# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934
January 21, 2010
Date of Report (Date of earliest event reported)

# THE PNC FINANCIAL SERVICES GROUP, INC. 

(Exact name of registrant as specified in its charter)


## Results of Operations and Financial Condition.

On January 21, 2010, 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 fourth quarter and full year 2009. 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)
By: $\qquad$
/S/ SAMUEL R. PATTERSON
Samuel R. Patterson Controller

## EXHIBIT INDEX

| Number | Description | Method of Filing |
| :---: | :---: | :---: |
| 99.1 | Financial Supplement (unaudited) for Fourth Quarter and Full Year 2009 | Furnished herewith |
| 99.2 | Electronic presentation slides for earnings release conference call | Furnished herewith |

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT
FOURTH QUARTER AND FULL YEAR 2009 (UNAUDITED)

## THE PNC FINANCIAL SERVICES GROUP, INC. <br> FINANCIAL SUPPLEMENT <br> FOURTH QUARTER AND FULL YEAR 2009 <br> (UNAUDITED)

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The information contained in this Financial Supplement is preliminary, unaudited and based on data available on January 21, 2010. We have reclassified certain prior period amounts 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 United States Securities and Exchange Commission ("SEC") filings.

## National City Corporation Acquisition

On December 31, 2008, we acquired National City Corporation ("National City"). The accompanying year-end balance sheet includes National City's assets and liabilities for all periods presented. Our average balance sheet and income statement includes National City's balances beginning January 1, 2009. Other financial information reported follows this same convention except that year-end disclosures in the business segment portions of this Financial Supplement do not include National City at December 31, 2008 unless otherwise noted.

During 2009, additional information was obtained about the fair value of assets acquired and liabilities assumed as of December 31, 2008 which resulted in adjustments to the initial purchase price allocation. Most significantly, additional information was obtained on the credit quality of certain loans as of the acquisition date which resulted in additional fair value writedowns on acquired impaired loans. Adjustments to the purchase price allocation are summarized in the table below.

## National City Acquisition-Summary Purchase Price Allocation

Year ended December 31, 2009 - in billions

| Excess of fair value of adjusted net assets acquired over purchase price-December 31, 2008 | $\$(1.3)$ |
| :--- | :--- |
| Additional fair value marks on acquired impaired loans-December 31, 2008 | 1.8 |
| Other adjustments, net | .1 |
| Excess of purchase price over fair value of adjusted net assets acquired-December 31, 2009 | $\$ \quad .6$ |

## BlackRock/BGI Transaction

On December 1, 2009, BlackRock acquired Barclays Global Investors ("BGI") from Barclays Bank PLC in exchange for approximately $\$ 6.65$ billion in cash and $37,566,771$ shares of BlackRock common and participating preferred stock. Upon closing of the BGI transaction, the carrying value of our investment in BlackRock increased significantly, reflecting our portion of the increase in BlackRock's equity resulting from the value of the BlackRock shares issued in connection with BlackRock's acquisition of BGI. PNC recognized this increase in value as a $\$ 1.076$ billion pretax gain in the fourth quarter of 2009. At December 31, 2009, PNC's share of BlackRock's earnings was approximately $23 \%$.

## RECONCILIATIONS OF "AS REPORTED" (GAAP) AMOUNTS TO "AS ADJUSTED" AMOUNTS

## Dollars in millions

|  | Noninterest Income |  | Total Revenue | Noninterest Income to Total Revenue |
| :---: | :---: | :---: | :---: | :---: |
| Fourth Quarter 2009 |  |  |  |  |
| As reported | \$ | 2,737 | \$ 5,082 | 54\% |
| Adjustment: |  |  |  |  |
| Gain on BlackRock/BGI transaction |  | $(1,076)$ | $(1,076)$ | (13)\% |
| As adjusted | \$ | 1,661 | \$ 4,006 | 41\% |
| Full Year 2009 |  |  |  |  |
| As reported | \$ | 7,934 | \$16,988 | 47\% |
| Adjustment: |  |  |  |  |
| Gain on BlackRock/BGI transaction |  | $(1,076)$ | $(1,076)$ | (4)\% |
| As adjusted | \$ | 6,858 | \$15,912 | 43\% |

This table represents reconciliations of certain "As Reported" (GAAP) amounts to "As Adjusted" amounts for the gain on the BlackRock/BGI transaction. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of this item on those results and ratios for and as of the periods presented. We believe that information as adjusted for the impact of this specified item may be useful due to the extent to which the item is not indicative of ongoing operations. Adjusted information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, GAAP results.

## Consolidated Income Statement (Unaudited)

| In millions, except per share data | Three months ended |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (a) } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \hline \text { September } 30 \\ & 2009(\mathrm{a}) \\ & \hline \end{aligned}$ |  | $\begin{array}{r} \hline \text { June } 30 \\ 2009 \text { (a) } \\ \hline \end{array}$ | $\begin{aligned} & \hline \text { March 31 } \\ & 2009(\text { a) } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009(\mathrm{a}) \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 2,160 | \$ | 2,091 | \$2,203 | \$ 2,465 | \$ | 993 | \$ | 8,919 | \$ | 4,138 |
| Investment securities |  | 643 |  | 684 | 672 | 689 |  | 476 |  | 2,688 |  | 1,746 |
| Other |  | 137 |  | 113 | 126 | 106 |  | 74 |  | 482 |  | 429 |
| Total interest income |  | 2,940 |  | 2,888 | 3,001 | 3,260 |  | 1,543 |  | 12,089 |  | 6,313 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 334 |  | 387 | 474 | 546 |  | 333 |  | 1,741 |  | 1,485 |
| Borrowed funds |  | 261 |  | 279 | 345 | 409 |  | 218 |  | 1,294 |  | 1,005 |
| Total interest expense |  | 595 |  | 666 | 819 | 955 |  | 551 |  | 3,035 |  | 2,490 |
| Net interest income |  | 2,345 |  | 2,222 | 2,182 | 2,305 |  | 992 |  | 9,054 |  | 3,823 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Fund servicing |  | 197 |  | 194 | 193 | 199 |  | 209 |  | 783 |  | 904 |
| Asset management |  | 219 |  | 242 | 208 | 189 |  | 97 |  | 858 |  | 686 |
| Consumer services |  | 315 |  | 330 | 329 | 316 |  | 151 |  | 1,290 |  | 623 |
| Corporate services |  | 260 |  | 252 | 264 | 245 |  | 157 |  | 1,021 |  | 704 |
| Residential mortgage |  | 107 |  | 207 | 245 | 431 |  |  |  | 990 |  |  |
| Service charges on deposits |  | 236 |  | 248 | 242 | 224 |  | 101 |  | 950 |  | 372 |
| Net gains on sales of securities |  | 144 |  | 168 | 182 | 56 |  | 2 |  | 550 |  | 106 |
| Net other-than-temporary impairments |  | (144) |  | (129) | (155) | (149) |  | (174) |  | (577) |  | (312) |
| Gain on BlackRock/BGI transaction (b) |  | 1,076 |  |  |  |  |  |  |  | 1,076 |  |  |
| Other |  | 327 |  | 314 | 297 | 55 |  | 141 |  | 993 |  | 284 |
| Total noninterest income |  | 2,737 |  | 1,826 | 1,805 | 1,566 |  | 684 |  | 7,934 |  | 3,367 |
| Total revenue |  | 5,082 |  | 4,048 | 3,987 | 3,871 |  | 1,676 |  | 16,988 |  | 7,190 |
| Provision for credit losses |  | 1,049 |  | 914 | 1,087 | 880 |  | 990 |  | 3,930 |  | 1,517 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 1,055 |  | 1,158 | 1,174 | 1,088 |  | 494 |  | 4,475 |  | 2,154 |
| Occupancy |  | 189 |  | 181 | 190 | 188 |  | 94 |  | 748 |  | 368 |
| Equipment |  | 192 |  | 188 | 194 | 198 |  | 92 |  | 772 |  | 359 |
| Marketing |  | 60 |  | 58 | 59 | 57 |  | 31 |  | 234 |  | 125 |
| Other |  | 873 |  | 794 | 1,041 | 797 |  | 418 |  | 3,505 |  | 1,392 |
| Total noninterest expense |  | 2,369 |  | 2,379 | 2,658 | 2,328 |  | 1,129 |  | 9,734 |  | 4,398 |
| Income (loss) before income taxes and noncontrolling interests |  | 1,664 |  | 755 | 242 | 663 |  | (443) |  | 3,324 |  | 1,275 |
| Income taxes (benefit) |  | 557 |  | 196 | 35 | 133 |  | (197) |  | 921 |  | 361 |
| Net income (loss) |  | 1,107 |  | 559 | 207 | 530 |  | $\underline{ }$ |  | 2,403 |  | 914 |
| Less: Net income (loss) attributable to noncontrolling interests |  | (37) |  | (20) | 9 | 4 |  | 2 |  | (44) |  | 32 |
| Preferred stock dividends |  | 119 |  | 99 | 119 | 51 |  | 21 |  | 388 |  | 21 |
| Preferred stock discount accretion |  | 14 |  | 13 | 14 | 15 |  |  |  | 56 |  |  |
| Net income (loss) attributable to common shareholders | \$ | 1,011 | \$ | 467 | \$ 65 | \$ 460 | \$ | (269) | \$ | 2,003 | \$ | 861 |
| Earnings (Loss) Per Common Share |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 2.19 | \$ | 1.01 | \$ . 14 | \$ 1.04 | \$ | (.77) | \$ | 4.40 | \$ | 2.49 |
| Diluted | \$ | 2.17 | \$ | 1.00 | \$ . 14 | \$ 1.03 | \$ | (.77) | \$ | 4.36 | \$ | 2.44 |
| Average Common Shares Outstanding |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 460 |  | 460 | 451 | 443 |  | 348 |  | 454 |  | 344 |
| Diluted |  | 462 |  | 461 | 453 | 444 |  | 349 |  | 455 |  | 346 |
| Efficiency |  | 47\% |  | 59\% | 67\% | 60\% |  | 67\% |  | 57\% |  | 61\% |
| Noninterest income to total revenue (c) |  | 54\% |  | 45\% | 45\% | 40\% |  | 41\% |  | 47\% |  | 47\% |
| Effective income tax rate (d) |  | 33.5\% |  | 26.0\% | 14.5\% | 20.1\% |  | 44.5\% |  | 27.7\% |  | 28.3\% |

(a) Includes the impact of National City, which we acquired on December 31, 2008.
(b) The after-tax impact to net income was $\$ 687$ million for both the fourth quarter and full year 2009. The earnings per diluted share impact was $\$ 1.49$ for the fourth quarter of 2009 and $\$ 1.51$ for full year 2009.
(c) Excluding the gain on BlackRock/BGI transaction, the noninterest income to total revenue ratio was $41 \%$ for the fourth quarter of 2009 and $43 \%$ for full year 2009 . See page 1 for a reconciliation of the GAAP and "as adjusted" amounts related to this ratio.
(d) The effective income tax rates are generally lower than the statutory rate due to the relationship of pretax income to tax credits and earnings that are not subject to tax. The higher effective tax rate for the fourth quarter of 2009 resulted from the gain on the BlackRock/BGI transaction. The higher effective tax rate for the fourth quarter of 2008 resulted from the net loss in that period.

## Consolidated Balance Sheet (Unaudited)

| In millions, except par value | $\begin{gathered} \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Cash and due from banks | \$ 4,288 | \$ 3,426 | \$ 3,797 | \$ 3,576 | \$ 4,471 |
| Federal funds sold and resale agreements (a) | 2,390 | 2,427 | 1,814 | 1,554 | 1,856 |
| Trading securities | 2,124 | 2,075 | 1,925 | 1,087 | 1,725 |
| Interest-earning deposits with banks | 4,488 | 1,129 | 10,190 | 14,783 | 14,859 |
| Loans held for sale (a) | 2,539 | 3,509 | 4,662 | 4,045 | 4,366 |
| Investment securities | 56,027 | 54,413 | 49,969 | 46,253 | 43,473 |
| Loans (a) | 157,543 | 160,608 | 165,009 | 171,373 | 175,489 |
| Allowance for loan and lease losses | $(5,072)$ | $(4,810)$ | $(4,569)$ | $(4,299)$ | $(3,917)$ |
| Net loans | 152,471 | 155,798 | 160,440 | 167,074 | 171,572 |
| Goodwill | 9,505 | 9,286 | 9,206 | 8,855 | 8,868 |
| Other intangible assets | 3,404 | 3,448 | 3,684 | 3,323 | 2,820 |
| Equity investments | 10,254 | 8,684 | 8,168 | 8,215 | 8,554 |
| Other (a) | 22,373 | 27,212 | 25,899 | 27,657 | 28,517 |
| Total assets | \$ 269,863 | \$ 271,407 | \$279,754 | \$286,422 | \$ 291,081 |
| Liabilities |  |  |  |  |  |
| Deposits |  |  |  |  |  |
| Noninterest-bearing | \$ 44,384 | \$ 43,025 | \$ 41,806 | \$ 40,610 | \$ 37,148 |
| Interest-bearing | 142,538 | 140,784 | 148,633 | 154,025 | 155,717 |
| Total deposits | 186,922 | 183,809 | 190,439 | 194,635 | 192,865 |
| Borrowed funds |  |  |  |  |  |
| Federal funds purchased and repurchase agreements | 3,998 | 3,996 | 3,921 | 4,789 | 5,153 |
| Federal Home Loan Bank borrowings | 10,761 | 11,953 | 14,777 | 16,985 | 18,126 |
| Bank notes and senior debt | 12,362 | 12,424 | 13,292 | 13,828 | 13,664 |
| Subordinated debt | 9,907 | 10,501 | 10,383 | 10,694 | 11,208 |
| Other | 2,233 | 3,036 | 2,308 | 2,163 | 4,089 |
| Total borrowed funds | 39,261 | 41,910 | 44,681 | 48,459 | 52,240 |
| Allowance for unfunded loan commitments and letters of credit | 296 | 324 | 319 | 328 | 344 |
| Accrued expenses | 3,590 | 3,592 | 3,651 | 3,340 | 3,949 |
| Other | 7,227 | 10,109 | 11,197 | 11,004 | 14,035 |
| Total liabilities | 237,296 | 239,744 | 250,287 | 257,766 | 263,433 |
| Equity |  |  |  |  |  |
| Preferred stock (b) |  |  |  |  |  |
| Common stock - \$5 par value |  |  |  |  |  |
| Authorized 800 shares, issued $471,469,468,452$, and 452 shares | 2,354 | 2,348 | 2,342 | 2,261 | 2,261 |
| Capital surplus-preferred stock | 7,974 | 7,960 | 7,947 | 7,933 | 7,918 |
| Capital surplus-common stock and other | 8,945 | 8,860 | 8,783 | 8,284 | 8,328 |
| Retained earnings (c) | 13,144 | 12,179 | 11,758 | 11,738 | 11,461 |
| Accumulated other comprehensive loss (c) | $(1,962)$ | $(1,947)$ | $(3,101)$ | $(3,289)$ | $(3,949)$ |
| Common stock held in treasury at cost: 9, 8, 7, 7, and 9 shares | (513) | (472) | (435) | (450) | (597) |
| Total shareholders' equity | 29,942 | 28,928 | 27,294 | 26,477 | 25,422 |
| Noncontrolling interests | 2,625 | 2,735 | 2,173 | 2,179 | 2,226 |
| Total equity | 32,567 | 31,663 | 29,467 | 28,656 | 27,648 |
| Total liabilities and equity | \$ 269,863 | \$ 271,407 | \$279,754 | \$286,422 | \$ 291,081 |
| Capital Ratios |  |  |  |  |  |
| Tier 1 risk-based (d) | 11.5\% | 10.9\% | 10.5\% | 10.0\% | 9.7\% |
| Tier 1 common (d) | 6.0 | 5.5 | 5.3 | 4.9 | 4.8 |
| Total risk-based (d) | 15.1 | 14.5 | 14.1 | 13.6 | 13.2 |
| Leverage (d) (e) | 10.0 | 9.6 | 9.1 | 8.9 | 17.5 |
| Common shareholders' equity to assets | 8.2 | 7.7 | 6.9 | 6.5 | 6.0 |

