# 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
January 19, 2006
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 January 19, 2006, 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 and year ended December 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 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.

$$
\text { - } 2-
$$

## SIGNATURE

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

THE PNC FINANCIAL SERVICES GROUP, INC.
(Registrant)
Date: January 19, 2006
By: /s/ Samuel R. Patterson
Samuel R. Patterson
Controller

## EXHIBIT INDEX

| Number | Description | Method of Filing |
| :--- | :--- | :--- |
|  |  |  |
| 99.1 | Financial Supplement (unaudited) for Fourth Quarter and Full Year 2005 | Furnished herewith |
| 99.2 | Electronic presentation slides for earnings release conference call | Furnished herewith |



THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
FOURTH QUARTER AND FULL YEAR 2005 UNAUDITED

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

|  | Page |
| :--- | ---: |
|  |  |
| Consolidated Income Statement |  |
| Consolidated Balance Sheet |  |
| Capital Ratios and Asset Quality Ratios |  |
| Results of Businesses |  |
| $\quad$ Summary of Business Results and Headcount |  |
| $\quad$ Retail Banking |  |
| $\quad$ Corporate \& Institutional Banking | $4-5$ |
| $\quad$ BlackRock | $6-9$ |
| $\quad$ PFPC | $10-11$ |
| Details of Net Interest Income, Net Interest Margin, and Trading Revenue | $12-13$ |
| Efficiency Ratios | $14-15$ |
| Average Consolidated Balance Sheet and Supplemental Average Balance Sheet Information | 16 |
| Details of Loans and Lending Statistics | 17 |
| Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit and Net Unfunded Commitments | $18-21$ |
| Details of Nonperforming Assets | 22 |
| Glossary of Terms | 23 |
| Business Segment Products and Services | $24-25$ |

The information contained in this Financial Supplement is preliminary, unaudited and based on data available at January 19, 2006. We have reclassified certain prior period amounts included in this Financial Supplement to be consistent with the current period presentation.

See our Current Reports on Form 8-K dated September 30, 2005 and December 28, 2005 regarding changes to the presentation of results for our business segments based on our decision to reorganize our banking businesses during third quarter 2005 into two units and to align our reporting accordingly. Since that date, we have renamed our two banking business segments. Retail Banking was formerly reported as Consumer Banking, while Corporate \& Institutional Banking was formerly reported as Institutional Banking. The organization of these businesses did not change in the fourth quarter of 2005.

As previously reported in our third quarter 2005 Report on Form 10-Q, in early October 2005, Market Street Funding Corporation ("Market Street"), a multi-seller asset-backed commercial paper conduit owned by an independent third party, was restructured. As a result, Market Street was deconsolidated from our Consolidated Balance Sheet effective October 17, 2005. This deconsolidation is reflected in the information contained in this Financial Supplement. We had previously consolidated Market Street under the provisions of FIN 46R effective July 1, 2003.

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 staff directly employed by the respective business segment and exclude corporate and shared services employees.

## Consolidated Income Statement (Unaudited)

| For the year ended - in millions, except per share data | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2003 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |
| Loans | \$ | 2,669 | \$ | 2,043 | \$ | 1,962 |
| Securities available for sale and held to maturity |  | 822 |  | 568 |  | 581 |
| Other |  | 243 |  | 141 |  | 169 |
| Total interest income |  | 3,734 |  | 2,752 |  | 2,712 |
| Interest Expense |  |  |  |  |  |  |
| Deposits |  | 981 |  | 484 |  | 457 |
| Borrowed funds |  | 599 |  | 299 |  | 259 |
| Total interest expense |  | 1,580 |  | 783 |  | 716 |
| Net interest income |  | 2,154 |  | 1,969 |  | 1,996 |
| Provision for credit losses |  | 21 |  | 52 |  | 177 |
| Net interest income less provision for credit losses |  | 2,133 |  | 1,917 |  | 1,819 |
| Noninterest Income |  |  |  |  |  |  |
| Asset management |  | 1,443 |  | 994 |  | 861 |
| Fund servicing |  | 870 |  | 817 |  | 762 |
| Service charges on deposits |  | 273 |  | 252 |  | 239 |
| Brokerage |  | 225 |  | 219 |  | 184 |
| Consumer services |  | 287 |  | 264 |  | 251 |
| Corporate services |  | 511 |  | 493 |  | 506 |
| Equity management gains (losses) |  | 96 |  | 67 |  | (25) |
| Net securities gains (losses) |  | (41) |  | 55 |  | 116 |
| Trading |  | 157 |  | 113 |  | 127 |
| Other |  | 341 |  | 289 |  | 236 |
|  |  |  |  |  |  |  |
| Total noninterest income |  | 4,162 |  | 3,563 |  | 3,257 |
|  |  |  |  | - |  |  |
| Noninterest Expense |  |  |  |  |  |  |
| Compensation |  | 2,061 |  | 1,755 |  | 1,480 |
| Employee benefits |  | 332 |  | 309 |  | 324 |
| Net occupancy |  | 313 |  | 267 |  | 282 |
| Equipment |  | 296 |  | 290 |  | 276 |
| Marketing |  | 106 |  | 87 |  | 64 |
| Other |  | 1,209 |  | 1,027 |  | 1,050 |
|  |  |  |  |  |  |  |
| Total noninterest expense |  | 4,317 |  | 3,735 |  | 3,476 |
| Income before minority and noncontrolling interests and income taxes |  | 1,978 |  | 1,745 |  | 1,600 |
| Minority and noncontrolling interests in income of consolidated entities |  | 49 |  | 10 |  | 32 |
| Income taxes |  | 604 |  | 538 |  | 539 |
|  |  |  |  |  |  |  |
| Income before cumulative effect of accounting change |  | 1,325 |  | 1,197 |  | 1,029 |
|  |  | - |  | - |  |  |
| Cumulative effect of accounting change (less applicable income tax benefit of \$14) |  |  |  |  |  | (28) |
|  |  | - |  | - |  |  |
| Net income | \$ | 1,325 | \$ | 1,197 | \$ | 1,001 |
|  |  | - |  | - |  |  |
| Earnings Per Common Share |  |  |  |  |  |  |
| Before cumulative effect of accounting change |  |  |  |  |  |  |
| Basic | \$ | 4.63 | \$ | 4.25 | \$ | 3.68 |
| Diluted | \$ | 4.55 | \$ | 4.21 | \$ | 3.65 |
| From net income |  |  |  |  |  |  |
| Basic | \$ | 4.63 | \$ | 4.25 | \$ | 3.58 |
| Diluted | \$ | 4.55 | \$ | 4.21 | \$ | 3.55 |
| Average Common Shares Outstanding |  |  |  |  |  |  |
| Basic |  | 286 |  | 281 |  | 280 |
| Diluted |  | 290 |  | 284 |  | 281 |
| Noninterest income to total revenue |  | 66\% |  | 64\% |  | 62\% |
| Effective tax rate (a) |  | 30.5\% |  | 30.8\% |  | 33.7\% |

[^0]
## Consolidated Income Statement (Unaudited)



| Average Common Shares Outstanding |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic | 290 | 289 | 285 | 281 | 281 |
| Diluted | 294 | 292 | 288 | 284 | 283 |
| Noninterest income to total revenue | 67\% | 67\% | 63\% | 66\% | 64\% |
| Effective tax rate (a) | 32.6\% | 30.4\% | 35.3\% | 23.7\% | 28.9\% |

(a) The fourth quarter 2005 effective tax rate reflects tax benefits from contributing BlackRock stock to the PNC Foundation and increasing the amount of dividends repatriated by PFPC from its foreign operations.

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 and $\$ 10$ million in other tax benefits resulting from resolving refund claims and other miscellaneous items.

Consolidated Balance Sheet (Unaudited)

| In millions, except par value | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 3,518 | \$ | 3,474 | \$ 3,442 | \$ 2,908 | \$ | 3,230 |
| Federal funds sold and resale agreements |  | 350 |  | 907 | 89 | 1,252 |  | 1,635 |
| Other short-term investments, including trading securities |  | 2,543 |  | 2,553 | 2,203 | 2,354 |  | 1,848 |
| Loans held for sale |  | 2,449 |  | 2,377 | 2,275 | 2,067 |  | 1,670 |
| Securities available for sale and held to maturity |  | 20,710 |  | 20,658 | 20,437 | 18,449 |  | 16,761 |
| Loans, net of unearned income of \$835, \$856, \$847, \$872 and \$902 |  | 49,101 |  | 50,510 | 49,317 | 44,674 |  | 43,495 |
| Allowance for loan and lease losses |  | (596) |  | (634) | (628) | (600) |  | (607) |
| Net loans |  | 48,505 |  | 49,876 | 48,689 | 44,074 |  | 42,888 |
| Goodwill |  | 3,619 |  | 3,470 | 3,418 | 2,976 |  | 3,001 |
| Other intangible assets |  | 847 |  | 755 | 752 | 613 |  | 354 |
| Other |  | 9,428 |  | 9,171 | 9,489 | 8,666 |  | 8,336 |
| Total assets | \$ | 91,969 | \$ | 93,241 | \$90,794 | \$83,359 | \$ | 79,723 |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 14,988 | \$ | 14,099 | \$13,751 | \$12,808 | \$ | 12,915 |
| Interest-bearing |  | 45,287 |  | 46,115 | 44,922 | 42,361 |  | 40,354 |
| Total deposits |  | 60,275 |  | 60,214 | 58,673 | 55,169 |  | 53,269 |
| Borrowed funds |  |  |  |  |  |  |  |  |
| Federal funds purchased |  | 4,128 |  | 1,477 | 2,701 | 995 |  | 219 |
| Repurchase agreements |  | 1,691 |  | 2,054 | 2,042 | 2,077 |  | 1,376 |
| Bank notes and senior debt |  | 3,875 |  | 3,475 | 2,920 | 3,662 |  | 2,383 |
| Subordinated debt |  | 4,469 |  | 4,506 | 4,105 | 3,988 |  | 4,050 |
| Commercial paper |  | 10 |  | 3,447 | 3,998 | 2,381 |  | 2,251 |
| Other borrowed funds |  | 2,724 |  | 3,415 | 2,440 | 1,411 |  | 1,685 |
| Total borrowed funds |  | 16,897 |  | 18,374 | 18,206 | 14,514 |  | 11,964 |
| Allowance for unfunded loan commitments and letters of credit |  | 100 |  | 79 | 84 | 78 |  | 75 |
| Accrued expenses |  | 2,770 |  | 2,637 | 2,358 | 2,288 |  | 2,406 |
| Other |  | 2,759 |  | 3,025 | 2,723 | 3,199 |  | 4,032 |
| Total liabilities |  | 82,801 |  | 84,329 | 82,044 | 75,248 |  | 71,746 |
| Minority and noncontrolling interests in consolidated entities |  | 605 |  | 595 | 507 | 532 |  | 504 |

