# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934
April 18, 2007
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 <br> (State or other jurisdiction of <br> incorporation or organization)

25-1435979
(I.R.S. Employer

Identification No.)
One PNC Plaza
249 Fifth Avenue
Pittsburgh, Pennsylvania 15222-2707
(Address of principal executive offices, including zip code)
(412) 762-2000
(Registrant's telephone number, including area code)
Not Applicable
(Former name or former address, if changed since last report)

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

## Item 2.02 Results of Operations and Financial Condition.

On April 18, 2007, 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 three months ended March 31, 2007. The Corporation also provided supplementary financial information on its web site, including financial information disclosed in connection with its 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.

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

## SIGNATURE

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

THE PNC FINANCIAL SERVICES GROUP, INC.

## (Registrant)

Date: April 18, 2007
By: /s/ Samuel R. Patterson
Samuel R. Patterson
Controller

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## EXHIBIT INDEX

| $\frac{\text { Number }}{99.1}$ | Description |  | Method of Filing |
| :--- | :--- | :--- | :--- |
| 99.2 | Financial Supplement (unaudited) for First Quarter 2007 | Furnished herewith |  |
|  |  | $-4-$ | Furnished herewith |

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
FIRST QUARTER 2007 (UNAUDITED)

# THE PNC FINANCIAL SERVICES GROUP, INC. <br> FINANCIAL SUPPLEMENT <br> FIRST QUARTER 2007 <br> (UNAUDITED) 

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The information contained in this Financial Supplement is preliminary, unaudited and based on data available on April 18, 2007. We have reclassified certain prior period amounts included in this Financial Supplement to be consistent with the current period presentation. This information speaks only as of the particular date or dates included in the schedules. We do not undertake any obligation to, and disclaim any duty to, correct or update any of the information provided in this Financial Supplement. Our future financial performance is subject to risks and uncertainties as described in our SEC filings.

## Mercantile Acquisition

We completed our acquisition of Mercantile Bankshares Corporation ("Mercantile") on March 2, 2007 and our financial results include Mercantile from that date. PNC issued approximately 53 million shares of PNC common stock and paid approximately $\$ 2.1$ billion in cash as consideration for the acquisition, and accounted for the transaction under the purchase method of accounting.

## BlackRock/MLIM Transaction

As further described in our Annual Report on Form 10-K for the year ended December 31, 2006, during 2006 BlackRock, Inc. ("BlackRock"), formerly a majority-owned subsidiary of The PNC Financial Services Group, Inc., and Merrill Lynch entered into a definitive agreement pursuant to which Merrill Lynch agreed to contribute its investment management business ("MLIM") to BlackRock in exchange for 65 million shares of newly issued BlackRock common and preferred stock. This transaction closed on September 29, 2006.
For the quarters ended September 30, 2006, June 30, 2006 and March 31, 2006 presented in this Financial Supplement, our Consolidated Income Statement reflects our former majority ownership interest in BlackRock. However, our Consolidated Income Statement for the quarters ended March 31, 2007 and December 31, 2006 and our Consolidated Balance Sheet as of March 31, 2007, December 31, 2006 and September 30, 2006 reflect the deconsolidation of BlackRock's balance sheet amounts and recognize our approximately $34 \%$ ownership interest in BlackRock as of those dates as an investment accounted for under the equity method.

We have also provided, for information purposes only, adjusted results in this document to reflect BlackRock as if it had been accounted for under the equity method for all periods presented

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Income Statement (Unaudited)

| For the three months ended - in millions, except per share data | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 896 | \$ | 821 | \$ | 838 | \$ 797 | \$ | 747 |
| Securities available for sale |  | 310 |  | 280 |  | 271 | 255 |  | 243 |
| Other |  | 109 |  | 116 |  | 94 | 74 |  | 76 |
| Total interest income |  | 1,315 |  | 1,217 |  | 1,203 | 1,126 |  | 1,066 |
| Interest Expense |  |  |  |  |  |  |  |  |  |
| Deposits |  | 468 |  | 450 |  | 434 | 379 |  | 327 |
| Borrowed funds |  | 224 |  | 201 |  | 202 | 191 |  | 183 |
| Total interest expense |  | 692 |  | 651 |  | 636 | 570 |  | 510 |
| Net interest income |  | 623 |  | 566 |  | 567 | 556 |  | 556 |
| Provision for credit losses |  | 8 |  | 42 |  | 16 | 44 |  | 22 |
| Net interest income less provision for credit losses |  | 615 |  | 524 |  | 551 | 512 |  | 534 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |
| Asset management |  | 165 |  | 149 |  | 381 | 429 |  | 461 |
| Fund servicing |  | 295 |  | 249 |  | 213 | 210 |  | 221 |
| Service charges on deposits |  | 77 |  | 79 |  | 81 | 80 |  | 73 |
| Brokerage |  | 66 |  | 63 |  | 61 | 63 |  | 59 |
| Consumer services |  | 91 |  | 93 |  | 89 | 94 |  | 89 |
| Corporate services |  | 159 |  | 177 |  | 157 | 157 |  | 135 |
| Equity management gains |  | 32 |  | 25 |  | 21 | 54 |  | 7 |
| Net securities losses |  | (3) |  |  |  | (195) | (8) |  | (4) |
| Trading |  | 52 |  | 33 |  | 38 | 55 |  | 57 |
| Net gains (losses) related to BlackRock |  | 52 |  | (12) |  | 2,078 |  |  |  |
| Other |  | 97 |  | 113 |  | 19 | 96 |  | 87 |
| Total noninterest income |  | 1,083 |  | 969 |  | 2,943 | 1,230 |  | 1,185 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |
| Compensation |  | 418 |  | 442 |  | 573 | 558 |  | 555 |
| Employee benefits |  | 72 |  | 55 |  | 86 | 76 |  | 87 |
| Net occupancy |  | 87 |  | 69 |  | 79 | 83 |  | 79 |
| Equipment |  | 71 |  | 69 |  | 77 | 80 |  | 77 |
| Marketing |  | 21 |  | 23 |  | 39 | 22 |  | 20 |
| Other |  | 367 |  | 311 |  | 313 | 326 |  | 344 |
| Total noninterest expense |  | 1,036 |  | 969 |  | 1,167 | 1,145 |  | 1,162 |
| Income before minority interest and income taxes |  | 662 |  | 524 |  | 2,327 | 597 |  | 557 |
| Minority interest in income of BlackRock |  |  |  |  |  | 6 | 19 |  | 22 |
| Income taxes |  | 203 |  | 148 |  | 837 | 197 |  | 181 |
| Net income | \$ | 459 | \$ | 376 | \$ | 1,484 | \$ 381 | \$ | 354 |
| Earnings Per Common Share |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.49 | \$ | 1.29 | \$ | 5.09 | \$ 1.30 | \$ | 1.21 |
| Diluted | \$ | 1.46 | \$ | 1.27 | \$ | 5.01 | \$ 1.28 | \$ | 1.19 |
| Average Common Shares Outstanding |  |  |  |  |  |  |  |  |  |
| Basic |  | 308 |  | 291 |  | 291 | 293 |  | 292 |
| Diluted |  | 312 |  | 295 |  | 296 | 297 |  | 296 |
| Efficiency |  | 61\% |  | 63\% |  | 33\% | 64\% |  | 67\% |
| Noninterest income to total revenue |  | 63\% |  | 63\% |  | 84\% | 69\% |  | 68\% |
| Effective tax rate(a) |  | 30.7\% |  | 28.2\% |  | 36.0\% | 33.0\% |  | 32.5\% |

(a) The effective tax rates presented are on a GAAP basis. The lower rates for the first quarter of 2007 and the fourth quarter of 2006 reflect the impact of the deconsolidation of BlackRock effective September 29, 2006 and certain tax adjustments in both periods. The higher effective rate for the third quarter of 2006 was primarily due to the impact of the gain on the BlackRock/MLIM transaction and a $\$ 57$ million cumulative adjustment to deferred taxes made in the same quarter in connection with that transaction.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Adjusted Condensed Consolidated Income Statement (Unaudited) (a)

| For the three months ended - in millions | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ |  | \$ | 566 | \$ | 564 | \$ 552 | \$ | 553 |
| Provision for credit losses |  | 8 |  | 42 |  | 16 | 44 |  | 22 |
| Net interest income less provision for credit losses |  | 615 |  | 524 |  | 548 | 508 |  | 531 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |
| Asset management |  | 167 |  | 159 |  | 122 | 129 |  | 128 |
| Other |  | 760 |  | 768 |  | 675 | 755 |  | 666 |
| Total noninterest income |  | 927 |  | 927 |  | 797 | 884 |  | 794 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 488 |  | 497 |  | 461 | 457 |  | 450 |
| Other |  | 431 |  | 408 |  | 376 | 390 |  | 378 |
| Total noninterest expense |  | 919 |  | 905 |  | 837 | 847 |  | 828 |
| Income before income taxes |  | 623 |  | 546 |  | 508 | 545 |  | 497 |
| Income taxes |  | 189 |  | 155 |  | 128 | 159 |  | 140 |
| Net income | \$ | 434 | \$ | 391 | \$ | 380 | \$386 | \$ | 357 |

(a) This schedule is provided for informational purposes only and reflects historical consolidated financial information of PNC (1) with amounts adjusted for the impact of certain specified items and (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented. See Appendix to Financial Supplement for reconciliations of these amounts to the corresponding GAAP amounts for each of the periods presented. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of deconsolidation on various components of our income statement and balance sheet. Adjusted information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results.

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## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Balance Sheet (Unaudited)

| In millions, except par value | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ | $\begin{aligned} & \text { September } 30 \\ & \quad 2006 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ 3,234 | \$ 3,523 | \$ | 3,018 | \$ 3,438 | \$ 3,206 |
| Federal funds sold and resale agreements | 1,604 | 1,763 |  | 2,818 | 675 | 511 |
| Other short-term investments, including trading securities | 3,041 | 3,130 |  | 2,718 | 2,005 | 2,641 |
| Loans held for sale | 2,382 | 2,366 |  | 4,317 | 2,165 | 2,266 |
| Securities available for sale | 26,475 | 23,191 |  | 19,512 | 21,724 | 21,529 |
| Loans, net of unearned income of \$1,005, \$795, \$815, \$828, and \$832 | 62,925 | 50,105 |  | 48,900 | 50,548 | 49,521 |
| Allowance for loan and lease losses | (690) | (560) |  | (566) | (611) | (597) |
| Net loans | 62,235 | 49,545 |  | 48,334 | 49,937 | 48,924 |
| Goodwill | 7,739 | 3,402 |  | 3,418 | 3,636 | 3,638 |
| Other intangible assets | 929 | 641 |  | 590 | 862 | 844 |
| Equity investments | 5,408 | 5,330 |  | 5,130 | 1,461 | 1,387 |
| Other | 9,516 | 8,929 |  | 8,581 | 9,011 | 8,311 |
| Total assets | \$122,563 | \$ 101,820 | \$ | $\underline{\text { 98,436 }}$ | $\underline{\underline{\$ 94,914}}$ | $\underline{\underline{\$ 93,257}}$ |
| Liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Noninterest-bearing | \$ 18,191 | \$ 16,070 | \$ | 14,840 | \$14,434 | \$14,250 |
| Interest-bearing | 59,176 | 50,231 |  | 49,732 | 49,059 | 46,649 |
| Total deposits | 77,367 | 66,301 |  | 64,572 | 63,493 | 60,899 |
| Borrowed funds |  |  |  |  |  |  |
| Federal funds purchased | 5,638 | 2,711 |  | 3,475 | 3,320 | 3,156 |
| Repurchase agreements | 2,586 | 2,051 |  | 2,275 | 2,136 | 2,892 |
| Bank notes and senior debt | 4,551 | 3,633 |  | 2,177 | 3,503 | 3,362 |
| Subordinated debt | 4,628 | 3,962 |  | 4,436 | 4,329 | 4,387 |
| Other | 3,053 | 2,671 |  | 2,332 | 2,363 | 2,643 |
| Total borrowed funds | 20,456 | 15,028 |  | 14,695 | 15,651 | 16,440 |
| Allowance for unfunded loan commitments and letters of credit | 121 | 120 |  | 117 | 103 | 103 |
| Accrued expenses | 3,864 | 3,970 |  | 3,855 | 2,635 | 2,585 |
| Other | 4,649 | 4,728 |  | 4,031 | 3,573 | 3,822 |
| Total liabilities | 106,457 | 90,147 |  | 87,270 | 85,455 | 83,849 |
| Minority and noncontrolling interests in consolidated entities | 1,367 | 885 |  | 408 | 632 | 627 |

