

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

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

May 19, 2008  
Date of Report (Date of earliest event reported)

**THE PNC FINANCIAL SERVICES GROUP, INC.**

(Exact name of registrant as specified in its charter)

Commission File Number 001-09718

**Pennsylvania**  
(State or other jurisdiction of  
incorporation or organization)

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

**One PNC Plaza**  
**249 Fifth Avenue**  
**Pittsburgh, Pennsylvania 15222-2707**  
(Address of principal executive offices, including zip code)

**(412) 762-2000**  
(Registrant's telephone number, including area code)

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

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- 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 May 20, 2008, Richard J. Johnson, Chief Financial Officer of The PNC Financial Services Group, Inc. (the "Corporation"), gave a presentation to investors at the Lehman Brothers Financial Services Conference in London. This presentation was accompanied by a series of electronic slides that included information pertaining to the financial results and business strategies of the Corporation. A copy of these slides and related material is included in this report as Exhibit 99.1 and is furnished herewith. As provided in the Corporation's press release announcing the presentation, the Corporation made a copy of these slides and related material available on its corporate website after the United States financial markets closed on May 19, 2008.

**Item 9.01 Financial Statements and Exhibits.**

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

---

**SIGNATURE**

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

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

Date: May 20, 2008

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

---

**EXHIBIT INDEX**

<u>Number</u>	<u>Description</u>	<u>Method of Filing</u>
99.1	Slide presentation and related material for the Lehman Brothers Financial Services Conference on May 20, 2008	Furnished herewith



The PNC Financial Services Group, Inc.

---

Lehman Brothers Financial Services Conference  
London  
May 20, 2008

# Cautionary Statement Regarding Forward-Looking Information and Adjusted 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 included in the version of the presentation materials posted on our corporate website at [www.pnc.com/investorevents](http://www.pnc.com/investorevents). We provide greater detail regarding these factors in our 2007 Form 10-K and first quarter 2008 Form 10-Q, 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](http://www.sec.gov) and on or through our corporate website at [www.pnc.com/secfilings](http://www.pnc.com/secfilings)).

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 the impact of the deconsolidation of BlackRock near the end of third quarter 2006 and the impact of certain types of items. Unless otherwise indicated, adjusted results reflect, as applicable, the following types of adjustments: (1) 2006 and earlier periods reflect the impact of the deconsolidation of BlackRock by adjusting as if we had recorded our BlackRock investment on the equity method prior to its deconsolidation; (2) adjusting 2006 periods, as applicable, to exclude the impact of the third quarter 2006 gain on the BlackRock/MLIM transaction and losses on the repositioning of PNC's securities and mortgage loan portfolios; (3) adjusting fourth quarter 2006 and 2007 periods to exclude the net mark-to-market adjustments on PNC's remaining BlackRock LTIP shares obligation and, as applicable, the gain PNC recognized in first quarter 2007 in connection with the company's transfer of BlackRock shares to satisfy a portion of its BlackRock LTIP shares obligation; (4) adjusting 2007 and 2006 periods to exclude, as applicable, integration costs related to acquisitions and to the BlackRock/MLIM transaction; (5) adjusting 2007 periods, as applicable, for the fourth quarter 2007 Visa litigation charge; and (6) adjusting, as appropriate, for the tax impact of these adjustments. 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 2007 and earlier 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 the amount of the adjustments shown.

In certain discussions, we may also provide revenue information 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 taxable investments. We believe this adjustment may be useful when comparing yields and margins for all earning assets.

This presentation may also include a discussion of other 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](http://www.pnc.com) under "About PNC - Investor Relations."



# PNC - Designed to Consistently Deliver Strong Results

## A business model differentiated by:

- ▶ Clear strategies and strong execution
- ▶ Maintaining a moderate risk profile
- ▶ Creating positive operating leverage
  - Ability to grow high-quality diverse revenue streams
  - A well-positioned balance sheet for strong net interest income growth
  - A continuous improvement culture
- ▶ Building capital flexibility and strong liquidity

# PNC Corporate Profile

## Overview

- ▶ One of the largest financial services companies in the United States
- ▶ Diversified mix of business segments:
  - Retail Banking
  - Corporate & Institutional Banking
  - PFPC
  - BlackRock
- ▶ Focus on enterprise risk management
- ▶ Commitment to long-term shareholder value
- ▶ History of serving our key constituencies

## Highlights<sup>1</sup>

Market cap	\$24 billion
Assets	\$140 billion
Loans	\$71 billion
Deposits	\$80 billion
Branches	1,096
ATMs	3,903
Employees	27,335

(1) As of March 31, 2008, not including market cap. Market cap as of May 6, 2008. Loans are net of unearned income.






# Key Growth Statistics

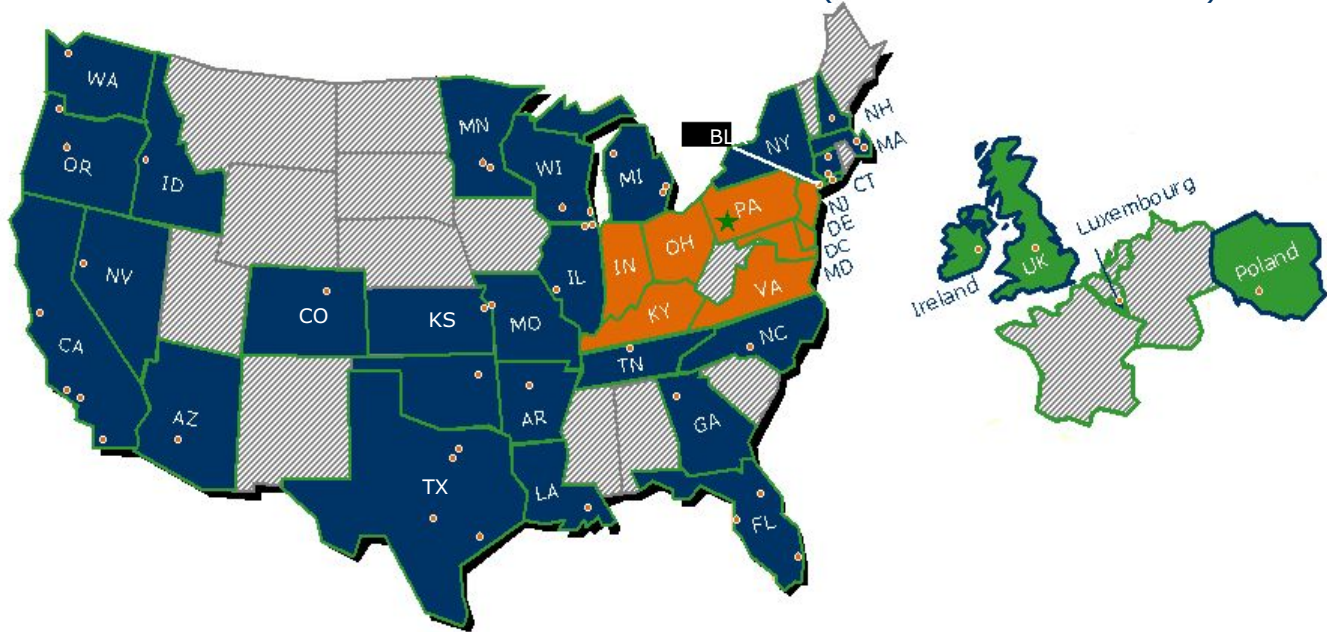
Compound annual growth 2003-2007	PNC <sup>1</sup>	Peers <sup>2</sup>
Assets	19%	12%
Net interest income	10%	7%
Noninterest income	9% <sup>1</sup>	7%
Total revenue	10% <sup>1</sup>	8%
Net income	10%	4%
Diluted EPS	5%	(1%)

