# 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
October 20, 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: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 October 20, 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 September 30, 2005. The Corporation also provided supplementary financial information on its web site, including financial information disclosed in connection with its earnings press release, and provided electronic presentation slides on its web site used in connection with the related investor conference call. Copies of the supplementary financial information and electronic presentation slides are included in this Report as Exhibits 99.1 and 99.2, respectively, and are furnished herewith.

## Item 9.01 Financial Statements and Exhibits.

(c) Exhibits. The exhibits listed on the Exhibit Index accompanying this Form 8-K are furnished herewith.

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$$

## 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: October 20, 2005
By: /s/ Samuel R. Patterson
Samuel R. Patterson
Controller
-3-

## EXHIBIT INDEX

| Number | Description |
| :---: | :---: |
| 99.1 | Financial Supplement (unaudited) for Third Quarter 2005 |

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

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

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The information contained in this Financial Supplement is preliminary, unaudited and based on data available at October 20, 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 period-end headcount statistics disclosed in this Financial Supplement for each business segment reflect full-time staff directly employed by the respective business segment and exclude corporate and shared services employees.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Income Statement (Unaudited)


(a) The following is a reconciliation of total noninterest income (GAAP basis) to noninterest income less equity management gains, net securities gains and losses, and trading income. We believe that noninterest income as adjusted for these three market sensitive components, when viewed together with the GAAP basis total noninterest income, is helpful in understanding the trends in our fee-based noninterest income over the periods presented and, as such, is useful information to both management and investors.

| Total noninterest income, GAAP basis | \$ | 1,113 | \$ | 925 | \$ | 973 | \$ | 904 | \$ | 838 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less: Equity management gains |  | 36 |  | 12 |  | 32 |  | 9 |  | 16 |
| Net securities gains (losses) |  | (2) |  | (26) |  | (9) |  | 10 |  | 16 |
| Trading |  | 47 |  | 11 |  | 50 |  | 44 |  | 16 |
| Noninterest income, as adjusted | \$ | 1,032 | \$ | 928 | \$ | 900 | \$ | 841 | \$ | 790 |

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Balance Sheet (Unaudited)

| In millions, except par value | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 3,474 | \$ 3,442 | \$ 2,908 | \$ | 3,230 | \$ | 3,005 |
| Federal funds sold and resale agreements |  | 907 | 89 | 1,252 |  | 1,635 |  | 1,154 |
| Other short-term investments, including trading securities |  | 2,553 | 2,203 | 2,354 |  | 1,848 |  | 1,801 |
| Loans held for sale |  | 2,377 | 2,275 | 2,067 |  | 1,670 |  | 1,582 |
| Securities available for sale and held to maturity |  | 20,658 | 20,437 | 18,449 |  | 16,761 |  | 16,824 |
| Loans, net of unearned income of \$856, \$847, \$872, \$902 and \$931 |  | 50,510 | 49,317 | 44,674 |  | 43,495 |  | 42,480 |
| Allowance for loan and lease losses |  | (634) | (628) | (600) |  | (607) |  | (581) |
| Net loans |  | 49,876 | 48,689 | 44,074 |  | 42,888 |  | 41,899 |
| Goodwill |  | 3,470 | 3,418 | 2,976 |  | 3,001 |  | 3,007 |
| Other intangible assets |  | 755 | 752 | 613 |  | 354 |  | 348 |
| Other |  | 9,171 | 9,489 | 8,666 |  | 8,336 |  | 7,678 |
| Total assets | \$ | 93,241 | \$90,794 | \$83,359 | \$ | 79,723 | \$ | 77,298 |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 14,099 | \$13,751 | \$12,808 | \$ | 12,915 | \$ | 12,461 |
| Interest-bearing |  | 46,115 | 44,922 | 42,361 |  | 40,354 |  | 38,701 |
| Total deposits |  | 60,214 | 58,673 | 55,169 |  | 53,269 |  | 51,162 |
| Borrowed funds |  |  |  |  |  |  |  |  |
| Federal funds purchased |  | 1,477 | 2,701 | 995 |  | 219 |  | 2,008 |
| Repurchase agreements |  | 2,054 | 2,042 | 2,077 |  | 1,376 |  | 1,595 |
| Bank notes and senior debt |  | 3,475 | 2,920 | 3,662 |  | 2,383 |  | 2,997 |
| Subordinated debt |  | 4,506 | 4,105 | 3,988 |  | 4,050 |  | 3,569 |
| Commercial paper |  | 3,447 | 3,998 | 2,381 |  | 2,251 |  | 1,805 |
| Other borrowed funds |  | 3,415 | 2,440 | 1,411 |  | 1,685 |  | 945 |
| Total borrowed funds |  | 18,374 | 18,206 | 14,514 |  | 11,964 |  | 12,919 |
| Allowance for unfunded loan commitments and letters of credit |  | 79 | 84 | 78 |  | 75 |  | 96 |
| Accrued expenses |  | 2,637 | 2,358 | 2,288 |  | 2,406 |  | 2,402 |
| Other |  | 3,025 | 2,723 | 3,199 |  | 4,032 |  | 2,908 |
| Total liabilities |  | 84,329 | 82,044 | 75,248 |  | 71,746 |  | 69,487 |
| Minority and noncontrolling interests in consolidated entities |  | 595 | 507 | 532 |  | 504 |  | 499 |

## 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 | 1,358 | 1,353 | 1,275 | 1,265 | 1,246 |
| Retained earnings | 8,814 | 8,626 | 8,485 | 8,273 | 8,107 |
| Deferred compensation expense | (64) | (70) | (42) | (51) | (52) |
| Accumulated other comprehensive loss | (200) | (41) | (175) | (54) | (25) |
| Common stock held in treasury at cost: $62,62,70,70$ and 70 shares | $(3,355)$ | $(3,389)$ | $(3,728)$ | $(3,724)$ | $(3,728)$ |
| Total shareholders' equity | 8,317 | 8,243 | 7,579 | 7,473 | 7,312 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ 93,241 | \$90,794 | \$83,359 | \$ 79,723 | \$ 77,298 |
| CAPITAL RATIOS |  |  |  |  |  |
| Tier 1 Risk-based (b) | 8.3\% | 8.3\% | 8.7\% | 9.0\% | 9.0\% |
| Total Risk-based (b) | 12.4 | 11.9 | 12.6 | 13.0 | 12.5 |
| Leverage (b) | 7.1 | 7.2 | 7.3 | 7.6 | 7.7 |
| Tangible common | 4.9 | 5.0 | 5.3 | 5.7 | 5.6 |
| Common shareholders' equity to assets | 8.91 | 9.07 | 9.08 | 9.36 | 9.45 |
| ASSET QUALITY RATIOS |  |  |  |  |  |
| Nonperforming assets to loans, loans held for sale and foreclosed assets | .29\% | .32\% | . $35 \%$ | .39\% | . $42 \%$ |
| Nonperforming loans to loans | . 25 | . 27 | . 29 | . 33 | . 35 |
| Net charge-offs to average loans (For the three months ended) (c) | . 12 | (.32) | . 11 | . 13 | . 12 |
| Allowance for loan and lease losses to loans | 1.26 | 1.27 | 1.34 | 1.40 | 1.37 |
| Allowance for loan and lease losses to nonperforming loans | 499 | 476 | 458 | 424 | 393 |