## Shareholders' Equity

Preferred stock (a)

| Common stock - \$5 par value |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Authorized 800 shares, issued 353 shares | 1,764 | 1,764 | 1,764 | 1,764 | 1,764 |
| Capital surplus | 2,520 | 1,651 | 1,628 | 1,325 | 1,305 |
| Retained earnings | 11,134 | 10,985 | 10,771 | 9,449 | 9,230 |
| Accumulated other comprehensive loss | (162) | (235) | (109) | (510) | (394) |
| Common stock held in treasury at cost: $7,60,59,58$, and 57 shares | (517) | $(3,377)$ | $(3,296)$ | $(3,201)$ | $(3,124)$ |
| Total shareholders' equity | 14,739 | 10,788 | 10,758 | 8,827 | 8,781 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | $\underline{\text { \$122,563 }}$ | $\underline{\text { \$ 101,820 }}$ | \$ 98,436 | $\underline{\text { 994,914 }}$ | \$93,257 |
| Capital Ratios |  |  |  |  |  |
| Tier 1 risk-based (b) | 8.6\% | 10.4\% | 10.4\% | 8.8\% | 8.8\% |
| Total risk-based (b) | 12.2 | 13.5 | 13.6 | 12.4 | 12.5 |
| Leverage (b) | 8.7 | 9.3 | 9.4 | 7.7 | 7.6 |
| Tangible common equity | 5.8 | 7.4 | 7.5 | 5.2 | 5.2 |
| Common shareholders' equity to assets | 12.0 | 10.6 | 10.9 | 9.3 | 9.4 |
| Asset Quality Ratios |  |  |  |  |  |
| Nonperforming loans to total loans | . $28 \%$ | . $29 \%$ | .34\% | . $41 \%$ | . $37 \%$ |
| Nonperforming assets to total loans and foreclosed assets | . 32 | . 34 | . 39 | . 46 | . 42 |
| Nonperforming assets to total assets | . 17 | . 17 | . 19 | . 24 | . 22 |
| Net charge-offs to average loans (For the three months ended) | . 27 | . 36 | . 37 | . 24 | . 15 |
| Allowance for loan and lease losses to loans | 1.10 | 1.12 | 1.16 | 1.21 | 1.21 |
| Allowance for loan and lease losses to nonperforming loans | 388 | 381 | 339 | 294 | 328 |

(a) Less than $\$ .5$ million at each date.
(b) The ratios for March 31, 2007 are estimated and include Mercantile.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Summary of Business Results and Period-end Employees (Unaudited)

| Three months ended - in millions (a) (c) Earnings | March 31 2007 | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking (b) | \$ 201 | \$ | 184 | \$ | 206 | \$ 185 |  | \$ 190 |
| Corporate \& Institutional Banking (b) | 132 |  | 126 |  | 111 | 115 |  | 102 |
| PFPC | 31 |  | 31 |  | 40 | 26 |  | 27 |
| Other, including BlackRock (b) (c) | 95 |  | 35 |  | 1,127 | 55 |  | 35 |
| Total consolidated net income | \$ 459 | \$ | 376 | \$ | 1,484 | \$ 381 |  | \$ 354 |
| Revenue (d) |  |  |  |  |  |  |  |  |
| Retail Banking (b) | \$ 839 | \$ | 799 | \$ | 791 | \$ 782 |  | \$ 753 |
| Corporate \& Institutional Banking (b) | 370 |  | 390 |  | 352 | 378 |  | 335 |
| PFPC (e) | 292 |  | 245 |  | 208 | 208 |  | 218 |
| Other, including BlackRock (b) (c) | 211 |  | 106 |  | 2,166 | 424 |  | 442 |
| Total consolidated revenue | \$ 1,712 | \$ | 1,540 | \$ | 3,517 | \$1,792 |  | \$ 1,748 |

(a) This summary also serves as a reconciliation of total earnings and revenue for all businesses to total consolidated net income and revenue. Our business 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) Includes amounts related to Mercantile for the first quarter of 2007, beginning with the Mercantile acquisition closing on March 2, 2007.
(c) We consider BlackRock to be a separate reportable business segment but have combined its results with Other for this presentation. Our Quarterly Report on Form 10-Q for the first quarter of 2007 will provide additional business segment disclosures for BlackRock.
(d) Business 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 also provide revenue on a taxable-equivalent basis by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on other taxable 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):

|  | $\begin{aligned} & \text { March } 31 \\ & 2007 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total consolidated revenue, book (GAAP) basis | \$ 1,706 | \$ | 1,535 | \$ | 3,510 | \$1,786 | \$ 1,741 |
| Taxable-equivalent adjustment | 6 |  | 5 |  | 7 | 6 | 7 |
| Total consolidated revenue, taxable-equivalent basis | \$ 1,712 | \$ | 1,540 | \$ | 3,517 | \$1,792 | \$ 1,748 |

(e) Amounts for PFPC represent the sum of total operating revenue and net nonoperating income (expense) less debt financing costs.

| Period-end Employees | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Full-time employees |  |  |  |  |  |
| Retail Banking | 11,645 | 9,549 | 9,531 | 9,674 | 9,725 |
| Corporate \& Institutional Banking | 2,038 | 1,936 | 1,925 | 1,899 | 1,892 |
| PFPC | 4,400 | 4,381 | 4,317 | 4,314 | 4,291 |
| Other, including BlackRock |  |  |  |  |  |
| Operations \& Technology | 4,573 | 3,988 | 4,006 | 3,994 | 3,942 |
| Staff Services | 1,979 | 1,601 | 1,595 | 1,593 | 1,560 |
| BlackRock |  |  |  | 2,317 | 2,232 |
| Total Other | 6,552 | 5,589 | 5,601 | 7,904 | 7,734 |
| Total full-time employees | 24,635 | 21,455 | 21,374 | 23,791 | 23,642 |
| Total part-time employees | 3,060 | 2,328 | 2,165 | 2,241 | 2,003 |
| Total employees | $\underline{\underline{27,695}}$ | 23,783 | $\underline{\text { 23,539 }}$ | $\underline{\underline{26,032}}$ | $\underline{\text { 25,645 }}$ |

The period-end employee statistics disclosed for each business reflect staff directly employed by the respective business and exclude operations, technology and staff services employees. No employees are shown for BlackRock at March 31, 2007, December 31, 2006 or September 30, 2006 as we deconsolidated BlackRock effective September 29, 2006. Mercantile employees are included in the Retail Banking, Corporate \& Institutional Banking, and Other businesses at March 31, 2007.

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## THE PNC FINANCIAL SERVICES GROUP, INC.

## Retail Banking (Unaudited)

| Taxable-equivalent basis (a) <br> Dollars in millions | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |  |  |  |
| Net interest income | \$ 452 | \$ | 419 | \$ | 427 | \$ 424 | \$ 408 |
| Noninterest income | 387 |  | 380 |  | 364 | 358 | 345 |
| Total revenue | 839 |  | 799 |  | 791 | 782 | 753 |
| Provision for credit losses | 23 |  | 35 |  | 9 | 28 | 9 |
| Noninterest expense | 496 |  | 471 |  | 456 | 460 | 440 |
| Pretax earnings | 320 |  | 293 |  | 326 | 294 | 304 |
| Income taxes | 119 |  | 109 |  | 120 | 109 | 114 |
| Earnings | \$ 201 | \$ | 184 | \$ | 206 | \$ 185 | \$ 190 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |
| Home equity | \$13,881 | \$ | 13,807 | \$ | 13,849 | \$13,816 | \$13,778 |
| Indirect | 1,480 |  | 1,133 |  | 1,069 | 1,019 | 987 |
| Other consumer | 1,490 |  | 1,322 |  | 1,221 | 1,202 | 1,248 |
| Total consumer | 16,851 |  | 16,262 |  | 16,139 | 16,037 | 16,013 |
| Commercial | 8,201 |  | 5,907 |  | 5,821 | 5,715 | 5,433 |
| Floor plan | 952 |  | 853 |  | 854 | 964 | 970 |
| Residential mortgage | 1,781 |  | 1,031 |  | 1,509 | 1,577 | 1,648 |
| Other | 233 |  | 234 |  | 250 | 248 | 236 |
| Total loans | 28,018 |  | 24,287 |  | 24,573 | 24,541 | 24,300 |
| Goodwill and other intangible assets | 2,942 |  | 1,574 |  | 1,580 | 1,586 | 1,582 |
| Loans held for sale | 1,562 |  | 1,505 |  | 1,513 | 1,535 | 1,880 |
| Other assets | 1,927 |  | 1,671 |  | 1,640 | 1,621 | 1,607 |
| Total assets | $\underline{\underline{\$ 34,449}}$ | \$ | $\underline{\text { 29,037 }}$ | \$ | 29,306 | $\underline{\underline{\$ 29,283}}$ | $\underline{\underline{\$ 29,369}}$ |
| Deposits |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ 8,871 | \$ | 7,834 | \$ | 7,848 | \$ 7,908 | \$ 7,777 |
| Interest-bearing demand | 8,354 |  | 7,865 |  | 7,787 | 7,950 | 8,025 |
| Money market | 15,669 |  | 14,822 |  | 14,832 | 14,697 | 14,644 |
| Total transaction deposits | 32,894 |  | 30,521 |  | 30,467 | 30,555 | 30,446 |
| Savings | 2,243 |  | 1,877 |  | 1,976 | 2,109 | 2,183 |
| Certificates of deposit | 15,738 |  | 14,694 |  | 14,053 | 13,560 | 13,115 |
| Total deposits | 50,875 |  | 47,092 |  | 46,496 | 46,224 | 45,744 |
| Other liabilities | 708 |  | 598 |  | 515 | 537 | 560 |
| Capital | 3,287 |  | 3,034 |  | 2,988 | 2,979 | 2,943 |
| Total funds | $\underline{\underline{\$ 54,870}}$ | \$ | 50,724 | \$ | 49,999 | $\underline{\text { \$49,740 }}$ | $\underline{\underline{\$ 49,247}}$ |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |
| Return on average capital | 25\% |  | 24\% |  | 27\% | 25\% | 26\% |
| Noninterest income to total revenue | 46 |  | 48 |  | 46 | 46 | 46 |
| Efficiency | 59 |  | 59 |  | 58 | 59 | 58 |

(a) See notes (a), (b) and (d) on page 4.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Retail Banking (Unaudited) (Continued)


