW

THIRD QUARTER 1999 VS. THIRD QUARTER 1998
Net income for the third quarter of 1999 totaled $\$ 320$ million or $\$ 1.06$ per diluted share. Results included a $\$ 17$ million net after-tax gain or $\$ .06$ per diluted share resulting from the sale of twelve branches in western Pennsylvania. Core earnings for the quarter were $\$ 303$ million or $\$ 1.00$ per diluted share and, on that basis, return on average common shareholders' equity was $21.81 \%$ and return on average assets was $1.63 \%$. Earnings for the third quarter of 1998 were $\$ 281$ million or $\$ 0.91$ per diluted share. Return on average common shareholders' equity was $20.52 \%$ and return on average assets was $1.48 \%$ in the third quarter of 1998.

Taxable-equivalent net interest income was $\$ 599$ million in the third quarter of 1999, a $\$ 54$ million decrease compared with the prior-year quarter. The net interest margin was $3.59 \%$ for the third quarter of 1999 compared with $3.81 \%$ in the third quarter of 1998. These declines were primarily due to the sale of the credit card business in the first quarter of 1999. Excluding the credit card business from the third quarter of 1998, net interest income for the third quarter of 1999 increased $5 \%$ and the net interest margin widened six basis points compared with the prior-year period.

The provision for credit losses was $\$ 30$ million in the third quarter of 1999 and net charge-offs were $\$ 29$ million compared with $\$ 45$ million and $\$ 88$ million, respectively, in the prior-year period.

Noninterest income was $\$ 651$ million in the third quarter of 1999 , a $23 \%$ increase compared with the third quarter of 1998. Excluding branch gains in both years and valuation adjustments in 1998, noninterest income for the third quarter of 1999 increased 18\% compared with the prior-year quarter driven by growth in fee-based revenue. Noninterest income in the third quarter of 1999 included $\$ 27$ million of pretax gains from branch sales. Noninterest income in the third quarter of 1998 included $\$ 30$ million of pretax gains from branch sales that were offset by valuation adjustments.

Asset management fees grew $22 \%$ compared with the third quarter of 1998 primarily reflecting new business. Mutual fund servicing fees grew $17 \%$ compared with the prior-year quarter due to new business, existing client growth and market appreciation.

Consumer services revenue of $\$ 105$ million for the third quarter of 1999 increased 7\% compared with the third quarter of 1998 primarily due to an increase in brokerage fees associated with the Hilliard Lyons acquisition that was substantially offset by lower credit card fees.

Corporate services revenue increased $\$ 30$ million compared with the prior-year due to higher capital markets and treasury management fees and the comparative impact of valuation adjustments recorded in 1998.

Net residential mortgage banking revenue grew $\$ 28$ million or $60 \%$ compared with the prior-year quarter primarily due to growth in the servicing portfolio. Residential mortgage originations, including both retail and correspondent activity, totaled $\$ 4$ billion compared with $\$ 7$ billion in the prior-year period.

Net securities gains were $\$ 2$ million in the third quarter of 1999. Excluding the branch gains in both periods, other noninterest income increased $\$ 19$ million compared with the third quarter of 1998 due to various operating items.

Noninterest expense of $\$ 724$ million increased $4 \%$ compared with the third quarter of 1998 primarily to support growth in fee-based businesses. The efficiency ratio of $53.3 \%$ for the third quarter of 1999 remained consistent with the
prior-year quarter reflecting a continued focus on improving returns in

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Total assets were $\$ 73.0$ billion at September 30, 1999. Average earning assets decreased $\$ 2$ billion to $\$ 66$ billion for the third quarter of 1999 compared with the prior-year quarter at $\$ 68$ billion. The decrease was primarily due to a $\$ 4.2$ billion decrease in average loans in the period-to-period comparison that resulted from the sale of the credit card business and the decision to exit certain institutional lending businesses. Loans represented 78\% of average earning assets in the third quarter of 1999 compared with $82 \%$ a year ago. Partially offsetting the decrease in average loans was a $\$ 1.7$ billion increase in average securities available for sale that was attributable to securities held to hedge residential mortgage servicing rights. Average securities available for sale represented $13 \%$ and $10 \%$ of average earning assets in the third quarter of 1999 and 1998, respectively.