**PNC Has a Demonstrated Ability to Deliver Solid Results**

(1) PNC noninterest income and total revenue are presented as adjusted for the deconsolidation of BlackRock, BlackRock/MLIM transaction integration costs, and gains/losses related to PNC's BlackRock LTIP shares obligation, and are reconciled to GAAP amounts in the Appendix. PNC reported CAGR was 4% for noninterest income and 6% for total revenue. (2) Peers reflects average of the super-regional banks identified in the Appendix other than PNC 

# PNC Franchise

-  Retail Banking Footprint
-  Corporate & Institutional Offices
-  PFPC International Offices
-  BlackRock Headquarters (60 offices in 19 countries)



## PNC 2008 Execution Highlights

- ✓ Delivered solid 1Q08 results in a difficult environment
- ✓ 1Q08 net income of \$377 million or \$1.09 per diluted share
- ✓ Posted strong revenue growth
- ✓ Created positive operating leverage
- ✓ Maintained a well-positioned balance sheet
- ✓ Asset quality performed as expected
- ✓ Strengthened our Tier 1 capital ratio
- ✓ Increased our dividend

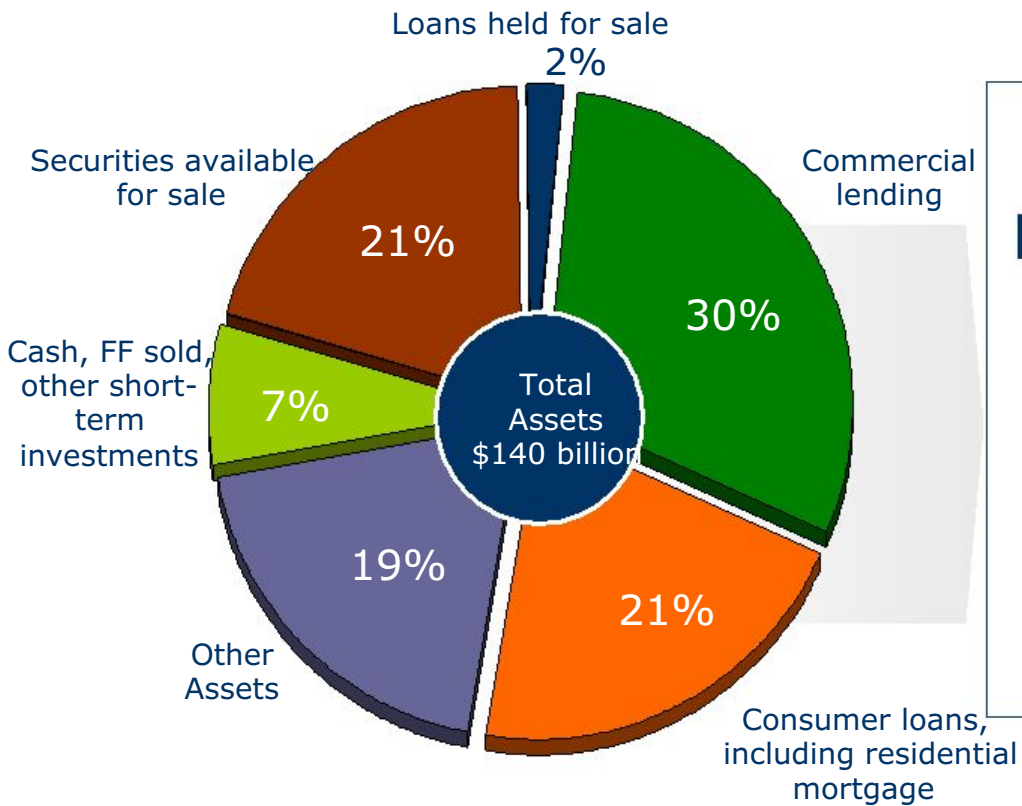
**PNC's Ability to Execute Yielded Positive Results, Despite Market Volatility**

# PNC - Designed to Consistently Deliver Strong Results

## A business model differentiated by:

- ▶ Clear strategies and strong execution
- ▶ Maintaining a moderate risk profile
- ▶ Creating positive operating leverage
  - Ability to grow high-quality diverse revenue streams
  - A well-positioned balance sheet for strong net interest income growth
  - A continuous improvement culture
- ▶ Building capital flexibility and strong liquidity

