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

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

> JANUARY 21, 2004 DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED)

THE PNC FINANCIAL SERVICES GROUP, INC. (Exact name of registrant as specified in its charter)

COMMISSION FILE NUMBER 1-9718

PENNSYLVANIA (State or other jurisdiction of incorporation or organization)

25-1435979 (I.R.S. Employer Identification No.)

ONE PNC PLAZA 249 FIFTH AVENUE PITTSBURGH, PENNSYLVANIA 15222-2707 (Address of principal executive offices, including zip code)

(412) 762-2000

(Registrant's telephone number, including area code)

(Former name or former address, if changed since last report)

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS

(c) The exhibit listed on the Exhibit Index accompanying this Form 8-K is furnished herewith.

ITEM 12. DISCLOSURE OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On January 21, 2004, The PNC Financial Services Group, Inc. (the "Corporation") issued a press release and held a conference call for investors regarding the Corporation's earnings and business for the quarter and year ended December 31, 2003. The Corporation also provided supplementary financial information on its web site, including financial information disclosed in connection with its earnings press release and related investor conference call. A copy of this supplementary financial information is included in this report as Exhibit 99.1 and is furnished herewith.

SIGNATURE

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

> THE PNC FINANCIAL SERVICES GROUP, INC. (Registrant)

Date: January 21, 2004 By: /s/ Samuel R. Patterson

Samuel R. Patterson

Controller

Number Description Method of Filing
----99.1 Financial Supplement (unaudited) for Fourth Quarter and Full Year 2003

Method of Filing
------Furnished Herewith

[PNC LOGO]

THE PNC FINANCIAL SERVICES GROUP, INC.

FINANCIAL SUPPLEMENT (UNAUDITED)
FOURTH QUARTER AND FULL YEAR 2003

THE PNC FINANCIAL SERVICES GROUP, INC. FINANCIAL SUPPLEMENT (UNAUDITED) FOURTH QUARTER AND FULL YEAR 2003

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 |The information contained in this Financial Supplement is preliminary, unaudited and based on data available at January 21, 2004. It speaks only as of the particular date or dates included in the accompanying pages. PNC does not undertake an obligation to, and disclaims any duty to, correct or update any of the information provided. The Corporation's future financial performance is subject to risks and uncertainties as described in its SEC filings.

Certain prior period amounts included in this Financial Supplement have been reclassified to conform to the current period presentation. In addition, amounts included in this Financial Supplement are presented on a continuing operations basis, unless otherwise noted.

Consolidated financial results for the three months ended September 30, 2003 have been adjusted to reflect the de-consolidation of certain variable interest entities in accordance with the Financial Accounting Standards Board's Financial Interpretation No. 46 (Revised 2003) ("FIN 46R"). These entities were previously consolidated under the Corporation's early adoption of FIN 46 in PNC's consolidated financial statements as of and for the three months ended September 30, 2003. In addition, based on guidance included in FIN 46R, the Corporation deconsolidated the assets and liabilities of PNC Institutional Capital Trust A, B, C and D effective December 31, 2003.

Average full-time equivalent employee (FTE) statistics as disclosed in this Financial Supplement by business reflect staff directly employed by the respective business and exclude corporate and shared services employees.

THE PNC FINANCIAL SERVICES GROUP, INC.

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CONSOLIDATED STATEMENT OF INCOME (Unaudited)

<TABLE> <CAPTION>

| For the year ended - in millions, except per share data | | December 31 2002 | |
|---|----------|---------------------|-------------------|
| <\$> | <c></c> | <c></c> | <c></c> |
| INTEREST INCOME Loans and fees on loans | \$ 1,940 | \$ 2,294 | \$ 3 , 279 |

| Securities Loans held for sale | 579 48 | 616 135 | 625 119 |
|---|----------------|--------------------|--------------|
| Purchased customer receivables Other | 22 123 | 127 | 114 |
| Total interest income | 2,712 | 3,172 | 4,137 |
| INTEREST EXPENSE | | | |
| Deposits | 457 | 659 | 1,229 |
| Borrowed funds Capital securities | 210 29 | 316 | 646 |
| Commercial paper | 14 | | |
| Liabilities of certain variable interest entities | 6 | | |
| Total interest expense | 716 | 975 | 1,875 |
| Net interest income | 1,996 | 2,197 | 2,262 |
| Provision for credit losses | 177 | 309 | 903 |
| Net interest income less provision for credit losses | 1,819 | 1,888 | 1,359 |
| NONINTEREST INCOME | | | |
| Asset management | 861 | 853 | 848 |
| Fund servicing Service charges on deposits | 762 239 | 816 227 | 833 218 |
| Service charges on deposits Brokerage | 184 | 195 | 218 |
| Consumer services | 251 | 239 | 229 |
| Corporate services | 485 | 526 | 60 |
| Equity management | (25) | (51) | (179) |
| Net securities gains | 116 | 89 | 131 |
| Investments held by certain variable interest entities | 19 | 202 | 206 |
| Other | 365 | 303 | 306 |
| Total noninterest income | 3 , 257 | 3,197 | 2,652 |
| NONINTEREST EXPENSE | 1 004 | 1 701 | 1 667 |
| Staff Net occupancy | 1,804 282 | 1,701 243 | 1,667 220 |
| Equipment | 276 | 271 | 255 |
| Marketing | 64 | 51 | 57 |
| Distributions on capital securities | 28 | 58 | 63 |
| Other | 1,022 | 903 | 1,152 |
| Total noninterest expense | 3,476 | 3,227 | 3,414 |
| Income from continuing operations before minority and noncontrolling | | | |
| interests and income taxes | 1,600 | 1,858 | 597 |
| Minority and noncontrolling interests in income of consolidated entities Income taxes | 32 539 | 37 621 | 33 187 |
| Income from continuing operations | 1.029 | 1,200 | 377 |
| Income (loss) from discontinued operations (less applicable income tax | 1,023 | · | |
| benefit of \$9 in 2002 and income taxes of zero in 2001) | | (16) | |
| Income before cumulative effect of accounting change Cumulative effect of accounting change (less applicable income tax | 1,029 | 1,184 | 382 |
| benefits of \$14 in 2003 and \$2 in 2001) | (28) | | (5) |
| | \$ 1,001 | \$ 1,184 | \$ 377 |
| EARNINGS PER COMMON SHARE | | | |
| From continuing operations | 6 2 60 | 6 4 00 | 6 1 07 |
| Basic Diluted | \$ 3.65 | \$ 4.23 \$ 4.20 | \$ 1.26 |
| From net income | | | |
| Basic | \$ 3.58 | \$ 4.18 | \$ 1.27 |
| Diluted | \$ 3.55 | \$ 4.15 | \$ 1.26 |
| AVERAGE COMMON SHARES OUTSTANDING | | | |
| Basic | 280 | 283 | 287 |
| Diluted | 281 | 285 | 290 |

THE PNC FINANCIAL SERVICES GROUP, INC.

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2003

CONSOLIDATED STATEMENT OF INCOME (Unaudited)

For the three months ended - in millions, except per share data

<TABLE> <CAPTION>

December 31 September 30 June 30 March 31 December 31 2003 2003 2003

| 2002 | | | | | |
|--|-----------|---------|---------|---------|--|
| <\$> | <c></c> | <c></c> | <c></c> | <c></c> | |
| INTEREST INCOME | | | | | |
| Loans and fees on loans 540 | \$ 461 | \$ 477 | \$ 495 | \$ 507 | |
| Securities 150 | 140 | 141 | 155 | 143 | |
| Loans held for sale | 13 | 8 | 15 | 12 | |
| l8 Purchased customer receivables | 11 | 11 | | | |
| Other 33 | 35 | 31 | 27 | 30 | |
| | | | | | |
| Total interest income | 660 | 668 | 692 | 692 | |
| 741 | | | | | |
| | | | | | |
| INTEREST EXPENSE Deposits | 102 | 106 | 117 | 132 | |
| 149 | | | | | |
| Borrowed funds 68 | 48 | 51 | 54 | 57 | |
| Capital securities Commercial paper | 15 7 | 14 7 | | | |
| Liabilities of certain variable interest entities | 3 | 3 | | | |
| | | | | | |
| Total interest expense 217 | 175 | 181 | 171 | 189 | |
| | | | | | |
| Net interest income | 485 | 487 | 521 | 503 | |
| 524 Provision for credit losses | 34 | 50 | 57 | 36 | |
| 55 | | | | | |
| · | | | | | |
| Net interest income less provision for credit losses 459 | 451 | 437 | 464 | 467 | |
| 409 | | | | | |
| NONINTEREST INCOME | | | | | |
| Asset management | 229 | 216 | 209 | 207 | |
| 202 Fund servicing | 193 | 188 | 188 | 193 | |
| 194 Service charges on deposits | 62 | 60 | 60 | 57 | |
| 61 | | | | | |
| Brokerage 44 | 51 | 46 | 46 | 41 | |
| Consumer services 61 | 63 | 65 | 64 | 59 | |
| Corporate services | 123 | 132 | 114 | 116 | |
| 151 Equity management | | (4) | (17) | (4) | |
| (14) Net securities gains | 15 | 19 | 26 | 56 | |
| 1 | | | 20 | 30 | |
| Investments held by certain variable interest entities Other | 10 115 | 9 94 | 86 | 70 | |
| 66 | | | | | |
| | | | | | |
| Total noninterest income 766 | 861 | 825 | 776 | 795 | |
| | | | | | |
| NONINTEREST EXPENSE | | | | | |
| Staff 108 | 472 | 448 | 446 | 438 | |
| Net occupancy | 65 | 63 | 64 | 90 | |
| 52 Equipment | 71 | 67 | 69 | 69 | |
| 58 Marketing | 15 | 16 | 18 | 15 | |
| l1 | 1.0 | 10 | | | |
| | | | | | |
| Distributions on capital securities 14 | | | 14 | 14 | |

| Total noninterest expense 791 | 858 | 827 | 935 | 856 | |
|---|--------|-----------|--------|-----|----|
| | | | | | |
| Income from continuing operations before minority and noncontrolling interests and income taxes 434 | 454 | 435 | 305 | 406 | |
| Minority and noncontrolling interests in income of consolidated entities | 6 | 2 | 13 | 11 | |
| 11 Income taxes 145 | 146 | 152 | | 133 | |
| Income from continuing operations | 302 | | | 262 | |
| 278 Income (loss) from discontinued operations (less applicable income tax benefit of \$9) (16) | | | | | |
| Income before cumulative effect of accounting change 262 | 302 | 281 | | 262 | |
| Cumulative effect of accounting change (less applicable income tax benefit of \$14) | (28) | | | | |
| Net income 262 | \$ 274 | | | 262 | \$ |
| EARNINGS PER COMMON SHARE | | | | | |
| From continuing operations Basic | \$1.09 | \$1.01 \$ | .65 \$ | .93 | \$ |
| .97 Diluted .97 | \$1.08 | \$1.00 \$ | .65 \$ | .92 | \$ |
| From net income Basic | \$.99 | \$1.01 \$ | .65 \$ | .93 | \$ |
| .92 Diluted .92 | \$.98 | | | .92 | \$ |
| | | | | | |
| AVERAGE COMMON SHARES OUTSTANDING Basic | 276 | 278 | 281 | 283 | |
| 284 Diluted (a) 286 | 278 | 280 | 282 | 284 | |
| == | | | | | |

 | ======== | ======= | ===== | ===== || THE PNC FINANCIAL SERVICES GROUP, INC. | Page 3 | | | | |
| CONSOLIDATED BALANCE SHEET (Unaudited) | | | | | |
| | D 1 21 | a . 1 20 | - 20 | ., | |
| December 31 | | September 30 | | | ch 31 |
| In millions, except par value 2002 | 2003 | 2003 | 2003 | 2(| 003 |
| | | | | | |
| ASSETS Cash and due from banks | \$ 2,968 | \$ 3,150 | \$ 3**,**797 | Š 3 | 3**,**626 |
| \$ 3,201 Federal funds sold | ς 2**,** 300 | Ψ 3,130 | 850 | Y | 0,020 |
| 1,913 1,847 Other short-term investments | 2,546 | 2,533 | 1,554 | 2 | 2,012 |
| 1,811 Loans held for sale | 1,400 | 1,531 | 1,475 | | |
| 1,702 1,607 Securities | 15,690 | 14,907 | 16,017 | | |
| 14,973 13,763 Loans, net of unearned income of \$1,009, \$1,037, \$1,018, \$1,018 and \$1,075 | 34,080 | 34,514 | 34,534 | | |
| 35,245 35,450 Allowance for credit losses (680) (673) | (632) | (648) | (673) | | |

| Net loans 34,565 34,777 | 33,448 | 33,866 | 33,861 | |
|--|------------|--------------------|----------------|---------|
| Goodwill | 2,390 | 2,385 | 2,356 | |
| 2,356 2,313 Other intangible assets | 317 | 311 | 316 | |
| 330 333 Purchased customer receivables | 2,223 | 2,481 | | |
| Other | 7,136 | • | 7,036 | |
| 7,142 6,725 | | | | |
| Total assets 68,619 \$ 66,377 | \$ 68,168 | \$ 68,703 | \$ 67,262 | \$ |
| | | | ======= | ======= |
| LIABILITIES | | | | |
| Deposits Noninterest-bearing | \$ 11 505 | \$ 12 , 118 | \$ 13 368 | \$ |
| 12,460 \$ 10,563 | · | · | | Ÿ |
| Interest-bearing 34,621 34,419 | 33,736 | 33,405 | 33,326 | |
| | | | | |
| Total deposits | 45,241 | 45,523 | 46,694 | |
| 47,081 44,982 Borrowed funds | | | | |
| Federal funds purchased 38 | 169 | 881 | 36 | 34 |
| Repurchase agreements | 1,081 | 1,048 | 1,015 | |
| 1,082 814 Bank notes and senior debt | 2,823 | 2,839 | 3,306 | 3,850 |
| 4,400 Federal Home Loan Bank borrowings | 1,115 | 1,127 | 1,134 | 1,146 |
| 1,256 | · | · | | 1,110 |
| Subordinated debt 2,234 2,423 | 3,729 | 1,980 | 2,260 | |
| Mandatorily redeemable capital securities of subsidiary trusts | | 848 | | |
| Commercial paper | 2,226 | 2,483 | | |
| Liabilities of certain variable interest entities Other borrowed funds | 144 166 | 160 188 | 152 | |
| 188 185 | | | | |
| Total borrowed funds | 11 452 | 11,554 | 7 003 | |
| 8,534 9,116 | 11,433 | 11,334 | 7,303 | |
| Allowance for unfunded loan commitments and letters of credit | 90 | 89 | 78 | 77 |
| 84 Accrued expenses | 2,275 | 2,226 | 2 , 269 | |
| 2,023 2,046 | | | | |
| Other 3,020 2,172 | 2,002 | 2,193 | 2,435 | |
| | | | | |
| Total liabilities | 61,061 | 61,585 | 59,379 | |
| 60,735 58,400 | | | | |
| Minority and noncontrolling interests in consolidated entities | 462 | 480 | 261 | 244 |
| 270 | 402 | 400 | 201 | 244 |
| Mandatorily redeemable capital securities of | | | | |
| subsidiary trusts 848 848 | | | 848 | |
| | | | | |
| SHAREHOLDERS' EQUITY Preferred stock | | | | |
| Common stock - \$5 par value Authorized 800 shares, issued 353 shares | 1,764 | 1,764 | 1,764 | 1,764 |
| 1,764 | | · | · | 1,704 |
| Capital surplus 1,102 1,101 | 1,108 | 1,110 | 1,100 | |
| Retained earnings 7,311 7,187 | 7,642 | 7,507 | 7,360 | |
| Deferred benefit expense | (29) | (24) | (27) | |
| (28) (9) Accumulated other comprehensive income | 60 | 148 | 304 | 293 |
| 321 Common stock held in treasury at cost: 76, 76, 73, 71, | | | | |
| and 68 shares | (3,900) | (3,867) | (3,727) | |
| (3,650) (3,505) | | | | |