Average deposits were $\$ 44.9$ billion and represented $61 \%$ of total sources of funds for the third quarter of 1999 compared with $\$ 44.5$ billion and $59 \%$, respectively, in the third quarter of 1998. The increase in average deposits was primarily in consumer deposits. Average borrowed funds decreased $\$ 2.4$ billion to $\$ 20.2$ billion compared with the third quarter of 1998.

Overall asset quality characteristics remained relatively stable during the third quarter of 1999. The ratio of nonperforming assets to total loans, loans held for sale and foreclosed assets was .65\% at September 30, 1999 compared with $.54 \%$ at September 30, 1998. Nonperforming assets were $\$ 361$ million at September 30, 1999 compared with $\$ 329$ million at September 30, 1998.

The allowance for credit losses was $\$ 674$ million and represented $1.31 \%$ of period-end loans and 215\% of nonaccrual loans at September 30, 1999. The comparable amounts were $1.44 \%$ and $289 \%$, respectively, at September 30, 1998. Net charge-offs were $\$ 29$ million or $.22 \%$ of average loans for the third quarter of 1999 compared with $\$ 88$ million or $.62 \%$ in the third quarter of 1998. The decrease was due to the sale of the credit card business in the first quarter of 1999.

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Consolidated Statement of Income

<TABLE>
<CAPTION>

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

305.3

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

## PNC BANK CORP.

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| Mandatorily redeemable capital securities of subsidiary trusts 848 | 848 |
| :---: | :---: |
| SHAREHOLDERS' EQUITY |  |
| Preferred stock | 7 |
| 7 |  |
| Common stock - \$5 par value |  |
| Authorized 450 shares |  |
| Issued 353 shares | 1,764 |
| 1,764 |  |
| Capital surplus | 1,270 |
| 1,250 |  |
| Retained earnings | 5,839 |
| 5,262 |  |
| Deferred benefit expense (36) | (33) |
| Accumulated other comprehensive loss (43) | (236) |
| Common stock held in treasury at cost: 59 and 49 shares $(2,161)$ | $(2,740)$ |
| Total shareholders' equity $6,043$ | 5,871 |
| Total liabilities, capital securities and shareholders' equity \$77,207 | \$73,003 |
| $========$ </TABLE> |  |
| See accompanying Notes to Consolidated Financial Statements. |  |

## PNC BANK CORP.

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Consolidated Statement of Cash Flows



See accompanying Notes to Consolidated Financial Statements.

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Notes to Consolidated Financial Statements

BUSINESS PNC Bank Corp. ("Corporation" or "PNC Bank") is one of the largest diversified financial services companies in the United States operating retail banking, asset management and wholesale banking businesses that provide financial products and services nationally and in PNC Bank's primary geographic markets in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky. PNC Bank is subject to intense competition from other financial services companies with respect to these businesses and is subject to the regulations of certain federal and state agencies and undergoes periodic examinations by those authorities.

BASIS OF FINANCIAL STATEMENT PRESENTATION The unaudited consolidated interim financial statements include the accounts of PNC Bank and its subsidiaries, most 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 the opinion of management, the financial statements reflect all adjustments of a normal recurring nature necessary for a fair statement of results for the interim periods presented. Certain prior-period amounts have been reclassified to conform to reporting classifications utilized for the current reporting period. These classifications did not impact the Corporation's financial condition or results of operations.

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

The notes included herein should be read in conjunction with the audited consolidated financial statements included in PNC Bank's 1998 Annual Report.