(a) Amounts include items for which PNC has elected the fair value option. Our 2009 Form 10-K will include additional information regarding these Consolidated Balance Sheet line items.
(b) Par value less than $\$ .5$ million at each date.
(c) Retained earnings at January 1, 2009 was increased $\$ 110$ million representing the after-tax noncredit portion of other-than-temporary impairment losses recognized in net income during 2008 that has been reclassified to accumulated other comprehensive loss.
(d) The ratio as of December 31, 2009 is estimated.
(e) The ratio as of December 31, 2008 did not reflect any impact of National City on PNC's adjusted average total assets.

|  | Three months ended |  |  |  |  | Year ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (a) } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { September } 30 \\ & 2009 \text { (a) } \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline \text { June } 30 \\ 2009(\mathrm{a}) \\ \hline \end{array}$ | $\begin{aligned} & \hline \text { March } 31 \\ & 2009 \text { (a) } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { December 31 } \\ & 2009(\mathrm{a}) \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |
| Assets |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |
| Investment securities |  |  |  |  |  |  |  |
| Securities available for sale |  |  |  |  |  |  |  |
| Residential mortgage-backed |  |  |  |  |  |  |  |
| Agency | \$ 22,663 | \$ 20,838 | \$ 21,007 | \$ 23,065 | \$ 11,994 | \$ 21,889 | \$ 10,003 |
| Non-agency | 10,788 | 11,553 | 12,520 | 13,140 | 11,963 | 11,993 | 12,055 |
| Commercial mortgage-backed | 5,053 | 5,052 | 4,624 | 4,252 | 5,428 | 4,748 | 5,666 |
| Asset-backed | 1,927 | 1,911 | 1,985 | 2,031 | 2,768 | 1,963 | 3,126 |
| US Treasury and government agencies | 6,403 | 6,026 | 4,185 | 1,222 | 32 | 4,477 | 50 |
| State and municipal | 1,346 | 1,367 | 1,366 | 1,334 | 1,070 | 1,354 | 764 |
| Other debt | 1,948 | 1,647 | 1,012 | 684 | 320 | 1,327 | 220 |
| Corporate stocks and other | 362 | 388 | 386 | 457 | 358 | 398 | 412 |
| Total securities available for sale | 50,490 | 48,782 | 47,085 | 46,185 | 33,933 | 48,149 | 32,296 |
| Securities held to maturity (b) | 5,014 | 4,286 | 3,860 | 3,402 | 1,596 | 4,146 | 402 |
| Total investment securities | 55,504 | 53,068 | 50,945 | 49,587 | 35,529 | 52,295 | 32,698 |
| Loans |  |  |  |  |  |  |  |
| Commercial | 55,633 | 58,457 | 63,570 | 67,232 | 33,062 | 61,183 | 31,267 |
| Commercial real estate | 23,592 | 24,491 | 25,418 | 25,622 | 9,582 | 24,775 | 9,368 |
| Equipment lease financing | 6,164 | 6,045 | 6,191 | 6,406 | 2,563 | 6,201 | 2,566 |
| Consumer | 52,911 | 52,066 | 51,878 | 52,618 | 21,645 | 52,368 | 20,526 |
| Residential mortgage | 19,891 | 20,847 | 21,831 | 21,921 | 8,597 | 21,116 | 9,017 |
| Total loans | 158,191 | 161,906 | 168,888 | 173,799 | 75,449 | 165,643 | 72,744 |
| Loans held for sale | 2,949 | 3,696 | 4,757 | 4,521 | 1,915 | 3,976 | 2,502 |
| Federal funds sold and resale agreements | 1,700 | 2,417 | 1,726 | 1,610 | 1,591 | 1,865 | 2,472 |
| Other | 12,654 | 14,607 | 16,870 | 14,728 | 3,135 | 14,708 | 4,068 |
| Total interest-earning assets | 230,998 | 235,694 | 243,186 | 244,245 | 117,619 | 238,487 | 114,484 |
| Noninterest-earning assets: |  |  |  |  |  |  |  |
| Allowance for loan and lease losses | $(4,517)$ | $(4,264)$ | $(4,385)$ | $(4,095)$ | $(1,084)$ | $(4,316)$ | (962) |
| Cash and due from banks | 3,657 | 3,547 | 3,558 | 3,832 | 2,293 | 3,648 | 2,705 |
| Other | 41,740 | 39,071 | 38,496 | 36,870 | 24,281 | 39,057 | 25,793 |
| Total assets | \$ 271,878 | \$ 274,048 | \$280,855 | \$280,852 | \$ 143,109 | \$276,876 | \$ 142,020 |

(a) Includes the impact of National City, which we acquired on December 31, 2008.
(b) Primarily consists of commercial mortgage-backed and asset-backed securities.

(a) Includes the impact of National City, which we acquired on December 31, 2008.

## Details of Net Interest Margin(Unaudited)

|  | Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Margin (a) | $\begin{aligned} & \hline \text { December 31 } \\ & 2009(\mathrm{~b}) \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { September } 30 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { June } 30 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { March } 31 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ |
| Average yields/rates |  |  |  |  |  |
| Yield on interest-earning assets |  |  |  |  |  |
| Loans | 5.42\% | 5.12\% | 5.22\% | 5.72\% | 5.22\% |
| Investment securities | 4.67 | 5.20 | 5.32 | 5.59 | 5.39 |
| Other | 3.17 | 2.18 | 2.14 | 2.10 | 4.43 |
| Total yield on interest-earning assets | 5.07 | 4.88 | 4.94 | 5.38 | 5.22 |
| Rate on interest-bearing liabilities |  |  |  |  |  |
| Deposits | . 93 | 1.04 | 1.25 | 1.44 | 1.92 |
| Borrowed funds | 2.60 | 2.57 | 2.97 | 3.42 | 2.86 |
| Total rate on interest-bearing liabilities | 1.30 | 1.39 | 1.65 | 1.91 | 2.21 |
| Interest rate spread | 3.77 | 3.49 | 3.29 | 3.47 | 3.01 |
| Impact of noninterest-bearing sources | . 28 | . 27 | . 31 | . 34 | . 36 |
| Net interest margin | 4.05\% | 3.76\% | 3.60\% | 3.81\% | 3.37\% |


|  | Year ended |  |
| :---: | :---: | :---: |
| Net Interest Margin (a) | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |
| Average yields/rates |  |  |
| Yield on interest-earning assets |  |  |
| Loans | 5.41\% | 5.71\% |
| Investment securities | 5.18 | 5.36 |
| Other | 2.37 | 4.86 |
| Total yield on interest-earning assets | 5.10 | 5.55 |
| Rate on interest-bearing liabilities |  |  |
| Deposits | 1.17 | 2.24 |
| Borrowed funds | 2.93 | 3.21 |
| Total rate on interest-bearing liabilities | 1.58 | 2.55 |
| Interest rate spread | 3.52 | 3.00 |
| Impact of noninterest-bearing sources | . 30 | . 37 |
| Net interest margin | 3.82\% | 3.37\% |

(a) Calculated as annualized taxable-equivalent net interest income divided by average earning assets. 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 taxable investments. To provide more meaningful comparisons of yields and margins for all earning assets in calculating net interest margins, in this table we use net interest income 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. This adjustment is not permitted under GAAP in the Consolidated Income Statement. The taxable-equivalent adjustments to net interest income for the year ended December 31, 2009 and December 31, 2008 were $\$ 65$ million and $\$ 36$ million, respectively. The taxable-equivalent adjustments to net interest income for the three months ended December 31 ,
2009, September 30, 2009, June 30, 2009, March 31, 2009, and December 31, 2008 were $\$ 18$ million, $\$ 16$ million, $\$ 16$ million, $\$ 15$ million, and $\$ 8$ million, respectively.
(b) Includes the impact of National City, which we acquired on December 31, 2008, including fair value yield and rate paid adjustments associated with purchase accounting.

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## Details of Loans (Unaudited)

| In millions | $\begin{gathered} \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2008 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Retail/wholesale | \$ | 9,515 | \$ | 9,404 | \$ | 10,141 |  | \$ 11,226 | \$ | 11,482 |
| Manufacturing |  | 9,880 |  | 10,639 |  | 11,595 |  | 12,796 |  | 13,263 |
| Other service providers |  | 8,256 |  | 8,364 |  | 8,491 |  | 8,674 |  | 9,038 |
| Real estate related (a) |  | 7,403 |  | 7,854 |  | 8,346 |  | 8,926 |  | 9,107 |
| Financial services |  | 3,874 |  | 4,422 |  | 5,078 |  | 5,050 |  | 5,194 |
| Health care |  | 2,970 |  | 2,888 |  | 3,045 |  | 3,079 |  | 3,201 |
| Other |  | 12,920 |  | 13,357 |  | 13,898 |  | 15,446 |  | 17,935 |
| Total commercial |  | 54,818 |  | 56,928 |  | 60,594 |  | 65,197 |  | 69,220 |
| Commercial real estate |  |  |  |  |  |  |  |  |  |  |
| Real estate projects |  | 15,582 |  | 16,112 |  | 16,542 |  | 16,830 |  | 17,176 |
| Commercial mortgage |  | 7,549 |  | 7,952 |  | 8,323 |  | 8,590 |  | 8,560 |
| Total commercial real estate |  | 23,131 |  | 24,064 |  | 24,865 |  | 25,420 |  | 25,736 |
| Equipment lease financing |  | 6,202 |  | 6,283 |  | 6,092 |  | 6,300 |  | 6,461 |
| TOTAL COMMERCIAL LENDING |  | 84,151 |  | 87,275 |  | 91,551 |  | 96,917 |  | 101,417 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Home equity |  |  |  |  |  |  |  |  |  |  |
| Lines of credit |  | 24,236 |  | 24,272 |  | 24,373 |  | 24,112 |  | 24,024 |
| Installment |  | 11,711 |  | 12,098 |  | 12,346 |  | 12,934 |  | 14,252 |
| Education |  | 7,468 |  | 6,370 |  | 5,340 |  | 5,127 |  | 4,211 |
| Automobile |  | 2,013 |  | 1,988 |  | 1,784 |  | 1,737 |  | 1,667 |
| Credit card and other unsecured lines of credit |  | 3,536 |  | 3,533 |  | 3,261 |  | 3,148 |  | 3,163 |
| Other |  | 4,618 |  | 4,614 |  | 4,833 |  | 4,910 |  | 5,172 |
| Total consumer |  | 53,582 |  | 52,875 |  | 51,937 |  | 51,968 |  | 52,489 |
| Residential real estate |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 18,190 |  | 18,469 |  | 19,342 |  | 19,661 |  | 18,783 |
| Residential construction |  | 1,620 |  | 1,989 |  | 2,179 |  | 2,827 |  | 2,800 |
| Total residential real estate |  | 19,810 |  | 20,458 |  | 21,521 |  | 22,488 |  | 21,583 |
| TOTAL CONSUMER LENDING |  | 73,392 |  | 73,333 |  | 73,458 |  | 74,456 |  | 74,072 |
| Total (b) | \$ | 157,543 | \$ | $\underline{160,608}$ |  | $\underline{\text { 165,009 }}$ |  | \$ 171,373 | \$ | 175,489 |
| (a) Includes loans to customers in the real estate and construction industries. <br> (b) Includes purchased impaired loans related to National City | \$ | 10,287 | \$ | 11,064 |  | 12,289 |  | \$ 12,560 | \$ | 12,709 |