| Total shareholders' equity 6,859 | , | 6,638 | , | , |
|---|----------|---------------------|---------|--------------|
| Total liabilities, minority and noncontrolling interests, capital securities and shareholders' equity \$ 66,377 | | \$ 68,703 | | |
| ======== | ======== | | ======= | ====== |
| CAPITAL RATIOS Tier I risk-based (a) 8.7 % 8.8 % | 9.5 % | 8.7 % | 8.9 % | |
| Total risk-based (a) 12.3 12.5 | 13.7 | 12.0 | 12.3 | |
| Leverage (a) | 8.2 | 7.6 | 8.1 | |
| 8.0 8.1 Shareholders' equity to total assets 10.33 | 9.75 | 9.66 | 10.07 | 9.9 |
| Common shareholders' equity to total assets 10.32 | 9.73 | 9.65 | 10.06 | 9.8 |
| ASSET QUALITY RATIOS | | | | |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets | .92 % | 1.10 % | 1.12 % | 1.1 |
| <pre>% 1.13 % Nonperforming loans to total loans .87</pre> | .78 | .94 | .95 | .9 |
| .07 Allowance for credit losses to total loans 1.90 | 1.85 | 1.88 | 1.95 | 1.9 |
| Allowance for credit losses to nonperforming loans 218 | 238 | 200 | 206 | 20 |
| Net charge-offs to average loans (For the three months ended) | | .73 | | |
| ====================================== | | | | |
| (a) Estimated for December 31, 2003. | | | | |
| THE PNC FINANCIAL SERVICES GROUP, INC. | Page 4 | | | |
| RESULTS OF BUSINESSES - SUMMARY (Unaudited) (a) | | | | |
| Year ended - dollars in millions | | | | |
| <table> <caption></caption></table> | | | | |
| EARNINGS (LOSS) | | December 31 2003 | | ber 31 02 |

| EARNINGS (LOSS) | December 31 2003 | December 31 2002 |
|--|---------------------|---------------------|
| - | | |
| <\$> | <c></c> | <c></c> |
| Banking Businesses | | |
| Regional Community Banking | \$ 608 | \$ 697 |
| Wholesale Banking | | |
| Corporate Banking | 173 | 150 |
| PNC Real Estate Finance | 102 | 90 |
| PNC Business Credit | 31 | 40 |
| - Total wholesale banking | 306 | 280 |
| PNC Advisors | 72 | 97 |
| - | 006 | 1 074 |
| Total banking businesses | 986 | 1,074 |
| - Asset management and processing businesses | | |
| BlackRock | 155 | 133 |
| PFPC | 61 | 65 |
| - | | |
| Total asset management and processing businesses | 216 | 198 |
| - Total business earnings | 1,202 | 1,272 |
| Intercompany eliminations | (6) | , (9) |
| Other | (167) | (63) |
| - Results from continuing operations | 1,029 | 1,200 |
| Discontinued operations | 1,029 | (16) |
| | | |

| Results before cumulative effect of accounting change Cumulative effect of accounting change | | 1,029 (28) | | 1,184 |
|---|---------|----------------------|----------|----------------------|
| - Total consolidated | \$ | 1,001 | \$ | 1,184 |
| <td></td> <td></td> <td></td> <td></td> | | | | |
| <table> <caption></caption></table> | | ember 31 | | |
| REVENUE (b) | 2 | 2003 | | 2002 |
| - <\$> | <c></c> | | <c></c> | |
| Banking Businesses Regional Community Banking Wholesale Banking | \$ | 2,064 | \$ | 2,182 |
| Corporate Banking PNC Real Estate Finance PNC Business Credit | | 685 267 192 | | 786 229 182 |
| - Total wholesale banking PNC Advisors | | 1,144 615 | | 1,197 654 |
| - Total banking businesses | | 3,823 | | 4,033 |
| - Asset Management and Processing Businesses BlackRock PFPC | | 598 762 | | 577 817 |
| - Total asset management and processing businesses | | 1,360 | | 1,394 |
| - Total business revenue Intercompany eliminations Other | | 5,183 (89) 169 | - | 5,427 (101) 81 |
| - Total consolidated | \$ | 5,263 | \$ | 5,407 |

- (a) See "Review of Businesses" within the Financial Review section of the Corporation's 2002 Annual Report to Shareholders included as Exhibit 13 in the Corporation's 2002 Annual Report on Form 10-K for additional information regarding presentation of results for the Corporation's major businesses. The Corporation's line of business information is based on management information systems, assumptions and methodologies that are under review on an ongoing basis.
- (b) Business revenue is presented on a taxable-equivalent basis except for BlackRock and PFPC, which are presented on a book (GAAP) basis. The interest income earned on certain assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than a taxable investment. In order to provide accurate comparisons of yields and margins for all earning assets, the interest income earned on tax-exempt assets has been increased to make them fully equivalent to other taxable interest income investments. A reconciliation of total consolidated revenue on a book basis to total consolidated revenue on a taxable-equivalent basis is as follows (in millions):

</TABLE>

| | | 003 | 2002 | | |
|--|-------------|----------------|---------|-------------|--|
| <\$> | <c></c> | 5 050 | <c></c> | 5 004 | |
| Total consolidated revenue, book (GAAP) basis Taxable-equivalent adjustment | Ş | 5,253 10 | Ş | 5,394 13 | |
| Total consolidated revenue, taxable-equivalent basis | \$ ===== | 5 , 263 | \$ | 5,407 | |

</TABLE>

THE PNC FINANCIAL SERVICES GROUP, INC.

December 31

December 31

| <table></table> |
|---------------------|
| <caption></caption> |

| <caption></caption> | Decem | ber 31 | Septe | mber 30 | Jun | e 30 | March | h 31 | |
|--|---------|----------|----------|----------|---------|----------|---------|----------------|---------|
| December 31 CARNINGS (LOSS) 1902 | 20 | 03 | 2 | 003 | 20 | 03 | 200 | 03 | |
| | | | | | | | | | |
| <\$> | <c></c> | | <c></c> | | <c></c> | | <c></c> | | <c></c> |
| Banking Businesses Regional Community Banking | \$ | 159 | \$ | 138 | Ś | 159 | \$ | 152 | \$ |
| 52 | Y | 133 | Y | 150 | Ÿ | 133 | Ÿ | 132 | Ÿ |
| Wholesale Banking | | 61 | | 37 | | 33 | | 4.2 | |
| Corporate Banking | | 61 | | 31 | | 33 | | 42 | |
| PNC Real Estate Finance | | 28 | | 34 | | 24 | | 16 | |
| 23 PNC Business Credit | | 5 | | 6 | | 6 | | 14 | |
| 28 | | 3 | | O | | O | | 11 | |
| | | | | | | | | | |
| Total wholesale banking | | 94 | | 77 | | 63 | | 72 | |
| 34 | | 7 - | | | | | | , _ | |
| PNC Advisors | | 16 | | 20 | | 20 | | 16 | |
| 3 | | | | | | | | | |
| | | | | | | | | | |
| Total banking businesses | | 269 | | 235 | | 242 | | 240 | |
| | | | | | | | | | |
| | | | | | | | | | |
| Asset Management and Processing Businesses BlackRock | | 41 | | 40 | | 39 | | 35 | |
| 34 | | 41 | | 40 | | 33 | | 33 | |
| PFPC | | 18 | | 16 | | 15 | | 12 | |
| } · | | | | | | | | | |
| | | | | | | | | | |
| Total asset management and processing | | = 0 | | | | | | | |
| businesses 12 | | 59 | | 56 | | 54 | | 47 | |
| | | | | | | | | | |
| Total hyginogg carningg | | 220 | | 201 | | 296 | | 287 | |
| Total business earnings 191 | | 320 | | 291 | | 290 | | 201 | |
| Intercompany eliminations | | (1) | | (2) | | (1) | | (2) | |
| (2) Other | | (25) | | (8) | | (111) | | (23) | |
| (11) | | (23) | | (0) | | (111) | | (23) | |
| | | | | | | | | | |
| Results from continuing operations | | 303 | | 281 | | 184 | | 262 | |
| 278 | | 302 | | 201 | | 104 | | 202 | |
| Discontinued operations | | | | | | | | | |
| (16) | | | | | | | | | |
| | | - | - | - | | - | | | |
| Results before cumulative effect of | | | | 0.04 | | | | 0.50 | |
| accounting change | | 302 | | 281 | | 184 | | 262 | |
| Cumulative effect of accounting change | | (28) | | | | | | | |
| | | | | | | | | | |
| Total consolidated | \$ | 274 | \$ | 281 | \$ | 184 | \$ | 262 | \$ |
| 262 | | | | | | | | | |
| :=== | ====== | | ===== | | | | | | |
| /TABLE> | | | | | | | | | |
| MADI EN | | | | | | | | | |
| TABLE> CAPTION> | | | | | | | | | |
| | Decemi | ber 31 | Septe | mber 30 | Jun | e 30 | March | h 31 | |
| ecember 31 | | | | | | | | | |
| EVENUE (b) 002 | 200 | 03 | 2 | 003 | 20 | 03 | 200 | J3 | |
| | | | | | | | | | |
| | | | | | | | | | |
| S> anking Businesses | <c></c> | | <c></c> | | <c></c> | | <c></c> | | <c></c> |
| anking Businesses Regional Community Banking | \$ | 506 | \$ | 503 | \$ | 537 | \$ | 518 | \$ |
| 11 | • | | • | | | | • | - - | • |
| Wholesale Banking | | 170 | | 1 () | | 150 | | 100 | |
| Corporate Banking | | 172 | | 165 | | 159 | | 189 | |
| | | | | | | | | | |

| 58 | PNC Real Estate Finance | 69 | 80 | 62 | 56 | |
|------------|---|-------------|-------------|-------------|-------------|----|
| 49 | PNC Business Credit | 55 | 47 | 46 | 44 | |
| 305 | Total wholesale banking | 296 | 292 | 267 | 289 | |
| PN 150 | C Advisors | 159 | 155 | 154 | 147 | |
| 966 | Total banking businesses | 961 | 950 | 958 | 954 | |
| Asse | t management and processing businesses ackRock PC | 161 194 | 150 188 | 144 187 | 143 193 | |
| | tal asset management and processing usinesses | 355 | 338 | 331 | 336 | |
| 1,29 | Total business revenue | 1,316 | 1,288 | 1,289 | 1,290 | |
| | rcompany eliminations | (21) | (21) | (25) | (22) | |
| Othe 17 | r | 54 | 47 | 35 | 33 | |
| 1,29 | Total consolidated | \$ 1,349 | \$ 1,314 | \$ 1,299 | \$ 1,301 | \$ |

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- (a) See "Review of Businesses" within the Financial Review section of the Corporation's 2002 Annual Report to Shareholders included as Exhibit 13 in the Corporation's 2002 Annual Report on Form 10-K for additional information regarding presentation of results for the Corporation's major businesses. The Corporation's line of business information is based on management information systems, assumptions and methodologies that are under review on an ongoing basis.
- (b) Business revenue is presented on a taxable-equivalent basis except for BlackRock and PFPC, which are presented on a book (GAAP) basis. A reconciliation of total consolidated revenue on a book basis to total consolidated revenue on a taxable-equivalent basis is as follows (in millions):

<TABLE>

| December 31 2002 | December 31 | | - | September 30 2003 | | June 30 2003 | | ch 31 |
|--|-------------|----------------|---------|----------------------|----|-----------------|----|------------|
| < <\$> | | | <c></c> | | | | | |
| <c> Total consolidated revenue, book (GAAP) basis \$ 1,290 Taxable-equivalent adjustment</c> | \$ | 1 , 346 | \$ | 1,312 2 | \$ | 1,297 2 | \$ | 1,298 3 |
| Total consolidated revenue, taxable-equivalent basis | \$ | 1,349 | \$ | 1,314 | \$ | 1,299 | \$ | 1,301 |
| \$ 1,293 | | ======= | | | | | | |

</TABLE>

THE PNC FINANCIAL SERVICES GROUP, INC.

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REGIONAL COMMUNITY BANKING (Unaudited)

| Year ended Taxable-equivalent basis Dollars in millions | D: | ecember 31 2003 | December 3 2002 | | |
|---|---------------|----------------------|--------------------|-----------------------|--|
| | | _ | | | |
| <pre><s> INCOME STATEMENT</s></pre> | <1 | C> | <c></c> | > | |
| Net interest income | \$ | 1,267 | \$ | 1,409 | |
| Other noninterest income | | 704 | | 689 | |
| Net securities gains | | 93 | | 84 | |
| - | | | | | |
| Total revenue | | 2,064 | | 2,182 | |
| Provision for credit losses Noninterest expense | | 46 1,094 | | 52 1 , 061 | |
| | | | | | |
| | | | | 4 0.50 | |
| Pretax earnings Income taxes | | 924 316 | | 1 , 069 372 | |
| | | | | | |
| | _ | 500 | _ | 50.0 | |
| Earnings | \$ ======= | 608 ======= | \$:====== | 697 | |
| AVERAGE BALANCE SHEET | | | | | |
| Loans | | | | | |
| Consumer | \$ | 8,285 | ė | 7,101 | |
| Home equity Indirect | Ÿ | 477 | \$ | 541 | |
| Other consumer | | 510 | | 632 | |
| | | | | | |
| - Total consumer | | 9,272 | | 8,274 | |
| Residential mortgage | | 2,893 | | 4,110 | |
| Commercial | | 3,946 | | 3,599 | |
| Vehicle leasing | | 1,069 | | 1,678 | |
| Other | | 117 | | 119 | |
| - | | | | | |
| Total loans | | 17,297 | | 17,780 | |
| Securities Education and other loans held for sale | | 14,169 1,164 | | 11,139 1,319 | |
| Assigned assets and other assets | | 5,820 | | 8,738 | |
| | | | | | |
| - Total assets | \$ | 38,450 | \$ | 38 , 976 | |
| | | ======== | | - | |
| Deposits | _ | | _ | = 0.45 | |
| Noninterest-bearing demand Interest-bearing demand | \$ | 5,570 6,313 | \$ | 5,046 6,057 | |
| Money market | | 12,303 | | 12,279 | |
| Savings | | 2,023 | | 1,962 | |
| Certificates | | 8 , 572 | | 10,045 | |
| - | | | | | |
| Total deposits | | 34,781 | | 35,389 | |
| Other liabilities | | 1,072 | | 958 | |
| Assigned capital | | 2 , 597 | | 2,629 | |
| - | | | | | |
| Total funds | \$ | • | \$ | 38 , 976 | |
| PERFORMANCE RATIOS | ======= | | ====== | | |
| Return on assigned capital | | 23% | | 27% | |
| Noninterest income to total revenue | | 39 | | 35 | |
| Efficiency | | 53 | | 49 | |
| OTHER INFORMATION (a) | | | | | |
| Total nonperforming assets (b) | \$ | 90 | \$ | 82 | |
| Vehicle leasing outstandings, net of unearned income | \$ | | \$ | 1,386 | |
| Net charge-offs Home equity portfolio credit statistics: | \$ | 53 | \$ | 56 | |
| Percentage of first lien positions | | 51% | | 40% | |
| Weighted average loan-to-value ratios | | 70% | | 70% | |
| Weighted average FICO scores | _ | 713 | _ | 709 | |
| Gains on sales of education loans (c) Average FTE staff | \$ | 20 9 , 447 | \$ | 23 9 , 657 | |
| ATMs | | 3,600 | | 3,550 | |
| Branches | | 719 | | 714 | |
| Financial consultants | | 693 | | 645 | |
| Business banking centers Checking relationships | | 208 1,611,000 | 1 | 193 542,000 | |
| Checking relationships Online banking users | | 762,000 | _ | 607,000 | |
| Deposit households using online banking | | 43.2% | | 36.6% | |
| | | | | | |

- (a) Presented as of period-end, except for net charge-offs, gains on sales of education loans and average FTEs.
- (b) See Note (a) on page 26 of this financial supplement. The impact of this change was reflected in the amount at December 31, 2003.
- (c) Included in other noninterest income above.

THE PNC FINANCIAL SERVICES GROUP, INC.