# Balanced Asset Mix Less Dependent on Credit

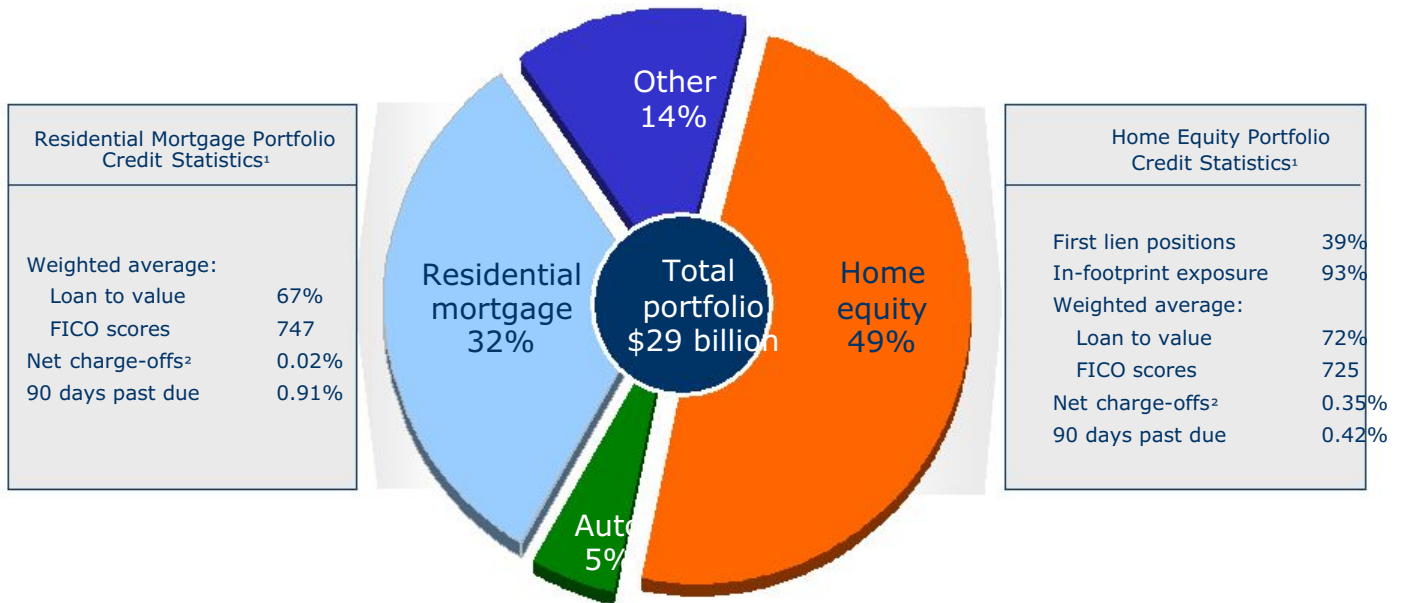


**Loans/Assets**  
As of March 31, 2008

<b>PNC</b>	<b>51 %</b>
Wachovia	59
Wells Fargo	65
US Bancorp	65
Regions	67
BB&T	68
SunTrust	69
Fifth Third	73
National City	75
KeyCorp	75
Comerica	78

As of March 31, 2008. Peer comparison source: SNL DataSource.

# Consumer Loan Portfolio

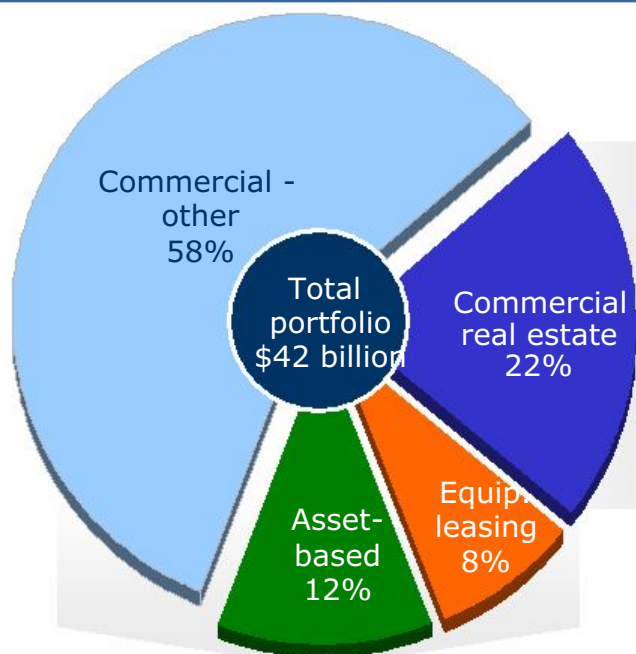


As of March 31, 2008.

(1) Includes loans from acquired portfolios for which lien position and loan-to-value information was limited and represents most recent FICO scores we have on file, where applicable. (2) For the quarter ended March 31, 2008.



# Commercial Lending Portfolio



Commercial Real Estate		
Type	Outstanding billions	Nonperforming billions
Residential	\$2.1	\$.184
Office	1.6	.007
Retail	1.5	.016
Multi-family	.9	.014
Industrial	.7	.003
Hotel	.6	.007
Land	.4	---
Other	1.3	.042
<b>Total</b>	<b>\$9.1</b>	<b>\$.273</b>

## Commercial Lending Portfolio Statistics

Comm'l net charge-offs to average comm'l loans, adjusted	.29%
Nonperforming comm'l loans to total comm'l loans	1.25%
Largest nonperforming asset	\$20 million
Average nonperforming commercial loan	\$490 thousand

## Commercial Real Estate Statistics

CRE net charge-offs to average CRE loans	.49%
Nonperforming CRE loans to total CRE loans	3.02%
Average nonperforming CRE loan	\$2 million

As of March 31, 2008.

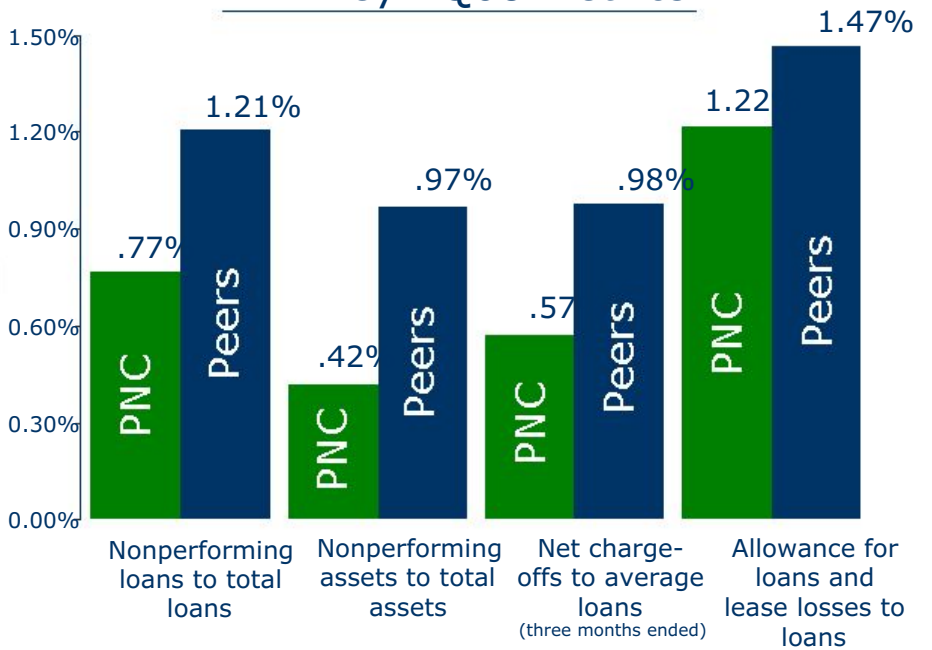
(1) Excludes \$44 million charge-off increase due to the realignment of charge-off policies in the first quarter of 2008. Percentage including the impact of the realignment was .72%.