(a) Less than $\$ .5$ million at each date.
(b) Estimated for September 30, 2005.
(c) This ratio for the three months ended June 30, 2005 reflects the impact of a $\$ 53$ million loan recovery during that quarter. Excluding the impact of this recovery, the ratio of net charge-offs to average loans for the second quarter of 2005 would have been $.13 \%$.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Summaryof Business Results, Headcount and Effective Tax Rate (Unaudited)

| Three months ended - dollars in millions (a) | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 176 |  | \$ 162 |  | 149 | \$ | 167 | \$ | 158 |
| Institutional Banking |  | 118 |  | 144 |  | 110 |  | 108 |  | 100 |
| BlackRock (b) |  | 61 |  | 53 |  | 47 |  | 50 |  | (10) |
| PFPC |  | 28 |  | 24 |  | 23 |  | 20 |  | 17 |
|  |  |  |  | - |  |  |  |  |  |  |
| Total business segment earnings |  | 383 |  | 383 |  | 329 |  | 345 |  | 265 |
| Minority interest in (income) loss of BlackRock |  | (19) |  | (16) |  | (14) |  | (15) |  | 3 |
| Other |  | (30) |  | (85) |  | 39 |  | (23) |  | (10) |
|  |  |  |  |  |  |  |  |  |  |  |
| Total consolidated net income | \$ | 334 |  | \$ 282 |  | 354 | \$ | 307 | \$ | 258 |
|  |  |  |  | [ |  |  |  |  |  |  |
| Revenue (c) |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 737 |  | \$ 708 |  | 660 | \$ | 688 | \$ | 674 |
| Institutional Banking |  | 347 |  | 323 |  | 312 |  | 333 |  | 299 |
| BlackRock |  | 301 |  | 271 |  | 250 |  | 188 |  | 171 |
| PFPC |  | 221 |  | 221 |  | 230 |  | 209 |  | 203 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total business segment revenue |  | 1,606 |  | 1,523 |  | 1,452 |  | 1,418 |  | 1,347 |
| Other |  | 73 |  | (57) |  | 33 |  | (5) |  | (11) |
| Total consolidated revenue | \$ | 1,679 |  | 1,466 |  | 1,485 | \$ | 1,413 | \$ | 1,336 |

(a) This summary also serves as a reconciliation of business segment earnings and revenue to total consolidated earnings and revenue. See our Current Report on Form 8-K dated September 30, 2005 regarding changes to the 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 and management structure change.
(b) BlackRock results for the third quarter of 2004 reflect a $\$ 57$ million after-tax impact associated with commencing expense recognition for BlackRock's 2002 Long-Term Retention and Incentive Plan (LTIP), of which approximately $\$ 8$ million related to that quarter. 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. After-tax LTIP charges for the quarters ended September 30, 2005, June 30, 2005, March 31, 2005 and December 31, 2004 were $\$ 9$ million, $\$ 10$ million, $\$ 9$ million and $\$ 8$ million, respectively.
(c) Business segment revenue is presented on a taxable-equivalent basis except for PFPC, which 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. This adjustment is not permitted under generally accepted accounting principles (GAAP) on the Consolidated Income Statement. 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):

|  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total consolidated revenue, book (GAAP) basis | \$ | 1,672 | \$1,459 |  | \$ 1,479 |  | \$ | 1,407 | 1,329 |
| Taxable-equivalent adjustment |  | 7 | 7 |  | 6 | 6 |  | 6 | 7 |
| Total consolidated revenue, taxable-equivalent basis | \$ | 1,679 | \$1,466 |  | \$ 1,485 |  | \$ | 1,413 | 1,336 |
| nd Full-time Headcount | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |
| mer Banking |  |  |  | 12,241 |  | 11,779 |  | 11,800 | 11,863 |
| tional Banking |  |  |  | 2,995 |  | 2,961 |  | 2,974 | 2,940 |
| Rock |  |  |  | 2,141 |  | 1,999 |  | 1,142 | 1,113 |
|  |  |  |  | 4,599 |  | 4,549 |  | 4,460 | 4,442 |
|  |  |  |  | 2,421 |  | 2,352 |  | 2,366 | 2,333 |
| Total |  |  |  | 24,397 |  | 23,640 |  | 22,742 | 22,691 |
| ive tax rate (d) | 30.4\% |  |  | 35.3 |  | 23.7 |  | 28.9\% | 26.9\% |

(d) The decrease in the third quarter 2005 effective tax rate was principally caused by a decrease in the tax rate at PFPC resulting from changes in the way income is apportioned for state tax purposes; the effect of contributing BlackRock stock to the PNC Foundation; and adjustments related to the completion of PNC's 2004 federal income tax return.
The second quarter 2005 effective tax rate reflects a $\$ 6$ million increase in deferred taxes related to the Riggs acquisition.
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 our first quarter 2005 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 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 PNC FINANCIAL SERVICES GROUP, INC.

Consumer Banking (Unaudited)

(a) See notes (a) and (c) on Page 3.
(b) See page 10 for information regarding efficiency ratios.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consumer Banking (Unaudited) (Continued)

| Three months ended Dollars in millions except as noted |  | $\begin{gathered} \text { otember } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | mber 31 <br> 004 | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OTHER INFORMATION (a) |  |  |  |  |  |  |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets | \$ | 87 | \$ | 84 | \$ | 93 | \$ | 100 | \$ | 95 |
| Net charge-offs |  | 11 |  | 16 |  | 14 |  | 11 |  | 10 |
| Loans |  | 23,901 |  | 23,033 |  | 21,726 |  | 21,330 |  | 20,870 |
| Annualized net charge-off ratio |  | .18\% |  | .28\% |  | .26\% |  | .21\% |  | .19\% |
| Home equity portfolio credit statistics: |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions |  | 47\% |  | 48\% |  | 50\% |  | 50\% |  | 51\% |
| Weighted average loan-to-value ratios |  | 70\% |  | 70\% |  | 69\% |  | 69\% |  | 69\% |
| Weighted average FICO scores |  | 721 |  | 720 |  | 717 |  | 717 |  | 717 |
| Loans 90 days past due |  | .18\% |  | .18\% |  | .19\% |  | .21\% |  | . $21 \%$ |
| Checking-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Consumer Bank checking relationships |  | ,921,000 |  | 1,882,000 |  | 1,782,000 |  | 62,000 |  | 53,000 |
| Consumer DDA households using online banking |  | 830,000 |  | 793,000 |  | 748,000 |  | 17,000 |  | 95,000 |
| \% of consumer DDA households using online banking |  | 48\% |  | 47\% |  | 47\% |  | 45\% |  | 44\% |
| Consumer DDA households using online bill payment |  | 188,000 |  | 167,000 |  | 132,000 |  | 13,000 |  | 09,000 |
| \% of consumer DDA households using online bill payment |  | 11\% |  | 10\% |  | 8\% |  | 7\% |  | 7\% |
| Small business deposits: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 4,499 | \$ | 4,267 | \$ | 4,086 | \$ | 4,203 | \$ | 4,067 |
| Interest-bearing |  | 1,547 |  | 1,478 |  | 1,556 |  | 1,764 |  | 1,574 |
| Money market |  | 3,045 |  | 2,774 |  | 2,630 |  | 2,836 |  | 2,788 |
| Certificates of deposit |  | 410 |  | 353 |  | 352 |  | 318 |  | 304 |
| Brokerage statistics: |  |  |  |  |  |  |  |  |  |  |
| Margin loans | \$ | 223 | \$ | 218 | \$ | 249 | \$ | 254 | \$ | 267 |
| Financial consultants (b) |  | 784 |  | 789 |  | 783 |  | 814 |  | 778 |
| Full service brokerage offices (b) |  | 99 |  | 98 |  | 96 |  | 98 |  | 98 |
| Brokerage account assets (in billions) | \$ | 42 | \$ | 41 | \$ | 39 | \$ | 40 | \$ | 38 |
| Other statistics: |  |  |  |  |  |  |  |  |  |  |
| Gains on sales of education loans (c) | \$ | 11 | \$ | 3 | \$ | 1 | \$ | 13 | \$ | 15 |
| Period-end full-time headcount |  | 11,963 |  | 12,241 |  | 11,779 |  | 11,800 |  | 11,863 |
| ATMs |  | 3,770 |  | 3,788 |  | 3,610 |  | 3,581 |  | 3,555 |
| Branches (d) |  | 830 |  | 827 |  | 772 |  | 776 |  | 776 |


