# UNITED STATES <br> 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
April 21, 2005
Date of Report (Date of earliest event reported)

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

Commission File Number 001-09718

## 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)
Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Condition.

On April 21, 2005, 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 results for the quarter ended March 31, 2005. 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.

## Item 9.01 Financial Statements and Exhibits.

(c) Exhibits. The exhibit listed on the Exhibit Index accompanying this Form 8-K 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: April 21, 2005

By: /s/ Samuel R. Patterson
Samuel R. Patterson
Controller

## EXHIBIT INDEX

## Number Description

99.1 Financial Supplement (unaudited) for First Quarter 2005

Method of Filing
Furnished herewith

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
FIRST QUARTER 2005
UNAUDITED

## THE PNC FINANCIAL SERVICES GROUP, INC. <br> FINANCIAL SUPPLEMENT <br> FIRST QUARTER 2005 <br> UNAUDITED

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The information contained in this Financial Supplement is preliminary, unaudited and based on data available at April 21, 2005. We have reclassified certain prior period amounts included in this Financial Supplement to be consistent with the current period presentation. This information speaks only as of the particular date or dates included in the schedules. We do not undertake any obligation to, and disclaim any duty to, correct or update any of the information provided in this Financial Supplement. Our future financial performance is subject to risks and uncertainties as described in our SEC filings.

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

The PNC Financial Services Group, Inc. (PNC) and Riggs National Corporation (Riggs) have filed with the United States Securities and Exchange Commission (SEC) a proxy statement/prospectus and will file other relevant documents concerning the merger of Riggs with and into PNC (Merger). We urge investors to read the proxy statement/prospectus and any other documents to be filed with the SEC in connection with the Merger or incorporated by reference in the proxy statement/prospectus, because they will contain important information. Investors will be able to obtain these documents free of charge at the SEC's website (www.sec.gov). In addition, documents filed with the SEC by PNC will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Riggs will be available free of charge from www.riggsbank.com.

The directors, executive officers, and certain other members of management of Riggs may be soliciting proxies in favor of the Merger from its shareholders. For information about these directors, executive officers, and members of management, shareholders are asked to refer to Riggs' most recent annual meeting proxy statement, which is available at the web addresses provided in the preceding paragraph.

## Consolidated Income Statement (Unaudited)

| For the three months ended - in millions, except per share data | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |  |  |  |
| Loans and fees on loans | \$ | 578 | \$ | 547 | \$ | 516 | \$ 490 | \$ | 490 |
| Securities available for sale and held to maturity |  | 173 |  | 154 |  | 139 | 130 |  | 145 |
| Other |  | 53 |  | 42 |  | 30 | 38 |  | 31 |
| Total interest income |  | 804 |  | 743 |  | 685 | 658 |  | 666 |
| Interest Expense |  |  |  |  |  |  |  |  |  |
| Deposits |  | 182 |  | 152 |  | 121 | 107 |  | 104 |
| Borrowed funds |  | 116 |  | 88 |  | 73 | 70 |  | 68 |
| Total interest expense |  | 298 |  | 240 |  | 194 | 177 |  | 172 |
| Net interest income |  | 506 |  | 503 |  | 491 | 481 |  | 494 |
| Provision for credit losses |  | 8 |  | 19 |  | 13 | 8 |  | 12 |
| Net interest income less provision for credit losses |  | 498 |  | 484 |  | 478 | 473 |  | 482 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |
| Asset management |  | 314 |  | 256 |  | 239 | 252 |  | 253 |
| Fund servicing |  | 220 |  | 209 |  | 204 | 200 |  | 204 |
| Service charges on deposits |  | 59 |  | 65 |  | 65 | 63 |  | 59 |
| Brokerage |  | 55 |  | 53 |  | 52 | 56 |  | 58 |
| Consumer services |  | 66 |  | 68 |  | 66 | 67 |  | 63 |
| Corporate services |  | 107 |  | 120 |  | 100 | 128 |  | 125 |
| Equity management gains |  | 32 |  | 9 |  | 16 | 35 |  | 7 |
| Net securities gains (losses) |  | (9) |  | 10 |  | 16 | 14 |  | 15 |
| Other |  | 129 |  | 114 |  | 80 | 95 |  | 127 |
| Total noninterest income |  | 973 |  | 904 |  | 838 | 910 |  | 911 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |
| Compensation |  | 479 |  | 452 |  | 500 | 414 |  | 389 |
| Employee benefits |  | 83 |  | 82 |  | 76 | 77 |  | 74 |
| Net occupancy |  | 73 |  | 64 |  | 68 | 67 |  | 68 |
| Equipment |  | 74 |  | 74 |  | 72 | 70 |  | 74 |
| Marketing |  | 20 |  | 24 |  | 19 | 24 |  | 20 |
| Other |  | 270 |  | 253 |  | 246 | 258 |  | 270 |
|  |  | - |  |  |  |  | - |  |  |
| Total noninterest expense |  | 999 |  | 949 |  | 981 | 910 |  | 895 |
|  |  |  |  |  |  |  |  |  |  |
| Income before minority and noncontrolling interests and income taxes |  | 472 |  | 439 |  | 335 | 473 |  | 498 |
| Minority and noncontrolling interests in income (loss) of consolidated entities |  | 6 |  | 5 |  | (13) | 11 |  | 7 |
| Income taxes |  | 112 |  | 127 |  | 90 | 158 |  | 163 |
|  |  | - |  |  |  |  | - |  |  |
| Net income | \$ | 354 | \$ | 307 | \$ | 258 | \$ 304 | \$ | 328 |
|  |  | - |  | - |  |  | - |  |  |
| Earnings Per Common Share |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.26 | \$ | 1.09 | \$ | . 92 | \$ 1.08 | S | 1.16 |
| Diluted | \$ | 1.24 | \$ | 1.08 | \$ | . 91 | \$ 1.07 | \$ | 1.15 |
|  |  |  |  |  |  |  | - |  |  |
| Average Common Shares Outstanding |  |  |  |  |  |  |  |  |  |
| Basic |  | 281 |  | 281 |  | 281 | 281 |  | 282 |
| Diluted |  | 284 |  | 283 |  | 283 | 283 |  | 284 |

Consolidated Balance Sheet (Unaudited)