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REGIONAL COMMUNITY BANKING (Unaudited)

| <table> <caption></caption></table> | | | | | | | | | |
|--|---------|----------|---------|-----------------|---------|----------------|--|-----------------|----------|
| Three months ended Taxable-equivalent basis | Dec | ember 31 | Sep | tember 30 | Ċ | June 30 | 1 | March 31 | December |
| 31 Dollars in millions | | 2003 | | 2003 | 2003 | | 2003 | | 2002 |
| | | | | | | | | | |
| <s></s> | <c></c> | | <c></c> | | <c></c> | > | <c:< td=""><td>></td><td><c></c></td></c:<> | > | <c></c> |
| INCOME STATEMENT Net interest income | \$ | 307 | \$ | 309 | Ś | 334 | Ġ | 317 | \$ |
| 331 | Ÿ | | Ÿ | | Y | | Y | | Ÿ |
| Other noninterest income 180 | | 183 | | 177 | | 181 | | 163 | |
| Net securities gains | | 16 | | 17 | | 22 | | 38 | |
| | | | | | | | | 54.0 | |
| Total revenue 511 | | 506 | | 503 | | 537 | | 518 | |
| Provision for credit losses 15 | | 14 | | 11 | | 13 | | 8 | |
| Noninterest expense 264 | | 252 | | 282 | | 282 | | 278 | |
| | | | | | | | | | |
| Pretax earnings 232 | | 240 | | 210 | | 242 | | 232 | |
| Income taxes 80 | | 81 | | 72 | | 83 | | 80 | |
| | | | | | | | | | |
| Earnings 152 | \$ | 159 | \$ | 138 | \$ | 159 | \$ | 152 | \$ |
| === | ===== | ======= | ===== | ======= | ==== | | ==== | ======= | ======= |
| AVERAGE BALANCE SHEET Loans | | | | | | | | | |
| Consumer | | 0.006 | | 0. 47.6 | | 0.045 | | 7 675 | |
| Home equity 7,395 | \$ | 8,926 | Ş | 8,476 | Ş | 8 , 047 | Ş | 7 , 675 | \$ |
| Indirect 458 | | 510 | | 492 | | 468 | | 438 | |
| Other consumer | | 474 | | 504 | | 516 | | 546 | |
| 582 | | | | | | | | | |
| Total consumer | | 9,910 | | 9,472 | | 9,031 | | 8,659 | |
| 8,435 | | | | | | | | | |
| Residential mortgage 3,146 | | _, | | 2 , 585 | | 2,970 | | 3 , 276 | |
| Commercial 3,857 | | 3,934 | | 3,911 | | 4,001 | | 3,939 | |
| Vehicle leasing | | 790 | | 980 | | 1,177 | | 1,336 | |
| 1,464 Other | | 120 | | 114 | | 117 | | 117 | |
| 115 | | | | | | | | | |
| | | | | | | | | | |
| Total loans | | 17,505 | | 17 , 062 | | 17,296 | | 17,327 | |
| Securities 11,982 | | 15,133 | | 14,792 | | 14,211 | | 12,504 | |
| Education and other loans held for sale | | 1,158 | | 1,105 | | 1,197 | | 1,197 | |
| 1,215 Assigned assets and other assets 8,661 | | | | | | 5,731 | | | |
| | | | | | | | | | |
| Total assets 38,875 | | | | | | | | 38 , 989 | |

| === | | | | | | | | | |
|---|-------|------------------|-------|------------------|-------|----------------|-------|------------------|---------|
| Deposits Noninterest-bearing demand | \$ | 5 , 799 | \$ | 5 , 739 | \$ | 5 , 471 | \$ | 5,264 | \$ |
| 5,242 Interest-bearing demand | | 6,601 | | 6 , 397 | | 6,136 | | 6,112 | |
| 6,191 Money market | | | | | | 12,407 | | · | |
| 12,184 | | | | | | | | | |
| Savings 1,950 | | 2,020 | | 2,050 | | 2,046 | | 1,976 | |
| Certificates 9,653 | | 8,047 | | 8,234 | | 8,666 | | 9,360 | |
| | | | | | | | | | |
| Total deposits 35,220 | | 34,607 | | 34,727 | | 34,726 | | 35 , 073 | |
| Other liabilities 1,035 | | 801 | | 1,093 | | 1,112 | | 1,285 | |
| Assigned capital 2,620 | | | | 2 , 587 | | | | | |
| | | | | | | | | | |
| Total funds 38,875 | \$ | 37 , 981 | \$ | 38,407 | \$ | 38,435 | \$ | 38 , 989 | \$ |
| === | ===== | | ===== | | ===== | | ===== | -====== | ======= |
| PERFORMANCE RATIOS Return on assigned capital | | 25% | | 21% | | 25% | | 23% | |
| 23% Noninterest income to total revenue | | 39 | | 39 | | 38 | | 39 | |
| 35 | | | | | | | | | |
| Efficiency 52 | | 50 | | 56 | | 53 | | 54 | |
| === | | | ===== | | ===== | | ===== | | |
| OTHER INFORMATION (a) Total nonperforming assets (b) 82 | \$ | 90 | \$ | 74 | \$ | 75 | \$ | 86 | \$ |
| Vehicle leasing outstandings, net of unearned income | \$ | 698 | \$ | 872 | \$ | 1,048 | \$ | 1,239 | \$ |
| 1,386 Net charge-offs | \$ | 15 | \$ | 12 | \$ | 13 | \$ | 13 | \$ |
| 15 Home equity portfolio credit statistics: | | | | | | | | | |
| Percentage of first lien positions 40% | | 51% | | 50% | | 46% | | 43% | |
| Weighted average loan-to-value ratios 70% | | 70% | | 70% | | 72% | | 70% | |
| Weighted average FICO scores 709 | | 713 | | 712 | | 712 | | 709 | |
| Gains on sales of education loans (c) | \$ | 8 | \$ | 4 | \$ | 7 | \$ | 1 | \$ |
| Average FTE staff | | 9,474 | | 9,524 | | 9,447 | | 9,404 | |
| 9,610 ATMs | | 3,600 | | 3,664 | | 3,660 | | 3,594 | |
| 3,550 Branches | | 719 | | 715 | | 713 | | 713 | |
| 714 Financial consultants | | 693 | | 702 | | 693 | | 674 | |
| 645 Business banking centers | | 208 | | 208 | | 193 | | 193 | |
| 193 | -1 | | - | | - | | -1 | | |
| Checking relationships 1,542,000 | 1 | ,611,000 |] | .,606,000 |] | .,575,000 | 1 | 1,555,000 | |
| Online banking users 607,000 | | 762 , 000 | | 728 , 000 | | 684,000 | | 647 , 000 | |
| Deposit households using online banking 36.6% | | 43.2% | | 41.7% | | 40.2% | | 38.6% | |

⁽a) Presented as of period-end, except for net charge-offs, gains on sales of education loans and average FTEs.

⁽b) See Note (a) on page 26 of this financial supplement. The impact of this change was reflected in the amount at December 31, 2003.

⁽c) Included in other noninterest income above.

| <caption></caption> | | | | |
|---|-------------|-------------|----------|------------------|
| Year ended Taxable-equivalent basis Dollars in millions | Decem 20 | ber 31 | | ember 31 2002 |
| | | | | |
| - <\$> | <c></c> | | <c></c> | |
| INCOME STATEMENT | \C> | | \C> | |
| Net interest income | \$ | 301 | \$ | 349 |
| Noninterest income | | 384 | | 437 |
| _ | | | | |
| Total revenue | | 685 | | 786 |
| Provision for credit losses | | 48 | | 203 |
| Noninterest expense | | 370 | | 359 |
| - | | | | |
| Pretax earnings | | 267 | | 224 |
| Income taxes | | 94 | | 74 |
| _ | | | | |
| Earnings | \$ | 173 | \$ | 150 |
| AVERAGE BALANCE SHEET | | | | |
| Loans | \$ | 8,180 | \$ | 9,477 |
| Purchased customer receivables | | 1,230 | | |
| Loans held for sale | | 202 | | 1,369 |
| Other assets | | 2,855 | | 2,961 |
| - | | | | |
| Total assets | | 12,467 | | 13,807 |
| Deposits | \$ \$ | 5,135 | \$ | 4,683 |
| Commercial paper | | 1,232 | | |
| Assigned funds and other liabilities | | 5,254 | | 8,088 |
| Assigned capital | | 846 | | 1,036 |
| - | | | | |
| Total funds | | 12,467 | | 13,807 |
| PERFORMANCE RATIOS | | | | |
| Return on assigned capital | | 20% | | 14% |
| Noninterest income to total revenue | | 56 | | 56 |
| Efficiency ==================================== | | 54 ===== | | 46 |
| OTHER INFORMATION (a) | | | | |
| Consolidated revenue from treasury | | | | |
| management (b) | \$ | 347 | \$ | 343 |
| Total nonperforming assets Net charge-offs | \$ \$ | 116 90 | \$ \$ | 187 137 |
| Average FTE staff | Ÿ | 1,890 | Ÿ | 2,123 |
| INSTITUTIONAL LENDING REPOSITIONING | | • | | • |
| Loans held for sale | | | | |
| Credit exposure | \$ | 85 | \$ | 564 |
| Outstandings Exit portfolio | \$ | 51 | \$ | 245 |
| Credit exposure | \$ | 51 | \$ | 413 |
| Outstandings | | | | |

______ </TABLE>

<TABLE>

- (a) Presented as of period-end, except for consolidated revenue from treasury management, net charge-offs, net gains on loans held for sale and average FTEs.
- (b) Treasury management products offered through Corporate Banking are sold by several businesses across PNC and related revenue net of expense is included in the results of those businesses.
- (c) Included in noninterest income above.

Net gains on loans held for sale (c)

THE PNC FINANCIAL SERVICES GROUP, INC.

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\$ 62 \$ 155

WHOLESALE BANKING - CORPORATE BANKING (Unaudited)

| / I WD III | |
|---------------------------------------|------|
| <capt< td=""><td>ION></td></capt<> | ION> |
| Three | mon |

| Three months ended Taxable-equivalent basis Dollars in millions | December 31 | September 30 | June 30 | March 31 | December 31 |
|---|-------------|--------------|---------|----------|-------------|
| | 2003 | 2003 | 2003 | 2003 | 2002 |
| <pre><s> INCOME STATEMENT</s></pre> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> |

| Net interest income Noninterest income | \$ | 77 95 | \$ | 77 88 | \$ | 71 88 | : | \$ 76 113 | | 78 120 | |
|---|-------------|-----------------|-------------|----------|-------|-------------|---|--------------------|----------------|-----------|---|
| Total revenue | | 172 | | 165 | | 159 | | 189 |) | 198 | |
| Provision for credit losses | | (15) | | 23 | | 25 | | 15 |) | 64 | |
| Noninterest expense | | 92 | | 85 | | 84 | | 109 |) | 87 | |
| | | | | | | | | | | | |
| Pretax earnings | | 95 | | 57 | | 50 | | 65 | , | 47 | |
| Income taxes | | 34 | | 20 | | 17 | | 23 | 3 | 14 | |
| | | | | | | | | | | | |
| Earnings | Ş | 61 | \$ | 37 | \$ | 33 | | \$ 42 | | | |
| AVERAGE BALANCE SHEET | | | | | | | | | | | |
| Loans | \$ | 7,848 | Ś | 8,017 | Ś | 8,262 | | \$ 8,604 | | 8,821 | |
| Purchased customer receivables | | 2,384 | , | 2,496 | ' | -, | | , -, | | -, | |
| Loans held for sale | | 169 | | 154 | | 196 | | 291 | | 464 | |
| Other assets | | 2,876 | | 2,891 | | 2,896 | | 2,755 | | 3,133 | |
| | | | | | | | | | | | |
| Total assets | | 13,277 | \$ | 13,558 | \$ | 11,354 | : | \$ 11,650 | | 12,418 | |
| Deposits | | 5,221 | Ś | 5,230 | Ś | 4,990 | | \$ 5,097 | 1 5 | 4,906 | |
| Commercial paper | т. | 2,386 | | 2,502 | т | 1,330 | | , o, o, . | 7 | 1,500 | |
| Assigned funds and other liabilities | | 4,848 | | 4,990 | | 5,512 | | 5,679 |) | 6,581 | |
| Assigned capital | | 822 | | 836 | | 852 | | 874 | | 931 | |
| | | | | | | | | | | | |
| Total funds | | 13 , 277 | \$ | 13,558 | \$ | 11,354 | : | \$ 11 , 650 | | 12,418 | |
| PERFORMANCE RATIOS | | | | | | | | | | | |
| Return on assigned capital | | 29 % | | 18 | 용 | 16 | 용 | 19 |) 응 | 14 | 용 |
| Noninterest income to total revenue | | 55 | | 53 | | 55 | | 60 |) | 61 | |
| Efficiency | | 53 | | 52 | | 53 | | 58 | 3 | 44 | |
| OTHER INFORMATION (a) | | | | | ===== | | | | | | |
| Consolidated revenue from treasury | | | | | | | | | | | |
| management (b) | \$ | 85 | \$ | 87 | \$ | 86 | : | \$ 89 |) 5 | 86 | |
| Total nonperforming assets | \$ | 116 | \$ | 168 | \$ | 176 | | \$ 166 | | | |
| Net charge-offs | \$ | 12 | \$ | 18 | \$ | 42 | | \$ 18 | 3 | 15 | |
| Average FTE staff | | 1,882 | | 1,879 | | 1,888 | | 1,971 | - | 2,109 | |
| INSTITUTIONAL LENDING REPOSITIONING | | | | | | | | | | | |
| Loans held for sale | | | | | | | | | | | |
| Credit exposure | \$ | 85 | \$ | 126 | \$ | 173 | : | \$ 315 | 5 \$ | 564 | |
| Outstandings | \$ | 51 | \$ | 75 | \$ | 101 | : | \$ 155 | 5 \$ | 245 | |
| Exit portfolio | | | | | | | | | | | |
| Credit exposure | \$ | 51 | \$ | 61 | \$ | 251 | : | \$ 349 |) \$ | 413 | |
| Outstandings | | | \$ | 10 | \$ | 11 | | \$ 4 | | | |
| Net gains on loans held for sale (c) | \$ ===== | 15 | \$ ===== | 17 | \$ | 13 ===== | : | \$ 17 ====== | ' \$ -===== | 55 | |

- (a) Presented as of period-end, except for consolidated revenue from treasury management, net charge-offs, net gains on loans held for sale and average FTEs.
- (b) Treasury management products offered through Corporate Banking are sold by several businesses across PNC and related revenue net of expense is included in the results of those businesses.
- (c) Included in noninterest income above.

THE PNC FINANCIAL SERVICES GROUP, INC.

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WHOLESALE BANKING - PNC REAL ESTATE FINANCE (Unaudited)

<TABLE> <CAPTION> Year ended

| Taxable-equivalent basis Dollars in millions | | mber 31 2003 | December 31 2002 | | |
|--|---------|-----------------|---------------------|------|--|
| <s></s> | <c></c> | | <c></c> | | |
| INCOME STATEMENT | | | | | |
| Net interest income | \$ | 103 | \$ | 117 | |
| Noninterest income Net commercial mortgage banking | | | | | |
| Net gains on loan sales | | 52 | | 31 | |
| Servicing and other fees, net of amortization | | 39 | | 40 | |
| Other | | 73 | | 41 | |
| Total noninterest income | | 164 | | 112 | |
| Total revenue | | 267 | | 229 | |
| Provision for credit losses | | (7) | | (10) | |
| Noninterest expense | | 199 | | 160 | |
| | | | | | |

| Noncontrolling interests in income of consolidated entities Income tax (benefit) expense | | (21) | | (2) |
|--|----------|----------------|--------|----------------|
| Earnings | \$ | 102 | \$ | 90 |
| AVERAGE BALANCE SHEET Loans | | | | |
| Commercial real estate Commercial - real estate related | | 1,872 1,404 | | 2,230 1,471 |
| Total loans | | 3 , 276 | | 3 , 701 |
| Commercial mortgages held for sale | | 324 | | 271 |
| Other loans held for sale Other assets | | 25 1,133 | | 141 905 |
| | | | | |
| Total assets | | 4,758 | | 5,018 |
| Deposits | | 1,133 | \$ | 750 |
| Liabilities of certain variable interest entities | | 64 | | |
| Noncontrolling interests in consolidated entities | | 67 | | |
| Assigned funds and other liabilities | | 3,142 | | 3,876 |
| Assigned capital | | 352 | | 392 |
| Total funds | \$ | 4,758 | \$ | 5,018 |
| PERFORMANCE RATIOS | | | | |
| Return on assigned capital | | 29 % | | 23 % |
| Noninterest income to total revenue | | 61 | | 49 |
| Efficiency | | 75 | | 70 |
| OTHER INFORMATION (a) | | ====== | ====== | ===== |
| Total nonperforming assets | \$ | 3 | \$ | 2 |
| Net charge-offs (recoveries) | \$ | 1 | \$ | (6) |
| Average FTE staff | | 743 | | 789 |
| Commercial mortgage servicing portfolio (b) | \$ | 83 | \$ | 74 |
| Net carrying amount of commercial mortgage servicing rights | \$ | 209 | \$ | 201 |
| INSTITUTIONAL LENDING REPOSITIONING | | | | |
| Loans held for sale | ċ | 16 | \$ | 49 |
| Credit exposure Outstandings | \$ \$ | 16 | ş S | 4 4 |
| Exit portfolio | Y | 10 | Y | 11 |
| Credit exposure | | | \$ | 25 |
| Outstandings | | | \$ | 4 |
| Net gains on loans held for sale (c) | \$ | 8 | \$ | 3 |

<TABLE> <CAPTION>

- Presented as of period-end, except for net charge-offs (recoveries), net gains on loans held for sale and average FTEs.
- (b) In billions.