(a) Presented as of period-end.
(b) Amounts include the impact of Mercantile, which we acquired effective March 2, 2007.
(c) Excludes certain satellite branches that provide limited products and service hours.
(d) Excludes brokerage account assets.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Retail Banking (Unaudited) (Continued)

| Three months ended <br> Dollars in millions except as noted | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OTHER INFORMATION, EXCLUDING MERCANTILE (a) (b) |  |  |  |  |  |  |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Total nonperforming assets (c) | \$ | 101 | \$ | 106 | \$ | 95 | \$ | 104 | \$ | 93 |
| Net charge-offs | \$ | 26 | \$ | 21 | \$ | 31 | \$ | 19 | \$ | 14 |
| Annualized net charge-off ratio |  | .43\% |  | . $34 \%$ |  | . $50 \%$ |  | . $31 \%$ |  | .23\% |
| Home equity portfolio credit statistics: |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions |  | 43\% |  | 43\% |  | 44\% |  | 45\% |  | 45\% |
| Weighted average loan-to-value ratios |  | 70\% |  | 70\% |  | 69\% |  | 69\% |  | 68\% |
| Weighted average FICO scores |  | 726 |  | 728 |  | 728 |  | 728 |  | 727 |
| Loans 90 days past due |  | .25\% |  | .24\% |  | .22\% |  | .21\% |  | .22\% |
| Checking-related statistics: |  |  |  |  |  |  |  |  |  |  |
| Retail Banking checking relationships |  | 1,962,000 |  | ,954,000 |  | ,958,000 |  | 56,000 |  | 50,000 |
| Consumer DDA households using online banking |  | 960,000 |  | 938,000 |  | 920,000 |  | 97,000 |  | 80,000 |
| \% of consumer DDA households using online banking |  | 54\% |  | 53\% |  | 52\% |  | 51\% |  | 50\% |
| Consumer DDA households using online bill payment |  | 450,000 |  | 404,000 |  | 361,000 |  | 05,000 |  | 53,000 |
| \% of consumer DDA households using online bill payment |  | 25\% |  | 23\% |  | 20\% |  | 17\% |  | 14\% |
| Small business loans and managed deposits: |  |  |  |  |  |  |  |  |  |  |
| Small business loans | \$ | 5,218 | \$ | 5,101 | \$ | 5,023 | \$ | 4,882 | \$ | 4,652 |
| Managed deposits: |  |  |  |  |  |  |  |  |  |  |
| On-balance sheet |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 4,236 | \$ | 4,387 | \$ | 4,370 | \$ | 4,319 | \$ | 4,357 |
| Interest-bearing demand |  | 1,627 |  | 1,724 |  | 1,545 |  | 1,392 |  | 1,454 |
| Money market |  | 2,629 |  | 2,755 |  | 2,658 |  | 2,617 |  | 2,705 |
| Certificates of deposit |  | 746 |  | 802 |  | 647 |  | 574 |  | 553 |
| Off-balance sheet (d) |  |  |  |  |  |  |  |  |  |  |
| Small business sweep checking |  | 1,833 |  | 1,812 |  | 1,676 |  | 1,532 |  | 1,454 |
| Total managed deposits | $\underline{ }$ | 11,071 | \$ | 11,480 | \$ | 10,896 | \$ | 10,434 | \$ | 10,523 |
| Brokerage statistics: |  |  |  |  |  |  |  |  |  |  |
| Margin loans | \$ | 166 | \$ | 163 | \$ | 170 | \$ | 194 | \$ | 205 |
| Financial consultants (e) |  | 757 |  | 758 |  | 752 |  | 775 |  | 783 |
| Full service brokerage offices |  | 99 |  | 99 |  | 99 |  | 100 |  | 100 |
| Brokerage account assets (billions) | \$ | 46 | \$ | 46 | \$ | 44 | \$ | 43 | \$ | 43 |
| Other statistics: |  |  |  |  |  |  |  |  |  |  |
| Gains on sales of education loans (f) | \$ | 3 | \$ | 11 | \$ | 11 | \$ | 7 | \$ | 4 |

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

## Corporate \& Institutional Banking (Unaudited)


(a) See notes (a), (b) and (d) on page 4.
(b) Includes lease financing.
(c) Represents consolidated PNC amounts.
(d) Presented as of period end.

## THE PNC FINANCIAL SERVICES GROUP, INC.

PFPC (Unaudited) (a)

| Three months ended <br> Dollars in millions except as noted | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |
| Servicing revenue | \$ 194 | \$ | 190 | \$ | 183 | \$ 184 | \$ | 190 |
| Distribution/out-of-pocket revenue | 106 |  | 64 |  | 35 | 34 |  | 37 |
| Total operating revenue | 300 |  | 254 |  | 218 | 218 |  | 227 |
| Operating expense | 139 |  | 133 |  | 131 | 133 |  | 136 |
| Distribution/out-of-pocket expense | 106 |  | 64 |  | 35 | 34 |  | 37 |
| Total expense | 245 |  | 197 |  | 166 | 167 |  | 173 |
| Operating income | 55 |  | 57 |  | 52 | 51 |  | 54 |
| Debt financing | 10 |  | 10 |  | 11 | 11 |  | 10 |
| Nonoperating income | 2 |  | 1 |  | 1 | 1 |  | 1 |
| Pretax earnings | 47 |  | 48 |  | 42 | 41 |  | 45 |
| Income taxes (b) | 16 |  | 17 |  | 2 | 15 |  | 18 |
| Earnings | \$ 31 | \$ | 31 | \$ | 40 | \$ 26 | \$ | 27 |
| PERIOD-END BALANCE SHEET |  |  |  |  |  |  |  |  |
| Goodwill and other intangible assets | \$ 1,008 | \$ | 1,012 | \$ | 1,015 | \$1,018 |  | 1,022 |
| Other assets | 1,370 |  | 1,192 |  | 1,038 | 1,398 |  | 1,363 |
| Total assets | \$ 2,378 | \$ | 2,204 | \$ | $\underline{2,053}$ | $\underline{\underline{\$ 2,416}}$ |  | 2,385 |
| Debt financing | \$ 760 | \$ | 792 | \$ | 813 | \$ 852 | \$ | 890 |
| Other liabilities | 1,091 |  | 917 |  | 772 | 1,137 |  | 1,094 |
| Shareholder's equity | 527 |  | 495 |  | 468 | 427 |  | 401 |
| Total funds | \$2,378 | \$ | 2,204 | \$ | 2,053 | $\underline{\underline{\$ 2,416}}$ |  | 2,385 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |
| Return on average equity | 25\% |  | 26\% |  | 35\% | 25\% |  | 28\% |
| Operating margin (c) | 18 |  | 22 |  | 24 | 23 |  | 24 |
| Operating margin, as adjusted (d) | 28 |  | 30 |  | 28 | 28 |  | 28 |
| SERVICING STATISTICS (at period end) |  |  |  |  |  |  |  |  |
| Accounting/administration net fund assets (in billions) (e) |  |  |  |  |  |  |  |  |
| Domestic | \$ 731 | \$ | 746 | \$ | 695 | \$ 671 | \$ | 665 |
| Offshore | 91 |  | 91 |  | 79 | 72 |  | 85 |
| Total | \$ 822 | \$ | 837 | \$ | 774 | \$ 743 | \$ | 750 |
| Asset type (in billions) |  |  |  |  |  |  |  |  |
| Money market | \$ 280 | \$ | 281 | \$ | 260 | \$ 247 | \$ | 238 |
| Equity | 352 |  | 354 |  | 331 | 317 |  | 338 |
| Fixed income | 111 |  | 117 |  | 111 | 110 |  | 107 |
| Other | 79 |  | 85 |  | 72 | 69 |  | 67 |
| Total | \$ 822 | \$ | 837 | \$ | 774 | \$ 743 | \$ | 750 |
| Custody fund assets (in billions) | \$ 435 | \$ | 427 | \$ | 399 | \$ 389 | \$ | 383 |
| Shareholder accounts (in millions) |  |  |  |  |  |  |  |  |
| Transfer agency | 18 |  | 18 |  | 18 | 18 |  | 20 |
| Subaccounting | 50 |  | 50 |  | 48 | 47 |  | 45 |
| Total | 68 |  | 68 |  | 66 | 65 |  | 65 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |
| Period-end full-time employees | 4,400 |  | 4,381 |  | 4,317 | 4,314 |  | 4,291 |

(a) See notes (a) and (b) on page 4.
(b) Income taxes for the quarter ended September 30, 2006 included the benefit of a $\$ 13.5$ million reversal of deferred taxes related to foreign subsidiary earnings.
(c) Operating income divided by total operating revenue.
(d) Reconciliation of reported amounts to amounts used in the calculation of the operating margin, as adjusted:

| Total operating revenue | \$300 | \$254 | \$218 | \$218 | \$227 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less: PFPC distribution/out-of-pocket revenue | 106 | 64 | 35 | 34 | 37 |
| Total operating revenue, as adjusted | \$194 | \$190 | \$183 | \$184 | \$190 |
| Total expense | \$245 | \$197 | \$166 | \$167 | \$173 |
| Less: PFPC distribution/out-of-pocket expense | 106 | 64 | 35 | 34 | 37 |
| Total expense, as adjusted | \$139 | \$133 | \$131 | \$133 | \$136 |
| Total operating income, as adjusted | \$ 55 | \$ 57 | \$ 52 | $\underline{\underline{\$ 1}}$ | $\underline{\underline{\$ 5}}$ |

We have provided the operating margin, as adjusted, because the distribution/out-of-pocket revenue and expense have no impact on PFPC operating income or earnings.
Therefore, we believe that this adjusted performance ratio may assist shareholders, investor analysts, regulators and others in their evaluation of PFPC's performance.
(e) Includes alternative investment net assets serviced.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Efficiency Ratios (Unaudited)

|  | Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \overline{\text { March 31 }} \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| Efficiency, as reported (a) | 61\% | 63\% | 33\% | 64\% | 67\% |
| Efficiency, as adjusted (b) | 59\% | 61\% | 61\% | 59\% | 61\% |

(a) Calculated as noninterest expense divided by the sum of net interest income and noninterest income on the Consolidated Income Statement.
(b) Calculated as PNC's efficiency ratio adjusted (1) for the impact of certain specified items, and (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented. We have provided these adjusted amounts and reconciliations so that shareholders, investor analysts, regulators and others will be better able to evaluate the impact of these items on our "as reported" efficiency ratio for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation. Amounts used for these adjusted ratios are reconciled to amounts used in the PNC efficiency ratio as reported (GAAP basis).

|  | Three months ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \overline{\text { March } 31} \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { December 31 } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March 31 } \\ 2006 \\ \hline \end{gathered}$ |  |
| Reconciliation of GAAP amounts with amounts used in the calculation of the adjusted |  |  |  |  |  |  |  |  |
| efficiency ratio: |  |  |  |  |  |  |  |  |
| GAAP basis - net interest income | \$ 623 | \$ | 566 | \$ | 567 | \$ 556 |  | 556 |
| Adjustment to net interest income: BlackRock equity method (c) |  |  |  |  | (3) | (4) |  | (3) |
| Adjusted net interest income | \$ 623 | \$ | 566 | \$ | 564 | \$ 552 |  | 553 |
| GAAP basis - noninterest income | \$ 1,083 | \$ | 969 | \$ | 2,943 | \$1,230 |  | 1,185 |
| Adjustments: |  |  |  |  |  |  |  |  |
| Gain on BlackRock/MLIM transaction |  |  |  |  | $(2,078)$ |  |  |  |
| Securities portfolio rebalancing loss |  |  |  |  | 196 |  |  |  |
| Mortgage loan portfolio repositioning loss |  |  |  |  | 48 |  |  |  |
| Integration costs | 2 |  | 10 |  |  |  |  |  |
| Gain related to transfer of BlackRock shares for LTIP | (82) |  |  |  |  |  |  |  |
| Loss from the net mark-to-market adjustment on BlackRock LTIP shares obligation | 30 |  | 12 |  |  |  |  |  |
| PFPC distribution/out-of-pocket revenue | (106) |  | (64) |  | (35) | (34) |  | (37) |
| BlackRock equity method (c) |  |  |  |  | (277) | (312) |  | (354) |
| Adjusted noninterest income | \$ 927 | \$ | 927 | \$ | 797 | \$ 884 | \$ | 794 |
| Adjusted total revenue | \$ 1,550 | \$ | 1,493 | \$ | 1,361 | $\underline{\underline{\$ 1,436}}$ |  | 1,347 |
| GAAP basis - noninterest expense | \$ 1,036 | \$ | 969 | \$ | 1,167 | \$1,145 |  | 1,162 |
| Adjustments: |  |  |  |  |  |  |  |  |
| Integration costs | (11) |  |  |  | (72) | (13) |  | (6) |
| PFPC distribution/out-of-pocket expense | (106) |  | (64) |  | (35) | (34) |  | (37) |
| BlackRock equity method (c) |  |  |  |  | (223) | (251) |  | (291) |
| Adjusted noninterest expense | \$ 919 | \$ | 905 | \$ | 837 | \$ 847 | \$ | 828 |
| Adjusted efficiency ratio | 59\% |  | 61\% |  | 61\% | 59\% |  | 61\% |

(c) See Appendix to Financial Supplement.