| In millions, except par value | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |
| Cash and due from banks | \$ 2,908 | \$ | 3,230 | \$ | 3,005 | \$ 3,065 | \$ 2,787 |
| Federal funds sold and resale agreements | 1,252 |  | 1,635 |  | 1,154 | 1,096 | 1,979 |
| Other short-term investments, including trading securities | 2,354 |  | 1,848 |  | 1,801 | 1,335 | 1,243 |
| Loans held for sale | 2,067 |  | 1,670 |  | 1,582 | 1,457 | 1,548 |
| Securities available for sale and held to maturity | 18,449 |  | 16,761 |  | 16,824 | 14,954 | 16,941 |
| Loans, net of unearned income of \$872, \$902, \$931, \$923 and \$980 | 44,674 |  | 43,495 |  | 42,480 | 40,835 | 39,451 |
| Allowance for loan and lease losses | (600) |  | (607) |  | (581) | (593) | (604) |
| Net loans | 44,074 |  | 42,888 |  | 41,899 | 40,242 | 38,847 |
| Goodwill | 2,976 |  | 3,001 |  | 3,007 | 2,978 | 2,975 |
| Other intangible assets | 613 |  | 354 |  | 348 | 351 | 341 |
| Other | 8,666 |  | 8,336 |  | 7,678 | 7,641 | 7,454 |
| Total assets | \$83,359 | \$ | 79,723 | \$ | 77,298 | \$73,119 | \$74,115 |
| Liabilities |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |
| Noninterest-bearing | \$12,808 | \$ | 12,915 | \$ | 12,461 | \$12,246 | \$11,879 |
| Interest-bearing | 42,361 |  | 40,354 |  | 38,701 | 37,748 | 36,246 |
| Total deposits | 55,169 |  | 53,269 |  | 51,162 | 49,994 | 48,125 |
| Borrowed funds |  |  |  |  |  |  |  |
| Federal funds purchased | 995 |  | 219 |  | 2,008 | 1,069 | 2,648 |
| Repurchase agreements | 2,077 |  | 1,376 |  | 1,595 | 1,163 | 1,279 |
| Bank notes and senior debt | 3,662 |  | 2,383 |  | 2,997 | 2,796 | 2,829 |
| Subordinated debt | 3,988 |  | 4,050 |  | 3,569 | 3,510 | 3,837 |
| Commercial paper | 2,381 |  | 2,251 |  | 1,805 | 1,743 | 1,934 |
| Other borrowed funds | 1,411 |  | 1,685 |  | 945 | 656 | 1,195 |
| Total borrowed funds | 14,514 |  | 11,964 |  | 12,919 | 10,937 | 13,722 |
| Allowance for unfunded loan commitments and letters of credit | 78 |  | 75 |  | 96 | 84 | 91 |
| Accrued expenses | 2,288 |  | 2,406 |  | 2,402 | 2,221 | 2,313 |
| Other | 3,199 |  | 4,032 |  | 2,908 | 2,400 | 2,216 |
| Total liabilities | 75,248 |  | 71,746 |  | 69,487 | 65,636 | 66,467 |
| Minority and noncontrolling interests in consolidated entities | 532 |  | 504 |  | 499 | 419 | 418 |
| Shareholders' Equity |  |  |  |  |  |  |  |
| Preferred stock (a) |  |  |  |  |  |  |  |
| Common stock - \$5 par value |  |  |  |  |  |  |  |
| Authorized 800 shares, issued 353 shares | 1,764 |  | 1,764 |  | 1,764 | 1,764 | 1,764 |
| Capital surplus | 1,275 |  | 1,265 |  | 1,246 | 1,235 | 1,209 |
| Retained earnings | 8,485 |  | 8,273 |  | 8,107 | 7,991 | 7,829 |
| Deferred compensation expense | (42) |  | (51) |  | (52) | (54) | (27) |
| Accumulated other comprehensive (loss) income | (175) |  | (54) |  | (25) | (139) | 180 |
| Common stock held in treasury at cost: 70, 70, 70, 71 and 71 shares | $(3,728)$ |  | $(3,724)$ |  | $(3,728)$ | $(3,733)$ | $(3,725)$ |
| Total shareholders' equity | 7,579 |  | 7,473 |  | 7,312 | 7,064 | 7,230 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$83,359 | \$ | 79,723 | \$ | 77,298 | \$73,119 | \$74,115 |
| CAPITAL RATIOS |  |  |  |  |  |  |  |
| Tier 1 Risk-based (b) | 8.7\% |  | 9.0\% |  | 9.0\% | 9.1\% | 9.1\% |
| Total Risk-based (b) | 12.5 |  | 13.0 |  | 12.5 | 12.9 | 13.1 |
| Leverage (b) | 7.3 |  | 7.6 |  | 7.7 | 7.7 | 7.7 |
| Tangible common | 5.3 |  | 5.7 |  | 5.6 | 5.6 | 5.8 |
| Shareholders' equity to total assets | 9.09 |  | 9.37 |  | 9.46 | 9.66 | 9.76 |
| Common shareholders' equity to total assets | 9.08 |  | 9.36 |  | 9.45 | 9.65 | 9.74 |
| ASSET QUALITY RATIOS |  |  |  |  |  |  |  |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets | . $35 \%$ |  | . $39 \%$ |  | . $42 \%$ | . $49 \%$ | . $56 \%$ |
| Nonperforming loans to loans | . 29 |  | . 33 |  | . 35 | . 41 | . 46 |
| Net charge-offs to average loans (For the three months ended) | . 11 |  | . 13 |  | . 12 | . 26 | . 64 |
| Allowance for loan and lease losses to loans | 1.34 |  | 1.40 |  | 1.37 | 1.45 | 1.53 |
| Allowance for loan and lease losses to nonperforming loans | 458 |  | 424 |  | 393 | 351 | 330 |

[^0]
## THE PNC FINANCIAL SERVICES GROUP, INC.

Results of Businesses - Summary and Reconciliation to Total Consolidated Results(Unaudited) (a)
Three months ended - dollars in millions

(a) See the Review of Businesses section of Item 7 of our Annual Report on Form 10-K for the year ended December 31, 2004 (2004 Form 10-K) for additional information regarding presentation of results for our business segments. Our business segment information is presented based on our management accounting practices and our management structure. We refine our methodologies from time to time as our management accounting practices are enhanced and our businesses change.
(b) BlackRock results for the third quarter of 2004 reflect a $\$ 57$ million after-tax impact for BlackRock's 2002 Long-Term Retention and Incentive Plan (LTIP) charge. Our 2004 Form 10-K has additional information on the LTIP and related charges under Note 22 Stock-Based Compensation Plans in the Notes To Consolidated Financial Statements.
(c) Business segment revenue is presented on a taxable-equivalent basis except for BlackRock and PFPC. BlackRock began reporting revenue on a taxable-equivalent basis in the third quarter of 2004. BlackRock for all other periods and PFPC for all periods is presented on a book (GAAP) basis. The interest income earned on certain earning assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than a taxable investment. To provide more meaningful comparisons of yields and margins for all earning assets, we have increased the interest income earned on tax-exempt assets to make them fully equivalent to other taxable interest income investments. The following is a reconciliation of total consolidated revenue on a book (GAAP) basis to total consolidated revenue on a taxable-equivalent basis (in millions):

|  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total consolidated revenue, book (GAAP) basis | \$ 1,479 | \$ | 1,407 | \$ | 1,329 | \$1,391 | \$ 1,405 |
| Taxable-equivalent adjustment | 6 |  | 6 |  | 7 | 4 | 3 |
| Total consolidated revenue, taxable-equivalent basis | \$ 1,485 | \$ | 1,413 | \$ | 1,336 | \$1,395 | \$ 1,408 |
| Reconciliation of Total Banking Businesses Earnings |  |  |  |  |  |  |  |
|  |  |  |  |  |  | $\text { ch } 31$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |
| Three months ended-dollars in millions |  |  |  |  |  |  |  |
| Total banking businesses earnings, as reported |  |  |  |  | \$ | 259 | \$ 255 |
| Less: net gains on institutional loans held for sale, net of tax |  |  |  |  |  | 1 | 19 |
| Total banking businesses earnings, as adjusted |  |  |  |  | \$ | 258 | \$ 236 |
| Increase in total banking businesses earnings, as reported |  |  |  |  |  | 2\% |  |
| Increase in total banking businesses earnings, as adjusted |  |  |  |  |  | 9\% |  |

We believe that total banking businesses earnings, as adjusted, provides useful information to investors. Net gains on institutional loans held for sale have declined significantly compared with the first quarter of 2004 as the related remaining institutional lending held for sale loan portfolio has declined from $\$ 61$ million at March 31 , 2004 to $\$ 2$ million at March 31, 2005. In addition, the assets and underlying relationships reflected in this portfolio are not included in our ongoing business strategy for Wholesale Banking.