## Shareholders' Equity

## Preferred stock (a) Common stock - $\$ 5$ par value

Authorized 800 shares, issued 353 shares $1,764 \quad 1,764 \quad 1,764 \quad 1,764$

| Capital surplus | 1,358 | 1,358 | 1,353 | 1,275 | 1,265 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Retained earnings | 9,023 | 8,814 | 8,626 | 8,485 | 8,273 |
| Deferred compensation expense | (59) | (64) | (70) | (42) | (51) |
| Accumulated other comprehensive loss | (267) | (200) | (41) | (175) | (54) |
| Common stock held in treasury at cost: 60, 62, 62, 70 and 70 shares | $(3,256)$ | $(3,355)$ | $(3,389)$ | $(3,728)$ | $(3,724)$ |
| Total shareholders' equity | 8,563 | 8,317 | 8,243 | 7,579 | 7,473 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ 91,969 | \$ 93,241 | \$90,794 | \$83,359 | \$ 79,723 |
| CAPITAL RATIOS |  |  |  |  |  |
| Tier 1 Risk-based (b) | 8.4\% | 8.4\% | 8.3\% | 8.7\% | 9.0\% |
| Total Risk-based (b) | 12.2 | 12.5 | 11.9 | 12.6 | 13.0 |
| Leverage (b) | 7.2 | 7.1 | 7.2 | 7.3 | 7.6 |
| Tangible common equity | 5.0 | 4.9 | 5.0 | 5.3 | 5.7 |
| Common shareholders' equity to assets | 9.30 | 8.91 | 9.07 | 9.08 | 9.36 |
| ASSET QUALITY RATIOS |  |  |  |  |  |
| Nonperforming assets to loans, loans held for sale and foreclosed assets | . $42 \%$ | .29\% | . $32 \%$ | . $35 \%$ | . $39 \%$ |
| Nonperforming loans to loans | . 39 | . 25 | . 27 | . 29 | . 33 |
| Net charge-offs to average loans (For the three months ended) (c) | . 33 | . 12 | (.32) | . 11 | . 13 |
| Allowance for loan and lease losses to loans | 1.21 | 1.26 | 1.27 | 1.34 | 1.40 |
| Allowance for loan and lease losses to nonperforming loans | 314 | 499 | 476 | 458 | 424 |

(a) Less than $\$ .5$ million at each date.
(b) Estimated for December 31, 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 $.13 \%$.

Summary of Business Results and Headcount (Unaudited)

| Year ended - dollars in millions (a) | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Earnings |  |  |  |  |
| Retail Banking | \$ | 682 | \$ | 610 |
| Corporate \& Institutional Banking |  | 480 |  | 443 |
| BlackRock |  | 234 |  | 143 |
| PFPC |  | 104 |  | 70 |
|  |  | - |  |  |
| Total business segment earnings |  | 1,500 |  | 1,266 |
| Minority interest in income of BlackRock |  | (71) |  | (42) |
| Other |  | (104) |  | (27) |
|  |  | - |  | - |
| Total consolidated net income | \$ | 1,325 | \$ | 1,197 |
|  |  | - |  |  |
| Revenue (b) |  |  |  |  |
| Retail Banking | \$ | 2,857 | \$ | 2,694 |
| Corporate \& Institutional Banking |  | 1,341 |  | 1,271 |
| BlackRock |  | 1,191 |  | 725 |
| PFPC |  | 889 |  | 814 |
|  |  |  |  |  |
| Total business segment revenue |  | 6,278 |  | 5,504 |
| Other |  | 71 |  | 48 |
| Total consolidated revenue | \$ | 6,349 | \$ | 5,552 |

(a) This summary also serves as a reconciliation of total earnings and revenue for all business segments to total consolidated earnings and revenue. See our Current Reports on Form 8-K dated September 30, 2005 and December 28, 2005 and our third quarter 2005 Form 10-Q 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) Business segment revenue is presented on a taxable-equivalent 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):

|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Total consolidated revenue, book (GAAP) basis | \$ | 6,316 | \$ | 5,532 |
| Taxable-equivalent adjustment |  | 33 |  | 20 |
| Total consolidated revenue, taxable-equivalent basis | \$ | 6,349 | \$ | 5,552 |


|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: |
| Period-end Headcount |  |  |
| Retail Banking | 11,703 | 11,800 |
| Corporate \& Institutional Banking | 3,050 | 2,974 |
| BlackRock | 2,151 | 1,142 |
| PFPC | 4,391 | 4,460 |
| Other | 2,298 | 2,366 |
| Total full-time headcount | 23,593 | 22,742 |
| Total part-time headcount | 1,755 | 1,476 |
| Total headcount | 25,348 | 24,218 |

Summary of Business Results and Headcount (Unaudited)

| Three months ended - dollars in millions (a) | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 195 | \$ | 176 | \$ 162 | \$ | 149 | \$ | 167 |
| Corporate \& Institutional Banking |  | 108 |  | 118 | 144 |  | 110 |  | 108 |
| BlackRock |  | 73 |  | 61 | 53 |  | 47 |  | 50 |
| PFPC |  | 29 |  | 28 | 24 |  | 23 |  | 20 |
|  |  | - |  | - | - |  | - |  |  |
| Total business segment earnings |  | 405 |  | 383 | 383 |  | 329 |  | 345 |
| Minority interest in income of BlackRock |  | (22) |  | (19) | (16) |  | (14) |  | (15) |
| Other |  | (28) |  | (30) | (85) |  | 39 |  | (23) |
|  |  | - |  |  |  |  | - |  |  |
| Total consolidated net income | \$ | 355 | \$ | 334 | \$ 282 | \$ | 354 | \$ | 307 |
|  |  | - |  | - | - |  | - |  |  |
| Revenue (b) |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 752 | \$ | 737 | \$ 708 |  | 660 | \$ | 688 |
| Corporate \& Institutional Banking |  | 359 |  | 347 | 323 |  | 312 |  | 333 |
| BlackRock |  | 369 |  | 301 | 271 |  | 250 |  | 188 |
| PFPC |  | 217 |  | 221 | 221 |  | 230 |  | 209 |
|  |  |  |  |  |  |  |  |  |  |
| Total business segment revenue |  | 1,697 |  | 1,606 | 1,523 |  | 1,452 |  | 1,418 |
| Other |  | 22 |  | 73 | (57) |  | 33 |  | (5) |
| Total consolidated revenue | \$ | 1,719 | \$ | 1,679 | \$1,466 |  | 1,485 | \$ | 1,413 |

(a) See note (a) on page 4 .
(b) See note (b) on page 4. 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):


Retail Banking (Unaudited)

| Year ended <br> Taxable-equivalent basis (a) Dollars in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |
| Net interest income | \$ | 1,582 | \$ | 1,471 |
| Noninterest income |  |  |  |  |
| Asset management |  | 337 |  | 317 |
| Service charges on deposits |  | 265 |  | 243 |
| Brokerage |  | 217 |  | 215 |
| Consumer services |  | 254 |  | 238 |
| Other |  | 202 |  | 210 |
| Total noninterest income |  | 1,275 |  | 1,223 |
|  |  |  |  |  |
| Total revenue |  | 2,857 |  | 2,694 |
| Provision for credit losses |  | 52 |  | 61 |
| Noninterest expense |  |  |  |  |
| Compensation and employee benefits |  | 823 |  | 819 |
| Net occupancy and equipment |  | 316 |  | 306 |
| Other |  | 576 |  | 546 |
| Total noninterest expense |  | 1,715 |  | 1,671 |
|  |  |  |  |  |
| Pretax earnings |  | 1,090 |  | 962 |
| Income taxes |  | 408 |  | 352 |
| Earnings | \$ | 682 | \$ | 610 |
|  |  | - |  |  |
| AVERAGE BALANCE SHEET |  |  |  |  |
| Loans |  |  |  |  |
| Consumer |  |  |  |  |
| Home equity | \$ | 13,351 | \$ | 11,625 |
| Indirect |  | 936 |  | 843 |
| Other |  | 1,195 |  | 1,231 |
| Total consumer |  | 15,482 |  | 13,699 |
| Commercial |  | 5,094 |  | 4,468 |
| Floor plan |  | 975 |  | 970 |
| Residential mortgage |  | 1,405 |  | 888 |
| Other |  | 261 |  | 291 |
|  |  | - |  |  |
| Total loans |  | 23,217 |  | 20,316 |
| Goodwill |  | 1,331 |  | 1,155 |
| Loans held for sale |  | 1,553 |  | 1,183 |
| Other assets |  | 1,761 |  | 1,842 |
| Total assets | \$ | 27,862 | \$ | 24,496 |
|  |  | [ |  |  |
| Deposits |  |  |  |  |
| Noninterest-bearing demand | \$ | 7,639 | \$ | 7,040 |
| Interest-bearing demand |  | 7,946 |  | 7,636 |
| Money market |  | 13,635 |  | 13,143 |
| Total transaction deposits |  | 29,220 |  | 27,819 |
| Savings |  | 2,574 |  | 2,640 |
| Certificates of deposit |  | 11,494 |  | 8,966 |
|  |  | - |  | - |
| Total deposits |  | 43,288 |  | 39,425 |
| Other liabilities |  | 392 |  | 521 |
| Capital |  | 2,852 |  | 2,687 |
|  |  | - |  |  |
| Total funds | \$ | 46,532 | \$ | 42,633 |
|  |  | - |  |  |
| PERFORMANCE RATIOS |  |  |  |  |
| Return on average capital |  | 24\% |  | 23\% |
| Noninterest income to total revenue |  | 45 |  | 45 |
| Efficiency, GAAP basis |  | 60 |  | 62 |
| Efficiency, as adjusted (b) |  | 58 |  | 60 |