Pretax earnings

Included in noninterest income - other above.

THE PNC FINANCIAL SERVICES GROUP, INC.

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WHOLESALE BANKING - PNC REAL ESTATE FINANCE (Unaudited)

| Three months ended Taxable-equivalent 31 |
|--|
| Dollars in millions |
| |
| |
| <s></s> |
| INCOME STATEMENT |
| Net interest income |
| Noninterest income |
| Not commorgial |

Noninterest expense

| Taxable-equivalent basis 31 | Decem | ber 31 | Septe | ember 30 | Jun | ie 30 | Mar | ch 31 | Dece | mber |
|--|---------|-----------|---------|-----------|---------|-----------|---------|---------|---------|-----------|
| Dollars in millions | | 003 | 2 | 003 | 2 | :003 | 2 | 003 | 2 | 002 |
| | | | | | | | | | | |
| <s> INCOME STATEMENT</s> | <c></c> | | <c></c> | | <c></c> | | <c></c> | | <c></c> | |
| NOOME STATEMENT Net interest income Noninterest income | \$ | 22 | \$ | 25 | \$ | 28 | \$ | 28 | \$ | 30 |
| Net commercial mortgage banking Net gains on loan sales | | 14 | | 15 | | 13 | | 10 | | 12 |
| Servicing and other fees, net of amortization Other | | 9 24 | | 11 29 | | 8 13 | | 11 7 | | 10 6 |
| | | | | | | | | | | |
| Total noninterest income | | 47 | | 55 | | 34 | | 28 | | 28 |
| | | | | | | | | | | |
| Total revenue Provision for credit losses | | 69 (6) | | 80 (8) | | 62 (1) | | 56 8 | | 58 (3) |

| Pretax earnings | | 16 | | 30 | | 19 | | 10 | | 20 |
|---|--------|---------------------------|------------|------------------|------|-----------------|--------------|----------------|-------------|-------|
| Noncontrolling interests in income of | | | | | | | | | | |
| consolidated entities | | (8) | | (11) | | (2) | | | | |
| Income tax (benefit) expense | | (4) | | 7 | | (3) | | (6) | | (3) |
| | | | | | | | | | | |
| Earnings | \$ | 28 | \$ | 34 | \$ | 24 | \$ | 16 | \$ | 23 |
| AVERAGE BALANCE SHEET | ====== | | -==== | | | | ===== | | ===== | ===== |
| Loans | | | | | | | | | | |
| Commercial real estate | \$ 1 | 1,350 | \$ | 1,841 | \$ | 1,953 | \$ 2 | 2,052 | \$ | 2,167 |
| Commercial - real estate related | | 1,647 | | 1,431 | | 1,438 | | L , 397 | | 1,463 |
| | | | | | | | | | | |
| Total loans | , | 2,997 | | 3,272 | | 3,391 | | 3,449 | | 3,630 |
| Commercial mortgages held for sale | 2 | 348 | | 228 | | 373 | | 315 | | 327 |
| Other loans held for sale | | 18 | | 24 | | 373 | | 53 | | 94 |
| Other assets | - | 1,454 | | 1,159 | | 964 | | 950 | | 970 |
| | | | | | | | | | | |
| | | | | | | | | | | |
| Total assets | | 4,817 | \$ 4 | 4,683 | | 4,765 | | 1,767 | | 5,021 |
| Deposits | | ======= 1 , 308 | -==== د | ======= 1,226 | | ====== 1,044 | ====== \$ | | ===== \$ | 892 |
| Liabilities of certain variable interest entities | | 156 | Ψ. | 98 | ¥ | 1,011 | Ÿ | 230 | Y | 0,52 |
| Noncontrolling interests in consolidated | | 100 | | 30 | | | | | | |
| entities | | 227 | | 39 | | | | | | |
| Assigned funds and other liabilities | 2 | 2,787 | 1 | 2,975 | | 3,368 | 3 | 3,454 | | 3,746 |
| Assigned capital | | 339 | | 345 | | 353 | | 363 | | 383 |
| | | | | | | | | | | |
| Total funds | \$ 4 | 4,817 | \$ 4 | 4,683 | \$ | 4,765 | \$ 4 | 1,767 | \$ | 5,021 |
| | | | | | | | | | | ===== |
| PERFORMANCE RATIOS Return on assigned capital | | 33 % | | 39 % | | 27 % | | 18 % | | 24 |
| % | | 33 0 | | 33 0 | | 27 0 | | 10 0 | | 24 |
| Noninterest income to total revenue | | 68 | | 69 | | 55 | | 50 | | 48 |
| Efficiency | | 86 | | 73 | | 71 | | 68 | | 71 |
| OTHER INFORMATION (a) | | | -===: | | -=== | | ===== | | ==== | ==== |
| Total nonperforming assets | \$ | 3 | \$ | 3 | \$ | 3 | Ś | 12 | Ś | 2 |
| Net (recoveries) charge-offs | т. | J | \$ | (1) | \$ | 2 | , | | | _ |
| Average FTE staff | | 738 | | 742 | | 747 | | 770 | | 780 |
| Commercial mortgage servicing portfolio (b) | \$ | 83 | \$ | 80 | \$ | 79 | \$ | 75 | \$ | 74 |
| Net carrying amount of commercial | | | | | | | | | | |
| mortgage servicing rights | \$ | 209 | \$ | 200 | \$ | 199 | \$ | 201 | \$ | 201 |
| INSTITUTIONAL LENDING REPOSITIONING | | | | | | | | | | |
| Loans held for sale | | | | | | | | | | |
| Credit exposure | \$ | 16 | \$ | 16 | \$ | 16 | \$ | 19 | \$ | 49 |
| Outstandings | \$ | 16 | \$ | 16 | \$ | 16 | \$ | 19 | \$ | 44 |
| Exit portfolio | | | | | | | | | | |
| Credit exposure | | | | | | | \$ | 25 | \$ | 25 |
| Outstandings | _ | 4 | _ | _ | | | \$ | 5 | \$ | 4 |
| Net gains (losses) on loans held for sale (c) | \$ | 1 | \$ | 6 | | | \$ | 1 | \$ | (3) |

<TABLE>

- (a) Presented as of period-end, except for net (recoveries) charge-offs, net gains (losses) on loans held for sale and average FTEs.
- (b) In billions.
- (c) Included in noninterest income other above.

THE PNC FINANCIAL SERVICES GROUP, INC.

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WHOLESALE BANKING - PNC BUSINESS CREDIT (Unaudited)

<CAPTION> Year ended December 31 December 31 2003 2002 Taxable-equivalent basis Dollars in millions <S> <C> <C> INCOME STATEMENT \$ 136 \$ 134 56 48 Net interest income Noninterest income 192 182 81 64 61 53 Total revenue Provision for credit losses Noninterest expense 50 65 Pretax earnings

| Income taxes | | 19 | | 25 |
|---------------------------------------|-------|-------|--------|----------------|
| Earnings | \$ | 31 | \$ | 40 |
| AVERAGE BALANCE SHEET | ===== | | -===== | ===== |
| Loans | \$ | 3,551 | \$ | 3,535 |
| Loans held for sale | | 21 | | 68 |
| Other assets | | 245 | | 234 |
| Total assets | \$ | 3,817 | \$ | 3 , 837 |
| Deposits | \$ | 105 | \$ | 84 |
| Assigned funds and other liabilities | | 3,464 | | 3,503 |
| Assigned capital | | 248 | | 250 |
| Total funds | \$ | 3,817 | \$ | 3 , 837 |
| PERFORMANCE RATIOS | ===== | | -===== | ===== |
| Return on assigned capital | | 13 % | | 16 % |
| Noninterest income to total revenue | | 29 | | 26 |
| Efficiency | | 32 | | 29 |
| OTHER INFORMATION (a) | | | | |
| Total nonperforming assets | \$ | 108 | \$ | 142 |
| Net charge-offs | \$ | 67 | \$ | 32 |
| NBOC put option liability | | | \$ | 57 |
| NBOC put option valuation income (b) | \$ | 8 | \$ | 28 |
| Marketing locations | | 24 | | 23 |
| Average FTE staff | | 252 | | 241 |
| INSTITUTIONAL LENDING REPOSITIONING | | | | |
| Loans held for sale | _ | | _ | 4.0 |
| Credit exposure | \$ | 3 | \$ | 13 |
| Outstandings | \$ | 3 | \$ | 9 |
| Net losses on loans held for sale (b) | Ş | (1) | Ş | (11) |

- (a) Presented as of period-end, except for net charge-offs, NBOC put option valuation income, net losses on loans held for sale and average FTEs.
- (b) Included in noninterest income above. THE PNC FINANCIAL SERVICES GROUP, INC.

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WHOLESALE BANKING - PNC BUSINESS CREDIT (Unaudited)

<TABLE> <CAPTION> Three months ended December 31 September 30 June 30 March 31 Taxable-equivalent basis December 31 2003 2003 2003 2003 Dollars in millions <S> <C> <C> <C> <C> <C> INCOME STATEMENT \$ 35 \$ 35 \$ 34 Net interest income 33 Noninterest income 12 12 16 Total revenue 55 47 46 Provision for credit losses 30 23 21 7 (8) 15 Noninterest expense Pretax earnings 45 Income taxes 3 3 \$ 6 \$ 6 \$ 14 Earnings AVERAGE BALANCE SHEET \$ 3,658 \$ 3,633 \$ 3,528 \$ 3,381 Loans \$ 3,490 Loans held for sale 12 30 24 18

| Other assets 225 | | 263 | | 263 | | 225 | | 229 |
|--|-------|-------|------|-----------|-------|------|------|----------|
| | | | | | | | | |
| Total assets \$ 3,738 | | | | 3,926 | | | | |
| ====== | ===== | | ==== | | ===== | | ==== | ======== |
| Deposits \$ 102 | \$ | 126 | \$ | 106 | \$ | 106 | \$ | 82 |
| Assigned funds and other liabilities 3,392 | 3, | ,547 | 3 | 3,568 | 3 | ,428 | 3 | ,309 |
| Assigned capital 244 | | 260 | | 252 | | 243 | | 237 |
| | | | | | | | | |
| Total funds \$ 3,738 | \$ 3, | , 933 | \$ 3 | 3,926 | \$ 3 | ,777 | \$ 3 | ,628 |
| | ===== | | | | | | ==== | ======== |
| PERFORMANCE RATIOS | | | | | | | | |
| Return on assigned capital 46 % | | 8 % | | 9 % | | 10 % | | 24 % |
| Noninterest income to total revenue | | 36 | | 26 | | 26 | | 27 |
| 33 Efficiency | | 31 | | 32 | | 33 | | 32 |
| 24 | | 31 | | 32 | | | | JZ |
| ====== | | | | | | | | |
| OTHER INFORMATION (a) Total nonperforming assets | \$ | 108 | \$ | 140 | \$ | 145 | \$ | 139 |
| \$ 142 | Y | 100 | Y | 140 | Ÿ | 143 | Ÿ | 133 |
| Net charge-offs | \$ | 22 | \$ | 34 | \$ | 6 | \$ | 5 |
| \$ 6 NBOC put option liability | | | | | \$ | 43 | \$ | 49 |
| \$ 57 | | | | | | | | _ |
| NBOC put option valuation income (b) \$ 9 | | | \$ | 1 | \$ | 1 | \$ | 6 |
| Marketing locations 23 | | 24 | | 24 | | 24 | | 24 |
| Average FTE staff | | 253 | | 255 | | 249 | | 250 |
| 249 INSTITUTIONAL LENDING REPOSITIONING | | | | | | | | |
| Loans held for sale | | | | | | | | |
| Credit exposure | \$ | 3 | \$ | 8 | \$ | 10 | \$ | 10 |
| \$ 13 Outstandings | \$ | 3 | \$ | 7 | \$ | 9 | \$ | 7 |
| Net gains (losses) on loans held for sale (b) | | | | | \$ | 2 | \$ | (3) |

====== </TABLE>

(a) Presented as of period-end, except for net charge-offs, NBOC put option valuation income, net gains (losses) on loans held for sale and average FTEs.

(b) Included in noninterest income above.

THE PNC FINANCIAL SERVICES GROUP, INC.

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PNC ADVISORS (Unaudited)

| <table> <caption> Year ended; Taxable-equivalent basis 31</caption></table> | December | r 31 | December |
|---|----------|------|----------|
| Dollars in millions except as noted | 2003 | 3 | 2002 |
| | | | |
| <\$> | <c></c> | | <c></c> |
| INCOME STATEMENT | | | |
| Net interest income | \$ | 82 | \$ |
| 100 | | | |
| Noninterest income | | | |
| Investment management and trust | | 313 | |
| 334 | | | |
| Brokerage | | 123 | |
| 131 | | | |
| Other | | 97 | |
| 89 | | | |

| Total noninterest income | | 533 | |
|---|--------------|--|----------------------|
| 554 | | | |
| Total revenue | | 615 | |
| Provision for credit losses | | 3 | |
| 4 Noninterest expense | | 500 | |
| 497 | | | |
| Pretax earnings | | 112 | |
| 153 Income taxes | | 40 | |
| 56 | | | |
| Earnings | \$ | 72 | \$ |
| 97 | | | |
| = AVERAGE BALANCE SHEET | | | |
| Loans Consumer | \$ | 1,317 | \$ |
| 1,228 | Ş | 1,31/ | Ş |
| Residential mortgage 501 | | 244 | |
| Commercial 460 | | 438 | |
| Other | | 287 | |
| 320 | | | |
| Total loans | | 2,286 | |
| 2,509 Other assets | | 626 | |
| 420 | | | |
| Total assets | \$ | 2,912 | \$ |
| 2,929 | | | |
| = | | | |
| | _ | | |
| Deposits 2,007 | \$ | 2,122 | \$ |
| Deposits | \$ | 2 , 122 262 | Ş |
| Deposits 2,007 Assigned funds and other liabilities | \$ | | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital | \$ | 262 528 | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital | \$ \$ | 262 | \$ \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 | | 262 528 | |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 | \$ | 262 528 | |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 = PERFORMANCE RATIOS Return on assigned capital 19 % | \$ | 262 528 2,912 | |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 | \$ | 262 528 2,912 14 % 87 | |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 | \$ | 262 528 2,912 14 % 87 81 | \$ ======= |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 | \$ | 262 528 2,912 14 % 87 81 | \$ ======= |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 | \$ | 262 528 | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 | \$ | 262 528 2,912 14 % 87 81 | \$ ======= |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 | \$ | 262 528 | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 ASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional | \$ | 262 528 2,912 14 % 87 81 | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 EASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 Total | \$ | 262 528 2,912 14 % 87 81 | \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 ASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 | \$ | 262 528 2,912 14 % 87 81 | \$ \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 ASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 Total 50 | \$ | 262 528 2,912 14 % 87 81 | \$ \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 ERFFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 ASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 Total 50 | \$ | 262 528 2,912 14 % 87 81 | \$ \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 = PERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 ASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 Total 50 Asset type Equity 26 Fixed income | \$ | 262 528 2,912 14 % 87 81 | \$ \$ \$ \$ |
| Deposits 2,007 Assigned funds and other liabilities 399 Assigned capital 523 Total funds 2,929 EPERFORMANCE RATIOS Return on assigned capital 19 % Noninterest income to total revenue 85 Efficiency 76 BASSETS UNDER ADMINISTRATION (in billions) (a) (b) Assets under management Personal 41 Institutional 9 Total 50 Asset type Equity 26 | \$ | 262 528 2,912 14 % 87 81 44 9 | \$ \$ \$ \$ |

| Total 50 | \$ | 53 | \$ |
|---|-------|---------------------------------------|----------------|
| Nondiscretionary assets under administration Personal 20 Institutional 62 | \$ | 22 65 | \$ |
| Total 82 | \$ | 87 | \$ |
| Asset Type Equity 27 Fixed income 29 Liquidity/other 26 | \$ | 30 30 27 | ş |
| Total 82 | \$ | 87 | \$ |
| OTHER INFORMATION (b) Total nonperforming assets 5 Brokerage assets administered (in billions) 32 Full service brokerage offices 106 Financial consultants 615 Margin loans 260 Average FTE staff 3,351 | \$ \$ | 11 37 98 549 256 3,093 | \$ \$ \$ |
| | | | |

(a) Excludes brokerage assets administered.

(b) Presented as of period-end, except for average FTEs.

THE PNC FINANCIAL SERVICES GROUP, INC.