RECENT ACCOUNTING PRONOUNCEMENTS Statement of Financial Accounting Standards ("SFAS") No. 137, "Accounting for Derivative Instruments and Hedging Activities - - Deferral of the Effective Date of FASB Statement No. 133" (an amendment of SFAS No. 133), issued in June 1999, defers the effective date of SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," until fiscal years beginning after June 15, 2000. The Corporation expects to adopt SFAS No. 133, as amended by SFAS No. 137, effective January 1, 2001. Management has not yet determined what effect this statement will have on the financial position and results of operations of the Corporation.

CASH FLOWS During the first nine months of 1999, divestiture activity which affected cash flows consisted of $\$ 3.2$ billion of divested assets and receipt of $\$ 3.0$ billion in cash and due from banks. Acquisition and divestiture activity for the first nine months of 1998 consisted of $\$ 539$ million of acquired assets, $\$ 535$ million of divested liabilities, cash payments totaling $\$ 1.1$ million and receipt of $\$ 30$ million in cash and due from banks.

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Notes to Consolidated Financial Statements

SECURITIES AVAILABLE FOR SALE
<TABLE>
<CAPTION>
September 30, 1999 December 31, 1998

(87) $\$ 7,074$
$==============$
$</$ TABLE>
Net securities gains were $\$ 44$ million for the first nine months of 1999, substantially all relating to the gain from the sale of Concord EFS, Inc. ("Concord") stock. Net securities losses related to residential mortgage banking risk management strategies of $\$ 117$ million were reported in net residential mortgage banking revenue.

Net securities gains of $\$ 76$ million for the first nine months of 1998 included $\$ 62$ million that were reported in net residential mortgage banking revenue.

ALLOWANCE FOR CREDIT LOSSES

Changes in the allowance for credit losses were as follows:

| In millions | 1999 | 1998 |
| :---: | :---: | :---: |
| Allowance at January 1 | \$ 753 | \$ 972 |
| Charge-offs |  |  |
| Consumer | (49) | (62) |
| Credit card | (60) | (220) |
| Residential mortgage | (7) | (6) |
| Commercial | (48) | (21) |
| Commercial real estate | (4) | (7) |
| Other | (5) | (5) |
| Total charge-offs | (173) | (321) |
| Recoveries |  |  |
| Consumer | 20 | 26 |
| Credit card | 2 | 12 |
| Residential mortgage | 1 | 1 |
| Commercial | 17 | 12 |
| Commercial real estate | 1 | 2 |
| Other | 1 | 1 |
| Total recoveries | 42 | 54 |
| Net charge-offs |  |  |
| Consumer | (29) | (36) |
| Credit card | (58) | (208) |
| Residential mortgage | (6) | (5) |
| Commercial | (31) | (9) |
| Commercial real estate | (3) | (5) |
| Other | (4) | (4) |
| Total net charge-offs | (131) | (267) |
| Provision for credit losses | 133 | 110 |
| Sale of credit card business | (81) |  |
| Acquisitions |  | 1 |
| Allowance at September 30 | \$ 674 | \$ 816 |

NONPERFORMING ASSETS
Nonperforming assets were as follows:

| In millions | $\begin{gathered} \text { September } 30 \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: |
| Nonaccrual loans | \$314 | \$295 |
| Foreclosed and other assets | 47 | 37 |
| Total nonperforming assets | \$361 | \$332 |

PNC BANK CORP.
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## FINANCIAL DERIVATIVES