Regional Community Banking (Unaudited) (a)

| Three months ended <br> Taxable-equivalent basis (a) <br> Dollars in millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 341 | \$ | 345 | \$ | 342 | \$ | 340 | \$ | 333 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposits |  | 57 |  | 62 |  | 63 |  | 60 |  | 57 |
| Investment products |  | 28 |  | 27 |  | 27 |  | 29 |  | 29 |
| Other |  | 80 |  | 102 |  | 93 |  | 82 |  | 82 |
| Total noninterest income |  | 165 |  | 191 |  | 183 |  | 171 |  | 168 |
| Total revenue |  | 506 |  | 536 |  | 525 |  | 511 |  | 501 |
| Provision for credit losses |  | 14 |  | 14 |  | 13 |  | 6 |  | 29 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |
| Compensation and employee benefits |  | 128 |  | 136 |  | 132 |  | 130 |  | 136 |
| Net occupancy and equipment |  | 66 |  | 63 |  | 66 |  | 66 |  | 68 |
| Other |  | 105 |  | 98 |  | 102 |  | 111 |  | 108 |
| Total noninterest expense |  | 299 |  | 297 |  | 300 |  | 307 |  | 312 |
| Pretax earnings |  | 193 |  | 225 |  | 212 |  | 198 |  | 160 |
| Income taxes |  | 72 |  | 82 |  | 78 |  | 73 |  | 58 |
| Earnings | \$ | 121 | \$ | 143 | \$ | 134 | \$ | 125 | \$ | 102 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Home equity | \$ | 11,863 | \$ | 11,652 | \$ | 11,283 | \$ | 10,734 | \$ | 9,478 |
| Indirect |  | 892 |  | 881 |  | 879 |  | 836 |  | 774 |
| Other consumer |  | 405 |  | 464 |  | 514 |  | 533 |  | 682 |
| Total consumer |  | 13,160 |  | 12,997 |  | 12,676 |  | 12,103 |  | 10,934 |
| Commercial |  | 4,372 |  | 4,220 |  | 4,113 |  | 3,943 |  | 3,901 |
| Floor plan |  | 1,013 |  | 961 |  | 929 |  | 1,037 |  | 947 |
| Residential mortgage |  | 677 |  | 708 |  | 737 |  | 776 |  | 813 |
| Other |  | 26 |  | 26 |  | 25 |  | 24 |  | 28 |
| Total loans |  | 19,248 |  | 18,912 |  | 18,480 |  | 17,883 |  | 16,623 |
| Goodwill |  | 991 |  | 1,000 |  | 1,005 |  | 1,005 |  | 994 |
| Loans held for sale |  | 1,345 |  | 1,221 |  | 1,238 |  | 1,156 |  | 1,115 |
| Other assets |  | 1,386 |  | 1,443 |  | 1,447 |  | 1,587 |  | 2,060 |
| Total assets | \$ | 22,970 | \$ | 22,576 | \$ | 22,170 | \$ | 21,631 | \$ | 20,792 |
| Deposits |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 6,715 | \$ | 6,883 | \$ | 6,712 | \$ | 6,464 | \$ | 6,248 |
| Interest-bearing demand |  | 6,996 |  | 7,098 |  | 6,937 |  | 6,916 |  | 6,916 |
| Money market |  | 12,046 |  | 11,937 |  | 12,112 |  | 12,465 |  | 12,356 |
| Total transaction deposits |  | 25,757 |  | 25,918 |  | 25,761 |  | 25,845 |  | 25,520 |
| Savings |  | 2,724 |  | 2,727 |  | 2,659 |  | 2,548 |  | 2,508 |
| Certificates of deposit |  | 9,833 |  | 9,363 |  | 8,775 |  | 8,421 |  | 8,565 |
| Total deposits |  | 38,314 |  | 38,008 |  | 37,195 |  | 36,814 |  | 36,593 |
| Other liabilities |  | 132 |  | 164 |  | 185 |  | 223 |  | 432 |
| Capital |  | 2,447 |  | 2,420 |  | 2,375 |  | 2,364 |  | 2,362 |
| Total funds | \$ | 40,893 | \$ | 40,592 | \$ | 39,755 | \$ | 39,401 | \$ | 39,387 |
|  |  |  |  |  |  |  |  |  |  |  |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |
| Return on capital |  | 20\% |  | 24\% |  | 22\% |  | 21\% |  | 17\% |
| Noninterest income to total revenue |  | 33 |  | 36 |  | 35 |  | 33 |  | 34 |
| Efficiency |  | 59 |  | 55 |  | 57 |  | 60 |  | 62 |
| OTHER INFORMATION (b) |  |  |  |  |  |  |  |  |  |  |
| Total nonperforming assets (c) | \$ | 84 | \$ | 91 | \$ | 85 | \$ | 81 | \$ | 75 |
| Net charge-offs (c) | \$ | 14 | \$ | 11 | \$ | 10 | S | 10 | \$ | 32 |
| Annualized net charge-off ratio (c) |  | .29\% |  | .23\% |  | . $22 \%$ |  | .22\% |  | .77\% |
| Home equity portfolio credit statistics: |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions |  | 51\% |  | 51\% |  | 51\% |  | 51\% |  | 50\% |
| Weighted average loan-to-value ratios |  | 71\% |  | 71\% |  | 71\% |  | 71\% |  | 72\% |
| Weighted average FICO scores |  | 716 |  | 716 |  | 717 |  | 717 |  | 713 |
| Loans 90 days past due |  | .20\% |  | . $22 \%$ |  | . $22 \%$ |  | .20\% |  | .23\% |
| Gains on sales of education loans (d) | \$ | 1 | \$ | 13 | \$ | 15 | \$ | 2 |  |  |
| Average FTE staff |  | 9,886 |  | 10,109 |  | 10,251 |  | 10,254 |  | 10,379 |


| ATMs | 3,610 | 3,581 | 3,555 | 3,528 | 3,486 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Branches | 770 | 774 | 774 | 775 | 769 |
| Consumer and small business checking relationships | 1,761,000 | 1,741,000 | 1,732,000 | 1,700,000 | 1,679,000 |
| Consumer DDA households using online banking | 743,000 | 711,000 | 690,000 | 663,000 | 637,000 |
| \% of consumer DDA households using online banking | 47\% | 45\% | 44\% | 43\% | 42\% |
| Consumer DDA households using online bill payment | 131,000 | 112,000 | 108,000 | 112,000 | 102,000 |
| \% of consumer DDA households using online |  |  |  |  |  |
| bill payment | 8\% | 7\% | 7\% | 7\% | 7\% |
| Small business deposits |  |  |  |  |  |
| Noninterest-bearing | \$ 4,086 | \$ 4,203 | \$ 4,067 | 3,908 | \$ 3,756 |
| Interest-bearing | 1,556 | 1,764 | 1,574 | 1,515 | 1,651 |
| Money market | 2,630 | 2,836 | 2,788 | 2,707 | 2,510 |
| Certificates of deposit | 352 | 318 | 304 | 300 | 324 |

(a) See Notes (a) and (c) on page 3.
(b) Presented as of period-end, except for net charge-offs, annualized net charge-off ratio, home equity portfolio weighted average statistics, gains on sales of education loans, average FTEs and small business deposits.
(c) See Note (a) on page 16.
(d) Included in "Other noninterest income" above.

Wholesale Banking (Unaudited) (a)


[^1]PNC Advisors (Unaudited) (a)

(a) See Notes (a) and (c) on page 3.
(b) See page 7 for information regarding efficiency ratios.
(c) Excludes brokerage assets administered.
(d) Presented as of period-end, except for average FTE staff.

PNC Advisors (Unaudited)
Efficiency ratios

(a) Calculated as noninterest expense divided by the sum of net interest income and noninterest income.
(b) Calculated by excluding the impact of brokerage firm activities included within the PNC Advisors business segment. Brokerage firm activities excluded are the principal activities of Hilliard Lyons on a management reporting basis, including client-related brokerage and trading, investment banking and investment management. Industrywide efficiency measures for brokerage firms and asset management firms differ significantly due primarily to the highly variable compensation structure of brokerage firms. We believe the disclosure of an efficiency ratio for PNC Advisors excluding the impact of these brokerage firm activities is meaningful for investors as it provides a more relevant basis of comparison with other asset management firms.