[^1]Retail Banking (Unaudited) (Continued)

| Year ended <br> Dollars in millions except as noted | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| OTHER INFORMATION (a) |  |  |  |  |
| Credit-related statistics: |  |  |  |  |
| Nonperforming assets (b) | \$ | 90 | \$ | 100 |
| Net charge-offs | \$ | 53 | \$ | 64 |
| Average loans | \$ | 23,217 | \$ | 20,316 |
| Net charge-off ratio |  | .23\% |  | .32\% |
| Home equity portfolio credit statistics: |  |  |  |  |
| \% of first lien positions |  | 46\% |  | 50\% |
| Weighted average loan-to-value ratios |  | 68\% |  | 69\% |
| Weighted average FICO scores |  | 728 |  | 717 |
| Loans 90 days past due |  | .21\% |  | .21\% |

## Checking-related statistics:

| Retail Bank checking relationships | 1,934,000 | 1,762,000 |
| :---: | :---: | :---: |
| Consumer DDA households using online banking | 855,000 | 717,000 |
| \% of consumer DDA households using online banking | 49\% | 45\% |
| Consumer DDA households using online bill payment | 205,000 | 113,000 |
| \% of consumer DDA households using online bill payment | 12\% | 7\% |


| Small business deposits: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Noninterest-bearing demand | \$ | 4,353 | \$ | 4,006 |
| Interest-bearing demand |  | 1,560 |  | 1,605 |
| Money market |  | 2,849 |  | 2,711 |
| Certificates of deposit |  | 412 |  | 312 |
| Brokerage statistics: |  |  |  |  |
| Margin loans | \$ | 217 | \$ | 254 |
| Financial consultants (c) |  | 779 |  | 814 |
| Full service brokerage offices |  | 100 |  | 98 |
| Brokerage account assets (in billions) | \$ | 42 | \$ | 40 |
| Other statistics: |  |  |  |  |
| Gains on sales of education loans (d) | \$ | 19 | \$ | 30 |
| Period-end full-time headcount |  | 11,703 |  | 11,800 |
| Period-end part-time headcount |  | 1,413 |  | 1,154 |
| ATMs |  | 3,721 |  | 3,581 |
| Branches (e) |  | 839 |  | 776 |

ASSETS UNDER ADMINISTRATION (in billions) (f)

(a) Presented as of period-end, except for average loans, net charge-offs, net charge-off ratio, gains on sales of education loans, and small business deposits.
(b) During the first quarter of 2004, management changed its 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) Financial consultants provide services in full service brokerage offices and PNC traditional branches.
(d) Included in "Noninterest income-Other" on page 6.
(e) Excludes certain satellite branches that provide limited products and service hours.
(f) Excludes brokerage account assets.

Retail Banking (Unaudited)

| Three months ended <br> Taxable-equivalent basis (a) <br> Dollars in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 414 | \$ | 404 | \$ 395 | \$ 369 | \$ | 373 |
| Noninterest income |  |  |  |  |  |  |  |  |
| Asset management |  | 86 |  | 87 | 83 | 81 |  | 79 |
| Service charges on deposits |  | 72 |  | 71 | 65 | 57 |  | 62 |
| Brokerage |  | 54 |  | 54 | 56 | 53 |  | 52 |
| Consumer services |  | 65 |  | 66 | 64 | 59 |  | 61 |
| Other |  | 61 |  | 55 | 45 | 41 |  | 61 |
| Total noninterest income |  | 338 |  | 333 | 313 | 291 |  | 315 |
| Total revenue |  | 752 |  | 737 | 708 | 660 |  | 688 |
| Provision for credit losses |  | 9 |  | 14 | 15 | 14 |  | 13 |
| Noninterest expense |  |  |  |  |  |  |  |  |
| Compensation and employee benefits |  | 199 |  | 212 | 211 | 201 |  | 209 |
| Net occupancy and equipment |  | 80 |  | 81 | 79 | 76 |  | 74 |
| Other |  | 152 |  | 148 | 144 | 132 |  | 129 |
| Total noninterest expense |  | 431 |  | 441 | 434 | 409 |  | 412 |
| Pretax earnings |  | 312 |  | 282 | 259 | 237 |  | 263 |
| Income taxes |  | 117 |  | 106 | 97 | 88 |  | 96 |
| Earnings | \$ | 195 | \$ | 176 | \$ 162 | \$ 149 | \$ | 167 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |  |
| Home equity | \$ | 13,751 | \$ | 13,570 | \$13,267 | \$12,803 | \$ | 12,562 |
| Indirect |  | 980 |  | 952 | 917 | 892 |  | 881 |
| Other |  | 1,264 |  | 1,205 | 1,171 | 1,141 |  | 1,194 |
| Total consumer |  | 15,995 |  | 15,727 | 15,355 | 14,836 |  | 14,637 |
| Commercial |  | 5,282 |  | 5,235 | 5,033 | 4,821 |  | 4,631 |
| Floor plan |  | 936 |  | 903 | 1,050 | 1,013 |  | 961 |
| Residential mortgage |  | 1,716 |  | 1,789 | 1,326 | 776 |  | 817 |
| Other |  | 244 |  | 247 | 269 | 280 |  | 284 |
|  |  | - |  |  | -23,033 | - 1,726 |  |  |
| Total loans |  | 24,173 |  | 23,901 | 23,033 | 21,726 |  | 21,330 |
| Goodwill |  | 1,467 |  | 1,458 | 1,248 | 1,144 |  | 1,153 |
| Loans held for sale |  | 1,802 |  | 1,602 | 1,455 | 1,345 |  | 1,221 |
| Other assets |  | 1,871 |  | 1,827 | 1,710 | 1,634 |  | 1,710 |
| Total assets | \$ | 29,313 | \$ | 28,788 | \$27,446 | \$25,849 | \$ | 25,414 |
|  |  | - |  |  | - |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 7,925 | \$ | 7,891 | \$ 7,529 | \$ 7,200 | \$ | 7,373 |
| Interest-bearing demand |  | 8,095 |  | 8,044 | 7,929 | 7,710 |  | 7,758 |
| Money market |  | 14,399 |  | 14,042 | 13,175 | 12,902 |  | 12,795 |
| Total transaction deposits |  | 30,419 |  | 29,977 | 28,633 | 27,812 |  | 27,926 |
| Savings |  | 2,309 |  | 2,516 | 2,712 | 2,766 |  | 2,762 |
| Certificates of deposit |  | 12,671 |  | 11,996 | 11,107 | 10,171 |  | 9,634 |
| Total deposits |  | 45,399 |  | 44,489 | 42,452 | 40,749 |  | 40,322 |
| Other liabilities |  | 392 |  | 370 | 396 | 408 |  | 463 |
| Capital |  | 2,965 |  | 2,919 | 2,774 | 2,748 |  | 2,717 |
| Total funds | \$ | 48,756 | \$ | 47,778 | \$45,622 | \$43,905 | \$ | 43,502 |
|  |  | - |  |  | (15,622 | $\longrightarrow$ |  |  |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |
| Return on average capital |  | 26\% |  | 24\% | 23\% | 22\% |  | 24\% |
| Noninterest income to total revenue |  | 45 |  | 45 | 44 | 44 |  | 46 |
| Efficiency, GAAP basis |  | 57 |  | 60 | 61 | 62 |  | 60 |
| Efficiency, as adjusted (b) |  | 55 |  | 58 | 59 | 60 |  | 58 |

[^2]Retail Banking (Unaudited) (Continued)

| Three months ended Dollars in millions except as noted |  | $\begin{aligned} & \text { ecember } 31 \\ & 2005 \end{aligned}$ |  | $\begin{aligned} & \text { ptember } 30 \\ & 2005 \end{aligned}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{aligned} & \text { March } 31 \\ & 2005 \end{aligned}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OTHER INFORMATION (a) |  |  |  |  |  |  |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets | \$ | 90 | \$ | 87 | \$ | 84 | \$ | 93 | \$ | 100 |
| Net charge-offs | \$ | 12 | \$ | 11 | \$ | 16 | \$ | 14 | \$ | 11 |
| Average loans | \$ | 24,173 | \$ | 23,901 | \$ | 23,033 | \$ | 21,726 | \$ | 21,330 |
| Annualized net charge-off ratio |  | . $20 \%$ |  | .18\% |  | . $28 \%$ |  | .26\% |  | . $21 \%$ |
| Home equity portfolio credit statistics: |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions |  | 46\% |  | 47\% |  | 48\% |  | 50\% |  | 50\% |
| Weighted average loan-to-value ratios |  | 68\% |  | 70\% |  | 70\% |  | 69\% |  | 69\% |
| Weighted average FICO scores |  | 728 |  | 721 |  | 720 |  | 717 |  | 717 |
| Loans 90 days past due |  | .21\% |  | .18\% |  | .18\% |  | .19\% |  | . $21 \%$ |
| Checking-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Retail Bank checking relationships |  | ,934,000 |  | ,921,000 |  | ,882,000 |  | ,782,000 |  | 1,762,000 |
| Consumer DDA households using online banking |  | 855,000 |  | 830,000 |  | 793,000 |  | 748,000 |  | 717,000 |
| \% of consumer DDA households using online banking |  | 49\% |  | 48\% |  | 47\% |  | 47\% |  | 45\% |
| Consumer DDA households using online bill payment |  | 205,000 |  | 188,000 |  | 167,000 |  | 132,000 |  | 113,000 |
| \% of consumer DDA households using online bill payment |  | 12\% |  | 11\% |  | 10\% |  | 8\% |  | 7\% |
| Small business deposits: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 4,555 | \$ | 4,499 | \$ | 4,267 | \$ | 4,086 | \$ | 4,203 |
| Interest-bearing demand |  | 1,656 |  | 1,547 |  | 1,478 |  | 1,556 |  | 1,764 |
| Money market |  | 2,941 |  | 3,045 |  | 2,774 |  | 2,630 |  | 2,836 |
| Certificates of deposit |  | 530 |  | 410 |  | 353 |  | 352 |  | 318 |
| Brokerage statistics: |  |  |  |  |  |  |  |  |  |  |
| Margin loans | \$ | 217 | \$ | 223 | \$ | 218 | \$ | 249 | \$ | 254 |
| Financial consultants (b) |  | 779 |  | 784 |  | 789 |  | 783 |  | 814 |
| Full service brokerage offices |  | 100 |  | 99 |  | 98 |  | 96 |  | 98 |
| Brokerage account assets (in billions) | \$ | 42 | \$ | 42 | \$ | 41 | \$ | 39 | \$ | 40 |
| Other statistics: |  |  |  |  |  |  |  |  |  |  |
| Gains on sales of education loans (c) | \$ | 4 | \$ | 11 | \$ | 3 | \$ | 1 | \$ | 13 |
| Period-end full-time headcount |  | 11,703 |  | 11,963 |  | 12,241 |  | 11,779 |  | 11,800 |
| Period-end part-time headcount |  | 1,413 |  | 1,264 |  | 1,146 |  | 1,105 |  | 1,154 |
| ATMs |  | 3,721 |  | 3,770 |  | 3,788 |  | 3,610 |  | 3,581 |
| Branches (d) |  | 839 |  | 830 |  | 827 |  | 772 |  | 776 |