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

| In millions | Notional Value | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ | Notional Value | Fair Value |
| :---: | :---: | :---: | :---: | :---: |
| SEPTEMBER 30, 1999 |  |  |  |  |
| Interest rate |  |  |  |  |
| Swaps | \$ 4,052 | \$ 35 | \$ 5,154 | \$ (55) |
| Caps | 539 | 11 |  |  |
| Floors | 3,000 | 2 | 351 | (2) |
| Total interest rate |  |  |  |  |
| Mortgage banking activities | 8,092 | 71 | 2,697 | (11) |
| Credit default swaps |  |  | 4,315 | (2) |
| Total | \$15,683 | \$119 | \$12,517 | \$(70) |


| DECEMBER 31, 1998 <br> Interest rate |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Swaps | \$ | 6,915 | \$177 | \$ | 2,535 | \$(10) |
| Caps |  | 722 | 6 |  |  |  |
| Floors |  | 1,500 |  |  | 439 | (9) |
| Total interest rate risk management |  | 9,137 | 183 |  | 2,974 | (19) |
| Mortgage banking activities |  | 9,367 | 74 |  | 906 | (10) |
| Credit default swaps |  |  |  |  | 4,255 | (2) |
| Total |  | 8,504 | \$257 | \$ | 8,135 | \$ (31) |

OTHER DERIVATIVES The following schedule sets forth information relating to positions associated with customer-related and other derivatives.

| In millions | Notional Value | $\begin{aligned} & \text { Positive } \\ & \text { Fair } \\ & \text { Value } \end{aligned}$ | $\begin{gathered} \text { Negative } \\ \text { Fair } \\ \text { Value } \end{gathered}$ | Net Asset (Liability) |
| :---: | :---: | :---: | :---: | :---: |
| SEPTEMBER 30, 1999 |  |  |  |  |
| Customer-related |  |  |  |  |
| Interest rate |  |  |  |  |
| Swaps | \$17,076 | \$ 68 | \$ (81) | \$(13) |
| Caps/floors |  |  |  |  |
| Sold | 2,907 |  | (20) | (20) |
| Purchased | 2,778 | 17 |  | 17 |
| Foreign exchange | 2,968 | 38 | (28) | 10 |
| Other | 684 | 3 | (3) |  |
| Total customer- |  |  |  |  |
| Other | 2,270 |  | (1) | (1) |
| Total | \$28,683 | \$126 | \$ (133) | \$ (7) |
| DECEMBER 31, 1998 |  |  |  |  |
| Customer-related |  |  |  |  |
| Interest rate |  |  |  |  |
| Swaps | \$11,040 | \$ 69 | \$ (89) | \$(20) |
| Caps/floors |  |  |  |  |
| Sold | 2,844 |  | (19) | (19) |
| Purchased | 2,589 | 20 |  | 20 |
| Foreign exchange | 2,108 | 33 | (27) | 6 |
| Other | 457 | 7 | (8) | (1) |
| Total customerrelated | 19,038 | 129 | (143) | (14) |
| Other | 709 | 1 |  | 1 |
| Total | \$19,747 | \$130 | \$(143) | \$(13) |

PNC BANK CORP.

## SEGMENT REPORTING

PNC Bank operates seven major businesses engaged in retail banking, asset management and wholesale banking activities: PNC Regional Bank, PNC Advisors, BlackRock, PFPC Worldwide, PNC Institutional Bank, PNC Secured Finance and PNC Mortgage.

Business results presented are based on PNC Bank's management accounting practices and the Corporation's current management structure.

The following changes were made in the first quarter of 1999 to the presentation of business results: PNC Regional Bank reflects the combination of PNC Regional Community Bank and PNC National Consumer Bank. Branch-based brokerage activities (previously included in PNC Advisors), the middle market customer segment (previously included in PNC Corporate Bank) and regional real estate lending and leasing activities in PNC Bank's geographic footprint (previously included in PNC Secured Finance) were also combined with PNC Regional Bank. Additionally, residential mortgages (previously included in PNC Mortgage) were realigned with PNC Regional Bank. Certain out-of-footprint large corporate, national healthcare and other non-strategic institutional lending businesses as well as venture capital activities (previously included in PNC Corporate Bank) are included in Other. PNC Institutional Bank is comprised of the remaining activities that were previously in PNC Corporate Bank. BlackRock reflects legal entity results for BlackRock, Inc. Financial results for 1999 and 1998 are presented consistent with this structure.