## Details of Loans Held for Sale (Unaudited)

| In millions | $\begin{gathered} \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial mortgage | \$ | 1,301 | \$ | 1,810 | \$ | 1,531 | \$ | 1,648 | \$ | 2,148 |
| Residential mortgage |  | 1,012 |  | 1,552 |  | 2,886 |  | 2,244 |  | 1,962 |
| Other |  | 226 |  | 147 |  | 245 |  | 153 |  | 256 |
| Total | \$ | 2,539 | \$ | 3,509 | \$ | 4,662 | \$ | $\underline{4,045}$ | \$ | $\underline{4,366}$ |

VALUATION OF FASB ASC 310-30 (AICPA SOP 03-3) PURCHASED IMPAIRED LOANS

| Dollars in billions | December 31, 2008 (a) |  | December 31, 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Balance | Net Investment | Balance | Net Investment |
| Commercial and commercial real estate loans: |  |  |  |  |
| Unpaid principal balance | \$ 6.3 |  | \$ 3.5 |  |
| Impairment mark | (3.4) |  | (1.3) |  |
| Recorded investment | 2.9 |  | 2.2 |  |
| Impairment reserve |  |  | (.2) |  |
| Net investment | 2.9 | 46\% | 2.0 | 57\% |
| Consumer and residential mortgage loans: |  |  |  |  |
| Unpaid principal balance | 15.6 |  | 11.7 |  |
| Impairment mark | (5.8) |  | (3.6) |  |
| Recorded investment | 9.8 |  | 8.1 |  |
| Impairment reserve |  |  | (.3) |  |
| Net investment | 9.8 | 63\% | 7.8 | 67\% |
| Total FASB ASC 310-30 purchased impaired loans: |  |  |  |  |
| Unpaid principal balance | 21.9 |  | 15.2 |  |
| Impairment mark | (9.2) |  | (4.9) |  |
| Recorded investment | 12.7 |  | 10.3 |  |
| Impairment reserve |  |  | (.5) | (b) |
| Net investment | \$12.7 | 58\% | \$ 9.8 | 64\% |

## PURCHASE ACCOUNTING ACCRETION



## ACCRETABLE NET INTEREST

| In billions | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Non-impaired loans | \$ | 2.4 | \$ | 1.6 |
| Impaired loans (c) |  | 3.7 |  | 3.5 |
| Total loans (gross) |  | 6.1 |  | 5.1 |
| Securities |  | . 2 |  | . 1 |
| Deposits |  | 2.1 |  | 1.0 |
| Borrowings |  | (1.5) |  | (1.2) |
| Total | \$ | 6.9 | \$ | 5.0 |

## ACCRETABLE NET INTEREST—PURCHASED IMPAIRED LOANS

In billions

| December 31,2008 | $\$ 3.7$ |
| :--- | ---: |
| Accretion | $(.9)$ |
| Cash recoveries | $(.2)$ |
| Net reclass to |  |
| $\quad$ accretable difference | .9 |
| December 31,2009 | $\boxed{\$ 3.5}$ |

(a) Subsequent to December 31, 2008, an additional $\$ 2.6$ billion of acquired National City loans were identified as impaired under FASB ASC $310-30$. A total fair value mark of $\$ 1.8$ billion was recorded, resulting in a $\$ .8$ billion net investment. These impairments were effective December 31, 2008 based on additional information regarding the borrowers and credit conditions that existed as of the acquisition date.
(b) Additional impairment reserves of $\$ .5$ billion do not recognize the incremental accretable yield of $\$ .9$ billion related to certain purchased impaired loans with improving estimated cash flows. This income will be recognized over time.
(c) Adjustments to accretable net interest include purchase accounting accretion, reclassifications from non-accretable to accretable interest as a result of increases in estimated cash flows, and reductions in the accretable amount as a result of additional loan impairments as of the National City acquisition close date of December 31, 2008.

## Accruing Loans Past Due (Unaudited)

## Accruing Loans Past Due 30 To 89 Days (a)

|  | Amount |  |  |  |  | Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. 31 } \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2009 \end{gathered}$ | $\text { June } 30$ $2009$ | March 31 2009 | $\begin{gathered} \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \overline{\text { Dec. } 31} \\ 2009 \end{gathered}$ | $\begin{gathered} \hline \text { Sept. } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2009 \end{gathered}$ | March 31 2009 | $\begin{gathered} \hline \text { Dec. } 31 \\ 2008 \end{gathered}$ |
| Commercial | \$ 684 | \$ 633 | \$ 640 | \$ 741 | \$ 489 | 1.26\% | 1.13\% | 1.07\% | 1.16\% | . $72 \%$ |
| Commercial real estate | 666 | 743 | 654 | 398 | 400 | 3.10 | 3.34 | 2.85 | 1.70 | 1.68 |
| Equipment lease financing | 128 | 50 | 52 | 69 | 74 | 2.06 | . 80 | . 85 | 1.10 | 1.15 |
| Consumer | 438 | 444 | 401 | 421 | 451 | . 87 | . 90 | . 83 | . 87 | . 93 |
| Residential real estate | 472 | 510 | 448 | 507 | 506 | 3.12 | 3.29 | 2.83 | 3.01 | 3.23 |
| Total (b) | \$2,388 | $\underline{\underline{\$ 2,380}}$ | \$2,195 | \$2,136 | \$1,920 | 1.62\% | $\underline{\text { 1.59 }}$ \% | 1.44\% | 1.34\% | 1.18\% |

## Accruing Loans Past Due 90 Days Or More (a)

|  | Amount |  |  |  |  |  | Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \overline{\text { Dec. } 31} \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2009 \end{gathered}$ |  | rch 31 | $\begin{gathered} \hline \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \overline{\text { Dec. } 31} \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ | March 31 2009 | $\overline{\text { Dec. } 31}$ $2008$ |
| Commercial | \$188 | \$ 196 | \$ 153 | \$ | 80 | \$ 90 | . $35 \%$ | . $35 \%$ | .26\% | .12\% | .13\% |
| Commercial real estate | 150 | 184 | 104 |  | 61 | 52 | . 70 | . 83 | . 45 | . 26 | . 22 |
| Equipment lease financing | 6 | 3 | 6 |  |  | 2 | . 10 | . 05 | . 10 |  | . 03 |
| Consumer | 226 | 216 | 198 |  | 183 | 154 | . 45 | . 44 | . 41 | . 38 | . 32 |
| Residential real estate | 314 | 276 | 582 |  | 177 | 97 | 2.07 | 1.78 | 3.68 | 1.05 | . 62 |
| Total (c) | \$884 | \$875 | $\underline{\text { \$1,043 }}$ | \$ |  | \$ 395 | . $60 \%$ | . $59 \%$ | .68\% | . $32 \%$ | . $24 \%$ |

(a) Excludes loans that are government insured/guaranteed, primarily residential mortgages.
(b) Excludes impaired loans acquired from National City totaling $\$ 0.8$ billion at December 31, 2009, $\$ 0.8$ billion at September 30, 2009 , $\$ 1.1$ billion at June 30 , 2009 , $\$ 1.2$ billion at March 31, 2009 and $\$ 1.6$ billion at December 31, 2008. These loans are excluded as they were recorded at estimated fair value when acquired and are currently considered performing loans due to the accretion of interest in purchase accounting.
(c) Excludes impaired loans acquired from National City totaling $\$ 2.7$ billion at December 31, 2009, $\$ 3.0$ billion at September 30, 2009 , $\$ 2.9$ billion at June 30 , 2009 , $\$ 2.2$ billion at March 31, 2009 and $\$ 2.0$ billion at December 31, 2008. These loans are excluded as they were recorded at estimated fair value when acquired and are currently considered performing loans due to the accretion of interest in purchase accounting.

## Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit, and

 Net Unfunded Commitments (Unaudited)
## Change in Allowance for Loan and Lease Losses

| Three months ended - in millions | $\begin{gathered} \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ |  | $\begin{aligned} & \text { mber } 31 \\ & 2008 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 4,810 | \$ | 4,569 | \$4,299 | \$3,917 | \$ | 1,053 |
| Charge-offs: |  |  |  |  |  |  |  |  |
| Commercial |  | (380) |  | (323) | (364) | (209) |  | (109) |
| Commercial real estate |  | (260) |  | (20) | (124) | (106) |  | (70) |
| Equipment lease financing |  | (34) |  | (42) | (50) | (23) |  | (1) |
| Consumer |  | (267) |  | (257) | (289) | (148) |  | (43) |
| Residential real estate |  | (83) |  | (96) | (54) | (26) |  | (4) |
| Total charge-offs |  | $(1,024)$ |  | (738) | (881) | (512) |  | (227) |
| Recoveries: |  |  |  |  |  |  |  |  |
| Commercial |  | 87 |  | 42 | 36 | 16 |  | 13 |
| Commercial real estate |  | 15 |  | 8 | 10 | 5 |  | 3 |
| Equipment lease financing |  | 10 |  | 7 | 5 | 5 |  |  |
| Consumer |  | 27 |  | 23 | 28 | 27 |  | 4 |
| Residential real estate |  | 50 |  | 8 | 7 | 28 |  |  |
| Total recoveries |  | 189 |  | 88 | 86 | 81 |  | 20 |
| Net charge-offs: |  |  |  |  |  |  |  |  |
| Commercial |  | (293) |  | (281) | (328) | (193) |  | (96) |
| Commercial real estate |  | (245) |  | (12) | (114) | (101) |  | (67) |
| Equipment lease financing |  | (24) |  | (35) | (45) | (18) |  | (1) |
| Consumer |  | (240) |  | (234) | (261) | (121) |  | (39) |
| Residential real estate |  | (33) |  | (88) | (47) | 2 |  | (4) |
| Total net charge-offs |  | (835) |  | (650) | (795) | (431) |  | (207) |
| Provision for credit losses (a) |  | 1,049 |  | 914 | 1,087 | 880 |  | 990 |
| Acquired allowance-National City |  | 20 |  | (18) | (31) | (83) |  | 2,224 |
| Net change in allowance for unfunded loan commitments and letters of credit (b) |  | 28 |  | (5) | 9 | 16 |  | (143) |
| Ending balance | \$ | 5,072 | \$ | 4,810 | \$4,569 | \$4,299 | \$ | 3,917 |
| Supplemental Information |  |  |  |  |  |  |  |  |
| Net charge-offs to average loans (for the three months ended) (annualized) |  | 2.09\% |  | 1.59\% | 1.89\% | 1.01\% |  | 1.09\% |
| Allowance for loan and lease losses to total loans |  | 3.22 |  | 2.99 | 2.77 | 2.51 |  | 2.23 |
| Commercial lending net charge-offs | \$ | (562) | \$ | (328) | \$ (487) | \$ (312) | \$ | (164) |
| Consumer lending net charge-offs |  | (273) |  | (322) | (308) | (119) |  | (43) |
| Total net charge-offs | \$ | (835) | \$ | (650) | \$ (795) | \$ (431) | \$ | (207) |
| Net charge-offs to average loans |  |  |  |  |  |  |  |  |
| Commercial lending |  | 2.61\% |  | 1.46\% | 2.05\% | 1.27\% |  | 1.44\% |
| Consumer lending |  | 1.49 |  | 1.75 | 1.68 | . 65 |  | . 57 |

(a) Fourth quarter of 2008 includes integration costs (conforming provision for credit losses) of $\$ 504$ million related to National City.
(b) Fourth quarter of 2008 includes $\$ 154$ million related to the National City conforming provision for credit losses.

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

| Three months ended - in millions | $\begin{gathered} \text { December } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2008 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 324 | \$ | 319 | \$ | 328 | \$ | 344 | \$ | 127 |
| Acquired allowance-National City |  |  |  |  |  |  |  |  |  | 74 |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (28) |  | 5 |  | (9) |  | (16) |  | 143 |
| Ending balance | \$ | 296 | \$ | 324 | \$ | 319 | \$ | 328 | \$ | 344 |
| Net Unfunded Commitments |  |  |  |  |  |  |  |  |  |  |
| In millions |  | ber 31 <br> 9 |  |  |  |  |  |  |  | ber 31 <br> 8 |
| Net unfunded commitments |  | ,795 |  | ,669 |  | ,058 |  | ,821 |  | ,888 |

## Details of Nonperforming Assets (Unaudited)

## Nonperforming Assets by Type

| In millions | $\begin{aligned} & \text { December } 31 \\ & \quad 2009(\mathrm{a}) \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { September } 30 \\ & \quad 2009 \text { (a) } \\ & \hline \end{aligned}$ |  | $\begin{array}{r} \text { June } 30 \\ 2009(\mathrm{a}) \\ \hline \end{array}$ | March 31 <br> 2009 (a) | $\begin{aligned} & \text { December } 31 \\ & 2008 \text { (a) } \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |
| Retail/wholesale | \$ | 231 | \$ | 219 | \$ 171 | \$ 149 | \$ | 88 |
| Manufacturing |  | 423 |  | 387 | 410 | 334 |  | 141 |
| Other service providers |  | 394 |  | 348 | 243 | 224 |  | 114 |
| Real estate related (b) |  | 419 |  | 396 | 322 | 226 |  | 151 |
| Financial services |  | 117 |  | 200 | 58 | 58 |  | 23 |
| Health care |  | 41 |  | 48 | 89 | 104 |  | 37 |
| Other |  | 181 |  | 232 | 157 | 119 |  | 22 |
| Total commercial |  | 1,806 |  | 1,830 | 1,450 | 1,214 |  | 576 |
| Commercial real estate |  |  |  |  |  |  |  |  |
| Real estate projects |  | 1,754 |  | 1,637 | 1,426 | 1,012 |  | 659 |
| Commercial mortgage |  | 386 |  | 235 | 230 | 200 |  | 107 |
| Total commercial real estate |  | 2,140 |  | 1,872 | 1,656 | 1,212 |  | 766 |
| Equipment lease financing |  | 130 |  | 164 | 120 | 121 |  | 97 |
| TOTAL COMMERCIAL LENDING |  | 4,076 |  | 3,866 | 3,226 | 2,547 |  | 1,439 |
| Consumer |  |  |  |  |  |  |  |  |
| Home equity |  | 356 |  | 207 | 164 | 75 |  | 66 |
| Other |  | 36 |  | 25 | 34 | 24 |  | 4 |
| Total consumer |  | 392 |  | 232 | 198 | 99 |  | 70 |
| Residential real estate |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 955 |  | 790 | 663 | 299 |  | 139 |
| Residential construction |  | 248 |  | 238 | 69 | 15 |  | 14 |
| Total residential real estate |  | 1,203 |  | 1,028 | 732 | 314 |  | 153 |
| TOTAL CONSUMER LENDING |  | 1,595 |  | 1,260 | 930 | 413 |  | 223 |
| Total nonperforming loans (c) |  | 5,671 |  | 5,126 | 4,156 | 2,960 |  | 1,662 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |
| Commercial lending |  | 266 |  | 145 | 113 | 93 |  | 50 |
| Consumer lending |  | 379 |  | 373 | 387 | 465 |  | 469 |
| Total foreclosed and other assets |  | 645 |  | 518 | 500 | 558 |  | 519 |
| Total nonperforming assets | \$ | 6,316 | \$ | 5,644 | \$4,656 | \$ 3,518 | \$ | 2,181 |
| Nonperforming loans to total loans |  | 3.60\% |  | 3.19\% | 2.52\% | 1.73\% |  | .95\% |
| Nonperforming assets to total loans and foreclosed and other assets |  | 3.99 |  | 3.50 | 2.81 | 2.05 |  | 1.24 |
| Nonperforming assets to total assets |  | 2.34 |  | 2.08 | 1.66 | 1.23 |  | . 75 |
| Allowance for loan and lease losses to nonperforming loans |  | 89 |  | 94 | 110 | 145 |  | 236 |