# Strategic Decisions and Operating Discipline Result in a Strong Relative Credit Risk Profile

- ▶ Credit decisions driven by risk-adjusted returns
- ▶ Minimal exposure to subprime mortgages, high-yield bridge and leveraged finance loans
- ▶ Highly granular portfolio

Key 1Q08 Metrics



Peer comparison source: SNL DataSource; Peer Group represents average of super-regional banks identified in the Appendix other than PNC. PNC as reported.





# PNC - Designed to Consistently Deliver Strong Results

## A business model differentiated by:

- ▶ Clear strategies and strong execution
- ▶ Maintaining a moderate risk profile
- ▶ Creating positive operating leverage
  - Ability to grow high-quality diverse revenue streams
  - A well-positioned balance sheet for strong net interest income growth
  - A continuous improvement culture
- ▶ Building capital flexibility and strong liquidity

# Diverse and Valuable Revenue Stream

1Q08 Contribution to Total Revenue

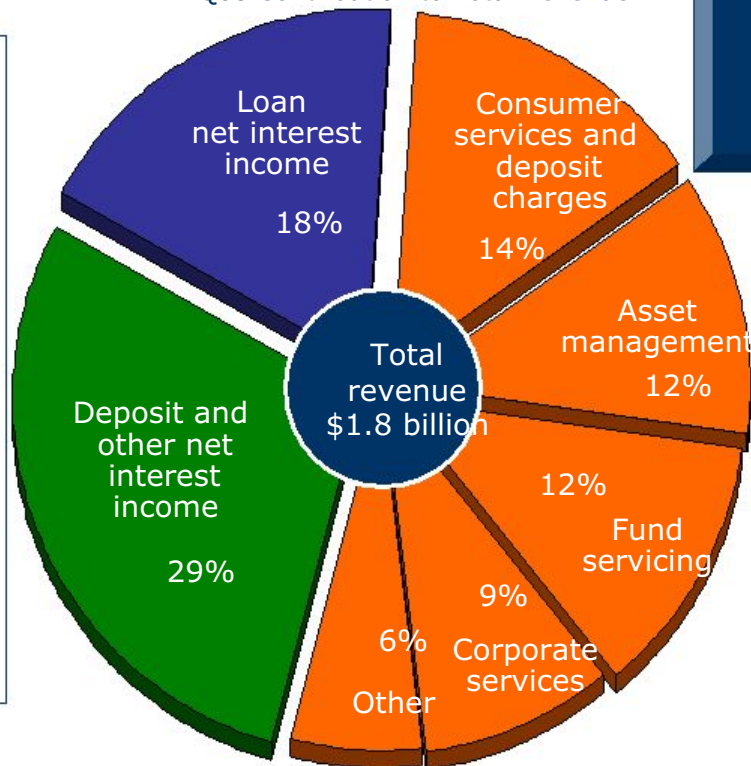
Revenue growth

**+13%**

1Q08 vs. 1Q07

Noninterest Income to Total Revenue 1Q08

Company	Percentage
<b>PNC</b>	<b>53 %</b>
US Bancorp	53
National City	52
Fifth Third	52
SunTrust	48
Regions	47
Wells Fargo	46
BB&T	43
KeyCorp	43
Wachovia	39
Comerica	33



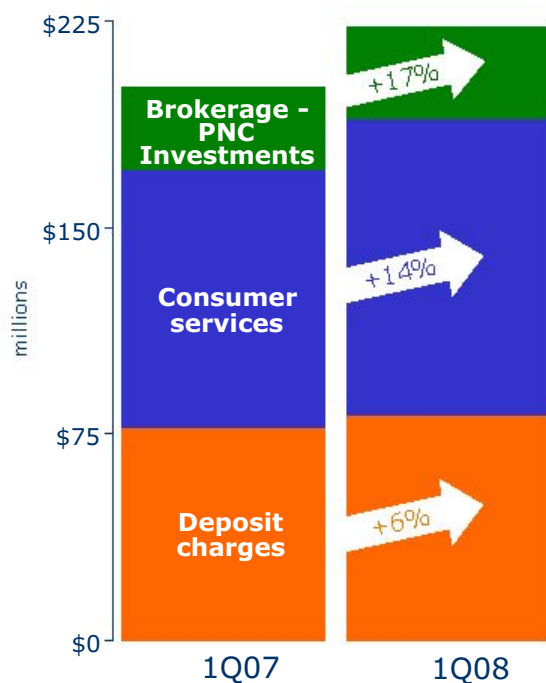
For the three months ended March 31, 2008. The sum of deposit NII and loan NII equals GAAP net interest income. Further information regarding revenue mix is provided in the Appendix. Peer comparison source: SNL DataSource.



# Consumer Services, Deposit Charges and Brokerage



## Revenue Sources<sup>1</sup>



## Key drivers

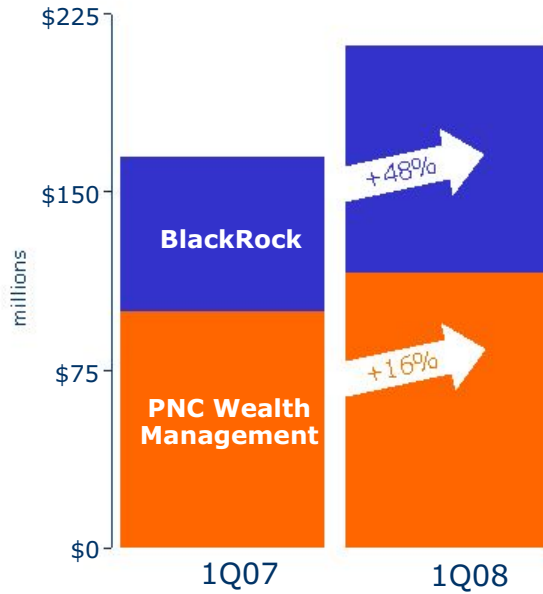
	March 31 2008	Change vs. March 31 2007
Retail checking relationships (millions)	2.31	+17% <sup>2</sup>
Consumer online banking users	55%	+18% <sup>3</sup>
Consumer online bill-pay users	35%	+61% <sup>3</sup>
<b>Retail average deposits<sup>4</sup> (billions)</b>		
Noninterest-bearing demand	\$10.5	+18%
Total transaction deposits	\$37.4	+14%
Financial consultants <sup>1</sup>	387	+11%

(1) Excludes brokerage revenue associated with Hilliard Lyons of \$29 million and \$33 million for 1Q08 and 1Q07, respectively, and financial consultants associated with Hilliard Lyons. The sale of Hilliard Lyons was completed on March 31, 2008. (2) Amounts at March 31, 2007 do not include the impact of Mercantile. (3) Reflects growth in users. (4) For quarter ended March 31.