## ASSETS UNDER ADMINISTRATION (in billions) (e)

| Assets under management |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal | \$ | 40 | \$ | 41 | \$ | 41 | \$ | 40 | \$ | 41 |
| Institutional |  | 9 |  | 9 |  | 9 |  | 9 |  | 9 |
| Total | \$ | 49 | \$ | 50 | \$ | 50 | \$ | 49 | \$ | 50 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 31 | \$ | 31 | \$ | 31 | \$ | 30 | \$ | 30 |
| Fixed income |  | 12 |  | 13 |  | 13 |  | 13 |  | 14 |
| Liquidity/Other |  | 6 |  | 6 |  | 6 |  | 6 |  | 6 |
| Total | \$ | 49 | \$ | 50 | \$ | 50 | \$ | 49 | \$ | 50 |
| Nondiscretionary assets under administration |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 27 | \$ | 27 | \$ | 26 | \$ | 29 | \$ | 29 |
| Institutional |  | 57 |  | 58 |  | 59 |  | 63 |  | 64 |
| Total | \$ | 84 | \$ | 85 | \$ | 85 | \$ | 92 | \$ | 93 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 33 | \$ | 32 | \$ | 31 | \$ | 32 | \$ | 32 |
| Fixed income |  | 24 |  | 25 |  | 26 |  | 32 |  | 33 |
| Liquidity/Other |  | 27 |  | 28 |  | 28 |  | 28 |  | 28 |
| Total | \$ | 84 | \$ | 85 | \$ | 85 | \$ | 92 | \$ | 93 |

(a) Presented as of period-end, except for average loans, net charge-offs, annualized net charge-off ratio, gains on sales of education loans, and small business deposits.
(b) Financial consultants provide services in full service brokerage offices and PNC traditional branches.
(c) Included in "Noninterest income-Other" on page 8.
(d) Excludes certain satellite branches that provide limited products and service hours.
(e) Excludes brokerage account assets.

## Corporate \& Institutional Banking (Unaudited)

| Year ended <br> Taxable-equivalent basis (a) Dollars in millions except as noted | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |
| Net interest income | \$ | 732 | \$ | 698 |
| Noninterest income |  |  |  |  |
| Net commercial mortgage banking |  |  |  |  |
| Net gains on loan sales |  | 61 |  | 50 |
| Servicing and other fees, net of amortization |  | 62 |  | 47 |
| Net gains on institutional loans held for sale |  | 7 |  | 52 |
| Other |  | 479 |  | 424 |
| Noninterest income |  | 609 |  | 573 |
|  |  | , |  |  |
| Total revenue |  | 1,341 |  | 1,271 |
| Provision for (recoveries of) credit losses |  | (30) |  | 5 |
| Noninterest expense |  | 706 |  | 671 |
|  |  | - |  |  |
| Pretax earnings |  | 665 |  | 595 |
| Noncontrolling interests in income of consolidated entities |  | (42) |  | (43) |
| Income taxes |  | 227 |  | 195 |
|  |  | - |  |  |
| Earnings | \$ | 480 | \$ | 443 |
|  |  | — |  | - |
| AVERAGE BALANCE SHEET |  |  |  |  |
| Loans |  |  |  |  |
| Corporate banking (b) | \$ | 10,656 | \$ | 9,865 |
| Commercial real estate |  | 2,289 |  | 1,834 |
| Commercial - real estate related |  | 2,055 |  | 1,631 |
| Asset-based lending |  | 4,203 |  | 3,803 |
| Total loans (b) |  | 19,203 |  | 17,133 |
| Loans held for sale |  | 752 |  | 470 |
| Other assets |  | 5,952 |  | 4,470 |
|  |  |  |  |  |
| Total assets | \$ | 25,907 | \$ | 22,073 |
|  |  |  |  |  |
| Deposits | \$ | 9,382 | \$ | 7,527 |
| Commercial paper (c) |  | 1,838 |  | 1,889 |
| Other liabilities |  | 3,946 |  | 3,433 |
| Capital |  | 1,724 |  | 1,672 |
| Total funds | \$ | 16,890 | \$ | 14,521 |
|  |  |  |  |  |
| PERFORMANCE RATIOS |  |  |  |  |
| Return on average capital |  | 28\% |  | 26\% |
| Noninterest income to total revenue |  | 45 |  | 45 |
| Efficiency |  | 53 |  | 53 |
| COMMERCIAL MORTGAGE SERVICING PORTFOLIO (in billions) |  |  |  |  |
| Beginning of period | \$ | 98 | \$ | 83 |
| Acquisitions/additions |  | 74 |  | 41 |
| Repayments/transfers |  | (36) |  | (26) |
|  |  |  |  |  |
| End of period | \$ | 136 | \$ | 98 |
|  |  | - |  | - |
| OTHER INFORMATION |  |  |  |  |
| Consolidated revenue from: (d) |  |  |  |  |
| Treasury Management | \$ | 410 | \$ | 373 |
| Capital Markets | \$ | 175 | \$ | 140 |
| Midland Loan Services | \$ | 131 | \$ | 108 |
| Equipment Leasing | \$ | 69 | \$ | 84 |
| Total loans (e) | \$ | 18,817 | \$ | 17,959 |
| Nonperforming assets (e) | \$ | 124 | \$ | 71 |
| Net charge-offs (recoveries) | \$ | (23) | \$ | 49 |
| Period-end full-time headcount |  | 3,050 |  | 2,974 |
| Net carrying amount of commercial mortgage servicing rights (e) | \$ | 344 | \$ | 242 |

(a) See notes (a) and (b) on page 4.
(b) Includes lease financing and Market Street. Market Street was deconsolidated from our Consolidated Balance Sheet effective October 17, 2005.
(c) Includes Market Street. See Supplemental Average Balance Sheet Information on pages 18 through 21.
(d) Represents consolidated PNC amounts.
(e) Presented as of period-end.

## Corporate \& Institutional Banking (Unaudited)



[^3]BlackRock (Unaudited) (a)



## Operating margin, as adjusted

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, exclusive of the impact related to LTIP participants' options, these charges will not impact BlackRock's book value. SSRM acquisition costs consist of certain compensation costs and professional fees. Compensation cost reflected in this amount represents direct incentives related to alternative product performance fees generated in 2004 by SSRM employees, assumed in conjunction with the acquisition and settled by BlackRock with no future service requirement. 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. 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. 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 revenue used for operating margin measurement, as adjusted, because they bear no economic cost to BlackRock. We have excluded the impact on operating margin of the incentive compensation recognized during the second quarter of 2004 related to the gain on the sale of BlackRock's interest in Trepp LLC as such expense is not indicative of the ongoing level of incentive compensation for BlackRock.
(c) Includes BlackRock Funds, BlackRock Liquidity Funds, BlackRock Closed End Funds, Short Term Investment Fund and BlackRock Global Series Funds.

BlackRock (Unaudited) (a)

(a) See notes (a) and (b) on pages 4 and 5.
(b) Calculated as operating income excluding the LTIP expense, 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 income (loss), GAAP basis | \$ | 113 | \$ | 80 | \$ | 82 | \$ | 66 | \$ | 56 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Add back: LTIP expense |  | 15 |  | 14 |  | 16 |  | 14 |  | 13 |
| Less: portion of LTIP to be funded by BlackRock |  | (2) |  | (2) |  | (4) |  | (2) |  | (2) |
| Add back: SSRM acquisition costs |  |  |  |  |  |  |  | 9 |  |  |
| Add back: Appreciation on assets related to deferred compensation plans |  |  |  | 8 |  |  |  | 2 |  | 2 |
| Operating income, as adjusted | \$ | 126 | \$ | 100 | \$ | 94 | \$ | 89 | \$ | 69 |
|  |  | - |  |  |  |  |  |  |  |  |
| Total revenue, GAAP basis | \$ | 369 | \$ | 301 | \$ | 271 | \$ | 250 | \$ | 188 |



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, exclusive of the impact related to LTIP participants' options, these charges will not impact BlackRock's book value. SSRM acquisition costs consist of certain compensation costs and professional fees. Compensation cost reflected in this amount represents direct incentives related to alternative product performance fees generated in 2004 by SSRM employees, assumed in conjunction with the acquisition and settled by BlackRock with no future service requirement. 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. 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. 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 revenue used for operating margin measurement, as adjusted, because they bear no economic cost to BlackRock. We have excluded the impact on operating margin of the incentive compensation recognized during the second quarter of 2004 related to the gain on the sale of BlackRock's interest in Trepp LLC as such expense is not indicative of the ongoing level of incentive compensation for BlackRock.
(c) Includes BlackRock Funds, BlackRock Liquidity Funds, BlackRock Closed End Funds, Short Term Investment Fund and BlackRock Global Series Funds.