| ASSETS UNDER ADMINISTRATION (in billions) (e) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under management |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 41 | \$ | 41 | \$ | 40 | \$ | 41 | \$ | 39 |
| Institutional |  | 9 |  | 9 |  | 9 |  | 9 |  | 9 |
| Total | \$ | 50 | \$ | 50 | \$ | 49 | \$ | 50 | \$ | 48 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 31 | \$ | 31 | \$ | 30 | \$ | 30 | \$ | 28 |
| Fixed income |  | 13 |  | 13 |  | 13 |  | 14 |  | 14 |
| Liquidity/Other |  | 6 |  | 6 |  | 6 |  | 6 |  | 6 |
| Total | \$ | 50 | \$ | 50 | \$ | 49 | \$ | 50 | \$ | 48 |
| Nondiscretionary assets under administration |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 27 | \$ | 26 | \$ | 29 | \$ | 29 | \$ | 27 |
| Institutional |  | 58 |  | 59 |  | 63 |  | 64 |  | 64 |
| Total | \$ | 85 | \$ | 85 | \$ | 92 | \$ | 93 | \$ | 91 |
|  |  |  |  |  |  |  |  |  |  |  |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Fixed income |  | 25 |  | 26 |  | 32 |  | 33 |  | 32 |
| Liquidity/Other |  | 28 |  | 28 |  | 28 |  | 28 |  | 28 |
| Total | \$ | 85 | \$ | 85 | \$ | 92 | \$ | 93 | \$ | 91 |

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

## Institutional Banking (Unaudited)



[^1]
## THE PNC FINANCIAL SERVICES GROUP, INC.

BlackRock (Unaudited) (a)


[^2]| Operating income (loss), GAAP basis | \$ 80 | \$ 82 | \$ 66 | \$ 56 | \$ (23) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Add back: LTIP expense | 14 | 16 | 14 | 13 | 91 |
| Less: portion of LTIP to be funded by BlackRock | (2) | (4) | (2) | (2) | (17) |
| Add back: Appreciation on assets related to |  |  |  |  |  |
| deferred compensation plans | 8 |  | 2 | 2 |  |
| Operating income, as adjusted | \$100 | \$ 94 | \$ 80 | \$ 69 | \$ 51 |


| Total revenue, GAAP basis | \$301 | \$271 | \$250 | \$188 | \$171 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less: reimbursable property management compensation | 7 | 6 | 4 |  |  |
| Less: fund administration and servicing costs | 12 | 10 | 9 | 7 | 9 |
| Revenue used for operating margin calculation, as reported | \$282 | \$255 | \$237 | \$181 | \$162 |
| Operating margin, GAAP basis | 27\% | 30\% | 26\% | 30\% | (13)\% |
| Operating margin, as adjusted | 35\% | 37\% | 34\% | 38\% | 32\% |

We believe that operating margin, as adjusted, is an effective indicator of management's ability to, and useful to management in deciding how to, effectively employ BlackRock's resources and, as such, provides useful disclosure to investors. The portion of the LTIP expense associated with awards to be met by the distribution to the LTIP participants of shares of BlackRock stock currently held by PNC has been excluded from operating income because it will result in no economic cost to BlackRock and, exclusive of the impact related to LTIP participants' option to put awarded shares to BlackRock, these charges will not impact BlackRock's book value. Compensation expense associated with appreciation on assets related to BlackRock's deferred compensation plans has been excluded because investment returns on these assets reported in nonoperating income results in 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 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.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## PFPC (Unaudited) (a)



[^3]
## THE PNC FINANCIAL SERVICES GROUP, INC.

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

Taxable-equivalent basis

| Net Interest Income In millions | For the quarter ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } \\ 30 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | December312004 |  | $\begin{aligned} & \text { September } \\ & \mathbf{3 0} \end{aligned}$ |  |
|  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |
| Loans and fees on loans | \$ | 721 |  | 649 |  |  |  | 580 | \$ | 549 | \$ | 518 |
| Securities available for sale and held to maturity |  | 219 |  | 199 |  | 173 |  | 155 |  | 141 |
| Other |  | 62 |  | 60 |  | 57 |  | 45 |  | 33 |
| Total interest income |  | 1,002 |  | 908 |  | 810 |  | 749 |  | 692 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 270 |  | 224 |  | 182 |  | 152 |  | 121 |
| Borrowed funds |  | 166 |  | 143 |  | 116 |  | 88 |  | 73 |
| Total interest expense |  | 436 |  | 367 |  | 298 |  | 240 |  | 194 |
| Net interest income (a) | \$ | 566 |  | 541 |  | 512 | \$ | 509 | \$ | 498 |
|  |  |  |  |  |  | equart |  |  |  |  |
| Net Interest Margin |  | mber |  | $\begin{gathered} \text { June } \\ 30 \\ 2005 \end{gathered}$ |  | rch <br> 1 <br> 1 <br> 0. |  |  |  |  |
| Average yields/rates |  |  |  |  |  |  |  |  |  |  |
| Yield on interest-earning assets |  |  |  |  |  |  |  |  |  |  |
| Loans and fees on loans |  | 5.75\% |  | 5.48\% |  | 5.30\% |  | 5.04\% |  | 4.89\% |
| Securities available for sale and held to maturity |  | 4.29 |  | 4.21 |  | 4.10 |  | 3.85 |  | 3.67 |
| Other |  | 4.15 |  | 4.11 |  | 3.22 |  | 3.25 |  | 2.89 |
| Total yield on interest-earning assets |  | 5.23 |  | 5.03 |  | 4.79 |  | 4.59 |  | 4.44 |
| Rate on interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 2.33 |  | 2.05 |  | 1.80 |  | 1.52 |  | 1.27 |
| Borrowed funds |  | 3.79 |  | 3.48 |  | 3.09 |  | 2.76 |  | 2.45 |
| Total rate on interest-bearing liabilities |  | 2.73 |  | 2.44 |  | 2.15 |  | 1.82 |  | 1.55 |
| Interest rate spread |  | 2.50 |  | 2.59 |  | 2.64 |  | 2.77 |  | 2.89 |
| Impact of noninterest-bearing sources |  | . 46 |  | . 41 |  | . 38 |  | . 35 |  | . 30 |
| Net interest margin |  | 2.96\% |  | 3.00\% |  | 3.02\% |  | 3.12\% |  | 3.19\% |
|  | For the quarter ended |  |  |  |  |  |  |  |  |  |
| Trading Revenue (b) In millions |  | ber 30 |  | $\begin{aligned} & \text { une } 30 \\ & 2005 \end{aligned}$ |  | ch 31 |  | $\text { ber } 31$ <br> 4 |  | $\text { ber } 30$ <br> 4 |
| Net interest income | \$ | 1 |  | 4 |  | 2 | \$ | 4 | \$ | 3 |
| Noninterest income |  | 47 |  | 11 |  | 50 |  | 44 |  | 16 |
|  |  |  |  |  |  |  |  |  |  |  |
| Securities underwriting and trading | \$ | 2 | \$ | 5 | \$ | 5 | \$ | 23 | \$ | 11 |
| Foreign exchange |  | 10 |  | 9 |  | 8 |  | 9 |  | 8 |
| Financial derivatives |  | 36 |  | 1 |  | 39 |  | 16 |  |  |
| Total trading revenue | \$ | 48 | \$ | 15 |  | 52 | \$ | 48 | \$ | 19 |