## Revenue Sources



## Key drivers

March 31, 2008

### BlackRock<sup>1</sup> AUM (billions)

Equity and balanced	\$427
Fixed income	515
Cash management	349
Alternative investments	74
<b>Total</b>	<b>\$1,364</b>

Change from March 31, 2007 +18%

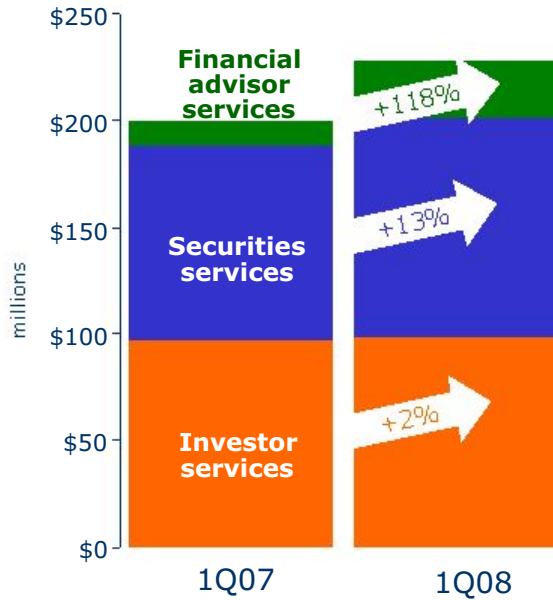
### PNC Wealth Management AUM (billions)

Equity	\$36
Fixed income	17
Liquidity/Other	12
<b>Total</b>	<b>\$65</b>

(1) Represents total BlackRock, Inc. amounts. PNC owned 33% of BlackRock at March 31, 2008.



## Revenue Sources

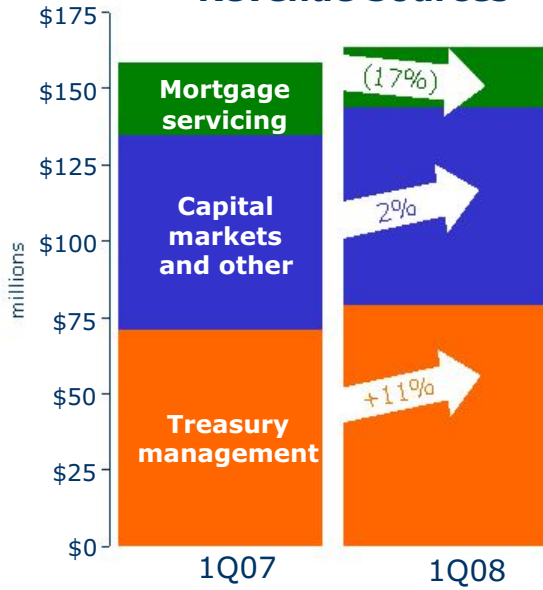


## Key drivers

	March 31 2008	Change vs. March 31 2007
<b>Accounting/administration net fund assets</b> (billions)		
Domestic	\$875	+20%
Offshore	\$125	+37%
<b>Custody fund assets</b> (billions)	\$476	+9%
<b>Total assets serviced</b> (billions)	\$2,600	+18%
<b>Shareholder accounts</b> (millions)		
Transfer agency	19	+6%
Subaccounting	57	+14%