(a) Amounts at December 31, 2009, September 30, 2009, June 30, 2009, March 31, 2009 and December 31, 2008 include $\$ 3.8$ billion, $\$ 3.1$ billion, $\$ 2.2$ billion, $\$ 1.6$ billion and $\$ 738$ million, respectively, of nonperforming assets related to National City, excluding those loans that we impaired.
(b) Includes loans related to customers in the real estate and construction industries.
(c) Total nonperforming loans include troubled debt restructured loans of $\$ 440$ million at December 31, 2009, $\$ 230$ million at September 30, 2009 and $\$ 127$ million at June 30, 2009.

## Change in Nonperforming Assets

| In millions |  |
| :--- | ---: |
| January 1,2009 | $\$ 2,181$ |
| Transferred in | 8,501 |
| Charge-offs/valuation adjustments | $(1,770)$ |
| Principal activity including payoffs | $(1,127)$ |
| Returned to performing | $(671)$ |
| Sales | $\underline{(798)}$ |
| December 31, 2009 | $\underline{\$ 6,316}$ |

## Largest Individual Nonperforming Assets at December 31, 2009 (a)

| Ranking |  | dings | Industry |  |
| :---: | :---: | :---: | :---: | :---: |
| 1 | \$ | 49 | Finance |  |
| 2 |  | 33 | Real Estate |  |
| 3 |  | 32 | Real Estate |  |
| 4 |  | 31 | Real Estate |  |
| 5 |  | 24 | Real Estate |  |
| 6 |  | 24 | Real Estate |  |
| 7 |  | 24 | Real Estate |  |
| 8 |  | 24 | Real Estate |  |
| 9 |  | 23 | Real Estate |  |
| 10 |  | 23 | Real Estate |  |
| Total | \$ | 287 |  |  |
| As a percent of total nonperforming assets |  |  |  | 5\% |

(a) Amounts shown are not net of related allowance for loan and lease losses, if applicable.

## Business Segment Descriptions (Unaudited)

Retail Banking provides deposit, lending, brokerage, trust, investment management, and cash management services to consumer and small business customers within our primary geographic markets. Our customers are serviced through our branch network, call centers and the internet. The branch network is located primarily in Pennsylvania, Ohio, New Jersey, Michigan, Maryland, Illinois, Indiana, Kentucky, Florida, Missouri, Virginia, Delaware, Washington, D.C., and Wisconsin.

Corporate \& Institutional Banking provides lending, treasury management, and capital markets-related products and services to mid-sized corporations, government and not-for-profit 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, and 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 offered nationally.

Asset Management Group includes personal wealth management for high net worth and ultra high net worth clients and institutional asset management. Wealth management products and services include financial planning, customized investment management, private banking, tailored credit solutions and trust management and administration for individuals and their families. Institutional asset management provides investment management, custody, and retirement planning services. The institutional clients include corporations, foundations and unions and charitable endowments located primarily in our geographic footprint. This segment includes the asset management businesses acquired through the National City acquisition and the legacy PNC wealth management business previously included in the Retail Banking segment.

Residential Mortgage Banking directly originates first lien residential mortgage loans on a nationwide basis with a significant presence within the retail banking footprint and also originates loans through joint venture partners. Mortgage loans represent loans collateralized by one-to-four-family residential real estate and are made to borrowers in good credit standing. These loans are typically underwritten to third party standards and sold to primary mortgage market aggregators (Fannie Mae, Freddie Mac, Ginnie Mae, Federal Home Loan Banks and third-party investors) with servicing retained. The mortgage servicing operation performs all functions related to servicing first mortgage loans for various investors. Certain loans originated through our joint ventures are serviced by a joint venture partner. In November 2009, we reduced our joint venture relationship related to our legacy PNC business and rebranded the former National City Mortgage as PNC Mortgage.

BlackRock is the largest publicly traded investment management firm in the world. BlackRock manages assets on behalf of institutional and individual investors worldwide through a variety of equity, fixed income, multi-asset class, alternative and cash management separate accounts and funds. In addition, BlackRock provides market risk management, financial markets advisory and enterprise investment system services globally to a broad base of clients. At December 31, 2009, our share of BlackRock's earnings was approximately $23 \%$.

Global Investment Servicing is a leading provider of processing, technology and business intelligence services to asset managers, broker-dealers, and financial advisors worldwide. Securities services include custody, securities lending, and accounting and administration for funds registered under the Investment Company Act of 1940 and alternative investments. Investor services include transfer agency, subaccounting, banking transaction services, and distribution. Financial advisor services include managed investments and information management. International locations include Ireland, Poland and Luxembourg.

Distressed Assets Portfolio includes residential real estate development loans, cross-border leases, subprime residential mortgage loans, brokered home equity loans and certain other residential real estate loans. These loans require special servicing and management oversight given current market conditions. The majority of these loans are from acquisitions, primarily National City.

(a) 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 business and management structure change. Certain prior period amounts have been reclassified to reflect current methodologies and our current business and management structure.
(b) We consider BlackRock to be a separate reportable business segment but have combined its results with Other for this presentation. Our 2009 Form 10-K will include additional information regarding BlackRock.
(c) Includes the impact of National City, which we acquired on December 31, 2008.
(d) Includes earnings and gains or losses related to PNC's equity interest in BlackRock, integration costs, asset and liability management activities including net securities gains or losses and certain trading activities, equity management activities, exited businesses, differences between business segment performance reporting and financial statement reporting under generally accepted accounting principles (GAAP), corporate overhead and intercompany eliminations.
(e) The $\$ 1.076$ billion gain related to BlackRock's acquisition of BGI was included in this business segment for the fourth quarter and full year 2009.
(f) The $\$ 504$ million conforming provision for credit losses related to the National City acquisition was included in this business segment for the fourth quarter and full year 2008.
(g) Global Investment Servicing revenue represents the sum of servicing revenue and nonoperating income (expense) less debt financing costs.

| Period-end Employees | $\begin{aligned} & \text { December } 31 \\ & 2009 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Full-time employees |  |  |  |  |  |
| Retail Banking | 21,416 | 21,644 | 22,102 | 22,468 | 22,461 |
| Corporate \& Institutional Banking | 3,746 | 3,861 | 4,038 | 4,169 | 4,264 |
| Asset Management Group | 2,960 | 3,067 | 3,150 | 3,210 | 3,204 |
| Residential Mortgage Banking | 3,267 | 3,606 | 3,693 | 3,596 | 3,637 |
| Global Investment Servicing | 4,450 | 4,561 | 4,663 | 4,732 | 4,934 |
| Distressed Assets Portfolio | 175 | 157 | 131 | 110 | 106 |
| Other |  |  |  |  |  |
| Operations \& Technology | 9,275 | 9,400 | 9,350 | 9,406 | 9,350 |
| Staff Services and other | 4,472 | 4,233 | 4,235 | 4,167 | 4,652 |
| Total Other | 13,747 | 13,633 | 13,585 | 13,573 | 14,002 |
| Total full-time employees | 49,761 | 50,529 | 51,362 | 51,858 | 52,608 |
| Retail Banking part-time employees | 4,737 | 4,859 | 5,199 | 5,375 | 5,448 |
| Other part-time employees | 1,322 | 1,520 | 1,509 | 1,562 | 1,539 |
| Total part-time employees | 6,059 | 6,379 | 6,708 | 6,937 | 6,987 |
| Total | 55,820 | 56,908 | $\underline{\underline{58,070}}$ | $\underline{\underline{58,795}}$ | 59,595 |

The period-end employee statistics reflect staff directly employed by the respective business and exclude operations, technology and staff services employees. Global Investment Servicing statistics are presented on a legal entity basis.

## Retail Banking (Unaudited) (a)


(a) See note (a) on page 14 .
(b) Includes the impact of National City, which we acquired on December 31, 2008.
(c) Information as of and for the three months ended December 31, 2009 and September 30, 2009 reflects the impact of the required divestiture of 61 branches that was completed by early September 2009.

## Retail Banking (Unaudited) (Continued)

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (a) (b) } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { September } 30 \\ & 2009 \text { (a) (b) } \\ & \hline \end{aligned}$ |  | $\begin{array}{r} \hline \text { June } 30 \\ 2009 \text { (a) } \\ \hline \end{array}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2009 \text { (a) } \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (a) } \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ |  |
| OTHER INFORMATION (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial nonperforming assets | \$ | 324 | \$ | 311 | \$ | 246 | \$ | 194 | \$ | 122 |  |  |  |  |
| Consumer nonperforming assets |  | 284 |  | 191 |  | 156 |  | 87 |  | 68 |  |  |  |  |
| Total nonperforming assets | \$ | 608 | \$ | 502 | \$ | 402 | \$ | 281 | \$ | 190 |  |  |  |  |
| Impaired loans (d) | \$ | 1,056 | \$ | 1,161 | \$ | 1,266 | \$ | 1,269 | \$ | 1,297 |  |  |  |  |
| Commercial lending net charge-offs | \$ | 173 | \$ | 69 | \$ | 90 | \$ | 83 | \$ | 49 | \$ | 415 | \$ | 139 |
| Consumer lending net charge-offs |  | 166 |  | 165 |  | 156 |  | 124 |  | 36 |  | 611 |  | 118 |
| Total net charge-offs | \$ | 339 | \$ | 234 | \$ | 246 | \$ | 207 | \$ | 85 | \$ | 1,026 | \$ | 257 |
| Commercial lending annualized net charge-off ratio |  | 5.32\% |  | 2.07\% |  | 2.59\% |  | 2.36\% |  | 3.29\% |  | 3.06\% |  | 2.31\% |
| Consumer lending annualized net chargeoff ratio |  | 1.50\% |  | 1.52\% |  | 1.46\% |  | 1.17\% |  | .68\% |  | 1.42\% |  | .59\% |
| Total annualized net charge-off ratio |  | 2.37\% |  | 1.65\% |  | 1.74\% |  | 1.47\% |  | 1.26\% |  | 1.81\% |  | .98\% |
| Other statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ATMs |  | 6,473 |  | 6,463 |  | 6,474 |  | 6,402 |  | 4,041 |  |  |  |  |
| Branches (e) |  | 2,512 |  | 2,553 |  | 2,606 |  | 2,585 |  | 1,141 |  |  |  |  |
| Home equity portfolio credit statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions (f) |  | 35\% |  | 35\% |  | 35\% |  | 35\% |  | 37\% |  |  |  |  |
| Weighted average loan-to-value ratios (f) |  | 74\% |  | 74\% |  | 74\% |  | 74\% |  | 73\% |  |  |  |  |
| Weighted average FICO scores (g) |  | 727 |  | 727 |  | 728 |  | 727 |  | 726 |  |  |  |  |
| Annualized net charge-off ratio |  | . $90 \%$ |  | .97\% |  | .80\% |  | . $34 \%$ |  | .58\% |  | .75\% |  | 0.49\% |
| Loans 30-89 days past due |  | .78\% |  | .75\% |  | .70\% |  | .73\% |  | .68\% |  |  |  |  |
| Loans 90 days past due |  | .76\% |  | .73\% |  | . $72 \%$ |  | . $67 \%$ |  | . $62 \%$ |  |  |  |  |
| Customer-related statistics (h): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking checking relationships |  | 2,000 |  | 0,000 |  | 8,000 |  | 4,000 |  | 2,000 |  |  |  |  |
| Retail online banking active customers |  | 1,000 |  | 2,000 |  | 6,000 |  | 6,000 |  | 5,000 |  |  |  |  |
| Retail online bill payment active customers |  | 66,000 |  | 3,000 |  | 4,000 |  | 6,000 |  | 9,000 |  |  |  |  |
| Brokerage statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial consultants (i) |  | 704 |  | 655 |  | 658 |  | 658 |  | 414 |  |  |  |  |
| Full service brokerage offices |  | 40 |  | 42 |  | 42 |  | 43 |  | 23 |  |  |  |  |
| Brokerage account assets (billions) | \$ | 32 | \$ | 30 | \$ | 28 | \$ | 26 | \$ | 15 |  |  |  |  |
| Managed credit card loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans held in portfolio | \$ | 2,555 | \$ | 2,477 | \$ | 2,202 | \$ | 2,091 | \$ | 330 |  |  |  |  |
| Loans securitized |  | 1,646 |  | 1,654 |  | 1,824 |  | 1,824 |  |  |  |  |  |  |
| Total managed credit card loans | \$ | 4,201 | \$ | 4,131 | \$ | 4,026 | \$ | 3,915 | \$ | 330 |  |  |  |  |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securitized credit card loans | \$ | 30 | \$ | 33 | \$ | 37 | \$ | 31 |  |  | \$ | 131 |  |  |
| Managed credit card loans | \$ | 87 | \$ | 86 | \$ | 87 | \$ | 80 | \$ | 4 | \$ | 340 | \$ | 11 |
| Net charge-offs as a \% of average loans (annualized): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securitized credit card loans |  | 7.21\% |  | 6.78\% |  | 8.14\% |  | 6.89\% |  |  |  | 7.25\% |  |  |
| Managed credit card loans |  | 8.33\% |  | 8.34\% |  | 8.79\% |  | 8.25\% |  | 5.23\% |  | 8.42\% |  | 4.17\% |

(a) Includes the impact of National City, which we acquired on December 31, 2008.
(b) Information as of and for the three months ended December 31, 2009 and September 30, 2009 reflects the impact of the required divestiture of 61 branches that was completed by early September 2009.
(c) Presented as of period-end, except for net charge-offs and annualized net charge-off ratios, which are for the three months and year ended.
(d) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.
(e) Excludes certain satellite branches that provide limited products and/or services.
(f) Includes loans from acquired portfolios for which lien position and loan-to-value information is not available.
(g) Represents the most recent FICO scores we have on file.
(h) Amounts for 2009 include the impact of National City prior to the completion of all application system conversions. These amounts may be refined subsequent to system conversions.
(i) Financial consultants provide services in full service brokerage offices and PNC traditional branches.