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

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

Additionally, Other for the first nine months of 1999 included gains on the sales of the credit card business an equity interest in EPS, Concord stock and twelve branches in Western Pennsylvania. The first nine months of 1999 also included valuation adjustments associated with exiting certain institutional lending businesses, costs related to efficiency initiatives and a contribution to the PNC Bank Foundation.

## BUSINESS SEGMENT PRODUCTS AND SERVICES

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

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

BlackRock offers fixed income, domestic and international equity and liquidity investment products, and utilizes technology-based risk management capabilities to provide investment advisory and asset management capabilities for a wide range of institutional and retail customers.

PFPC Worldwide provides a wide range of accounting, administration, transfer agency, custody, securities lending and integrated banking transaction services to mutual funds, pension and money fund managers, partnerships, brokerage firms, insurance companies and banks.

PNC Institutional Bank provides specialized credit, capital markets and treasury management products and services to corporations, institutions and government entities nationwide.

PNC Secured Finance, serving corporate clients nationwide, is engaged in commercial real estate finance, including loan origination, securitization and servicing; asset-based financing, including lending, syndication and treasury management services; and equipment lease financing.

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

## PNC BANK CORP.

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RESULTS OF BUSINESSES




## $</$ TABLE $>$

* Taxable-equivalent basis
** BlackRock's assets are presented as of period end.


## PNC BANK CORP

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Notes to Consolidated Financial Statements
EARNINGS PER SHARE
The following table sets forth basic and diluted earnings per share calculations.

<TABLE>
<CAPTION>




COMPREHENSIVE INCOME

Total comprehensive income was \(\$ 332\) million for the third quarter of 1999 and \(\$ 767\) million for the first nine months of 1999 compared with \(\$ 313\) million and \$870 million, respectively, in 1998.

\section*{PNC BANK CORP}

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OTHER FINANCIAL INFORMATION
In connection with the 1995 Midlantic Corporation ("Midlantic") merger, the parent company and its wholly-owned subsidiary, PNC Bancorp, Inc., jointly and severally assumed borrowed funds of Midlantic in the aggregate principal amount of \(\$ 200\) million at September 30, 1999.

Summarized financial information for PNC Bancorp, Inc. and subsidiaries is as follows:

PNC BANCORP, INC., AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET
\begin{tabular}{|c|c|c|}
\hline In millions & \[
\begin{gathered}
\text { September } 30 \\
1999
\end{gathered}
\] & \[
\begin{gathered}
\text { December } 31 \\
1998
\end{gathered}
\] \\
\hline \multicolumn{3}{|l|}{ASSETS} \\
\hline Cash and due from banks & \$ 2,187 & \$ 2,527 \\
\hline Securities available for sale & 7,897 & 6,868 \\
\hline Loans, net of unearned income & 50,976 & 57,282 \\
\hline Allowance for credit losses & (674) & (753) \\
\hline Net loans & 50,302 & 56,529 \\
\hline Other assets & 10,320 & 9,261 \\
\hline Total assets & \$70,706 & \$75,185 \\
\hline \multicolumn{3}{|l|}{LIABILITIES} \\
\hline Deposits & \$45,915 & \$47,578 \\
\hline Borrowed funds & 16,752 & 19,402 \\
\hline Other liabilities & 1,470 & 1,130 \\
\hline Total liabilities & 64,137 & 68,110 \\
\hline \multicolumn{3}{|l|}{Mandatorily redeemable capital} \\
\hline SHAREHOLDERS' EQUITY & 6,219 & 6,725 \\
\hline
\end{tabular}