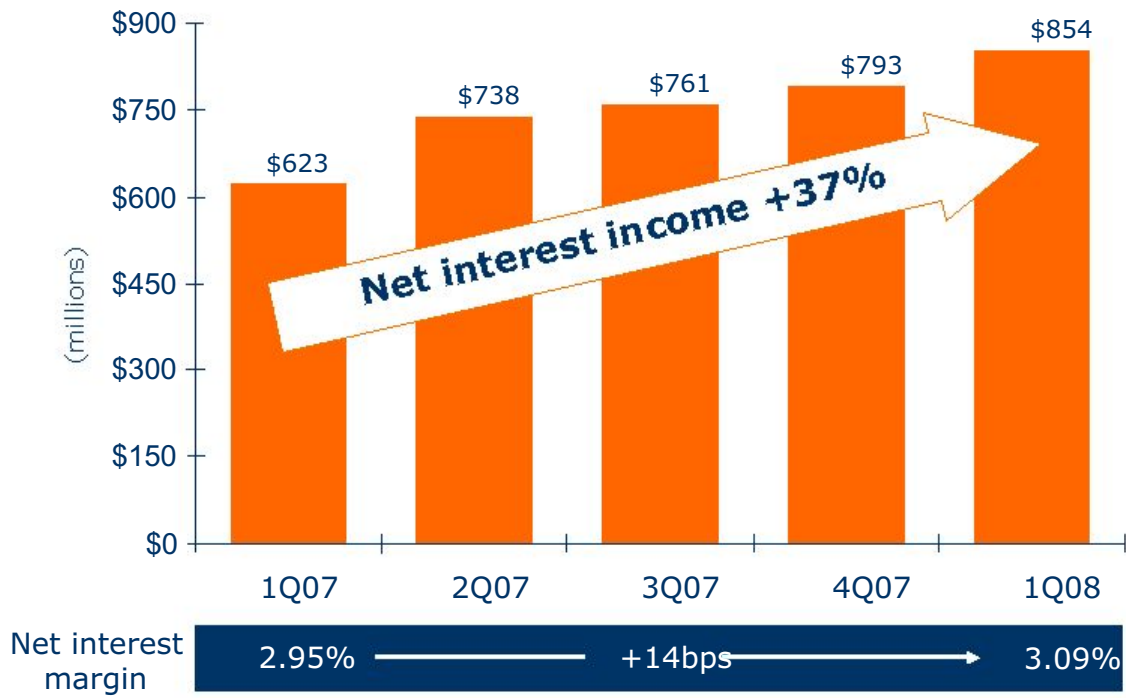
## Revenue Sources



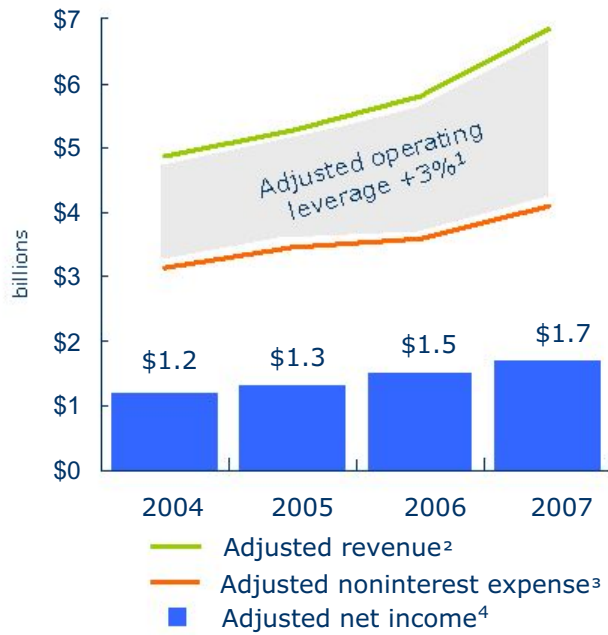
## Key drivers

	1Q08	Change vs. 1Q07
<b>Corporate &amp; Institutional</b> (average billions)		
Noninterest-bearing demand deposits	\$7.5	+6%
Money market deposits	\$5.0	+11%
Loans	\$24.4	+25%
<hr/>		
Commercial mortgage servicing portfolio (at March 31, billions)	\$244	+18%
<hr/>		
Commercial card (including P-card)		
Transaction volume		+32%
Processed dollar volume		+26%

# Strong Net Interest Income Growth



# Creating Positive Operating Leverage



1Q08 vs. 1Q07

**Revenue  
+13%**

**Expense  
+10%**

**Operating  
Leverage  
+3%**

**PNC's Disciplined Growth Strategies Help  
Drive Positive Operating Leverage...and  
EPS Growth**

(1) As reported: revenue 7%, expense 5%, operating leverage 2%. Adjusted amounts are reconciled to GAAP amounts in the Appendix.  
 (2) As reported \$5.5 billion, \$6.3 billion, \$8.6 billion, \$6.7 billion for 2004, 2005, 2006, 2007, respectively.  
 (3) As reported \$3.7 billion, \$4.3 billion, \$4.4 billion, \$4.3 billion for 2004, 2005, 2006, 2007, respectively.  
 (4) As reported \$1.2 billion, \$1.3 billion, \$2.6 billion, \$1.5 billion for 2004, 2005, 2006, 2007, respectively.





## A business model differentiated by:

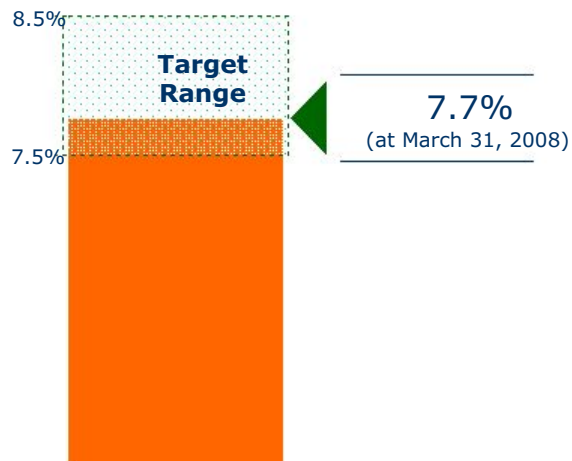
- ▶ Clear strategies and strong execution
- ▶ Maintaining a moderate risk profile
- ▶ Creating positive operating leverage
  - Ability to grow high-quality diverse revenue streams
  - A well-positioned balance sheet for strong net interest income growth
  - A continuous improvement culture
- ▶ Building capital flexibility and strong liquidity

# Building Our Capital Flexibility

## Sources/Uses

- ▶ Strong earnings
- ▶ Access to capital markets
- ▶ Return to shareholders
- ▶ Investing in our businesses

## Tier 1 Capital Ratio



**PNC's Execution and Disciplined Use of Capital Help Build Flexibility**

# Well-Positioned from a Liquidity Standpoint

## Lehman Brothers Criteria

- ▶ Net loans and leases to total deposits
- ▶ Net non-core funding dependence
- ▶ Net short-term liabilities to total assets
- ▶ On hand liquidity to total liabilities
- ▶ Reliance on wholesale funding

## Peer Group Composite Ranking

- 1 PNC
- 2 Regions
- 3 Comerica
- 4 Fifth Third
- 5 BB&T
- 6 SunTrust
- 7 Wachovia
- 8 KeyCorp
- 9 Wells Fargo
- 10 National City
- 11 US Bancorp

Source: Bank Research Spotlight, Lehman Brothers, Global Equity Research, March 25, 2008 [Data as of 3Q07], SNL Financial.



## Summary

PNC's...

- ▶ Clear strategies and strong execution
- ▶ Commitment to a moderate risk profile
- ▶ Ability to grow high quality revenue streams
- ▶ Focus on continuous improvement
- ▶ Disciplined capital management processes
- ▶ Strong liquidity

...leave us well-positioned for the future

**PNC Is Continuing to Build a Great  
Company**

# Cautionary Statement Regarding Forward-Looking Information

Appendix

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," "will," "project" and other similar words and expressions.

Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made. We do not assume any duty and do not undertake to update our forward-looking statements. 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 2007 Form 10-K and our Form 10-Q for the quarter ended March 31, 2008, including in the Risk Factors and Risk Management sections of those reports, 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](http://www.sec.gov) and on or through our corporate website at [www.pnc.com/secfilings](http://www.pnc.com/secfilings).

- Our businesses and financial results are affected by business and economic conditions, both generally and specifically in the principal markets in which we operate. In particular, our businesses and financial results may be impacted by:
  - Changes in interest rates and valuations in the debt, equity and other financial markets.
  - Disruptions in the liquidity and other functioning of financial markets, including such disruptions in the markets for real estate and other assets commonly securing financial products.
  - Actions by the Federal Reserve and other government agencies, including those that impact money supply and market interest rates.
  - Changes in our customers', suppliers' and other counterparties' performance in general and their creditworthiness in particular.
  - Changes in customer preferences and behavior, whether as a result of changing business and economic conditions or other factors.
- A continuation of recent turbulence in significant portions of the global financial markets could impact our performance, both directly by affecting our revenues and the value of our assets and liabilities and indirectly by affecting the economy generally.
- Given current economic and financial market conditions, our forward-looking financial statements are subject to the risk that these conditions will be substantially different than we are currently expecting. These statements are based on our current expectations that interest rates will remain low through 2008 with continued wide market credit spreads and our view that national economic conditions currently point toward a mild recession.
- Our operating results are affected by our liability to provide shares of BlackRock common stock to help fund certain 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.
- 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 litigation risk from recent regulatory and other governmental developments; (c) the results of the regulatory examination process, our failure to satisfy the requirements of agreements with governmental agencies, and regulators' future use of supervisory and enforcement tools; (d) legislative and regulatory reforms, including changes to laws and regulations involving tax, pension, education lending, and the protection of confidential customer information; and (e) changes in accounting policies and principles.