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PNC ADVISORS (Unaudited)

| <table> <caption> Three months ended; Taxable-equivalent basis December 31 Dollars in millions except as noted 2002</caption></table> | December 31 | September 30 2003 | June 30 2003 | March 31 2003 |
|---|----------------|----------------------|-----------------|------------------|
| <pre><s> <c> INCOME STATEMENT Net interest income</c></s></pre> | <c> \$ 20</c> | <c></c> | <c></c> | <c></c> |
| \$ 24 Noninterest income Investment management and trust 76 Brokerage 29 Other | 81 36 22 | 78 30 27 | 78 31 24 | 76 26 24 |
| 21 Total noninterest income 126 | 139 | 135 | 133 | 126 |
| Total revenue 150 Provision for credit losses 1 | 159 1 | 155 1 | 154 | 147 |

| Noninterest expense 129 | | 123 | 121 | |
|--|------------------|------------------|----------------|------------------|
| | | | | |
| Pretax earnings 20 | 24 | 31 | 32 | 25 |
| Income taxes 7 | 8 | 11 | 12 | 9 |
| | | | | |
| Earnings \$ 13 | \$ 16 | , | \$ 20 | \$ 16 |
| ====== AVERAGE BALANCE SHEET | | | | |
| Loans | 61 270 | 61 222 | ė1 00 <i>4</i> | 61 000 |
| Consumer \$1,264 | | \$1,332 | | |
| Residential mortgage 394 | 173 | 215 | 263 | 327 |
| Commercial 439 | 414 | 464 | 435 | 439 |
| Other | 293 | 285 | 286 | 284 |
| 276 | | | | |
| Total loans | 2,250 | 2,296 | 2,268 | 2,330 |
| 2,373 Other assets | | 656 | 588 | 540 |
| 417 | | | | |
| | | | | |
| Total assets \$2,790 | \$2,969 | \$2 , 952 | \$2,856 | \$2,870 |
| | | | ========= | |
| Deposits | \$2,161 | \$2,164 | \$2,077 | \$2,085 |
| \$2,016 Assigned funds and other liabilities | 268 | 262 | 255 | 263 |
| 243 Assigned capital | 540 | 526 | 524 | 522 |
| 531 | | | | |
| | | | | |
| Total funds \$2,790 | \$2 , 969 | \$2 , 952 | \$2,856 | \$2 , 870 |
| | ======== | | | |
| PERFORMANCE RATIOS | 4.0 | 4.5.0 | 45.0 | 40.0 |
| Return on assigned capital 10 % | 12 % | 15 % | 15 % | 12 % |
| Noninterest income to total revenue 84 | 87 | 87 | 86 | 86 |
| Efficiency | 84 | 79 | 79 | 83 |
| 86 | | | | |
| ====== ASSETS UNDER ADMINISTRATION (in billions) (a) (b) | | | | |
| Assets under management Personal | \$ 44 | \$ 42 | \$ 42 | \$ 40 |
| \$ 41 | | | | |
| Institutional 9 | 9 | 9 | 9 | 9 |
| | | | | |
| Total | \$ 53 | \$ 51 | \$ 51 | \$ 49 |
| \$ 50 | | | | |
| Asset Type | | | | |
| Equity | \$ 31 | \$ 28 | \$ 28 | \$ 25 |
| \$ 26 Fixed income | 16 | 16 | 16 | 16 |
| 17 Liquidity/other 7 | 6 | 7 | 7 | 8 |
| | | | | |
| Total \$ 50 | | \$ 51 | | |
| Nondiscretionary assets under administration Personal | \$ 22 | \$ 23 | | \$ 20 |
| \$ 20 | | | | |

| Institutional 62 | | 65 | | 63 | | 65 | | 61 |
|---|-------|-------|-------|------|----|----------|------|----------|
| Total \$ 82 | \$ | 87 | \$ | 86 | \$ | 85 | \$ | 81 |
| | | | | | | | | |
| Asset Type | _ | | _ | 0.0 | _ | | | 0.7 |
| Equity \$ 27 | \$ | 30 | \$ | 30 | \$ | 29 | \$ | 27 |
| Fixed income | | 30 | | 29 | | 29 | | 28 |
| 29 | | | | | | | | |
| Liquidity/other | | 27 | | 27 | | 27 | | 26 |
| 26 | | | | | | | | |
| | | | | | | | | |
| Total | \$ | 87 | \$ | 86 | \$ | 85 | \$ | 81 |
| \$ 82 | | | | | | | | |
| | ===== | | ===== | | | -======= | ==== | ======== |
| OTHER INFORMATION (b) | | | | | | | | |
| Total nonperforming assets | \$ | 11 | \$ | 11 | \$ | 5 | \$ | 5 |
| \$ 5 | | | | | | | | |
| Brokerage assets administered (in billions) | \$ | 37 | \$ | 35 | \$ | 34 | \$ | 31 |
| \$ 32 Full service brokerage offices | | 98 | | 99 | | 99 | | 102 |
| 106 | | 30 | | 33 | | 33 | | 102 |
| Financial consultants | | 549 | | 561 | | 577 | | 585 |
| 615 | | | | | | | | |
| Margin loans | \$ | 256 | \$ | 257 | \$ | 253 | \$ | 247 |
| \$ 260 | 0 | 0.0.4 | 2 | 0.01 | 2 | 110 | 2 | 226 |
| Average FTE staff 3,326 | ۷, | . 984 | 3, | .081 | 3, | 118 | 3, | . 226 |
| ======================================= | | | | | | | ==== | |

(a) Excludes brokerage assets administered.

(b) Presented as of period-end, except for average FTEs.

THE PNC FINANCIAL SERVICES GROUP, INC.

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BLACKROCK (Unaudited)

<TABLE> <CAPTION>

| <c> \$ 529 69</c> | <c></c> |
|---------------------------|--|
| | |
| 69 | \$ 519 58 |
| 598 337 | 577 320 |
| 33 | 42 |
| 370 | 362 |
| 228 23 | 215 9 |
| 251 96 | 224 91 |
| \$ 155 | \$ 133 |
| \$ 192 775 | \$ 183 681 |
| | \$ 864 |
| \$ 254 713 | \$ 229 635 |
| \$ 967 | \$ 864 |
| | 337 33 370 228 23 251 96 \$ 155 \$ 192 775 \$ 967 \$ 254 713 |

| Return on equity | 23% | 24% |
|---------------------------------------|--------|---------|
| Operating margin (a) | 40 | 40 |
| Diluted earnings per share | \$2.36 | \$2.04 |
| ASSETS UNDER MANAGEMENT (in billions) | | |
| Separate accounts | | |
| Fixed income | \$ 190 | \$ 157 |
| Liquidity | 6 | 6 |
| Liquidity - securities lending | 10 | 6 |
| Equity | 9 | 10 |
| Alternative investment products | 7 | 5 |
| Total separate accounts | 222 | 184 |
| Mutual funds (b) | | |
| Fixed income | 24 | 19 |
| Liquidity | 59 | 66 |
| Equity | 4 | 4 |
| Total mutual funds | 87 | 89 |
| Total assets under management | \$ 309 | \$ 273 |
| OTHER INFORMATION | | ======= |
| Average FTE staff | 962 | 894 |
| <pre></pre> | | |

 | ======= |(a) Calculated as operating income divided by total revenue less administration and servicing costs. A reconciliation of this presentation to operating margin calculated on a GAAP basis (operating income divided by total revenue) follows in millions:

| <table> <s> Operating income</s></table> | <c> \$228</c> | <c> \$215</c> |
|---|---------------|---------------|
| Total revenue Less fund administration and servicing costs | \$598 33 | \$577 42 |
| Revenue used for operating margin calculation, as reported | 565 | 535 |
| Operating margin, as reported Operating margin, GAAP basis | | |

 40% 38% | 40% 37% |PNC believes that operating margin, as reported, is an effective indicator of management's ability to effectively employ BlackRock's resources.

Fund administration and servicing costs have been excluded from the operating margin calculation because these costs are a fixed, asset-based expense which can fluctuate based on the discretion of a third party.

(b) Includes BlackRock Funds, BlackRock Provident Institutional Funds, BlackRock Closed End Funds, Short Term Investment Fund and BlackRock Global Series.

THE PNC FINANCIAL SERVICES GROUP, INC.

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BLACKROCK (Unaudited)

<TABLE> <CAPTION>

| Three months ended Dollars in millions except as noted | | September 30 2003 | | | |
|---|-------------|----------------------|---------|-------------|---------|
| <pre></pre> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> |
| administration fees Other income | \$141 | \$133 | \$128 | \$127 | \$122 |
| | 20 | 17 | 16 | 16 | 15 |
| Total revenue Operating expense Fund administration | 161 | 150 | 144 | 143 | 137 |
| | 90 | 84 | 81 | 81 | 74 |
| and servicing costs Total expense | 9 99 | 8 92 | 89 | 8 89 | 82 |
| Operating income Nonoperating income | 62 | 58 | 55 | 54 | 55 |
| | 5 | 6 | 8 | 3 | 2 |
| Pretax earnings Income taxes | 67 | 64 | 63 | 57 | 57 |
| | 26 | 24 | 24 | 22 | 23 |

| Earnings | \$ 41 | \$ 40 | \$ 39 | \$ 35 | \$ 34 |
|---------------------------------------|-------------------|----------|----------|----------|---------|
| PERIOD-END BALANCE SHEET | ========= | | | | ====== |
| Goodwill and other intangible assets | \$192 | \$192 | \$192 | \$183 | \$183 |
| Other assets | 775 | 728 | 709 | 653 | 681 |
| Total assets | \$967 | \$920 | \$901 | \$836 | \$864 |
| Other liabilities | ======== \$254 | \$223 | \$192 | \$168 | \$229 |
| Stockholders' equity | 713 | 697 | 709 | 668 | 635 |
| Total liabilities and | | | | | |
| stockholders' equity | \$967 | \$920 | \$901 | \$836 | \$864 |
| PERFORMANCE DATA | ======== | | | | |
| Return on equity | 23% | 23% | 23% | 22% | 22% |
| Operating margin (a) | 41 | 41 | 40 | 40 | 43 |
| Diluted earnings per share | \$.63 | \$.61 | \$.58 | \$.54 | \$.52 |
| ASSETS UNDER MANAGEMENT (in billions) | ======== | ======== | ======== | ======== | |
| Separate accounts | | | | | |
| Fixed income | \$190 | \$178 | \$175 | \$168 | \$157 |
| Liquidity | 6 | 6 | 5 | 6 | 6 |
| Liquidity - securities lending | 10 | 10 | 8 | 6 | 6 |
| Equity | 9 | 9 | 9 | 9 | 10 |
| Alternative investment products | 7 | 7 | 6 | 6 | 5 |
| Total separate accounts | 222 | 210 | 203 | 195 | 184 |
| Mutual funds (b) | 0.4 | 0.0 | 0.0 | 0.0 | 1.0 |
| Fixed income | 24 | 23 | 22 | 20 | 19 |
| Liquidity | 59 | 58 | 58 | 56 | 66 4 |
| Equity | 4 | 3 | 3 | 3 | 4 |
| Total mutual funds | 87 | 84 | 83 | 79 | 89 |
| Total assets under management | \$309 | \$294 | \$286 | \$274 | \$273 |
| OTHER INFORMATION | ========= | | | | |
| Average FTE staff | 991 | 976 | 943 | 944 | 938 |

(a) Calculated as operating income divided by total revenue less administration and servicing costs. A reconciliation of this presentation to operating margin calculated on a GAAP basis (operating income divided by total revenue) follows in millions:

| <table> <s> Operating income</s></table> | <c> \$ 62</c> | <c> \$ 58</c> | <c> \$ 55</c> | <c> \$ 54</c> | <c> \$ 55</c> |
|--|-------------------|-------------------|-------------------|---------------|-------------------|
| Total revenue Less fund administration and servicing costs | \$161 | \$150 | \$144 | \$143 | \$137 |
| | 9 | 8 | 8 | 8 | 8 |
| Revenue used for operating margin calculation, as reported | \$152 | \$142 | \$136 | \$135 | \$129 |
| Operating margin, as reported Operating margin, GAAP basis | | | | | |

 41% | 41% | 40% | 40% | 43% || | 38% | 38% | 38% | 38% | 40% |
PNC believes that operating margin, as reported, is an effective indicator $\left(\frac{1}{2} \right)$ of management's ability to effectively employ BlackRock's resources.

Fund administration and servicing costs have been excluded from the $% \left(1\right) =\left(1\right) \left(1\right) +\left(1\right) \left(1\right) \left(1\right) +\left(1\right) \left(1$ operating margin calculation because these costs are a fixed, asset-based expense which can fluctuate based on the discretion of a third party.

Includes BlackRock Funds, BlackRock Provident Institutional Funds, BlackRock Closed End Funds, Short Term Investment Fund and BlackRock Global

THE PNC FINANCIAL SERVICES GROUP, INC.

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PFPC (Unaudited)

<TABLE>

| Dollars in millions except as noted 2003 | 2002 |
|--|------|
| | |

INCOME STATEMENT

| Fund servicing revenue Operating expense | \$ 762 618 | \$ 817 650 |
|--|---------------------------|---------------------------|
| (Accretion)/amortization of other intangibles, net | (18) | (19) |
| Net operating income Nonoperating income (a) Debt financing | 162 8 69 | 186 10 88 |
| Pretax earnings Income taxes | 101 40 | 108 43 |
| Earnings | \$ 61 | \$ 65 |
| AVERAGE BALANCE SHEET Goodwill and other intangible assets Other assets | \$ 1,037 872 | \$ 1,028 860 |
| Total assets | \$ 1,909 | \$ 1,888 |
| Debt financing Assigned funds and other liabilities Assigned capital | \$ 1,279 422 208 | \$ 1,290 390 208 |
| Total funds | \$ 1,909 | \$ 1,888 |
| PERFORMANCE RATIOS Return on assigned capital Operating margin | 29% 21 | 31% 23 |
| SERVICING STATISTICS Accounting/administration net assets (b) Domestic Foreign (c) | \$ 622 45 | \$ 481 29 |
| Total | \$ 667 | \$ 510 |
| Asset type Money Market Equity Fixed income Other | \$ 341 193 92 41 | \$ 297 118 72 23 |
| Total | \$ 667 | \$ 510 |
| Custody assets (b) | \$ 401 | \$ 336 |
| Shareholder accounts (in millions) Transfer agency Subaccounting | 21 32 | 26 25 |
| Total | 53 | 51 |
| OTHER INFORMATION Average FTE staff | 5,081 | 5,834 |
| <pre></pre> | =========== | ======= |

- (a) Net of nonoperating expense.
- (b) At December 31. Dollars in billions.
- (c) Represents net assets serviced offshore.

THE PNC FINANCIAL SERVICES GROUP, INC.