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

|  | For the quarter ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } \\ 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } \\ 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| Net interest income, GAAP basis | \$ | 559 |  | 534 | \$ | 506 | \$ | 503 | \$ | 491 |
| Taxable-equivalent adjustment |  | 7 |  | 7 |  | 6 |  | 6 |  | 7 |
| Net interest income, taxable-equivalent basis | \$ | 566 |  | 541 | \$ | 512 | \$ | 509 | \$ | 498 |

(b) See pages 11 and 12 for disclosure of average trading assets and liabilities.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Efficiency Ratios (Unaudited)

|  | For the quarter ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\underset{2005}{\text { March } 31}$ | $\underset{2004}{\text { December } 31}$ | $\underset{2004}{\substack{\text { September } 30}}$ |
| GAAP and Bank Efficiency Ratios |  |  |  |  |  |
| GAAP basis efficiency ratio (a) | 69\% | 71\% | 68\% | 67\% | 74\% |
| Bank efficiency ratio (b) | 67\% | 69\% | 63\% | 64\% | 65\% |

(a) Calculated as noninterest expense divided by the sum of net interest income and noninterest income.
(b) The bank efficiency ratio represents the consolidated (GAAP basis) efficiency ratio excluding the effect of BlackRock and PFPC. We believe the disclosure of this bank efficiency ratio is meaningful for investors because it provides a more relevant basis of comparison with other financial institutions that may not have significant asset management and processing businesses.

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

|  | For the quarter ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } \\ 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } \\ 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } \\ \mathbf{3 0} \\ \mathbf{2 0 0 4} \end{gathered}$ |  |
| PNC total revenue, GAAP basis | \$ | 1,672 | \$1,459 | \$ 1,479 | \$ | 1,407 | \$ | 1,329 |
| Less: BlackRock revenue (c) |  | 320 | 275 | 258 |  | 195 |  | 177 |
| PFPC revenue (c) |  | 211 | 212 | 214 |  | 197 |  | 190 |
| Revenue, as adjusted | \$ | 1,141 | \$ 972 | \$ 1,007 | \$ | 1,015 | \$ | 962 |
| PNC noninterest expense, GAAP basis | \$ | 1,156 | \$1,036 | \$ 999 | \$ | 949 | \$ | 981 |
| Less: BlackRock noninterest expense |  | 221 | 189 | 184 |  | 132 |  | 194 |
| PFPC noninterest expense (c) |  | 171 | 173 | 176 |  | 164 |  | 161 |
| Noninterest expense, as adjusted | \$ | 764 | \$ 674 | \$ 639 | \$ | 653 | \$ | 626 |

(c) These amounts differ from amounts included on pages 7 and 8 of this financial supplement due to the presentation on pages 7 and 8 of BlackRock revenue on a taxable-equivalent basis and classification differences related to BlackRock and PFPC. Note 14 Business Segments in our second quarter 2005 Quarterly Report on Form 10-Q provides further details on these differences.

(a) Calculated as noninterest expense divided by the sum of net interest income and noninterest income.
(b) Calculated by excluding the impact of Hilliard Lyons activities included within the Consumer Banking business segment. 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. Industry-wide 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 Consumer Banking excluding the impact of these Hilliard Lyons activities is meaningful for investors as it provides a more relevant basis of comparison with other retail banking franchises.

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

| Dollars in millions | For the quarter ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | March 31 2005 |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| Revenue, GAAP basis | \$ | 737 | \$ | 708 | \$ | 660 | \$ | 688 | \$ | 674 |
| Less: Hilliard Lyons |  | 50 |  | 51 |  | 49 |  | 51 |  | 46 |
| Revenue, as adjusted | \$ | 687 | \$ | 657 | \$ | 611 | \$ | 637 | \$ | 628 |
| Noninterest expense, GAAP basis | \$ | 441 | \$ | 434 | \$ | 409 | \$ | 412 | \$ | 410 |
| Less: Hilliard Lyons |  | 44 |  | 46 |  | 44 |  | 45 |  | 42 |
| Noninterest expense, as adjusted | \$ | 397 | \$ | 388 | \$ | 365 | \$ | 367 | \$ | 368 |