PFPC (Unaudited) (a)

| Year ended <br> Dollars in millions except as noted | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |
| Fund servicing revenue | \$ | 879 | \$ | 814 |
| Other revenue |  | 10 |  |  |
|  |  | - |  | - |
| Total revenue |  | 889 |  | 814 |
| Operating expense |  | 671 |  | 643 |
| Amortization of other intangibles, net |  | 14 |  | 3 |
|  |  | - |  | - |
| Operating income |  | 204 |  | 168 |
| Debt financing |  | 38 |  | 54 |
| Other nonoperating income (expense) (b) |  | (5) |  | 3 |
|  |  | - |  | - |
| Pretax earnings |  | 161 |  | 117 |
| Income taxes |  | 57 |  | 47 |
| Earnings | \$ | 104 | \$ | 70 |
|  |  | - |  | - |
| PERIOD-END BALANCE SHEET |  |  |  |  |
| Goodwill and other intangible assets | \$ | 1,025 | \$ | 1,015 |
| Other assets |  | 1,103 |  | 1,557 |
|  |  |  |  |  |
| Total assets | \$ | 2,128 | \$ | 2,572 |
|  |  | - |  |  |
| Debt financing | \$ | 890 | \$ | 1,050 |
| Other liabilities |  | 864 |  | 1,253 |
| Shareholder's equity |  | 374 |  | 269 |
|  |  | - |  |  |
| Total funds | \$ | 2,128 | \$ | 2,572 |
|  |  | - |  | - |
| PERFORMANCE RATIOS |  |  |  |  |
| Return on average equity |  | 32\% |  | 30\% |
| Operating margin (c) |  | 23 |  | 21 |
| SERVICING STATISTICS (at period end) |  |  |  |  |
| Accounting/administration net fund assets (in billions)(d) |  |  |  |  |
| Domestic | \$ | 754 | \$ | 660 |
| Offshore |  | 76 |  | 61 |
|  |  | - |  |  |
| Total | \$ | 830 | \$ | 721 |
|  |  | - |  | - |
| Asset type (in billions) |  |  |  |  |
| Money market | \$ | 356 | \$ | 341 |
| Equity |  | 305 |  | 230 |
| Fixed income |  | 104 |  | 101 |
| Other |  | 65 |  | 49 |
|  |  | - |  |  |
| Total | \$ | 830 | \$ | 721 |
|  |  | - |  |  |
| Custody fund assets (in billions) | \$ | 476 | \$ | 451 |
|  |  | - |  | - |
| Shareholder accounts (in millions) |  |  |  |  |
| Transfer agency |  | 19 |  | 21 |
| Subaccounting |  | 43 |  | 36 |
|  |  | - |  |  |
| Total |  | 62 |  | 57 |
|  |  |  |  |  |
| OTHER INFORMATION |  |  |  |  |
| Period-end full-time headcount |  | 4,391 |  | 4,460 |

(a) See note (a) on page 4 .
(b) Net of nonoperating expense.
(c) Operating income divided by total revenue.
(d) Includes alternative investment net assets serviced.

PFPC (Unaudited) (a)

(a) See note (a) on page 4
(b) Net of nonoperating expense.
(c) Operating income divided by total revenue.
(d) Includes alternative investment net assets serviced.

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

## Taxable-equivalent basis

| Net Interest Income In millions | Quarter ended |  |  |  |  | Year ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| Interest income |  |  |  |  |  |  |  |
| Loans | \$ 730 | \$ 721 | \$ 649 | \$ 580 | \$ 549 | \$ 2,680 | \$ 2,050 |
| Securities available for sale and held to maturity | 234 | 219 | 199 | 173 | 155 | 825 | 573 |
| Other | 83 | 62 | 60 | 57 | 45 | 262 | 149 |
| Total interest income | 1,047 | 1,002 | 908 | 810 | 749 | 3,767 | 2,772 |
| Interest expense |  |  |  |  |  |  |  |
| Deposits | 305 | 270 | 224 | 182 | 152 | 981 | 484 |
| Borrowed funds | 174 | 166 | 143 | 116 | 88 | 599 | 299 |
| Total interest expense | 479 | 436 | 367 | 298 | 240 | 1,580 | 783 |
| Net interest income (a) | \$ 568 | \$ 566 | \$ 541 | \$ 512 | \$ 509 | \$ 2,187 | \$ 1,989 |
|  |  |  | rter ended |  |  | Year |  |
| Net Interest Margin | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } \\ 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } \\ 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| Average yields/rates |  |  |  |  |  |  |  |
| Yield on interest-earning assets |  |  |  |  |  |  |  |
| Loans | 5.91\% | 5.75\% | 5.48\% | 5.30\% | 5.04\% | 5.66\% | 5.01\% |
| Securities available for sale and held to maturity | 4.49 | 4.29 | 4.21 | 4.10 | 3.85 | 4.28 | 3.61 |
| Other | 5.00 | 4.15 | 4.11 | 3.22 | 3.25 | 4.11 | 2.98 |
| Total yield on interest-earning assets | 5.44 | 5.23 | 5.03 | 4.79 | 4.59 | 5.16 | 4.48 |
| Rate on interest-bearing liabilities |  |  |  |  |  |  |  |
| Deposits | 2.58 | 2.33 | 2.05 | 1.80 | 1.52 | 2.21 | 1.28 |
| Borrowed funds | 4.23 | 3.79 | 3.48 | 3.09 | 2.76 | 3.70 | 2.39 |
| Total rate on interest-bearing liabilities | 3.01 | 2.73 | 2.44 | 2.15 | 1.82 | 2.61 | 1.56 |
| Interest rate spread | 2.43 | 2.50 | 2.59 | 2.64 | 2.77 | 2.55 | 2.92 |
| Impact of noninterest-bearing sources | . 53 | . 46 | . 41 | . 38 | . 35 | . 45 | . 30 |
| Net interest margin | 2.96\% | 2.96\% | 3.00\% | 3.02\% | 3.12\% | 3.00\% | 3.22\% |


| Trading Revenue (b) In millions | Quarter ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | September 302005 |  | $\begin{gathered} \text { June } \\ 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } \\ 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| Net interest income | \$ | 2 | \$ | 1 | \$ | 4 | \$ | 2 | \$ | 4 | \$ | 9 | \$ | 13 |
| Noninterest income |  | 49 |  | 47 |  | 11 |  | 50 |  | 44 |  | 157 |  | 113 |
| Total trading revenue | \$ | 51 | \$ | 48 | \$ | 15 | \$ | 52 | \$ | 48 | \$ | 166 | \$ | 126 |
| Securities underwriting and trading | \$ | 7 | \$ | 2 | \$ | 5 | \$ | 5 | \$ | 23 | \$ | 19 | \$ | 60 |
| Foreign exchange |  | 12 |  | 10 |  | 9 |  | 8 |  | 9 |  | 39 |  | 31 |
| Financial derivatives |  | 32 |  | 36 |  | 1 |  | 39 |  | 16 |  | 108 |  | 35 |
| Total trading revenue | \$ | 51 | \$ | 48 |  | 15 | \$ | 52 | \$ | 48 | \$ | 166 | \$ | 126 |

(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:

|  | Quarter ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| Net interest income, GAAP basis | \$ | 555 | \$ | 559 | \$ | 534 | \$ | 506 | \$ | 503 | \$ | 2,154 | \$ | 1,969 |
| Taxable-equivalent adjustment |  | 13 |  | 7 |  | 7 |  | 6 |  | 6 |  | 33 |  | 20 |
| Net interest income, taxable-equivalent basis | \$ | 568 | \$ | 566 | \$ | 541 | \$ | 512 | \$ | 509 | \$ | 2,187 | \$ | 1,989 |

[^4]Efficiency Ratios (Unaudited)

|  | Quarter ended |  |  |  |  | Year ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| GAAP and Bank Efficiency Ratios |  |  |  |  |  |  |  |
| GAAP basis efficiency ratio (a) | 66\% | 69\% | 71\% | 68\% | 67\% | 68\% | 68\% |
| Bank efficiency ratio (b) | 63\% | 67\% | 69\% | 63\% | 64\% | 66\% | 63\% |

(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:

| Dollars in millions | Quarter ended |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| PNC total revenue, GAAP basis | \$ | 1,706 | \$ | 1,672 | \$1,459 | \$ 1,479 | \$ | 1,407 | \$ | 6,316 | \$ | 5,532 |
| Less: BlackRock revenue (c) |  | 371 |  | 320 | 275 | 258 |  | 195 |  | 1,224 |  | 759 |
| PFPC revenue (c) |  | 209 |  | 211 | 212 | 214 |  | 197 |  | 846 |  | 763 |
| Revenue, as adjusted | \$ | 1,126 | \$ | 1,141 | \$ 972 | \$ 1,007 | \$ | 1,015 | \$ | 4,246 | \$ | 4,010 |
| PNC noninterest expense, GAAP basis | \$ | 1,126 | \$ | 1,156 | \$1,036 | \$ 999 | \$ | 949 | \$ | 4,317 | \$ | 3,735 |
| Less: BlackRock noninterest expense |  | 257 |  | 221 | 189 | 184 |  | 132 |  | 851 |  | 559 |
| PFPC noninterest expense (c) |  | 165 |  | 171 | 173 | 176 |  | 164 |  | 685 |  | 646 |
| Noninterest expense, as adjusted | \$ | 704 | \$ | 764 | \$ 674 | \$ 639 | \$ | 653 | \$ | 2,781 | \$ | 2,530 |

(c) These amounts differ from amounts included on pages 12 through 15 of this financial supplement due to the presentation on pages 12 through 15 of BlackRock revenue on a taxable-equivalent basis and classification differences related to BlackRock and PFPC. Note 13 Business Segments in our third quarter 2005 Quarterly Report on Form $10-\mathrm{Q}$ provides further details on these differences.

|  | Quarter ended |  |  |  |  | Year ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |
| Retail Banking Efficiency Ratios |  |  |  |  |  |  |  |
| Efficiency, GAAP basis (a) | 57\% | 60\% | 61\% | 62\% | 60\% | 60\% | 62\% |
| Efficiency, as adjusted (b) | 55\% | 58\% | 59\% | 60\% | 58\% | 58\% | 60\% |