# Cautionary Statement Regarding Forward-Looking Information (continued)

Appendix

- 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, derivatives, and capital management techniques.
- 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 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.
- Our ability to implement our business initiatives and strategies could affect our financial performance over the next several years.
- 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 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 capital and other financial markets generally or on us or on our customers, 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 filings with the SEC, including in the Risk Factors sections of BlackRock's reports. BlackRock's SEC filings are accessible on the SEC's website and on or through BlackRock's website at [www.blackrock.com](http://www.blackrock.com).

We grow our business from time to time by acquiring other financial services companies. Acquisitions in general present us with risks in addition to 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 arising as a result of those issues. Our recent acquisition of Sterling Financial Corporation ("Sterling") presents regulatory and litigation risk, as a result of financial irregularities at Sterling's commercial finance subsidiary, that may impact our financial results.

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 or other company's actual or anticipated results.

# Non-GAAP to GAAP Reconciliation

Appendix

Year ended December 31

Earnings (Loss)

<i>Dollars in millions</i>	2007	% of Segments
Retail Banking	\$893	52%
Corporate & Institutional Banking	432	25%
BlackRock (a)	253	15%
PFPC	128	8%
Total business segment earnings	1,706	
Other (a)	(239)	
Total consolidated net income	\$1,467	

(a) Pre-tax BlackRock/MLIM transaction integration costs totaling \$4 million (\$3 million after-tax) for the year ended December 31, 2007 have been reclassified from BlackRock to "Other."

<i>In millions, for the three months ended</i>			% Change for 1Q08 vs.		
	March 31, 2008	December 31, 2007	March 31, 2007	December 31, 2007	March 31, 2007
Net interest income	\$854	\$793	\$623	8%	37%
Loan net interest income	324	304	232	7%	40%
Deposit net interest income	530	489	391	8%	36%
Noninterest income	967	834	991	16%	(2%)
Total revenue	\$1,821	\$1,627	\$1,614	12%	13%
Fund servicing	\$228	\$215	\$203	6%	12%
Asset management	212	225	165	(6%)	28%
Consumer services	170	179	157	(5%)	8%
Corporate services	164	180	159	(9%)	3%
Service charges on deposits	82	90	77	(9%)	6%
Net securities gains (losses)	41	(1)	(3)	NM	NM
Other	70	(54)	233	NM	(70%)
Noninterest income	\$967	\$834	\$991	16%	(2%)

# Non-GAAP to GAAP Reconciliation

Appendix

For the year ended December 31, 2007

In millions	PNC		PNC
	As Reported	Adjustments (a)	As Adjusted
Net interest income	\$2,915		\$2,915
Noninterest income	3,790	\$131	3,921
Total revenue	6,705	131	6,836
Provision for credit losses	315	(45)	270
Noninterest expense	4,296	(184)	4,112
Income before income taxes	2,094	360	2,454
Income taxes	627	125	752
Net income	\$1,467	\$235	\$1,702
Diluted earnings per share	4.35	0.70	5.05

(a) Amounts adjusted to exclude the impact of the following pretax items: (1) the gain of \$83 million recognized in connection with PNC's transfer of BlackRock shares to satisfy a portion of our BlackRock LTIP shares obligation, (2) the \$210 million net loss representing the mark-to-market adjustment on our remaining BlackRock LTIP shares obligation, (3) acquisition integration costs totaling \$151 million, and (4) Visa indemnification charge of \$82 million. The net tax impact of these items is reflected in the adjustment to income taxes.

For the year ended December 31, 2006 In millions	PNC		BlackRock		PNC
	As Reported	Adjustments (a)	Deconsolidation and Other Adjustments	BlackRock Equity Method	As Adjusted
Net interest income	\$2,245			\$(10)	\$2,235
Noninterest income	6,327	\$(1,812)	(1,087)	\$144	3,572
Total revenue	8,572	(1,812)	(1,097)	144	5,807
Provision for credit losses	124				124
Noninterest expense	4,443	(91)	(765)		3,587
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
Diluted earnings per share	8.73	(3.65)	(0.46)	0.46	5.08

(a) Includes the impact of the following pretax items: \$2,078 million gain on BlackRock/MLIM transaction, \$196 million securities portfolio rebalancing loss, \$101 million of BlackRock/MLIM transaction integration costs (\$91 million of noninterest expense and \$10 million impact on noninterest income), \$48 million mortgage loan portfolio repositioning loss, and \$12 million net loss related to our BlackRock LTIP shares obligation. The net tax impact of these items is reflected in the adjustment to income taxes.



# Non-GAAP to GAAP Reconciliation

Appendix

For the year ended December 31, 2005

<i>In millions</i>	PNC As Reported	BlackRock Deconsolidation and Other Adjustments	BlackRock Equity Method	PNC As Adjusted
Net interest income	\$2,154	\$(12)		\$2,142
Noninterest income	4,173	(1,214)	\$163	3,122
Total revenue	6,327	(1,226)	163	5,264
Provision for credit losses	21			21
Noninterest expense	4,306	(853)		3,453
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

For the year ended December 31, 2004

<i>In millions</i>	PNC As Reported	BlackRock Deconsolidation and Other Adjustments	BlackRock Equity Method	PNC As Adjusted
Net interest income	\$1,969	\$(14)		\$1,955
Noninterest income	3,572	(745)	\$101	2,928
Total revenue	5,541	(759)	101	4,883
Provision for credit losses	52			52
Noninterest expense	3,712	(564)		3,148
Income before minority interest and income taxes	1,777	(195)	101	1,683
Minority interest in income of BlackRock	42	(42)		
Income taxes	538	(59)	7	486
Net income	\$1,197	\$(94)	\$94	\$1,197