## THE PNC FINANCIAL SERVICES GROUP, INC.

## AverageConsolidated Balance Sheet (Unaudited)

| Three months ended-in millions | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | March 31 |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |
| Interest-earning assets |  |  |  |  |  |  |  |  |  |
| Securities available for sale and held to maturity |  |  |  |  |  |  |  |  |  |
| Securities available for sale |  |  |  |  |  |  |  |  |  |
| Mortgage-backed, asset-backed, and other debt | \$ | 12,154 | \$11,138 |  | \$ 9,631 | \$ | 8,846 | \$ | 8,667 |
| U.S. Treasury and government agencies/corporations |  | 7,960 | 7,406 |  | 6,897 |  | 6,895 |  | 6,288 |
| State and municipal |  | 167 | 171 |  | 172 |  | 175 |  | 216 |
| Corporate stocks and other |  | 167 | 190 |  | 172 |  | 188 |  | 201 |
| Total securities available for sale |  | 20,448 | 18,905 |  | 16,872 |  | 16,104 |  | 15,372 |
| Securities held to maturity |  |  | 1 |  |  |  | 1 |  | 2 |
| Total securities available for sale and held to maturity |  | 20,448 | 18,906 |  | 16,872 |  | 16,105 |  | 15,374 |
| Loans, net of unearned income |  |  |  |  |  |  |  |  |  |
| Commercial |  | 19,685 | 19,259 |  | 17,935 |  | 17,312 |  | 16,915 |
| Commercial real estate |  | 2,947 | 2,478 |  | 2,015 |  | 2,080 |  | 2,120 |
| Consumer |  | 16,673 | 16,195 |  | 15,641 |  | 15,280 |  | 14,673 |
| Residential mortgage |  | 6,739 | 5,742 |  | 4,855 |  | 4,683 |  | 4,354 |
| Lease financing |  | 2,937 | 2,978 |  | 3,041 |  | 3,216 |  | 3,182 |
| Other |  | 469 | 484 |  | 495 |  | 502 |  | 507 |
| Total loans, net of unearned income |  | 49,450 | 47,136 |  | 43,982 |  | 43,073 |  | 41,751 |
| Loans held for sale |  | 2,390 | 2,152 |  | 1,941 |  | 1,771 |  | 1,578 |
| Federal funds sold and resale agreements |  | 423 | 649 |  | 2,249 |  | 1,274 |  | 1,283 |
| Other |  | 3,046 | 3,098 |  | 2,937 |  | 2,302 |  | 1,746 |
| Total interest-earning assets |  | 75,757 | 71,941 |  | 67,981 |  | 64,525 |  | 61,732 |
| Noninterest-earning assets |  |  |  |  |  |  |  |  |  |
| Allowance for loan and lease losses |  | (634) | (655) |  | (611) |  | (582) |  | (593) |
| Cash and due from banks |  | 3,233 | 3,106 |  | 2,987 |  | 3,038 |  | 2,851 |
| Other assets |  | 12,720 | 13,167 |  | 13,005 |  | 11,791 |  | 11,372 |
|  |  |  | - |  | - |  | - |  |  |
| Total assets | \$ | 91,076 | \$87,559 |  | \$83,362 | \$ | 78,772 | \$ | 75,362 |
|  |  | - | - |  | - |  | - |  | - |
| Supplemental Average Balance Sheet Information |  |  |  |  |  |  |  |  |  |
| Loans excluding conduit | \$ | 47,351 | \$45,097 |  | \$41,871 | \$ | 41,121 | \$ | 40,074 |
| Market Street Funding Corporation conduit |  | 2,099 | 2,039 |  | 2,111 |  | 1,952 |  | 1,677 |
|  |  |  |  |  |  |  | - |  |  |
| Total loans | \$ | 49,450 | \$47,136 |  | \$43,982 | \$ | 43,073 | \$ | 41,751 |
|  |  | - |  |  | - |  | - |  |  |
| Loans excluding impact of Riggs | \$ | 46,610 | \$45,657 |  |  |  |  |  |  |
| Riggs loans |  | 2,840 | 1,479 |  |  |  |  |  |  |
| Total loans | \$ | 49,450 | \$47,136 |  |  |  |  |  |  |
|  |  | - | - |  |  |  |  |  |  |
| Trading Assets |  |  |  |  |  |  |  |  |  |
| Securities (a) | \$ | 1,734 | \$ 1,932 |  | \$ 1,883 | \$ | 1,348 | \$ | 1,003 |
| Resale agreements (b) |  | 411 | 411 |  | 1,249 |  | 184 |  | 155 |
| Financial derivatives (c) |  | 695 | 864 |  | 679 |  | 668 |  | 604 |
| Total trading assets | \$ | 2,840 | \$ 3,207 |  | \$ 3,811 | \$ | 2,200 | \$ | 1,762 |

[^4]
## THE PNC FINANCIAL SERVICES GROUP, INC.

## Average Consolidated Balance Sheet (Unaudited) (Continued)

| Three months ended - in millions | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |  |  |  |
| Money market | \$ | 18,447 | \$17,482 | \$16,562 | \$ | 16,328 | \$ | 15,916 |
| Demand |  | 8,343 | 8,205 | 7,965 |  | 7,999 |  | 7,857 |
| Savings |  | 2,589 | 2,787 | 2,831 |  | 2,819 |  | 2,730 |
| Retail certificates of deposit |  | 12,143 | 11,215 | 10,296 |  | 9,761 |  | 9,100 |
| Other time |  | 2,306 | 1,484 | 902 |  | 892 |  | 825 |
| Time deposits in foreign offices |  | 2,061 | 2,477 | 2,373 |  | 1,628 |  | 1,561 |
|  |  |  |  |  |  |  |  |  |
| Total interest-bearing deposits |  | 45,889 | 43,650 | 40,929 |  | 39,427 |  | 37,989 |
| Borrowed funds |  |  |  |  |  |  |  |  |
| Federal funds purchased |  | 1,704 | 2,506 | 1,659 |  | 1,676 |  | 1,940 |
| Repurchase agreements |  | 2,137 | 2,405 | 2,306 |  | 1,906 |  | 1,158 |
| Bank notes and senior debt |  | 3,271 | 3,288 | 2,663 |  | 2,535 |  | 2,709 |
| Subordinated debt |  | 3,996 | 3,826 | 3,911 |  | 3,476 |  | 3,411 |
| Commercial paper |  | 3,316 | 2,438 | 2,344 |  | 1,947 |  | 1,679 |
| Other |  | 2,790 | 1,867 | 2,159 |  | 1,070 |  | 858 |
| Total borrowed funds |  | 17,214 | 16,330 | 15,042 |  | 12,610 |  | 11,755 |
| Total interest-bearing liabilities |  | 63,103 | 59,980 | 55,971 |  | 52,037 |  | 49,744 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity |  |  |  |  |  |  |  |  |
| Demand and other noninterest-bearing deposits |  | 13,738 | 12,987 | 12,432 |  | 12,539 |  | 12,477 |
| Allowance for unfunded loan commitments and letters of credit |  | 84 | 78 | 76 |  | 96 |  | 84 |
| Accrued expenses and other liabilities |  | 5,408 | 6,095 | 6,856 |  | 6,283 |  | 5,470 |
| Minority and noncontrolling interests in consolidated entities |  | 518 | 526 | 527 |  | 501 |  | 466 |
| Shareholders' equity |  | 8,225 | 7,893 | 7,500 |  | 7,316 |  | 7,121 |
|  |  |  |  |  |  |  |  |  |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ | 91,076 | \$87,559 | \$83,362 | \$ | 78,772 | \$ | 75,362 |
|  |  | - | - | - |  | - |  | - |
| Supplemental Average Balance Sheet Information |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ | 45,889 | \$43,650 | \$40,929 | \$ | 39,427 | \$ | 37,989 |
| Demand and other noninterest-bearing deposits |  | 13,738 | 12,987 | 12,432 |  | 12,539 |  | 12,477 |
|  |  |  |  |  |  |  |  |  |
| Total deposits | \$ | 59,627 | \$56,637 | \$53,361 | \$ | 51,966 | \$ | 50,466 |
| Transaction deposits | \$ | 40,528 | \$38,674 | \$36,959 | \$ | 36,866 | \$ | 36,250 |
| Market Street Funding Corporation commercial paper | \$ | 2,553 | \$ 2,167 | \$ 2,125 | \$ | 1,947 | \$ | 1,679 |
| Common shareholders' equity | \$ | 8,217 | \$ 7,885 | \$ 7,492 | \$ | 7,308 | \$ | 7,113 |
| Deposits excluding impact of Riggs | \$ | 56,234 | \$54,801 |  |  |  |  |  |
| Riggs deposits |  | 3,393 | 1,836 |  |  |  |  |  |
| Total deposits | \$ | 59,627 | \$56,637 |  |  |  |  |  |
|  |  | - | - |  |  |  |  |  |
| Trading Liabilities |  |  |  |  |  |  |  |  |
| Securities sold short (a) | \$ | 806 | \$ 750 | \$ 1,462 | \$ | 401 | \$ | 319 |
| Repurchase agreements and other borrowings (b) |  | 933 | 1,078 | 1,185 |  | 479 |  | 302 |
| Financial derivatives (c) |  | 814 | 909 | 667 |  | 664 |  | 575 |
| Total trading liabilities | \$ | 2,553 | \$ 2,737 | \$ 3,314 | \$ | 1,544 | \$ | 1,196 |

[^5]
## THE PNC FINANCIAL SERVICES GROUP, INC.

## Details of Loans and Lending Statistics (Unaudited)

## Loans

Period ended in millions
(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

| $.14 \%$ | $.15 \%$ | $.14 \%$ | $.16 \%$ | $.19 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| - | - | - | - | - |

[^6]
## THE PNC FINANCIAL SERVICES GROUP, INC.