(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 Retail 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 Retail 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 Retail Banking efficiency ratio:

| Dollars in millions | Quarter ended |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| Revenue, GAAP basis | \$ | 752 | \$ | 737 | \$ 708 | \$ | 660 | \$ | 688 | \$ | 2,857 | \$ | 2,694 |
| Less: Hilliard Lyons |  | 48 |  | 50 | 51 |  | 49 |  | 51 |  | 198 |  | 200 |
| Revenue, as adjusted | \$ | 704 | \$ | 687 | \$ 657 | \$ | 611 | \$ | 637 | \$ | 2,659 | \$ | 2,494 |
| Noninterest expense, GAAP basis | \$ | 431 | \$ | 441 | \$ 434 | \$ | 409 | \$ | 412 | \$ | 1,715 | \$ | 1,671 |
| Less: Hilliard Lyons |  | 44 |  | 44 | 46 |  | 44 |  | 45 |  | 178 |  | 181 |
| Noninterest expense, as adjusted | \$ | 387 | \$ | 397 | \$ 388 | \$ | 365 | \$ | 367 | \$ | 1,537 | \$ | 1,490 |

## Average Consolidated Balance Sheet (Unaudited)

| Year ended-in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Interest-earning assets |  |  |  |  |
| Securities available for sale and held to maturity |  |  |  |  |
| Securities available for sale |  |  |  |  |
| Mortgage-backed, asset-backed, and other debt | \$ | 11,376 | \$ | 8,857 |
| U.S. Treasury and government agencies/corporations |  | 7,558 |  | 6,567 |
| State and municipal |  | 167 |  | 220 |
| Corporate stocks and other |  | 173 |  | 232 |
| Total securities available for sale |  | 19,274 |  | 15,876 |
| Securities held to maturity |  | 1 |  | 2 |
| Total securities available for sale and held to maturity (a) |  | 19,275 |  | 15,878 |
| Loans, net of unearned income |  |  |  |  |
| Commercial |  | 19,007 |  | 16,627 |
| Commercial real estate |  | 2,609 |  | 2,137 |
| Consumer |  | 16,208 |  | 14,165 |
| Residential mortgage |  | 6,136 |  | 4,040 |
| Lease financing |  | 2,944 |  | 3,470 |
| Other |  | 453 |  | 506 |
| Total loans, net of unearned income (a) |  | 47,357 |  | 40,945 |
| Loans held for sale |  | 2,301 |  | 1,636 |
| Federal funds sold and resale agreements |  | 985 |  | 1,670 |
| Other |  | 3,083 |  | 1,692 |
| Total interest-earning assets |  | 73,001 |  | 61,821 |
| Noninterest-earning assets |  |  |  |  |
| Allowance for loan and lease losses |  | (632) |  | (608) |
| Cash and due from banks |  | 3,164 |  | 2,895 |
| Other assets |  | 13,015 |  | 11,158 |
|  |  | - |  |  |
| Total assets (a) | \$ | 88,548 | \$ | 75,266 |
|  |  | - |  | - |
| Supplemental Average Balance Sheet Information |  |  |  |  |
| Loans excluding conduit | \$ | 45,691 | \$ | 39,058 |
| Market Street Funding Corporation conduit (a) |  | 1,666 |  | 1,887 |
|  |  | - |  |  |
| Total loans (a) | \$ | 47,357 | \$ | 40,945 |
|  |  | - |  | - |
| Trading Assets |  |  |  |  |
| Securities (b) | \$ | 1,850 | \$ | 871 |
| Resale agreements (c) |  | 663 |  | 166 |
| Financial derivatives (d) |  | 772 |  | 605 |
| Total trading assets | \$ | 3,285 | \$ | 1,642 |

(a) We deconsolidated Market Street from our Consolidated Balance Sheet in October 2005. Assets and liabilities of Market Street, consisting primarily of securities, loans, and commercial paper, are not reflected in our Average Consolidated Balance Sheet after October 17, 2005.
(b) Included in "Interest-earning assets-Other" above.
(c) Included in "Federal funds sold and resale agreements" above.
(d) Included in "Noninterest-earning assets-Other assets" above.

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

| Year ended - in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |
| Money market | \$ | 17,930 | \$ | 15,964 |
| Demand |  | 8,224 |  | 7,902 |
| Savings |  | 2,645 |  | 2,684 |
| Retail certificates of deposit |  | 11,623 |  | 9,075 |
| Other time |  | 1,559 |  | 686 |
| Time deposits in foreign offices |  | 2,347 |  | 1,371 |
|  |  |  |  |  |
| Total interest-bearing deposits |  | 44,328 |  | 37,682 |
| Borrowed funds |  |  |  |  |
| Federal funds purchased |  | 2,098 |  | 1,957 |
| Repurchase agreements |  | 2,189 |  | 1,433 |
| Bank notes and senior debt |  | 3,198 |  | 2,687 |
| Subordinated debt |  | 4,044 |  | 3,506 |
| Commercial paper (a) |  | 2,223 |  | 1,887 |
| Other borrowed funds |  | 2,447 |  | 1,045 |
| Total borrowed funds |  | 16,199 |  | 12,515 |
|  |  | - |  |  |
| Total interest-bearing liabilities |  | 60,527 |  | 50,197 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity |  |  |  |  |
| Demand and other noninterest-bearing deposits |  | 13,309 |  | 12,015 |
| Allowance for unfunded loan commitments and letters of credit |  | 80 |  | 90 |
| Accrued expenses and other liabilities |  | 6,098 |  | 5,389 |
| Minority and noncontrolling interests in consolidated entities |  | 542 |  | 455 |
| Shareholders' equity |  | 7,992 |  | 7,120 |
|  |  |  |  |  |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ | 88,548 | \$ | 75,266 |
|  |  | - |  | - |
| Supplemental Average Balance Sheet Information |  |  |  |  |
| Interest-bearing deposits | \$ | 44,328 | \$ | 37,682 |
| Demand and other noninterest-bearing deposits |  | 13,309 |  | 12,015 |
|  |  |  |  |  |
| Total deposits | \$ | 57,637 | \$ | 49,697 |
| Transaction deposits | \$ | 39,463 | \$ | 35,881 |
| Market Street Funding Corporation commercial paper (a) | \$ | 1,837 | \$ | 1,887 |
| Common shareholders' equity | \$ | 7,984 | \$ | 7,112 |
| Trading Liabilities |  |  |  |  |
| Securities sold short (b) | \$ | 993 | \$ | 275 |
| Repurchase agreements and other borrowings (c) |  | 1,044 |  | 249 |
| Financial derivatives (d) |  | 825 |  | 594 |
| Total trading liabilities | \$ | 2,862 | \$ | 1,118 |

(a) See note (a) on page 18 .
(b) Included in "Borrowed funds-Other" above.
(c) Included in "Borrowed funds-Repurchase agreements" and "Borrowed funds-Other" above.
(d) Included in "Accrued expenses and other liabilities" above.

## Average Consolidated Balance Sheet (Unaudited)


(a) See note (a) on page 18. The deconsolidation of Market Street affected the following loan categories: commercial, consumer, lease financing and other.
(b) Included in "Interest-earning assets-Other" above.
(c) Included in "Federal funds sold and resale agreements" above.
(d) Included in "Noninterest-earning assets-Other assets" above.

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

| Three months ended - in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | September 30 <br> 2005 |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |  |  |  |
| Money market | \$ | 19,194 | \$ | 18,447 | \$17,482 | \$16,562 | \$ | 16,328 |
| Demand |  | 8,378 |  | 8,343 | 8,205 | 7,965 |  | 7,999 |
| Savings |  | 2,377 |  | 2,589 | 2,787 | 2,831 |  | 2,819 |
| Retail certificates of deposit |  | 12,804 |  | 12,143 | 11,215 | 10,296 |  | 9,761 |
| Other time |  | 1,527 |  | 2,306 | 1,484 | 902 |  | 892 |
| Time deposits in foreign offices |  | 2,482 |  | 2,061 | 2,477 | 2,373 |  | 1,628 |
|  |  |  |  |  |  |  |  |  |
| Total interest-bearing deposits |  | 46,762 |  | 45,889 | 43,650 | 40,929 |  | 39,427 |
| Borrowed funds |  |  |  |  |  |  |  |  |
| Federal funds purchased |  | 2,518 |  | 1,704 | 2,506 | 1,659 |  | 1,676 |
| Repurchase agreements |  | 1,915 |  | 2,137 | 2,405 | 2,306 |  | 1,906 |
| Bank notes and senior debt |  | 3,558 |  | 3,271 | 3,288 | 2,663 |  | 2,535 |
| Subordinated debt |  | 4,438 |  | 3,996 | 3,826 | 3,911 |  | 3,476 |
| Commercial paper (a) |  | 798 |  | 3,316 | 2,438 | 2,344 |  | 1,947 |
| Other borrowed funds |  | 2,960 |  | 2,790 | 1,867 | 2,159 |  | 1,070 |
| Total borrowed funds |  | 16,187 |  | 17,214 | 16,330 | 15,042 |  | 12,610 |
| Total interest-bearing liabilities |  | 62,949 |  | 63,103 | 59,980 | 55,971 |  | 52,037 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity |  |  |  |  |  |  |  |  |
| Demand and other noninterest-bearing deposits |  | 14,057 |  | 13,738 | 12,987 | 12,432 |  | 12,539 |
| Allowance for unfunded loan commitments and letters of credit |  | 80 |  | 84 | 78 | 76 |  | 96 |
| Accrued expenses and other liabilities |  | 6,049 |  | 5,408 | 6,095 | 6,856 |  | 6,283 |
| Minority and noncontrolling interests in consolidated entities |  | 599 |  | 518 | 526 | 527 |  | 501 |
| Shareholders' equity |  | 8,336 |  | 8,225 | 7,893 | 7,500 |  | 7,316 |
|  |  |  |  |  |  |  |  |  |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ | 92,070 | \$ | 91,076 | \$87,559 | \$83,362 | \$ | 78,772 |
|  |  | - |  |  | - | - |  |  |
| Supplemental Average Balance Sheet Information |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ | 46,762 | \$ | 45,889 | \$43,650 | \$40,929 | \$ | 39,427 |
| Demand and other noninterest-bearing deposits |  | 14,057 |  | 13,738 | 12,987 | 12,432 |  | 12,539 |
|  |  |  |  |  | - |  |  |  |
| Total deposits | \$ | 60,819 | \$ | 59,627 | \$56,637 | \$53,361 | \$ | 51,966 |
| Transaction deposits | \$ | 41,629 | \$ | 40,528 | \$38,674 | \$36,959 | \$ | 36,866 |
| Market Street Funding Corporation commercial paper (a) | \$ | 514 | \$ | 2,553 | \$ 2,167 | \$ 2,125 | \$ | 1,947 |
| Common shareholders' equity | \$ | 8,328 | \$ | 8,217 | \$ 7,885 | \$ 7,492 | \$ | 7,308 |
| Trading Liabilities |  |  |  |  |  |  |  |  |
| Securities sold short (b) | \$ | 961 | \$ | 806 | \$ 750 | \$ 1,462 | \$ | 401 |
| Repurchase agreements and other borrowings (c) |  | 985 |  | 933 | 1,078 | 1,185 |  | 479 |
| Financial derivatives (d) |  | 908 |  | 814 | 909 | 667 |  | 664 |
| Total trading liabilities | \$ | 2,854 | \$ | 2,553 | \$ 2,737 | \$ 3,314 | \$ | 1,544 |