Total liabilities, capital
\begin{tabular}{|c|c|c|}
\hline equity & \$70,706 & \$75,185 \\
\hline PNC BANCORP, INC., AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INCOME & & \\
\hline Nine months ended September 30 - in millions & 1999 & 1998 \\
\hline Interest income & \$3,647 & \$3,923 \\
\hline Interest expense & 1,759 & 1,970 \\
\hline Net interest income Provision for credit losses & \[
\begin{array}{r}
1,888 \\
133
\end{array}
\] & \[
\begin{array}{r}
1,953 \\
110
\end{array}
\] \\
\hline ```
    Net interest income less provision
        for credit losses
Noninterest income
Noninterest expense
``` & \[
\begin{aligned}
& 1,755 \\
& 1,450 \\
& 1,903
\end{aligned}
\] & \[
\begin{aligned}
& 1,843 \\
& 1,671 \\
& 2,273
\end{aligned}
\] \\
\hline Income before income taxes Income taxes & \[
\begin{array}{r}
1,302 \\
466
\end{array}
\] & \[
\begin{array}{r}
1,241 \\
438
\end{array}
\] \\
\hline Net income & \$ 836 & \$ 803 \\
\hline
\end{tabular}

BORROWED FUNDS
In February 1999, the Corporation issued \(\$ 250\) million of \(61 / 8 \%\) subordinated notes due 2009 that qualify as Tier II risk-based capital.

In August 1999, the Corporation issued \(\$ 300\) million of \(6.95 \%\) notes due 2002 and \(\$ 300\) million of \(7.00 \%\) notes due 2004 . In October 1999, the Corporation, issued \(\$ 400\) million of \(7.50 \%\) subordinated notes due 2009 that qualify as Tier II risk-based capital. The net proceeds from the sale of the notes are expected to be used to fund the acquisition of ISG.

SUBSEQUENT EVENTS
In October 1999 BlackRock, Inc., PNC Bank's investment management subsidiary, issued 9 million shares of class A common stock at \(\$ 14.00\) per share in an initial public offering. PNC Bank will continue to own approximately \(70 \%\) of BlackRock's stock and will record an after tax gain of approximately \(\$ 60\) million during the fourth quarter as a result of this offering.

\section*{PNC BANK CORP.}

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

```
---------------------------------------------------------------------------------------------------------------------------------------
------------------
    Net interest income/margin $ 1,875
                                    3.70%
                                    $1,934
3.86%
- --------------------------------------
</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 available for sale are based on
amortized historical cost (excluding SFAS No. 115 adjustments to fair value).
PNC BANK CORP.
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<TABLE>
<CAPTION>
\(\qquad\)
--------------------------

Third Quarter 1999
Second Quarter 1999
Third
Quarter 1998

\begin{tabular}{|c|c|c|}
\hline (677) & (678) & (830) \\
\hline 1,959 & 2,038 & 2,022 \\
\hline 6,445 & 6,821 & 6,140 \\
\hline \$73,763 & \$75,060 & \$75,290 \\
\hline
\end{tabular}


PNC BANK CORP.
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Quarterly Report on Form 10-Q

Securities and Exchange Commission
Washington, D.C. 20549

Quarterly Report Pursuant to Section 13 or \(15(d)\) of the Securities Exchange Act
of 1934 for the quarterly period ended September 30, 1999.
Commission File Number 1-9718
PNC BANK CORP.
Incorporated in the Commonwealth of Pennsylvania


PART II OTHER INFORMATION
Item 6 Exhibits and Reports on Form 8-K
The following exhibit index lists Exhibits to this Quarterly Report on Form 10-Q:
12.1 Computation of Ratio of Earnings to Fixed Charges
12.2 Computation of Ratio of Earnings to Fixed Charges and
Preferred Stock Dividends

27 Financial Data Schedule
Copies of these Exhibits may be obtained electronically at the Securities and Exchange Commission's home page at www.sec.gov. Copies may also be obtained without charge by writing to Lynn Fox Evans, Director of Financial Reporting, at corporate headquarters, by calling (412) 762-1553 or via e-mail at financial.reporting@pncbank.com.