Reconciliation of GAAP amounts with amounts used in the calculation of adjusted efficiency ratio:

| Dollars in millions | For the quarter ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\text { March } 31$$2005$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| Revenue, GAAP basis | \$ | 156 | \$ | 154 | \$ | 151 | \$ 154 | \$ | 170 |
| Less: brokerage firm activities |  | 51 |  | 53 |  | 47 | 52 |  | 55 |
| Revenue, as adjusted | \$ | 105 | \$ | 101 | \$ | 104 | \$ 102 | \$ | 115 |
| Noninterest expense, GAAP basis | \$ | 112 | \$ | 117 | \$ | 112 | \$ 114 | \$ | 120 |
| Less: brokerage firm activities |  | 46 |  | 47 |  | 44 | 48 |  | 50 |
| Noninterest expense, as adjusted | \$ | 66 | \$ | 70 | \$ | 68 | \$ 66 | \$ | 70 |

BlackRock (Unaudited) (a)

| Three months ended <br> Taxable-equivalent basis (a) <br> Dollars in millions except as noted | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ |  | $\begin{aligned} & \text { rch } 31 \\ & 004 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |
| Investment advisory and administration fees | \$ | 212 | \$ | 163 | \$ | 148 | \$ 162 | \$ | 160 |
| Other income |  | 38 |  | 25 |  | 23 | 22 |  | 22 |
| Total revenue |  | 250 |  | 188 |  | 171 | 184 |  | 182 |
| Operating expense |  | 161 |  | 112 |  | 94 | 113 |  | 104 |
| Operating expense - LTIP charge |  | 14 |  | 13 |  | 91 |  |  |  |
| Fund administration and servicing costs |  | 9 |  | 7 |  | 9 | 8 |  | 8 |
| Total expense |  | 184 |  | 132 |  | 194 | 121 |  | 112 |
| Operating income (loss) |  | 66 |  | 56 |  | (23) | 63 |  | 70 |
| Nonoperating income |  | 8 |  | 8 |  | 7 | 15 |  | 6 |
| Pretax earnings (loss) |  | 74 |  | 64 |  | (16) | 78 |  | 76 |
| Minority interest |  |  |  | 1 |  |  | 4 |  |  |
| Income taxes |  | 27 |  | 13 |  | (6) | 26 |  | 21 |
| Earnings (loss) | \$ | 47 | \$ | 50 | \$ | (10) | \$ 48 | \$ | 55 |
| PERIOD-END BALANCE SHEET |  |  |  |  |  |  |  |  |  |
| Goodwill and other intangible assets | \$ |  | \$ | 184 | \$ | 184 | \$ 186 | \$ | 186 |
| Other assets |  | ,050 |  | 961 |  | 893 | 780 |  | 723 |
| Total assets |  | ,494 | \$ | 1,145 | \$ | 1,077 | \$ 966 | \$ | 909 |
| Liabilities and minority interest | \$ |  | \$ | 377 | \$ | 342 | \$ 211 | \$ | 186 |
| Stockholders' equity |  | 846 |  | 768 |  | 735 | 755 |  | 723 |
| Total liabilities and stockholders' equity |  | ,494 | \$ | 1,145 | \$ | 1,077 | \$ 966 | \$ | 909 |
| PERFORMANCE DATA |  |  |  |  |  |  |  |  |  |
| Return on equity |  | 23\% |  | 26\% |  | (5)\% | 26\% |  | 31\% |
| Operating margin (b) |  | 38 |  | 38 |  | 32 | 36 |  | 41 |
| Diluted earnings (loss) per share | \$ | . 70 | \$ | . 75 | \$ | (.15) | \$ . 73 | \$ | . 84 |
| ASSETS UNDER MANAGEMENT (in billions) (period end) |  |  |  |  |  |  |  |  |  |
| Separate accounts |  |  |  |  |  |  |  |  |  |
| Fixed income | \$ | 240 | \$ | 216 | \$ | 211 | \$ 200 | \$ | 202 |
| Liquidity |  | 7 |  | 7 |  | 8 | 7 |  | 6 |
| Liquidity - securities lending |  | 7 |  | 7 |  | 9 | 9 |  | 9 |
| Equity |  | 19 |  | 10 |  | 8 | 9 |  | 9 |
| Alternative investment products |  | 19 |  | 8 |  | 7 | 6 |  | 6 |
|  |  | - |  |  |  |  | - |  |  |
| Total separate accounts |  | 292 |  | 248 |  | 243 | 231 |  | 232 |
| Mutual funds (c) |  |  |  |  |  |  |  |  |  |
| Fixed income |  | 25 |  | 25 |  | 24 | 24 |  | 25 |
| Liquidity |  | 60 |  | 64 |  | 51 | 50 |  | 59 |
| Equity |  | 14 |  | 5 |  | 5 | 5 |  | 5 |
|  |  |  |  | - |  | - | - |  |  |
| Total mutual funds |  | 99 |  | 94 |  | 80 | 79 |  | 89 |
| Total assets under management | \$ | 391 | \$ | 342 | \$ | 323 | \$ 310 | \$ | 321 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |
| Average FTE staff |  | ,320 |  | 1,062 |  | 1,063 | 984 |  | 947 |

(a) See Notes (a) and (c) on page 3.
(b) Calculated as operating income, adjusted for the LTIP charges, SSRM acquisition costs, and appreciation on Rabbi trust assets related to BlackRock's deferred compensation plans, divided by total revenue less reimbursable property management compensation and fund administration and servicing costs. The following is a reconciliation of this presentation to operating margin calculated on a GAAP basis (operating income divided by total revenue) in millions:

| Operating (loss) income, GAAP basis | \$ 66 | \$ 56 | \$ (23) | \$ 63 | \$ 70 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Add back: LTIP charge | 14 | 13 | 91 |  |  |
| Less: portion of LTIP to be funded by BlackRock | (2) | (2) | (17) |  |  |
| Add back: SSRM acquisition costs | 9 |  |  |  |  |
| Add back: appreciation on Rabbi trust assets | 2 | 2 |  | 1 | 1 |
| Operating income, as adjusted | \$ 89 | \$ 69 | \$ 51 | \$ 64 | \$ 71 |
|  | - | - | - |  |  |
| Total revenue GAAP basis | \$250 | \$188 | \$171 | \$184 | \$182 |


| Less: reimbursable property management compensation | 4 |  | 9 | 8 | 8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less: fund administration and servicing costs | 9 | 7 |  |  |  |
| Revenue used for operating margin calculation, as reported | \$237 | \$181 | \$162 | \$176 | \$174 |
| Operating margin, GAAP basis | 26\% | 30\% | (13)\% | 34\% | 38\% |
| Operating margin, as adjusted | 38\% | 38\% | 32\% | 36\% | 41\% |

We believe that operating margin, as adjusted, is a more relevant indicator of management's ability to effectively employ BlackRock's resources. The portion of the LTIP charges associated with awards to be met with the contribution of shares of BlackRock stock by PNC has been excluded from operating income because, exclusive of impact related to LTIP participants' option to put awarded shares to BlackRock, this non-cash charge will not impact BlackRock's book value. Appreciation on Rabbi trust assets related to BlackRock's deferred compensation plans has been excluded because investment performance of these assets has a nominal impact on net income. Reimbursable property management compensation represents compensation and benefits paid to certain BlackRock Realty Advisors, Inc. ("Realty") personnel. These employees are retained on Realty's payroll when properties are acquired by Realty's clients. The related compensation and benefits are fully reimbursed by Realty's clients and have been excluded from operating margin, as adjusted, because they bear no economic cost to BlackRock. We have excluded fund administration and servicing costs 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.
(c) Includes BlackRock Funds, BlackRock Liquidity Funds, BlackRock Closed End Funds, Short Term Investment Fund and BlackRock Global Series Funds.

PFPC (Unaudited) (a)

(a) See Note (a) on page 3.
(b) Net of nonoperating expense.
(c) Operating income divided by total revenue.
(d) Represents net assets serviced offshore.