## THE PNC FINANCIAL SERVICES GROUP, INC.

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

Taxable-equivalent basis

| Net Interest Income In millions | Three months ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2006 \\ \hline \end{gathered}$ |  |
| Interest income |  |  |  |  |  |  |  |  |  |
| Loans | \$ 899 | \$ | 824 | \$ | 841 |  | 801 |  | 750 |
| Securities available for sale | 311 |  | 279 |  | 272 |  | 255 |  | 244 |
| Other | 112 |  | 119 |  | 97 |  | 76 |  | 79 |
| Total interest income | 1,322 |  | 1,222 |  | 1,210 |  | 1,132 |  | 1,073 |
| Interest expense |  |  |  |  |  |  |  |  |  |
| Deposits | 469 |  | 450 |  | 434 |  | 379 |  | 327 |
| Borrowed funds | 224 |  | 201 |  | 202 |  | 191 |  | 183 |
| Total interest expense | 693 |  | 651 |  | 636 |  | 570 |  | 510 |
| Net interest income (a) | \$ 629 | \$ | 571 | \$ | 574 |  | 562 | \$ | 563 |

(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:

(b) See pages 12-13 for disclosure of average trading assets and liabilities.
(c) Includes changes in fair value for certain loans accounted for at fair value. See page 12 for disclosure of average loans at fair value.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Average Consolidated Balance Sheet (Unaudited)

| Three months ended - in millions | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |
| Securities available for sale |  |  |  |  |  |  |  |
| Residential mortgage-backed | \$ 17,198 | \$ | 16,082 | \$ | 15,282 | \$14,247 | \$13,882 |
| Commercial mortgage-backed | 3,338 |  | 2,640 |  | 2,182 | 2,348 | 2,043 |
| Asset-backed | 1,876 |  | 1,561 |  | 1,457 | 1,170 | 1,055 |
| U.S. Treasury and government agencies | 394 |  | 441 |  | 2,285 | 3,181 | 3,465 |
| State and municipal | 162 |  | 140 |  | 144 | 152 | 156 |
| Other debt | 79 |  | 89 |  | 90 | 88 | 89 |
| Corporate stocks and other | 347 |  | 277 |  | 259 | 230 | 216 |
| Total securities available for sale (a) | 23,394 |  | 21,230 |  | 21,699 | 21,416 | 20,906 |
| Loans, net of unearned income |  |  |  |  |  |  |  |
| Commercial | 21,479 |  | 20,458 |  | 20,431 | 20,348 | 19,556 |
| Commercial real estate | 5,478 |  | 3,483 |  | 3,268 | 3,071 | 3,021 |
| Consumer | 16,865 |  | 16,272 |  | 16,150 | 16,049 | 16,184 |
| Residential mortgage | 7,173 |  | 5,606 |  | 7,332 | 7,353 | 7,272 |
| Lease financing | 2,534 |  | 2,789 |  | 2,790 | 2,761 | 2,769 |
| Other | 527 |  | 385 |  | 367 | 354 | 344 |
| Total loans, net of unearned income | 54,056 |  | 48,993 |  | 50,338 | 49,936 | 49,146 |
| Loans held for sale | 2,955 |  | 3,167 |  | 2,408 | 2,411 | 2,745 |
| Federal funds sold and resale agreements | 2,092 |  | 2,049 |  | 1,401 | 613 | 488 |
| Other | 2,735 |  | 3,198 |  | 2,805 | 2,795 | 3,147 |
| Total interest-earning assets | 85,232 |  | 78,637 |  | 78,651 | 77,171 | 76,432 |
| Noninterest-earning assets: |  |  |  |  |  |  |  |
| Allowance for loan and lease losses | (612) |  | (557) |  | (609) | (600) | (600) |
| Cash and due from banks | 2,945 |  | 2,999 |  | 3,161 | 3,140 | 3,187 |
| Other | 19,857 |  | 17,969 |  | 14,142 | 13,736 | 13,110 |
| Total assets | \$107,422 | \$ | $\underline{\text { 99,048 }}$ | \$ | $\underline{95,345}$ | $\underline{\underline{\$ 93,447}}$ | $\underline{\underline{\$ 92,129}}$ |

## Supplemental Average Balance Sheet Information

Trading Assets

| Securities (b) | \$ | 1,569 | \$ | 2,111 | \$ | 1,460 |  | 1,477 | \$ | 1,797 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Resale agreements (c) |  | 820 |  | 1,247 |  | 537 |  | 378 |  | 321 |
| Financial derivatives (d) |  | 1,115 |  | 1,209 |  | 1,220 |  | 1,251 |  | 908 |
| Loans at fair value (d) |  | 193 |  | 172 |  | 168 |  | 170 |  |  |
| Total trading assets | \$ | 3,697 | \$ | 4,739 | \$ | 3,385 |  | 3,276 | \$ | 3,026 |

(a) Average securities held to maturity totaled less than $\$ .5$ million for each of the periods presented and are included in the "Other debt" category above.
(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" above.

## THE PNC FINANCIAL SERVICES GROUP, INC.

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

| Three months ended - in millions | $\begin{gathered} \text { March } 31 \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | September 30 <br> 2006 |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |
| Interest-bearing deposits |  |  |  |  |  |  |  |
| Money market | \$ 22,503 | \$ | 20,879 | \$ | 20,565 | \$19,019 | \$18,482 |
| Demand | 8,671 |  | 8,143 |  | 8,075 | 8,229 | 8,304 |
| Savings | 2,250 |  | 1,882 |  | 2,021 | 2,177 | 2,250 |
| Retail certificates of deposit | 15,691 |  | 14,837 |  | 14,209 | 13,686 | 13,243 |
| Other time | 1,623 |  | 1,355 |  | 1,467 | 1,323 | 1,309 |
| Time deposits in foreign offices | 3,129 |  | 3,068 |  | 3,712 | 4,276 | 3,396 |
| Total interest-bearing deposits | 53,867 |  | 50,164 |  | 50,049 | 48,710 | 46,984 |
| Borrowed funds |  |  |  |  |  |  |  |
| Federal funds purchased | 4,533 |  | 3,167 |  | 3,831 | 2,715 | 2,594 |
| Repurchase agreements | 1,858 |  | 2,264 |  | 2,027 | 2,226 | 2,307 |
| Bank notes and senior debt | 4,182 |  | 2,757 |  | 2,801 | 3,145 | 3,824 |
| Subordinated debt | 4,370 |  | 4,361 |  | 4,436 | 4,437 | 4,437 |
| Other | 1,877 |  | 2,161 |  | 1,627 | 2,504 | 2,599 |
| Total borrowed funds | 16,820 |  | 14,710 |  | 14,722 | 15,027 | 15,761 |
| Total interest-bearing liabilities | 70,687 |  | 64,874 |  | 64,771 | 63,737 | 62,745 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity: |  |  |  |  |  |  |  |
| Demand and other noninterest-bearing deposits | 15,807 |  | 14,827 |  | 14,549 | 13,926 | 13,966 |
| Allowance for unfunded loan commitments and letters of credit | 126 |  | 117 |  | 104 | 103 | 101 |
| Accrued expenses and other liabilities | 7,961 |  | 7,882 |  | 6,346 | 6,305 | 6,106 |
| Minority and noncontrolling interests in consolidated entities | 893 |  | 542 |  | 640 | 631 | 589 |
| Shareholders' equity | 11,948 |  | 10,806 |  | 8,935 | 8,745 | 8,622 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$107,422 | \$ | 99,048 | \$ | 95,345 | $\underline{\underline{\$ 93,447}}$ | $\underline{\underline{\$ 92,129}}$ |

## Supplemental Average Balance Sheet Information

| Interest-bearing deposits | \$ | 53,867 | \$ | 50,164 | \$ | 50,049 | \$48,710 | \$46,984 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand and other noninterest-bearing deposits |  | 15,807 |  | 14,827 |  | 14,549 | 13,926 | 13,966 |
| Total deposits | \$ | 69,674 | \$ | 64,991 | \$ | 64,598 | \$62,636 | \$60,950 |
| Transaction deposits | \$ | 46,981 | \$ | 43,849 | \$ | 43,189 | \$41,174 | \$40,752 |
| Common shareholders' equity | \$ | 11,941 | \$ | 10,799 | \$ | 8,928 | \$ 8,738 | \$ 8,615 |
| Trading Liabilities |  |  |  |  |  |  |  |  |
| Securities sold short (a) | \$ | 1,264 | \$ | 1,553 | \$ | 867 | \$ 769 | \$ 663 |
| Repurchase agreements and other borrowings (b) |  | 363 |  | 1,096 |  | 708 | 641 | 886 |
| Financial derivatives (c) |  | 1,126 |  | 1,156 |  | 1,151 | 1,200 | 901 |
| Borrowings at fair value (c) |  | 39 |  | 34 |  | 40 | 48 |  |
| Total trading liabilities | \$ | 2,792 | \$ | 3,839 | \$ | 2,766 | \$ 2,658 | \$ 2,450 |

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

## Details of Loans and Lending Statistics (Unaudited)

## Loans

| Period ended - in millions | $\begin{gathered} \text { March } 31 \\ 2007 \\ \hline \end{gathered}$ |  | December 31 | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{aligned} & \text { March } 31 \\ & 2006 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial | $\overline{\$ 23,522}$ | \$ | 20,584 | \$ | 20,684 | $\overline{\$ 20,564}$ | $\overline{\$ 19,927}$ |
| Commercial real estate |  |  |  |  |  |  |  |
| Real estate projects | 8,769 |  | 2,716 |  | 2,691 | 2,438 | 2,325 |
| Mortgage | 602 |  | 816 |  | 794 | 768 | 721 |
| Total commercial real estate | 9,371 |  | 3,532 |  | 3,485 | 3,206 | 3,046 |
| Equipment lease financing | 3,527 |  | 3,556 |  | 3,609 | 3,583 | 3,558 |
| Total commercial lending | 36,420 |  | 27,672 |  | 27,778 | 27,353 | 26,531 |
| Consumer |  |  |  |  |  |  |  |
| Home equity | 14,263 |  | 13,749 |  | 13,876 | 13,853 | 13,787 |
| Automobile | 1,956 |  | 1,135 |  | 1,061 | 1,008 | 958 |
| Other | 1,769 |  | 1,631 |  | 1,419 | 1,388 | 1,363 |
| Total consumer | 17,988 |  | 16,515 |  | 16,356 | 16,249 | 16,108 |
| Residential mortgage | 9,158 |  | 6,337 |  | 5,234 | 7,416 | 7,362 |
| Other | 364 |  | 376 |  | 347 | 358 | 352 |
| Unearned income | $(1,005)$ |  | (795) |  | (815) | (828) | (832) |
| Total, net of unearned income | \$62,925 | \$ | 50,105 | \$ | 48,900 | \$50,548 | \$49,521 |
|  |  |  |  |  |  |  |  |
| Commercial Lending Exposure (a) |  |  |  |  |  |  |  |
| Investment grade or equivalent |  | 47\% |  |  |  |  |  |
| Non-investment grade |  |  |  |  |  |  |  |
| \$50 million or greater |  | 3\% |  |  |  |  |  |
| All other non-investment grade |  | 50\% |  |  |  |  |  |
| Total |  | 100\% |  | 100 |  |  |  |

[^2]
## THE PNC FINANCIAL SERVICES GROUP, INC.

Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit, and Net Unfunded Commitments(Unaudited)
Change in Allowance for Loan and Lease Losses

| Three months ended - in millions | $\begin{aligned} & \text { March } 31 \\ & \quad 2007 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 560 | \$ | 566 | \$ | 611 | \$ | 597 | \$ | 596 |
| Charge-offs |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | (31) |  | (23) |  | (39) |  | (30) |  | (16) |
| Commercial real estate |  |  |  | (1) |  | (2) |  |  |  |  |
| Equipment lease financing |  |  |  | (14) |  |  |  |  |  |  |
| Consumer |  | (17) |  | (15) |  | (13) |  | (12) |  | (12) |
| Residential mortgage |  |  |  | (1) |  | (2) |  |  |  |  |
| Total charge-offs |  | (48) |  | (54) |  | (56) |  | (42) |  | (28) |
| Recoveries |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 7 |  | 3 |  | 6 |  | 4 |  | 6 |
| Commercial real estate |  |  |  | 1 |  |  |  |  |  |  |
| Equipment lease financing |  |  |  | 1 |  |  |  | 4 |  |  |
| Consumer |  | 5 |  | 4 |  | 3 |  | 4 |  | 4 |
| Total recoveries |  | 12 |  | 9 |  | 9 |  | 12 |  | 10 |
| Net recoveries (charge-offs) |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | (24) |  | (20) |  | (33) |  | (26) |  | (10) |
| Commercial real estate |  |  |  |  |  | (2) |  |  |  |  |
| Equipment lease financing |  |  |  | (13) |  |  |  | 4 |  |  |
| Consumer |  | (12) |  | (11) |  | (10) |  | (8) |  | (8) |
| Residential mortgage |  |  |  | (1) |  | (2) |  |  |  |  |
| Total net charge-offs |  | (36) |  | (45) |  | (47) |  | (30) |  | (18) |
| Provision for credit losses |  | 8 |  | 42 |  | 16 |  | 44 |  | 22 |
| Acquired allowance - Mercantile |  | 142 |  |  |  |  |  |  |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | 16 |  | (3) |  | (14) |  |  |  | (3) |
| Ending balance | \$ | 690 | \$ | 560 | \$ | 566 | \$ | 611 | \$ | 597 |
| Supplemental Information |  |  |  |  |  |  |  |  |  |  |
| Commercial lending net charge-offs (a) | \$ | (24) | \$ | (33) | \$ | (35) | \$ |  | \$ | (10) |
| Consumer lending net charge-offs (b) |  | (12) |  | (12) |  | (12) |  | (8) |  | (8) |
| Total net charge-offs | \$ | (36) | \$ | (45) | \$ | (47) | \$ | (30) | \$ | (18) |
| Net charge-offs to average loans |  |  |  |  |  |  |  |  |  |  |
| Commercial lending |  | .33\% |  | .49\% |  | . $52 \%$ |  | . $34 \%$ |  | .16\% |
| Consumer lending |  | . 20 |  | . 22 |  | . 20 |  | . 14 |  | 14 |
| Reconciliation of total net charge-offs to total net charge-offs excluding the impact of Mercantile |  |  |  |  |  |  |  |  |  |  |
| Total net charge-offs | \$ | (36) | \$ | (45) | \$ | (47) | \$ | (30) | \$ | (18) |
| Mercantile net charge-offs |  | (3) |  |  |  |  |  |  |  |  |
| Total net charge-offs excluding Mercantile | \$ | (33) | \$ | (45) | \$ | (47) | \$ | (30) | \$ | (18) |

(a) Includes commercial, commercial real estate and equipment lease financing.
(b) Includes consumer and residential mortgage.

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

| Three months ended - in millions | March 312007 |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2006 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 120 | \$ | 117 |  | \$ | 103 |  | \$ |  | \$ | 100 |
| Acquired allowance (Mercantile) |  | 17 |  |  |  |  |  |  |  |  |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (16) |  | 3 |  |  | 14 |  |  |  |  | 3 |
| Ending balance | \$ |  | \$ |  |  | \$ | 117 |  | \$ |  | \$ | 103 |
| Net Unfunded Commitments In millions |  |  | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ |  | March 31 2006 |
| Net unfunded commitments |  |  | \$49,267 |  | 44,835 |  | \$ | 43,804 |  | \$40,904 |  | \$40,806 |

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Nonperforming Assets (Unaudited)

## Nonperforming Assets by Type

| Period ended - in millions | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 121 | \$ | 109 | \$ | 112 | \$ 151 | \$ | 127 |
| Commercial real estate |  | 25 |  | 12 |  | 14 | 12 |  | 13 |
| Equipment lease financing |  | 2 |  | 1 |  | 14 | 16 |  | 16 |
| Consumer |  | 14 |  | 13 |  | 14 | 14 |  | 11 |
| Residential mortgage |  | 16 |  | 12 |  | 13 | 14 |  | 15 |
| Total nonaccrual loans |  | 178 |  | 147 |  | 167 | 207 |  | 182 |
| Troubled debt restructured loan |  |  |  |  |  |  | 1 |  |  |
| Total nonperforming loans |  | 178 |  | 147 |  | 167 | 208 |  | 182 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |  |
| Equipment lease financing |  | 12 |  | 12 |  | 12 | 12 |  | 13 |
| Residential mortgage |  | 11 |  | 10 |  | 9 | 8 |  | 8 |
| Other |  | 3 |  | 2 |  | 3 | 3 |  | 3 |
| Total foreclosed and other assets |  | 26 |  | 24 |  | 24 | 23 |  | 24 |
| Total nonperforming assets (a) (b) | \$ | 204 | \$ | 171 | \$ | 191 | \$231 | \$ | 206 |
| Nonperforming loans to total loans |  | . $28 \%$ |  | . $29 \%$ |  | .34\% | .41\% |  | . $37 \%$ |
| Nonperforming assets to total loans and foreclosed assets |  | . 32 |  | . 34 |  | . 39 | . 46 |  | . 42 |
| Nonperforming assets to total assets |  | . 17 |  | . 17 |  | . 19 | . 24 |  | 22 |
| (a) Excludes equity management assets carried at estimated fair value (amounts include troubled debt restructured assets of \$4 million, $\$ 4$ million, $\$ 4$ million, $\$ 7$ million, and $\$ 7$ million, respectively) and loans held for sale carried at lower of cost or market value ( $\$ 18$ million at March 31, 2007 and $\$ 1$ million at March 31, 2006): | \$ | 33 | \$ | 11 | \$ | 12 | \$ 18 | \$ | 22 |
| (b) Total nonperforming assets at March 31, 2007 of $\$ 204$ million include $\$ 35$ million related to Mercantile. Therefore, total nonperforming assets at that date excluding Mercantile total $\$ 169$ million. |  |  |  |  |  |  |  |  |  |

## Change in Nonperforming Assets

| In millions |  |
| :--- | :--- |
| January 1, 2007 | Three months <br> ended |
| Transferred from accrual | $\$ \mathbf{1 7 1}$ |
| Acquisition - Mercantile | 76 |
| Asset sales | 35 |
| Returned to performing | $(3)$ |
| Charge-offs and valuation adjustments | $(4)$ |
| Principal activity including payoffs | $(22)$ |
| March 31, 2007 | $(49)$ |

## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Nonperforming Assets (Unaudited) (Continued)

## Nonperforming Assets by Business

| Period ended-in millions | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 93 | \$ | 96 | \$ | 85 | \$ 95 | \$ | 84 |
| Foreclosed and other assets |  | 8 |  | 10 |  | 10 | 9 |  | 9 |
| Total | \$ |  | \$ | 106 | \$ | 95 | \$ 104 | \$ | 93 |
| Corporate \& Institutional Banking |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 51 | \$ | 50 | \$ | 81 | \$ 112 | \$ | 97 |
| Foreclosed and other assets |  | 13 |  | 13 |  | 13 | 13 |  | 14 |
| Total | \$ |  | \$ | 63 | \$ | 94 | \$ 125 | \$ | 111 |
| Other (a) |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ | 34 | \$ | 1 | \$ | 1 | \$ | \$ | 1 |
| Foreclosed and other assets |  | 5 |  | 1 |  | 1 | 1 |  | 1 |
| Total | \$ | 39 | \$ | 2 | \$ | 2 | \$ 2 | \$ | 2 |
| Consolidated Totals |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$ |  | \$ | 147 | \$ | 167 | \$ 208 | \$ | 182 |
| Foreclosed and other assets |  | 26 |  | 24 |  | 24 | 23 |  | 24 |
| Total (b) | \$ | 204 | \$ | 171 | \$ | 191 | \$231 | \$ | 206 |

(a) Includes Mercantile ( $\$ 35$ million) for first quarter 2007 and residential mortgages related to PNC's A\&L management function.

## Largest Individual Nonperforming Assets at March 31, 2007 - in millions (b)

| Ranking |  |  | Industry |
| :---: | :---: | :---: | :---: |
| 1 | \$ | 12 | Air Transportation |
| 2 |  | 11 | Merchant Wholesalers, Durable Goods |
| 3 |  | 7 | Other Commercial Printing |
| 4 |  | 7 | Computer and Electronic Product Manufacturing |
| 5 |  | 7 | Transportation Equipment Manufacturing |
| 6 |  | 6 | Real Estate |
| 7 |  | 4 | Real Estate |
| 8 |  | 4 | Plastics and Rubber Products Manufacturing |
| 9 |  | 4 | Fabricated Metal Product Manufacturing |
| 10 |  | 3 | Transportation Equipment Manufacturing |
| Total | \$ | 65 |  |
| As a percent of total nonperforming assets |  |  |  |
| 32\% |  |  |  |

(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 (net of eligible deferred taxes).

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.

Basis point - One hundredth of a percentage point.
Charge-off - Process of removing a loan or portion of a loan from our balance sheet because it is considered uncollectible. We also record a charge-off when a loan is transferred to held for sale by reducing the loan's carrying amount by the allowance for loan losses associated with such loan or if 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 assets - 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 our economic value of equity. A negative duration of equity is associated with asset sensitivityi(e., positioned for rising interest rates), while a positive value implies liability sensitivity (i.e., positioned for declining interest 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 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 our business segments 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. The economic capital measurement process involves converting a risk distribution to the capital that is required to support the risk, consistent with our target credit rating. As such, economic risk serves as a "common currency" of risk that allows us 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 our business segments. We assign these balances LIBOR-based funding rates at origination that represent the interest cost for us to raise/invest funds with similar maturity and repricing structures.

Futures and forward contracts - Contracts in which the buyer agrees to purchase and the seller agrees to deliver a specific financial instrument at a predetermined price or yield. May be settled either in cash or by delivery of the underlying financial instrument.