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 | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 628 | \$ | 600 | \$ | 607 | \$ | 581 | \$ | 593 |
| Charge-offs |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | (16) |  | (16) |  | (12) |  | (15) |  | (13) |
| Commercial real estate |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | (12) |  | (11) |  | (10) |  | (11) |  | (10) |
| Residential mortgage |  |  |  | (1) |  |  |  |  |  | (2) |
| Lease financing |  |  |  |  |  |  |  | (1) |  | (1) |
|  |  |  |  | - |  |  |  |  |  |  |
| Total charge-offs |  | (28) |  | (28) |  | (22) |  | (27) |  | (26) |
| Recoveries |  |  |  |  |  |  |  |  |  |  |
| Commercial (a) |  | 8 |  | 62 |  | 6 |  | 9 |  | 9 |
| Commercial real estate |  | 1 |  |  |  |  |  |  |  |  |
| Consumer |  | 4 |  | 3 |  | 4 |  | 3 |  | 3 |
| Residential mortgage |  |  |  |  |  |  |  |  |  |  |
| Lease financing |  |  |  | 1 |  |  |  | 1 |  | 1 |
|  |  | - |  | - |  |  |  | - |  | - |
| Total recoveries (a) |  | 13 |  | 66 |  | 10 |  | 13 |  | 13 |
| Net recoveries (charge-offs) |  |  |  |  |  |  |  |  |  |  |
| Commercial (a) |  | (8) |  | 46 |  | (6) |  | (6) |  | (4) |
| Commercial real estate |  | 1 |  |  |  |  |  |  |  |  |
| Consumer |  | (8) |  | (8) |  | (6) |  | (8) |  | (7) |
| Residential mortgage |  |  |  | (1) |  |  |  |  |  | (2) |
| Lease financing |  |  |  | 1 |  |  |  |  |  |  |
|  |  | - |  |  |  |  |  |  |  |  |
| Total net recoveries (charge-offs) (a) |  | (15) |  | 38 |  | (12) |  | (14) |  | (13) |
| Provision for (recoveries of) credit losses |  | 16 |  | (27) |  | 8 |  | 19 |  | 13 |
| Acquired allowance - Riggs |  |  |  | 23 |  |  |  |  |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | 5 |  | (6) |  | (3) |  | 21 |  | (12) |
| Ending balance | \$ | 634 | \$ | 628 | \$ | 600 | \$ | 607 | \$ | 581 |

(a) Second quarter 2005 amounts reflect the impact of a $\$ 53$ million loan recovery during that period.

## Change in Allowance for Unfunded Loan Commitments and Letters of Credit

| Three months ended - in millions | $\begin{gathered} \text { September } \\ 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } \\ 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } \\ 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 84 | \$ | 78 | \$ | 75 | \$ | 96 | \$ | 84 |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (5) |  | 6 |  | 3 |  | (21) |  | 12 |
| Ending balance | \$ | 79 | \$ | 84 | \$ | 78 | \$ | 75 | \$ | 96 |

## Net Unfunded Commitments



| $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: |
| \$33,925 | \$30,237 | \$ 30,306 |


| September <br> $\mathbf{3 0}$ <br> $\mathbf{2 0 0 4}$ |
| :---: | :---: |
| $\$ \quad 28,867$ |

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Details of Nonperforming Assets (Unaudited)

## Nonperforming Assets by Type

| Period ended - in millions | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 86 |  | 88 | \$ | 83 | \$ | 89 | \$ | 96 |
| Commercial real estate |  | 11 |  | 11 |  | 11 |  | 14 |  | 10 |
| Consumer |  | 11 |  | 10 |  | 13 |  | 11 |  | 12 |
| Residential mortgage |  | 16 |  | 19 |  | 19 |  | 21 |  | 23 |
| Lease financing |  | 3 |  | 4 |  | 5 |  | 5 |  | 7 |
| Total nonaccrual loans |  | 127 |  | 32 |  | 131 |  | 140 |  | 148 |
| Troubled debt restructured loan |  |  |  |  |  |  |  | 3 |  |  |
| Total nonperforming loans |  | 127 |  | 32 |  | 131 |  | 143 |  | 148 |
| Nonperforming loans held for sale (a) |  | 1 |  | 2 |  | 2 |  | 3 |  | 2 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |  |  |
| Lease financing |  | 13 |  | 13 |  | 13 |  | 14 |  | 16 |
| Residential mortgage |  | 11 |  | 13 |  | 11 |  | 10 |  | 11 |
| Other |  | 4 |  | 4 |  | 5 |  | 5 |  | 7 |
| Total foreclosed and other assets |  | 28 |  | 30 |  | 29 |  | 29 |  | 34 |
| Total nonperforming assets (b) | \$ | 156 |  | 64 | \$ | 162 | \$ | 175 | \$ | 184 |
| Nonperforming loans to total loans |  | .25\% |  | .27\% |  | .29\% |  | .33\% |  | .35\% |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets |  | . 29 |  | . 32 |  | . 35 |  | . 39 |  | . 42 |
| Nonperforming assets to total assets |  | . 17 |  | . 18 |  | . 19 |  | . 22 |  | . 24 |
| (a) Includes troubled debt restructured loans held for sale. | \$ | 1 | \$ | 2 | \$ | 2 | \$ | 2 | \$ | 2 |
| (b) Excludes equity management assets carried at estimated fair value (September 30, 2005, June 30, 2005, March 31, 2005, December 31, 2004 and September 30, 2004 amounts include troubled debt restructured assets of $\$ 16$ million, $\$ 15$ million, $\$ 10$ million, $\$ 11$ million and $\$ 10$ million, respectively). | \$ | 27 | \$ | 31 | \$ | 33 | \$ | 32 | \$ | 29 |

## Change in Nonperforming Assets

| In millions | Nine months ended |  |
| :---: | :---: | :---: |
| January 1, 2005 | \$ | 175 |
| Transferred from accrual |  | 182 |
| Returned to performing |  | (11) |
| Principal reductions and payoffs |  | (128) |
| Asset sales |  | (11) |
| Charge-offs and valuation adjustments |  | (51) |
| September 30,2005 | \$ | 156 |

## THE PNC FINANCIAL SERVICES GROUP, INC.

Detailsof Nonperforming Assets (Unaudited) (Continued)
Nonperforming Assets by Business

| Period ended - in millions | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | March 31 2005 |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Banking |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 78 |  |  | \$ | 83 | \$ | 89 | \$ | 84 |
| Foreclosed and other assets |  | 9 |  | 10 |  | 10 |  | 11 |  | 11 |
| Total | \$ | 87 |  |  | \$ | 93 | \$ | 100 | \$ | 95 |
| Institutional Banking |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 48 | \$ |  | \$ | 46 | \$ | 51 | \$ | 60 |
| Nonperforming loans held for sale |  | 1 |  | 2 |  | 2 |  | 3 |  | 2 |
| Foreclosed and other assets |  | 18 |  | 18 |  | 17 |  | 17 |  | 20 |
| Total | \$ | 67 | \$ |  | \$ | 65 | \$ | 71 | \$ | 82 |
| Other (a) |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 1 | \$ |  | \$ | 2 | \$ | 3 | \$ | 4 |
| Foreclosed and other assets |  | 1 |  | 2 |  | 2 |  | 1 |  | 3 |
| Total | \$ | 2 | \$ | 3 | \$ | 4 | \$ | 4 | \$ | 7 |
| Consolidated Totals |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 127 |  | 132 | \$ | 131 | \$ | 143 | \$ | 148 |
| Nonperforming loans held for sale |  | 1 |  | 2 |  | 2 |  | 3 |  | 2 |
| Foreclosed and other assets |  | 28 |  | 30 |  | 29 |  | 29 |  | 34 |
| Total | \$ | 156 |  | 164 | \$ | 162 | \$ | 175 | \$ | 184 |