Details of Net Interest Income, Net Interest Margin and Trading Revenue(Unaudited)

## Taxable-equivalent basis


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

|  | For the quarter ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| Net interest income, GAAP basis |  | 506 | \$ | 503 | \$ | 491 | \$ 481 |  | 494 |
| Taxable-equivalent adjustment |  | 6 |  | 6 |  | 7 | 4 |  | 3 |
| Net interest income, taxable-equivalent basis | \$ | 512 | \$ | 509 | \$ | 498 | \$ 485 |  | 497 |

Details of Noninterest Income, Noninterest Expense and Effective Tax Rate(Unaudited)

## In millions

| Noninterest Income | For the quarter ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| Asset management | \$ 314 | \$ | 256 | \$ | 239 | \$ 252 | \$ | 253 |
| Fund servicing | 220 |  | 209 |  | 204 | 200 |  | 204 |
| Service charges on deposits | 59 |  | 65 |  | 65 | 63 |  | 59 |
| Brokerage | 55 |  | 53 |  | 52 | 56 |  | 58 |
| Consumer services | 66 |  | 68 |  | 66 | 67 |  | 63 |
| Corporate services | 107 |  | 120 |  | 100 | 128 |  | 125 |
| Equity management gains | 32 |  | 9 |  | 16 | 35 |  | 7 |
| Net securities gains (losses) | (9) |  | 10 |  | 16 | 14 |  | 15 |
| Other (a) | 129 |  | 114 |  | 80 | 95 |  | 127 |
|  |  |  |  |  |  |  |  |  |
| Total noninterest income | \$ 973 | \$ | 904 | \$ | 838 | \$ 910 | \$ | 911 |
|  | - |  |  |  |  | - |  | - |
| Included in "Corporate services" above |  |  |  |  |  |  |  |  |
| Net gains on institutional loans held for sale | \$ 2 | \$ | 2 | \$ | 5 | \$ 17 | \$ | 28 |
| Net gains on sales of commercial mortgages | \$ 9 | \$ | 20 | \$ | 6 | \$ 14 | \$ | 10 |
| Included in "Other" above |  |  |  |  |  |  |  |  |
| Gains on sales of education loans | \$ | \$ | 13 | \$ | 15 | \$ 2 |  |  |
| Noninterest income to total revenue | 66\% |  | 64\% |  | 63\% | 65\% |  | 65\% |
|  | For the quarter ended |  |  |  |  |  |  |  |
| Noninterest Expense | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  |  |  | $\text { ber } 30$ <br> 4 | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ |  | $\begin{aligned} & \text { rch } 31 \\ & 004 \end{aligned}$ |
| Compensation | \$ 479 | \$ | 452 | \$ | 500 | \$ 414 | \$ | 389 |
| Employee benefits | 83 |  | 82 |  | 76 | 77 |  | 74 |
| Net occupancy | 73 |  | 64 |  | 68 | 67 |  | 68 |
| Equipment | 74 |  | 74 |  | 72 | 70 |  | 74 |
| Marketing | 20 |  | 24 |  | 19 | 24 |  | 20 |
| Other | 270 |  | 253 |  | 246 | 258 |  | 270 |
| Total noninterest expense (b) | \$ 999 | \$ | 949 | \$ | 981 | \$ 910 | \$ | 895 |
| Efficiency | 68\% |  | 67\% |  | 74\% | 65\% |  | 64\% |
| Bank efficiency (c) | 63\% |  | 64\% |  | 65\% | 63\% |  | 60\% |
| Effective tax rate (d) | 23.7\% |  | 28.9\% |  | 26.9\% | 33.4\% |  | 32.7\% |

(a) "Other" also includes the "Other noninterest income" component of trading revenue. See page 10.
(b) The quarters ended March 31, 2005, December 31, 2004 and September 30, 2004 included $\$ 15$ million, $\$ 14$ million and $\$ 96$ million, respectively, of charges related to the BlackRock LTIP. First quarter 2005 charges are comprised of $\$ 15$ million of compensation expense. Fourth quarter 2004 charges are comprised of $\$ 13$ million of compensation expense and $\$ 1$ million of "Other" noninterest expense. Third quarter 2004 charges are comprised of $\$ 89$ million of compensation expense, $\$ 2$ million of employee benefits expense and $\$ 5$ million of "Other" noninterest expense. See our 2004 Form 10-K for further information on the BlackRock LTIP.
(c) The bank efficiency ratio represents the consolidated efficiency ratio excluding the effect of BlackRock and PFPC.
(d) The first quarter 2004 effective tax rate reflects a $\$ 9$ million benefit associated with the resolution of an audit performed by New York State on BlackRock's state income tax returns filed from 1998 through 2001.

The third quarter 2004 effective tax rate reflects a $\$ 14$ million reduction in income tax expense following our determination that we no longer require an income tax reserve related to bank-owned life insurance. See our third quarter 2004 Quarterly Report on Form 10-Q for additional information.
The fourth quarter 2004 effective tax rate reflects a $\$ 10$ million income tax benefit resulting from the release of reserves allocated to BlackRock's New York City tax liability due to the receipt of a favorable preliminary audit finding for the tax years 1998 through 2000.

The first quarter 2005 effective tax rate reflects the $\$ 45$ million impact of the reversal of certain deferred tax liabilities in connection with the transfer of our ownership interest in BlackRock from PNC Bank, National Association to our intermediate bank holding company, PNC Bancorp, Inc. See Note 31 Subsequent Events in the Notes To Consolidated Financial Statements in our 2004 Form 10-K for additional information.

## Average Consolidated Balance Sheet (Unaudited)

| Three months ended - in millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |
| Interest-earning assets |  |  |  |  |  |  |  |
| Securities available for sale and held to maturity |  |  |  |  |  |  |  |
| Securities available for sale |  |  |  |  |  |  |  |
| U.S. Treasury and government agencies/corporations | \$ 6,897 | \$ | 6,895 | \$ | 6,288 | \$ 6,654 | \$ 6,432 |
| Other debt | 9,631 |  | 8,846 |  | 8,667 | 8,624 | 9,293 |
| State and municipal | 172 |  | 175 |  | 216 | 225 | 264 |
| Corporate stocks and other | 172 |  | 188 |  | 201 | 259 | 282 |
| Total securities available for sale | 16,872 |  | 16,104 |  | 15,372 | 15,762 | 16,271 |
| Securities held to maturity |  |  | 1 |  | 2 | 2 | 2 |
| Total securities available for sale and held to maturity | 16,872 |  | 16,105 |  | 15,374 | 15,764 | 16,273 |
| Loans, net of unearned income |  |  |  |  |  |  |  |
| Commercial | 17,935 |  | 17,312 |  | 16,915 | 16,445 | 15,827 |
| Commercial real estate | 2,015 |  | 2,080 |  | 2,120 | 2,100 | 2,249 |
| Consumer | 15,641 |  | 15,280 |  | 14,673 | 13,968 | 12,719 |
| Residential mortgage | 4,855 |  | 4,683 |  | 4,354 | 3,622 | 3,492 |
| Lease financing | 3,041 |  | 3,216 |  | 3,182 | 3,437 | 4,050 |
| Other | 495 |  | 502 |  | 507 | 497 | 517 |
| Total loans, net of unearned income | 43,982 |  | 43,073 |  | 41,751 | 40,069 | 38,854 |
| Loans held for sale | 1,941 |  | 1,771 |  | 1,578 | 1,636 | 1,560 |
| Federal funds sold and resale agreements | 2,249 |  | 1,274 |  | 1,283 | 1,896 | 2,235 |
| Other | 2,937 |  | 2,302 |  | 1,746 | 1,551 | 1,162 |
| Total interest-earning assets | 67,981 |  | 64,525 |  | 61,732 | 60,916 | 60,084 |
| Noninterest-earning assets |  |  |  |  |  |  |  |
| Allowance for loan and lease losses | (611) |  | (582) |  | (593) | (603) | (653) |
| Cash and due from banks | 2,987 |  | 3,038 |  | 2,851 | 2,793 | 2,895 |
| Other assets | 13,005 |  | 11,791 |  | 11,372 | 10,762 | 10,697 |
|  | - |  |  |  |  | [3,868 |  |
| Total assets | \$83,362 | \$ | 78,772 | \$ | 75,362 | \$73,868 | \$73,023 |
|  | - |  | - |  | - | - | $\square$ |
| Supplemental Average Balance Sheet Information |  |  |  |  |  |  |  |
| Loans excluding conduit | \$41,871 | \$ | 41,121 | \$ | 40,074 | \$38,257 | \$36,747 |
| Market Street Funding Corporation conduit | 2,111 |  | 1,952 |  | 1,677 | 1,812 | 2,107 |
|  | - |  | - |  | -677 | - |  |
| Total loans | \$43,982 | \$ | 43,073 | \$ | 41,751 | \$40,069 | \$38,854 |
|  | - |  | - |  | - | - | - |
| Trading Assets |  |  |  |  |  |  |  |
| Securities (a) | \$ 1,883 | \$ | 1,348 | \$ | 1,003 | \$ 740 | \$ 385 |
| Resale agreements (b) | 1,249 |  | 184 |  | 155 | 142 | 185 |
| Financial derivatives (c) | 679 |  | 668 |  | 604 | 541 | 608 |
| Total trading assets | \$ 3,811 | \$ | 2,200 | \$ | 1,762 | \$ 1,423 | \$ 1,178 |