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, foreclosed assets and other assets. We do not accrue interest income on assets classified as nonperforming.

Nonperforming loans - Nonperforming loans include loans to commercial, commercial real estate, equipment lease financing, consumer, and residential mortgage customers as well as troubled debt restructured loans. Nonperforming loans do not include nonperforming loans held for sale or foreclosed and other assets. We do not accrue interest income on loans classified as nonperforming.

Notional amount - A number of currency units, shares, or other units specified in a derivatives contract.
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 (.e., negative operating leverage).

Recovery - Cash proceeds received on a loan that we had previously charged off. We credit the amount received 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 equity ratio- Period-end common shareholders' equity less goodwill and other intangible assets (net of eligible deferred taxes), and excluding mortgage servicing rights, divided by period-end assets less goodwill and other intangible assets (net of eligible deferred taxes), and excluding mortgage servicing rights.

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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 taxable investments. To provide more meaningful comparisons of yields and margins for all interest-earning assets, we also provide revenue on a taxable-equivalent basis by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income on 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 (net of eligible deferred taxes), 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 return swap - A non-traditional swap where one party agrees to pay the other the "total return" of a defined underlying asset (e.g., a loan), usually in return for receiving a stream of LIBOR-based cash flows. The total returns of the asset, including interest and any default shortfall, are passed through to the counterparty. The counterparty is therefore assuming the credit and economic risk of the underlying asset.

Total risk-based capital - Tier 1 risk-based capital plus qualifying subordinated debt and trust preferred securities, 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 - 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. An "inverted" or "negative" yield curve exists when short-term bonds have higher yields than long-term bonds.

## Business Segment Descriptions

Retail Banking provides deposit, lending, brokerage, trust, investment management, and cash management services to approximately 2.9 million consumer and small business customers within our primary geographic area. Our customers are serviced through 1,077 offices in our branch network, the call center located in Pittsburgh and the Internet www.pncbank.com. The branch network is located primarily in Pennsylvania; New Jersey; Washington, D.C.; Maryland; Virginia; Ohio; Kentucky and Delaware. 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 ${ }^{\circledR}$ 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 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 and services include foreign exchange, derivatives, loan syndications, mergers and acquisitions advisory and related services to middle-market companies, securities underwriting, and securities sales and trading. Corporate \& Institutional Banking also provides commercial loan servicing, real estate advisory and technology solutions for the commercial real estate finance industry. Corporate \& Institutional Banking provides products and services generally within our primary geographic markets, with certain products and services provided nationally.

BlackRock is one of the world's largest publicly traded investment management firms. The firm manages assets on behalf of institutions and individuals worldwide through a variety of equity, fixed income, cash management and alternative investment products. In addition, BlackRock provides BlackRock Solutions ${ }^{\circledR}$ investment system, risk management, and financial advisory services to a growing number of institutional investors. The firm has a major presence in key global markets, including the United States, Europe, Asia, Australia and the Middle East. At March 31, 2007, PNC's ownership interest in BlackRock was approximately 33.5\%.

PFPC is a leading full service provider of processing, technology and business solutions for the global investment industry. Securities services include custody, securities lending, and accounting and administration for funds registered under the 1940 Act and alternative investments. Investor services include transfer agency, managed accounts, subaccounting, and distribution. PFPC serviced $\$ 2.2$ trillion in total assets and 68 million shareholder accounts as of March 31, 2007 both domestically and internationally through its Ireland and Luxembourg operations.

## Appendix to Financial Supplement

The PNC Financial Services Group, Inc.

## Adjusted Condensed Consolidated Income Statement Reconciliation(Unaudited) (a)

For the three months ended March 31, 2007

| In millions | PNC <br> As Reported |  | Adjustments (b) |  | $\begin{gathered} \text { PNC } \\ \text { As Adjusted } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |
| Net interest income | \$ | 623 |  |  | \$ | 623 |
| Provision for credit losses |  | 8 |  |  |  | 8 |
| Net interest income less provision for credit losses |  | 615 |  |  |  | 615 |
| Noninterest Income |  |  |  |  |  |  |
| Asset management |  | 165 | \$ | 2 |  | 167 |
| Other |  | 918 |  | (158) |  | 760 |
| Total noninterest income |  | 1,083 |  | (156) |  | 927 |
| Noninterest Expense |  |  |  |  |  |  |
| Compensation and benefits |  | 490 |  | (2) |  | 488 |
| Other |  | 546 |  | (115) |  | 431 |
| Total noninterest expense |  | 1,036 |  | (117) |  | 919 |
| Income before income taxes |  | 662 |  | (39) |  | 623 |
| Income taxes |  | 203 |  | (14) |  | 189 |
| Net income | \$ | 459 | \$ | (25) | \$ | 434 |

(a) This adjusted condensed consolidated income statement reconciliation is provided for informational purposes only and reflects historical consolidated financial information of PNC (1) with amounts adjusted for the impact of certain specified items and (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented. This reconciliation is from the reported GAAP amounts shown on page 1 of the Financial Supplement to the corresponding adjusted amounts shown on page 2 of the Financial Supplement. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of the deconsolidation on various components of our income statement and balance sheet. We believe that information as adjusted for the impact of the specified items may be useful due to the extent to which these items are not indicative of our ongoing operations as the result of our management activities on those operations, as a result of the following attributes. Integration costs can vary significantly from period to period depending on whether or not we have any such transaction pending or in process and depending on the size and nature of the transaction. The PFPC distribution/out-of-pocket revenue and expense are marketing, sales and servicing fees that we collect from pooled investment fund accounts (as revenue) and pass along to our fund clients (as expense), without any impact on our operating income. Our BlackRock LTIP shares obligation results from an agreement entered into in 2002 and predominantly reflects the market price of BlackRock stock at specified times. We have provided information adjusted for the impact of the third quarter 2006 gain on the BlackRock/MLIM transaction and the securities portfolio rebalancing and mortgage loan portfolio repositioning losses due to the size and nature of those transactions. Adjusted information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results. Our 2006 Form 10-K includes additional information regarding our accounting for the BlackRock/MLIM transaction and the BlackRock LTIP shares obligation, and regarding the PFPC distribution/out-of-pocket revenue and expense. The absence of other adjustments is not intended to imply that there could not have been other similar types of adjustments, but any such adjustments would not have been similar in magnitude to the amount of the adjustments shown.
(b) Includes the impact of the following items, all on a pretax basis: $\$ 82$ million gain related to transfer of BlackRock shares for LTIP, $\$ 30$ million loss from the net mark-tomarket adjustment on BlackRock LTIP shares obligation, and $\$ 13$ million of Mercantile acquisition and BlackRock/MLIM transaction integration costs. Also included are PFPC distribution/out-of-pocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 106$ million.

## Appendix to Financial Supplement (continued)

The PNC Financial Services Group, Inc.
Adjusted Condensed Consolidated Income Statement Reconciliations(Unaudited) (a)
For the three months ended December 31, 2006

| In millions | PNC <br> As Reported |  | Adjustments (b) |  | $\begin{gathered} \text { PNC } \\ \text { As Adjusted } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |
| Net interest income | \$ | 566 |  |  | \$ | 566 |
| Provision for credit losses |  | 42 |  |  |  | 42 |
| Net interest income less provision for credit losses |  | 524 |  |  |  | 524 |
| Noninterest Income |  |  |  |  |  |  |
| Asset management |  | 149 | \$ | 10 |  | 159 |
| Other |  | 820 |  | (52) |  | 768 |
| Total noninterest income |  | 969 |  | (42) |  | 927 |
| Noninterest Expense |  |  |  |  |  |  |
| Compensation and benefits |  | 497 |  |  |  | 497 |
| Other |  | 472 |  | (64) |  | 408 |
| Total noninterest expense |  | 969 |  | (64) |  | 905 |
| Income before income taxes |  | 524 |  | 22 |  | 546 |
| Income taxes |  | 148 |  | 7 |  | 155 |
| Net income | \$ | 376 | \$ | 15 | \$ | 391 |

For the three months ended September 30, 2006

| In millions | PNC <br> As Reported |  | $\underline{\text { Adjustments (c) }}$ |  | BlackRock <br> Deconsolidation and Other Adjustments |  | BlackRock <br> Equity Method (d) |  | $\begin{gathered} \text { PNC } \\ \text { As Adjusted } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 567 |  |  | \$ | (3) |  |  | \$ | 564 |
| Provision for credit losses |  | 16 |  |  |  |  |  |  |  | 16 |
| Net interest income less provision for credit losses |  | 551 |  |  |  | (3) |  |  |  | 548 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Asset management |  | 381 |  |  |  | (302) | \$ | 43 |  | 122 |
| Other |  | 2,562 | \$ | $(1,869)$ |  | (18) |  |  |  | 675 |
| Total noninterest income |  | 2,943 |  | $(1,869)$ |  | (320) |  | 43 |  | 797 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 659 |  | (44) |  | (154) |  |  |  | 461 |
| Other |  | 508 |  | (63) |  | (69) |  |  |  | 376 |
| Total noninterest expense |  | 1,167 |  | (107) |  | (223) |  |  |  | 837 |
| Income before minority interest and income taxes |  | 2,327 |  | $(1,762)$ |  | (100) |  | 43 |  | 508 |
| Minority interest in income of BlackRock |  | 6 |  | 14 |  | (20) |  |  |  |  |
| Income taxes |  | 837 |  | (672) |  | (38) |  | 1 |  | 128 |
| Net income | \$ | 1,484 | \$ | $(1,104)$ | \$ | (42) | \$ | 42 | \$ | 380 |

(a) See note (a) on page A1.
(b) Includes the impact of the following items on a pretax basis: $\$ 12$ million loss from the net mark-to-market adjustment on BlackRock LTIP shares obligation and $\$ 10$ million of integration costs. Also included are PFPC distribution/out-of-pocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 64$ million.
(c) Includes the impact of the following items, all on a pretax basis: \$2,078 million gain on BlackRock/MLIM transaction, $\$ 196$ million securities portfolio rebalancing loss, $\$ 72$ million of BlackRock/MLIM transaction integration costs, and $\$ 48$ million mortgage loan portfolio repositioning loss. Also included are PFPC distribution/out-ofpocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 35$ million.
(d) BlackRock investment revenue represents PNC's approximately $69 \%$ ownership interest in earnings of BlackRock for the third quarter of 2006, excluding pretax BlackRock/MLIM transaction integration costs totaling $\$ 72$ million. The income taxes amount represents additional income taxes recorded by PNC related to BlackRock earnings.