(a) See note (a) on page 18 .
(b) Included in "Borrowed funds-Other" above.
(c) Included in "Borrowed funds-Repurchase agreements" and "Borrowed funds-Other" above.
(d) Included in "Accrued expenses and other liabilities" above.

## Details of Loans and Lending Statistics (Unaudited)

## Loans

Period ended - in millions
(a) See note (a) on page 18 .
(b) Includes all commercial loans in the Retail Banking and Corporate \& Institutional Banking business segments other than the loans of Market Street. 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. We deconsolidated Market Street from our Consolidated Balance Sheet effective October 17, 2005.
(c) Exposure represents the sum of all loans, leases, commitments and letters of credit.

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 | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 634 | \$ | 628 | \$ 600 | \$ | 607 | \$ | 581 |
| Charge-offs |  |  |  |  |  |  |  |  |  |
| Commercial |  | (8) |  | (16) | (16) |  | (12) |  | (15) |
| Commercial real estate |  | (1) |  |  |  |  |  |  |  |
| Equipment lease financing |  | (29) |  |  |  |  |  |  | (1) |
| Consumer |  | (12) |  | (12) | (11) |  | (10) |  | (11) |
| Residential mortgage |  | (1) |  |  | (1) |  |  |  |  |
|  |  |  |  |  | - |  |  |  |  |
| Total charge-offs |  | (51) |  | (28) | (28) |  | (22) |  | (27) |
| Recoveries |  |  |  |  |  |  |  |  |  |
| Commercial (a) |  | 6 |  | 8 | 62 |  | 6 |  | 9 |
| Commercial real estate |  |  |  | 1 |  |  |  |  |  |
| Equipment lease financing |  |  |  |  | 1 |  |  |  | 1 |
| Consumer |  | 4 |  | 4 | 3 |  | 4 |  | 3 |
| Residential mortgage |  |  |  |  |  |  |  |  |  |
|  |  | - |  |  | - |  |  |  |  |
| Total recoveries (a) |  | 10 |  | 13 | 66 |  | 10 |  | 13 |
| Net recoveries (charge-offs) |  |  |  |  |  |  |  |  |  |
| Commercial (a) |  | (2) |  | (8) | 46 |  | (6) |  | (6) |
| Commercial real estate |  | (1) |  | 1 |  |  |  |  |  |
| Equipment lease financing |  | (29) |  |  | 1 |  |  |  |  |
| Consumer |  | (8) |  | (8) | (8) |  | (6) |  | (8) |
| Residential mortgage |  | (1) |  |  | (1) |  |  |  |  |
|  |  | - |  | - | - |  |  |  |  |
| Total net recoveries (charge-offs) (a) |  | (41) |  | (15) | 38 |  | (12) |  | (14) |
| Provision for (recoveries of) credit losses |  | 24 |  | 16 | (27) |  | 8 |  | 19 |
| Acquired allowance - Riggs |  |  |  |  | 23 |  |  |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (21) |  | 5 | (6) |  | (3) |  | 21 |
| Ending balance | \$ | 596 | \$ | 634 | \$ 628 | \$ | 600 | \$ | 607 |
|  |  |  |  |  | - |  |  |  |  |
| Supplemental Information |  |  |  |  |  |  |  |  |  |
| Commercial lending net recoveries (charge-offs) (a) (b) | \$ | (32) | \$ | (7) | \$ 47 | \$ | (6) | \$ | (6) |
| Consumer lending net recoveries (charge-offs) (c) |  | (9) |  | (8) | (9) |  | (6) |  | (8) |
|  |  | - |  | - | - |  |  |  |  |
| Total net recoveries (charge-offs) (a) | \$ | (41) | \$ | (15) | \$ 38 | \$ | (12) | \$ | (14) |
| Net charge-offs to average loans |  |  |  |  |  |  |  |  |  |
| Commercial lending |  | . $51 \%$ |  | .11\% | (.73)\% |  | .11\% |  | .11\% |
| Consumer lending |  | . 15 |  | . 14 | . 15 |  | . 14 |  | . 16 |

(a) Second quarter 2005 amounts reflect the impact of a $\$ 53$ million loan recovery during that period.
(b) Includes commercial, commercial real estate and equipment lease financing.
(c) Includes consumer and residential mortgage.

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

| Three months ended - in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 79 | \$ | 84 | \$ | 78 | \$ | 75 | \$ | 96 |
| Net change in allowance for unfunded loan commitments and letters of credit |  | 21 |  | (5) |  | 6 |  | 3 |  | (21) |
| Ending balance | \$ | 100 | \$ | 79 | \$ | 84 | \$ | 78 | \$ | 75 |

## Net Unfunded Commitments

| In millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net unfunded commitments (d) | \$ | 40,178 | \$ | 35,261 | \$33,925 | \$30,237 | \$ | 30,306 |

[^5]Details of Nonperforming Assets (Unaudited)
Nonperforming Assets by Type

| Period ended - in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 134 | \$ | 86 | \$ 88 | \$ | 83 | \$ | 89 |
| Commercial real estate |  | 14 |  | 11 | 11 |  | 11 |  | 14 |
| Equipment lease financing |  | 17 |  | 3 | 4 |  | 5 |  | 5 |
| Consumer |  | 10 |  | 11 | 10 |  | 13 |  | 11 |
| Residential mortgage |  | 15 |  | 16 | 19 |  | 19 |  | 21 |
| Total nonaccrual loans |  | 190 |  | 127 | 132 |  | 131 |  | 140 |
| Troubled debt restructured loan |  |  |  |  |  |  |  |  | 3 |
| Total nonperforming loans |  | 190 |  | 127 | 132 |  | 131 |  | 143 |
| Nonperforming loans held for sale (a) |  | 1 |  | 1 | 2 |  | 2 |  | 3 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |  |
| Equipment lease financing |  | 13 |  | 13 | 13 |  | 13 |  | 14 |
| Residential mortgage |  | 9 |  | 11 | 13 |  | 11 |  | 10 |
| Other |  | 3 |  | 4 | 4 |  | 5 |  | 5 |
| Total foreclosed and other assets |  | 25 |  | 28 | 30 |  | 29 |  | 29 |
| Total nonperforming assets (b) | \$ | 216 | \$ | 156 | \$ 164 | \$ | 162 | \$ | 175 |
| Nonperforming loans to total loans |  | .39\% |  | .25\% | . $27 \%$ |  | .29\% |  | . $33 \%$ |
| Nonperforming assets to total loans, loans held for sale and foreclosed assets |  | . 42 |  | . 29 | . 32 |  | . 35 |  | . 39 |
| Nonperforming assets to total assets |  | . 23 |  | . 17 | . 18 |  | . 19 |  | . 22 |

(a) Includes troubled debt restructured loans held for sale.

31, 2005, September 30, 2005, June 30, 2005, March 31, 2005, and
December 31, 2004 amounts include troubled debt restructured assets of $\$ 7$ million, $\$ 16$ million, $\$ 15$ million, $\$ 10$ million, and $\$ 11$ million, respectively).

Change in Nonperforming Assets

| In millions | Year ended |
| :--- | ---: |
|  | January 1, 2005 |$\quad 175$

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

| Period ended - in millions | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2004 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 81 | \$ | 78 | \$ 74 | \$ | 83 | \$ | 89 |
| Foreclosed and other assets |  | 9 |  | 9 | 10 |  | 10 |  | 11 |
| Total | \$ | 90 | \$ | 87 | \$ 84 | \$ | 93 | \$ | 100 |
| Corporate \& Institutional Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 108 | \$ | 48 | \$ 57 | \$ | 46 | \$ | 51 |
| Nonperforming loans held for sale |  | 1 |  | 1 | 2 |  | 2 |  | 3 |
| Foreclosed and other assets |  | 15 |  | 18 | 18 |  | 17 |  | 17 |
| Total | \$ | 124 | \$ | 67 | \$ 77 | \$ | 65 | \$ | 71 |
| Other (a) |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 1 | \$ | 1 | \$ | \$ | 2 | \$ | 3 |
| Foreclosed and other assets |  | 1 |  | 1 | 2 |  | 2 |  | 1 |
| Total | \$ | 2 | \$ | 2 | \$ 3 | \$ | 4 | \$ | 4 |
| Consolidated Totals |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 190 | \$ | 127 | \$ 132 | \$ | 131 | \$ | 143 |
| Nonperforming loans held for sale |  | 1 |  | 1 | 2 |  | 2 |  | 3 |
| Foreclosed and other assets |  | 25 |  | 28 | 30 |  | 29 |  | 29 |
| Total | \$ | 216 | \$ | 156 | \$ 164 | \$ | 162 | \$ | 175 |

Largest Nonperforming Assets at December 31, 2005 - in millions (b)

| Ranking | Outstandings |  | Industry |
| :---: | :---: | :---: | :---: |
| 1 | \$ | 20 | Food and Beverage Mfg. |
| 2 |  | 18 | Auto and Other Transportation |
| 3 |  | 13 | Air Transportation |
| 4 |  | 13 | Air Transportation |
| 5 |  | 12 | Computer and Electronic Mfg. |
| 6 |  | 10 | Fabricated Metal Mfg. |
| 7 |  | 6 | Real Estate |
| 8 |  | 5 | Professional and Support Services |
| 9 |  | 4 | Auto and Other Transportation |
| 10 |  | 4 | Construction |
| Total | \$ | 105 |  |
| As a percent of nonperforming assets |  | 49\% |  |

[^6](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.