[^2]
## Average Consolidated Balance Sheet (Unaudited) (Continued)

| Three months ended - in millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\text { March } 31$ $2004$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity |  |  |  |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |  |  |
| Money market | \$16,562 | \$ | 16,328 | \$ | 15,916 | \$16,027 | \$15,581 |
| Demand | 7,965 |  | 7,999 |  | 7,857 | 7,878 | 7,873 |
| Savings | 2,831 |  | 2,819 |  | 2,730 | 2,595 | 2,590 |
| Retail certificates of deposit | 10,296 |  | 9,761 |  | 9,100 | 8,650 | 8,780 |
| Other time | 902 |  | 892 |  | 825 | 680 | 343 |
| Time deposits in foreign offices | 2,373 |  | 1,628 |  | 1,561 | 1,485 | 806 |
|  |  |  |  |  |  |  |  |
| Total interest-bearing deposits | 40,929 |  | 39,427 |  | 37,989 | 37,315 | 35,973 |
| Borrowed funds |  |  |  |  |  |  |  |
| Federal funds purchased | 1,659 |  | 1,676 |  | 1,940 | 2,303 | 1,912 |
| Repurchase agreements | 2,306 |  | 1,906 |  | 1,158 | 1,508 | 1,157 |
| Bank notes and senior debt | 2,663 |  | 2,535 |  | 2,709 | 2,752 | 2,752 |
| Subordinated debt | 3,911 |  | 3,476 |  | 3,411 | 3,545 | 3,593 |
| Commercial paper | 2,344 |  | 1,947 |  | 1,679 | 1,815 | 2,111 |
| Other borrowed funds | 2,159 |  | 1,070 |  | 858 | 633 | 1,622 |
| Total borrowed funds | 15,042 |  | 12,610 |  | 11,755 | 12,556 | 13,147 |
| Total interest-bearing liabilities | 55,971 |  | 52,037 |  | 49,744 | 49,871 | 49,120 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity |  |  |  |  |  |  |  |
| Demand and other noninterest-bearing deposits | 12,432 |  | 12,539 |  | 12,477 | 11,681 | 11,350 |
| Allowance for unfunded loan commitments and letters of credit | 76 |  | 96 |  | 84 | 90 | 90 |
| Accrued expenses and other liabilities | 6,856 |  | 6,283 |  | 5,470 | 4,773 | 5,020 |
| Minority and noncontrolling interests in consolidated entities | 527 |  | 501 |  | 466 | 419 | 434 |
| Shareholders' equity | 7,500 |  | 7,316 |  | 7,121 | 7,034 | 7,009 |
|  |  |  |  |  |  |  |  |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$83,362 | \$ | 78,772 | \$ | 75,362 | \$73,868 | \$73,023 |
|  | - |  | - |  | - | - |  |
| Supplemental Average Balance Sheet Information |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$40,929 | \$ | 39,427 | \$ | 37,989 | \$37,315 | \$35,973 |
| Demand and other noninterest-bearing deposits | 12,432 |  | 12,539 |  | 12,477 | 11,681 | 11,350 |
|  |  |  |  |  |  |  |  |
| Total deposits | \$53,361 | \$ | 51,966 | \$ | 50,466 | \$48,996 | \$47,323 |
|  |  |  |  |  |  |  |  |
| Transaction deposits | \$36,959 | \$ | 36,866 | \$ | 36,250 | \$35,586 | \$34,804 |
| Common shareholders' equity | \$ 7,492 | \$ | 7,308 | \$ | 7,113 | \$ 7,026 | \$ 7,000 |
| Trading Liabilities |  |  |  |  |  |  |  |
| Securities sold short (a) | \$ 1,610 | \$ | 539 | \$ | 402 | \$ 254 | \$ 277 |
| Repurchase agreements and other borrowings (b) | 1,185 |  | 479 |  | 302 | 127 | 86 |
| Financial derivatives (c) | 519 |  | 526 |  | 492 | 423 | 559 |
| Total trading liabilities | \$ 3,314 | \$ | 1,544 | \$ | 1,196 | \$ 804 | \$ 922 |

[^3]
## Details of Loans and Lending Statistics (Unaudited)

## Loans

| Period ended - in millions |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |
| Retail/wholesale | \$ 5,236 | \$ | 4,961 | \$ | 4,739 | \$ 4,580 | \$ 4,370 |
| Manufacturing | 4,327 |  | 3,944 |  | 3,870 | 3,861 | 3,759 |
| Other service providers | 1,820 |  | 1,787 |  | 1,648 | 1,571 | 1,631 |
| Real estate related | 2,179 |  | 2,104 |  | 2,096 | 2,029 | 1,862 |
| Financial services | 1,308 |  | 1,145 |  | 1,274 | 1,262 | 1,126 |
| Health care | 560 |  | 560 |  | 527 | 516 | 495 |
| Other | 3,043 |  | 2,937 |  | 2,961 | 2,894 | 2,758 |
| Total commercial | 18,473 |  | 17,438 |  | 17,115 | 16,713 | 16,001 |
|  |  |  |  |  |  | - |  |
| Commercial real estate |  |  |  |  |  |  |  |
| Real estate projects | 1,404 |  | 1,460 |  | 1,513 | 1,530 | 1,521 |
| Mortgage | 521 |  | 520 |  | 527 | 575 | 534 |
|  |  |  | - |  | - | - |  |
| Total commercial real estate | 1,925 |  | 1,980 |  | 2,040 | 2,105 | 2,055 |
| Equipment lease financing | 3,719 |  | 3,907 |  | 3,949 | 3,818 | 3,859 |
| Equipment lease financing | 3,719 |  | 3,07 |  | 3, | ,818 | 3,85 |
| Total commercial lending | 24,117 |  | 23,325 |  | 23,104 | 22,636 | 21,915 |
|  |  |  |  |  |  | - |  |
| Consumer |  |  |  |  |  |  |  |
| Home equity | 12,968 |  | 12,734 |  | 12,377 | 11,946 | 11,160 |
| Automobile | 854 |  | 836 |  | 842 | 825 | 762 |
| Other | 1,953 |  | 2,036 |  | 1,684 | 1,676 | 1,597 |
| Total consumer | 15,775 |  | 15,606 |  | 14,903 | 14,447 | 13,519 |
| Residential mortgage | 5,007 |  | 4,772 |  | 4,672 | 3,906 | 3,537 |
| Vehicle lease financing | 158 |  | 189 |  | 228 | 285 | 968 |
| Other | 489 |  | 505 |  | 504 | 484 | 492 |
| Unearned income | (872) |  | (902) |  | (931) | (923) | (980) |
| Total, net of unearned income | \$44,674 | \$ | 43,495 | \$ | 42,480 | \$40,835 | \$39,451 |
|  | - |  | - |  | - | - | - |
| Supplemental Loan Information |  |  |  |  |  |  |  |
| Loans excluding conduit | \$42,479 | \$ | 41,243 | \$ | 40,676 | \$39,094 | \$37,519 |
| Market Street Funding Corporation conduit | 2,195 |  | 2,252 |  | 1,804 | 1,741 | 1,932 |
| Total loans | \$44,674 | \$ | 43,495 | \$ | 42,480 | \$40,835 | \$39,451 |
|  |  |  |  |  |  |  |  |
| Commercial Lending Exposure (a)(b) <br> Investment grade or equivalent |  |  |  |  |  |  |  |
| \$50 million or greater |  |  |  | \%\% |  | 16\% |  |
| \$25 million to < \$50 million |  |  |  | \%\% |  | 15\% |  |
| < \$25 million |  |  |  | \% |  | 16\% |  |
| Non-investment grade |  |  |  |  |  |  |  |
| \$50 million or greater |  |  |  | \% |  | 2\% |  |
| \$25 million to < \$50 million |  |  |  | 1\% |  | 11\% |  |
| <\$25 million |  |  |  | \% |  | 40\% |  |
|  |  |  |  |  |  |  |  |
| Total |  |  |  | \% |  | 100\% |  |