# Non-GAAP to GAAP Reconciliation

Appendix

For the year ended December 31, 2003

<i>In millions</i>	BlackRock			
	PNC As Reported	Deconsolidation and Other Adjustments	BlackRock Equity Method	PNC As Adjusted
Net interest income	\$1,996	\$(16)		\$1,980
Noninterest income	3,263	(604)	\$108	2,767
Total revenue	5,259	(620)	108	4,747
Provision for credit losses	177			177
Noninterest expense	3,467	(369)		3,098
Income before minority interest and income taxes	1,615	(251)	108	1,472
Minority interest in income of BlackRock	47	(47)		
Income taxes	539	(104)	8	443
Income before cumulative effect of accounting change	1,029	(100)	100	1,029
Cumulative effect of accounting change, net of tax	(28)			(28)
Net income	\$1,001	\$(100)	\$100	\$1,001

<i>In millions</i>	For the year ended December 31, as adjusted						Adjusted '04-'07 CAGR
	2003	2004	2005	2006	2007		
Adjusted net interest income	\$1,980	\$1,955	\$2,142	\$2,235	\$2,915		14%
Adjusted noninterest income	2,767	2,928	3,122	3,572	3,921		10%
Adjusted total revenue	4,747	4,883	5,264	5,807	6,836		12%
Adjusted noninterest expense	3,098	3,148	3,453	3,587	4,112		9%
Adjusted net income	1,001	1,197	1,325	1,514	1,702		12%
Adjusted diluted earnings per share	3.55	4.21	4.55	5.08	5.05		
Adjusted operating leverage							3%

<i>In millions</i>	For the year ended December 31, as reported					Reported '04-'07 CAGR
	2003	2004	2005	2006	2007	
Net interest income, as reported	\$1,996	\$1,969	\$2,154	\$2,245	\$2,915	14%
Noninterest income, as reported	3,263	3,572	4,173	6,327	3,790	2%
Total revenue, as reported	5,259	5,541	6,327	8,572	6,705	7%
Noninterest expense, as reported	3,467	3,712	4,306	4,443	4,296	5%
Net income, as reported	1,001	1,197	1,325	2,595	1,467	7%
Diluted earnings per share	3.55	4.21	4.55	8.73	4.35	
Operating leverage, as reported						2%



# Non-GAAP to GAAP Reconciliation

Appendix

For the year ended December 31

<i>In millions</i>	PNC as reported 2003	BlackRock related adjustments (a)	2003 adjusted for BlackRock	PNC as reported 2007	BlackRock related adjustments (b)	2007 adjusted for BlackRock	'03-'07 CAGR, reported	'03-'07 CAGR, adjusted for BlackRock
Net interest income	\$1,996	\$(16)	\$1,980	\$2,915		\$2,915	10%	10%
Noninterest income	3,263	(496)	2,767	3,790	\$131	3,921	4%	9%
Total revenue	\$5,259	(\$512)	\$4,747	\$6,705	\$131	\$6,836	6%	10%

(a) 2003 amounts adjusted to reflect the impact of the deconsolidation of BlackRock by adjusting as if we had recorded our investment in BlackRock on the equity method.

(b) 2007 adjustments exclude the impact of the following pretax items: (1) the gain of \$83 million recognized in connection with PNC's transfer of BlackRock shares to satisfy a portion of our BlackRock LTIP shares obligation, (2) the \$210 million net loss representing the mark-to-market adjustment on our remaining BlackRock LTIP shares obligation, (3) and BlackRock/MLIM transaction integration costs totaling \$4 million.

# Peer Group of Super-Regional Banks

Appendix

	<b>Ticker</b>
The PNC Financial Services Group, Inc.	PNC
BB&T Corporation	BBT
Comerica	CMA
Fifth Third Bancorp	FITB
KeyCorp	KEY
National City Corporation	NCC
Regions Financial	RF
SunTrust Banks, Inc.	STI
U.S. Bancorp	USB
Wachovia Corporation	WB
Wells Fargo & Company	WFC

# PNC Awards & Recognition

The PNC Financial Services Group has been recognized nationally and regionally for its accomplishments and success as a diversified financial services firm that reflects the needs, values and aspirations of our customers, employees, communities and shareholders.

## HIGH-PERFORMANCE FRANCHISE

- Jim Rohr named one of the "Best CEOs in America" for banks/large-cap financial institutions, *Institutional Investor* magazine, (2008)
- Jim Rohr named *American Banker's* Banker of the Year (2007)
- "BusinessWeek 50" top performing companies (2007)
- Most Admired Companies, *Fortune* (2007)
- No. 2 among top-performing domestic banks with assets over \$3 billion, *ABA Journal* (2007)
- Total Shareholder Return in peer-group\*: one year return, ranked 2nd; three and five-year return, ranked 1st, Bloomberg (2007)
- Harris Williams named Middle Market Investment Bank of the Year, *IDD* magazine (2008)

## EMPLOYER OF CHOICE

- 100 Best Companies for Working Mothers, *Working Mother* (2001, 2003-2007)
- "25 Noteworthy Companies", *DiversityInc* (2007)
- Top 10 Companies for African-Americans, *DiversityInc* (2007)
- Top 100 Adoption-Friendly companies, Dave Thomas Foundation (2007)
- Top 100 Companies for Employee Training, *Training* magazine (2004-2007)
- Best 50 Women in Business, State of Pennsylvania (14 winners since 1996)

## TECHNOLOGY LEADER

- CIO 100 for Technology Excellence, *CIO* magazine (2003-2007)
- Technology Innovator in Financial Services, *InformationWeek* magazine (1994-2006)
- PFPC Product Innovation – Fund Operations Awards, Source Media (2006)

## COMMUNITY

- Sesame Workshop Corporate Honoree – Jim Rohr, along with co-honoree First Lady Laura Bush, for PNC's Grow Up Great Early Education Initiative (2007)
- Corporate Stewardship Award Finalist, US Chamber of Commerce (2006)
- Woodrow Wilson "Corporate Citizenship" Award to Jim Rohr and PNC (2006)
- "World's Most Ethical Companies", *Ethisphere* magazine (2007)
- Named 5th best "corporate citizen" in the financial sector, *CRO* magazine (2007)
- Outstanding overall CRA rating, Office of the Comptroller (2007)
- Exemplary Corporate Citizen Award for commitment to green buildings, Allegheny Group of the Sierra Club (2007)

\*Peer group represents: US Bancorp, Wachovia, Comerica, Wells Fargo, SunTrust Banks, BB&T Corporation, Regions Financial Corporation, Fifth Third Bancorp, KeyCorp, National City Corporation  
1207