## Appendix to Financial Supplement (continued)

The PNC Financial Services Group, Inc.
Adjusted Condensed Consolidated Income Statement Reconciliations(Unaudited) (a)
For the three months ended June 30, 2006

| $\underline{\text { In millions }}$ | PNC <br> As Reported |  | Adjustments (b) |  | BlackRock Deconsolidation and Other Adjustments |  | BlackRock Equity Method (c) |  | $\begin{gathered} \text { PNC } \\ \text { As Adjusted } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 556 |  |  | \$ | (4) |  |  | \$ | 552 |
| Provision for credit losses |  | 44 |  |  |  |  |  |  |  | 44 |
| Net interest income less provision for credit losses |  | 512 |  |  |  | (4) |  |  |  | 508 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Asset management |  | 429 |  |  |  | (349) | \$ | 49 |  | 129 |
| Other |  | 801 | \$ | (34) |  | (12) |  |  |  | 755 |
| Total noninterest income |  | 1,230 |  | (34) |  | (361) |  | 49 |  | 884 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 634 |  | 3 |  | (180) |  |  |  | 457 |
| Other |  | 511 |  | (50) |  | (71) |  |  |  | 390 |
| Total noninterest expense |  | 1,145 |  | (47) |  | (251) |  |  |  | 847 |
| Income before minority interest and income taxes |  | 597 |  | 13 |  | (114) |  | 49 |  | 545 |
| Minority interest in income of BlackRock |  | 19 |  | 3 |  | (22) |  |  |  |  |
| Income taxes |  | 197 |  | 5 |  | (46) |  | 3 |  | 159 |
| Net income | \$ | 381 | \$ | 5 | \$ | (46) | \$ | 46 | \$ | 386 |

For the three months ended March 31, 2006

| In millions | PNC <br> As Reported |  | $\underline{\text { Adjustments (d) }}$ |  | Deconsolidation and Other Adjustments |  | BlackRock Equity Method (c) |  | $\begin{gathered} \text { PNC } \\ \text { As Adjusted } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 556 |  |  | \$ | (3) |  |  | \$ | 553 |
| Provision for credit losses |  | 22 |  |  |  |  |  |  |  | 22 |
| Net interest income less provision for credit losses |  | 534 |  |  |  | (3) |  |  |  | 531 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Asset management |  | 461 |  |  |  | (385) | \$ | 52 |  | 128 |
| Other |  | 724 | \$ | (37) |  | (21) |  |  |  | 666 |
| Total noninterest income |  | 1,185 |  | (37) |  | (406) |  | 52 |  | 794 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 642 |  | (3) |  | (189) |  |  |  | 450 |
| Other |  | 520 |  | (40) |  | (102) |  |  |  | 378 |
| Total noninterest expense |  | 1,162 |  | (43) |  | (291) |  |  |  | 828 |
| Income before minority interest and income taxes |  | 557 |  | 6 |  | (118) |  | 52 |  | 497 |
| Minority interest in income of BlackRock |  | 22 |  | 1 |  | (23) |  |  |  |  |
| Income taxes |  | 181 |  | 2 |  | (46) |  | 3 |  | 140 |
| Net income | \$ | 354 | \$ | 3 | \$ | (49) | \$ | 49 | \$ | 357 |

(a) See note (a) on page A1.
(b) Includes $\$ 13$ million of BlackRock/MLIM transaction integration costs and PFPC distribution/out-of-pocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 34$ million.
(c) BlackRock investment revenue represents PNC's approximately $69 \%$ ownership interest in earnings of BlackRock for both the second quarter and first quarter of 2006, excluding pretax BlackRock/MLIM transaction integration costs totaling $\$ 13$ million and $\$ 6$ million, respectively. The income taxes amount represents additional income taxes recorded by PNC related to BlackRock earnings.
(d) Includes $\$ 6$ million of BlackRock/MLIM transaction integration costs and PFPC distribution/out-of-pocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 37$ million.

## (1) PNC

# The PNC Financial Services Group, Inc 

First Quarter 2007 Earnings Conference Call

April 18, 2007

# Cautionary Statement Regarding Forward-Looking Information 

This presentation contains forward-looking statements regarding our outlook or expectations relating to PNC's future business, operations, financial condition, financial performance and asset quality. Forward-looking statements are necessarily subject to numerous assumptions, risks and uncertainties, which change over time.

The forward-looking statements in this presentation are qualified by the factors affecting forward-looking statements identified in the more detailed Cautionary Statement included in the Appendix, which is in the version of the presentation materials posted on our corporate website at www.pnc.com/investorevents. We provide greater detail regarding those factors in our 2006 Form 10-K, including in the Risk Factors and Risk Management sections, and in our other SEC reports (accessible on the SEC's website at www.sec.gov and on or through our corporate website).

Future events or circumstances may change our outlook or expectations and may also affect the nature of the assumptions, risks and uncertainties to which our forward-looking statements are subject. The forward-looking statements in this presentation speak only as of the date of this presentation. We do not assume any duty and do not undertake to update those statements.
In this presentation, we will sometimes refer to adjusted results to help illustrate (1) the impact of BlackRock deconsolidation near the end of third quarter 2006 and the application of the equity method of accounting for our equity investment in BlackRock and (2) the impact of certain specified items, including BlackRock/MLIM transaction gain, cost of securities and mortgage portfolio repositionings, BlackRock/MLIM and Mercantile Bankshares acquisition integration costs, PFPC distribution/out-of-pocket revenue and expense, and gains/losses related to our BlackRock LTIP shares obligation. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for the periods presented, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of deconsolidation on various components of our income statement and balance sheet. We believe that information as adjusted for the impact of the specified items may be useful due to the extent to which these items are not indicative of our ongoing operations as the result of our management activities on those operations. While we have not provided other adjustments for the periods discussed, this is not intended to imply that there could not have been other similar types of adjustments, but any such adjustments would not have been similar in magnitude to those shown.

This presentation may also include a discussion of non-GAAP financial measures, which, to the extent not so qualified therein or in the Appendix, is qualified by GAAP reconciliation information available on our corporate website at www.pnc.com under "About PNC - Investor Relations."

## 2007 First Quarter Highlights

- Reported earnings of $\$ 1.46$ per diluted share
- Adjusted earnings of $\$ 1.38$ per diluted share, a $15 \%$ increase over 1Q06 adjusted earnings*
- Banking businesses driving the improvement
- Mercantile integration on track
- Enhanced client initiatives producing positive early results
- Excellent asset quality


## Earnings Per Share Summary

## Diluted Earnings Per Share

Net income, as reported
Adjustments:
Gain related to transfer of BlackRock shares for LTIP

Loss from the net mark-to-market adjustment on LTIP shares obligation

| 1Q07 | 1Q06 | 1Q07 vs 1 Q06 $\%$ Change | 4Q06 | 1Q07 vs 4Q06 \% Change |
| :---: | :---: | :---: | :---: | :---: |
| \$1.46 | \$1.19 | 23\% | \$1.27 | 15\% |

Acquisition integration costs
Net income, as adjusted
$\frac{0.03}{\$ 1.38} \frac{0.01}{\$ 1.20}-\frac{0.03}{15 \%}-\frac{1.32}{5 \%}$

## Growing Higher Quality Revenue Streams


*Adjusted amounts are reconciled to GAAP in the Appendix
$* *$ Unadjusted growth 1 Q07 vs 1 Q06: total revenue ( $2 \%$ ), noninterest income ( $9 \%$ ), deposit net interest income $20 \%$, loan net interest income $0 \%$

## Creating Positive Operating Leverage

## Growing Revenues Faster Than Expenses


*As reported: revenue (2\%), expense (11\%), earnings before provision 15\%, net income 30\%. Adjusted numbers and taxable-equivalent revenue are reconciled to GAAP in the Appendix.

## Maintaining Moderate Risk Profile

- Credit Risk Profile
- Credit decisions driven by risk-adjusted returns
- Strong credit quality
- Minimal sub-prime exposure
- Interest Rate Risk
- Total return philosophy
- Sophisticated risk management skills
- Well-positioned balance sheet


## 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 othersimilarwords 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. Because forward-looking statements are subject to assumptions and uncertainties, 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.

Our forward-looking statements are subject to the following principal risks and uncertainties. We provide greater detail regarding some of these factors in our Form 10-K for the year ended December 31, 2006, including in the Risk Factors and Risk Management sections of that report, and in our other SEC reports. Our forward-looking statements may also be subject to other risks and uncertainties, including those that we may discuss elsewhere in this presentation or in our filings with the SEC, accessible on the SEC's website at www.sec.gov and on or through our corporate website at www.pnc.com under "About PNC- Investor Relations- Financial Information."

- Our business and operating results are affected by business and economic conditions generally or specifically in the principal markets in which we do business. We are affected by changes in our customers' and counterparties' financial performance, as well as changes in customer preferences and behavior, including as a result of changing business and economic conditions.
- The value of our assets and liabilities, as well as our overall financial performance, are also affected by changes in interest rates or in valuations in the debt and equity markets. Actions by the Federal Reserve and other government agencies, including those that impact money supply and market interest rates, can affect our activities and financial results.
- Our operating results are affected by our liability to provide shares of BlackRock common stock to help fund BlackRock long-term incentive plan ("LTIP") programs, as our LTIP liability is adjusted quarterly ("marked-to-market") based on changes in BlackRock's common stock price and the number of remaining committed shares, and we recognize gain or loss on such shares at such times as shares are transferred for payouts under the LTIP programs.
- Competition can have an impact on customer acquisition, growth and retention, as well as on our credit spreads and product pricing, which can affect market share, deposits and revenues.
- Our ability to implement our business initiatives and strategies, including the final phases of our One PNC initiative, could affect our financial performance over the next several years.
- Our ability to grow successfully through acquisitions is impacted by 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. These uncertainties continue to be present with respect to the integration of Mercantile Bankshares Corporation.


## Cautionary Statement Regarding Forward-Looking Information <br> (continued)

- Legal and regulatory developments could have an impact on our ability to operate our businesses or our financial condition or results of operations or our competitive position or reputation. Reputational impacts, in turn, could affect matters such as business generation and retention, our ability to attract and retain management, liquidity and funding. These legal and regulatory developments could include: (a) the unfavorable resolution of legal proceedings or regulatory and other governmental inquiries; (b) increased litigationrisk from recent regulatory and other governmentaldevelopments; (c) the results of the regulatory examinationprocess, 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 laws and regulations involving tax, pension, and the protection of confidential customer information; and (e) changes in accounting policies and principles.
- Our business and operating results are affected by our ability to identify and effectively manage risks inherent in our businesses, including, where appropriate, through the effective use of third-party insurance and capital management techniques.
- Our ability to anticipate and respond to technological changes can have an impact on our ability to respond to customer needs and to meet competitive demands.
- The adequacy of our intellectual property protection, and the extent of any costs associated with obtaining rights in intellectual property claimed by others, can impact our business and operating results.
- Our business and operating results can also be affected by widespread natural disasters, terrorist activities or international hostilities, either as a result of the impact on the economy and financial and capital markets generally or on us or on ourcustomers, suppliers or other counterparties specifically.
- Also, risks and uncertainties that could affect the results anticipated in forward-looking statements or from historical performance relating to our equity interest in BlackRock, Inc. are discussed in more detail in BlackRock's 2006 Form 10-K, including in the Risk Factors section, and in BlackRock's other filings with the SEC accessible on the SEC's website and on or through BlackRock's website at www.blackrock.com.

In addition, we grow our business from time to time by acquiring other financial services companies, such as our recent acquisition of Mercantile Bankshares. Acquisitions in general present us with risks other than those presented by the nature of the business acquired. In particular, acquisitions may be substantially more expensive to complete (including as a result of costs incurred in connection with 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. In some cases, acquisitions involve our entry into new businesses or new geographic or other markets, and these situations also present risks resulting from our inexperience in these new areas. As a regulated financial institution, our pursuit of attractive acquisition opportunities could be negatively impacted due to regulatory delays or other regulatory issues. Regulatory and/or legal issues related to the pre-acquisition operations 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.

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, Mercantile's or other company's actual or anticipated results.