(a) These statistics exclude the loans of Market Street Funding Corporation. The facilities extended by Market Street represent pools of granular obligations, structured to avoid excessive concentration of credit risk such that they attract an investment grade rating.
(b) Exposure represents the sum of all loans, leases, commitments and letters of credit.

## Consumer Loan Statistic (c)

Net charge-offs to average loans $\quad .14 \% \quad .16 \%$. $20 \%$

[^4]Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit and Net Unfunded Commitments (Unaudited)

Change in Allowance for Loan and Lease Losses
Three months ended - in millions
(a) See Note (a) on page 16.

Change in Allowance for Unfunded Loan Commitments and Letters of Credit

| Three months ended - in millions | March <br> 312005 | December <br> 312004 | $\begin{aligned} & \text { September } \\ & \mathbf{3 0 2 0 0 4} \end{aligned}$ | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | March 312004 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ 75 | \$ 96 | \$ 84 | \$ 91 | \$ 91 |
| Net change in allowance for unfunded loan commitments and letters of credit | 3 | (21) | 12 | (7) |  |
| Ending balance | \$ 78 | 75 | \$ 96 | \$ 84 | \$ 91 |
| Net Unfunded Commitments |  |  |  |  |  |
| In millions | March <br> 312005 | $\begin{aligned} & \text { December } \\ & 312004 \end{aligned}$ | $\begin{aligned} & \text { September } \\ & \mathbf{3 0 2 0 0 4} \end{aligned}$ | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | March 312004 |
| Net unfunded commitments | \$30,326 | \$30,306 | \$ 28,867 | \$ 28,510 | \$ 27,266 |

Details of Nonperforming Assets (Unaudited)
Nonperforming Assets by Type

| Period ended - in millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans |  |  |  |  |  |  |  |  |  |
| Commercial (a) | \$ | 83 | \$ | 89 | \$ | 96 | \$ 119 | \$ | 132 |
| Commercial real estate |  | 11 |  | 14 |  | 10 | 3 |  | 3 |
| Consumer |  | 13 |  | 11 |  | 12 | 11 |  | 10 |
| Residential mortgage |  | 19 |  | 21 |  | 23 | 23 |  | 26 |
| Lease financing |  | 5 |  | 5 |  | 7 | 13 |  | 12 |
| Total nonaccrual loans |  | 131 |  | 140 |  | 148 | 169 |  | 183 |
| Troubled debt restructured loan |  |  |  | 3 |  |  |  |  |  |
| Total nonperforming loans |  | 131 |  | 143 |  | 148 | 169 |  | 183 |
| Nonperforming loans held for sale (b) |  | 2 |  | 3 |  | 2 | 4 |  | 4 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |  |
| Lease financing |  | 13 |  | 14 |  | 16 | 17 |  | 17 |
| Residential mortgage |  | 11 |  | 10 |  | 11 | 11 |  | 13 |
| Other |  | 5 |  | 5 |  | 7 | 8 |  | 12 |
| Total foreclosed and other assets |  | 29 |  | 29 |  | 34 | 36 |  | 42 |
| Total nonperforming assets (c) | \$ | 162 | \$ | 175 | \$ | 184 | \$ 209 | \$ | 229 |
| Nonperforming loans to total loans |  | . $29 \%$ |  | . $33 \%$ |  | . $35 \%$ | . $41 \%$ |  | . $46 \%$ |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets |  | . 35 |  | . 39 |  | . 42 | . 49 |  | . 56 |
| Nonperforming assets to total assets |  | . 19 |  | . 22 |  | . 24 | . 29 |  | . 31 |

(a) During the first quarter of 2004, we changed our policy for recognizing charge-offs on smaller nonperforming commercial loans. This change resulted in the recognition of an additional \$24 million of gross charge-offs for the first quarter of 2004.

(c) Excludes equity management assets carried at estimated fair value (March 31, 2005, December 31, 2004, September 30, 2004, June 30, 2004 and March 31, 2004 amounts include troubled debt restructured assets of $\$ 10$ million, $\$ 11$ million, $\$ 10$ million, $\$ 10$ million and $\$ 11$ million, respectively).

## Change in Nonperforming Assets

| In millions | Three months <br> ended |
| :--- | :---: |
| January 1, 2005 | \$ |
| Transferred from accrual | 175 |
| Returned to performing | 32 |
| Principal reductions and payoffs | $(5)$ |
| Asset sales | $(25)$ |
| Charge-offs and valuation adjustments | $(4)$ |
| March 31, 2005 | $(11)$ |

Details of Nonperforming Assets (Unaudited) (Continued)
Nonperforming Assets by Business

| Period ended - in millions | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ |  | $\begin{aligned} & \text { rch } 31 \\ & 004 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Regional Community Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 74 | \$ | 80 | \$ | 74 | \$ 70 | \$ | 64 |
| Foreclosed and other assets |  | 10 |  | 11 |  | 11 | 11 |  | 11 |
| Total | \$ | 84 | \$ | 91 | \$ | 85 | \$ 81 | \$ | 75 |
| Wholesale Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ |  | \$ | 51 | \$ | 60 | \$ 85 | \$ |  |
| Nonperforming loans held for sale |  | 2 |  | 3 |  | 2 | 4 |  | 4 |
| Foreclosed and other assets |  | 17 |  | 17 |  | 20 | 21 |  | 25 |
| Total | \$ | 65 | \$ | 71 | \$ | 82 | \$ 110 | \$ | 131 |
| PNC Advisors |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 9 | \$ | 9 | \$ | 10 | \$ 9 | \$ | 11 |
| Foreclosed and other assets |  |  |  |  |  |  | 1 |  |  |
| Total | \$ | 9 | \$ | 9 | \$ | 10 | \$ 10 | \$ | 11 |
| Other (a) |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 2 | \$ | 3 | \$ | 4 | \$ 5 | \$ | 6 |
| Foreclosed and other assets |  | 2 |  | 1 |  | 3 | 3 |  | 6 |
| Total | \$ | 4 | \$ | 4 | \$ | 7 | \$ 8 | \$ | 12 |
| Consolidated Totals |  |  |  |  |  |  |  |  |  |
| Nonperforming loans (b) | \$ | 131 | \$ | 143 | \$ | 148 | \$ 169 | \$ | 183 |
| Nonperforming loans held for sale |  | 2 |  | 3 |  | 2 | 4 |  | 4 |
| Foreclosed and other assets |  | 29 |  | 29 |  | 34 | 36 |  | 42 |
| Total | \$ | 162 | \$ | 175 | \$ | 184 | \$ 209 | \$ | 229 |