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009(\mathrm{~b}) \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { September 30 } \\ & 2009 \text { (b) } \end{aligned}$ |  | $\begin{array}{r} \hline \text { June } 30 \\ 2009 \text { (b) } \\ \hline \end{array}$ |  | $\begin{aligned} & \text { March } 31 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \end{gathered}$ |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 1,009 | \$ | 915 |  | 886 |  | 1,023 | \$ | 366 | \$ | 3,833 | \$ | 1,323 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate service fees |  | 235 |  | 226 |  | 236 |  | 218 |  | 128 |  | 915 |  | 583 |
| Other |  | 133 |  | 175 |  | 161 |  | 49 |  | 37 |  | 518 |  | (47) |
| Noninterest income |  | 368 |  | 401 |  | 397 |  | 267 |  | 165 |  | 1,433 |  | 536 |
| Total revenue |  | 1,377 |  | 1,316 |  | 1,283 |  | 1,290 |  | 531 |  | 5,266 |  | 1,859 |
| Provision for credit losses |  | 283 |  | 384 |  | 649 |  | 287 |  | 381 |  | 1,603 |  | 575 |
| Noninterest expense |  | 444 |  | 459 |  | 467 |  | 430 |  | 237 |  | 1,800 |  | 945 |
| Pretax earnings (loss) |  | 650 |  | 473 |  | 167 |  | 573 |  | (87) |  | 1,863 |  | 339 |
| Income taxes (benefit) |  | 235 |  | 164 |  | 60 |  | 214 |  | (32) |  | 673 |  | 124 |
| Earnings (loss) | \$ | 415 | \$ | 309 | \$ | 107 | \$ | 359 | \$ | (55) | \$ | 1,190 | \$ | 215 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 36,952 | \$ | 39,394 |  | 42,771 |  | 45,522 | \$ | 21,685 | \$ | 41,132 | \$ | 20,439 |
| Commercial real estate |  | 15,276 |  | 15,309 |  | 15,730 |  | 15,646 |  | 6,043 |  | 15,489 |  | 5,584 |
| Commercial-real estate related |  | 3,328 |  | 3,622 |  | 3,884 |  | 4,267 |  | 3,233 |  | 3,772 |  | 3,049 |
| Asset-based lending |  | 6,051 |  | 5,918 |  | 6,401 |  | 7,021 |  | 5,556 |  | 6,344 |  | 5,274 |
| Equipment lease financing |  | 5,368 |  | 5,260 |  | 5,380 |  | 5,554 |  | 1,586 |  | 5,390 |  | 1,482 |
| Total loans |  | 66,975 |  | 69,503 |  | 74,166 |  | 78,010 |  | 38,103 |  | 72,127 |  | 35,828 |
| Goodwill and other intangible assets |  | 3,736 |  | 3,704 |  | 3,512 |  | 3,376 |  | 3,210 |  | 3,583 |  | 3,149 |
| Loans held for sale |  | 1,534 |  | 1,578 |  | 1,893 |  | 1,714 |  | 1,701 |  | 1,679 |  | 2,053 |
| Other assets |  | 7,395 |  | 6,460 |  | 7,332 |  | 8,029 |  | 6,717 |  | 7,300 |  | 6,020 |
| Total assets | \$ | 79,640 | \$ | 81,245 |  | $\underline{\text { 86,903 }}$ |  | $\underline{\text { 91,129 }}$ | \$ | 49,731 | \$ | 84,689 | \$ | 47,050 |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 23,484 | \$ | 20,392 |  | 18,732 |  | 17,108 | \$ | 9,138 | \$ | 19,948 | \$ | 8,388 |
| Money market |  | 10,573 |  | 10,714 |  | 9,514 |  | 7,949 |  | 6,059 |  | 9,697 |  | 5,817 |
| Other |  | 8,728 |  | 8,009 |  | 7,501 |  | 7,391 |  | 3,582 |  | 7,911 |  | 3,129 |
| Total deposits |  | 42,785 |  | 39,115 |  | 35,747 |  | 32,448 |  | 18,779 |  | 37,556 |  | 17,334 |
| Other liabilities |  | 8,408 |  | 8,363 |  | 9,701 |  | 10,024 |  | 6,038 |  | 9,118 |  | 5,357 |
| Capital |  | 7,916 |  | 7,922 |  | 7,816 |  | 7,690 |  | 3,388 |  | 7,837 |  | 3,087 |
| Total liabilities and equity | \$ | 59,109 | \$ | 55,400 |  | 53,264 |  | 50,162 | \$ | 28,205 | \$ | 54,511 | \$ | 25,778 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 21\% |  | 15\% |  | 5\% |  | 19\% |  | (6) \% |  | 15\% |  | 7\% |
| Noninterest income to total revenue |  | 27 |  | 30 |  | 32 |  | 21 |  | 31 |  | 27 |  | 29 |
| Efficiency |  | 32 |  | 35 |  | 37 |  | 33 |  | 45 |  | 34 |  | 51 |
| COMMERCIAL MORTGAGE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SERVICING PORTFOLIO (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning of period | \$ | 275 | \$ | 269 | \$ | 269 |  | 270 | \$ | 247 | \$ | 270 | \$ | 243 |
| Acquisitions/additions |  | 19 |  | 15 |  | 11 |  | 5 |  | 28 |  | 50 |  | 51 |
| Repayments/transfers |  | (7) |  | (9) |  | (11) |  | (6) |  | (5) |  | (33) |  | (24) |
| End of period | \$ | 287 | \$ | 275 | \$ | 269 |  | 269 | \$ | 270 | \$ | 287 | \$ | 270 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consolidated revenue from: (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Treasury Management | \$ | 296 | \$ | 281 | \$ | 284 | \$ | 276 | \$ | 152 | \$ | 1,137 | \$ | 567 |
| Capital Markets | \$ | 187 | \$ | 155 | \$ | 148 | \$ | 43 | \$ | 76 | \$ | 533 | \$ | 336 |
| Commercial mortgage loans held for sale (d) | \$ | 67 | \$ | 53 | \$ | 63 | \$ | 22 | \$ | 35 | \$ | 205 | \$ | (115) |
| Commercial mortgage loan servicing (e) |  | 66 |  | 66 |  | 76 |  | 72 |  | 19 |  | 280 |  | 180 |
| Commercial mortgage banking activities | \$ | 133 | \$ | 119 | \$ | 139 | S | 94 | \$ | 54 | \$ | 485 | \$ | 65 |
| Total loans (f) | \$ | 66,206 | \$ | 68,352 |  | 71,077 |  | 75,886 | \$ | 38,063 |  |  |  |  |
| Nonperforming assets (f) | \$ | 3,167 | \$ | 2,992 |  | 2,317 |  | 1,862 | \$ | 1,173 |  |  |  |  |
| Impaired loans (f) (g) | \$ | 1,075 | \$ | 1,482 | \$ | 1,601 | \$ | 1,757 | \$ | 1,816 |  |  |  |  |
| Net charge-offs | \$ | 341 | \$ | 222 | \$ | 322 | \$ | 167 | \$ | 116 | \$ | 1,052 | \$ | 267 |
| Net carrying amount of commercial mortgage servicing rights (f) | \$ | 921 | \$ | 897 | \$ | 895 | \$ | 874 | \$ | 654 |  |  |  |  |

(a) See note (a) on page 14 .
(b) Includes the impact of National City, which we acquired on December 31, 2008.
(c) Represents consolidated PNC amounts.
(d) Includes valuations on commercial mortgage loans held for sale and related commitments, derivative valuations, origination fees, gains on sale of loans held for sale and net interest income on loans held for sale.
(e) Includes net interest income and noninterest income from loan servicing and ancillary services.
(f) Presented as of period end. Amounts at December 31, 2008 do not include the impact of National City, except purchased impaired loans.
(g) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.

## Asset Management Group (Unaudited) (a)

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { September } 30 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{array}{r} \hline \text { June } 30 \\ 2009 \text { (b) } \\ \hline \end{array}$ |  | $\begin{aligned} & \text { March } 31 \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \hline \text { December 31 } \\ & 2009 \text { (b) } \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 67 | \$ | 70 |  | \$ 75 |  | \$ 96 | \$ | 35 | \$ | 308 | \$ | 130 |
| Noninterest income |  | 151 |  | 155 |  | 151 |  | 154 |  | 93 |  | 611 |  | 429 |
| Total revenue |  | 218 |  | 225 |  | 226 |  | 250 |  | 128 |  | 919 |  | 559 |
| Provision for credit losses |  | 25 |  | 9 |  | 46 |  | 17 |  | 4 |  | 97 |  | 6 |
| Noninterest expense |  | 155 |  | 162 |  | 167 |  | 170 |  | 89 |  | 654 |  | 363 |
| Pretax earnings |  | 38 |  | 54 |  | 13 |  | 63 |  | 35 |  | 168 |  | 190 |
| Income taxes |  | 15 |  | 19 |  | 5 |  | 24 |  | 13 |  | 63 |  | 71 |
| Earnings | \$ | 23 | \$ | 35 |  | \$ 8 |  | \$ 39 | \$ | 22 | \$ | 105 | \$ | 119 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | \$ | 4,044 | \$ | 3,997 |  | \$3,936 |  | \$ 3,851 | \$ | 2,289 | \$ | 3,957 | \$ | 2,136 |
| Commercial and commercial real estate |  | 1,520 |  | 1,601 |  | 1,714 |  | 1,761 |  | 588 |  | 1,648 |  | 577 |
| Residential mortgage |  | 1,000 |  | 1,046 |  | 1,114 |  | 1,153 |  | 65 |  | 1,078 |  | 66 |
| Total loans |  | 6,564 |  | 6,644 |  | 6,764 |  | 6,765 |  | 2,942 |  | 6,683 |  | 2,779 |
| Goodwill and other intangible assets |  | 416 |  | 418 |  | 390 |  | 404 |  | 33 |  | 407 |  | 39 |
| Other assets |  | 221 |  | 219 |  | 273 |  | 288 |  | 164 |  | 251 |  | 183 |
| Total assets | \$ | 7,201 | \$ | 7,281 |  | \$7,427 |  | $\underline{\text { 7,457 }}$ | \$ | 3,139 | \$ | 7,341 | \$ | 3,001 |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 1,126 | \$ | 993 |  | \$ 988 |  | \$ 1,260 | \$ | 788 | \$ | 1,091 | \$ | 859 |
| Interest-bearing demand |  | 1,674 |  | 1,544 |  | 1,563 |  | 1,544 |  | 728 |  | 1,582 |  | 700 |
| Money market |  | 3,134 |  | 3,154 |  | 3,217 |  | 3,330 |  | 2,123 |  | 3,208 |  | 1,855 |
| Total transaction deposits |  | 5,934 |  | 5,691 |  | 5,768 |  | 6,134 |  | 3,639 |  | 5,881 |  | 3,414 |
| Certificates of deposit and other |  | 918 |  | 1,013 |  | 1,088 |  | 1,289 |  | 683 |  | 1,076 |  | 589 |
| Total deposits |  | 6,852 |  | 6,704 |  | 6,856 |  | 7,423 |  | 4,322 |  | 6,957 |  | 4,003 |
| Other liabilities |  | 122 |  | 106 |  | 104 |  | 117 |  | 11 |  | 111 |  | 12 |
| Capital |  | 531 |  | 612 |  | 580 |  | 576 |  | 271 |  | 575 |  | 255 |
| Total liabilities and equity | \$ | 7,505 | \$ | 7,422 |  | $\underline{\underline{\$ 7,540}}$ |  | $\underline{\underline{\$ 8,116}}$ | \$ | 4,604 | \$ | 7,643 | \$ | 4,270 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 17\% |  | 23\% |  | 6\% |  | 27\% |  | 32\% |  | 18\% |  | 47\% |
| Noninterest income to total revenue |  | 69 |  | 69 |  | 67 |  | 62 |  | 73 |  | 66 |  | 77 |
| Efficiency |  | 71 |  | 72 |  | 74 |  | 68 |  | 70 |  | 71 |  | 65 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total nonperforming assets (c) | \$ | 155 | \$ | 129 |  | \$ 108 |  | \$ 68 | \$ | 5 |  |  |  |  |
| Impaired loans (c) (d) | \$ | 198 | \$ | 206 |  | \$ 221 |  | \$ 223 | \$ | 225 |  |  |  |  |
| Total net charge-offs | \$ | 22 | \$ | 9 |  | \$ 21 |  | \$ 11 |  |  | \$ | 63 | \$ | 2 |
| ASSETS UNDER ADMINISTRATION (in billions) <br> (c) (e) (f) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 94 | \$ | 93 |  | \$ 88 |  | \$ 85 | \$ | 61 |  |  |  |  |
| Institutional |  | 111 |  | 124 |  | 134 |  | 131 |  | 83 |  |  |  |  |
| Total | \$ | 205 | \$ | 217 |  | \$ 222 |  | \$ 216 | \$ | 144 |  |  |  |  |
| Asset Type |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 100 | \$ | 98 |  | \$ 88 |  | \$ 79 | \$ | 60 |  |  |  |  |
| Fixed income |  | 58 |  | 56 |  | 57 |  | 57 |  | 38 |  |  |  |  |
| Liquidity/Other |  | 47 |  | 63 |  | 77 |  | 80 |  | 46 |  |  |  |  |
| Total | \$ | 205 | \$ | 217 |  | \$ 222 |  | \$ 216 | \$ | 144 |  |  |  |  |
| Discretionary assets under management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 67 | \$ | 66 |  | \$ 62 |  | \$ 59 | \$ | 38 |  |  |  |  |
| Institutional |  | 36 |  | 38 |  | 36 |  | 37 |  | 19 |  |  |  |  |
| Total | \$ | 103 | \$ | 104 |  | \$ 98 |  | \$ 96 | \$ | 57 |  |  |  |  |
| Asset Type |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 49 | \$ | 47 |  | \$ 42 |  | \$ 38 | \$ | 26 |  |  |  |  |
| Fixed income |  | 34 |  | 34 |  | 32 |  | 32 |  | 19 |  |  |  |  |
| Liquidity/Other |  | 20 |  | 23 |  | 24 |  | 26 |  | 12 |  |  |  |  |
| Total | \$ | 103 | \$ | 104 |  | \$ 98 |  | \$ 96 | \$ | 57 |  |  |  |  |
| Nondiscretionary assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 27 | \$ | 27 |  | \$ 26 |  | \$ 26 | \$ | 23 |  |  |  |  |
| Institutional |  | 75 |  | 86 |  | 98 |  | 94 |  | 64 |  |  |  |  |
| Total | \$ | 102 | \$ | 113 |  | \$ 124 |  | \$ 120 | \$ | 87 |  |  |  |  |
| Asset Type |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 51 | \$ | 51 |  | \$ 46 |  | \$ 41 | \$ | 34 |  |  |  |  |
| Fixed income |  | 24 |  | 22 |  | 25 |  | 25 |  | 19 |  |  |  |  |
| Liquidity/Other |  | 27 |  | 40 |  | 53 |  | 54 |  | 34 |  |  |  |  |
| Total | \$ | 102 | \$ | 113 |  | \$ 124 |  | \$ 120 | \$ | 87 |  |  |  |  |