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PFPC (Unaudited)

| <table></table> | |
|--|-----|
| <captto1< td=""><td>√V></td></captto1<> | √V> |

| Three months ended | Dece | mber 31 | Septe | mber 30 | Jur | ne 30 | 1 | March 3 | 31 |
|--|---------|---------|---------|---------|--|-------|---|---------|----|
| December 31 Dollars in millions except as noted 2002 | 21 | 003 | 2 | 003 | 20 | 003 | | 2003 | |
| | | | | | | | | | |
| <\$> | <c></c> | | <c></c> | | <c:< th=""><th>></th><th><</th><th>C></th><th></th></c:<> | > | < | C> | |
| <c></c> | | | | | | | | | |
| INCOME STATEMENT | | | | | | | | | |
| Fund servicing revenue | \$ | 194 | \$ | 188 | \$ | 187 | Ş | 193 | 3 |
| \$ 195 | | | | | | | | | |
| Operating expense 168 | | 155 | | 150 | | 151 | | 162 | 2 |
| (Accretion)/amortization of | | | | | | | | | |

| other intangibles, net (5) | (4) | (6) | (4) | (4) |
|---|------------------|------------------|----------------------|------------------------|
| Net operating income | 43 | 44 | 40 | 35 |
| 32 | | | | |
| Nonoperating income (a) 2 | 2 | 2 | 2 | 2 |
| Debt financing 21 | 16 | 18 | 18 | 17 |
| | | | | |
| Pretax earnings 13 | 29 | 28 | 24 | 20 |
| Income taxes 5 | 11 | 12 | 9 | 8 |
| | | | | |
| Earnings \$ 8 | \$ 18 | \$ 16 | \$ 15 | \$ 12 |
| · | | | | |
| AVERAGE BALANCE SHEET | ć 1 02 <i>4</i> | ¢ 1 024 | ¢ 1 055 | ć 1 00F |
| \$ 1,022 | | | | \$ 1,025 |
| Other assets 857 | 949 | 862 | 836 | 840 |
| | | | | |
| Total assets \$ 1,879 | \$ 1,983 | \$ 1,896 | \$ 1,891 | \$ 1 , 865 |
| | | | | |
| Debt financing \$ 1,290 | \$ 1,248 | \$ 1,290 | \$ 1,290 | \$ 1,290 |
| Assigned funds and other liabilities 381 | 527 | 398 | 393 | 367 |
| Assigned capital | 208 | 208 | 208 | 208 |
| 208 | | | | |
| Total funds | \$ 1,983 | \$ 1,896 | \$ 1,891 | \$ 1,865 |
| \$ 1,879 | | | | |
| ======= PERFORMANCE RATIOS | | | | |
| Return on assigned capital 15% | 34% | 31% | 29% | 23% |
| Operating margin 16 | 22 | 23 | 21 | 18 |
| | | | | ========= |
| SERVICING STATISTICS Accounting/administration net assets (b) | | | | |
| Domestic | \$ 622 | \$ 593 | \$ 583 | \$ 542 |
| \$ 481 Foreign (c) | 45 | 41 | 35 | 31 |
| 29 | | | | |
| Total | \$ 667 | \$ 634 | \$ 618 | \$ 573 |
| \$ 510 | | | | |
| Asset Type | | | | |
| Money Market | \$ 341 | \$ 343 | \$ 349 | \$ 345 |
| \$ 297 Equity | 193 | 166 | 148 | 121 |
| 118 Fixed income | 92 | 89 | 88 | 79 |
| 72 Other | | 36 | 33 | 28 |
| 23 | 41 | | | |
| · | | | | |
| | | | | |
| | \$ 667 | \$ 634 | \$ 618 | \$ 573 |
| | \$ 667 | \$ 634 | \$ 618 | \$ 573 |
| Total \$ 510 Custody assets (b) \$ 336 | \$ 667 \$ 401 | \$ 634 \$ 384 | \$ 618 \$ 371 | \$ 573 \$ \$ 347 |
| Total \$ 510 Custody assets (b) \$ 336 | \$ 667 \$ 401 | \$ 634 \$ 384 | \$ 618 \$ 371 | \$ 573 \$ \$ 347 |
| Total \$ 510 Custody assets (b) \$ 336 | \$ 667 \$ 401 | \$ 634 \$ 384 | \$ 618 \$ 371 | \$ 573 \$ \$ 347 |

| 26 Subaccounting 25 | 32 | 29 | 28 | 27 |
|---|-------|-------|-------|-------|
| Total 51 | 53 | 50 | 48 | 48 |
| OTHER INFORMATION Average FTE staff 5,538 | 4,801 | 4,760 | 5,328 | 5,437 |
| | | | | |
| (a) Net of nonoperating expense. | | | | |

- (b) In billions.
- (c) Represents net assets serviced offshore. THE PNC FINANCIAL SERVICES GROUP, INC.

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DETAILS OF NET INTEREST INCOME AND NET INTEREST MARGIN (Unaudited) Taxable-equivalent basis

| <table> <caption></caption></table> | | | | | | | | | | | | |
|---|---------|----------|---------|-----------|---|---------|---|---------|---------|----------|---------|----------|
| ended | | | | Qua | rte | r ended | d | | | | | Year |
| | | | | | | | | | | | | |
| NET INTEREST INCOME | Dece | ember 31 | Sep | tember 30 | Ju | ne 30 | Ма | ırch 31 | Dec | ember 31 | Dec | ember 31 |
| December 31 In millions | | 2003 | | 2003 | | 2003 | | 2003 | | 2002 | : | 2003 |
| 2002 | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| <\$> <c></c> | <c></c> | | <c></c> | | <c< td=""><td>!></td><td><c< td=""><td>:></td><td><c></c></td><td></td><td><c></c></td><td></td></c<></td></c<> | !> | <c< td=""><td>:></td><td><c></c></td><td></td><td><c></c></td><td></td></c<> | :> | <c></c> | | <c></c> | |
| Interest income | | | | | | | | | | | | |
| Loans and fees on loans \$2,304 | \$ | 463 | \$ | 479 | \$ | 497 | \$ | 509 | \$ | 542 | \$1 | , 948 |
| Securities | | 141 | | 141 | | 155 | | 144 | | 150 | | 581 |
| 618 Loans held for sale | | 13 | | 8 | | 15 | | 12 | | 18 | | 48 |
| 135 | | | | | | | | | | | | |
| Other 128 | | 46 | | 42 | | 27 | | 30 | | 34 | | 145 |
| | | | | | | | | | | | | |
| Total interest income 3,185 | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Interest expense | | | | | | | | | | | | |
| Deposits | | 102 | | 106 | | 117 | | 132 | | 149 | | 457 |
| 659 Borrowed funds | | 73 | | 75 | | 54 | | 57 | | 68 | | 259 |
| 316 | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Total interest expense 975 | | | | | | | | 189 | | 217 | | 716 |
| | | | | | | | | | | | | |
| Net interest income \$2,210 | | 488 | | 489 | | 523 | | 506 | | 527 | | |
| ==== | ===== | | | | | ====== | | | === | ======= | | |
| Lending revenue to total revenue (a) 24 % | | | | | | | | | | | | |

 | 25 % | | 24 % | | 23 % | | 22 % | | 27 % | | 23 % || | | | | | | | _ | | | | | |
| ended | | | | | Qu | arter e | ende | ea | | | | Year |
| | | | | | | | | | | | | |
| | | December | 31 | September | 30 | June | 30 | March 31 | | December 3 | 31 | December 31 |
| December 31 NET INTEREST MARGIN 2002 | | 2003 | | 2003 | | 200 |)3 | 2003 | | 2002 | | 2003 |

| 5> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> |
|---------------------------------------|---------|---------|---------|---------|---------|---------|
| C> | | | | | | |
| verage yields/rates | | | | | | |
| Yield on earning assets | | | | | | |
| Loans and fees on loans | 5.31 % | 5.50 % | 5.67 % | 5.82 % | 6.03 % | 5.62 |
| .21 % Securities | 3.63 | 3.69 | 4.21 | 4.41 | 4.67 | 3.96 |
| .15 | 3.03 | 3.69 | 4.21 | 4.41 | 4.67 | 3.96 |
| Loans held for sale | 3.02 | 2.11 | 3.45 | 2.65 | 3.48 | 2.88 |
| .66 | 0.02 | 2.11 | 0.10 | 2.00 | 0.10 | 2.00 |
| Other | 3.34 | 3.18 | 5.55 | 3.05 | 3.68 | 3.50 |
| .85 | | | | | | |
| Total yield on earning assets | 4.60 | 4.71 | 5.19 | 5.17 | 5.45 | 4.93 |
| .75 | | | | | | |
| Rate on interest-bearing liabilities | 4 00 | 4 05 | 4 40 | 4 | 4 50 | 4 05 |
| Deposits .89 | 1.20 | 1.25 | 1.40 | 1.56 | 1.73 | 1.35 |
| Borrowed funds | 2.31 | 2.45 | 2.46 | 2.63 | 2.93 | 2.47 |
| .95 | 2.31 | 2.45 | 2.40 | 2.03 | 2.93 | 2.47 |
| Total rate on interest-bearing | | | | | | |
| liabilities | 1.50 | 1.57 | 1.61 | 1.77 | 1.98 | 1.61 |
| .14 | | | | | | |
| | | | | | | |
| Interest rate spread | 3.10 | 3.14 | 3.58 | 3.40 | 3.47 | 3.32 |
| .61 | 3.10 | J.11 | 3.30 | 3.10 | J. 17 | 3.32 |
| Impact of noninterest-bearing sources | .28 | .30 | .33 | .36 | .40 | .32 |
| 38 | | | | | | |
| | | | | | | |
| Not interest manain | 3.38 % | 2 11 0 | 3.91 % | 3.76 % | 3.87 % | 3.64 |
| Net interest margin | 3.38 8 | 3.44 % | ૩.9⊥ જ | 3.10 8 | 3.8/ శ | 3.04 |

(a) A reconciliation of net interest income as reported in the Consolidated Statement of Income to net interest income on a taxable-equivalent basis follows:

<TABLE> <CAPTION>

Quarter ended

| Year ended | | | | | | |
|---|-------------|--------------|---------|----------|-------------|----------|
| | | | | | | |
| 21 | December 31 | September 30 | June 30 | March 31 | December 31 | December |
| 31 December 31 In millions 2002 | 2003 | 2003 | 2003 | 2003 | 2002 | 2003 |
| | | | | | | |
| <s> <c></c></s> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> |
| Net interest income, GAAP basis \$2,197 | \$485 | \$487 | \$521 | \$503 | \$524 | \$1,996 |
| Taxable-equivalent adjustment 13 | 3 | 2 | 2 | 3 | 3 | 10 |
| | | | | | | |
| Net interest income, taxable-equivalent basis \$2,210 | \$488 | \$489 | \$523 | \$506 | \$527 | \$2,006 |
| | | | | | | |

</TABLE>

(b) The lending revenue to total revenue ratio is the sum of net interest income and noninterest income from loans, loans held for sale and related noninterest-earning assets and noninterest-bearing liabilities attributable to the lending function divided by the sum of consolidated net interest income and noninterest income.

THE PNC FINANCIAL SERVICES GROUP, INC.

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DETAILS OF NONINTEREST INCOME AND NONINTEREST EXPENSE (Unaudited) In millions

<TABLE> <CAPTION>

Quarter ended

Year ended

| 21 - Para la 21 | Dece | mber 31 | Sept | ember 30 | Jui | ne 30 | Mar | ch 31 | Dec | ember 31 | Dec | ember |
|---|---------|---------|---------|----------|---|-------|---------|-------|---------|----------|---------|--------------|
| 31 December 31 NONINTEREST INCOME 2002 | 2 | 003 | | 2003 | 2 | 2003 | 2 | 003 | | 2002 | : | 2003 |
| 2002 | | | | | | | | | | | | |
| <\$> | <c></c> | | <c></c> | | <c:< td=""><td>></td><td><c></c></td><td></td><td><c></c></td><td></td><td><c></c></td><td></td></c:<> | > | <c></c> | | <c></c> | | <c></c> | |
| <c> Asset management</c> | \$ | 229 | \$ | 216 | \$ | 209 | \$ | 207 | \$ | 202 | \$ | 861 |
| \$ 853 Fund servicing | | 193 | | 188 | | 188 | | 193 | | 194 | | 762 |
| 816 | | | | | | | | | | | | |
| Service charges on deposits 227 | | 62 | | 60 | | 60 | | 57 | | 61 | | 239 |
| Brokerage 195 | | 51 | | 46 | | 46 | | 41 | | 44 | | 184 |
| Consumer services 239 | | 63 | | 65 | | 64 | | 59 | | 61 | | 251 |
| Corporate services 526 | | 123 | | 132 | | 114 | | 116 | | 151 | | 485 |
| Equity management | | | | (4) | | (17) | | (4) | | (14) | | |
| (25) (51) Net securities gains | | 15 | | 19 | | 26 | | 56 | | 1 | | 116 |
| 89 Investments held by certain variable | | | | | | | | | | | | |
| interest entities | | 10 | | 9 | | 0.6 | | 70 | | 6.6 | | 19 |
| Other 303 | | 115 | | 94 | | 86 | | | | 66 | | 365 |
| | | | | | | | | | | | | |
| Total noninterest income \$3,197 | \$ | 861 | \$ | 825 | \$ | 776 | \$ | 795 | \$ | 766 | \$3 | , 257 |
| | | | | | | | | ===== | | | | ===== |
| | | | | | | | | | | | | |
| Net gains (losses) on institutional loans held for sale (included in "Corporate | | | | | | | | | | | | |
| services" above) \$ 147 | \$ | 16 | \$ | 23 | \$ | 15 | \$ | 15 | \$ | 52 | \$ | 69 |
| Noninterest income to total revenue (a) | | 62 % | | 63 % | | 60 % | | 61 % | | 59 % | | 62 |
| 8 59 8 | | 02 5 | | 03 6 | | 00 5 | | 01 2 | | 39 % | | 02 |
| | | | | | | | | | | | | |

 | | | | | | | | | | | || | | | | | | | | | | | | |
| Year ended | | | | Qua | arte | ended | i | | | | | |
| | | | | | | | | | | | | |
| | Dece | mber 31 | Sept | ember 30 | Jui | ne 30 | Mar | ch 31 | Dec | ember 31 | Dec | ember |
| 31 December 31 NONINTEREST EXPENSE | 2 | 003 | | 2003 | , | 2003 | 2 | 003 | | 2002 | : | 2003 |
| 2002 | | | | | | | | | | | | |
| | | | | | **/**C: | | **/**C> | | **/**C> | | **/**C> | |
| | | | | | | > | | | | | | |
| Staff \$1,804 \$1,701 | \$ | 472 | \$ | 448 | \$ | 446 | \$ | 438 | \$ | 408 | | |
| Net occupancy 243 | | 65 | | 63 | | 64 | | 90 | | 62 | | 282 |
| Equipment 276 271 | | 71 | | 67 | | 69 | | 69 | | 68 | | |
| Marketing | | 15 | | 16 | | 18 | | 15 | | 11 | | |
| 64 51 Distributions on capital securities (b) | | | | | | 14 | | 14 | | 14 | | 28 |
| 58 Other | | 235 | | 233 | | 324 | | 230 | | 228 | | |
| 1,022 903 | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Total noninterest expense \$3,227 | \$ | 858 | Ş | 827 | Ş | 935 | Ş | 856 | \$ | 791 | \$. | 3**,**476 |
| ======================================= | | ====== | | ======= | | | | ===== | | ======= | | |
| Legal and consulting fees related to | | | | | | | | | | | | |
| regulatory compliance and certain legal | _ | 4 | _ | - | _ | - | | ^ | _ | 1.0 | | - |
| ``` proceedings (included in "Other" above) $ 30 ``` | \$ | 1 | \$ | 1 | \$ | 5 | \$ | 2 | \$ | 10 | \$ | 9 |
| Costs incurred under DOJ agreement | | | | | | | | | | | | |
| (included in "Other" above) (c) | | | | | Ś | 115 | | | | | \$ | 115 |
Efficiency (d) 66 % 63 % 72 % 66 % 63 % 67 % 60 %

</TABLE>

- (a) Calculated as total noninterest income divided by the sum of net interest income and noninterest income.
- (b) The Corporation adopted Statement of Financial Accounting Standards No. 150, "Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity," (SFAS 150) effective July 1, 2003, as required by SFAS 150, the Corporation's mandatorily redeemable capital securities of subsidiary trusts totaling \$848 million were reclassified in the third quarter of 2003 from between the liabilities and shareholders' equity sections of the Consolidated Balance Sheet to borrowed funds. The dividends paid on these financial instruments, previously classified as noninterest expense, were recharacterized as interest expense. Reclassification of prior period amounts was not permitted under SFAS 150.
- (c) See "Agreement with Department of Justice" in the Corporation's July 21, 2003 second quarter 2003 earnings press release included as Exhibit 99.1 to the Corporation's Form 8-K on that date for further information regarding amounts for the quarter ended June 30, 2003.
- (d) The efficiency ratio for all periods presented is computed as noninterest expense divided by the sum of net interest income and noninterest income.

THE PNC FINANCIAL SERVICES GROUP, INC.