## Largest Nonperforming Assets at September 30, 2005 - in millions (b)

| Ranking | Outstandings | Industry |
| :---: | :---: | :---: |
| 1 | \$ 13 | Air Transportation |
| 2 | 11 | Fabricated Metal Mfg. |
| 3 | 7 | Real Estate |
| 4 | 5 | Professional and Support Services |
| 5 | 4 | Plastic and Mineral Mfg. |
| 6 | 4 | Wholesale Nondurable Other |
| 7 | 4 | Private Households |
| 8 | 3 | Other Transportation |
| 9 | 2 | Professional and Support Services |
| 10 | 2 | Machinery Mfg. |
| Total | \$ 55 |  |
|  | - |  |
| As a percent of nonperforming assets$35 \%$ |  |  |
|  |  |  |

(a) Represents residential mortgages related to PNC's asset and liability management function.
(b) Amounts shown are not net of related allowance for loan and lease losses, if applicable.

## 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.

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 is also 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 the liquidation value of preferred stock.

Custody fund 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.

Duration of equity - An estimate of the rate sensitivity of a firm's economic value of equity. A negative duration of equity is associated with asset sensitivity (i.e., positioned for rising interest rates), while a positive value implies liability sensitivity (i.e., vulnerable to rising rates). For example, if the duration of equity is +1.5 years, the economic value of equity declines by $1.5 \%$ for each 100 basis point increase in interest rates.

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

Economic 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.

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 balances 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.

GAAP - Accounting principles generally accepted in the United States of America.
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 - Noninterest income divided by the sum of net interest income and noninterest income.
Nonperforming assets - Nonperforming assets include nonaccrual loans, troubled debt restructured loans, nonaccrual loans held for sale, and foreclosed 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 average 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.
Tangible common capital ratio - Common shareholders' equity less goodwill and other intangible assets (excluding mortgage servicing rights) divided by 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 it fully equivalent to interest income on other taxable investments. This adjustment is not permitted under GAAP on the Consolidated Income Statement.

Tier 1 risk-based capital - Tier 1 risk-based capital equals: total shareholders' equity, plus trust preferred capital securities, plus certain minority interests that are held by others; less goodwill and certain other 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 risk-based 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 offshore fund investment assets for which we provide related processing services. We do not include these assets on our Consolidated Balance Sheet.

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

Consumer Banking provides deposit, lending, brokerage, trust, investment management and cash management services to approximately 2.5 million consumer and small business customers. Our customers are serviced through 830 offices in our branch network, the call center located in Pittsburgh and the Internet - www.pncbank.com. The branch network is located mainly in Pennsylvania, New Jersey, Ohio, Kentucky, Delaware and the Greater Washington, D.C. area, including Virginia and Maryland. Brokerage services are provided through PNC Investments, LLC, and J.J.B. Hilliard, W.L. Lyons, Inc. Consumer Banking 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. These services are provided to individuals and corporations primarily within our primary geographic markets.

Institutional Banking provides lending, treasury management, and 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-related products include foreign exchange, derivatives, loan syndications and securities underwriting and distribution. Institutional Banking provides products and services generally within PNC's primary geographic markets and provides certain products and services nationally.

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, cash management 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.

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


## Third Quarter 2005 Highlights

- Earned $\$ 334$ million or $\$ 1.14$ per diluted share
- Strong revenue growth
- Loans and deposits continued to grow
- Recent acquisitions represent new opportunities for growth
- Efficiency improved and implementation of One PNC initiatives on track
- Asset quality remained very strong

PNC

## Business Results are Gaining Momentum

| \$ millions | Quarter Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Earnings (Loss) |  |  | Return on Avg. <br> Capital <br> 2005 |
|  | 2005 | 2004 | Growth |  |
| Consumer Banking | \$176 | \$158 | 11\% | 24\% |
| Institutional Banking | 118 | 100 | 18\% | 27\% |
| BlackRock | 61 | (10) | N/M | 28\% |
| PFPC | 28 | 17 | 65\% | 33\% |
| Total business segment earnings | 383 | 265 | 45\% | 26\% |
| Minority interest in income of BlackRock | (19) | 3 |  |  |
| Other | (30) | (10) |  |  |
| Total consolidated | \$334 | \$258 | 29\% | 16\% |
| N/M - not meaningful |  |  |  |  |

## Income Statement Highlights -

 Third Quarter 2005|  |  | \% Change vs. |  |
| :---: | :---: | :---: | :---: |
| \$ millions, except EPS | $\begin{gathered} \text { Third Quarter } \\ 2005 \end{gathered}$ | $\begin{aligned} & \text { Second Quarter } \\ & 2005 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Third Quarter } \\ & 2004 \\ & \hline \end{aligned}$ |
| Net interest income | \$559 | 5 \% | 14 \% |
| Noninterest income | 1,113 | 20 | 33 |
| Total revenue | 1,672 | 15 | 26 |
| Provision | 16 | N/M | 23 |
| Noninterest expense | 1,156 | 12 | 18 |
| Net income | 334 | 18 | 29 |
| EPS - diluted | 1.14 | 16 | 25 |
| N/M - not meaningful |  |  |  |
| NC | 4 |  |  |

## Balance Sheet Highlights Third Quarter 2005

| Average balances, \$ billions | Third Quarter2005 | \% Change vs. |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Second Quarter } \\ & \quad 2005 \\ & \hline \end{aligned}$ | Third Quarter 2004 |
| Total loans | \$49.5 | 5 \% | 18 \% |
| Securities | 20.4 | 8 | 33 |
| Total earning assets | 75.8 | 5 | 23 |
| Total assets | 91.1 | 4 | 21 |
| Demand deposits | \$22.1 | 4 \% | $9 \%$ |
| Money market deposits | 18.4 | 6 | 16 |
| Savings and retail CDs | 14.7 | 5 | 25 |
| Total deposits | 59.6 | 5 | 18 |
| Total Borrowed funds | 17.2 | 5 | 46 |

At quarter-end

| Tangible common capital ratio | $4.9 \%$ |
| :--- | :--- |
| Loans to deposits | $84 \%$ |
| Deposits to total funds | $65 \%$ |

PNC

## One PNC - Making Efficiency Part of Our Culture

Building a More Competitive Company

| Expected Outcomes | Update - As of 9/30/05 |
| :---: | :---: |
| - Eliminate 3,000 positions | - 1,800 positions eliminated |
| - Implement 2,400 ideas | 77\% of ideas are complete or in process |
| Achieve $\$ 400$ million of total value | On track to capture $\$ 400$ million of value by 2007 |

PNC

## Cautionary Statement Regarding Forward-Looking Information

We make statements in this presentation, and we may from time to time make other statements, regarding our outlook or expectations for earnings, revenues, expenses and/or other matters regarding or affecting PNC that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act Fonvard-looking statements are typically identified by words such as "believe, "expect," "anticipate," intend," outiook" "estimate, "forecast" "project" and other similar words and expressions

Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Fonward-looking statements speak only as of the date they are made. We do not assume any duty and do not undertake to update our forward-locking statements. Actual results or future events could differ, possibly materially, from those that we anticipated in our forward-looking statements, and future results could differ materially from our historical performance.