(a) See note (a) on page 14. Amounts for the 2008 periods reflect the legacy PNC wealth management business previously included in Retail Banking.
(b) Includes the impact of National City, which we acquired on December 31, 2008.
(c) As of period-end.
(d) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December $31,2008$.
(e) Excludes brokerage account assets.
(f) Amounts at December 31, 2008 exclude the impact of National City. Including National City, assets under administration totaled $\$ 228$ billion at December 31, 2008, including discretionary assets under management of $\$ 103$ billion and nondiscretionary assets under administration of $\$ 125$ billion.

## Residential Mortgage Banking (Unaudited) (a)

| Dollars in millions exceptas noted | Three months ended |  |  |  |  |  |  |  | $\begin{gathered} \text { Year ended } \\ \hline \text { December } 31 \\ 2009 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $2009$ | $\begin{gathered} \text { September } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2009 \end{gathered}$ |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 71 | \$ | 83 |  | \$ 87 |  | \$ 91 | \$ | 332 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |
| Loan servicing revenue |  |  |  |  |  |  |  |  |  |  |
| Servicing fees |  | 51 |  | 70 |  | 42 |  | 59 |  | 222 |
| Net MSR hedging gains |  | 35 |  | 60 |  | 58 |  | 202 |  | 355 |
| Loan sales revenue |  | 26 |  | 83 |  | 151 |  | 175 |  | 435 |
| Other |  | (7) |  | (4) |  | (6) |  | 1 |  | (16) |
| Total noninterest income |  | 105 |  | 209 |  | 245 |  | 437 |  | 996 |
| Total revenue |  | 176 |  | 292 |  | 332 |  | 528 |  | 1,328 |
| Provision for (recoveries of) credit losses |  | (7) |  | 4 |  | 8 |  | (9) |  | (4) |
| Noninterest expense |  | 142 |  | 141 |  | 176 |  | 173 |  | 632 |
| Pretax earnings |  | 41 |  | 147 |  | 148 |  | 364 |  | 700 |
| Income taxes |  | 16 |  | 56 |  | 56 |  | 137 |  | 265 |
| Earnings | \$ | 25 | \$ | 91 |  | \$ 92 |  | \$ 227 | \$ | 435 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |
| Portfolio loans | \$ | 2,479 | \$ | 2,071 |  | 1,834 |  | \$ 1,430 | \$ | 1,957 |
| Loans held for sale |  | 1,333 |  | 2,042 |  | 2,766 |  | 2,693 |  | 2,204 |
| Mortgage servicing rights (MSR) |  | 1,236 |  | 1,443 |  | 1,343 |  | 1,164 |  | 1,297 |
| Other assets |  | 3,761 |  | 3,483 |  | 2,648 |  | 1,932 |  | 2,962 |
| Total assets | \$ | 8,809 | \$ | 9,039 |  | \$8,591 |  | \$ 7,219 | \$ | 8,420 |
| Deposits | \$ | 3,628 | \$ | 4,076 |  | \$4,741 |  | \$ 4,101 | \$ | 4,135 |
| Borrowings and other liabilities |  | 3,110 |  | 3,811 |  | 2,672 |  | 2,080 |  | 2,924 |
| Capital |  | 1,471 |  | 1,411 |  | 1,282 |  | 1,271 |  | 1,359 |
| Total liabilities and equity | \$ | 8,209 | \$ | 9,298 |  | \$8,695 |  | \$ 7,452 | \$ | 8,418 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 7\% |  | 26\% |  | 29\% |  | 72\% |  | 32\% |
| Efficiency |  | 81\% |  | 48\% |  | 53\% |  | 33\% |  | 48\% |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |
| Servicing portfolio for others (in billions) (b) | \$ | 145 | \$ | 158 |  | 161 |  | \$ 168 |  |  |
| Fixed rate |  | 88\% |  | 88\% |  | 87\% |  | 87\% |  |  |
| Adjustable rate/balloon |  | 12\% |  | 12\% |  | 13\% |  | 13\% |  |  |
| Weighted average interest rate |  | 5.82\% |  | 5.89\% |  | 5.94\% |  | 5.99\% |  |  |
| MSR capitalized value (in billions) | \$ | 1.3 | \$ | 1.3 |  | \$ 1.5 |  | \$ 1.0 |  |  |
| MSR capitalization value (in basis points) |  | 91 |  | 81 |  | 90 |  | 62 |  |  |
| Weighted average servicing fee (in basis points) |  | 30 |  | 30 |  | 30 |  | 30 |  |  |
| Loan origination volume (in billions) | \$ | 2.3 | \$ | 3.6 |  | \$ 6.4 |  | \$ 6.9 |  |  |
| Percentage of originations represented by: |  |  |  |  |  |  |  |  |  |  |
| Agency and government programs |  | 96\% |  | 97\% |  | 98\% |  | 97\% |  | 97\% |
| Refinance volume |  | 59\% |  | 59\% |  | 74\% |  | 83\% |  | 72\% |
| Total nonperforming assets (b) | \$ | 370 | \$ | 343 |  | \$ 285 |  | \$ 267 |  |  |
| Impaired loans (b) (c) | \$ | 369 | \$ | 412 |  | 531 |  | \$ 533 |  |  |

(a) See note (a) on page 14 .
(b) As of period end.
(c) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.

## Global Investment Servicing (Unaudited) (a)

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31 } \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31 } \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2008 \end{gathered}$ |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Servicing revenue | \$ | 206 | \$ | 200 |  | 199 |  | 205 | \$ | 222 | \$ | 810 | \$ | 947 |
| Operating expense |  | 169 |  | 168 |  | 170 |  | 175 |  | 174 |  | 682 |  | 728 |
| Operating income |  | 37 |  | 32 |  | 29 |  | 30 |  | 48 |  | 128 |  | 219 |
| Debt financing |  | 1 |  | 2 |  | 3 |  | 5 |  | 8 |  | 11 |  | 34 |
| Nonoperating income (b) |  |  |  |  |  | (8) |  | (10) |  |  |  | (18) |  | 3 |
| Pretax earnings |  | 36 |  | 30 |  | 18 |  | 15 |  | 40 |  | 99 |  | 188 |
| Income taxes |  | 14 |  | 11 |  | 6 |  | 5 |  | 15 |  | 36 |  | 66 |
| Earnings | \$ | 22 | \$ | 19 | \$ | 12 | \$ | 10 | \$ | 25 | \$ | 63 | \$ | 122 |
| PERIOD-END BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill and other intangible assets | \$ | 1,294 | \$ | 1,289 |  | 1,294 |  | 297 | \$ | 1,301 |  |  |  |  |
| Other assets |  | 1,556 |  | 2,557 |  | 1,589 |  | ,182 |  | 3,977 |  |  |  |  |
| Total assets | \$ | 2,850 | \$ | 3,846 |  | 2,883 |  | 479 | \$ | 5,278 |  |  |  |  |
| Debt financing | \$ | 730 | \$ | 770 |  | 792 |  | 825 | \$ | 850 |  |  |  |  |
| Other liabilities |  | 1,376 |  | 2,357 |  | 1,388 |  | 959 |  | 3,737 |  |  |  |  |
| Shareholder's equity |  | 744 |  | 719 |  | 703 |  | 695 |  | 691 |  |  |  |  |
| Total liabilities and equity | \$ | 2,850 | \$ | 3,846 |  | 2,883 |  | 479 | \$ | 5,278 |  |  |  |  |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average equity |  | 12\% |  | 11\% |  | 7\% |  | 6\% |  | 14\% |  | 9\% |  | 18\% |
| Operating margin (c) |  | 18 |  | 16 |  | 15 |  | 15 |  | 22 |  | 16 |  | 23 |
| SERVICING STATISTICS (at period end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounting/administration net fund assets (in billions) (d) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic | \$ | 777 | \$ | 719 |  | 699 |  | 645 | \$ | 764 |  |  |  |  |
| Offshore |  | 78 |  | 76 |  | 75 |  | 67 |  | 75 |  |  |  |  |
| Total | \$ | 855 | \$ | 795 |  | 774 |  | 712 | \$ | 839 |  |  |  |  |
| Asset type (in billions) (d) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Money market | \$ | 339 | \$ | 318 |  | 341 |  | 345 | \$ | 431 |  |  |  |  |
| Equity |  | 296 |  | 285 |  | 249 |  | 199 |  | 227 |  |  |  |  |
| Fixed income |  | 120 |  | 105 |  | 107 |  | 99 |  | 103 |  |  |  |  |
| Other |  | 100 |  | 87 |  | 77 |  | 69 |  | 78 |  |  |  |  |
| Total | \$ | 855 | \$ | 795 | \$ | 774 | \$ | 712 | \$ | 839 |  |  |  |  |
| Custody fund assets (in billions) | \$ | 459 | \$ | 427 |  | 399 |  | 361 | \$ | 379 |  |  |  |  |
| Shareholder accounts (in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Transfer agency |  | 13 |  | 12 |  | 13 |  | 13 |  | 14 |  |  |  |  |
| Subaccounting |  | 74 |  | 68 |  | 62 |  | 62 |  | 58 |  |  |  |  |
| Total |  | 87 |  | 80 |  | 75 |  | 75 |  | 72 |  |  |  |  |

(a) See note (a) on page 14 .
(b) Net of nonoperating expense.
(c) Total operating income divided by servicing revenue.
(d) Includes alternative investment net assets serviced.

## Distressed Assets Portfolio (Unaudited) (a)


(a) See note (a) on page 14.
(b) As of period end.
(c) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.

## 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.

Accretable net interest-The excess of cash flows expected to be collected on a purchased impaired loan over the carrying value of the loan. The accretable net interest is recognized into interest income over the remaining life of the loan using the constant effective yield method.

Accretable yield-The excess of a loan's cash flows expected to be collected over the carrying value of the loan. The accretable yield is recognized in interest income over the remaining life of the loan using the constant effective yield method.

Adjusted average total assets-Primarily comprised of total average quarterly (or annual) assets plus (less) unrealized losses (gains) on investment 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.
Cash recoveries-Cash recoveries used in the context of purchased impaired loans represent cash payments from customers that exceeded the recorded investment of the designated impaired loan.

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 carrying amount to the fair value of the loan, if fair value is less than carrying amount.

Client-related noninterest income-Total noninterest income included on our Consolidated Income Statement less amounts for net gains (losses) on sales of securities, net other-than-temporary impairments, and other noninterest income.

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.

Credit spread-The difference in yield between debt issues of similar maturity. The excess of yield attributable to credit spread is often used as a measure of relative creditworthiness, with a reduction in the credit spread reflecting an improvement in the borrower's perceived creditworthiness.

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; trading securities; interest-earning deposits with banks; other short-term investments; loans held for sale; loans; investment securities; and certain other assets.