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CONSOLIDATED AVERAGE BALANCE SHEET (Unaudited)

<TABLE>

| ecember 31 ear ended - in millions 002 | December 31 2003 |
|--|------------------|
| | |
| S> | <c></c> |
| CC> | |
| ASSETS Interest-earning assets | |
| Loans held for sale | \$ 1,664 |
| 5 2,897 | y 1,004 |
| Securities | 14,674 |
| 1,999 | 11,011 |
| Loans, net of unearned income | |
| Commercial | 14,796 |
| 15,922 | , |
| Commercial real estate | 2,072 |
| 2,451 | · |
| Consumer | 10,617 |
| 9,545 | |
| Residential mortgage | 3,148 |
| 1,639 | |
| Lease financing | 3,695 |
| 1,173 | |
| Other | 359 |
| 393 | |
| Total loans, net of unearned income | 34,687 |
| 37,123 | |
| Other | 4,147 |
| 8,326 | |
| Total interest-earning assets | 55,172 |
| 55,345 | |
| Allowance for credit losses | (668) |
| (628) | |
| Other noninterest-earning assets | 12,775 |
| .1,872 | |
| Total assets | \$ 67,279 |
| 5 66 , 589 | |

LIABILITIES, MINORITY AND NONCONTROLLING INTERESTS, CAPITAL SECURITIES AND SHAREHOLDERS' EQUITY

| Interest-bearing liabilities Interest-bearing deposits | | | | ė 00 000 |
|---|---------|------------|--|--------------------|
| Demand and money market 21,514 | | | | \$ 22,360 |
| Savings | | | | 2,106 |
| ,033 Retail certificates of deposit | | | | 8,810 |
| 0,361 Other time | | | | 266 |
| 556 | | | | |
| Deposits in foreign offices | | | | 283 |
| | | | | |
| Total interest-bearing deposits | | | | 33,825 |
| 34,824 Borrowed funds | | | | 10,491 |
| 0,712 | | | | |
| | | | | |
| Total interest-bearing liabilities | | | | 44,316 |
| emand and other noninterest-bearing deposits | | | | 10,637 |
| ,294 .llowance for unfunded loan commitments | | | | |
| and letters of credit | | | | 82 |
| Accrued expenses and other liabilities | | | | 4,855 |
| 1,326 | | | | |
| Total liabilities | | | | 59 , 890 |
| 59,236 | | | | , |
| Minority and noncontrolling interests in consolidated subsidiaries | | | | 317 |
| 212 Mandatorily redeemable capital securities | | | | |
| of subsidiary trusts | | | | 421 |
| 348 Ghareholders' equity | | | | 6,651 |
| 5,293 | | | | |
| | | _ _ | | |
| Fotal liabilities, minority interest, capital securities and shareholders' equity | | | | \$ 67 , 279 |
| \$ 66,589 | | | | · |
| | | | | |
| SUPPLEMENTAL AVERAGE BALANCE SHEET INFORMATION Federal funds sold | | | | \$ 491 |
| 3 1,319 | | | | |
| | | | | |
| Interest-bearing deposits 34,824 | | | | \$ 33,825 |
| Demand and other noninterest-bearing deposits | | | | 10,637 |
| 0,294 | | | | |
| Total deposits | | | | \$ 44,462 |
| \$ 44,118 | | | | , |
| · | | | | |
| Common shareholders' equity | | | | \$ 6,642 |
| 5 6,283 | | | | |
| | | | | |

 | | | || | | Dago 22 | | |
| HE PNC FINANCIAL SERVICES GROUP, INC. | | Page 23 | | |
| ONSOLIDATED AVERAGE BALANCE SHEET (Unaudited) | | | | |
| TABLE> | | | | |
| CAPTION> | December 31 | September 30 | June 30 | March 31 |
| December 31 Chree months ended - in millions | 2003 | 2003 | 2003 | 2003 |
| nree months ended - in millions 002 | 2003 | 2003 | 2003 | 2003 |
| · | | | | |
| S> | | | | |
| C> .SSETS | | | | |
| Interest-earning assets | | | | |
Interest-earning assets

| Loans held for sale | \$ 1,645 | \$ 1,480 | \$ 1,754 | \$ 1,782 | |
|--|--------------------|------------------|-------------------|-------------------|---|
| \$ 1,985 Securities | 15,617 | 15 , 295 | 14,672 | 13,078 | |
| 12,852 Loans, net of unearned income | | | | | |
| Commercial | 14,465 | 14,712 | 14,965 | 15,050 | |
| 15,426 Commercial real estate | 1,825 | 2,034 | 2,169 | 2,265 | |
| 2,382 Consumer | 11,300 | 10,832 | 10,346 | 9,974 | |
| 9,739 | 2,932 | 2,807 | 3,244 | 3,619 | |
| Residential mortgage 3,554 | · | · | | • | |
| Lease financing 4,000 | 3 , 477 | 3,633 | 3,767 | 3,909 | |
| Other 356 | 353 | 360 | 360 | 363 | |
| | | | | | - |
| Total loans, net of unearned income | 34,352 | 34,378 | 34,851 | 35,180 | |
| 35,457 Other | 5,478 | 5,142 | 1,979 | 3,958 | |
| 3,631 | · | • | · | • | |
| | | | | | - |
| Total interest-earning assets 53,925 | 57 , 092 | 56,295 | 53 , 256 | 53,998 | |
| Allowance for credit losses (655) | (645) | (674) | (671) | (682) | |
| Other noninterest-earning assets | 12,647 | 12,832 | 12,980 | 12,639 | |
| 12,572 | | | | | _ |
| Total assets | \$ 69 094 | \$ 68,453 | \$65 565 | \$65 055 | |
| \$65,842 | | · | | • | |
| ======== | | | | ======== | |
| LIABILITIES, MINORITY AND NONCONTROLLING INTERESTS, C. | APTTAL SECURITES A | AND SHAREHOLDERS | ' EOUTTY | | |
| Interest-bearing liabilities | TITLE OBCONTILIO 1 | | ngorri | | |
| Interest-bearing deposits Demand and money market | \$ 22,745 | \$ 22,475 | \$22 , 141 | \$22 , 073 | |
| \$21,713 Savings | 2,099 | 2,133 | 2,131 | 2,058 | |
| 2,020 | · | · | | • | |
| Retail certificates of deposit 9,977 | 8 , 268 | 8,460 | 8 , 892 | • | |
| Other time 269 | 265 | 264 | 269 | 265 | |
| Deposits in foreign offices 192 | 466 | 238 | 220 | 206 | |
| | | | | | - |
| Total interest-bearing deposits | 33,843 | 33,570 | 33 , 653 | 34,240 | |
| 34,171 Borrowed funds | 12.405 | 12,099 | 8.701 | 8.702 | |
| 9,045 | · | • | · | • | |
| | | | | | _ |
| Total interest-bearing liabilities 43,216 | 46,248 | 45,669 | 42,354 | 42,942 | |
| Demand and other noninterest-bearing deposits 9,933 | 11,070 | 11,040 | 10,278 | 10,146 | |
| Allowance for unfunded loan commitments | | | | | |
| and letters of credit 79 | 88 | 77 | 77 | 84 | |
| Accrued expenses and other liabilities 4,829 | 4,688 | 4,827 | 4,980 | 4,928 | |
| | | | | | - |
| Total liabilities | 62,094 | 61,613 | 57 , 689 | 58,100 | |
| 58,057 Minority and noncontrolling interests in | | | | | |
| consolidated entities | 471 | 295 | 252 | 251 | |
| Mandatorily redeemable capital securities | | | | | |
| of subsidiary trusts 848 | | | 848 | 848 | |
| Shareholders' equity 6,676 | 6 , 529 | 6,545 | 6 , 776 | 6,756 | |
| | | | | | - |
| Total liabilities, minority interest, capital | | | | | |
| securities and shareholders' equity \$65,842 | \$ 69,094 | \$ 68,453 | \$65 , 565 | \$65,955 | |
| 400 , 042 | | | | | |

| | | | ======= | | ======== | |
|--|----------------|----------|---------|----------------|----------|-------------------|
| SUPPLEMENTAL AVERAGE BALANCE SHEET INFORMATION Federal funds sold \$ 1,426 | | | | 46 \$ | | |
| | | | | | | |
| Interest-bearing deposits 334,171 | | | | 570 \$3 | | |
| Demand and other noninterest-bearing deposits 0,933 | 1 | | | | | |
| Total deposits | | | | 510 \$4 | | |
| \$4 4, 104 | | | | | | |
| Common shareholders' equity | | | | 536 \$ | | |
| | | | | | | |
| THE PNC FINANCIAL SERVICES GROUP, INC. | | : | Page 24 | | | |
| DETAILS OF LOANS AND LOANS HELD FOR SALE (Unaudit | .ed) | | | | | |
| LOANS | | | | | | |
| <table> <caption></caption></table> | | | | - 00 | | |
| December 31 | December 31 | Septem. | oer 30 | June 30 | March | 31 |
| Period ended-in millions 1002 | 2003 | 20 | | 2003 | | |
| | | | | | | |
| SS> Commercial | <c></c> | <c></c> | | <c></c> | <c></c> | <c:< td=""></c:<> |
| Retail/wholesale | \$ 4,197 | \$ 4 | ,093 | \$ 4,109 | \$ 4,1 | .47 |
| Manufacturing | 3,321 | 3 | ,618 | 3,591 | 3,6 | 85 |
| 8,454 Service providers | 1,822 | 1 | ,865 | 1,936 | 1,9 | 978 |
| ,906 Real estate related | 1,303 | 1 | ,454 | 1,479 | 1,4 | 141 |
| ,481 Financial services | 1,169 | | | 1,274 | | |
| ,218 | | 1 | | | | |
| Communications .24 | 93 | | 68 | 78 | 1 | .10 |
| Health care | 403 | | 413 | 407 | 4 | 122 |
| Other 2,185 | | | | 1,919 | | |
| Total commercial | | | | 14,793 | | |
| 14,987 | | | | | | |
| Commercial real estate | | | | | | |
| Real estate project 1,750 | 1,392 | 1 | ,429 | 1,563 | 1,7 | 749 |
| Mortgage 517 | 432 | | | 464 | | 192 |
| | | | | | | |
| Total commercial real estate 2,267 | | | | 2 , 027 | · | |
| Consumer | _ | _ | | - | | |
| Home equity 3,108 | 9 , 790 | 9 | , 486 | 8,876 | 8,4 | 135 |
| Automobile | 543 | | 522 | 509 | 4 | 176 |
| 0ther 0,262 | | | | 1,166 | | |
| Total consumer | | | | 10,551 | | |

| Ogidontial mortgage | 2 , 886 | 2,894 | 2 11/ | 3,627 |
|--|---|--------------------------|-----------------------|-----------------------|
| Residential mortgage 8,921 | 2,880 | 2,894 | 3,114 | 3,021 |
| Lease financing | 0.504 | 0.504 | 0.500 | 0.500 |
| Equipment 3,560 | 3,691 | 3,684 | 3 , 580 | 3,500 |
| Vehicles | 744 | 934 | 1,130 | 1,346 |
| .,521 | | | | |
| | | | | |
| Total lease financing 5,081 | 4,435 | 4,618 | 4,710 | 4,846 |
| ,, uoi | | | | |
| Other | 349 | 364 | 357 | 356 |
| 115 | 349 | 204 | 337 | 330 |
| Jnearned income | (1,009) | (1,037) | (1,018) | (1,018) |
| (1,075) | | | | |
| | 424 000 | 004 514 | A 24 F24 | A 25 045 |
| Total, net of unearned income | \$34,080 | \$34,514 | \$ 34,534 | \$ 35,245 |
| , :==================================== | =========== | | | |
| === WHOLESALE LENDING STATISTICS | | | | |
| Portfolio composition-total exposure | | | | |
| Investment grade equivalent or better 32 % | 52 % | 52 % | 53 % | 51 % |
| Non-investment grade-secured lending | 25 | 25 | 24 | 25 |
| Non-investment grade | 22 | 2.2 | 2.2 | 24 |
| Non-investment grade | 23 | 23 | 23 | ∠4 |
| | | | | |
| Total | 100 % | 100 % | 100 % | 100 % |
| 100 % | | | | |
| · | | | | |
| Client relationships >\$50 million-total exposure | \$12 , 396 | \$12 , 662 | \$ 12 , 852 | \$ 13,086 |
| \$13,392 Client relationships >\$50 million-customers | 138 | 139 | 143 | 145 |
| 140 | 150 | 139 | 143 | 143 |
| | | | ======== | ========= |
| === CONSUMER LOAN STATISTICS (a) | | | | |
| Net charge-offs to loans | .29 % | .24 % | .27 % | .24 % |
| 24 % | ======================================= | | | ========== |
| == | | | | |
| | | | | |
| LOANS HELD FOR SALE | | | | |
| TABLE> | | | | |
| CCAPTION> | | | | |
| December 31 | December 31 | September 30 | June 30 | March 31 |
| December 31 Period ended - in millions | 2003 | 2003 | 2003 | 2003 |
| 2002 | | | | |
| · | | | | |
| S> | <c></c> | <c></c> | <c></c> | <c></c> |
| | | | | |
| | ¢1 ∩14 | \$1 1/10 | ¢1 NEN | ¢1 0/10 |
| Education loans | \$1,014 | \$1,140 | \$1,059 | \$1,243 |
| ducation loans 51,035 Institutional lending repositioning | \$1,014 70 | \$1,140 98 | \$1,059 126 | \$1,243 181 |
| ducation loans 1,035 Institutional lending repositioning 198 | • | · | · | · |
| Education loans 51,035 Institutional lending repositioning 298 Other 274 | 70 316 | 98 | 126 | 181 278 |
| ducation loans 51,035 Institutional lending repositioning 298 Other 274 | 70 316 | 98 | 126 | 181 278 |
| ducation loans 1,035 Institutional lending repositioning 198 198 10ther | 70 316 | 98 | 126 | 181 278 |
| ducation loans 1,035 Institutional lending repositioning 198 198 198 199 199 199 199 199 199 199 | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| Total | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| ducation loans 1,035 Institutional lending repositioning 198 10ther 174 10tal 11,607 | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| ©1,607 | | | | |

 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 || Education loans 61,035 Institutional lending repositioning 298 Other 274 Total 61,607 | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| ducation loans 1,035 nstitutional lending repositioning 98 ther 74 Total 1,607 //TABLE> NSTITUTIONAL LENDING REPOSITIONING | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| ducation loans 61,035 Enstitutional lending repositioning 198 198 10ther 1974 100 100 100 100 100 100 100 100 100 10 | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | 181 278 \$1,702 |
| Education loans \$1,035 Institutional lending repositioning 298 Other 274 Total \$1,607 **TABLE> | 70 316 \$1,400 | 98 293 \$1,531 | 126 290 \$1,475 | \$1,702 |

| 1.1 | U | 1/. |
|-----|---|-----|

| <\$> | <c></c> | <c></c> | <c></c> | <c></c> |
|---------------------|---------|---------|------------|---------|
| <c></c> | | | | |
| Loans held for sale | | | | |
| Credit exposure | \$104 | \$150 | \$199 | \$344 |
| \$626 | | | | |
| Outstandings | 70 | 98 | 126 | 181 |
| 298 | | | | |
| Exit portfolio | | | | |
| Credit exposure | 51 | 61 | 251 | 374 |
| 438 | | | | |
| Outstandings | | 10 | 11 | 9 |
| 4 | | | | |
| | | | .========= | |

(a) Includes consumer, residential mortgage and vehicle leasing.

THE PNC FINANCIAL SERVICES GROUP, INC.

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ALLOWANCES FOR CREDIT LOSSES AND UNFUNDED LOAN COMMITMENTS AND LETTERS OF CREDIT (Unaudited)