Since June 30, 1999, the Corporation filed the following Current Reports on Form 8-K:

Form 8-K dated as of July 15, 1999, reporting the Corporation's consolidated financial results for the three and six months ended June 30 , 1999 and financial information about the Corporation's businesses for the six months ended June 30, 1999 and 1998, filed pursuant to Item 5.

Form \(8-K\) dated as of July 20 , 1999, with respect to the announcement of an agreement to acquire First Data Investor Services Group, Inc., filed pursuant to Item 5.

Form 8-K dated as of August 27, 1999, reporting the public offering of \(\$ 300,000,000\) of \(6.95 \%\) Notes due 2002 and \(\$ 300,000,000\) of \(7.00 \%\) Notes due 2004 , filed pursuant to Item 5.

Form 8-K dated as of October 20, 1999, reporting the Corporation's consolidated financial results for the three and nine months ended September 30, 1999 and financial information about the Corporation's businesses for the nine months ended September 30, 1999 and 1998, filed pursuant to Item 5.

Form 8-K dated as of October 26, 1999, reporting the public offering of \(\$ 400,000,000\) of \(7.50 \%\) Subordinated Notes due 2009, filed pursuant to Item 5 .

SIGNATURES
Pursuant to the requirements of the Securities Exchange Act of 1934, the

Registrant has duly caused this report to be signed on November 15, 1999, on its behalf by the undersigned thereunto duly authorized.

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

PNC BANK CORP.
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Corporate Information

CORPORATE HEADQUARTERS
PNC Bank Corp.
One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707

STOCK LISTING

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

INTERNET INFORMATION

Information about PNC Bank Corp.'s financial results and its products and services is available on the Internet at www.pncbank.com.

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

INQUIRIES
For financial services call 1-800-4-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 or via e-mail at invrela@pncmail.com.

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

COMMON STOCK PRICES/DIVIDENDS DECLARED
The table below sets forth by quarter the range of high and low sale and quarter-end closing prices for PNC Bank Corp. common stock and the cash dividends declared per common share.
\begin{tabular}{|c|c|c|c|c|}
\hline 1999 QUARTER & High & Low & Close & Cash Dividends Declared \\
\hline First & \$59.750 & \$47.000 & \$55.563 & \$ . 41 \\
\hline Second & 60.125 & 54.375 & 57.625 & . 41 \\
\hline Third & 58.063 & 49.688 & 52.688 & . 41 \\
\hline Total & & & & \$1.23 \\
\hline 1998 QUARTER & High & Low & Close & Cash Dividends Declared \\
\hline First & \$61.625 & \$49.500 & \$59.938 & \$ . 39 \\
\hline Second & 66.750 & 53.813 & 53.875 & . 39 \\
\hline Third & 60.000 & 41.625 & 45.000 & . 39 \\
\hline Fourth & 54.625 & 38.750 & 54.000 & . 41 \\
\hline Total & & & & \$1.58 \\
\hline
\end{tabular}

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.

REGISTRAR AND TRANSFER AGENT

The Chase Manhattan Bank
P.O. Box 590

Ridgefield Park, New Jersey 07660
800-982-7652

PNC BANK CORP.



RATIO OF EARNINGS TO FIXED CHARGES
AND PREFERRED STOCK DIVIDENDS
Excluding interest on deposits \(\quad 2.57 \mathrm{x} \quad 2.23 \mathrm{x} \quad 2.35 \mathrm{x} \quad 2.38 \mathrm{x}\)
2.09 x