Economic capital-Represents the amount of resources that a business segment should hold to guard against potentially large losses that could cause insolvency. It is based on a measurement of economic risk, as opposed to
risk as defined by regulatory bodies. 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.

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 (GAAP basis) and noninterest income.
Fair value-The price that would be received to sell an asset or the price that would be paid to transfer a liability on the measurement date using the principal or most advantageous market for the asset or liability in an orderly transaction between willing market participants.

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 a business segment. 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.
Investment securities-Collectively, securities available for sale and securities held to maturity.
Leverage ratio-Tier 1 risk-based capital divided by adjusted average total assets.
LIBOR-Acronym for London InterBank Offered Rate. LIBOR is the average interest rate charged when banks in the London wholesale money market (or interbank market) borrow unsecured funds from each other. LIBOR rates are used as a benchmark for interest rates on a global basis.

Net interest income from loans and deposits - A management accounting assessment, using funds transfer pricing methodology, of the net interest contribution from loans and deposits.

Net interest margin-Annualized taxable-equivalent net interest income divided by average earning assets.
Nonaccretable difference-Contractually required payments receivable on a purchased impaired loan in excess of the cash flows expected to be collected.
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 (GAAP basis) 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 and construction customers as well as troubled debt restructured loans. Nonperforming loans do not include 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 dollar or percentage change in total revenue (GAAP basis) less the dollar or percentage change in noninterest expense. A positive variance indicates that revenue growth exceeded expense growth (i.e., positive operating leverage) while a negative variance implies expense growth exceeded revenue growth (i.e., negative operating leverage).

Other-than-temporary impairment (OTTI)-When the fair value of a debt security is less than its amortized cost basis, an assessment is performed to determine whether the impairment is other-than-temporary. If we intend to sell the security or more likely than not will be required to sell the security before recovery of its amortized cost basis less any current-period credit loss, an other-than-temporary impairment is considered to have occurred. In such cases, an other-than-temporary impairment is recognized in earnings equal to the entire difference between the investment's amortized cost basis and its fair value at the balance sheet date. Further, if we do not expect to recover the entire amortized cost of the security, an other-than-temporary impairment is considered to have occurred. However, if we do not intend to sell the security and it is not more likely than not that we will be required to sell the security before its recovery, the other-than-temporary loss is separated into (a) the amount representing the credit loss, and (b) the amount related to all other factors. The other-than-temporary impairment related to credit losses is recognized in earnings while the amount related to all other factors is recognized in other comprehensive income, net of tax.

Pretax, pre-provision earnings-Total revenue less noninterest expense.
Purchase accounting accretion-Accretion of the discounts and premiums on acquired assets and liabilities. The purchase accounting accretion is recognized in net interest income over the weighted average life of the financial instruments using the constant effective yield method.

Purchased impaired loans-Acquired loans determined to be credit impaired under FASB ASC 310-30 (AICPA SOP 03-3). Loans are determined to be impaired if there is evidence of credit deterioration since origination and for which it is probable that all contractually required payments will not be collected.

Recorded investment-The initial investment of a purchased impaired loan plus interest accretion and less any cash payments and writedowns to date. The recorded investment excludes any valuation allowance which is included in our allowance for loan and lease losses.

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.
Residential development loans-Project-specific loans to commercial customers for the construction or development of residential real estate including land, single family homes, condominiums and other residential properties. This would exclude loans to commercial customers where proceeds are for general corporate purposes whether or not such facilities are secured.

Residential mortgage servicing rights hedge gains / (losses), net-We have elected to measure acquired or originated residential mortgage servicing rights (MSRs) at fair value under GAAP. We employ a risk management strategy designed to protect the economic value of MSRs from changes in interest rates. This strategy utilizes securities and a portfolio of derivative instruments to hedge changes in the fair value of MSRs arising from changes in interest rates. These financial instruments are expected to have changes in fair value which are negatively correlated to the change in fair value of the MSR portfolio. Net MSR hedge gains/(losses) represent the change in the fair value of MSRs, exclusive of changes due to time decay and payoffs, combined with the change in the fair value of the associated derivative instruments.

Return on average assets-Annualized net income divided by average assets.
Return on average capital-Annualized net income divided by average capital.
Return on average common shareholders' equity-Annualized net income less preferred stock dividends, including preferred stock discount accretion, divided by average common shareholders' equity.

Risk-weighted assets-Computed by the assignment of specific risk-weights (as defined by the Board of Governors of the Federal Reserve System) to assets and off-balance sheet instruments.

Securitization-The process of legally transforming financial assets into securities.
Servicing rights-An intangible asset or liability created by an obligation to service assets for others. Typical servicing rights include the right to receive a fee for collecting and forwarding payments on loans and related taxes and insurance premiums held in escrow.

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 use interest income on a taxable-equivalent basis in calculating average yields and net interest margins 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 GAAP on the Consolidated Income Statement.

Tier 1 common capital-Tier 1 risk-based capital, less preferred equity, less trust preferred capital securities, and less noncontrolling interests.
Tier 1 common capital ratio-Tier 1 common capital divided by period-end risk-weighted assets.
Tier 1 risk-based capital-Total shareholders' equity, plus trust preferred capital securities, plus certain noncontrolling interests that are held by others; less goodwill and certain other intangible assets (net of eligible deferred taxes relating to taxable and nontaxable combinations), less equity investments in nonfinancial companies less ineligible servicing assets 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 equity-Total shareholders' equity plus noncontrolling interests.
Total fund assets serviced-Total domestic and offshore fund investment assets for which we provide related processing services. We do not include these assets on our Consolidated Balance Sheet.

Total risk-based capital-Tier 1 risk-based capital plus qualifying subordinated debt and trust preferred securities, other noncontrolling interest not qualified as Tier 1 , eligible gains on available for sale equity securities 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.
Troubled debt restructuring-A restructuring of debt whereby the lender for economic or legal reasons related to the borrower's financial difficulties grants a concession to the borrower that it would not otherwise consider.

Watchlist-A list of criticized loans, credit exposure or other assets compiled for internal monitoring purposes. We define criticized exposure for this purpose as exposure with an internal risk rating of other assets especially mentioned, substandard, doubtful or loss.

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.


## The PNC Financial Services Group, Inc.

Fourth Quarter and Full Year 2009 Earnings January 21, 2010

## Cautionary Statement Regarding Forward-Looking Information and Adjusted Information

This presentation includes "snapshot" information about PNC used by way of illustration. It is not intended as a full business or financial review and should be viewed in the context of all of the information made available by PNC in its SEC filings. The presentation also contains forward-looking statements regarding our outlook or expectations relating to PNC's future business, operations, financial condition, financial performance, capital and liquidity levels, 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. We provide greater detail regarding some of these factors in our 2008 Form $10-\mathrm{K}$ and 2009 Form 10-Qs, including in the Risk Factors and Risk Management sections of those reports, and in our other SEC filings (accessible on the SEC's website at www.sec.gov and on or through our corporate website at www.pnc.com/secfilings). We have included web addresses here and elsewhere in this presentation as inactive textual references only. Information on these websites is not part of this document.

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 certain types of items, including our fourth quarter 2009 gain related to BlackRock's acquisition of Barclays Global Investors ("BGI"), our fourth quarter 2008 conforming provision for credit losses for National City, and other integration costs in the 2009 and 2008 periods. This information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or a substitute for, our GAAP results. We believe that this additional information and the reconciliations we provide may be useful to investors, analysts, regulators and others as they evaluate the impact of these respective items on our results for the periods presented due to the extent to which the items are not indicative of our ongoing operations.

In certain discussions, we may also provide information on yields and margins for all interest-earning assets calculated using net interest income 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 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 under "About PNC-Investor Relations."

## 2009 Strategic Highlights

## Extraordinary challenges

- Severe recessionary economic conditions
- Significant franchise expansion
- Uncertain regulatory environment


## Exceptional performance

p Grew our businesses and delivered strong results
, Significant progress in rebalancing risk profile

- Acquisition benefits exceeding expectations
- Regulatory changes to date have been manageable

PNC's Business Model Is Designed to Deliver Strong Results.

## 2009 Financial Highlights

- Execution of the PNC business model delivered exceptional results
- Balance sheet is well-positioned with an improved risk profile, more liquidity and more capital
- Strong revenue performance of $\$ 17$ billion from diversified sources
- Disciplined expense management - increased integration cost savings goal to $\$ 1.5$ billion annualized
- Pretax pre-provision earnings ${ }^{1}$ exceeded credit costs by $\$ 3.3$ billion
- Substantial loan loss reserves and marks on impaired loans

| In millions, except per share | YTD09 | 4 Q 09 | 3 Q 09 | 2Q09 | 1QQ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Revenue | $\$ 16,988$ | $\$ 5,082$ | $\$ 4,048$ | $\$ 3,987$ | $\$ 3,871$ |
| Net income | $\$ 2,403$ | $\$ 1,107$ | $\$ 559$ | $\$ 207$ | $\$ 530$ |
| Earnings per diluted common share | $\$ 4.36$ | $\$ 2.17$ | $\$ 1.00$ | $\$ .14$ | $\$ 1.03$ |

[^0] December 1, 2009. Further information is provided in the Appendix.

## PNC's Framework for Success

| PNC Business Model | Key Metrics | $\begin{gathered} \text { December 31, } \\ 2009 \end{gathered}$ | Target | Action Plans |
| :---: | :---: | :---: | :---: | :---: |
| Staying core funded | Loan to deposit ratio (as of) | 84\% | 80\%-90\% | Maximize credit portfolio value Reposition deposit gathering strategies |
| Returning to a moderate risk profile | Provision to average loans (year ended) | 2.4\% | 0.3\%-0.5\% | Focus "front door" on risk-adjusted returns <br> Leverage "back door" credit liquidation capabilities |
| Growing high quality, diverse revenue streams | Noninterest income/total revenue (year ended) | $43 \%{ }^{1}$ | > 50\% | Leverage credit that meets our risk/return criteria <br> Focus on cross selling PNC's deep product offerings |
| Creating positive operating leverage | Integration cost savings <br> (4Q09, annualized) | >\$1.2 billion | \$1.5 billion | Capitalize on integration opportunities <br> Emphasize continuous improvement culture |
| $\stackrel{1}{\square}$ | $\stackrel{1}{+}$ | $\stackrel{1}{4}$ | $\pm$ | $\pm$ |
| Executing our strategies | Return on average assets (year ended) | 0.62\% ${ }^{1}$ | 1.30\%+ | Execute on and deliver the PNC business model |

[^1]
## A Higher Quality, Differentiated Balance Sheet

| Category (billions) | $\begin{gathered} \text { Dec. } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Dec. } 31, \\ 2008 \end{gathered}$ | YoY chang |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Investment securities | \$56 | \$54 | \$43 | \$13 |  |
| Total loans | 157 | 161 | 175 | (18) | Dec. 31, 2009 |
| Other assets | 57 | 56 | 73 | (16) | Key Ratios |
| Total assets | \$270 | \$271 | \$291 | (\$21) | Loans/Assets |
| Transaction deposits | \$126 | \$122 | \$111 | \$15 |  |
| Retail CDs | 49 | 51 | 58 | (9) | Investment |
| Other time/savings | 12 | 11 | 24 | (12) | securities/Assets |
| Total deposits | \$187 | \$184 | \$193 | (\$6) | 21\% |
| Borrowed funds | \$39 | \$42 | \$52 | (\$13) |  |
| Other | 14 | 16 | 21 | (7) | $\begin{aligned} & \text { s/Deposits } \\ & 84 \% \end{aligned}$ |
| Shareholders' equity | 30 | 29 | 25 | 5 |  |
| Total liabilities and equity | \$270 | \$271 | \$291 | (\$21) |  |

## PNC Made Substantial Progress in Transitioning the Balance

 Sheet to Reflect Our Business Model.
## Pretax Pre-Provision Earnings ${ }^{1}$ Substantially Exceed Credit Costs

Full year 2009
\$17.0


## 4Q09 vs. 3Q09 highlights

b Strong 4Q09 revenue performance of $\$ 5.1$ billion

- $6 \%$ increase in net interest income, net interest margin up 29 basis points
- $\$ 1.1$ billion gain related to BLK/BGI
- Lower residential mortgage revenue
- Other client-based fee income relatively stable
- Continued disciplined expense management
- Expenses flat from 3Q09 despite $\$ 66$ million increase in integration costs
- Increased quarterly acquisition cost savings by \$100 million to $\$ 300$ million
- Provision of $\$ 1.05$ billion increased loan loss reserve coverage

> PNC Is Recognized for the Ability to Create Positive Operating Leverage to Help Offset Credit Costs.

## Credit Quality Trends

| Accruing loans past <br> due $^{1}$ (millions) |
| :---: |
| Nonperforming loans <br> (millions, except \%) |
| Net charge-offs <br> (millions, except \%) |
|  |
| Allowance and |
| marks on impaired |
| loans |
| (billions, except \%) |

$30-89$ days
90 days or more

| Commercial lending | $\$ 4,076$ | $\$ 3,866$ | $\$ 3,226$ | $\$ 2,547$ |
| :--- | ---: | ---: | ---: | ---: |
| Consumer lending | 1,595 | 1,260 | 930 | 413 |
| Total nonperforming loans | $\$ 5,671$ | $\$ 5,126$ | $\$ 4,156$ | $\$ 2,960$ |
| Change from prior quarter | $11 \%$ | $23 \%$ | $40 \%$ | $78 \%$ |
|  |  |  |  |  |
| Total net charge-offs | $\$ 835$ | $\$ 650$ | $\$ 795$ | $\$ 431$ |
| NCOs/average loans ${ }^{2}$ | $2.09 \%$ | $1.59 \%$ | $1.89 \%$ | $1.01 \%$ |


| Allowance for loan and |  | $\$ 5.1$ | $\$ 4.8$ | $\$ 4.6$ | $\$ 4.3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| lease losses | 4.9 | 6.6 | 7.5 | 8.3 |  |
| Marks on impaired loans | $\$ 10.0$ | $\$ 11.4$ | $\$ 12.1$ | $\$ 12.6$ |  |
| Total allowance and marks <br> on impaired loans | $6.2 \%$ | $6.8 \%$ | $7.0 \%$ | $7.0 \%$ |  |
| Total allowance and marks <br> on impaired loans/ <br> outstanding loan balances |  |  |  |  |  |

(1) Excludes the impact of the $\$ 1.08$ billion pretax, $\$ 687$ million after-tax, gain related to the BLK/BGI transaction. Including the gain, noninterest income to total revenue percentage for the year was $47 \%$ and the return on average assets for the year was
(2) PNC $.87 \%$. Further information is provided in the Appendix.