## Largest Nonperforming Assets at March 31, 2005 - in millions (c)

| Ranking | Outstandings | Industry |
| :---: | :---: | :---: |
| 1 | \$ 13 | Air Transportation |
| 2 | 10 | Fabricated Metal Manufacturing |
| 3 | 8 | Wholesalers Nondurable Other |
| 4 | 7 | Individuals |
| 5 | 7 | Real Estate Lessors |
| 6 | 5 | Plastic and Mineral Manufacturing |
| 7 | 3 | Machinery Manufacturing |
| 8 | 3 | Other Transportation |
| 9 | 3 | Paper and Wood Product Manufacturing |
| 10 | 2 | Machinery Manufacturing |
| Total | \$ 61 |  |

## As a percent of nonperforming assets

38\%

[^5]
## Glossary of Terms

Accounting/administration net fund assets - Net domestic and foreign fund investment assets for which we provide accounting and administration services. We do not include these assets on our Consolidated Balance Sheet.

Adjusted average total assets - Primarily comprised of total average quarterly (or annual) 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 we have sole or shared investment authority for our customers/clients. We do not include these assets on our Consolidated Balance Sheet.

Capital - Represents the amount of resources that a business segment should hold to guard against potentially large losses that could cause insolvency. It is based on a measurement of economic risk, as opposed to risk as defined by regulatory bodies or generally accepted accounting principles. The economic capital measurement process involves converting a risk distribution to the capital that is required to support the risk, consistent with an institution's target credit rating. As such, economic risk serves as a "common currency" of risk that allows an institution to compare different risks on a similar 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.

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 investment assets held on behalf of clients under safekeeping arrangements. We do not include these assets on our Consolidated Balance Sheet. Investment assets held in custody at other institutions on our behalf are included in the appropriate asset categories on the Consolidated Balance Sheet as if physically held by us.

Derivatives - Financial contracts whose value is derived from publicly traded securities, interest rates, currency exchange rates or market indices. Derivatives cover a wide assortment of financial contracts, including forward contracts, futures, options and swaps.

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

Economic value of equity ("EVE")- The present value of the expected cash flows of our existing assets less the present value of the expected cash flows of our existing liabilities, plus the present value of the net cash flows of our existing off-balance sheet positions.

Effective duration - A measurement, expressed in years, that, when multiplied by a change in interest rates, would approximate the percentage change in value of on- and offbalance sheet positions.

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

Funds transfer pricing - A management accounting methodology designed to recognize the net interest income effects of sources and uses of funds provided by the assets and liabilities of business segments. These assets and liabilities are assigned funding rates that represent the interest cost for us to raise/invest funds with similar maturity and repricing structures, using the least-cost funding sources available.

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 we hold for our customers/clients in a non-discretionary, custodial capacity. We do not include these assets on our 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.
Nonperforming assets - Nonperforming assets include nonaccrual loans, troubled debt restructured loans, nonaccrual loans held for sale, foreclosed assets and other assets. Interest income does not accrue on assets classified as nonperforming.

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. Interest income does not accrue on loans classified as nonperforming.

Recovery - Cash proceeds received on a loan that had previously been charged off. The amount received is credited to the allowance for loan and lease losses.
Return on capital - Annualized net income divided by average capital.
Return on average assets - Annualized net income divided by average assets.
Return on average common equity- Annualized net income divided by average common 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 offbalance sheet instruments.

Securitization - The process of legally transforming financial assets into securities.
Shareholders' equity to total assets- Period-end total shareholders' equity divided by total period-end assets.
Tangible common capital ratio - Common shareholders' equity less goodwill and other intangible assets (excluding mortgage servicing rights) divided by total assets less goodwill and other intangible assets (excluding mortgage servicing rights).

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. To provide more meaningful comparisons of yields and margins for all earning assets, the interest income earned on taxexempt 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 period-end risk-weighted assets.
Total fund assets serviced- Total domestic and foreign fund investment assets for which we provide related processing services. We do not include these assets on our 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 loan and lease losses, subject to certain limitations.

Total risk-based capital ratio - Total risk-based capital divided by period-end risk-weighted assets.
Transaction deposits - The sum of money market and interest-bearing demand deposits and demand and other noninterest-bearing deposits.
Yield curve (shape of the yield curve, flat yield curve)- A graph showing the relationship between the yields on financial instruments or market indices of the same credit quality with different maturities. For example, a "normal" or "positive" yield curve exists when long-term bonds have higher yields than short-term bonds. A "flat" yield curve exists when yields are the same for short-term and long-term bonds. A "steep" yield curve exists when yields on long-term bonds are significantly higher than on short-term bonds.

## Business Segment Products and Services

Regional Community Banking provides deposit, lending, and cash management services, and investment services through PNC Investments, LLC, to 2.2 million consumer and small business customers within PNC's primary geographic footprint.

Wholesale Banking provides lending, treasury management, capital markets-related products and services, and commercial loan servicing to mid-sized corporations, government entities and selectively to large corporations. Lending products include secured and unsecured loans, letters of credit and equipment leases. Treasury management services include cash and investment management, receivables management, disbursement services, funds transfer services, information reporting, and global trade services. Capital markets products include foreign exchange, derivatives, loan syndications and securities underwriting and distribution. Wholesale Banking provides products and services generally within PNC's primary geographic markets and provides certain products and services nationally.
$\boldsymbol{P N C}$ Advisors provides a broad range of tailored investment, trust and private banking products and services to affluent individuals and families, including services to the ultraaffluent through its Hawthorn unit and full-service brokerage through J.J.B. Hilliard, W.L. Lyons, Inc. PNC Advisors also serves as investment manager and trustee for employee benefit plans and charitable and endowment assets and provides nondiscretionary defined contribution plan services and investment options through its Vested Interest ${ }^{\circledR}$ product. PNC Advisors provides services to individuals and corporations primarily within PNC's primary geographic markets.

BlackRock is one of the largest publicly traded investment management firms in the United States. BlackRock manages assets on behalf of institutional and individual investors worldwide through a variety of equity, fixed income, liquidity and alternative investment products. Mutual funds include the flagship fund families, BlackRock Funds and BlackRock Liquidity Funds (formerly BlackRock Provident Institutional Funds). In addition, BlackRock provides risk management, investment system outsourcing and financial advisory services to a growing number of institutional investors.
$\boldsymbol{P F P C}$ 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 and providing processing solutions to the international marketplace through its Ireland and Luxembourg operations.


[^0]:    (a) Less than $\$ .5$ million at each date.
    (b) Estimated for March 31, 2005.

[^1]:    (a) See Notes (a) and (c) on page 3.
    (b) Includes Market Street Funding Corporation. See Supplemental Average Balance Sheet Information on page 12.
    (c) Presented as of period-end.

[^2]:    (a) Included in "Other interest-earning assets" above.
    (b) Included in "Federal funds sold and resale agreements" above.
    (c) Included in "Other noninterest-earning assets" above.

[^3]:    (a) Included in "Other borrowed funds" and "Accrued expenses and other liabilities" above.
    (b) Included in "Repurchase agreements" and "Other borrowed funds" above.
    (c) Included in "Accrued expenses and other liabilities" above.

[^4]:    (c) Includes consumer, residential mortgage and vehicle leasing. During the second quarter of 2004, we sold our consumer vehicle leasing business.

[^5]:    (a) Represents residential mortgages related to PNC's asset and liability management function.
    (b) See Note (a) on page 16.
    (c) Amounts shown are not net of related allowance for loan and lease losses, if applicable.