In addrion to factors that we have disclosed in our 2004 annual report on Form $10-\mathrm{K}$ our second quarter 2005 report on Form 10-Q. and in other reports that we file with the SEC (accessible on the SEC's website at www.sec.gov and on or through PNC's corporate website at www.pnc.com). PNC's forward-looking statements are subject to, among others, the following risks and uncertainties, which could cause actual results or future events to differ materially from those that we anticipated in our fonvard-looking statements or from our historical performance

- changes in poitical, economic or industry conditions, the interest rate environment, or the financial and captal markets (including as a result of actions of the Federal Reserve Board affecting interest rates, the money supply, or otherwise reflecting changes in monetary policy). which could affect (a) credit quality and the extent of our credit losses; (b) the extent of funding of our unfunded loan commitments and letters of credit: (c) our allowances for loan and lease losses and unfunded loan commitments and letters of credit; (d) demand for our credit or fee-based products and services; (e) our net interest income, (f) the value of assets under management and assets serviced, of private equity investments, of ocher debt and equity investments, of loans held for sale, or of other on-balance sheet or off-balance sheet assets; or $(9)$ the availabiity and terms of funding necessary to meet our iquidity needs:
- the impact on us of legal and regulatory developments, including the folloming. (a) the resolution of legal proceedings of reguiatory and other governmental inquiries, (b) increased irigation nisk from recent regulatory and other governmental developments, (c) the results of the regulatory xamination process, our failure to satisfy the requirements of agreements with governmental agencies, and regulators future use of supervisory and enforcernent tools; (d) legislative and regulatory reforms, including changes to tax and pension laws; and (e) changes in accounting policies and principles, with the impact of any such developments possibly affecting our ability to operate our businesses or our financial conditon or results of operations or our reputation, which in turn could have an impact on such matters as business generation and retention, our ability to attract and retain management, liquidity and funding:
- the impact on us of changes in the nature and extent of our compettion
- the introduction, withdrawal, success and timing of our business initiatives and strategies;


## Cautionary Statement Regarding Forward-Looking Information <br> - customer acceptance of our products and services, and our customers' borrowing, repayment, nvestment and deposit practoes,

- the impact on us of changes in the extent of customer or counterparty delinquencies, bankruptcies or delauts, which could affect among other things credit and asset quality risk and our provision for credit losses
- the ability to identify and effectively manage risks inherent in our businesses
- how we choose to redeploy available capital, including the extent and timing of any share repurchases and acquisitions or other investments in our businesses,
* the impact extent and timing of technological changes, the adequacy of intellectual property protection, and costs associated with obtaining rights in intellectual property clained by others
- the timing and pricing of any sales of loans or other financial assets held for sale:
- our abilty to obtain desirable levels of insurance and to successfully submit claims under applicable insurance pclicies.
- the relative and absolute investment performance of assets under management and
- the extent of terrorist activities and international hostilities, increases or continuations of which may adversely affect the economy and financial and capital markets generally or us specifically

Our future results are likely to be affected signficantly by the results of the implementation of our One PNC intiative, as discussed in this presentation. Generally, the amounts of our anticipated cost savings and revenue enhancements are based to some extent on estimates and assumptions regarding future business performance and expenses, and these estimates and assumptions may prove to be inaccurate in some respects. Some or all of the above factors business periormance and expenses, and these estimates and assumptions may prove to be inaccurate in some respects Some cr alis of the above factors the expected time frame, or to result in implementaton charges beyond those currently contemplated or some other unanticipated adverse impact Furthermore, the implementation of cost savings ideas may have unintended impacts on our ability to attract and retain business and customers, while revenve enhancement ideas may not be successful in the marketplace or may result in unintended costs. Assumed attrition required to achieve workforce reductions may not come in the right places or at the night times to meet planned goals.

In addition, we grow our business from time to time by acquiring other financial services companies. Acquisitions in general present us with a number of risks and uncertainties related both to the acquisition transactions themselves and to the integration of the acquired businesses into PNC after closing. In particular acquisitions may be substantially more expenswe to complete (including the integration of the acquired company) and the anticipated benefits, including anticipated cost savings and strategic gains, may be significantly harder or take longer to achieve than expected. As a regulated financial institution, ou

## Cautionary Statement Regarding Forward-Looking Information (oontinuad)

pursuit of attractive acquisition opportunties could be negatively impacted due to regulatory delays or other regulatory issues. Regulatory andior legal issues of an acquired busiress may cause reputational harm to PNC following the acquisition and integration of the acquired business into ours and may result in addtional future costs and expenses arising as a result of those issues. Recent acquisitions, including cur acquisition of Riggs National Corporation, continue opresent the infegration and other post-closing risks and uncertainties described above.

You can find additional information on the foregoing risks and uncertainties and additional factors that could affect the results anticipated in our forward-looking tatements or from our historical performance in the reports that we fie with the SEC. You can access cur SEC reports on the SEC's website at muw sec gow and on or thrcugh our corporate website at winv pnc.com

Also, risks and uncertainties that could affect the resuls anticipated in fonvard-locking statements or from historical performance relating to our majority-owned subsidiary BlackRock, Inc. are discussed in more detail in BlackRock's filings with the SEC, accessible on the SEC's website and on or through BlackRock's website at www blackrock com

Any annualized, proforma. estimated, third party or consensus numbers in this presentation are used for illustrative or comparative purposes only and may not reflect actual results. Any consensus earnings estimates are calculated based on the earnings projections made by analysts who cover that company. The nalysts opinions, estimates or forecasts (and therefcre the consensus earnings estimates) are theirs alone, are not those of PNC. or its management, and may not reflect PNC's actual or anticipated results.



[^0]:    (a) 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, and small business deposits.
    (b) In addition to full service brokerage offices, PNC Investments, LLC provides investment, brokerage and insurance products in PNC traditional branches.
    (c) Included in "Noninterest income-Other" on page 4.
    (d) Excludes certain satellite branches that provide limited products and service hours.
    (e) Excludes brokerage account assets.

[^1]:    (a) See note (a) and (c) on page 3.
    (b) Includes lease financing and Market Street Funding Corporation.
    (c) Includes Market Street Funding Corporation. See Supplemental Average Balance Sheet Information on pages 11 and 12 re: Market Street.
    (d) Represents consolidated PNC amounts.
    (e) Presented as of period-end.

[^2]:    (a) See notes (a) and (c) on page 3.
    (b) Calculated as operating income excluding the LTIP expense and appreciation on 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:

[^3]:    (a) See note (a) on page 3 .
    (b) Net of nonoperating expense.
    (c) Operating income divided by total revenue.
    (d) Includes alternative investment net assets serviced.

[^4]:    (a) Included in "Interest-earning assets-Other" above.
    (b) Included in "Federal funds sold and resale agreements" above.
    (c) Included in "Noninterest-earning assets-Other assets" above.

[^5]:    (a) Included in "Borrowed funds-Other" above.
    (b) Included in "Borrowed funds-Repurchase agreements" and "Borrowed funds-Other" above.
    (c) Included in "Accrued expenses and other liabilities" above

[^6]:    (c) Includes consumer and residential mortgage.