## Strengthening Capital Ratios Throughout 2009



Highlights

- PNC capital ratios already reflect impact of marks on impaired loans ${ }^{2}$ - as of
December 31, 2008, marks were approximately $\$ 9.2$ billion
- Increased common equity by $\$ 4.5$ billion from 4Q08 to 4Q09


## Summary and Expectations

## 2009 performance

- PNC's execution of its business model delivered strong results in 2009
- PNC's achievements during 2009 leave us well positioned to take advantage of the economic recovery


## 2010 expectations

- Growth in relationship-based deposits offset by additional higher cost time deposit run-off
b Continued weak Ioan demand and Iow utilization rates driven by economic conditions
, Net interest income and net interest margin consistent with 3Q09 annualized
- Relatively stable noninterest income apart from the BLK/BGI gain and MSR hedging gains
- Reduced expenses driven by integration cost saves
, Credit cost improvement as the economy recovers

PNC Continues to Build a Great Company.

## Cautionary Statement Regarding Forward-Looking

 InformationThis presentation includes "snapshot" information about PNC used by way of illustration and is not intended as a full business or financial review. It should not be viewed in isolation but rather in the context of all of the information made available by PNC in its SEC filings.

We also make statements in this presentation, and we may from time to time make other statements, regarding our outlook or expectations for earnings, revenues, expenses, capital levels, liquidity levels, asset quality and/or other matters regarding or affecting PNC that are forwardlooking statements within the meaning of the Private Securities Litigation Reform Act. Forward-looking statements are typically identified by words such as "believe," "plan," "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 forwardlooking statements. Actual results or future events could differ, possibly materially, from those that we anticipated in our forward-looking statements, and future results could differ materially from our historical performance.

Our forward-looking statements are subject to the following principal risks and uncertainties. We provide greater detail regarding some of these factors in our 2008 Form 10-K and 2009 Form 10-Qs, including in the Risk Factors and Risk Management sections of those reports, and in our other SEC filings. 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/secfilings. We have included these web addresses as inactive textual references only. Information on these websites is not part of this document.

- 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:
o Changes in interest rates and valuations in the debt, equity and other financial markets.
o 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.
o Actions by the Federal Reserve and other government agencies, including those that impact money supply and market interest rates
o Changes in our customers', suppliers' and other counterparties' performance in general and their creditworthiness in particular.
o Changes in levels of unemployment.
o 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 US and global financial markets, particularly if it worsens, could impact our performance, both directly by affecting our revenues and the value of our assets and liabilities and indirectly by affecting our counterparties and the economy generally.
- Our business and financial performance could be impacted as the financial industry restructures in the current environment, both by changes in the creditworthiness and performance of our counterparties and by changes in the competitive and regulatory landscape.
-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 in the first half of 2010 but will move upward in the second half of the year and our view that the modest economic recovery that began last year will extend through 2010.
-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:
o Changes resulting from legislative and regulatory responses to the current economic and financial industry environment, including current and future conditions or restrictions imposed as a result of our participation in the TARP Capital Purchase Program.
o Other legislative and regulatory reforms, including broad-based restructuring of financial industry regulation as well as changes to laws and regulations involving tax, pension, bankruptcy, consumer protection, and other aspects of the financial institution industry.
o Increased litigation risk from recent regulatory and other governmental developments.
o Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental inquiries.
o The results of the regulatory examination and supervision process, including our failure to satisfy the requirements of agreements with governmental agencies.
o Changes in accounting policies and principles.
- Our issuance of securities to the US Department of the Treasury may limit our ability to return capital to our shareholders and is dilutive to our common shares. If we are unable previously to redeem the shares, the dividend rate increases substantially after five years.
- 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, and by our ability to meet evolving regulatory capital standards.
-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.
$\bullet$ - 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. This material is referenced for informational purposes only and should not be deemed to constitute a part of this document.

In addition, our recent acquisition of National City Corporation ("National City") presents us with a number of risks and uncertainties related both to the acquisition itself and to the integration of the acquired businesses into PNC. These risks and uncertainties include the following:
-The anticipated benefits of the transaction, including anticipated cost savings and strategic gains, may be significantly harder or take longer to achieve than expected or may not be achieved in their entirety as a result of unexpected factors or events.

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

- Our ability to achieve anticipated results from this transaction is dependent on the state going forward of the economic and financial markets, which have been under significant stress recently. Specifically, we may incur more credit losses from National City's loan portfolio than expected. Other issues related to achieving anticipated financial results include the possibility that deposit attrition or attrition in key client, partner and other relationships may be greater than expected.
- Legal proceedings or other claims made and governmental investigations currently pending against National City, as well as others that may be filed, made or commenced relating to National City's business and activities before the acquisition, could adversely impact our financial results. - Our ability to achieve anticipated results is also dependent on our ability to bring National City's systems, operating models, and controls into conformity with ours and to do so on our planned time schedule. The integration of National City's business and operations into PNC, which includes conversion of National City's different systems and procedures, may take longer than anticipated or be more costly than anticipated or have unanticipated adverse results relating to National City's or PNC's existing businesses. PNC's ability to integrate National City successfully may be adversely affected by the fact that this transaction has resulted in PNC entering several markets where PNC did not previously have any meaningful retail presence.

In addition to the National City transaction, 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, similar to some or all of those described above relating to the National City acquisition.

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 Reconcilement

|  | December 31, 2008 |  |  |
| :---: | :---: | :---: | :---: |
| For the three months ended, in millions | Pretax | Income taxes (benefit) (a) | Net income |
| Reported net income (loss) |  |  | (\$246) |
| National City conforming provision for credit losses | \$504 | (\$176) | 328 |
| Net income excluding National City conforming provision for credit losses |  |  | \$82 |

PNC believes that information adjusted for the impact of certain items may be useful due to the extent to which the items are not indicative of our ongoing operations.

|  | December 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Year ended, in millions | Pretax | Income taxes (benefit) (a) | Net income | Diluted EPS |
| Reported net income |  |  | \$2,403 | \$4.36 |
| Gain on BlackRock/BGI transation | (\$1,076) | \$389 | (687) | (1.51 |
| Net income excluding gain on BlackRock/BGI transaction |  |  | \$1,716 | \$2.85 |


|  | December 31, 2009 |  |  |
| :--- | ---: | ---: | ---: |
| Year ended, in millions | Return on <br> average assets |  |  |
| Reported | Net income | Average assets | $\$ 2,403$ |
| Excluding gain on BlackRock/BGI transaction | $\$ 276,876$ | $0.87 \%$ |  |
|  | $\$ 276,876$ | $0.62 \%$ |  |

PNC believes that information adjusted for the impact of certain items may be useful due to the extent to which the items are not indicative of our ongoing operations.
(a) Calculated using a marginal federal income tax rate of $35 \%$. The after-tax gain on the BlackRock/BGI transaction also reflects the impact of state income taxes.

## Non-GAAP to GAAP Reconcilement

## in millions

Total revenue
Noninterest expense
Pretax pre-provision earnings
Provision for credit losses
Excess of pretax pre-provision earnings over credit losses

Total revenue
Gain on BlackRock/BGI transaction
Total revenue excluding BlackRock/BGI gain
Noninterest expense
Pretax pre-provision earnings excluding BlackRock/BGI gain Provision for credit losses
Excess of pretax pre-provision earnings excluding BlackRock/BGI gain over credit losses

| Three months ended |  |  |  | Year ended |
| :---: | :---: | :---: | :---: | :---: |
| March 31, 2009 | June 30, 2009 | Sept. 30, 2009 | Dec. 31, 2009 | Dec. 31, 2009 |
| \$3,871 | \$3,987 | \$4,048 | \$5,082 | \$16,988 |
| 2,328 | 2,658 | 2,379 | 2,369 | 9,734 |
| 1,543 | 1,329 | 1,669 | 2,713 | 7,254 |
| 880 | 1,087 | 914 | 1,049 | 3,930 |
| \$663 | \$242 | \$755 | \$1,664 | \$3,324 |
| \$3,871 | \$3,987 | \$4,048 | \$5,082 | \$16,988 |
|  |  |  | 1,076 | 1,076 |
| 3,871 | 3,987 | 4,048 | 4,006 | 15,912 |
| 2,328 | 2,658 | 2,379 | 2,369 | 9,734 |
| 1,543 | 1,329 | 1,669 | 1,637 | 6,178 |
| 880 | 1,087 | 914 | 1,049 | 3,930 |
| \$663 | \$242 | \$755 | \$588 | \$2,248 |

PNC believes that pretax pre-provision earnings is useful as a tool to help evaluate ability to provide for credit costs through operations. PNC believes that information adjusted for the impact of certain items may be useful due to the extent to which the items are not indicative of our ongoing operations.

|  | Year ended Dec. 31, 2009 |  |  | Three months ended Dec. 31, 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported | $\begin{gathered} \text { Gain on } \\ \text { BlackRock/BGI } \\ \text { transaction } \end{gathered}$ | Reported excluding BlackRock/BGI gain | Reported | $\begin{gathered} \text { Gain on } \\ \text { BlackRock/BGI } \\ \text { transaction } \end{gathered}$ | Reported excluding BlackRock/BGI gain |
| Net interest income | \$9,054 |  | \$9,054 | \$2,345 |  | \$2,345 |
| Noninterest income | 7,934 | \$1,076 | 6,858 | 2,737 | \$1,076 | 1,661 |
| Total revenue | \$16,988 | \$1,076 | \$15,912 | \$5,082 | \$1,076 | \$4,006 |
| Noninterest income/total revenue | 47\% |  | 43\% | 54\% |  | 41\% |

PNC believes that information adjusted for the impact of certain items may be useful due to the extent to which the items are not indicative of our ongoing operations.

## Non-GAAP to GAAP Reconcilement

For the three months ended, in millions except per share data Net income, as reported
Adjustments:
Gain on BlackRock/BGI transaction
Integration costs
Net income, as adjusted

| December 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: |
| Adjustments, <br> Pretax | Income taxes <br> (benefit) (a) | Net <br> Income | Diluted <br> EPS |
|  |  | $\$ 1,107$ | $\$ 2.17$ |
| $(\$ 1,076)$ | $\$ 389$ | $(687)$ | $(1.49)$ |
| 155 | $(54)$ | 101 | .22 |
|  |  |  | $\$ 521$ |
|  |  |  | $\$ .90$ |


| September 30, 2009 |  |  |  |
| :---: | :---: | :---: | :---: |
| Adjustments, <br> Pretax | Income taxes <br> (benefit) (a) | Net | Income | | EPS |
| :---: |

For the three months ended, in millions except per share data
Net income (loss), as reported
Adjustments:
Conforming provision for credit losses - National City
Other integration costs

| December 31, 2008 |  |  |  |
| :---: | :---: | :---: | :---: |
| Adjustments, | Income taxes | Net | Diluted |
| Pretax | (benefit) (a) | Income | EPS |

$\$ 89$


Net income, as adjusted
\$504
81

Year ended, in millions except per share data
Net income, as reported
Adjustments:
Gain on BlackRock/BGI transaction
Conforming provision for credit losses - National City
Other integration costs
Net income, as adjusted

| December 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: |
| Adjustments, <br> Pretax | Income taxes <br> (benefit) (a) | Net <br> Income | Diluted <br> EPS |
| $\$(1,076)$ |  | $\$ 2,403$ | $\$ 4.36$ |
|  | $\$ 389$ | $(687)$ | $(1.51)$ |
| 421 | $(147)$ | 274 | .60 |
|  |  |  | $\$ 1,990$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |


| Adjustments, Pretax | Income taxes (benefit) (a) | Net Income | Diluted <br> EPS |
| :---: | :---: | :---: | :---: |
|  |  | \$914 | \$2.44 |
| \$504 | (\$176) | 328 | . 95 |
| 145 | (51) | 94 | . 27 |
|  |  | \$1,336 | \$3.66 |

PNC believes that information adjusted for the impact of certain items may be useful due to the extent to which the items are not indicative of our ongoing operations.
(a) Calculated using a marginal federal income tax rate of $35 \%$. The after-tax gain on the BlackRock/BGI transaction also reflects the impact of state income taxes.

## Ticker

The PNC Financial Services Group, Inc. ..... PNCBB\&T Corporation
BBTBank of America Corporation
BAC
Capital One Financial, Inc. ..... COF
Comerica Inc.
Fifth Third BancorpCMA
JPMorgan Chase ..... JPM
KeyCorp ..... KEY
M\&T Bank ..... MTB
Regions Financial Corporation ..... RF
SunTrust Banks, Inc. ..... STIU.S. BancorpUSB
Wells Fargo \& Company ..... WFC


[^0]:    (1) Total revenue less noninterest expense. Revenue includes a $\$ 1.1$ billion gain related to BlackRock's acquisition of BGI on ( $\$$ PNC

[^1]:    (1) Excludes the impact of the $\$ 1.08$ billion pretax, $\$ 687$ million after-tax, gain related to the BLK/BGI transaction. Including the gain, noninterest income to total revenue percentage for the year was $47 \%$ and the return on average assets for the year was $.87 \%$. Further information is provided in the Appendix.