Operating leverage - The period to period percentage change in total revenue less the percentage change in noninterest expense. A positive percentage indicates that revenue growth exceeded expense growth (i.e., positive operating leverage) while a negative percentage implies expense growth exceeded revenue growth (i.e., negative operating leverage).

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

Retail 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 839 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. Retail 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 ${ }^{\mathbb{B}}$ product. These services are provided to individuals and corporations primarily within our primary geographic markets.

Corporate \& Institutional Banking provides lending, treasury management, and capital markets-related products and services 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. It also provides commercial loan servicing, real estate advisory and technology solutions for the commercial real estate finance industry and provides mergers and acquisitions advisory and related services to middle-market companies. Corporate \& 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 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.

## Exhibit 99.2

The PNC Financial Services Group, Inc.
Fourth Quarter and Full Year 2005
Earnings Conference Call

January 19, 2006

## 2005 Highlights

- Record year - Earned $\$ 1.3$ billion or $\$ 4.55$ per diluted share
- Improved operating leverage in $4^{\text {th }}$ quarter
- One PNC initiative ahead of schedule
- Leveraged market leadership positions to grow our businesses
- Grew our customer base by deepening customer knowledge and relationships
- Maintained a disciplined risk management program
- Managed capital effectively and invested in PNC


## Business Results are Gaining Momentum

| \$ millions | Quarter Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Earnings (Loss) |  |  | Return onAvg. Capital *2005 |
|  | 2005 | 2004 | Growth |  |
| Retail Banking | \$195 | \$167 | 17\% | 26\% |
| Corporate \& Institutional Banking | 108 | 108 | - | 24\% |
| BlackRock | 73 | 50 | 46\% | 32\% |
| PFPC | 29 | 20 | 45\% | 32\% |
| Total business segment earnings | 405 | 345 | 17\% | 27\% |
| Minority interest in income of BlackRock | (22) | (15) |  |  |
| Other | (28) | (23) |  |  |
| Total consolidated | \$355 | \$307 | 16\% | 17\% |

* Percentages for BlackRock and PFPC reflect return on average
equity.


## Income Statement Highlights Fourth Quarter 2005

| \$ millions, except EPS |  | \% Change |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{c}\text { Fourth Quarter } \\ 2005\end{array}$ | Third Qutspter 2005 | Fourth Quarter 2004 |
| Net interest income * | \$568 | . $4 \%$ | 12\% |
| Noninterest income | \$1,151 | 3\% | 27\% |
| Total revenue * | \$1,719 | 2\% | 22\% |
| Provision | \$24 | 50\% | 26\% |
| Noninterest expense | \$1,126 | (3)\% | 19\% |
| Net income | \$355 | 6\% | 16\% |
| EPS - diluted | \$1.20 | 5\% | 11\% |

* Net interest income and total revenue are presented on a taxable-equivalent basis; see Appendix for GAAP reconciliation.

4

## Balance Sheet Highlights Fourth Quarter 2005

Average balances, \$
hillional Ioans
Securities
Total interest-earning assets
Total assets

| Fourth Quarter2005 | \% Change |  |
| :---: | :---: | :---: |
|  | Third Qutster 2005 | $\begin{gathered} \text { Fourth Quarter } \\ 2004 \\ \hline \end{gathered}$ |
| \$48.8 | (1)\% | 13\% |
| \$20.8 | 2\% | 29\% |
| \$76.2 | 1\% | 18\% |
| \$92.1 | 1\% | 17\% |

Noninterest bearing demand deposits
\$14.1
2\%
12\%
Money market deposits
\$19.2
4\%
18\%
Savings and retail CDs
\$15.2
3\%
21\%
Total deposits
Total borrowed funds
\$60.8
2\%
17\%

At quarter
Pangible common capital ratio
5\%
Loans to deposits 81\%
Deposits to total funds 66\%

## One PNC - Making Efficiency Part of Our Culture

## Building a More Competitive Company

| Expected Outcomes | Update - As of 12/31/05 |
| :---: | :---: |
| - Eliminate 3,000 positions | - 1,800 positions eliminated |
| - Implement 2,400 ideas | $88 \%$ of ideas are complete or in process |
| - Achieve $\$ 400$ million of total value | Delivered $\$ 90$ million in 2005. On track to capture $\$ 400$ million of value by 2007 |

## 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 Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "project" and other similar words and expressions.

Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-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-looking 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 addition to factors that we have disclosed in our 2004 annual report on Form 10-K, our third 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 forward-looking statements or from our historical performance:

- changes in political, economic or industry conditions, the interest rate environment, or the financial and capital 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 other debt and equity investments, of loans held for sale, or of other on-balance sheet or off-balance sheet assets; or ( g ) the availability and terms of funding necessary to meet our liquidity needs;
- the impact on us of legal and regulatory developments, including the following: (a) the resolution of legal proceedings or regulatory and other governmental inquiries; (b) increased litigation risk from recent regulatory and other governmental developments; (c) the results of the regulatory examination process, our failure to satisfy the requirements of agreements with governmental agencies, and regulators' future use of supervisory and enforcement 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 condition 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 competition;
- the introduction, withdrawal, success and timing of our business initiatives and strategies;


## Cautionary Statement Regarding Forward-Looking Information

- customer acceptance of our products and services, and our customers' borrowing, repayment, investment and deposit practices;
- the impact on us of changes in the extent of customer or counterparty delinquencies, bankruptcies or defaults, 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 claimed by others;
- the timing and pricing of any sales of loans or other financial assets held for sale;
- our ability to obtain desirable levels of insurance and to successfully submit claims under applicable insurance policies;
- 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 significantly by the results of the implementation of our One PNC initiative, 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 may cause the anticipated expense savings and revenue enhancements from that initiative not to be achieved in their entirety, not to be accomplished within the expected time frame, or to result in implementation 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 revenue 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 right 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 expensive 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, our

## Cautionary Statement Regarding Forward-Looking Information

pursuit of attractive acquisition opportunities could be negatively impacted due to regulatory delays or other regulatory issues. Regulatory and/or legal issues of an acquired business may cause reputational harm to PNC following the acquisition and integration of the acquired business into ours and may result in additional future costs and expenses arising as a result of those issues. Recent acquisitions, including our acquisition of Riggs National Corporation, continue to present the integration 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 statements or from our historical performance in the reports that we file with the SEC. You can access our SEC reports on the SEC's website at www.sec.gov and on or through our corporate website at www.pnc.com.

Also, risks and uncertainties that could affect the results anticipated in forward-looking 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 analysts' opinions, estimates or forecasts (and therefore 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.

# Non-GAAP to GAAP Reconcilement 

## Net Interest Income and Total Revenue

\$ millions

Net interest income, GAAP
中askisble-equivalent
Rdiustreert income, taxable-equivalent basis

Total consolidated revenue, GAAP
中asisble-equivalent
9ditatterfsblidated revenue, taxable-equivalent basis

| 4Q05 | 3Q05 | 4Q04 | \% Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { 4Q05 } \\ \text { vs. } \\ \text { 3Q05 } \end{gathered}$ | $\begin{gathered} \text { 4Q05 } \\ \text { vs. } \\ \text { 4Q04 } \end{gathered}$ |
| \$555 | \$559 | \$503 | (.7)\% | 10\% |
| 13 | 7 | 6 | N/M | N/M |
| \$568 | \$566 | \$509 | . $4 \%$ | 12\% |
| \$1,706 | \$1,672 | \$1,407 | 2\% | 21\% |
| 13 | 7 | 6 | N/M | N/M |
| \$1,719 | \$1,679 | \$1,413 | 2\% | 22\% |

N/M - not


[^0]:    (a) The decrease in the effective tax rate for 2005 compared with 2004 was principally caused by 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 decrease in the effective tax rate in 2004 compared with 2003 reflected reduced state and local tax expense due to tax benefits of $\$ 18$ million recorded in 2004 in connection with New York state and city audits (principally associated with BlackRock), and a $\$ 14$ million reduction in income tax expense following our determination in the third quarter of 2004 that we no longer required an income tax reserve related to bank-owned life insurance.

[^1]:    (a) See notes (a) and (b) on page 4.
    (b) See page 17 for a reconciliation of the efficiency ratio, as adjusted, to the efficiency ratio on a GAAP basis.

[^2]:    (a) See notes (a) and (b) on pages 4 and 5 .
    (b) See page 17 for a reconciliation of the efficiency ratio, as adjusted, to the efficiency ratio on a GAAP basis.

[^3]:    (a) See notes (a) and (b) on pages 4 and 5 .
    (b) Includes lease financing and Market Street. Market Street was deconsolidated from our Consolidated Balance Sheet effective October 17, 2005.
    (c) Includes Market Street. See Supplemental Average Balance Sheet Information on pages 18 through 21.
    (d) Represents consolidated PNC amounts.
    (e) Presented as of period-end.

[^4]:    (b) See pages 18 through 21 for disclosure of average trading assets and liabilities.

[^5]:    (d) Balance at December 31, 2005 reflects the deconsolidation of Market Street from our Consolidated Balance Sheet effective October 17, 2005. Amounts related to Market Street are now considered third party net unfunded commitments.

[^6]:    (a) Represents residential mortgages related to PNC's asset and liability management function