CHANGE IN ALLOWANCE FOR CREDIT LOSSES

| < | Τ. | А | B | Ъ | Ľ | > | | |
|---|----|---|---|---|---|---|--|--|
| | | | | | | | | |

| <table> <caption></caption></table> | Danashan 21 | C | T 20 | Maab 21 | |
|---|-------------|--------------|---------|----------|---------|
| December 31 | December 31 | September 30 | June 30 | March 31 | |
| Three months ended - in millions 2002 | 2003 | 2003 | 2003 | 2003 | |
| | | | | | |
| <\$> | <c></c> | <c></c> | <c></c> | <c></c> | <c></c> |
| Beginning balance \$648 | \$648 | \$673 | \$680 | \$673 | |
| Charge-offs | | | | | |
| Commercial | (53) | (56) | (27) | (32) | |
| (27) | | | | | |
| Commercial real estate | | (1) | (2) | | |
| (1) | (10) | (0) | (10) | (10) | |
| Consumer (10) | (10) | (9) | (10) | (10) | |
| Residential mortgage | (2) | (1) | (1) | | |
| Lease financing | (4) | (5) | (29) | (8) | |
| (5) | | | | | |
| | | | | | |
| Total charge-offs | (69) | (72) | (69) | (50) | |
| (43) | , , | , | (/ | (==, | |
| Recoveries | | | | | |
| Commercial | 15 | 5 | 2 | 10 | |
| 3 | | | | | |
| Commercial real estate | 1 | | | | |
| 1 Consumer | 3 | 3 | 3 | 3 | |
| Consumer 3 | J | J | J | J | |
| Residential mortgage | | 1 | | | |
| Lease financing | 1 | | 1 | 1 | |
| 1 | | | | | |
| | | | | | |
| Total recoveries | 20 | 9 | 6 | 14 | |
| 3 | | - | - | | |
| Net charge-offs | | | | | |
| Commercial | (38) | (51) | (25) | (22) | |
| (24) | | | 40. | | |
| Commercial real estate | 1 (7) | (1) | (2) | (7) | |
| Consumer (7) | (7) | (6) | (7) | (7) | |
| Residential mortgage | (2) | | (1) | | |
| Lease financing | (3) | (5) | (28) | (7) | |
| (4) | . , | | | . , | |
| | | | | | |
| Total net charge-offs | (49) | (63) | (63) | (36) | |
| (35) | . , | , , | , , | , , | |
| Provision for credit losses | 34 | 50 | 57 | 36 | |
| 65 | | | | | |
| Acquired allowance (NBOC acquisition) | | (1) | | | |
| Net change in allowance for unfunded loan | | | | | |

| commitments and letters of credit (5) | (1) | (11) | (1) | | 7 |
|---|------------------|----------------------|----------------------|-------------------|---------|
| Ending balance \$673 | \$632 | \$648 | \$673 | \$68 | 0 |
| | | | | ======= | |
| CHANGE IN ALLOWANCE FOR UNFUNDED LOAN COMMITMENT | 'S AND LETTERS O | F CREDIT | | | |
| <table> <caption></caption></table> | | | - 00 | | |
| December 31 Three months ended - in millions 2002 | 2003 | September 30 2003 | 2003 | March 200 | |
| <pre><s> Beginning balance</s></pre> | <c> \$89</c> | <c> \$78</c> | <c> \$77</c> | <c> \$8</c> | <c></c> |
| Net change in allowance for unfunded loan commitments and letters of credit | 1 | 11 | 1 | | 7) |
| Ending balance | \$90 | \$89 | \$78 | \$7 | |
| | | | | | |
| NET UNFUNDED COMMITMENTS | | | | | |
| <table> <caption></caption></table> | D | 20 | 7 20 | M | 21 |
| December 31 In millions 2002 | 2003 | September 30 2003 | 2003 | | |
| <pre><s> Net unfunded commitments \$26,858</s></pre> | <c> \$25,187</c> | <c> \$24,664</c> | <c> \$25,514</c> | <c> \$25,</c> | <c></c> |
| === | | | | | |

 | | | | ======== || THE PNC FINANCIAL SERVICES GROUP, INC. | | Page 26 | | | |
| DETAILS OF NONPERFORMING ASSETS (Unaudited) NONPERFORMING ASSETS BY TYPE | | | | | |
| ``` NONPERFORMING ASSETS BI TIPE ``` | | | | | |
| December 31 | Decembe | r 31 September | 30 | June 30 | March 31 |
| Period ended - in millions 2002 | 2003 | | | | 2003 |
| | | | | | |
| Nonaccrual loans Commercial | \$213 | \$286 | | \$ 296 | \$252 |
| \$226 Commercial real estate | 6 | 4 | | 6 | 13 |
| 7 Consumer | 11 | 10 | | 11 | 11 |
| 11 Residential mortgage (a) | 24 | 8 | | 7 | 7 |
| 7 Lease financing 57 | 11 | | | 6 | 51 |
| | | 202 | | | |
| Total nonaccrual loans 308 Troubled debt restructured loan | 265 | | | 326 1 | 334 |
| 1 | | | | | |
| Total nonperforming loans | 266 | 324 | | 327 | 335 |

| 309 Nonperforming loans held for sale (b) | 27 | 35 | 45 | 61 | |
|--|-------------|-------|--------|-------|--|
| 97 Foreclosed and other assets Lease | 17 | 18 | 19 | | |
| Residential mortgage | 9 | 9 | 7 | 6 | |
| 6 Other | 9 | 10 | 6 | 6 | |
| 6 | | | | | |
| Total foreclosed and other assets | 35 | 37 | 32 | 12 | |
| Total nonperforming assets (c) \$418 | \$328 | \$396 | \$ 404 | \$408 | |
| | | | | | |
| Nonperforming loans to total loans .87% | .78% | .94% | .95% | .95% | |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets 1.13 | .92 | 1.10 | 1.12 | 1.10 | |
| Nonperforming assets to total assets .63 | .48 | .58 | .60 | .59 | |
| ====== | | | | | |
| (a) During the fourth quarter of 2003, the Corporation accelerated the timeframe for recognizing delinquent, well-secured residential mortgage loans as nonperforming. This change resulted in the classification of an additional \$15 million of residential mortgages as nonperforming assets at December 31, 2003. | | | | | |
| (b) Includes troubled debt restructured loans held for sale \$ 17 | or \$ 10 | \$ 9 | \$ 11 | \$ 12 | |
| (c) Excludes equity management assets carried at estimated fair value (December 31, 2003, September 30, 2003, June 30, 2003, March 31, 2003 and December 31, 2002 amounts include troubled debt restructured asset of \$5 million, \$7 million, \$3 million, \$3 million and \$12 million, respectively). \$ 40 | | | | | |

 | \$ 38 | \$ 39 | \$ 30 | || CHANGE IN NONPERFORMING ASSETS | | | | | |
| | | | | | |
| December 31, 2003 - in millions | ended | Three months ended | | | |
| ~~Beginning of period Purchases Transferred from accrual Returned to performing Principal reductions and payoffs Asset sales Charge-offs and valuation adjustments~~ | \$396 11: (3 (110 (20 | | | | |
| December 31 | | | | | |
| | | | \$328 ====== | | |
| | | | | | |
| THE PNC FINANCIAL SERVICES GROUP, INC. | | Page 27 | | | |
| DETAILS OF NONPERFORMING ASSETS (Unaudited) | | | | | |
| NONPERFORMING ASSETS BY BUSINESS | | | | | |
| | | -1 20 - | 20 | L 21 | |
| December 31 | ember 31 Septer | mber 30 June | 30 Marc | n 31 | |
2003 2003 2003 2002

December 31

Period ended - in millions

| REGIONAL COMMUNITY BANKING Nonperforming loans (a) Foreclosed and other assets | 12 | 11 | \$ 65 10 | 10 | 10 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| Total | | | \$ 75 | | |
| | | | | | |
| WHOLESALE BANKING-CORPORATE BANKING Nonperforming loans Nonperforming loans held for sale | 24 | 28 | \$121 36 | \$114 52 | \$104 83 |
| Foreclosed and other assets | 21 | 22 | 19 | | |
| Total \$187 | | | \$176 | | |
| | | | | | |
| WHOLESALE BANKING-PNC REAL ESTATE FINANCE Nonperforming loans 2 | \$ 2 | \$ 1 | \$ 1 | \$ 10 | \$ |
| Nonperforming loans held for sale Foreclosed and other assets | 1 | 2 | 2 | 2 | |
| Total 2 | \$ 3 | \$ 3 | \$ 3 | \$ 12 | \$ |
| | | | | | |
| WHOLESALE BANKING-PNC BUSINESS CREDIT Nonperforming loans Nonperforming loans held for sale | \$104 3 | \$132 7 | \$135 9 | \$130 7 | \$126 |
| 14 Foreclosed and other assets 2 | 1 | 1 | 1 | 2 | |
| Total \$142 | \$108 | \$140 | \$145 | \$139 | |
| | | | | | |
| PNC ADVISORS Nonperforming loans 5 | \$ 11 | \$ 10 | \$ 5 | \$ 5 | \$ |
| Foreclosed and other assets | | 1 | | | |
| Total 5 | | | \$ 5 | | \$ |
| | | | | | |
| CONSOLIDATED TOTALS Nonperforming loans Nonperforming loans held for sale Foreclosed and other assets | \$266 27 35 | \$324 35 37 | \$327 45 32 | \$335 61 12 | \$309 97 12 |
| Total \$418 | \$328 | \$396 | \$404 | \$408 | |
| | | | | | |

 ======= | | | | || LARGEST NONPERFORMING LOANS AT DECEMBER 31, 2003 | - IN MILLIONS | S (b) | | | |
| | | | | | |
| PNC Credit | | PNC | PNC Business | |
_____ Industry Ranking Outstandings Industry Outstandings Outstandings Industry <C>

Service Provider

| 17 | Service Provider | 12 | Other Media/Comm | 7 | Paper |
|----------------|-----------------------------------|---|--|---|---|
| 12 | Manufacturing | 8 | Manufacturing | 6 | |
| 12 | Other Media/Comm | 8 | Manufacturing | 5 | Auto |
| 8 | Manufacturing | 6 | Finance | 5 | |
| 8 | Manufacturing | 5 | Manufacturing | 5 | |
| 8 | Service Provider | 5 | Contractors | 4 | |
| 7 | Paper and Forest Prod | 5 | Manufacturing | 4 | |
| 6 | Steel | 4 | Health Care | 3 | |
| \$124 | | \$82 | | \$ 85 | |
| onperformi | ing assets 38% | 71% | | 79% | |
| | 12 12 8 8 8 7 6 | 12 Manufacturing 12 Other Media/Comm 8 Manufacturing 8 Manufacturing 8 Service Provider 7 Paper and Forest Prod 6 Steel | 12 Manufacturing 8 12 Other Media/Comm 8 8 Manufacturing 6 8 Manufacturing 5 8 Service Provider 5 7 Paper and Forest Prod 5 6 Steel 4 \$124 \$82 | 12 Manufacturing 8 Manufacturing 12 Other Media/Comm 8 Manufacturing 8 Manufacturing 6 Finance 8 Manufacturing 5 Manufacturing 8 Service Provider 5 Contractors 7 Paper and Forest Prod 5 Manufacturing 6 Steel 4 Health Care \$124 \$82 | 12 Manufacturing 8 Manufacturing 6 12 Other Media/Comm 8 Manufacturing 5 8 Manufacturing 6 Finance 5 8 Manufacturing 5 Manufacturing 5 8 Service Provider 5 Contractors 4 7 Paper and Forest Prod 5 Manufacturing 4 6 Steel 4 Health Care 3 |

</TABLE>

- (a) See Note (a) on page 26 of this financial supplement. The impact of this change was reflected in the amount at December 31, 2003.
- (b) Amounts are not net of allowance for credit losses, if applicable.

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GLOSSARY OF TERMS

Accounting/administration net assets - Net domestic and foreign pooled investment assets for which PNC provides accounting and administration services. These assets are not included on PNC's consolidated balance sheet.

Adjusted average total assets - Primarily comprised of total average quarterly assets plus (less) unrealized losses (gains) on available-for-sale debt securities, less goodwill and certain other intangible assets.

Annualized - Adjusted to reflect a full year of activity.

Assets under management - Assets over which PNC has sole or shared investment authority for its customers/clients. These assets are not included on PNC's consolidated balance sheet.

Assigned capital - Capital assignments based on management's assessment of inherent risks and equity levels at independent companies providing similar products and services in order to present, to the extent practicable, the financial results of each business as if it operated on a stand-alone basis.

Charge-off - Process of removing a loan or portion of a loan from a bank's balance sheet because the loan is considered uncollectible. A charge-off also is recorded when a loan is transferred to held for sale and the loan's market value is less than its carrying amount. This difference is a charge-off.

Common shareholders' equity to total assets - Common shareholders' equity divided by total assets. Common shareholders' equity equals total shareholders' equity less preferred stock and the portion of capital surplus and retained interest related to the preferred stock.

Custody assets - All assets, including pooled investment assets, held on behalf of clients under safekeeping arrangements. Such assets are not reported on PNC's consolidated balance sheet. Assets held in custody at other institutions on behalf of PNC are included in the appropriate asset categories as if held physically by PNC.

Earning assets - Assets that generate income, which include: short-term investments; loans held for sale; loans, net of unearned income; securities; federal funds sold and certain other assets.

Efficiency - Noninterest expense divided by the sum of net interest income and noninterest income.

Institutional lending repositioning - A 2001 PNC strategic action taken to build a more diverse and valuable business mix designed to create shareholder value over time by reducing lending leverage and improving the risk/return characteristics of the banking business.

Leverage ratio - Tier 1 risk-based capital divided by adjusted average total assets.

Net interest margin - Annualized taxable-equivalent net interest income divided by average earning assets.

Nondiscretionary assets under administration - Assets held by PNC for customers/clients in a non-discretionary, custodial capacity. These assets are not included on PNC's consolidated balance sheet.

Noninterest income to total revenue - Total noninterest income divided by total revenue. Total revenue includes total noninterest income plus net interest income.

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Nonperforming assets - Nonperforming assets include nonaccrual loans, troubled debt restructured loans, nonaccrual loans held for sale, foreclosed and other assets.

Nonperforming loans - Nonperforming loans include loans to commercial, lease financing, consumer, commercial real estate and residential mortgage customers as well as troubled debt restructured loans. Nonperforming loans do not include nonaccrual loans held for sale or foreclosed and other assets.

Recovery - Cash proceeds received on a loan that had previously been charged off. The amount received is credited to the allowance for credit losses.

Return on assigned capital - Annualized net income divided by assigned capital.

Return on average assets - Annualized net income or annualized income from continuing operations divided by average assets.

Return on average equity - Annualized net income or annualized income from continuing operations divided by average shareholders' equity.

Risk-weighted assets - Primarily computed by the assignment of specific risk-weights, as defined by The Board of Governors of the Federal Reserve System, to assets and off-balance sheet instruments.

Securitization - The process by which financial assets are legally transformed into securities.

Shareholders' equity to total assets - Total shareholders' equity divided by total assets.

Taxable-equivalent interest - The interest income earned on certain assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than a taxable investment. In order to provide accurate comparisons of yields and margins for all earning assets, the interest income earned on tax-exempt assets is increased to make them fully equivalent to other taxable interest income investments.

Tier 1 risk-based capital - Tier 1 capital equals: total shareholders' equity, plus trust preferred capital securities, plus certain minority interests that are held by others; less goodwill and certain intangible assets, less equity investments in nonfinancial companies and less net unrealized holding losses on available-for-sale equity securities. Net unrealized holding gains on available-for-sale equity securities, net unrealized holding gains (losses) on available-for-sale debt securities and net unrealized holding gains (losses) on cash flow hedge derivatives are excluded from total shareholders' equity for Tier 1 capital purposes.

Tier 1 risk-based capital ratio - Tier 1 risk-based capital divided by risk-weighted assets.

Total assets serviced - Total domestic and foreign pooled investment assets for which PNC provides related fund processing services. These assets are not included on PNC's consolidated balance sheet.

Total deposits - The sum of total transaction deposits, savings accounts, certificates of deposit, other time deposits and deposits in foreign offices.

Total risk-based capital - Tier 1 risk-based capital plus qualifying senior and subordinated debt, other minority interest not qualified as Tier 1, and the allowance for credit losses, subject to certain limitations.

 $\begin{tabular}{lll} Total risk-based capital ratio - Total risk-based capital divided by risk-weighted assets. \end{tabular}$

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investment services to two million consumer and small business customers within PNC's geographic footprint.

WHOLESALE BANKING includes Corporate Banking, PNC Real Estate Finance and PNC Business Credit.

- CORPORATE BANKING provides credit, equipment leasing, treasury management and capital markets products and services to mid-sized corporations, government entities and selectively to large corporations primarily within PNC's geographic region. Treasury management activities, which include cash and investment management, receivables management, disbursement services and global trade services; capital markets products, which include foreign exchange, derivatives trading and loan syndications; and equipment leasing products are offered through Corporate Banking and sold by several businesses across the Corporation.
- PNC REAL ESTATE FINANCE specializes in financial solutions for the acquisition, development, permanent financing and operation of commercial real estate nationally. PNC Real Estate Finance offers treasury and investment management, access to the capital markets, commercial mortgage loan servicing and other products and services to clients that develop, own, manage, or invest in commercial real estate. PNC's commercial real estate financial services platform provides processing services through Midland Loan Services, Inc., a leading third-party provider of loan servicing and technology to the commercial real estate finance industry. PNC MultiFamily Capital is a national provider of financial services for the multi-family housing industry, particularly affordable, senior and healthcare housing.
- PNC BUSINESS CREDIT provides asset-based lending, treasury management and capital markets products and services to middle market customers nationally. PNC Business Credit's lending services include loans secured by accounts receivable, inventory, machinery and equipment, and other collateral, and its customers include manufacturing, wholesale, distribution, retailing and service industry companies.

PNC ADVISORS provides a full range of tailored investment, trust and banking products and services to affluent individuals and families, including full-service brokerage through J.J.B. Hilliard, W.L.Lyons, Inc. and investment consulting and trust services to the ultra-affluent through Hawthorn. PNC Advisors also serves as investment manager and trustee for employee benefit plans and charitable and endowment assets and provides defined contribution plan services and investment options through its Vested Interest(R) product. PNC Advisors provides services to individuals and corporations primarily within PNC's geographic footprint.

BLACKROCK is one of the largest publicly traded investment management firms in the United States. BlackRock manages assets on behalf of institutions and individuals worldwide through a variety of fixed income, liquidity and equity mutual funds, separate accounts and alternative investment products. Mutual funds include the flagship fund families, BlackRock Funds and BlackRock Provident Institutional Funds. In addition, BlackRock provides risk management and investment system services to institutional investors under the BlackRock Solutions(R) brand name.

PFPC is among the largest providers of mutual fund transfer agency and accounting and administration services in the United States, offering a wide range of fund processing services to the investment management industry. PFPC also provides processing solutions to the international marketplace through its Ireland and Luxembourg operations.