Including interest on deposits
1.751 .60
1.61
1.60
1.21
1.53
\(=========\)
\(==========\)
</TABLE>
\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{<TABLE> <S> <C>} \\
\hline \multicolumn{2}{|l|}{<ARTICLE> 9} \\
\hline \multicolumn{2}{|l|}{<LEGEND>} \\
\hline \multicolumn{2}{|l|}{THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE} \\
\hline \multicolumn{2}{|l|}{CONSOLIDATED FINANCIAL INFORMATION INCORPORATED BY REFERENCE TO THE 1999 THIRD} \\
\hline QUARTER FINANCIAL REVIEW AND IS & QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH \\
\hline \multicolumn{2}{|l|}{FINANCIAL INFORMATION.} \\
\hline \multicolumn{2}{|l|}{</LEGEND>} \\
\hline \multicolumn{2}{|l|}{<MULTIPLIER> 1,000,000} \\
\hline \multicolumn{2}{|l|}{<CURRENCY> U.S. DOLLARS} \\
\hline <S> & <C> \\
\hline <PERIOD-TYPE> & 9-MOS \\
\hline <FISCAL-YEAR-END> & DEC-31-1999 \\
\hline <PERIOD-START> & JAN-01-1999 \\
\hline <PERIOD-END> & SEP-30-1999 \\
\hline <EXCHANGE-RATE> & 1 \\
\hline <CASH> & 2,194 \\
\hline <INT-BEARING-DEPOSITS> & 0 \\
\hline <FED-FUNDS-SOLD> & 0 \\
\hline <TRADING-ASSETS> & 0 \\
\hline <INVESTMENTS-HELD-FOR-SALE> & 8,096 \\
\hline <INVESTMENTS-CARRYING> & 0 \\
\hline <INVESTMENTS-MARKET> & 0 \\
\hline <LOANS> & 51,398 \\
\hline <ALLOWANCE> & (674) \\
\hline <TOTAL-ASSETS> & 73,003 \\
\hline <DEPOSITS> & 45,146 \\
\hline <SHORT-TERM> & 7,375 \\
\hline <LIABILITIES-OTHER> & 2,240 \\
\hline <LONG-TERM> & 11,523 \\
\hline <PREFERRED-MANDATORY> & 0 \\
\hline <PREFERRED> & 7 \\
\hline <COMMON> & 1,764 \\
\hline <OTHER-SE> & 4,100 \\
\hline <TOTAL-LIABILITIES-AND-EQUITY> & 73,003 \\
\hline <INTEREST-LOAN> & 3,086 \\
\hline <INTEREST-INVEST> & 363 \\
\hline <INTEREST-OTHER> & 257 \\
\hline <INTEREST-TOTAL> & 3,706 \\
\hline <INTEREST-DEPOSIT> & 1,024 \\
\hline <INTEREST-EXPENSE> & 1,847 \\
\hline <INTEREST-INCOME-NET> & 1,859 \\
\hline <LOAN-LOSSES> & 133 \\
\hline <SECURITIES-GAINS> & 44 \\
\hline <EXPENSE-OTHER> & 2,314 \\
\hline <INCOME-PRETAX> & 1,458 \\
\hline <INCOME-PRE-EXTRAORDINARY> & 960 \\
\hline <EXTRAORDINARY> & 0 \\
\hline <CHANGES> & 0 \\
\hline <NET-INCOME> & 960 \\
\hline <EPS-BASIC> & 3.17 \\
\hline <EPS-DILUTED> & 3.14 \\
\hline <YIELD-ACTUAL> & 3.70 \\
\hline <LOANS-NON> & 314 \\
\hline <LOANS-PAST> & 164 \\
\hline <LOANS-TROUBLED> & 0 \\
\hline <LOANS-PROBLEM> & 0 \\
\hline <ALLOWANCE-OPEN> & 753 \\
\hline <CHARGE-OFFS> & (173) \\
\hline <RECOVERIES> & 42 \\
\hline <ALLOWANCE-CLOSE> & 674 \\
\hline <ALLOWANCE-DOMESTIC> & 674 \\
\hline <ALLOWANCE-FOREIGN> & 0 \\
\hline <ALLOWANCE-UNALLOCATED> & 0 \\
\hline
\end{tabular}
</TABLE>