## Non-GAAP to GAAP Reconcilement

## Appendix

## Income Statement Summary - First Quarter 2007

| (\$ millions) | $\begin{gathered} \text { Reported } \\ \text { GAAP } \\ \text { Basis } \\ \hline \end{gathered}$ | Taxable <br> Equivalent <br> Adjustment | Taxable Equivalent Basis | Adjustments | As <br> Adjusted, TE Basis | Mercantile | PNC As <br> Adjusted, TE Basis, Excluding Mercantile |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$623 | \$6 | \$629 | \$0 | \$629 | (\$46) | \$583 |
| Noninterest income | 1,083 | 0 | 1,083 | (156) | 927 | (19) | 908 |
| Total revenue | 1,706 | 6 | 1,712 | (156) | 1,556 | (65) | 1,491 |
| Noninterest income to total revenue | 63\% |  |  |  | 60\% |  |  |
| Net interest income to total revenue | 37\% |  |  |  | 40\% |  |  |
| Noninterest expense | 1,036 | 0 | 1,036 | (117) | 919 | (40) | 879 |
| Pretax income before provision | 670 | 6 | 676 | (39) | 637 | (25) | 612 |
| Provision | 8 | 0 | 8 | 0 | 8 | 0 | 8 |
| Income before minority interest and income taxes | 662 | 6 | 668 | (39) | 629 | (25) | 604 |
| Minority interest in income of BlackRock | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Income Taxes | 203 | 6 | 209 | (14) | 195 | (9) | 186 |
| Net income | \$459 | \$0 | \$459 | (\$25) | \$434 | (\$16) | \$418 |
| Adjustments: |  | Noninterest income | Noninterest expense | Pretax |  |  |  |
| PFPC distribution/out-of-pocket revenue and expense |  | (\$106) | (\$106) | \$0 |  |  |  |
| Net effect related to BlackRock LTIP shares obligation |  | (52) | 0 | (52) |  |  |  |
| Acquisition integration costs |  | 2 | (11) | 13 |  |  |  |
| Pretax |  | (\$156) | (\$117) | (39) |  |  |  |
|  |  |  | come taxes | (14) |  |  |  |
|  |  |  | et income | (\$25) |  |  |  |

## Non-GAAP to GAAP Reconcilement

## Appendix

## Income Statement Summary - First Quarter 2006

| (\$ millions) | Reported GAAP Basis | Taxable <br> Equivalent <br> Adjustment | Taxable Equivalent Basis | Adjustments | PNC As <br> Adjusted, <br> TE Basis | Mercantile | PNC As <br> Adjusted, TE Basis, Excluding Mercantile |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$556 | \$7 | \$563 | (\$3) | \$560 | \$0 | \$560 |
| Noninterest income | 1,185 | 0 | 1,185 | (391) | 794 | 0 | 794 |
| Total revenue | 1,741 | 7 | 1,748 | (394) | 1,354 | 0 | 1,354 |
| Noninterest income to total revenue | 68\% |  |  |  | 59\% |  |  |
| Net interest income to total revenue | 32\% |  |  |  | 41\% |  |  |
| Noninterest expense | 1,162 | 0 | 1,162 | (334) | 828 | 0 | 828 |
| Pretax income before provision | 579 | 7 | 586 | (60) | 526 | 0 | 526 |
| Provision | 22 | 0 | 22 | 0 | 22 | 0 | 22 |
| Income before minority interest and income taxes | 557 | 7 | 564 | (60) | 504 | 0 | 504 |
| Minority interest in income of BlackRock | 22 | 0 | 22 | (22) | 0 | 0 | 0 |
| Income taxes | 181 | 7 | 188 | (41) | 147 | 0 | 147 |
| Net income | \$354 | \$0 | \$354 | \$3 | \$357 | \$0 | \$357 |
| Adjustments: | Net interest income | Noninterest income | Noninterest expense | Minority Interest | Pretax |  |  |
| PFPC distribution/out-of-pocket revenue and expense | \$0 | (\$37) | (\$37) | \$0 | \$0 |  |  |
| BlackRock Equity Method | (3) | (354) | (291) | 0 | (66) |  |  |
| Acquisition integration costs | 0 | 0 | (6) | 0 | 6 |  |  |
| Minority Interest adjustment | 0 | 0 | 0 | (22) | 22 |  |  |
| Pretax | (\$3) | (\$391) | (\$334) | (\$22) | (38) |  |  |
|  |  |  | come taxes |  | (41) |  |  |
|  |  |  | et income |  | \$3 |  |  |

## Non-GAAP to GAAP Reconcilement

## Appendix

## Income Statement Summary - First Quarter '06 vs First Quarter '0

(\$ millions)
Noninterest Income
Net Interest Income:
Loans
Deposits
Net Interest Income
Total Revenue
1 Q07 As
Adjusted, TE

Adjusted, TE
Basis
Excluding

$\qquad$ 1Q06
Unadjusted

|  | Growth <br> Q106 vs |
| :---: | :---: |
| Q1007 Unadjusted | Q107 |


| Noninterest income as a \% of total revenue | $59 \%$ | $60 \%$ |
| :--- | :--- | :--- |
| Loans as a \% of total revenue | $17 \%$ | $15 \%$ |
| Deposits as a \% of total revenue | $63 \%$ |  |

Noninterest Expense
Net income
Provision for credit losses
Effective tax rate
After tax impact of provision for credit losses
Net income
Earnings before provision

| 828 | 919 | $11 \%$ | 879 | $6 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 357$ | $\$ 434$ | $22 \%$ | $\$ 418$ |  |
|  |  |  | 8 |  |
| 22 | 8 |  | $30.7 \%$ |  |
| $32.5 \%$ | $30.7 \%$ |  | 6 |  |
| 15 | 6 |  | 418 | $17 \%$ |
| 357 | 434 | $22 \%$ | $18 \%$ | $\$ 424$ |
| $\$ 372$ | $\$ 440$ |  |  |  |


| 1 Q06 | Growth Q106 |  |
| ---: | ---: | ---: |
| $\$ 22$ | $\$ 8$ | vs Q107 |$]$| $32.5 \%$ | $30.7 \%$ |  |
| ---: | ---: | ---: |
| 15 | 6 | $26 \%$ |
| 354 | 459 | $\$ 465$ |
| $\$ 369$ | $\$ 465$ |  |

## Non-GAAP to GAAP Reconcilement

## Income Statement Summary - 2004 to 2006

| For the year ended December 31, 2006 | BlackRock |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PNC |  | Deconsolidation and | BlackRock | PNC |
| In millions | As Reported | Adjustments (a) | Other Adjustments | Equity Method | As Adjusted |
| Net interest income | \$2,245 |  | \$(10) |  | \$2,235 |
| Provision for credit losses | 124 |  |  |  | 124 |
| Noninterest income | 6,327 | \$(1,982) | $(1,087)$ | \$144 | 3,402 |
| Noninterest expense | 4,443 | (261) | (765) |  | 3,417 |
| Income before minority interest and income taxes | 4,005 | $(1,721)$ | (332) | 144 | 2,096 |
| Minority interest in income of BlackRock | 47 | 18 | (65) |  |  |
| Income taxes | 1,363 | (658) | (130) | 7 | 582 |
| Net income | \$2,595 | \$ $(1,081)$ | \$(137) | \$137 | \$1,514 |

(a) Includes the impact of the following items, all on a pretax basis: $\$ 2,078$ million gain on BlackRock/MLIM transaction, $\$ 196$ million securities portfolio rebalancing loss, $\$ 101$ million of integration costs, $\$ 48$ million mortgage loan portfolio repositioning loss, and $\$ 12$ million loss related to BlackRock LTIP shares obligation. Also included are PFPC distribution/out-of-pocket revenue and expense primarily associated with pooled investment fund accounts totaling $\$ 170$ million.

| For the year ended December 31, 2005 <br> In millions | PNC <br> As Reported | PFPC Distribution/ Out-Of-Pocket Revenue and Expense | BlackRock Deconsolidation and Other Adjustments | BlackRock Equity Method | PNC <br> As Adjusted |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$2,154 |  | \$(12) |  | \$2,142 |
| Provision for credit losses | 21 |  |  |  | 21 |
| Noninterest income | 4,173 | \$(147) | $(1,214)$ | \$163 | 2,975 |
| Noninterest expense | 4,306 | (147) | (853) |  | 3,306 |
| Income before minority interest and income taxes | 2,000 |  | (373) | 163 | 1,790 |
| Minority interest in income of BlackRock | 71 |  | (71) |  |  |
| Income taxes | 604 |  | (150) | 11 | 465 |
| Net income | \$1,325 |  | \$(152) | \$152 | \$1,325 |

## Non-GAAP to GAAP Reconcilement

## Appendix

## Income Statement Summary - 2004 to 2006 (continued)



| In millions | 2004 | 2005 | 2006 | CAGR |
| :---: | :---: | :---: | :---: | :---: |
| Adjusted net interest income | \$1,955 | \$2,142 | \$2,235 |  |
| Adjusted noninterest income | 2,791 | 2,975 | 3,402 |  |
| Taxable-equivalent adjustment | 20 | 33 | 25 |  |
| Adjusted total revenue | 4,766 | 5,150 | 5,662 |  |
| Adjusted noninterest expense | 3,011 | 3,306 | 3,417 |  |
| Adjusted net income | \$1,197 | \$1,325 | \$1,514 |  |
| In millions | 2004 | 2005 | 2006 | CAGR |
| Net interest income, as reported | \$1,969 | \$2,154 | \$2,245 |  |
| Noninterest income, as reported | 3,572 | 4,173 | 6,327 |  |
| Taxable-equivalent adjustment | 20 | 33 | 25 |  |
| Total revenue, taxable equivalent basis | 5,561 | 6,360 | 8,597 |  |
| Noninterest expense, as reported | 3,712 | 4,306 | 4,443 |  |
| Net income, as reported | \$1,197 | \$1,325 | \$2,595 |  |

## Non-GAAP to GAAP Reconcilement

## Appendix

## Noninterest Income, Noninterest Expense and NIM Summary



| Adjustments: | (a) | (b) | (c) |
| :---: | :---: | :---: | :---: |
| Integration costs | \$2 |  | \$10 |
| PFPC distribution/out-of-pocket revenue | (106) | (\$37) | (64) |
| BlackRock equity method |  | (354) |  |
| Gain related to transfer of BlackRock shares for LTIP | (82) |  |  |
| Loss from the net mark-to-market adjustment on |  |  |  |
| BlackRock LTIP shares obligation | 30 |  | 12 |
| Total adjustments to noninterest income | (\$156) | (\$391) | (\$42) |
| Integration costs | (\$11) | (\$6) |  |
| PFPC distribution/out-of-pocket expense | (106) | (37) | (64) |
| BlackRock equity method |  | (291) |  |
| Total adjustments to noninterest expense | (\$117) | (\$334) | (\$64) |


|  | Net Interest <br> Margin, As <br> Reported |
| :--- | :--- |
| 4Q06 PNC net interest margin | $2.88 \%$ |
| 1Q07 PNC net interest margin | $2.95 \%$ |


| Change from 4Q06 | $0.07 \%$ |
| :--- | :--- |
| Impact of Mercantile | $0.04 \%$ |
| PNC change, excluding Mercantile | $0.03 \%$ |


[^0]:    (a) Presented as of period-end, except for net charge-offs, annualized net charge-off ratio, gains on sales of education loans, and small business loans and managed deposits, which are for the three months ended.
    (b) Amounts exclude the impact of Mercantile, which we acquired effective March 2, 2007.
    (c) Includes nonperforming loans of $\$ 93$ million at March 31, 2007 and $\$ 84$ million at March 31, 2006.
    (d) Represents small business balances, a portion of which are calculated on a one-month lag. These balances are swept into liquidity products managed by other PNC business segments, the majority of which are off-balance sheet.
    (e) Financial consultants provide services in full service brokerage offices and PNC traditional branches.
    (f) Included in "Noninterest income" on page 5.

[^1]:    (a) Included in "Borrowed funds-Other" above.
    (b) Included in "Borrowed funds-Repurchase agreements" and "Borrowed funds-Other" above.
    (c) Included in "Accrued expenses and other liabilities" above.

[^2]:    (a) Exposure represents the sum of all loans, leases, commitments and letters of credit, excluding those related to Mercantile.

